

THE SOCIETY FOR PERSONALITY AND SOCIAL PSYCHOLOGY

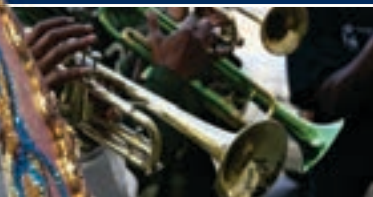
PROGRAM



THE FOURTEENTH ANNUAL MEETING

NEW ORLEANS

ERNEST N. MORIAL CONVENTION CENTER
JANUARY 17-19, 2013

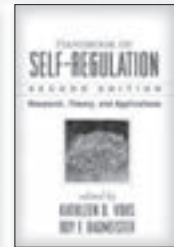
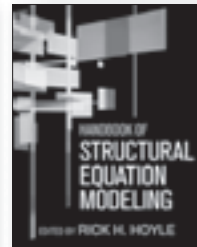
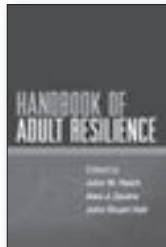
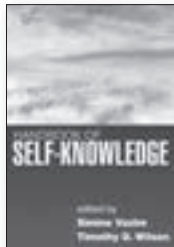


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Paul E. Jose

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Eddie Harmon-Jones

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Welcome to SPSP 2013

The 14th Annual Meeting of the Society for Personality and Social Psychology

Dear SPSP Attendee:

We are delighted to welcome everyone to New Orleans for the 14th Annual SPSP meeting. We are expecting our biggest turnout yet, with close to 4000 attendees. The Ernest N. Morial Convention Center, located along the Mississippi River in the Warehouse District and in close proximity to the French Quarter and other historic neighborhoods, will be an exciting place to share new ideas with colleagues.

A record 89 symposia and almost 2100 posters will be presented during our 2½ day-long conference. These presentations are on topics as varied as the neuroscience of prejudice, influences on personality change across the lifespan, and how relationship processes play out in online social networks, and represent the diversity and depth of personality and social psychology. In addition, there are several special sessions we wish to highlight: the Presidential Symposium, the Presidential Address, award addresses for the Block and Campbell awards and the brand new SPSP Distinguished Scholar Award, plus *many* opportunities and special sessions for graduate students.

This year's conference kicks off Thursday evening with welcoming remarks from SPSP President David Funder, followed by the Presidential Symposium. Titled "The First P in SPSP," this special symposium will present groundbreaking research on personality and health outcomes across the lifespan, the neuroscience of individual differences, and contributions of personality methods and research to the development of the DSM-5. The Presidential Symposium will take place from 5:00 to 7:00 pm in La Nouvelle Orleans Ballroom followed by the Welcome Reception and the first Poster Session of the meeting, which will run concurrently from 7:00 to 8:30 pm in Exhibit Hall B-1.

Friday and Saturday (January 18 and 19) will be brimming with exciting symposia, poster sessions, invited addresses, and social events. Friday's schedule includes a Presidential Address by David Funder, titled "Taking the Power of the Situation Seriously." Friday evening will be a special plenary session featuring all 3 major SPSP award addresses: Dan McAdams, recipient of the Block Award; Thalia Wheatley, speaking on behalf of Campbell Award recipient Dan Wegner; and James Pennebaker, inaugural recipient of the SPSP Distinguished Scholar Award.

This year's conference will also feature not just one but *two* "Data Blitz" sessions, one on Friday morning and one on Saturday morning. These sessions each feature 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience. (Do your part and keep 'em short!)

In addition to the regular program, this year you can choose from a diverse array of 24 preconferences. Representatives from funding agencies will be offering special lunchtime presentations on funding opportunities and answering questions on both Friday (NIH) and Saturday (NSF). APA will present a special "How to Publish" workshop early Friday morning. There is special programming for graduate students including a "Speed *Dataing*" event on Thursday evening where graduate students can meet new people and share research ideas, and a Graduate Student Symposium on Saturday morning titled "Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists." Mentoring lunches for graduate students, coordinated by the Graduate Student Committee, will be held both Friday and Saturday, as well as a mentoring lunch sponsored by GASP, the GLBT Alliance in Social and Personality Psychology, held on Friday.

For this year's meeting, we are continuing many new initiatives that were introduced last year, including the option of receiving drink tickets in lieu of the boxed lunches, as well as on-site child care at the Hilton New Orleans Riverside. We have also partnered with CrowdCompass to bring meeting attendees an improved mobile app for navigating the conference program as well as networking with other conference attendees. And finally, we are pleased to offer free Wi-Fi in the Exhibit Hall as well as two Wi-Fi hotspots near the meeting rooms, allowing attendees to stay connected while they enjoy the conference.

We hope you enjoy everything the conference and the city of New Orleans has to offer this year. Enjoy the festivities!

Melissa Ferguson and Sanjay Srivastava
Co-Chairs, Program Committee

Cynthia Pickett, Brian Lowery, Keith Payne
Convention Committee

Thank You!

We are very grateful for the enormous time and effort so many people devoted to organizing this year's conference. We thank the members of the Symposia and Poster Reviewing Committees, who took on the difficult task of selecting this year's symposia from the sea of excellent submissions. This year's symposium reviewers were Brent Donnellan, Ran Hassin, Joshua Jackson, Alison Ledgerwood, Iris Mauss, Matthias Mehl, Benoît Monin, Jane Risen, B.J. Rydell, and Greg Webster. This year's poster reviewers were Jonathan Adler, Allan Clifton, Jeremy Cone, Daniel Effron, Baruch Eitam, Crystal Hall, Carlee Hawkins, Jacob Hirsh, Cendri Hutcherson, Yoel Inbar, Lara Kammrath, Michael Kraus, Carrie Langner, Erik Noffle, Kurt Peters, Aneeta Rattan, Chris Soto, Nina Strohminger, Greta Valenti, and Cornelia Wrzus. Additional thanks to the rest of the Program Committee: former program co-chairs Veronica Benet-Martinez and Kathleen Vohs, and incoming program co-chairs Eli Finkel and Cheryl Kaiser.

Putting on a conference of the size of the SPSP Annual Meeting is no small task and we are grateful for the many individuals at SPSP and at FASEB who worked tirelessly behind the scenes to ensure a successful 2013 meeting. Because of SPSP's transition to working with a new meeting planner, the workload was even greater than usual and we thank all meeting attendees for their patience with any little bumps in the road that they may have experienced.

Executives and Committees

Meet Those Working Behind the Scenes of SPSP!

2012 SPSP Executive Committee

President Trish Devine

Past President Todd Heatherton

President - Elect David Funder

Secretary - Treasurer Monica Biernat

Executive Committee Member-at-Large

Jennifer Beer

Shelly Gable

Wendi Gardner

Sam Gosling

Randy Larsen

APA Division 8 Council Representative

Paula Pietromonaco

Theresa Vescio

2013 SPSP Executive Committee

President David Funder

Past President Trish Devine

President - Elect Jamie Pennebaker

Secretary - Treasurer Wendy Wood

Executive Committee Member-at-Large

Jennifer Beer

Shelly Gable

Wendi Gardner

Sam Gosling

Michael Zarate

APA Division 8 Council Representative

Paula Pietromonaco

Theresa Vescio

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Executive Officer John Dovidio

Chief Financial Officer Susie Schroeder

Executive Office Coordinator Linda Dovidio

2012 Committees for the 2013 New Orleans Convention

Convention Committee Cynthia Pickett, *Chair*
Brian Lowery
Keith Payne

Convention Committee's Graduate Student

Travel Award Panel

Keith Payne, *Chair*

Roland Deutsch

Ken Fujita

Melanie Green

Kai Jonas

Derek Rucker

Simine Vazire

Tessa West

Dustin Wood

Program Committee

Melissa Ferguson, *Co-Chair*

Sanjay Srivastava, *Co-Chair*

Veronica Benet-Martinez,

Past Co-Chair

Kathleen Vohs, *Past, Co-Chair*

Eli Finkel

Cheryl Kaiser

Program Committee's Symposium Review Panel

Brent Donnellan

Ran Hassin

Joshua Jackson

Alison Ledgerwood

Iris Mauss

Matthias Mehl

Benoit Monin

Jane Risen

BJ Rydell

Greg Webster

Program Committee's Poster Review Panel

Jonathan Adler

Allan Clifton

Jeremy Cone

Daniel Effron

Baruch Eitam

Crystal Hall

Carlee Hawkins

Jacob Hirsh

Cendri Hutcherson

Yoel Inbar

Lara Kammrath

Michael Kraus

Carrie Langner

Erik Nofhle

Kurt Peters

Aneeta Rattan

Chris Soto

Nina Strohminger

Greta Valenti

Cornelia Wrzus

Other 2012 Committees, Positions, and Representatives

APA Division 8 Program

2012 Program Chair Ashby Plant

2012 Program Past-Chair Jennifer Tickle

2013 Program Chair Tera Letzring

Awards Committee Todd Heatherston, *Chair*
Jennifer Crocker
Tim Wilson
John Dovidio, *ex officio*

Award Nomination Panels

Block Award Veronica Benet-Martinez, *Chair*
Charles Carver
Howard Tennen

Campbell Award Tony Manstead, *Chair*
John Dovidio
Sandra Murray

Career Contribution Award

Hazel Markus, *Chair*
Tom Pettigrew
Shelley Taylor

Cialdini Award Phoebe Ellsworth, *Chair*
Ayelet Gneezy
Brad Sagarin

Diener Award in Personality

Randy Larsen, *Chair*
Laura King
Phil Shaver

Diener Award in Social Psychology

Brenda Major, *Chair*
Galen Bodenhausen
Russ Fazio

Distinguished Scholar Award

Dan McAdams, *Chair*
Claude Steele
Jerry Suls

Media Awards Greg Maio, *Chair*
Mahzarin Banaji
Sam Gosling
Jon Haidt

Methodological Innovation Award

Alice Eagly, *Chair*
Ed Diener
Mark Zanna

Theoretical Innovation Prize

Jamie Goldenberg, *Chair*
Steve Neuberg
Nicole Shelton
Michael Zarate

Diversity and Climate Committee

Stephanie Fryberg, *Chair*
Rudy Mendoza-Denton
Sam Sommers

Fellows Committee Shige Oishi, *Chair*
Andrew Elliot
Batja Mesquita
Brent Roberts
Joshua Aronson

Graduate Student Committee

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Marina Milyavskaya,
Past-President
Erica Schneid
Jill Brown
Kathryn Bollich
Stuart Daman
Ashley Whillans

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Diane Mackie
John Levine

Dialogue Co-Editor Hart Blanton
Dialogue Co-Editor Charles Stangor
PSPB Editor Shinobu Kitayama
PSPR Editor Mark Leary

SPPS Consortium Liaison Jennifer Crocker

Summer Institute for Social Psychology and Personality Committee (SISPP)

Sam Gosling, *Co-Chair*
Iris Mauss, *Co-Chair*
Margaret Clark
Eli Finkel
Tiffany Ito
Wendy Berry Mendes

Training Committee Stacey Sinclair, *Chair*
Jennifer Bosson
Jon Maner
Michael Robinson

Web Editor Don Forsyth

Public Information Officer Lisa Munoz

Representative to SPN Marti Hope Gonzales

FASEB Office of Scientific Meetings and Conferences

Director Marcella Jackson
Meeting Manager Janet Kearney
Exhibits Manager Joni Friedman
Registrar Josie Leftwich

Schedule Overview

Thursday, January 17, 2013

- 8:00 am – 4:30 pm Pre-Conferences, Various Rooms (See page 10)
- 12:00 pm – 8:00 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
- 5:00 pm – 7:00 pm Opening Session and Presidential Symposium, La Nouvelle Orleans Ballroom
- 6:30 pm – 8:30 pm Exhibits Open, Hall B-1
- 7:00 pm – 8:00 pm Welcome Reception, Hall B-1
- 7:00 pm – 8:15 pm The 2012 Awards Ceremony & Reception, Room 203 – 205
- 7:00 pm – 8:15 pm The GSC “Speed *Dataing*” Event, Room 211 – 213
- 7:00 pm – 8:30 pm Poster Session-A, Hall B-1
- 8:30 pm GSC Student Social Night, Republic

Friday, January 18, 2013

- 6:30 am 5K Fun Run and Walk, World Trade Center – New Orleans Riverfront
- 7:30 am – 6:30 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
- 8:00 am – 8:30 am Continental Breakfast, Hall B-1
- 8:00 am – 9:30 am Poster Session B, Hall B-1
- 8:00 am – 2:00 pm Exhibits Open, Hall B-1
- 8:15 am – 9:30 am APA Workshop, Room R07 – R09
- 8:15 am – 9:30 am Media Training Seminar, Room R03 – R05
- 9:45 am – 11:00 am Symposium Session A, Various Rooms
- 11:00 am – 11:15 am Coffee Break, Hall B-1
- 11:15 am – 12:30 pm Symposium Session B and Data Blitz, Various Rooms
- 12:30 pm – 1:30 pm Box Lunch Offered, Hall B-1
- 12:30 pm – 2:00 pm Poster Session C, Hall B-1
- 1:00 pm – 2:00 pm Lunchtime Presentation and Discussion with Representatives from NIH, Room R03 – R05
- 1:00 pm – 2:00 pm GSC Mentoring Lunch, Room 203 – 205
- 1:00 pm – 2:00 pm GASP Mentoring Lunch, Room 231 – 232
- 2:00 pm – 3:15 pm Symposium Session C, Various Rooms
- 2:00 pm – 6:00 pm Exhibit Hall Closed, Hall B-1
- 3:15 pm – 3:30 pm Coffee Break, North Skylight Area
- 3:30 pm – 4:45 pm Symposium Session D, Various Rooms
- 5:00 pm – 6:30 pm Block, Campbell, and Distinguished Scholar Award Lectures, La Nouvelle Orleans Ballroom
- 6:15 pm – 8:00 pm Exhibits Open, Hall B-1
- 6:30 pm – 8:00 pm Poster Session D with Social Hour, Hall B-1
- 6:30 pm – 8:00 pm Diversity and Climate Committee Reception, Room 231 – 232

Saturday, January 19, 2013

- 7:30 am – 5:30 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
- 8:00 am – 8:30 am Continental Breakfast, Hall B-1
- 8:00 am – 9:30 am Poster Session E, Hall B-1
- 8:00 am – 2:00 pm Exhibits Open, Hall B-1
- 8:15 am – 9:30 am GSC Symposium, Room R07 – R09
- 9:45 am – 11:00 am Symposium Session E, Various Rooms
- 11:00 am – 11:15 am Coffee Break, Hall B-1
- 11:15 am – 12:30 pm Symposium Session F and Data Blitz, Various Rooms
- 12:30 pm – 1:30 pm Box Lunch Offered, Hall B-1
- 12:30 pm – 2:00 pm Poster Session F, Hall B-1
- 1:00 pm – 2:00 pm Lunchtime Presentation and Discussion with Representatives from NSF – Room R03 – R05
- 1:00 pm – 2:00 pm GSC Mentoring Lunch, Room 203 – 205
- 2:00 pm – 3:15 pm Symposium Session G, Various Rooms
- 2:00 pm – 6:00 pm Exhibit Hall Closed, Hall B-1
- 3:15 pm – 3:30 pm Coffee Break, North Skylight Area
- 3:30 pm – 4:45 pm Symposium Session H, Various Rooms
- 5:00 pm – 6:15 pm Symposium Session I, Various Rooms
- 6:00 pm – 7:45 pm Exhibits Open, Hall B-1
- 6:15 pm – 7:45 pm Poster Session G with Social Hour, Hall B-1

Featured Sessions

Opening Session and Presidential Symposium: The First 'P' in SPSP

Thursday, January 17, 5:00 pm – 7:00 pm, La Nouvelle Orleans Ballroom



Welcoming Remarks

Speaker/Chair: **David Funder**,
University of California, Riverside,
SPSP President



Personality Neuroscience and the Biological Basis of Traits

Speaker: **Colin DeYoung**,
University of Minnesota



Personality and Health: Trait Association Over the Lifespan

Speaker: **Sarah Hampson**, *Oregon Research Institute*



Personality Psychology and the DSM-5

Speaker: **Robert Krueger**,
University of Minnesota

Three distinguished personality researchers will describe research connecting personality with important psychological issues. Sarah Hampson will describe lifespan models that reflect how both traits and health are dynamic variables that change over time, and summarize data showing prospective associations between personality traits and health outcomes across various stages of the lifespan. Colin DeYoung will describe how research in biology and neuroscience is aiding in the development of theories of personality that provide explanations for the persistent patterns of behavior and experience described by traits. Finally, Robert Krueger will report on the development of the American Psychiatric Association's Diagnostic and Statistical Manual of Mental Disorders (5th Edition; DSM-5), slated to be published in 2013. DSM-5 may prove to be a watershed moment in the history of psychiatric classification because, more so than ever in the past, its construction was influenced by the methods and findings of personality psychology.

The 2012 Awards Ceremony & Reception

Thursday, January 17, 7:00 pm – 8:15 pm, Room 203 – 204

The awards ceremony and reception will immediately follow the Presidential Symposium and will honor the 2012 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications

Outreach and Special Sessions

APA Workshop: How to Publish Your Journal Manuscript

Friday, January 18, 8:15 am – 9:30 am, Room R07 – R09

Chair: **Lindsay MacMurray**, *American Psychological Association*

Panelists:

Laura King, *University of Missouri, Columbia*
Jessica Tracy, *University of British Columbia*
Lindsay MacMurray, *American Psychological Association*

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of “rejection” letters. General support is provided for overcoming rejection in order to persevere in the publication process.

Sponsored by the American Psychological Association

Media Training Session – How to Get Your Message Across

Friday, January 18, 8:15 am – 9:30 am, Room R03 – R05

Speakers: **Claudia Hammond**, presenter of *All in the Mind* and *Mind Changers* on BBC Radio 4 and *Health Check* on BBC World Service Radio, winner of the 2012 SPSP Media Achievement Award

Robin Tricoles, Science Communications Director, *Federation of Associations in Brain and Behavioral Sciences (FABBS) Foundation*

Lisa M.P. Munoz, Public Information Officer, *SPSP*

Communicating your science to the public is a vital, often overlooked, role for personality and social psychologists. One of the best ways to reach the public

is through the press. Come hear tips from media professionals about ways to effectively talk with members of the press about your research.

GSC Special Symposium

Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists

Saturday, January 19th, 8:15 am – 9:30 am, Room R07 – R09

Co-Chairs: **Kathryn Bollich**, *Washington University in St. Louis* and **Jill Brown**, *University of Toledo*

Speakers: **Mark Leary**, *Duke University*
Laura King, *University of Missouri, Columbia*
Brian Nosek, *University of Virginia*
David Funder, *University of California, Riverside*

Where is personality and social psychology headed in the near future? As students progress through their M.A. and Ph.D. programs, many wonder what the field will look like in the coming years and how they should be a part of it. In this symposium, four of the field’s most impactful researchers will share valuable insights and research advice with the upcoming generation, including their thoughts on what topics and initiatives should define the field. Don’t miss this unique opportunity!

Lunchtime Presentation and Discussion with Representatives from NIH

Friday, January 18, 1:00 pm – 2:00 pm, Room R03 – R05

Speakers: **William Klein** and **Rebecca Ferrer**, *National Cancer Institute, NIH*

Join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community. Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

Lunchtime Presentation and Discussion with Representatives from NSF

Saturday, January 19, 1:00 pm– 2:00 pm, Room R03 – R05

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So join the discussion! Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

Presidential Address



Taking the Power of the Situation Seriously

Friday, January 18, 2:00 pm – 3:15 pm
Room R03 – R05

Speaker: **David Funder**, *University of California, Riverside*

Situations and persons are both important determinants of behavior, but situational assessment lags far behind personality assessment. My talk will introduce a new method, the Riverside Situational Q-sort (RSQ), and demonstrate the unique insights that situational assessment can provide to topics including behavioral consistency, evolutionary psychology, and cross-cultural comparison.

Data Blitz Sessions

Session 1

Friday, January 18, 11:15 am – 12:30 pm, Room 220 – 222

Co-Chairs: **Veronica Benet-Martinez**, *Pompeu Fabra University, Barcelona*; **Kathleen Vohs**, *University of Minnesota*

Speakers: John Terrizzi, Jr., Paul Piff, Allyson Light, Jonathan Berman, Ryan Bremner, Patrycja Slawuta, Alison Blodorn, Ed O'Brien, Matt Motyl, Lahna Catalino, Jill Allen, A. Daniel Catterson

Session 2

Saturday, January 19, 11:15 am – 12:30 pm, Room 220 – 222

Co-Chairs: **Veronica Benet-Martinez**, *Pompeu Fabra University, Barcelona*; **Kathleen Vohs**, *University of Minnesota*

Speakers: Kris Mescher, Melanie Rudd, Sean Lane, Jonathan Weaver, Ravi Iyer, Ishani Banerji, Stacey Sasaki, Omid Fotuhi, Jennifer Howell, Oriana Aragon, Roberta Schriber, Jennifer Sheehy-Skeffington

These sessions will each feature 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

Block, Campbell, and Distinguished Scholar Award Lectures

Friday, January 18, 5:00 pm– 6:30 pm, La Nouvelle Orleans Ballroom

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

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP's three highest honors. Dan P. McAdams is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Dan will talk about his research on the life stories of adults who are highly generative – whose lives are organized around making a positive contribution to future generations and leaving a lasting legacy. Daniel M. Wegner is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Thalia Wheatley will speak on Dan's behalf, and she will talk about his five most influential ideas and his lasting legacy on students and colleagues. James W. Pennebaker is the inaugural recipient of the SPSP Distinguished Scholar Award. Jamie will talk about his research on health, expressive writing, the analysis of natural language, and group and educational interventions.



Jack Block Award Address Generative Lives, Redemptive Stories

Recipient: **Daniel McAdams**, *Northwestern University*



Donald T. Campbell Award Address

The Joy of Big Ideas

Recipient: **Daniel Wegner**, *Harvard University*

Accepting the Award on behalf of Daniel Wegner: **Thalia Wheatley**, *Dartmouth University*



Distinguished Scholar Award Address

Symptoms, Disclosure, and Pronouns

Recipient: **James Pennebaker**, *University of Texas at Austin*

Schedule of Events

Thursday, January 17, 2013

8:00 am – 4:30 pm

Pre-Conferences

Attitudes, Room 222
Building a Positive Career Trajectory:
Skills That Are Rarely Taught, Room 224
Close Relationships, Room R05 – R06
Common-Sense Beliefs and Lay Theories, Room R01
Cultural Psychology, Room 203 – 204
Dynamical Systems and Computational Modeling in Social Psychology, Room 205
Embodiment, Room 211
Emotion, Room 225 – 227
Evolutionary Psychology, Room 231 – 232
Group Processes and Intergroup Relations (GPIR), Room R04
Judgment and Decision Making (JDM), Room 217 – 218
Lifespan Social-Personality, Room 202
Morality and Justice, Room 207 – 208
Nonverbal Behavior, Room 206
Political Psychology, Room 220 – 221
Psychology of Religion and Spirituality, Room 212 – 213
Self & Identity, Room R02
Self-Regulation, Room R03
Social Cognition, Room 219
Social Neuroendocrinology, Room 214
Social Personality and Health, Room R09
Social Psychology and Law, Room R07 – R08
Sustainability Psychology, Room 209 – 210
Teaching, Room 228 – 230

12:00 pm – 8:00 pm

On-Site Registration and Pre-Registration

Hall B1 Foyer

5:00 pm – 7:00 pm

Opening Session and Presidential Symposium

La Nouvelle Orleans Ballroom

Welcoming Remarks

Speaker: David Funder, *University of California, Riverside*,
SPSP President

The First 'P' in SPSP

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

Speakers: Colin DeYoung, *University of Minnesota*

Personality Neuroscience and the Biological Basis of Traits

Sarah Hampson, *Oregon Research Institute*

Personality and Health: Trait Associations Over the Lifespan

Robert Krueger, *University of Minnesota*

Personality Psychology and the DSM-5

6:30 pm – 8:30 pm

Exhibits Open

Hall B-1

7:00 pm – 8:00 pm

Welcome Reception

Hall B-1

7:00 pm – 8:00 pm

Research Speed Dating Event

Room 211

7:00 pm – 8:15 pm

The 2012 Awards Ceremony and Reception

Room 203 – 204

This awards ceremony and reception will immediately follow the Presidential Symposium and will honor the 2012 SPSP Award recipients. Please stop by to meet and congratulate all of our illustrious award winners!

Sponsored by SPSP and Sage Publications

7:00 pm – 8:30 pm

Poster Session A

Hall B-1

Friday, January 18, 2013

7:30 am – 6:30 pm

On-Site Registration and Pre-Registration

Hall B1 Foyer

8:00 am – 8:30 am

Continental Breakfast

Hall B1

8:00 am – 9:30 am

Poster Session B

Hall B1

8:00 am – 2:00 pm

Exhibits Open

Hall B1

8:15 am – 9:30 am

Early Morning Special Session

Media Training Session – How to Get Your Message Across

Room R03-R05

Communicating your science to the public is a vital, often overlooked, role for personality and social psychologists. One of the best ways to reach the public is through the press. Come hear tips from media professionals about ways to effectively talk with members of the press about your research. Speakers will include:

Friday, January 18, 2013 (continued)

Claudia Hammond, presenter of *All in the Mind* and *Mind Changers* on BBC Radio 4 and *Health Check* on BBC World Service Radio, winner of the 2012 SPSP Media Achievement Award

Robin Tricoles, Science Communications Director, *Federation of Associations in Brain and Behavioral Sciences (FABBS) Foundation*

Lisa M.P. Munoz, Public Information Officer, *SPSP*

8:15 am – 9:30 am

Outreach and Special Sessions

APA Workshop: How to Publish Your Journal Manuscript

Room R07-R09

Chair: Lindsay MacMurray, *American Psychological Association*

Panelists: Laura King, *University of Missouri*

Jessica Tracy, *University of British Columbia*

Speaker: Lindsay MacMurray, *American Psychological Association*

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of "rejection" letters. General support is provided for overcoming rejection in order to persevere in the publication process.

Sponsored by the American Psychological Association

9:45 am – 11:00 am

Symposium Session A

S-A1: WHAT I KNOW NOW THAT I WISH I'D KNOWN THEN

Room R03 – R05

Chair: Jon Maner, *Florida State University*

Co-Chair: Stacey Sinclair, *Princeton University*

Speakers: Jennifer Richeson, Charles S. Carver, Douglas Kenrick, Patricia Devine

S-A2: BEYOND CULTURAL DIFFERENCES: EXAMINING SITUATIONAL, AFFECTIVE, AND COGNITIVE PROCESSES INVOLVED IN ACCULTURATION AND CULTURAL LEARNING

Room R01

Chair: Krishna Savani, *National University of Singapore*

Speakers: Janetta Lun, Batja Mesquita, Yuri Miyamoto, Michael Morris

S-A3: UNPACKING GENDER STEREOTYPES: HOW GENDER COGNITIONS DEVELOP, CHANGE, AND CONFLICT FROM CHILDHOOD TO ADULTHOOD

Room R07 – R09

Chair: Alyssa Croft, *University of British Columbia*

Co-Chair: Toni Schmader, *University of British Columbia*

Speakers: Alyssa Croft, Andrew S. Baron, Amanda B. Diekman, Bernadette Park

S-A4: THE THREE FACES OF T: LINKING TESTOSTERONE TO SEX, EMPATHIC INACCURACY, AND MENTAL ILLNESS

Room 206 – 207

Chair: Eli J. Finkel, *Northwestern University*

Co-Chair: Robert Josephs, *University of Texas at Austin*

Speakers: Robin S. Edelstein, Eli J. Finkel, Richard Ronay, Robert A. Josephs

S-A5: CLOSE RELATIONSHIPS FROM THE INSIDE AND OUTSIDE

Room 217 – 219

Chair: Simine Vazire, *Washington University in St. Louis*

Co-Chair: Brittany Solomon, *Washington University in St. Louis*

Speakers: Laura VanderDrift, Brittany C. Solomon, Amanda Forest, Ali Imran

S-A6: FACEBOOK: FRIEND OR FOE? EFFECTS OF ONLINE SOCIAL NETWORKS ON CLOSE RELATIONSHIPS

Room 228 – 230

Chair: Juwon Lee, *University of Kansas*

Co-Chair: Omri Gillath, *University of Kansas*

Speakers: Juwon Lee, Mai-Ly Nguyen, Camilla S. Overup, Diane Felmlee

S-A7: WHO LEGITIMIZES THE SYSTEM? ANSWERS FROM DISTINCT THEORETICAL PERSPECTIVES

Room 208 – 210

Chair: Ellie Shockley, *University of Chicago*

Co-Chair: Mark Brandt, *Tilburg University*

Speakers: Mark J. Brandt, Andrew L. Stewart, Ellie Shockley, S. Alex. Haslam

S-A8: IS THERE A COMMON MECHANISM UNDERLYING THE THREAT-COMPENSATION LITERATURE?: EVIDENCE FOR INCONSISTENCY COMPENSATION AS CORE MOTIVATION

Room 211 – 213

Chair: Eddie Harmon-Jones, *University of New South Wales*

Speakers: Colin Holbrook, Johannes Klackl, Eddie Harmon-Jones, Travis Proulx

S-A9: THE EVOLUTION OF THE INTERACTIONIST PERSPECTIVE: ADVANCES IN RESEARCH INTEGRATING GENES, PERSONALITY, AND SOCIAL CONTEXTS

Room 220 – 222

Chair: Ilan Dar-Nimrod, *University of Sydney and University of Rochester Medical Center*

Speakers: Michael J. Poulin, Elliot Tucker-Drob, Ilan Dar-Nimrod, Bradley Verhulst

S-A10: EMERGING EVIDENCE FOR IMPLICIT IDENTITY: PREDICTORS, MODERATORS, AND CONSEQUENCES

Room 225 – 227

Chair: Melissa Ferguson, *Cornell University*

Co-Chair: Emily Rosenzweig, *Cornell University*

Speakers: Kristen Lindgren, Thierry Devos, Eric D. Knowles, Emily Rosenzweig

S-A11: A HAPPY AND A MEANINGFUL LIFE: CUTTING-EDGE RESEARCH ON TWO OF HUMANKIND'S MOST CHERISHED GOALS

Room R02

Chair: Kathleen D. Vohs, *University of Minnesota*

Speakers: Shigehiro Oishi, Sonja King, Sonja Lyubomirsky, Kathleen D. Vohs

11:00 am – 11:15 am

Coffee Break

Hall B1

Friday, January 18, 2013 (continued)

11:15 am – 12:30 pm

Symposium Session B and Data Blitz

S-B1: OPENNESS IN SCIENTIFIC REPORTING: POTENTIAL AND REACTION

Room R03 – R05

Chair: Roger Giner-Sorolla, *University of Kent*

Speakers: Brian A. Nosek, Heather M. Fuchs, Jeffrey Spies, Roger Giner-Sorolla

S-B2: BOUNDARIES OF SOCIAL HIERARCHY – STATUS, POWER AND THEIR SOCIO-CULTURAL MODERATORS

Room R01

Chair: Matthias S. Gobel, *University College London*

Co-Chair: Heejeung Kim, *University of California, Santa Barbara*

Speakers: Aiwa Shirako, Cameron Anderson, Joni Y. Sasaki, Matthias S. Gobel

S-B3: THE MEANINGS JUSTIFY THE ENDS: THE EFFECTS OF GROUP IDENTITY AND SOCIAL MEANING ON ATTITUDES AND BEHAVIORAL CHOICES

Room R07 – R09

Chair: Timothy B. Hayes, *University of Southern California*

Co-Chair: Wendy Wood, *University of Southern California*

Speakers: Colin T. Smith, Daphna Oyserman, Timothy B. Hayes

S-B4: EMOTIONAL DISCLOSURE AND COGNITION

Room 206 – 207

Chair: Kent D. Harber, *Rutgers University at Newark*

Speakers: Adriel Boals, Crystal Park, Anita E. Kelly, Kent D. Harber

S-B5: THE KIDS ARE ALRIGHT! NEW INSIGHTS INTO THE MECHANISMS OF PERSONALITY MATURATION DURING EMERGING ADULTHOOD

Room 217 – 219

Chair: Wiebke Bleidorn, *Tilburg University*

Co-Chair: Erik Noffle, *Willamette University*

Speakers: Jule Specht, Erik E. Noffle, Dustin Wood, Wiebke Bleidorn

S-B6: THE SOCIAL SIDE OF SOCIAL POWER: SOCIAL POWER SHAPES CORE INTERPERSONAL DYNAMICS

Room 228 – 230

Chair: Maya M. Kuehn, *University of California, Berkeley*

Co-Chair: Serena Chen, *University of California, Berkeley*

Speakers: Nathanael J. Fast, Kyle E. Conlon, Sebastien Brion, Maya M. Kuehn

S-B7: BEYOND LIBERALISM VS. CONSERVATISM: THE CONTEXTUAL AND DYNAMIC NATURE OF IDEOLOGICAL CONSTRUCTION

Room 208 – 210

Chair: Ian G. Hansen, *York College, City University of New York*

Speakers: Ariel Malka, Bernhard Leidner, Kate Jassin, Ian G. Hansen

S-B8: WHAT GOOD ARE MENTAL SIMULATIONS? MENTAL SIMULATIONS SHIFT MORAL JUDGMENTS, CHANGE FORECASTS OF FUTURE BEHAVIOR, AND DRAMATICALLY IMPROVE GOAL ATTAINMENT

Room 211 – 213

Chair: E. J. Masicampo, *Wake Forest University*

Co-Chair: Kathleen Vohs, *University of Minnesota*

Speakers: Joshua D. Greene, Lisa Libby, E.J. Masicampo, Gabriele Oettingen

S-B9: DATA BLITZ

Room 220 – 222

Chairs: Veronica Benet-Martinez, *Pompeu Fabra University, Barcelona*
Kathleen D. Vohs, *University of Minnesota*

Speakers: John A. Terrizzi, Jr., Paul K. Piff, Alysson E. Light, Jonathan Z. Berman, Ryan H. Bremner, Patrycja Slawuta, Alison Blodorn, Ed O'Brien, Matt Motyl, Lahna I. Catalino, Jill M. Allen, A. Daniel Catterson

Data Blitz Session (S-B9) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-B10: TRANSCENDING RACE: HOW GENDER, STATUS, AND ESSENTIALISM HELP TO EXPLAIN THE EFFECTS OF RACE

Room 225 – 227

Chair: Adam D. Galinsky, *Columbia University*

Co-Chair: Erika Hall, *Northwestern University*

Speakers: Adam D. Galinsky, Erika V. Hall, Phillip J. Mazzocco, Melody M. Chao

S-B11: WHAT OTHERS SAY, DO AND THINK: HOW PARTNER AND FAMILY SUPPORT, HEALTH VALUES AND INDIVIDUAL DIFFERENCES INFLUENCE MAJOR MEDICAL OUTCOMES THROUGHOUT LIFE

Room R02

Chair: Alexandra Suppes, *Weill Cornell Medical College*

Speakers: Christopher T. Burke, Jane A. Skoyen, Kelly E. Rentscher, Alexandra Suppes

12:30 pm – 1:30 pm

Box Lunch Offered

Hall B1

12:30 pm – 2:00 pm

Poster Session C

Hall B1

1:00 pm – 2:00 pm

Lunchtime Presentation and Discussion with Representatives from NIH

Room R03-R05

Speakers: William Klein and Rebecca Ferrer, *National Cancer Institute, NIH*

Join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community. Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

1:00 pm – 2:00 pm

GSC Mentoring Lunch

Room 203 – 205

1:00 pm – 2:00 pm

GASP Mentoring Lunch

Room 231 – 232

2:00 pm – 6:00 pm

Exhibit Hall Closed

Hall B1

Friday, January 18, 2013 (continued)

2:00 pm – 3:15 pm

Presidential Address and Symposium Session C

S-C1: PRESIDENTIAL ADDRESS

Room R03 – R05

Title: Taking the Power of the Situation Seriously

Speaker: David Funder, *University of California, Riverside*

S-C2: OLD SYSTEMS, NEW TECHNOLOGY: HOW INTERNET USE AFFECTS BASIC SOCIAL, COGNITIVE, AND NEURAL PROCESSES

Room R01

Chair: Adrian F. Ward, *Harvard University*

Co-Chair: Daniel Wegner, *Harvard University*

Speakers: Betsy Sparrow, Adrian F. Ward, Diana I. Tamir, Kevin Lewis

S-C3: OTHER TYPES OF “WE”: DISCOVERING NEW FORMS OF COMMONALITIES FOR IMPROVING INTERGROUP RELATIONS

Room R07 – R09

Chair: Sasha Y. Kimel, *University of Michigan, Ann Arbor*

Co-Chair: Tamar Saguy

Speakers: Sasha Y. Kimel, Daan Scheepers, Mirek Kofta, Elizabeth C. Pintel

S-C4: THE PUSH AND PULL OF NEGATIVE EMOTIONS: CULTURAL AND INDIVIDUAL DIFFERENCES IN THE EFFECTS OF NEGATIVE EMOTIONS ON COMPASSION, ATTENTION, BEHAVIOR, AND PSYCHOLOGICAL ADJUSTMENT

Room 206 – 207

Chair: Yulia E. Chentsova Dutton, *Georgetown University*

Co-Chair: Birgit Koopmann-Holm, *Stanford University*

Speakers: Birgit Koopmann-Holm, Yulia E. Chentsova Dutton, Maya Tamir, George A. Bonanno

S-C5: FROM CRISIS TO CATALYST: THE NARRATIVE TRANSFORMATION OF DIFFICULTY INTO SELF DEVELOPMENT

Room 217 – 219

Chair: Jack J. Bauer, *University of Dayton*

Co-Chair: Jonathan Adler, *Franklin W. Olin College of Engineering*

Speakers: Jennifer Pals Lilgendahl, Cade Mansfield, Kate C. McLean, Jonathan M. Adler

S-C6: COMPASSION: SOCIAL CAUSES AND MORAL CONSEQUENCES

Room 208 – 210

Chair: C. Daryl Cameron, *University of North Carolina at Chapel Hill*

Co-Chair: B. Keith Payne, *University of North Carolina at Chapel Hill*

Speakers: Stéphane Côté, Paul Condon, Piercarlo Valdesolo, C. Daryl Cameron

S-C7: HAPPY PLACES, HAPPY PEOPLE. INTEGRATING INDIVIDUAL AND SOCIOECOLOGICAL PERSPECTIVES ON SUBJECTIVE WELL-BEING

Room R02

Chair: Maike Luhmann, *University of Illinois at Chicago*

Co-Chair: Richard Lucas, *Michigan State University*

Speakers: Ulrich Schimmack, Mike Morrison, Maike Luhmann, Richard E. Lucas

3:15 pm – 3:30 pm

Coffee Break

North Skylight Area

3:30 pm – 4:45 pm

Symposium Session D

S-D1: FALSE POSITIVE II: EFFECT SIZES TOO SMALL, TOO LARGE, OR JUST RIGHT

Room R03 – R05

Chair: Leif D. Nelson, *University of California, Berkeley*

Speakers: Leif D. Nelson, Uri Simonsohn, Joseph P. Simmons

S-D2: THE ROLE OF MENTAL TIME TRAVEL IN SELF PROCESSES

Room R01

Chair: Frederick M.E. Grouzet, *University of Victoria*

Speakers: Anne E. Wilson, Jordi Quoidbach, Clay Routledge, Frederick M.E. Grouzet

S-D3: THE BIOLOGICAL BASES OF INTERGROUP BIAS: BRIDGING HORMONES, GENES, FERTILITY, AND THE BRAIN

Room R07 – R09

Chair: Bobby K. Cheon, *Northwestern University*

Co-Chair: Joan Chiao, *Northwestern University*

Speakers: Carsten K.W. De Dreu, Carlos D. Navarrete, Emile G. Bruneau, Bobby K. Cheon

S-D4: BEYOND THE BEDROOM: THE EFFECT OF MATING MOTIVATIONS ON BEHAVIORS THAT HAVE (ALMOST) NOTHING TO DO WITH SEX

Room 206 – 207

Chair: Sarah E. Hill, *Texas Christian University*

Co-Chair: Abigail Schneider, *University of Colorado at Boulder*

Speakers: Yexin J. Li, Ashley Arsenia, Susan Jung Grant

S-D5: IT TAKES TWO TO TANGO: PERSONALITY IN DYADIC INTERACTIONS

Room 217 – 219

Chair: Noga Sverdlik, *Ben-Gurion University of the Negev*

Co-Chair: Shaul Oreg, *The Hebrew University of Jerusalem*

Speakers: Amir Erez, Shaul Oreg, Heike Winterheld, Moran Mizrahi

S-D6: A DYADIC PERSPECTIVE ON INTIMATE RELATIONSHIPS AND HEALTH

Room 228 – 230

Chair: Andrea L. Meltzer, *Southern Methodist University*

Co-Chair: James McNulty, *Florida State University*

Speakers: Andrea L. Meltzer, Gianna M. Bowler, Lindsey A. Beck, Lisa A. Neff

S-D7: WHAT IS SO MORAL ABOUT FEELING MORAL? CLARIFYING THE RELATION BETWEEN THE MORAL SELF AND MORAL THOUGHTS, FEELINGS, AND BEHAVIOR

Room 208 – 210

Chair: Paul Conway, *Western University Canada*

Speakers: Paul Conway, Geoffrey Wetherell, Jane O'Reilly, Jennifer Jordan

S-D8: HYPO-EGOIC STATES: INTERPERSONAL, MOTIVATIONAL, NEURAL, AND COGNITIVE PROCESSES

Room 211 – 213

Chair: Mark R. Leary, *Duke University*

Co-Chair: Kirk Brown, *Virginia Commonwealth University*

Speakers: Jennifer Crocker, Richard M. Ryan, Kirk Warren Brown, Mark R. Leary

S-D9: WHEN AND WHY WOMEN STEP BACK FROM STATUS: THE ENDURING AND SELF-REINFORCING POWER OF TRADITIONAL GENDER ROLES

Room 220 – 222

Chair: Melissa J. Williams, *Emory University*

Speakers: Melissa J. Williams, Victoria L. Brescoll, Allison Master, Amanda M. Johnston

Friday, January 18, 2013 (continued)

S-D10: ON DOING AND HAVING: 10 YEARS OF ANSWERS TO "THE QUESTION" OF EXPERIENTIAL VERSUS MATERIAL CONSUMPTION
Room 225 – 227

Chair: Amit Kumar, *Cornell University*
Co-Chair: Thomas Gilovich, *Cornell University*
Speakers: Amit Kumar, Travis J. Carter, Peter A. Caprariello, Ryan T. Howell

5:00 pm – 6:30 pm

Block, Campbell and Distinguished Scholar Award Lectures

La Nouvelle Orleans Ballroom

Chair: Amit Kumar, *Cornell University*

Jack Block Award Address

Generative Lives, Redemptive Stories

Recipient: Daniel McAdams, *Northwestern University*

Donald T. Campbell Award Address

The Joy of Big Ideas

Recipient: Daniel Wegner, *Harvard University*
Accepting the Award on Behalf of Daniel Wegner: Thalia Wheatley, *Dartmouth University*

Distinguished Scholar Award Address

Symptoms, Disclosure, and Pronouns

Recipient: James Pennebaker, *University of Texas at Austin*

6:15 pm – 8:00 pm

Exhibits Open

Hall B1

6:30 pm – 8:00 pm

Poster Session D and Social Hour

Hall B1

6:30 pm – 8:00 pm

Diversity and Climate Committee Reception

Room 231 – 232

Saturday, January 19, 2013

6:30 am

5K Run and Walk

World Trade Center - New Orleans Riverfront

7:30 am – 5:30 pm

On-Site Registration and Pre-Registration

Hall B1 Foyer

8:00 am – 8:30 am

Continental Breakfast

Hall B1

8:00 am – 9:30 am

Poster Session E

Hall B1

8:00 am – 2:00 pm

Exhibits Open

Hall B1

8:15 am – 9:30 am

Early Morning Special Session

Room R07 – R09

GSC Symposium - Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists

Chairs: Kathryn Bollich and Jill Brown

9:45 am – 11:00 am

Symposium Session E

S-E1: CATEGORIES FOR COOPERATION: THE INTERACTIVE ROLE OF EVOLUTION AND EXPERIENCE

Room R03 – R05

Chair: Leda Cosmides, *University of California, Santa Barbara*

Co-Chair: Andrew Delton, *University of California, Santa Barbara*

Speakers: Leda Cosmides, Michael B. Petersen, David Pietraszewski, Andrew W. Delton

S-E2: THE SOCIAL PSYCHOLOGY OF PRIVACY AND SELF-DISCLOSURE

Room R01

Chair: Eyal Peer, *Carnegie Mellon University*

Co-Chair: Alessandro Acquisti, *Carnegie Mellon University*

Speakers: Alessandro Acquisti, John K. Leslie, Eyal Peer, Laura Brandimarte

S-E3: HOW MUCH INEQUALITY IS TOO MUCH INEQUALITY? EXPLORING ATTITUDES TOWARD DISPARITIES IN HEALTH, WEALTH, EDUCATION, AND GENDER

Room R07 – R09

Chair: Aneeta Rattan, *Stanford University*

Speakers: Michael I. Norton, Krishna Savani, Aneeta Rattan, Kristin Laurin

S-E4: BEYOND "THANKS": DIVERSE PERSPECTIVES ON THE ANTECEDENTS, BEHAVIORS, AND CONSEQUENCES OF GRATITUDE

Room 206 – 207

Chair: Amie M. Gordon, *University of California, Berkeley*

Co-Chair: Sara Algoe, *University of North Carolina at Chapel Hill*

Speakers: Alex Wood, Amie M. Gordon, Jolie Baumann, Sara B. Algoe

S-E5: INFLUENCES ON PERSONALITY TRAIT STABILITY AND CHANGE ACROSS TIME AND CONTEXTS

Room 217 – 219

Chair: Daniel A. Briley, *University of Texas at Austin*

Speakers: Daniel A. Briley, Jennifer L. Tackett, Joshua J. Jackson, M. Brent Donnellan

S-E6: NOT EVERYTHING IS VANILLA: EXAMINING NON-MONOGAMOUS RELATIONSHIPS CAN BROADEN OUR UNDERSTANDING OF RELATIONAL PROCESSES

Room 228 – 230

Chair: Jennifer J. Harman, *Colorado State University*

Speakers: Jennifer J. Harman, Bjarne M. Holmes, Jes L. Matsick, Melissa E. Mitchell

Friday, January 18, 2013 (continued)

S-E7: TURNING THE TABLES: SOCIAL PSYCHOLOGISTS AS SUBJECTS OF RESEARCH

Room 208 – 210

Chair: A. Janet Tomiyama, *University of California, Los Angeles*

Speakers: Andrew H. Ward, Traci Mann, Modupe Akinola

S-E8: MEANS ADOPTION IN SINGLE AND MULTIPLE GOAL CONTEXTS

Room 211 – 213

Chair: Edward Orehek, *University of Pittsburgh*

Speakers: Edward Orehek, Ayelet Fishbach, Melissa J. Ferguson, Arie W. Kruglanski

S-E9: EXPLAINING THE EFFECTS OF THREATS ON CULTURAL WORLDVIEW DEFENSES: COMMON GROUND AMONG DIVERGENT PERSPECTIVES

Room 220 – 222

Chair: Immo Fritsche, *University of Leipzig, Germany*

Speakers: Daniel Sullivan, Ian McGregor, Justin Friesen, Immo Fritsche

S-E10: THE BENEFITS AND BURDENS OF CROSS-GROUP INTERACTIONS

Room 225 – 227

Chair: Marlone D. Henderson, *University of Texas at Austin*

Speakers: Marlone D. Henderson, Evan P. Apfelbaum, Elizabeth Page-Gould, Linda R. Tropp

S-E11: NEW ANSWERS TO OLD QUESTIONS: NOVEL APPROACHES TO THE STUDY OF HUMAN PROSOCIALITY

Room R02

Chair: Kristina Olson, *Yale University*

Co-Chair: Jamil Zaki, *Stanford University*

Speakers: Dave Rand, Jamil Zaki, Kristina Olson, Sarina R. Saturn

11:00 am – 11:15 am

Coffee Break

Hall B1

11:15 am – 12:30 pm

Symposium Session F and Data Blitz

S-F1: THE ANTECEDENTS AND CONSEQUENCES OF TRUST: COGNITIVE, DEVELOPMENTAL, AND CULTURAL PERSPECTIVES

Room R03 – R05

Chair: Anthony M. Evans, *Brown University*

Co-Chair: Daniel Balliet, *VU University Amsterdam*

Speakers: David Dunning, Ursula Athenstaedt, Thomas Mussweiler, Daniel Balliet

S-F2: THE SOCIAL COGNITION OF GLOBAL, MODERN DISASTERS: FINANCIAL MELTDOWNS, ENVIRONMENTAL CRISES, AND VIRAL PANDEMICS

Room R01

Chair: Andrew Edward White, *Arizona State University*

Co-Chair: Virginia Kwan, *Arizona State University*

Speakers: Andrew Edward White, Aaron C. Kay, Kevin Kim-Pong Tam, Emily Chan

S-F3: THE NEUROSCIENCE OF PREJUDICE: CATEGORIZATION, CONTROL AND COPING

Room R07 – R09

Chair: Daan Scheepers, *Leiden University*

Co-Chair: Naomi Ellemers, *Leiden University*

Speakers: David M. Amodio, Jay Van Bavel, Felice Van Nunspeet, Neha John-Henderson

S-F4: EMOTIONAL EXPRESSIONS ARE UNIVERSALLY RECOGNIZED (EXCEPT WHEN THEY AREN'T): EVIDENCE FROM DEVELOPMENTAL, CROSS-CULTURAL AND CLINICAL POPULATIONS

Room 206 – 207

Chair: Nicole L. Nelson, *Brock University*

Speakers: Nicole L. Nelson, Sherri C. Widen, Mary Kayyal, Maria Gendron

S-F5: THE DYNAMIC NATURE OF PERSON PERCEPTION: FACTORS THAT AFFECT THE NATURE AND ACCURACY OF PERSONALITY IMPRESSIONS

Room 217 – 219

Chair: Erika N. Carlson, *Washington University in St. Louis*

Co-Chair: Nicole Lawless, *University of Oregon*

Speakers: William Fleeson, Anne-Marie B. Gallrein, Nicole Lawless, Erika N. Carlson

S-F6: THE WIND BENEATH MY WINGS OR THE ROCK THAT WEIGHS ME DOWN? REGULATORY BENEFITS AND COSTS OF CLOSE RELATIONSHIPS

Room 228 – 230

Chair: Jaye L. Derrick, *University at Buffalo, The State University of New York*

Speakers: Sarah C.E. Stanton, Jaye L. Derrick, Wilhelm Hofmann, Kathleen L. Carswell

S-F7: SITUATED ETHICS: HOW MORAL JUDGMENTS AND BEHAVIORS ARE CONTAMINATED BY SITUATIONAL CUES

Room 208 – 210

Chair: David K. Sherman, *University of California, Santa Barbara*

Co-Chair: Kimberly Hartson, *University of California, Santa Barbara*

Speakers: Gavin J. Kilduff, Niro Sivanathan, Kimberly A. Hartson, Peter H. Ditto

S-F8: WHAT DOES MONEY BUY? HAPPINESS, LOVE, STATUS, AND REPRODUCTIVE REWARDS

Room 211 – 213

Chair: Kristina M. Durante, *University of Texas, San Antonio*

Co-Chair: Vlasdas Griskevicius, *University of Minnesota, Twin Cities*

Speakers: Zoe Chance, Kristina M. Durante, Vlasdas Griskevicius, Douglas T. Kenrick

S-F9: DATA BLITZ

Room 220 – 222

Chairs: Veronica Benet-Martinez, *Pompeu Fabra University, Barcelona* Kathleen D. Vohs, *University of Minnesota*

Speakers: Kris Mescher, Melanie Rudd, Sean P. Lane, Jonathan R. Weaver, Ravi Iyer, Ishani Banerji, Stacey J. Sasaki, Omid Fotuhi, Jennifer L. Howell, Oriana R. Aragon, Roberta Schriber, Jennifer Sheehy-Skeffington

Data Blitz Session (S-F9) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-F10: MANIPULATING PERCEPTIONS OF FIT: THE PERCEIVED IDENTITY COMPATIBILITY FOR WOMEN IN SCIENCE, TECHNOLOGY, ENGINEERING, & MATH (STEM)

Room 225 – 227

Chair: Sheana R. Ahlqvist, *Stony Brook University*

Speakers: Matthew S. McGlone, Sheana R. Ahlqvist, Mary C. Murphy, Jenessa R. Shapiro

S-F11: BIOLOGICAL COMPLEXITIES OF PROSOCIALITY AND WELL-BEING: NEW ACCOUNTS FROM GENETIC, NEUROPEPTIDE, PERIPHERAL PHYSIOLOGY, AND NEURAL PERSPECTIVES

Room R02

Chair: Aleksandr Kogan, *University of Cambridge*

Speakers: Heejung S. Kim, Aleksandr Kogan, Jennifer A. Bartz, Sylvia A. Morelli

Saturday, January 19, 2013 (continued)

12:30 pm – 1:30 pm

Box Lunch Offered

Hall B1

12:30 pm – 2:00 pm

Poster Session F

Hall B1

1:00 pm – 2:00 pm

Lunchtime Presentation and Discussion with Representatives from NSF

Room R03-R05

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So join the discussion! Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

1:00 pm – 2:00 pm

GSC Mentoring Lunch

Room 203 – 205

2:00 pm – 6:00 pm

Exhibit Hall Closed

Hall B1

2:00 pm – 3:15 pm

Symposium Session G

S-G1: AUTHENTICITY: ITS MEANING AND ATTAINMENT

Room R03 – R05

Chair: Letitia Slabu, *University of Edinburgh*

Co-Chair: Alison Lenton, *University of Edinburgh*

Speakers: Joshua Knobe, William E. Davis, Letitia Slabu, Alison P. Lenton

S-G2: DEBIASING SOCIAL JUDGMENT: MOTIVATIONS, PROCESSES, AND CONSEQUENCES

Room R01

Chair: Carlee B. Hawkins, *University of Virginia*

Co-Chair: Brian Nosek, *University of Virginia*

Speakers: Carlee B. Hawkins, E Ashby Plant, Jonathan Kunstman, Jeffrey W. Sherman

S-G3: GROUP INFLUENCES ON MIND PERCEPTION: NOVEL INSIGHTS INTO WHEN AND HOW WE SEE MINDS ACROSS GROUP DIVIDES

Room R07 – R09

Chair: Leor M. Hackel, *New York University*

Co-Chair: Jay Van Bavel, *New York University*

Speakers: Leor M. Hackel, Adam Waytz, Jennifer N. Gutsell, Mina Cikara

S-G4: BIOLOGICAL UNDERPINNINGS OF SOCIAL INTERACTION: INTERDISCIPLINARY APPROACHES

Room 206 – 207

Chair: Lisa M. Jaremka, *The Ohio State University College of Medicine*

Speakers: Naomi I. Eisenberger, Baldwin Way, Margaret E. Kemeny, Lisa M. Jaremka

S-G5: NARCISSISTIC AGGRESSION REVISITED

Room 217 – 219

Chair: Zlatan Krizan, *Iowa State University*

Speakers: Christopher T. Barry, Brittany Gentile, Zlatan Krizan, W. Keith Campbell

S-G6: "LIFE IS AN ADVENTURE IN FORGIVENESS": SURPRISING LESSONS IN GIVING AND GAINING FORGIVENESS

Room 228 – 230

Chair: Gili Freedman, *University of Texas at Austin*

Co-Chair: Jennifer Beer, *University of Texas at Austin*

Speakers: Gili Freedman, Michael J.A. Wohl, Frank D. Fincham, James K. McNulty

S-G7: THE ORIGINS OF MORAL COGNITION AND PRO-SOCIAL BEHAVIOR

Room 208 – 210

Chair: Larisa Heiphetz, *Harvard University*

Speakers: Fiery Cushman, Larisa Heiphetz, Jason P. Mitchell, Azim Shariff

S-G8: CHANGING YOUR IMPLICIT MIND: WHEN AND WHY DO IMPLICIT ATTITUDES FORM AND CHANGE?

Room 211 – 213

Chair: Jeremy Cone, *Williams College*

Co-Chair: Melissa Ferguson, *Cornell University*

Speakers: Kurt Peters, Jeremy Cone, Robert Rydell, Pablo Briñol

S-G9: CHALLENGING THE WHITE MALE DEFAULT: AN ANALYSIS OF SOCIAL IDENTITY NORMS IN CONTEMPORARY SOCIETY

Room 220 – 222

Chair: Erin L. Thomas, *Yale University*

Co-Chair: Jessica Cundiff, *Pennsylvania State University*

Speakers: Felicia Pratto, Jessica L. Cundiff, Susanne Bruckmüller, Erin L. Thomas

S-G10: USING STRUCTURAL EQUATION MODELING TO ANALYZE DATA FROM EXPERIMENTAL DESIGNS

Room 225 – 227

Chair: Alexander M. Schoemann, *University of Kansas*

Speakers: Rick H. Hoyle, Alexander M. Schoemann, Stephen D. Short, Todd D. Little

3:15 pm – 3:30 pm

Coffee Break

North Skylight Area

3:30 pm – 4:45 pm

Symposium Session H

S-H1: TELLING MORE THAN WE CAN KNOW? REMAPPING THE BOUNDARIES OF THE UNCONSCIOUS

Room R03 – R05

Chair: Adam Hahn, *University of Western Ontario*

Co-Chair: Bertram Gawronski, *University of Western Ontario*

Speakers: Adam Hahn, Keith Payne, Piotr Winkielman, Ap Dijksterhuis

Saturday, January 19, 2013 (continued)

S-H2: MORALITY FOR SELF AND OTHER: CONNECTIONS AND DISSOCIATIONS

Room R01

Chair: Fiery Cushman, *Brown University*

Speakers: Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Phillips

S-H3: SHIFTING DEMOGRAPHICS: FACTORS THAT HINDER AND PROMOTE CHANGES IN RACIAL BELIEFS IN THE FACE OF A GROWING MULTIRACIAL POPULATION

Room R07 – R09

Chair: Sarah E. Gaither, *Tufts University*

Co-Chair: Kristin Pauker, *University of Hawaii*

Speakers: Arnold K. Ho, Sarah E. Gaither, Danielle Young, Kristin Pauker

S-H4: SELF-CONTROL DOES A BODY GOOD? EVIDENCE FROM THE BRAIN, HEART, LIVER, AND BEHAVIOR

Room 206 – 207

Chair: Kathleen D. Vohs, *University of Minnesota*

Co-Chair: William Hedgcock, *University of Iowa*

Speakers: Elliot T. Berkman, William Hedgcock, Dylan Wagner, Suzanne Segerstrom

S-H5: FACTORS THAT PREDICT SELF-CONTROL SUCCESS AND FAILURE WITHIN A PERSON ACROSS SITUATIONS: IT'S MORE THAN JUST TRAIT SELF-CONTROL PLUS STATE DEPLETION

Room 217 – 219

Chair: Lara K. Kammrath, *Wake Forest University*

Speakers: Eli Tsukayama, Cassandra Cortes, Pei-Ying Lin, Hiroki Kotabe

S-H6: CONCEALMENT IN PLAIN SIGHT: THE UNSEEN INFLUENCE OF SECRETS IN E-MAILS, BODILY EXPERIENCES, SOCIAL INTERACTIONS, AND THE COMMUNITY

Room 228 – 230

Chair: Michael L. Slepian, *Stanford University*

Co-Chair: E. J. Masicampo, *Wake Forest University*

Speakers: Michael L. Slepian, Yla R. Tausczik, Benjamin A. Everly, Diane M. Quinn

S-H7: HARVESTING AND DISTILLING BIG DATA IN THE INFORMATION AGE: APPLICATIONS AND ADVANCES IN SOCIAL AND PERSONALITY PSYCHOLOGY

Room 208 – 210

Chair: Benjamin S. Crosier, *University of Florida*

Co-Chair: Gregory Webster, *University of Florida*

Speakers: Adam D. I. Kramer, Benjamin S. Crosier, Lindsay T. Graham, Gregory D. Webster

S-H8: TWEETING, TEXTING, AND TALKING: TECHNOLOGY'S IMPACT ON SOCIAL INTERACTION

Room 211 – 213

Chair: Jonah Berger, *University of Pennsylvania*

Speakers: Joanne V. Wood, Jonah Berger, Leslie J. Seltzer, Nicholas Epley

S-H9: NEW TAKES ON APPROACH AND AVOIDANCE

Room 220 – 222

Chair: Christine Hosey, *University of Chicago – Booth School of Business*

Co-Chair: Jane Risen, *University of Chicago – Booth School of Business*

Speakers: Christine Hosey, Steven G. Young, Annemarie Wennekers

S-H10: HOW RACE, CLASS AND STIGMA ARE EMBEDDED IN PHYSICAL SPACE

Room 225 – 227

Chair: Courtney M. Bonam, *University of Illinois Chicago*

Co-Chair: Jennifer Eberhardt, *Stanford University*

Speakers: Sophie Trawalter, Rebecca C. Hetey, Courtney M. Bonam, George Lipsitz

S-H11: NEW TOOLS: OPEN SOURCE AND PUBLICLY AVAILABLE TECHNOLOGY FOR SOCIAL PSYCHOLOGICAL RESEARCH

Room R02

Chair: Thomas W. Schubert, *Instituto Universitário de Lisboa, ISCTE-IUL*

Co-Chair: Winter Mason, *Stevens Institute of Technology*

Speakers: Winter Mason, Thomas W. Schubert, Robert Wilson, Elizabeth A. Lee

5:00 pm – 6:15 pm

Symposium Session I

S-I1: WHATEVER YOU THINK ABOUT FREE WILL, IT'S HERE IN THIS SYMPOSIUM: DIVERSE VIEWS ON THE PSYCHOLOGY OF FREE WILL

Room R03 – R05

Chair: Andrew E. Monroe, *Brown University*

Co-Chair: Bertram Malle, *Brown University*

Speakers: Thalia Wheatley, Andrew E. Monroe, Jonathan W. Schooler, Roy F. Baumeister

S-I2: THE NEURAL CORRELATES OF ABSTRACTION AND PSYCHOLOGICAL DISTANCE

Room R01

Chair: Michael Gilead, *Tel-Aviv University*

Speakers: Michael Gilead, Frank Van Overwalle, Sook-Lei Liew, Elinor Amit

S-I3: NEW INTERDISCIPLINARY PERSPECTIVES ON THE ANTECEDENTS TO AND REMEDIES FOR THE GENDER GAP IN STEM

Room R07 – R09

Chair: Jane G. Stout, *University of Colorado Boulder*

Co-Chair: Corinne Moss-Racusin, *Yale University*

Speakers: Jane G. Stout, Corinne A. Moss-Racusin, Denise Sekaquaptewa, Judith Harackiewicz

S-I4: THE ROLE OF PAIN IN HUMAN BEHAVIOR: PAINFUL DISTRESS IS RELEVANT TO UNCERTAINTY, COGNITIVE CONTROL AND EMOTIONAL STABILITY

Room 206 – 207

Chair: Steven J. Heine, *University of British Columbia*

Speakers: Michael Inzlicht, C. Nathan DeWall, Daniel Randles, Kyle Nash

S-I5: EARLY LIFE EXPERIENCES AND LATER LIFE OUTCOMES: NEW LONGITUDINAL FINDINGS

Room 217 – 219

Chair: Vivian Zayas, *Cornell University*

Co-Chair: Jeffrey Simpson, *University of Minnesota*

Speakers: Vivian Zayas, R. Chris Fraley, Jeffrey A. Simpson, Lisa M. Diamond

S-I6: NEW FRONTIERS IN ATTACHMENT AND AFFILIATION: NOVEL NEURAL AND BEHAVIORAL APPROACHES CAN CHANGE THE WAY WE UNDERSTAND RELATIONSHIPS, THE BRAIN, AND THE MIND

Room 228 – 230

Chair: James A. Coan, *University of Virginia*

Co-Chair: Lane Beckes, *University of Virginia*

Speakers: Lane Beckes, Tsachi Ein-Dor, Markus Quirin, Omri Gillath

Saturday, January 19, 2013 (*continued*)

S-17: MORAL EMOTIONS AND MORAL DECISIONS: ON THE AFFECTIVE INFLUENCES BEHIND MORAL BEHAVIORS, JUDGMENTS, AND FORECASTS

Room 208 – 210

Chair: Rimma Teper, *University of Toronto*

Speakers: Chen-Bo Zhong, Rimma Teper, Kendall J. Eskine, Yoel Inbar

S-18: COUNTERINTUITIVE CONSEQUENCES OF SUBSTITUTION IN SELF-REGULATION

Room 211 – 213

Chair: Tal Eyal, *Ben Gurion University of the Negev*

Co-Chair: Ayelet Fishbach, *University of Chicago*

Speakers: Peter M. Gollwitzer, Daniel A. Effron, Jens Förster, Tal Eyal

S-19: SHIFTING PROCESSES OF EVALUATION, AFFECT, AND MOTIVATION THROUGH BODILY AND METAPHORICAL CUES

Room 220 – 222

Chair: Janina Steinmetz, *University of Cologne, Germany*

Co-Chair: Spike Lee, *University of Toronto*

Speakers: Janina Steinmetz, Ping Dong, Mark J. Landau, Spike W.S. Lee

S-110: NO PROCESS IS AN ISLAND: RECIPROCAL INFLUENCES BETWEEN SOCIAL IDENTITY AND ENVIRONMENT

Room 225 – 227

Chair: Jonathan E. Cook, *Columbia University*

Co-Chair: Mark Hatzenbuehler, *Columbia University*

Speakers: Allecia E. Reid, John E. Pachankis, Valerie Purdie-Vaughns, Jonathan E. Cook

S-111: RECENT DEVELOPMENTS IN QUANTITATIVE METHODS FOR PERSONALITY AND SOCIAL PSYCHOLOGISTS

Room R02

Chair: Jacob Westfall, *University of Colorado Boulder*

Co-Chair: Charles Judd, *University of Colorado Boulder*

Speakers: Patrick E. Shrout, Jeremy C. Biesanz, David A. Kenny, Jacob Westfall

6:00 pm – 7:45 pm

Exhibits Open

Hall B1

6:15 pm- 7:45 pm

Poster Session G and Social Hour

Hall B1

Poster Schedule

Poster sessions are scheduled Thursday – Saturday January 17 – 19 in Exhibit Hall B-1. The presenting author should be present during the assigned time.

The doors to the poster room will open at 6:30 pm on Thursday and at 7:45 am on Friday and Saturday for poster authors who are setting up their posters only. The room will not be open to the rest of the attendees until the exhibits open. You may post your materials on the board assigned to you starting at the scheduled “Set-up Begins” time shown below. Any posters not removed by the “Take-Down Complete” time will be

discarded. *Please Note: the Exhibit Hall will be closed from 2:00 pm to 6:00 pm on Friday and Saturday.*

The doors will close and lock for the evening at 8:45 pm on Thursday and 8:15 pm on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the exhibit hall. Push pins will be available in the exhibit hall. Please look at signage to find your poster number.

The following times indicate when you are expected to set up and take down your poster:

Poster Session	Date & Time	Set Up Begins	Session Begins	Session Ends	Take Down Complete	Topic Areas Being Presented
A	Thursday, January 17	6:30 pm	7:00 pm	8:30 pm	8:45 pm	Close Relationships/Belonging/Rejection; Aggression/ Anti-Social Behavior; Social Support
B	Friday, January 18	7:45 am	8:00 am	9:30 am	9:45 am	Stereotyping/Prejudice; Intergroup Relations
C	Friday, January 18	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Emotion; Culture; Gender; Physical Health; Psychophysiology/Genetics
D	Friday, January 18	6:15 pm	6:30 pm	8:00 pm	8:15 pm	Social Judgment/Decision-Making; Person Perception/Impression Formation; Attitudes/Persuasion
E	Saturday, January 19	7:45 am	8:00 am	9:30 am	9:45 am	Self-Identity; Individual Differences; Personality Processes; Self-Esteem; Evolution; Methods/Statistics; Traits; Assessment; Social Development; Lifespan Development
F	Saturday, January 19	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Motivation/Goals; Self-Regulation; Well-Being; Social Neuroscience; Mental Health; Miscellaneous
G	Saturday, January 19	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Applied Social Psychology; Groups/ Intragroup Processes; Prosocial Behavior; Norms and Social Influence; Intergroup Relations

Student Poster Hall of Fame

Winning posters of the Student Poster Award will be displayed in Exhibit Hall B-1 for the entirety of the conference. These winners are chosen from among many submissions based on excellence in research, clarity in presentation, and personal knowledge in a discussion with secret judges. Come and see for yourself the best graduate student research in Social and Personality Psychology!

Events for Graduate Students

Hosted by your Graduate Student Committee (GSC)

GSC Special Symposium

Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists

Co-Chairs: Kathryn Bollich and Jill Brown

Saturday, January 19, 8:15 am – 9:30 am, Room R07 – R09

Where is personality and social psychology headed in the near future? As students progress through their MA and PhD programs, many wonder what the field will look like in the coming years and how they should be a part of it. In this symposium, four of the field's most impactful researchers – Mark Leary, Laura King, Brian Nosek, and David Funder – will share valuable insights and research advice with the upcoming generation, including their thoughts on what topics and initiatives should define the field. Don't miss this unique opportunity!

GSC Mentoring Luncheon

*Friday, January 18, and Saturday, January 19,
1:00 pm – 2:00 pm, Room 203 – 205*

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

New: The GSC “Speed Dating” Event

Thursday, January 17, 7:00 pm – 8:15 pm, Room 211 – 213

SPSP 2013 is a big event, and it can feel isolating if you don't meet people quickly. Now there is a perfect way to do so: come to our brand-new event, “Speed Dating.” Based on the standard speed dating paradigm often used in relationship work, the GSC “Speed Dating” Event will afford you an opportunity to meet a number of your peers in rapid-fire succession, to learn a little about who they are and what kind of work they do, and to introduce yourself. Voila! Instant conference buddies. This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your “elevator

speech.” Bear in mind this is not a romantic event – it is for meeting collaborators, peers, and colleagues. The event is Thursday night from 7:00 pm to 8:15 pm, so it will be a perfect chance to meet some new friends before heading to the GSC Social Event (see full event information below). Preregistration is required, as space will be limited.

GSC Social Event

Thursday, January 17, 8:30 pm, Republic

Take some time out of your busy conference schedule to relax and socialize with your graduate student peers at the *Republic* on Thursday evening! Due to the popularity of this event, we will have space – and a drink ticket! – for the first 400 people to show up after 8:30 pm (don't forget to bring your conference badge for entry and a ticket). *Republic*, is only 2 blocks from the convention center: 828 South Peters St. (<http://goo.gl/maps/iPXmk>). This event is brought to you by generous support from SONA Systems and Millisecond Software.

Graduate Student Lounge

*Thursday, January 17 – Saturday, January 19, 7:30 am – 7:30 pm,
Room 201*

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

GSC and Training Committee Pre-conference

Building a Positive Career Trajectory: Skills that are Rarely Taught

Thursday, January 17, 8:00 am – 4:30 pm, Room 224

We all strive for a positive career trajectory. New challenges and new opportunities arise at each career stage, particularly during the transition between graduate studies and making a convincing case for tenure. The SPSP Training and Graduate Student Committees are pleased to collaborate on a pre-conference entitled “Building a positive career

trajectory: Skills that are rarely taught." Nine 30-minute talks by experts such as Jessica Tracy, Bertram Gawronski, Nathan DeWall, and Norbert Swartz will cover the following topics: "Transitioning from graduate student to assistant professor," "Succeeding at institutions that prioritize undergraduate education," "Establishing a lab," "Creating an effective web presence," "How to write a lot," "Selecting and recruiting graduate students," "Mentoring graduate and undergraduate students," "Demonstrating an independent program of research," and "Helping your students publish." *Preregistration is required.*

GSC Poster

Graduate Student Productivity for the Academic Job Market: Congruence between Advisor Expectations and Search Committee Preferences

Saturday, January 19, 12:30 pm – 2:00 pm

Are you curious whether your advisor's expectations are reasonable for the job market? How do they compare to what search committees are looking for? Do these expectations differ depending on research tier and target jobs? We investigated these questions using a survey of SPSP faculty. These data provide an informative gauge for students as they map out their career track, allowing them to compare the demands of their advisor to the expectations of search committees. Come view the GSC poster in Session F on Saturday the 19th from 12:30 pm to 2:00 pm (poster 286) to find out what your advisors think!

Graduate Student Poster Awards and Wall of Fame

Thursday, January 17, 7:00 pm – 8:30 pm, Exhibit Hall B1

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

Outstanding Research Award

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

GASP

GASP, the GLBT alliance in Social and Personality Psychology, is an official affiliate of the Society for Personality and Social Psychology. GASP provides social support and professional resources to Gay, Lesbian, Bisexual, and Transgender students and faculty in social and personality psychology. GASP's major goals are to maintain a safe and welcoming professional forum for LGBT students and faculty and their heterosexual allies, and to serve as a resource for researchers, teachers, and other professionals.

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

Home Page

<http://www.psych.utah.edu/gasp/>

Listserv

Our private moderated listserv sends noncommercial postings about LGBT research and professional issues to more than 370 members worldwide. To subscribe, please visit <http://lists.csbs.utah.edu/listinfo.cgi/gasp>

GASP Measures Database

Searchable database of measures designed for LGBT issues or populations: <https://apps.psych.utah.edu/psych/gasp/newdbindex.jsp>

Contact Info

GASP was founded by Lisa G. Aspinwall and Lisa M. Diamond, both members of the psychology faculty at the University of Utah. You may reach us at gaspmail@earthlink.net.

GASP Mentorship Luncheon

Co-Chairs: Lisa G. Aspinwall, *University of Utah*
John Christensen, *University of Connecticut*

Friday, January 18, 1:00 pm – 2:00 pm, Room 231 – 232

Sponsored by the SPSP Diversity and Climate Committee

Volunteer faculty mentors will host small group discussions of research and professional issues, including LGBT issues in the academic job market, positioning LGBT research for publication, obtaining funding for research on sexual-minority populations, and other diversity and professional development topics. For more information and to register for a discussion table, please contact gasplunch2013@earthlink.net.

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

2012 Award Recipients

Awards Ceremony and Reception

SPSP is honored to announce our 2012 Award recipients! Please come by to meet and congratulate them at the Awards Ceremony and Reception Thursday January 17, 2013 at 7:00 pm, following the Presidential Symposium.

Ernest Morial Convention Center, Room 203-205

Sponsored by SPSP and Sage Publications

The 2012 Jack Block Award

Dan McAdams

This award is for career research accomplishment or distinguished career contributions in personality psychology and honors an individual who has demonstrated analytic sophistication, theoretical depth, and wide scholarship.

Sponsored by SPSP

The 2012 Donald T. Campbell Award

Daniel Wegner

This award is for career research accomplishment or distinguished career contributions in social psychology and honors an individual who has contributed and is continuing to contribute to the field of social psychology in significant ways.

Sponsored by SPSP

The 2012 Career Contribution Award

Samuel Gaertner

Phillip Shaver

This award honors scholars who have made major theoretical and/or empirical contributions to social psychology and/or personality psychology or to bridging these areas. Recipients are recognized for distinguished scholarly contributions across productive careers.

Sponsored by SPSP

The 2012 Robert B. Cialdini Award

Richard Larrick, Thomas Timmerman, Andrew Carton, & Jason Abrevaya

For their 2011 *Psychological Science* article entitled "Temper, temperature, and temptation: Heat-related retaliation in baseball" (Vol. 22, pp. 423-428).

This award recognizes a publication that best explicates social psychological phenomena principally through the use of field research methods and settings and that thereby demonstrates the relevance of the discipline to communities outside of academic social psychology.

Endowed by FPSP

The 2012 Carol and Ed Diener Award in Personality Psychology

Richard Robins

This award recognizes a mid-career scholar whose work substantially adds to the body of knowledge in personality psychology and/or brings together personality psychology and social psychology.

Endowed by FPSP

The 2012 Carol and Ed Diener Award in Social Psychology

Dacher Keltner

This award recognizes a mid-career scholar whose work substantially adds to the body of knowledge in social psychology and/or brings together social psychology and personality psychology.

Endowed by FPSP

The 2012 Distinguished Scholar Award

James Pennebaker

The award honors a scholar who has made distinctively valuable research contributions across his or her career in areas that expand the core of social and personality research and/or integrates different topics in the discipline in significant ways.

Sponsored by SPSP

The 2012 Media Achievement Award

Claudia Hammond

This award honors a person, normally outside the SPSP community, who has a sustained and distinguished record for disseminating knowledge in personality or social psychology to the general public through popular media.

Sponsored by SPSP

The 2012 Book Prize for the Promotion of Social and Personality Science

James Pennebaker

For the book "The Secret Life of Pronouns: What our Words Say About Us."

This prize honors a book written by a psychologist that makes a distinctive and important contribution to the field by promoting an understanding of the science of social and personality psychology to the general public.

Sponsored by SPSP

The 2012 Media Prize

Benjamin Le, Gary Lewandowski, & Timothy Loving

For the foundation of *ScienceofRelationships.com*

This prize recognizes a person or persons, normally outside the SPSP community, providing the best piece or collection of pieces in popular media that represents the contributions of personality or social psychology to the general public in a given calendar year.

Sponsored by SPSP

The 2012 Methodological Innovation Award

David Kenny

This award recognizes an individual who has made a significant or sustained contribution to innovative methods in social and personality psychology. It recognizes contributions that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology. The emphasis of the award is on a contribution's conceptual innovation and potential to motivate new research and further conceptual investigation.

Sponsored by SPSP

The 2013 SAGE Young Scholars Award

Joan Chaio

Wilhelm Hofmann

Ethan Kross

Elizabeth Levy Paluck

Gregory Walton

This award supports the research of junior colleagues and recognizes outstanding young researchers representing the broad spectrum of personality and social psychology research areas.

Sponsored by SPSP with the generous support of SAGE Publications

The 2012 SPSP Award for Distinguished Service to the Society

Monica Biernat

Chris Crandall

This award recognizes distinguished service, either in the form of a particular, significant activity or cumulative contributions over time, to the Society.

Sponsored by SPSP

The 2012 SPSP Award for Service on Behalf of Personality & Social Psychology

Claude Steele

This award recognizes distinguished efforts by individuals to benefit the field of social and personality psychology, including noteworthy efforts to support educational and research activities in the field, professional leadership, and achievements that enhance the reputation of the field.

Sponsored by SPSP

The 2012 Theoretical Innovation Prize

Tessa West & David Kenny

For their 2011 *Psychological Review* article entitled "The Truth and Bias Model of Judgment" (Vol. 118, pp. 357-378).

This prize recognizes the most theoretically innovative article, book chapter, or unpublished manuscript of the year. It honors theoretical articles that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology.

Sponsored by SPSP

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

Diversity Programs

Diversity and Climate Committee Initiatives

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

Diversity Fund Travel Award

Each year qualified graduate students from underrepresented groups are invited to apply for travel awards to help defray the costs of attending the annual SPSP conference. Approximately 25 Diversity Fund Travel Awards are given each year. Awardees receive \$500 for travel expenses. They will also attend a diversity reception at the conference where they will have an opportunity to meet and chat individually with senior social and personality psychologists whom they admire and whose work has influenced their own intellectual development.

Undergraduate Diversity Registration Award

Each year qualified undergraduate students who belong to underrepresented groups are invited to apply for awards that cover the cost of registering for the SPSP conference. Undergraduate awardees will also attend the diversity reception at the conference to meet graduate students and faculty interested in issues of diversity in social psychology.

GASP Mentoring Luncheon

The DCC also co-sponsors a mentoring lunch for graduate students, postdocs, and young faculty associated with the GLBT Alliance in Social Psychology. Our goal is to create a space for professional and social networking among social and personality psychologists who identify as gay, lesbian, bisexual, or transgender (GLBT) and/or whose research focuses on issues of sexuality. This lunch is being hosted jointly by the DCC and GASP. See page 12 for location details.

Diversity Symposium

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

Symposium S-A2

Beyond Cultural Differences: Examining Situational, Affective, and Cognitive Processes Involved in Acculturation and Cultural Learning

Friday, January 18, 9:45 – 11:00 am, Room R01

Chair: Krishna Savani, *National University of Singapore*

Diversity and Climate Committee Events

GASP Mentoring Luncheon

Friday, January 18, 1:00 pm – 2:00 pm, Room 231 – 232

Diversity and Climate Committee Reception

Friday, January 18, 6:30 pm – 8:00 pm, Room 231 – 232

Contributions

The DCC would like to thank individual SPSP members for their contributions to the Diversity Fund. Members may donate directly to the Diversity Program when paying their yearly SPSP membership dues. Members may also contribute by providing their ideas for additional initiatives by contacting the DCC Chair Stephanie Fryberg at fryberg@email.arizona.edu.

General Information

Registration

Convention Center – Lobby B, Phone: 504-670-4200

The registration area will be open:

Thursday, January 17	12:00 pm – 8:00 pm
Friday, January 18	7:30 am – 6:30 pm
Saturday, January 19	7:30 am – 5:30 pm

On-Site Fees

Regular Member	\$395
Nonmember	\$510
Student/Postdoc	\$260

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

Registration Cancellation and Refund

To cancel and receive a refund for registration, the receipt and a cancellation letter requesting a refund of the registration fee **must have been received by January 6, 2013**. After January 6, 2013 there are no refunds.

Audiovisual Equipment

Rooms 215-216, Phone: 504-670-4204

LCD projectors (e.g., for powerpoint presentations) will be provided in all session rooms. computers will NOT be provided. Presenters must bring their own computers and set them up before the start of the session in which they are presenting. Presenters are strongly encouraged to arrive in their scheduled symposium room a minimum of 30 minutes before their talks.

Baggage Check

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

Business Center

The UPS Store is located in the Lobby Hall F area of the Convention Center. UPS will provide a variety of services and products for the meeting and convention attendees, including packaging and shipping, high volume copying, faxing, office and exhibitor supplies. Hours are: January 17 – 18, 7:00 am – 6:00 pm, January 19, 8:00 am – 9:00 pm.

Certificate of Attendance

To receive certificates of attendance please visit the Meeting Management Office in Lobby B.

Child Care

New Orleans Hilton Riverside, Melrose Room

Phone: 504-586-4625

SPSP has contracted with KiddieCorp to provide on-site child care. The KiddieCorp child care service is located at the Hilton Riverside Hotel, Melrose Room. *(Note: For the safety and security of your child(ren), SPSP/KiddieCorp has the right to refuse care to any child based on space availability and appropriateness. SPSP/KiddieCorp also has the right to refuse care to any child unable to adapt to group situations or whose presence or behavior may disrupt the program or endanger the health or safety of other children.)* **KiddieCorp staff do not administer medication. Any child who is ill will not be admitted to the center.**

Child Care Center Hours:

Thursday, January 17	8:00 am – 8:30 pm
Friday, January 18	8:00 am – 8:00 pm
Saturday, January 19	8:00 am – 8:00 pm

Drinking Policy

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

Exhibits and Poster Sessions

Thursday, January 17	6:30 pm – 8:30 pm (Welcome Reception)
Friday, January 18	8:00 am – 2:00 pm 6:00 pm – 8:00 pm (with Social Hour)
Saturday, January 19	8:00 am – 2:00 pm 6:00 pm – 7:45 pm (with Social Hour)

Please note: Exhibit Hall will be closed Friday and Saturday, 2:00 pm – 6:00 pm.

Food Service

Complimentary food and beverage service is available to all registered attendees at the following times in Hall B-1.

Thursday

Welcome Reception 7:00 pm – 8:00 pm

Friday and Saturday

Continental Breakfast 8:00 am – 8:30 am

Coffee Breaks 11:00 am – 11:15 am
3:15 pm – 3:30 pm

*Box Lunch 12:30 pm – 1:30 pm

Afternoon Coffee Break will be held in the skylight area near Room 211

**Note: Available only if selected during registration.*

Hotels

The Hilton New Orleans Riverside is the headquarter hotel. The co-headquarter hotels are the DoubleTree Hilton New Orleans and the Embassy Suites.

Internet

WiFi will be available in the Exhibit Hall B1. The Convention Center will have hotspots located in the skylight areas at the top of both escalator banks to the meeting rooms. See floor plan for locations.

Lost and Found

Please contact the Meeting Management office in Lobby B.

Meeting Management Office

The Meeting Management office is located in the foyer outside Exhibit Hall B.

Phone: 504-670-4201

Hours of operation are as follows:

Thursday, January 17 8:00 am – 8:00 pm

Friday, January 18 7:30 am – 8:00 pm

Saturday, January 19 7:30 am – 8:00 pm

Meeting Rooms

All meeting rooms for symposia and special sessions are located in the Ernest N. Morial Convention Center. See map of convention center located on page 31.

Messages

A bulletin board will be available for messages and job postings near the SPSP Registration Desk located in the Lobby of Exhibit Hall B.

Mobile Phones

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

Name Badges

The Ernest N. Morial Convention Center is open to public access. For security purposes, attendees, speakers and exhibitors are asked to wear their name badges to all sessions and social functions.

Entrance into sessions is restricted to registered attendees only. Entrance to the Exhibition will be limited to badge holders only. If you misplace your name badge, please go to the Registration Desk for a replacement.

Parking

Hilton Riverside

\$34.00 USD per day

Valet parking: \$40.00 USD per day

Ernest N. Morial Convention Center

\$10.00 USD per day

Rates subject to change without notice. Locator Map can be found on the spsmeeting.org website.

Photography and Videotaping

When you register for SPSP 2013, you affirmed agreement to allow the official SPSP photographers to record your participation and reproduce your likeness in publications, online, etc.

Photography, audio taping, videotaping any presentation (oral or poster) or exhibit display is prohibited, except by an SPSP authorized agent for official purposes, or by first authors who want to photograph their own poster presentation. You will be asked to leave the session room or exhibit hall if this policy is violated.

Poster Sessions

Poster sessions are scheduled on Thursday, January 17, Friday, January 18 and Saturday, January 19. The presenting author should be present at least one full hour during the assigned session and the other authors should be present during the remaining time to be available to answer any questions. The poster sessions are in Hall B-1 of the Convention Center. Badges are required at all times. The Exhibit Hall will open at 6:30 pm on Thursday and Friday - Saturday, starting at 7:45 am and then 6:00 pm. You may post your materials on the board assigned to you at the scheduled time. The doors will close and lock from 2:00 pm - 6:00 pm and will close by 8:30 pm each evening. Do not leave personal items in the exhibit hall.

Please see the Poster Schedule for set-up and take-down times on page 19.

Press Activities

Convention Center, Room 223

A Press Room is available to registered members of the media to work and to attend exclusive press briefings.

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

January 17, 2013	4:00 pm - 7:00 pm
January 18, 2013	8:00 am - 6:30 pm
January 19, 2013	8:00 am - 6:30 pm

For details on press activities at SPSP 2013, visit: www.spspmeeting.org/press

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

On Twitter: @SPSPnews, #SPSP2013

Program

If you selected a printed copy of the Program you may pickup at the registration counter. Programs may also be found as a PDF on the spspmeeting.org web site. If you would like a second copy please check at the registration desk on the last day of the event.

Smartphone APP

SPSP 2013 has a Smartphone application available on iOS, Android and Blackberry that makes attending SPSP 2013 a lot more convenient and fun! It provides easy access to event information, schedules, maps, speaker information and a whole lot more to all attendees.

Social Events

The Welcome Reception will be held in Exhibit Hall B-1 at the Convention Center from 7:00 pm - 8:00 pm on Thursday, January 17.

The Awards Ceremony and Reception will be held Thursday, January 17 at 7:00 pm in Room 203-204.

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

Special Needs

Registrants with special needs are advised to contact the Meeting Management office in Lobby B. For specific information on the Convention Center's accessibility, contact the Event Services Department of the NOMCC at 504-582-3011. For information on New Orleans attractions, contact the New Orleans Metropolitan Convention & Visitors Bureau at 800-672-6124 or www.neworleanscvb.com.

Student Poster Award Hall of Fame

The seven winning posters for the Student Poster Award will be displayed for the entirety of the conference. These winners are chosen from among many submissions based on excellence in research, clarity in presentation, and personal knowledge in a discussion with secret judges. Come and see for yourself the best graduate student research in Social and Personality Psychology! Located in the Exhibit Hall.

Transportation

Airport

Louis Armstrong New Orleans International Airport is approximately 30-45 minutes driving time from the New Orleans Hilton Riverside Hotel.

Airport Shuttle

"Airport Shuttle" is the official ground transportation for the New Orleans International Airport. Shuttle service is available from the airport to the hotels in the Central Business District (CBD) for \$20.00 (per person, one-way) or \$38.00 (per person round-trip). Call 1-866-596-2699, 504-522-3500 or visit online at: <http://airportshuttleneworleans.hudsonltd.net/res>. Advance reservations are required 48 hours prior to travel for all ADA accessible transfers. For departure reservations or special equipped shuttles please call no later than 24 hours prior to your flight.

Airport Limousines

Airport Limousine is the official limousine service for Louis Armstrong New Orleans International Airport. Convenient kiosks are located in the baggage claim area and no hassle curb side pickups are available. Rates begin at \$58.00 for 1 or 2 passengers.

Visit the website at <http://www.airportlimousineneworleans.com/index.html>.

Public Transportation & Historic Trolley

New Orleans has a very accessible and reasonably priced public transportation system. It only costs \$1.25 to take an RTA bus or one of the city's famed streetcars, which travel the Riverfront and Canal Street. More information is available online at www.norta.com.

Taxicabs

A cab ride costs \$33.00 from the airport to the Central Business District for one or two persons and \$14.00 (per passenger) for three or more passengers. Pickup is on the lower level of the airport, outside the baggage claim area. There may be an additional charge for extra baggage.

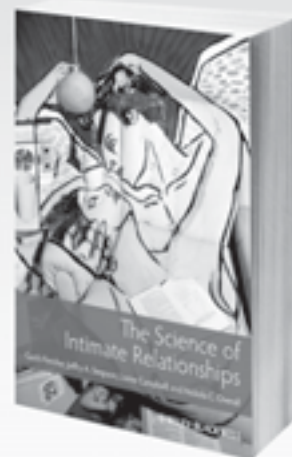
New! The Science of Intimate Relationships

By **Garth Fletcher** (Victoria University, New Zealand), **Jeffrey A. Simpson** (University of Minnesota, USA), **Lorne Campbell** (University of Western Ontario, Canada), and **Nickola Overall** (University of Auckland, New Zealand)

The Science of Intimate Relationships represents the first interdisciplinary approach to the latest scientific findings relating to human sexual relationships.

- Presents and integrates the latest findings in the fields of social psychology, evolutionary psychology, human sexuality, neuroscience and biology, developmental psychology, anthropology, and clinical psychology
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"Fletcher and colleagues do an excellent job simplifying (but not oversimplifying) the sometimes very complex scientific literature on intimate relationships... The book is highly interdisciplinary and foreshadows an emerging integrative science of intimate relationships."—**Dr. Jon Maner, Florida State University**



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Office Locations, Hours & Telephone Numbers

Meeting Management Office – Convention Center, Exhibit Hall B Foyer

Tel: 504-670-4201

Thursday, January 17	8:00 am – 8:00 pm
Friday, January 18	7:30 am – 8:00 pm
Saturday, January 19	7:30 am – 8:00 pm

Registration & Information – Convention Center, Lobby B

Tel: 504-670-4200

Thursday, January 17	12:00 pm– 8:00 pm
Friday, January 18	7:30 am – 6:30 pm
Saturday, January 19	7:30 am – 5:30 pm

Exhibit Management Office – Convention Center, Exhibit Hall B Foyer

Tel: 504-670-4202

Thursday, January 17	8:00 am – 8:00 pm
Friday, January 18	7:30 am – 8:00 pm
Saturday, January 19	7:30 am – 8:00 pm

Audio Visual Office – Convention Center, Room 215-216

Tel: 504-670-4204

Thursday, January 17	7:00 am – 8:00 pm
Friday, January 18	7:00 am – 8:00 pm
Saturday, January 19	7:00 am – 8:00 pm

Childcare – Hilton Riverside Hotel – Melrose Room

Tel: 504-586-4625

Thursday, January 17	8:00 am – 8:30 pm
Friday, January 18	8:00 am – 8:00 pm
Saturday, January 19	8:00 am – 8:00 pm

Lost and Found – Convention Center, Exhibit Hall B Foyer

Tel: 504-670-4201

Thursday, January 17	8:00 am – 8:00 pm
Friday, January 18	7:30 am – 8:00 pm
Saturday, January 19	7:30 am – 8:00 pm

Special Needs/ADA – Convention Center, Exhibit Hall B Foyer

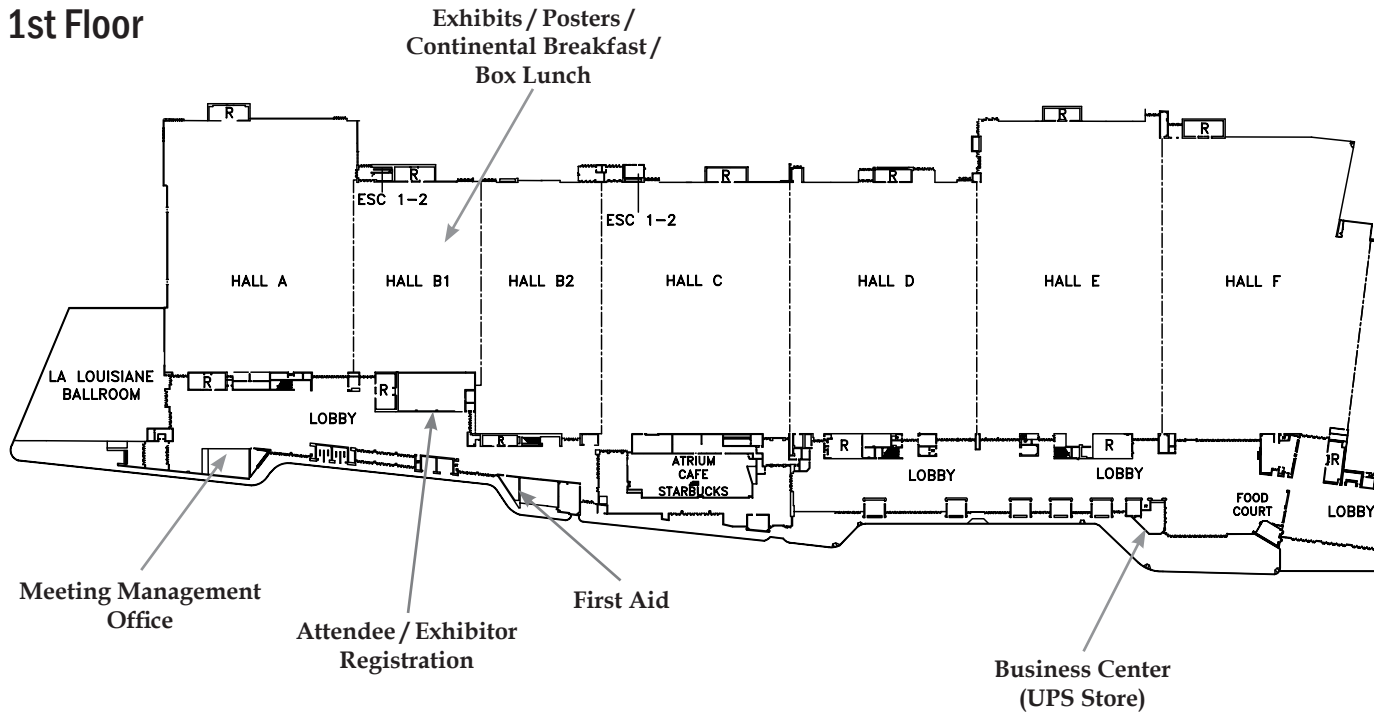
Tel: 504-670-4201

Thursday, January 17	8:00 am – 8:00 pm
Friday, January 18	7:30 am – 8:00 pm
Saturday, January 19	7:30 am – 8:00 pm

Convention Center Floor Plan

Ernest N. Morial Convention Center

1st Floor



2nd Floor

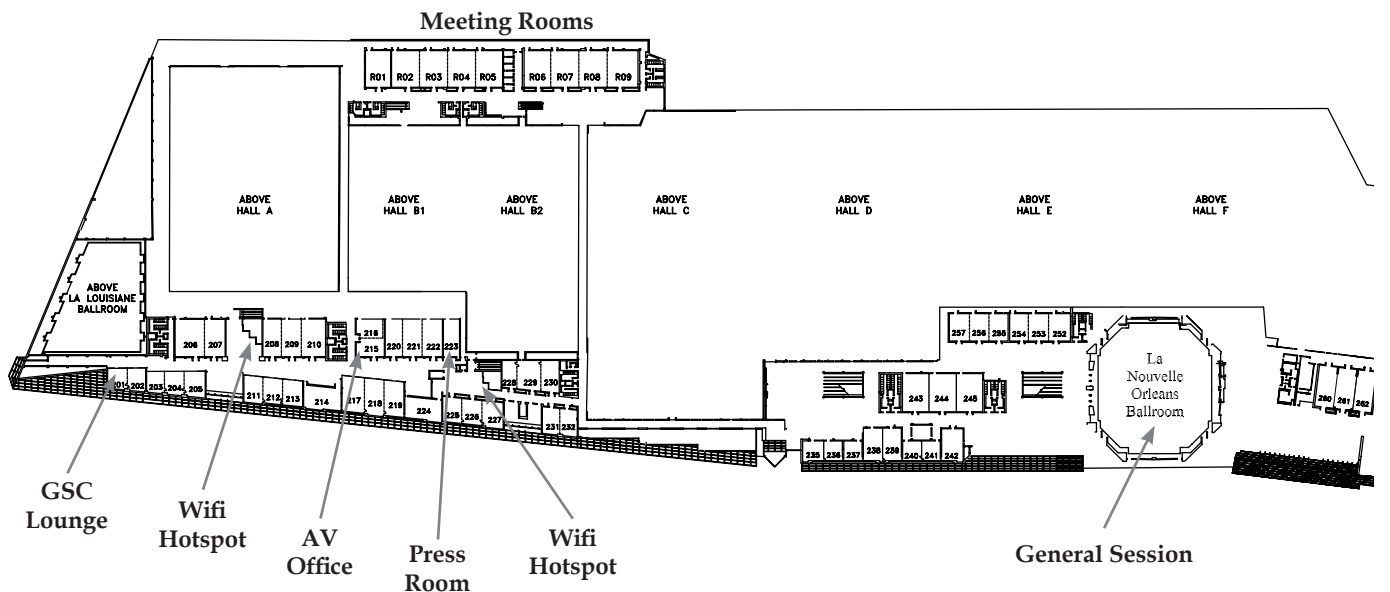
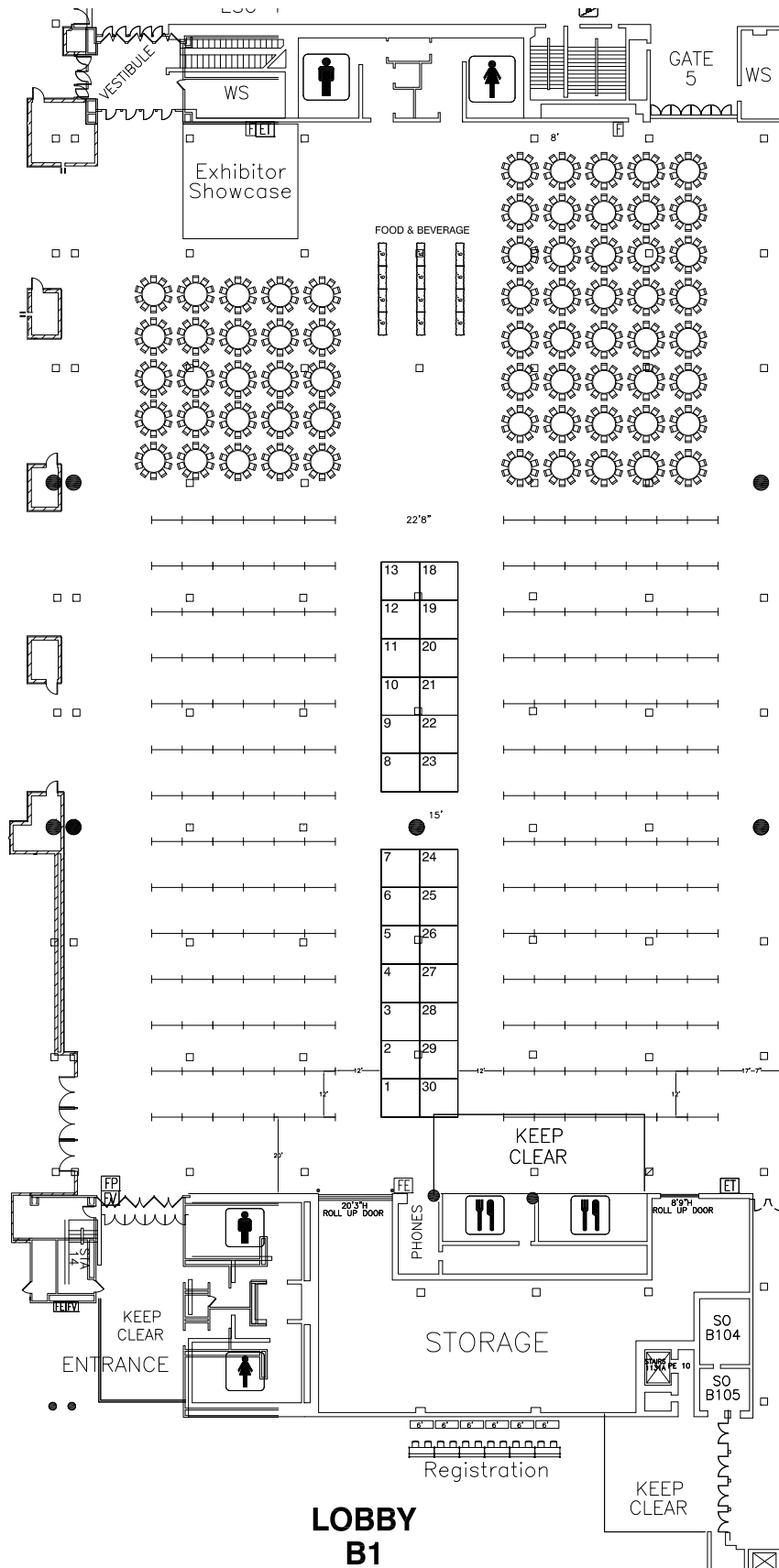
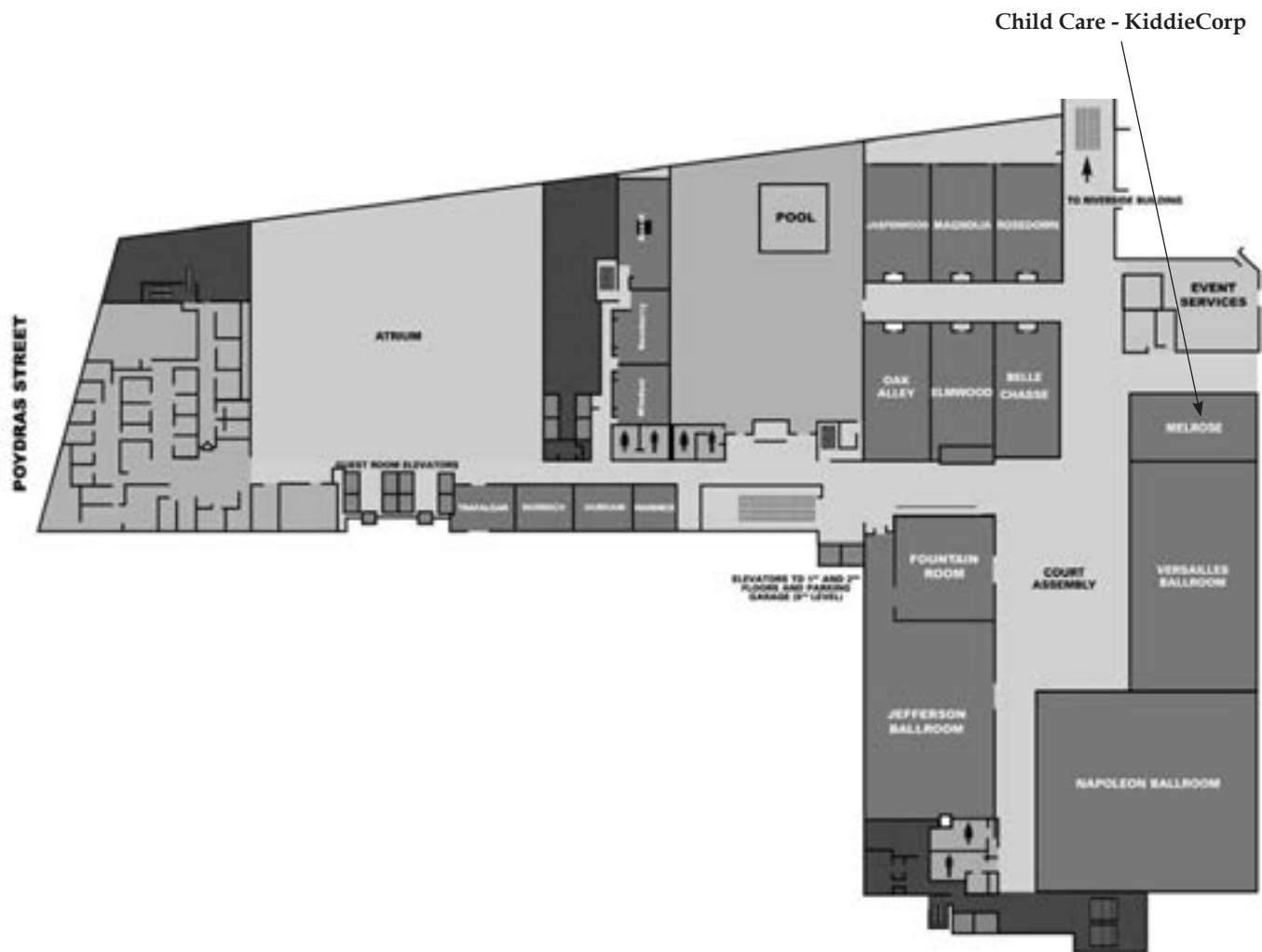


Exhibit Hall Floor Plan

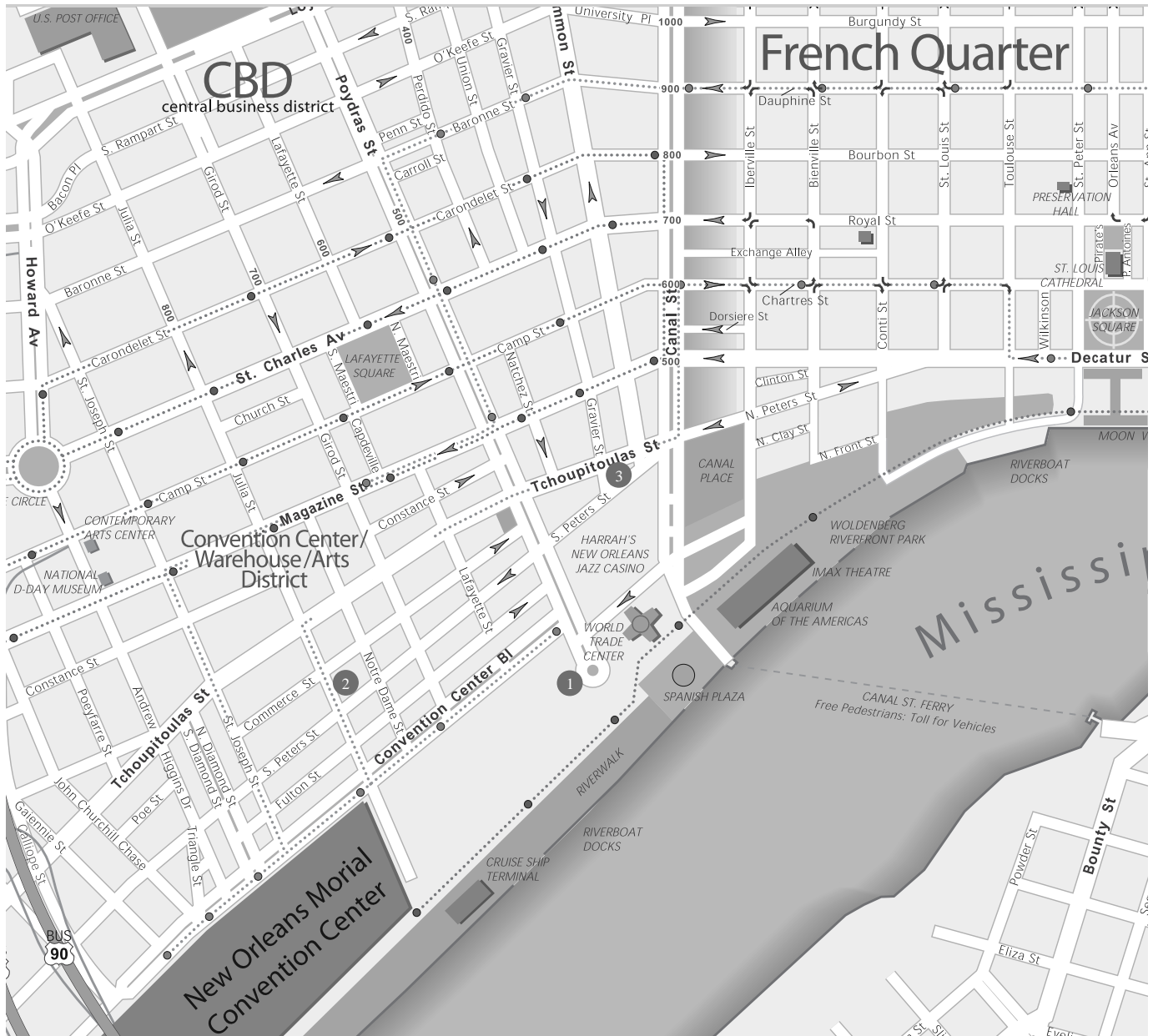


Hilton New Orleans Riverside Floor Plan

3rd Floor



New Orleans Downtown Map



1. Hilton New Orleans Riverside
2. Embassy Suites Hotel New Orleans
3. DoubleTree Hotel New Orleans

Exhibiting Companies

SPSP extends our thanks to the following companies for their support and participation. Please visit our exhibitors in Exhibit Hall B-1.

Exhibit and Poster Sessions

Thursday, January 17

6:30 pm – 8:30 pm Exhibits Open

Friday, January 18

8:00 am – 2:00 pm Exhibits Open

2:00 pm – 6:00 pm Exhibits Closed

6:15 pm – 8:00 pm Exhibits Open with Social Hour

Saturday, January 19

8:00 am – 2:00 pm Exhibits Open

2:00 pm – 6:00 pm Exhibits Closed

6:00 pm – 7:45 pm Exhibits Open with Social Hour

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New Titles Include: Handbook of Self-Knowledge (Vazire); Handbook of Structural Equation Modeling (Hoyle); Handbook of Developmental Research Methods (Laurson); Construction of the Self, Second Edition (Harter); Handbook of Temperament (Zentner); Intensive Longitudinal Methods (Bolger); and Psychology of Prayer (Spilka).

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Symposia and Special Session Grid

Friday, January 18 - Morning Sessions

Location	Early Morning Special Session 8:15 am – 9:30 am	Session A 9:45 am – 11:00 am	Session B 11:15 am – 12:30 pm
Room R03 - R05	Media Training Session-How to Get Your Message Across <i>Claudia Hammond, Robin Tricoles and Lisa M.P. Munoz</i>	S-A1: What I Know Now That I Wish I'd Known Then <i>Jon Maner and Stacey Sinclair</i>	S-B1: Openness in Scientific Reporting: Potential and Reaction <i>Roger Giner-Sorolla</i>
Room R01		S-A2: Beyond Cultural Differences: Examining Situational, Affective, and Cognitive Processes Involved in Acculturation and Cultural Learning <i>Krishna Savani</i>	S-B2: Boundaries of Social Hierarchy – Status, Power and Their Socio-cultural Moderators <i>Matthias S. Gobel and Heejung Kim</i>
Room R07 - R09	APA Workshop: How to Publish Your Journal Manuscript <i>Lindsay MacMurray</i>	S-A3: Unpacking Gender Stereotypes: How Gender Cognitions Develop, Change, and Conflict from Childhood to Adulthood <i>Alyssa Croft and Toni Schmader</i>	S-B3: The Meanings Justify the Ends: The Effects of Group Identity and Social Meaning on Attitudes and Behavioral Choices <i>Timothy B. Hayes and Wendy Wood</i>
Room 206 - 207		S-A4: The Three Faces of T: Linking Testosterone to Sex, Empathic Inaccuracy, and Mental Illness <i>Eli J. Finkel and Robert Josephs</i>	S-B4: Emotional Disclosure and Cognition <i>Kent D. Harber</i>
Room 217 - 219		S-A5: Close Relationships from the Inside and Outside <i>Simine Vazire and Brittany Solomon</i>	S-B5: The Kids Are Alright! New Insights Into the Mechanisms of Personality Maturation during Emerging Adulthood <i>Wiebke Bleidorn and Erik Nofhle</i>
Room 228 - 230		S-A6: Facebook: Friend or Foe? Effects of Online Social Networks on Close Relationships <i>Juwon Lee and Omri Gillath</i>	S-B6: The Social Side of Social Power: Social Power Shapes Core Interpersonal Dynamics <i>Maya M. Kuehn and Serena Chen</i>
Room 208 - 210		S-A7: Who Legitimizes the System? Answers from Distinct Theoretical Perspectives <i>Ellie Shockley and Mark Brandt</i>	S-B7: Beyond Liberalism Vs. Conservatism: The Contextual and Dynamic Nature of Ideological Construal <i>Ian G. Hansen</i>
Room 211 - 213		S-A8: Is There a Common Mechanism Underlying the Threat-Compensation Literature?: Evidence for Inconsistency Compensation As Core Motivation <i>Eddie Harmon-Jones</i>	S-B8: What Good Are Mental Simulations? Mental Simulations Shift Moral Judgments, Change Forecasts of Future Behavior, and Dramatically Improve Goal Attainment <i>E. J. Masicampo and Kathleen Vohs</i>
Room 220 - 222		S-A9: The Evolution of the Interactionist Perspective: Advances in Research Integrating Genes, Personality, and Social Contexts <i>Ilan Dar-Nimrod</i>	S-B9: Data Blitz <i>Veronica Benet-Martinez and Kathleen D. Vohs</i>
Room 225 - 227		S-A10: Emerging Evidence for Implicit Identity: Predictors, Moderators, and Consequences <i>Melissa Ferguson and Emily Rosenzweig</i>	S-B10: Transcending Race: How Gender, Status, and Essentialism Help to Explain the Effects of Race <i>Adam D. Galinsky and Erika Hall</i>
Room R02		S-A11: A Happy and a Meaningful Life: Cutting-edge Research on Two of Humankind's Most Cherished Goals <i>Kathleen D. Vohs</i>	S-B11: What Others Say, Do and Think: How Partner and Family Support, Health Values and Individual Differences Influence Major Medical Outcomes Throughout Life <i>Alexandra Suppes</i>

Friday, January 18 - Afternoon Sessions

Location	Session C 2:00 pm – 3:15 pm	Session D 3:30 pm – 4:45 pm
Room R03 - R05	S-C1: Presidential Address: Taking the Power of the Situation Seriously <i>David Funder</i>	S-D1: False Positive II: Effect Sizes Too Small, Too Large, or Just Right <i>Leif D. Nelson</i>
Room R01	S-C2: Old Systems, New Technology: How Internet Use Affects Basic Social, Cognitive, and Neural Processes. <i>Adrian F. Ward and Daniel Wegner</i>	S-D2: The Role of Mental Time Travel in Self Processes <i>Frederick M.E. Grouzet</i>
Room R07 - R09	S-C3: Other Types of "We": Discovering New Forms of Commonalities for Improving Intergroup Relations <i>Sasha Y. Kimel and Tamar Saguy</i>	S-D3: The Biological Bases of Intergroup Bias: Bridging Hormones, Genes, Fertility, and the Brain <i>Bobby K. Cheon and Joan Chiao</i>
Room 206 - 207	S-C4: The Push and Pull of Negative Emotions: Cultural and Individual Differences in the Effects of Negative Emotions on Compassion, Attention, Behavior, and Psychological Adjustment <i>Yulia E. Chentsova Dutton and Birgit Koopmann-Holm</i>	S-D4: Beyond the Bedroom: The Effect of Mating Motivations on Behaviors That Have (almost) Nothing to do With Sex <i>Sarah E. Hill and Abigail Schneider</i>
Room 217 - 219	S-C5: From Crisis to Catalyst: The Narrative Transformation of Difficulty into Self Development <i>Jack J. Bauer and Jonathan Adler</i>	S-D5: It Takes Two to Tango: Personality in Dyadic Interactions <i>Noga Sverdlik and Shaul Oreg</i>
Room 228 - 230		S-D6: A Dyadic Perspective on Intimate Relationships and Health <i>Andrea L. Meltzer and James McNulty</i>
Room 208 - 210	S-C6: Compassion: Social Causes and Moral Consequences <i>C. Daryl Cameron and B. Keith Payne</i>	S-D7: What is So Moral About Feeling Moral? Clarifying the Relation Between the Moral Self and Moral Thoughts, Feelings, and Behavior <i>Paul Conway</i>
Room 211 - 213		
Room 220 - 222		S-D8: Hypo-egoic States: Interpersonal, Motivational, Neural, and Cognitive Processes <i>Mark R. Leary and Kirk Brown</i>
Room 225 - 227		S-D9: When and Why Women Step Back from Status: The Enduring and Self-reinforcing Power of Traditional Gender Roles <i>Melissa J. Williams</i>
Room R02	S-C7: Happy Places, Happy People. Integrating Individual and Socioecological Perspectives on Subjective Well-Being <i>Maike Luhmann and Richard Lucas</i>	S-D10: On Doing and Having: 10 Years of Answers to "the Question" of Experiential versus Material Consumption <i>Amit Kumar and Thomas Gilovich</i>

Symposia and Special Session Grid

Saturday, January 19 - Morning Sessions

Location	Early Morning Special Session 8:15 am – 9:30 am	Session E 9:45 am – 11:00 am	Session F 11:15 am – 12:30 pm
Room R03 - R05		S-E1: Categories for Cooperation: The Interactive Role of Evolution and Experience <i>Leda Cosmides and Andrew Delton</i>	S-F1: The Antecedents and Consequences of Trust: Cognitive, Developmental, and Cultural Perspectives <i>Anthony M. Evans and Daniel Balliet</i>
Room R01		S-E2: The Social Psychology of Privacy and Self-Disclosure <i>Eyal Peer and Alessandro Acquisti</i>	S-F2: The Social Cognition of Global, Modern Disasters: Financial Meltdowns, Environmental Crises, and Viral Pandemics <i>Andrew Edward White and Virginia Kwan</i>
Room R07 - R09	GSC Special Symposium – Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists <i>Kathryn Bollich and Jill Brown</i>	S-E3: How Much Inequality is Too Much Inequality? Exploring Attitudes Toward Disparities in Health, Wealth, Education, and Gender <i>Aneeta Rattan</i>	S-F3: The Neuroscience of Prejudice: Categorization, Control and Coping <i>Daan Scheepers and Naomi Ellemers</i>
Room 206 - 207		S-E4: Beyond “Thanks”: Diverse Perspectives on the Antecedents, Behaviors, and Consequences of Gratitude <i>Amie M. Gordon and Sara Algoe</i>	S-F4: Emotional Expressions Are Universally Recognized (except When They Aren’t): Evidence from Developmental, Cross-cultural and Clinical Populations <i>Nicole L. Nelson</i>
Room 217 - 219		S-E5: Influences on Personality Trait Stability and Change Across Time and Contexts <i>Daniel A. Briley</i>	S-F5: The Dynamic Nature of Person Perception: Factors That Affect the Nature and Accuracy of Personality Impressions <i>Erika N. Carlson and Nicole Lawless</i>
Room 228 - 230		S-E6: Not Everything Is Vanilla: Examining Non-monogamous Relationships Can Broaden Our Understanding of Relational Processes <i>Jennifer J. Harman</i>	S-F6: The Wind Beneath My Wings or the Rock That Weighs Me Down? Regulatory Benefits and Costs of Close Relationships <i>Jaye L. Derrick</i>
Room 208 - 210		S-E7: Turning the Tables: Social Psychologists As Subjects of Research <i>A. Janet Tomiyama</i>	S-F7: Situated Ethics: How Moral Judgments and Behaviors Are Contaminated by Situational Cues <i>David K. Sherman and Kimberly Hartson</i>
Room 211 - 213		S-E8: Means Adoption in Single and Multiple Goal Contexts <i>Edward Orehek</i>	S-F8: What Does Money Buy? Happiness, Love, Status, and Reproductive Rewards <i>Kristina M. Durante and Vidas Griskevicius</i>
Room 220 - 222		S-E9: Explaining the Effects of Threats on Cultural Worldview Defenses: Common Ground among Divergent Perspectives <i>Immo Fritzsche</i>	S-F9: Data Blitz <i>Veronica Benet-Martinez and Kathleen D. Vohs</i>
Room 225 - 227		S-E10: The Benefits and Burdens of Cross-Group Interactions <i>Marlone D. Henderson</i>	S-F10: Manipulating Perceptions of Fit: The Perceived Identity Compatibility for Women in Science, Technology, Engineering, & Math (STEM) <i>Sheana R. Ahlqvist</i>
Room R02		S-E11: New Answers to Old Questions: Novel Approaches to the Study of Human Prosociality <i>Kristina Olson and Jamil Zaki</i>	S-F11: Biological Complexities of Prosociality and Well-being: New Accounts from Genetic, Neuropeptide, Peripheral Physiology, and Neural Perspectives <i>Aleksandr Kogan</i>

Saturday, January 19 - Afternoon Sessions

Location	Session G 2:00 pm – 3:15 pm	Session H 3:30 pm – 4:45 pm	Session I 5:00 pm – 6:15 pm
Room R03 - R05	S-G1: Authenticity: Its Meaning and Attainment <i>Letitia Slabu and Alison Lenton</i>	S-H1: Telling More Than We Can Know? Remapping the Boundaries of the Unconscious <i>Adam Hahn and Bertram Gawronski</i>	S-I1: Whatever You Think about Free Will, It's Here in This Symposium: Diverse Views on the Psychology of Free Will <i>Andrew E. Monroe and Bertram Malle</i>
Room R01	S-G2: Debiasing Social Judgment: Motivations, Processes, and Consequences <i>Carlee B. Hawkins and Brian Nosek</i>	S-H2: Morality for Self and Other: Connections and Dissociations <i>Fiery Cushman</i>	S-I2: The Neural Correlates of Abstraction and Psychological Distance <i>Michael Gilead</i>
Room R07 - R09	S-G3: Group Influences on Mind Perception: Novel Insights Into When and How We See Minds Across Group Divides <i>Leor M. Hackel and Jay Van Bavel</i>	S-H3: Shifting Demographics: Factors That Hinder and Promote Changes in Racial Beliefs in the Face of a Growing Multiracial Population <i>Sarah E. Gaither and Kristin Pauker</i>	S-I3: New Interdisciplinary Perspectives on the Antecedents to and Remedies for the Gender Gap in Stem <i>Jane G. Stout and Corinne Moss-Racusin</i>
Room 206 - 207	S-G4: Biological Underpinnings of Social Interaction: Interdisciplinary Approaches <i>Lisa M. Jaremka</i>	S-H4: Self-Control Does a Body Good? Evidence from the Brain, Heart, Liver, and Behavior <i>Kathleen D. Vohs and William Hedgcock</i>	S-I4: The Role of Pain in Human Behavior: Painful Distress is Relevant to Uncertainty, Cognitive Control and Emotional Stability <i>Steven J. Heine</i>
Room 217 - 219	S-G5: Narcissistic Aggression Revisited <i>Zlatan Krizan</i>	S-H5: Factors That Predict Self-Control Success and Failure Within a Person Across Situations: It's More Than Just Trait Self-control Plus State Depletion <i>Lara K. Kamrath</i>	S-I5: Early Life Experiences and Later Life Outcomes: New Longitudinal Findings <i>Vivian Zayas and Jeffrey Simpson</i>
Room 228 - 230	S-G6: "Life is an Adventure in Forgiveness": Surprising Lessons in Giving and Gaining Forgiveness <i>Gili Freedman and Jennifer Beer</i>	S-H6: Concealment in Plain Sight: The Unseen Influence of Secrets in E-mails, Bodily Experiences, Social Interactions, and the Community <i>Michael L. Slepian and E. J. Masicampo</i>	S-I6: New Frontiers in Attachment and Affiliation: Novel Neural and Behavioral Approaches Can Change the Way We Understand Relationships, the Brain, and the Mind <i>James A. Coan and Lane Beckes</i>
Room 208 - 210	S-G7: The Origins of Moral Cognition and Pro-social Behavior <i>Larisa Heiphetz</i>	S-H7: Harvesting and Distilling Big Data in the Information Age: Applications and Advances in Social and Personality Psychology <i>Benjamin S. Crosier and Gregory Webster</i>	S-I7: Moral Emotions and Moral Decisions: On the Affective Influences Behind Moral Behaviors, Judgments, and Forecasts <i>Rimma Teper</i>
Room 211 - 213		S-H8: Tweeting, Texting, and Talking: Technology's Impact on Social Interaction <i>Jonah Berger</i>	S-I8: Counterintuitive Consequences of Substitution in Self-regulation <i>Tal Eyal and Ayelet Fishbach</i>
Room 220 - 222	S-G8: Changing Your Implicit Mind: When and Why do Implicit Attitudes Form and Change? <i>Jeremy Cone and Melissa Ferguson</i>	S-H9: New Takes on Approach and Avoidance <i>Christine Hoseney and Jane Risen</i>	S-I9: Shifting Processes of Evaluation, Affect, and Motivation through Bodily and Metaphorical Cues <i>Janina Steinmetz and Spike Lee</i>
Room 225 - 227	S-G9: Challenging the White Male Default: An Analysis of Social Identity Norms in Contemporary Society <i>Erin L. Thomas and Jessica Cundiff</i>	S-H10: How Race, Class and Stigma Are Embedded in Physical Space <i>Courtney M. Bonam and Jennifer Eberhardt</i>	S-I10: No Process Is an Island: Reciprocal Influences Between Social Identity and Environment <i>Jonathan E. Cook and Mark Hatzenbuehler</i>
Room R02	S-G10: Using Structural Equation Modeling to Analyze Data from Experimental Designs <i>Alexander M. Schoemann</i>	S-H11: New Tools: Open Source and Publicly Available Technology for Social Psychological Research <i>Thomas W. Schubert and Winter Mason</i>	S-I11: Recent Developments in Quantitative Methods for Personality and Social Psychologists <i>Jacob Westfall and Charles Judd</i>

Symposia and Special Sessions

Opening Session and Presidential Symposium

Thursday, January 17, 5:00 pm - 7:00 pm

La Nouvelle Orleans Ballroom

Welcoming Remarks

Speaker: David Funder, *University of California, Riverside, SPSP President*

The First 'P' in SPSP

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

Personality Neuroscience and the Biological Basis of Traits

Speaker: Colin DeYoung, *University of Minnesota*

Personality and Health: Trait Association Over the Lifespan

Speaker: Sarah Hampson, *Oregon Research Institute*

Personality Psychology and the DSM-5

Speaker: Robert Krueger, *University of Minnesota*

Three distinguished personality researchers will describe research connecting personality with important psychological issues. Sarah Hampson will describe lifespan models that reflect how both traits and health are dynamic variables that change over time, and summarize data showing prospective associations between personality traits and health outcomes across various stages of the lifespan. Colin DeYoung will describe how research in biology and neuroscience is aiding in the development of theories of personality that provide explanations for the persistent patterns of behavior and experience described by traits. Finally, Robert Krueger will report on the development of the American Psychiatric Association's Diagnostic and Statistical Manual of Mental Disorders (5th Edition; DSM-5), slated to be published in 2013. DSM-5 may prove to be a watershed moment in the history of psychiatric classification because, more so than ever in the past, its construction was influenced by the methods and findings of personality psychology.

The 2012 Awards Ceremony & Reception

Thursday, January 17, 7:00 pm - 8:15 pm

Room 203 - 205

This awards ceremony and reception will immediately follow the Presidential Symposium and will honor the 2012 SPSP Award recipients. Please stop by meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications.

Early Morning Special Session

Friday, January 18, 8:15 am - 9:30 am

Media Training Session – How to Get Your Message Across

Room R03 - R05

Speakers: Claudia Hammond, presenter of *All in the Mind* and *Mind Changers* on BBC Radio 4 and *Health Check* on BBC World Service Radio, winner of the 2012 SPSP Media Achievement Award

Robin Tricoles, Science Communications Director, Federation of Associations in Brain and Behavioral Sciences (FABBS) Foundation

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

Communicating your science to the public is a vital, often overlooked, role for personality and social psychologists. One of the best ways to reach the public is through the press. Come hear tips from media professionals about ways to effectively talk with members of the press about your research.

APA Workshop

Friday, January 18, 8:15 am - 9:30 am

How to Publish Your Journal Manuscript

Chair: Lindsay MacMurray, *American Psychological Association*

Panelists: Laura King, *University of Missouri*

Jessica Tracy, *University of British Columbia*

Lindsay MacMurray, *American Psychological Association*

Room R07 - R09

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications

Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of "rejection" letters. General support is provided for overcoming rejection in order to persevere in the publication process.

Sponsored by the American Psychological Association

Symposium Session A

Friday, January 18, 9:45 am – 11:00 am

Symposium S-A1

WHAT I KNOW NOW THAT I WISH I'D KNOWN THEN

Friday, January 18, 9:45 am – 11:00 am, Room R03 – R05

Chair: Jon Maner, *Florida State University*

Co-Chair: Stacey Sinclair, *Princeton University*

Many wonder how ultra-successful people in the field make it look so easy. This symposium brings together four superstars of Psychology to discuss insights including developing an effective management style (Richeson), managing expectations and goals (Carver), dealing with rejection (Kenrick) and cultivating the development of young scholars (Devine).

ABSTRACTS

IT TAKES A VILLAGE AND YOU ARE NOW THE CHIEF: MAKING THE TRANSITION FROM STUDENT TO PRINCIPAL INVESTIGATOR

Jennifer Richeson¹

¹*Northwestern University*

Being a professor with an active research lab often feels like being the head of a small business. In this session, I'll discuss strategies for keeping your "mom & pop" shop afloat and, thus, facilitating the production of your research. Topics include the importance of recognizing that you are indeed the manager of a small organization rather than an independent agent, and, thus, the need to find a successful management style. In addition, I'll discuss strategies for maintaining motivation—your own, your students', and your collaborators'—in the face of many management responsibilities that can feel overwhelming.

WELCOME TO THE FUNHOUSE: ESTABLISHING AN ACADEMIC CAREER IN THE EARLY TWENTY-FIRST CENTURY

Charles Carver¹

¹*University of Miami*

Being given a salary to explore interesting questions in human behavior remains one of the best jobs in the world. However, life in academia is not without its tricky side. For example, it is critical to know what expectations others have for you, and expectations have a way of shifting if they are not pinned down. As another example, in planning your activities, you have to have an eye for both the short term and the long term. This talk will raise some of the questions that you should think about as you embark on making your place in the field, and if not answers (rarely answers), some opinions about effective approaches to them.

THE ZEN OF EMBRACING REJECTION

Douglas Kenrick¹

¹*Arizona State University*

I was once amazed to overhear a conversation between two superstars of psychology, both well known for their influential papers in top journals. They were discussing strategies for handling rejection letters; it was clear that both had, despite their successes, seen more rejections than most people. In this talk, I'll discuss the importance of accepting, handling, and even embracing negative feedback. What doesn't derail you makes your science stronger -- at the local level (thank your colleagues for being honest with you about your ideas), at the middle level (take the reviewer's perspective and don't let rejection throw you off your game), and at the highest theoretical level (respond well when people don't understand, or accept, your brilliant theoretical advances). As an example, I will discuss how researchers studying behavior in evolutionary perspective got stronger by figuring out how to empirically address what seemed like an insurmountable wall of resistance.

CULTIVATING THE DEVELOPMENT OF YOUNG SCHOLARS

Patricia Devine¹

¹*University of Wisconsin-Madison*

Cultivating the development of young scholars is one of the most exciting opportunities and truly awesome responsibilities we undertake. Some advisors foster the development of students with seemingly considerable ease whereas others struggle. Often little formal training is provided in how to work effectively with students or how to create a context in which one's students can thrive. In this session, I'll offer some reflections on the challenges involved in working effectively with graduate students and how these challenges change over the course of one's career, as you become a seasoned veteran (and older!). In working effectively with students, one key principle to understand is that there is no "one size fits all" to student mentoring, with an important corollary principle that your students will have different strengths and, as I like to refer to them, different *yet to be developed* strengths.

Symposium S-A2

BEYOND CULTURAL DIFFERENCES: EXAMINING SITUATIONAL, AFFECTIVE, AND COGNITIVE PROCESSES INVOLVED IN ACCULTURATION AND CULTURAL LEARNING

Friday, January 18, 9:45 am – 11:00 am, Room R01

Chair: Krishna Savani, *National University of Singapore*

We investigate psychological mechanisms underlying cultural adaptation, documenting that everyday situations help people learn to make culture-appropriate attributions; affective adaptation predicts well-being better than value-based adaptation; new immigrants' self-construal, but not their cultural identification assimilates to the host culture; and cultural metacognition predicts individuals' ability to learn cultural norms implicitly.

ABSTRACTS

LEARNING CULTURE FROM EVERYDAY SITUATIONS: SITUATIONAL CONSTRAINT AND SOCIAL PERCEPTIONS

Janetta Lun¹, Michele Gelfand¹

¹*University of Maryland at College Park*

Recent research has illustrated that cultures vary in the preponderance of strong versus weak everyday situations. We investigate whether situational strength is a mechanism through which culturally varying dispositional vs. situational attributions are learned. In two studies, we asked people to make attribution judgments when they are in a strong situation that has a narrow range of appropriate behavior (i.e., library) or a weak situation that has more behavioral options (i.e., student union or lounge). We found that people are less likely to explain behavior with dispositional reasons in strong than weak situations. We reason that this attribution style may reflect the expectation of greater norm compliance in strong situations. Supporting this view, people are less tolerant of norm violations when they are in a strong than weak situation. These results suggest that culturally divergent attributions for behavior are learned through the structure of social situations pervasive in the culture.

EMOTIONAL EXPERIENCE AS AN IMPLICIT MEASURE OF ACCULTURATION

Batja Mesquita¹, Jozefien Deleersnyder¹, Heejung Kim²

¹*University of Leuven*; ²*University of California, Santa Barbara*

The more time immigrants spend in the host country, and the more contacts they have with members of the majority culture, the more similar their emotional experiences tend to be to those of the host culture; we have coined this phenomenon "emotional acculturation." We report two studies in which we measured emotional acculturation by correlating immigrants' ratings of emotions with the average ratings of members of the majority culture in comparable situations. Emotional acculturation was observed in Korean immigrant groups in the United States (Study 1), and in Turkish immigrant groups in Belgium (Study

2). In both studies, the implicit emotion acculturation measures were unrelated to the traditional, explicit scales of acculturation. Moreover, in another study with Korean immigrants in the US (Study 3), psychological wellbeing was predicted by emotional acculturation, but not by traditional acculturation scores. Therefore, affective adaptation to new cultures might be more consequential than cognitive adaptation.

TWO FACETS OF ACCULTURATION: BECOMING LIKE AMERICANS WHILE NOT IDENTIFYING WITH AMERICAN CULTURE

Yuri Miyamoto¹, Amanda Taylor . Eggen¹, Xiaoming Ma¹

¹*University of Wisconsin, Madison*

The literature has provided mixed evidence regarding whether people change their psychological processes to accommodate to new cultural contexts (i.e., acculturation). In this research, we explored whether acculturation depends on type of psychological process by conducting a longitudinal study of Asian international students living in residential housing at the University of Wisconsin-Madison. Students responded to an online survey three times over the course of their first year at the University of Wisconsin. The findings showed that whereas Asian students' identification with American culture did not change or even slightly decreased over time, their self-construal changed to fit American cultural contexts. These findings indicate that changes in self-construal can happen despite the lack of changes in identification with the host culture, highlighting the importance of separating how people think about the self and others embedded in cultural contexts from how people explicitly think about culture, when understanding acculturation.

LEARNING NOVEL CULTURAL NORMS: ROLE OF METACOGNITION AND IMPLICIT PROCESSES

Michael Morris¹, Krishna Savani²

¹*Columbia University*; ²*National University of Singapore*

We investigated individual difference characteristics and cognitive processes involved in learning novel cultural norms. We simulated learning the norms of a new culture by presenting participants with descriptions of interpersonal influence episodes from another culture and asking for their responses. Study 1 tested whether a predisposition for cultural metacognition helps people pick up situational cues that are correlated with culture, and thus to vary their decisions across situations from different cultures. Study 2 tested whether people engaging in cultural metacognition are faster at learning how to act differently in situations from a new culture. Study 3 disrupted people's ability to form implicit associations to test whether cultural metacognition influences cultural learning through a reflective, propositional process or an implicit, associative process. Findings indicate that individual differences in cultural metacognition play a significant role in cultural learning, and that this effect occurs primarily through implicit processes.

Symposium S-A3

UNPACKING GENDER STEREOTYPES: HOW GENDER COGNITIONS DEVELOP, CHANGE, AND CONFLICT FROM CHILDHOOD TO ADULTHOOD

Friday, January 18, 9:45 am – 11:00 am, Room R07 – R09

Chair: Alyssa Croft, *University of British Columbia*

Co-Chair: Toni Schmader, *University of British Columbia*

Implicit and explicit gender roles and identities influence major life choices, yet the process by which these beliefs develop and change has only recently been explored. Four papers chart the progression of implicit and explicit gender stereotypes from childhood to adulthood and highlight a path to a more egalitarian society.

ABSTRACTS

THEY DO AS I DO, NOT AS I SAY: TRANSMISSION OF GENDER ROLE BELIEFS FROM PARENTS TO CHILDREN

Alyssa Croft¹, Katharina Block¹, Andrew S. Baron¹, Toni Schmader¹

¹*University of British Columbia*

The current study examined whether parents' implicit associations and behaviors uniquely predict children's self-views over and above the effects of explicit stereotypes. We measured implicit and explicit tendencies to associate self and gender groups with domestic or career roles in 331 children (39% female) and at least one of their parents (239 moms, 161 dads). Both children and parents exhibit implicit and explicit gender stereotypes, although parents more than children self-identify with stereotypic roles. Replicating prior research, children's explicit stereotypes are predicted by mothers', not fathers', explicit stereotypes. But controlling for these explicit stereotypes, children's self-views are linked to more subtle aspects of parental beliefs and behavior. Children who implicitly associate with the non-stereotypic role have moms who implicitly associate self with work more than home. Also, boys envision a more family-oriented future for themselves if their dads work fewer hours and do more of the childcare.

MALLEABILITY OF IMPLICIT AND EXPLICIT ATTITUDES AND STEREOTYPES ACROSS DEVELOPMENT

Andrew S. Baron¹, Dario Cvencek²

¹*University of British Columbia*; ²*University of Washington, Seattle*

Implicit gender stereotypes about math and science emerge by age 7 (Cvencek et al., 2011). Although research suggests that the magnitude of implicit biases may go unchanged across development, their malleability has not been systematically explored. In one experiment, implicit science attitudes and stereotypes were measured among children (ages 7-11) at the start of a 9-week afterschool program designed to foster greater science appreciation and once more upon the program's conclusion. To speak broadly to constraints on the malleability of implicit social cognition, a second experiment examined the malleability of non-science attitudes and stereotypes among age-matched children following a brief 2-minute intervention. Results indicate that stereotypes may be more malleable than attitudes and that a prolonged intervention may be more successful at reducing girls' but not boys' implicit gender bias. These results will be discussed in terms of promoting greater gender equality in STEM courses and careers.

EXPLICIT AND IMPLICIT PROCESSES IN THE RECRUITMENT AND RETENTION OF WOMEN IN STEM: A COMMUNAL GOAL CONGRUITY PERSPECTIVE

Amanda B. Diekman¹, Mia Steinberg¹

¹*Miami University*

We explore the implicit and explicit processes involved in social role selection, particularly with regard to women's decisions in science, technology, engineering, and mathematics (STEM) careers. Current stereotypes associate STEM fields with reduced opportunities to fulfill communal goals (e.g., working with or helping others), and these stereotypes might particularly deter women because of women's high endorsement of communal goals. Both short-term and long-term experience with STEM as affording communal goals influences explicit and implicit cognitions. Specifically, those who experienced STEM as communal reported greater intent to pursue these fields, whether this communal experience came from long-term, naturalistic experience in science/mathematics courses or from short-term, experimentally-induced exposure to information portraying STEM as communal. Moreover, long-term quantity of experience in STEM is associated with reduced implicit stereotypic associations, particularly for women. Delineating the interplay of explicit and implicit cognitions offers insights into both the recruitment and the retention of women in STEM.

MANAGING IDENTITY CONFLICT BETWEEN PARENT AND PROFESSIONAL ROLES

Bernadette Park¹, Allegra Hodges¹

¹University of Colorado at Boulder

Because prototypic representations of the ideal mom and professional are in direct opposition, college women are hypothesized to experience identity conflict when seeking to simultaneously succeed in the roles. Using a Go/No-Go Task, implicit activation of these two competing identities was shown to shift between whichever identity was relevant in a given situational context for women but not for men (Study 1). This process used scarce cognitive resources, interfering with performance on a task requiring executive function capacity. In Study 2, women who experienced a threat in the career domain activated their parent identity, perhaps in an attempt to affirm the self. For men, because career success indicates success as a dad, failure in the work domain was responded to with a redoubling of their career identities. A parallel pattern was obtained for women who read and practiced thinking about how the two roles could facilitate (versus oppose) one another.

Symposium S-A4

THE THREE FACES OF T: LINKING TESTOSTERONE TO SEX, EMPATHIC INACCURACY, AND MENTAL ILLNESS

Friday, January 18, 9:45 am – 11:00 am, Room 206 – 207

Chair: Eli Finkel, *Northwestern University*

Co-Chair: Robert A. Josephs, *University of Texas at Austin*

Personality and social psychologists from a remarkably broad range of theoretical perspectives and topical interests have bolstered their understanding of human sociality by studying testosterone. The four presentations in this symposium provide novel perspectives on the links between testosterone and (a) sexuality, (b) empathy and leadership, and (c) anxiety.

ABSTRACTS

ASSOCIATIONS BETWEEN TESTOSTERONE AND SOCIOSEXUALITY IN MEN AND WOMEN

Robin S. Edelstein¹, William J. Chopik¹, Natalie J. Lin¹, Emily L. Kean¹

¹University of Michigan, Ann Arbor

Single individuals typically have higher testosterone than partnered individuals, suggesting that testosterone varies as a function of mating effort, or one's motivation to find a sexual partner. Yet testosterone has not been consistently linked with people's psychological orientation toward sexual relationships. In two studies, we examined associations between testosterone and sociosexuality (i.e., orientation toward uncommitted sexual activity). In Study 1, we found that sociosexuality moderated the association between testosterone and partnered status. Partnered men who reported more sociosexual desire had testosterone levels comparable to single men; partnered women who reported more sociosexual behavior had testosterone levels comparable to single women. In Study 2, we employed a power manipulation to experimentally increase men's testosterone levels. Among single participants, increases in testosterone predicted higher sociosexual desire. Our findings provide some of the first evidence for testosterone-sociosexuality associations, and they reveal that the nature of these associations varies by gender and partnered status.

TESTOSTERONE REACTIVITY IN RESPONSE TO MUTUAL ROMANTIC CONNECTION

Eli J. Finkel¹, Benjamin R. W. Yu¹, Paul W. Eastwick², Thomas W. McDade¹

¹Northwestern University; ²University of Texas at Austin

A speed-dating study examined the links between mating dynamics and testosterone reactivity. Approximately 200 heterosexual participants went on over 2,000 speed-dates, providing saliva samples before and after their event. They also provided saliva samples at the same times of day as these speed-dating samples, but one week earlier (four samples in total). Results for men and women revealed strong evidence that testosterone increases in response to mating opportunities, and, more

importantly, that "mating opportunities" appears to mean something different from what scholars have long assumed. Testosterone was higher on the speed-dating than the control day, and the standard diurnal decline in testosterone was smaller on the speed-dating day. Testosterone reactivity was associated with romantic connection (mutual "yesses") at the speed-dating event, but not with romantic popularity (yesses received) or with romantic attraction (yesses given). In short, testosterone spikes in response to mating opportunities, especially when people experience mutual romantic connections.

WHEN WANTING TO LEAD ISN'T ENOUGH: TESTOSTERONE'S NEGATIVE RELATIONSHIP WITH EMPATHIC ACCURACY AND LEADERSHIP ABILITY

Richard Ronay¹, Dana Carney²

¹Columbia University; ²University of California, Berkeley

Despite testosterone's relationship with the pursuit of status and dominance, there is little evidence that this translates into a capacity for effective leadership. One possible contributor to this uncoupling of motivation and accomplishment is testosterone's negative relationship with the ability to infer the thoughts and feelings of others. We test this proposition using data collected both in the lab and in the field. Experiment 1 finds that basal levels of testosterone are negatively related to people's ability to read others during a simulated negotiation. Experiment 2 tests the downstream consequences of empathic inaccuracy by asking participants' real-world professional colleagues to report on participants' capacity for empathic accuracy and leadership. Higher levels of testosterone are negatively associated with observed leadership ability, and this relationship is accounted for by observations of participants' limited capacity for empathic accuracy. We discuss the possible origins of this mismatch between leadership motivation and leadership ability.

TESTOSTERONE, CORTISOL, AND THE TIME-COURSE OF ANXIETY DURING COMBAT DEPLOYMENT

Robert A. Josephs¹

¹University of Texas at Austin

We present evidence showing that U.S. soldiers who are high in testosterone and low in cortisol—a hormonal profile associated with social aggression, behavioral approach, and dominance—begin their deployment to Iraq low in anxiety, but become increasingly anxious as a function of chronic, inescapable exposure to high levels of combat stress. Soldiers low in testosterone and cortisol—a profile associated with fear, social avoidance, and subordination—begin deployment highly anxious, but become decreasingly anxious the longer they are exposed to high levels of combat stress. One unifying explanation for these apparently discordant results comes from primatology, where threatening environments produce elevated glucocorticoid levels and, if the threat persists, illness, in dominant animals, but low glucocorticoid levels in subordinate animals. These results are the first to leverage a person×situation framework to show that onset of affective illness due to exposure to a threatening environment can be predicted by hormonal differences.

Symposium S-A5

CLOSE RELATIONSHIPS FROM THE INSIDE AND OUTSIDE

Friday, January 18, 9:45 am – 11:00 am, Room 217– 219

Chair: Simine Vazire, *Washington University in St. Louis*

Co-Chair: Brittany Solomon, *Washington University in St. Louis*

Close relationships do not exist in a vacuum. These talks illustrate how close relationships are influenced by external factors (e.g., social norms and physical instability), how people are aware of outsiders' perceptions of their romantic partners, and how relationship experiences influence behavior outside of relationships (e.g., generosity).

 A B S T R A C T S

THE INFLUENCE OF COLLECTIVISM ON ROMANTIC RELATIONSHIPS: WHEN AND HOW DO FAMILIES FACTOR INTO RELATIONSHIP DECISIONS?

 Laura VanderDrift¹, Chris R. Agnew²
¹Syracuse University; ²Purdue University

All relationships are influenced by the (dis)approval of others, but evidence suggests that some individuals, at some times, are more likely to accommodate the expectations of others (Kelley et al., 2003). Collectivism is a multifaceted worldview in which individuals value and act towards maintaining harmonious social relations. In the current studies we considered how a collectivist worldview impacts when network (dis)approval exerts the greatest influence on relationships. Results indicated that individuals high in collectivism are most susceptible to their families' wishes early in the relationship (i.e., before the partner is incorporated into their in-group), and which facet of collectivism is most salient for an individual (i.e., viewing themselves as having similar goals to their in-group or being obliged to obey authority) influences when they will heed their families' wishes. Together, the results suggest that collectivism is important to consider when examining when and how social networks influence relationships.

YOU ARE SO BEAUTIFUL TO ME: DO ROMANTIC PARTNERS HAVE KNOWLEDGE OF THEIR PARTNERS' IDENTITY AND REPUTATION?

 Brittany C. Solomon¹, Simine Vazire¹
¹Washington University in St. Louis

Are romantic partners aware that they have overly positive views of each other? Research shows that both positivity and accuracy coexist in romantic partners' perceptions (e.g., Fletcher & Kerr, 2010). We use a novel approach to understanding how this seemingly paradoxical effect occurs. Using 5 samples (N = 160), we test the hypothesis that people are aware that others do not see their partners as positively as they do. That is, despite their own biased perceptions, people have insight into how their partners see themselves (i.e., identity accuracy; $r = .28$) and how outsiders see their partners (i.e., reputation accuracy; $r = .54$). We focus the first test of this phenomenon on physical attractiveness, a highly evaluative characteristic important for mate selection and partner perception. Results suggest that romantic partner knowledge is multi-faceted, incorporating both insiders' and outsiders' perspectives, and thus fulfilling the need to see partners positively and realistically.

IT'S NOT YOU, IT'S THIS TABLE: PHYSICAL INSTABILITY TRIGGERS RISK REGULATION PROCESSES IN ROMANTIC RELATIONSHIPS

 Amanda L. Forest¹, David R. Kille¹, Joanne V. Wood¹
¹University of Waterloo

Relationships are risky. Partners can hurt us by criticizing, cheating, or leaving. The present research examines whether benign "threats" that stem from outside of the relationship—the stability of one's physical surroundings—can trigger risk regulation processes (e.g., Murray, Holmes, & Collins, 2006). Drawing on the embodiment literature, we propose that experiencing physical instability leads people to perceive their romantic relationships as less stable and to self-protectively reduce engagement. We also examine whether an internal factor—trait self-esteem—moderates responses to physical instability and to the resulting perceived relationship instability. Participants who sat (Study 1) or stood (Study 2) on an unstable (vs. stable) surface perceived their relationships as less stable. Consistent with risk regulation theory, perceived relationship instability was, in turn, associated with relationship disengagement—particularly among people with low self-esteem. These findings suggest that relationship-irrelevant environmental features can activate the risk regulation system.

PROMOTING GENEROSITY THROUGH ATTACHMENT SECURITY

 Ali Imran¹, Omri Gillath¹, Ruthann Atchley¹, Mohamed El-Hodiri¹, Keith Young¹, Yana Yen¹, Ashley Demarco¹
¹University of Kansas

Three studies examined the underpinnings of generosity and its associations with attachment security. In Study 1 we found attachment avoidance to be negatively associated with feeling and behaving generously; unexpectedly, attachment anxiety was positively associated with behaving generously. Study 2 focused on the effects of security priming on behavioral generosity. Participants played an online decision-making game with other students. Before playing the game they were exposed to a priming procedure in one of three conditions (secure, insecure, and neutral). Security priming increased generous behavior. A third study using ERP found attachment primes to moderate the relationship between attachment anxiety and emotional reactions to partner feedback, such that anxious participants showed a higher LPP when primed with security. The amount of money lost or won was related to salience of reward. However, this relationship was not significant for participants primed with security. The implications for prosocial behavior are discussed.

Symposium S-A6
FACEBOOK: FRIEND OR FOE? EFFECTS OF ONLINE SOCIAL NETWORKS ON CLOSE RELATIONSHIPS

Friday, January 18, 9:45 am – 11:00 am, Room 228 – 230

Chair: Juwon Lee, University of Kansas

Co-Chair: Omri Gillath, University of Kansas

The recent upsurge of online social networks makes them a valuable resource for studying human behavior. Using a variety of experimental, self-report, longitudinal, and diary methods, the studies discussed in this symposium show how relational processes manifest through the largest of online social networks, Facebook, and their effects on relationships.

 A B S T R A C T S

THE EFFECT OF ONLINE SELF-DISCLOSURE ON RELATIONSHIPS

 Juwon Lee¹, Omri Gillath¹, Emily Berman¹, Melanie Canterberry²
¹University of Kansas; ²Medical University of South Carolina

Three studies highlight the effects of online self-disclosure on relationships. Study 1 (N=186) showed higher online disclosure, assessed via a self-report measure of Facebook use, was related to lower intimacy and satisfaction in romantic relationships, but not in friendships, of the disclosers. Study 2 (N=67) examined how online disclosure affects the discloser's romantic partner. After assessing Facebook use of participants, their partners were recruited to provide information on relationship components. Results showed online self-disclosure correlated negatively with partners' intimacy and satisfaction. In Study 3 (N=93), perceptions of romantic partner's online disclosure were experimentally manipulated using two versions of mock Facebook pages, showing either high or low self-disclosure. Perceiving one's partner to highly disclose online resulted in lower intimacy, satisfaction, trust, commitment, passion, and love. These studies show that a high degree of online self-disclosure may negatively affect romantic relationships, which contrast from self-disclosure's well-established role as a relationship facilitator.

HOW DEPRESSIVE SYMPTOMS ARE LINKED TO TIME ON FACEBOOK AND FACEBOOK SOCIAL COMPARISON

 Mai-Ly Nguyen¹, Robert E. Wickham¹, Linda K. Acitelli¹
¹University of Houston

Two studies investigated social comparison to peers through computer-mediated interactions on the social networking site, Facebook, and the potential impact of such interactions on user's psychological health. Study 1 (N= 180) a cross-sectional study, revealed an association between time spent on Facebook and depressive symptoms for both men and women. However, results demonstrated that, for men only,

making non-directional Facebook social comparisons (FSC) mediated the link between time spent on Facebook and depressive symptoms. In study 2, a 14-day diary study (N=152), gender was not found to be a moderator. However, engaging in non-directional and upward FSC served as a mediator between time on Facebook and depressive symptoms for all participants. Non-directional and upward FSC were also found to be a mediator between number of Facebook logins and depressive symptoms across all participants. Both studies provide evidence that the association between time on Facebook and depressive symptoms is mediated by FSC.

WEARING YOUR HEART ON YOUR FACEBOOK PAGE: HOW DISPLAYING ONE'S RELATIONSHIP ON FACEBOOK IS RELATED TO RELATIONSHIP QUALITY

Camilla S. Overup¹, Mai-Ly Nguyen¹, Julie A. Brunson¹, Linda K. Acitelli¹

¹University of Houston

Social media sites provide an avenue to share personal information with others; however, people vary in the extent to which they share information about their romantic relationship. A study was conducted to examine the extent to which online behavior influences offline romantic relationships. Participants completed measures on Facebook posting behaviors, personality, and relationship factors. It was found that perceiving one's partner to be open about the relationship on Facebook predicted higher relationship quality, even after controlling for one's own openness. However, this relationship was moderated by public self-consciousness. The positive association between the partner's sharing information about the relationship and relationship quality was stronger for those low in self-consciousness: The more open the partner, the happier they were. Those high in public self-consciousness were happy with their relationship even when their partner shared less relationship information. Perhaps being less concerned with public self-image makes one's relationship image more salient.

A SOCIAL NETWORK ANALYSIS OF CYBER AGGRESSION

Diane Felmlee¹, Robert Faris²

¹Pennsylvania State University; ²University of California, Davis

The explosion of electronic communication in "cyberspace" offers novel opportunities for damaging interpersonal communication. The questions we examine include: Do negative, cyber ties develop among relatively isolated, versus central, kids in the school social network? Furthermore, to what extent do these deleterious associations occur between distally related individuals or between those who are/were friends or romantic partners? We investigate negative cyber networks among a large sample of 8th to 12th grade students in a longitudinal study of an affluent, Long Island school. Approximately 11% of the sample reported an aggressive cyber incident. Girls were significantly more likely than boys to report being harmed. Illustrations included posting mean rumors and humiliating photos on Facebook. These negative links developed more frequently between relatively popular students in the friendship network, as opposed to their more solitary peers. Finally, harmful relations often transpired between (former) friends, as well as between former dating partners.

Symposium S-A7

WHO LEGITIMIZES THE SYSTEM? ANSWERS FROM DISTINCT THEORETICAL PERSPECTIVES

Friday, January 18, 9:45 am – 11:00 am, Room 208 – 210

Chair: Ellie Shockley, University of Chicago

Co-Chair: Mark J. Brandt, Tilburg University

This symposium brings together international researchers who examine legitimation and rejection of the sociopolitical system. Employing theories of system justification, social dominance, and social identity, the symposium advances understanding of these phenomena across a range of disadvantaged and advantaged groups.

ABSTRACTS

WHO LEGITIMIZES THE SYSTEM? A CRITICAL TEST OF ENHANCED SYSTEM JUSTIFICATION AMONG THE DISADVANTAGED

Mark J. Brandt¹

¹Tilburg University

System Justification theorists have provocatively predicted that disadvantaged groups will at times legitimize the social system more than advantaged groups because doing so reduces dissonance experienced by disadvantaged individuals who have not engaged in collective action (Jost et al., 2003). This counter-intuitive disadvantage-legitimacy hypothesis is theorized to occur especially in social systems characterized by meritocratic beliefs, inequality, and democracy (e.g., USA). Multilevel modeling with representative survey data from the American National Election Studies (N=27,543), General Social Survey (N=27,589), European Social Survey (N=153,978), and World Values Survey (N=96,662) demonstrated little evidence for the hypothesis. Instead, results were directly contrary to the hypothesis. Attempts to moderate effects with societal inequality and civil liberties found rare support for a weak version of the hypothesis. Thus, despite ample respondents and cultural contexts, the data suggest there is little evidence the disadvantaged legitimize their systems more than the advantaged.

SUBORDINATION BEGETS REJECTION OF DOMINATION: CROSS-NATIONAL DOMESTIC, INTERNATIONAL, AND EXPERIMENTAL EVIDENCE

Andrew L. Stewart¹, Felicia Pratto¹, Fouad Bou. Zeineddine¹, Eileen V. Pitpitan¹

¹University of Connecticut

Social Dominance Theory predicts that people in subordinated positions will reject dominance more than people in dominant situations. We present three kinds of evidence consistent with this prediction, using various measures. First, a meta-analysis shows dominants are higher on Social Dominance Orientation than subordinates. Second, survey data show that people in 7 developing nations reject that either international or domestic political systems are fair more than people in 7 developed nations. Covariance analyses show this is accounted for by relative deprivation, political efficacy, and the perception that international power inequality is stable. Third, experimentally assigned subordinates felt more disempowered and perceived rules protecting subordinates and the use of violence/exploitation to overcome dependency to be more fair. In all, international surveys and experiments demonstrate people in subordinated positions reject inequality and look for opportunities to change power structures.

DIMENSIONS OF BLACK IDENTITY PREDICT SYSTEM JUSTIFICATION AND SYSTEM REJECTION

Ellie Shockley¹, Ashley Wynn¹, Leslie Ashburn-Nardo²

¹University of Chicago; ²Indiana University-Purdue University Indianapolis

System Justification (SJ) Theory implicates disadvantaged groups in the maintenance of sociopolitical arrangements; it proposes a motivation to perceive system legitimacy even at the expense of self-interest. As a disadvantaged group, African Americans (AAs) are important to study when examining American SJ. Notably, there is variation in Black identity, and we examine whether it predicts SJ. Using survey methodology and the Multidimensional Model of Racial Identity, we find the more AAs define themselves in terms of race, less SJ is endorsed. Additionally, the more AAs emphasize the compatibility of their culture with mainstream society, more SJ is reported. Lastly, when one believes AAs represent a unique group and one highly identifies with this group, less SJ is reported. However, when one perceives AAs as unique but does not identify with AAs, more SJ is endorsed. Altogether, stronger Black identity predicts system rejection.

WE'RE MAD AS HELL AND WE'RE NOT GOING TO TAKE IT ANY MORE: SOCIAL IDENTITY AND THE PROCESS OF SYSTEM DEJUSTIFICATION

S. Alexander. Haslam¹, Stephen D. Reicher²

¹University of Exeter; ²University of St Andrews

There is a general tendency for psychologists to focus on processes of oppression rather than resistance. This is exemplified and entrenched by interpretations of both the Stanford Prison Experiment and Milgram's 'Obedience to Authority' Studies. On the basis of the standard reading of these classic studies, researchers have come to see domination, tyranny, and abuse as natural. Challenging this view, research suggests that where members of low-status groups are bound together by a sense of shared social identity this can be the basis for effective organization that allows them to counteract stress, secure support, challenge authority, and promote social change in even the most extreme of situations. This view is supported by a review of experimental research and case studies of rebellion against carceral regimes in Northern Ireland, South Africa, and Nazi Germany. This evidence is used to advance a Social Identity Model of Resistance Dynamics.

Symposium S-A8

IS THERE A COMMON MECHANISM UNDERLYING THE THREAT-COMPENSATION LITERATURE?: EVIDENCE FOR INCONSISTENCY COMPENSATION AS CORE MOTIVATION

Friday, January 18, 9:45 am – 11:00 am, Room 211 – 213

Chair: Eddie Harmon-Jones, *University of New South Wales*

'Threat-Compensation' effects constitute a good deal of social psychological research, often dealing with identity, personal control, belongingness or human mortality. In this symposium, we present evidence that much of this literature can be understood from an inconsistency compensation perspective. Common neurocognitive markers and convergent compensation effects will be discussed.

ABSTRACTS

WORLDVIEW DEFENSE: COMPENSATORY AFFIRMATION OR UNCONSCIOUS VIGILANCE?

Colin Holbrook¹

¹University of California, Los Angeles

In the aftermath of subtle indications of threat, humans exaggeratedly laud cherished in-groups and derogate out-groups. This worldview defense dynamic has been interpreted within social psychology as reflecting a motivation to allay threat-anxiety by compensatorily affirming cultural values. In contrast, I will present evidence that worldview defense stems from an information-gathering system that accentuates sensitivity to affective (i.e., organismically relevant) stimuli upon detection of background cues of threat, reward, or outcome-discrepancy. This "unconscious vigilance" account suggests that manipulations which polarize ratings of cultural attitudes will analogously polarize ratings of arbitrary affective targets unrelated to cultural attitudes. Indeed, this pattern has now been documented in Northern Ireland, Tibet, and the United States. Also consonant with the unconscious vigilance hypothesis, non-threat manipulations involving reward or discrepancy have been observed to elicit worldview defense. These results will be synthesized with emerging neuroscientific perspectives on attention and unconscious alarm.

EXISTENTIAL NEUROSCIENCE: EXTANT FINDINGS AND FUTURE PROSPECTS FOR THE 'THREAT-COMPENSATION' LITERATURE

Johannes Klackl¹, Eva Jonas¹, Martin Kronbichler²

¹University of Salzburg; ²Neuroscience Institute, Christian Doppler-Clinic, Paracelsus Private Medical University

The main goal of Existential Neuroscience is to use neuroscientific techniques such as EEG or fMRI to study questions related to how people deal with fundamental existential concerns, including (but not limited to) mortality, uncertainty, uncontrollability, and meaninglessness. In this talk, I will summarize and integrate extant research (including

my own) into a vulnerability-threat-regulation model. There is strong evidence that ERP components such as the Error-related negativity (ERN) and the late positive potential (LPP) are sensitive to existentially threatening information, especially if vulnerability towards existential concerns is high. Regulatory efforts have been related to activation in a prefrontal circuitry and the insula, and these regulatory efforts also seem to be dependent on individual differences in vulnerability. I will also talk about problems inherent in the Existential Neuroscience approach, such as the extensive reliance on reverse inference, and discuss various possibilities to address these problems.

REDUCING APPROACH MOTIVATION REDUCES DISSONANCE REDUCTION: SUPPORT FOR THE ACTION-BASED MODEL OF DISSONANCE

Eddie Harmon-Jones¹, Cindy Harmon-Jones¹, Tom F. Price¹

¹University of New South Wales

The motivation to reduce cognitive dissonance is a core motive in the 'threat-compensation' literature. The action-based model posits that dissonance is the result of conflicting action tendencies and that dissonance reduction occurs to facilitate effective behavior. As such, dissonance reduction should be influenced by variations in approach motivation, particularly in situations in which dissonance results from an individual's commitment to a course of action. Across two experiments, utilizing the difficult decision and effort justification paradigms, we found that when individuals were placed into a lowered approach motivation state, they were less likely to reduce dissonance, as measured by attitude change. In both experiments, approach motivation was manipulated by placing individuals in an upright or supine body position; the latter has been found to reduce approach motivation. Taken together, these recent experiments support the hypothesis derived from the action-based model that decreases in approach motivation decrease the motivation to reduce dissonance.

UNDERMINED BY THE UNEXPECTED: UNDERSTANDING 'THREAT-COMPENSATION' AS INCONSISTENCY COMPENSATION

Travis Proulx¹

¹Tilburg University

Researchers continue to demonstrate the affirmation of cultural worldviews following experiences that threaten one's sense of self, belongingness, personal control or remind people of their own mortality. More recently, we have demonstrated many of these same affirmation behaviours following the unconscious perception of anomalies, suggesting that 'fluid-compensation' processes may be palliative approach behaviours following the experience of inconsistencies, more generally. In support of this understanding, I will survey experimental findings that expand the boundaries of fluid compensation efforts, demonstrating that people will affirm explicit beliefs and goals following unrelated, implicit anomalies. Subliminally presented nonsense words will be shown to increase a desire for affiliation, as well as enhance effort on a variety of cognitive tasks. Photos with reversed facial features will be shown to heighten values affirmation, as well as increase preference for certain risky decisions. These findings provide convergent evidence for a general inconsistency compensation account of fluid compensation processes.

Symposium S-A9

THE EVOLUTION OF THE INTERACTIONIST PERSPECTIVE: ADVANCES IN RESEARCH INTEGRATING GENES, PERSONALITY, AND SOCIAL CONTEXTS

Friday, January 18, 9:45 am – 11:00 am, Room 220 – 222

Chair: Ilan Dar-Nimrod, *University of Sydney and University of Rochester Medical Center*

Increased scientific emphasis on biogenetics has opened up novel lines of genetically informed psychosocial research, which focus on interactionist perspective, demonstrating an evolution of the person-by-situation perspective in the genomic age. The present symposium brings together presentations that represent various methods, theoretical underpinnings, and outcomes of such interactionist research.

ABSTRACTS

INTERACTIONS BETWEEN PERSONALITY AND THE APOE GENOTYPE PREDICT COGNITIVE FUNCTION AND HEALTH OUTCOMES
Ilan Dar-Nimrod^{1,2}¹University of Sydney; ²University of Rochester Medical Center

Personality characteristics have been shown to associate with cognitive function and Alzheimer's disease (AD) risk among older adults. Specifically, previous research indicated that increased Neuroticism is correlated with cognitive decline and AD. Similarly, genetic research identified associations between the presence of APOE e4 (APOE4) allele(s) and these outcomes. Guided by allostatic load model assumptions, the effect of the interaction between APOE4 and neuroticism on cognitive function and AD was assessed on a sample of 600 older adults over 7 years. Moreover, exploratory analyses assessed the effects of interactions between APOE4 and the other main personality dimensions captured by the Five Factor Model. Fully adjusted multivariate analyses of data showed that the association between the presence of APOE4 allele(s) and both outcomes was evident among individuals with high levels of neuroticism and extraversion but not among persons with low levels of these traits. Potential relevant social and neurological mechanisms are discussed.

PERSONALITY MEDIATES GENE-BY-SOCIOECONOMIC INTERACTION ON ACADEMIC ACHIEVEMENT: EVIDENCE FROM MULTIPLE REPRESENTATIVE SAMPLES OF CHILDREN AND ADOLESCENTS
Elliot M. Tucker-Drob¹, Daniel A. Briley¹, Amanda K. Cheung¹, Paige Harden¹¹University of Texas at Austin

Recent studies have demonstrated that genetic influences on cognitive ability and academic achievement are larger for children raised in higher socioeconomic status (SES) homes. However, little work has been undertaken to document the psychosocial processes that underlie these gene-by-environment interactions. We propose that genetically influenced personality factors—including scholastic motivation, drive for achievement, intellectual self-concept, and intellectual interest—are critical for selecting environmental niches important for learning, but that this process is only effective in high opportunity contexts. Using data from two nationally representative samples of singletons we demonstrate that the link between achievement-relevant personality and actual achievement is positively moderated by family SES. Using data from two samples of twins, we find that this personality-by-SES interaction accounts for previously documented gene-by-SES interactions on achievement. In other words, gene-by-SES effects on achievement can be accounted for by stronger influences of genes for personality on achievement at higher levels of SES.

VASOPRESSIN RECEPTOR GENE (AVPR1A) MODERATES HEALTH BENEFITS OF TERRITORY IN HUMAN MALES
Michael J. Poulin³³University of Buffalo

An evolutionary perspective suggests that resources that would have been of adaptive value to our ancestors may be calming during times of stress. Possessing territory is a valuable resource for most mammals, especially males, but its significance may differ across individuals, potentially as a function of the neurohormone vasopressin. In Study 1 (N = 835), stressful events predicted mortality among men who did not own a home, but not among male homeowners. In Study 2 (N = 424) stressful events predicted increased anxiety and depression over time among male non-homeowners, but not among homeowners. Moreover, this effect was moderated by individual differences in the vasopressin receptor gene AVPR1a. No similar effects were observed in females, and results were not accounted for by other markers of resources or status (e.g., age, race, income, or education). Territory may be stress-buffering for males, and this function may be regulated by vasopressin.

GENE BY AGE INTERACTIONS IN PERSONALITY TRAITS
Bradley Verhulst¹¹Virginia Commonwealth University

Prior research has demonstrated that personality traits have a significant genetic component, are established early in life and remain relatively consistent across an individual's lifespan (Costa and McCrae, 1997; McGue et al., 1993). This ignores the accumulation of the genetic and environmental factors that influence the variation that implies that the contribution of genetic factors to personality traits will change as a function of age (Eaves et al., 1986). Thus, the effect of genetic variation can increase (or decrease) as people age. Using multiple longitudinal samples of twins we demonstrate sizable changes in the mean level of personality traits (for example as people age they become more emotionally stable and less extroverted), and importantly these changes are a function of both genetic and environmental factors (implying that different genetic and environmental factors influence personality in different stages of adult life). Accordingly, genetic variation in personality depends upon a person's age.

Symposium S-A10
EMERGING EVIDENCE FOR IMPLICIT IDENTITY: PREDICTORS, MODERATORS, AND CONSEQUENCES

Friday, January 18, 9:45 am – 11:00 am, Room 225 – 227

Chair: Melissa Ferguson, *Cornell University*Co-Chair: Emily Rosenzweig, *Cornell University*

This symposium presents research on the emerging field of implicit social identity, including work that considers the predictors of implicit identity, its divergence from explicit identification, its malleability, and its unique behavioral consequences. These issues are addressed in the context of identities including race, gender, culture, and identification with alcohol.

ABSTRACTS

DRINKER + ME: IMPLICIT DRINKING IDENTITY AS A PREDICTOR OF DRINKING OUTCOMES AND INTERVENTION TARGET
Kristen P. Lindgren¹, Erin C. Westgate², Melissa Gasser¹, Bethany Teachman², Clayton Neighbors³¹University of Washington; ²University of Virginia; ³University of Houston

Implicit associations related to health behaviors and psychopathology are receiving increasing research attention. However, much of that work focuses on associations about behavior or psychopathology more generally (e.g., associations with alcohol and approach vs. avoid). Little work directly considers associations about the behavior or psychopathology and the self (e.g., associations with drinking and the self vs. others). Two recent studies compared a Drinking Identity Implicit Association Test (IAT) to well-established alcohol-related IATs that measured general associations about alcohol. The studies were conducted at two US universities and included undergraduate drinkers and non-drinkers. Results were consistent across both studies. Each IAT was positively correlated with drinking outcomes (alcohol consumption, cravings, and problems). However, only the drinking identity IAT uniquely predicted outcomes when the IATs were entered simultaneously into regression models. Preliminary results from a study that aimed to retrain implicit drinking identity associations will also be discussed.

MAPPING IMPLICIT MULTICULTURAL IDENTITIES: THEORETICAL AND EMPIRICAL INSIGHTS
Thierry Devos¹¹San Diego State University

More and more individuals are likely to define themselves along multiple ethnic or cultural lines. Research on multicultural identities has relied almost exclusively on self-report measures. The aim of the present research was to develop a personalized and flexible

methodological approach suited to study aspects of multicultural identities operating outside of conscious awareness or control. In a series of studies, bicultural individuals indicated the two cultures they felt most connected to and completed implicit and explicit measures of cultural identification. Consistently, we found evidence for an asymmetrical implicit identification such that participants identified more strongly with the first culture listed than with the second. In addition, the overlap between implicit and explicit self-definitions was moderated by the extent to which participants perceived their two cultural identities as being in harmony or in conflict. The proposed framework affords the possibility to map structures and processes underlying implicit multicultural identities.

ONCE WAS BLIND, BUT NOW I DENY: PERCEPTUAL AND MOTIVATIONAL EFFECTS ON IMPLICIT WHITE IDENTITY

Eric D. Knowles¹

¹*University of California, Irvine*

Scholarship on White identity used to assume that Whiteness, because of its normative and hegemonic status, is invisible to those who have it. In this talk, I review research suggesting that Whites routinely notice their race and discuss some of the factors that modulate this self-awareness. I show that implicit White identity varies as a function of individuals' history of exposure to non-Whites: Whites who grew up in regions that offer frequent contact with other racial groups score higher on an implicit measure of White identity than those with little chance of interracial contact. I also present evidence that Whites implicitly deny their White identity when they anticipate interacting with a Black person about race. Evidence from nonverbal behavior further suggests that this disidentification is strategy for coping with the stress of interracial interaction. I close by discussing what these findings say about the nature of dominant-group identity.

THE WORSE OFF WE ARE, THE MORE I'M ONE OF US: THREATS TO GROUP VALUE INCREASE IMPLICIT GROUP IDENTIFICATION

Emily Rosenzweig¹, Melissa J. Ferguson¹, Travis Carter²

¹*Cornell University*; ²*University of Chicago*

How do threats to the value of an ingroup influence our perceived membership in that group? Do they prompt us to minimize our group membership, or do they lead us to rally around the group by increasing our identification with it? We find that identity threats, specifically those which suggest group membership is personally disadvantageous, lead individuals to increase their implicit group identification. These implicit shifts emerged in the absence of, or were dissociated from, any changes in explicit identification. Our research demonstrates this effect in the context of two powerful and foundational social group memberships – gender and race. Only implicit identification with the threatened social group is amplified, not implicit identification with other unthreatened group memberships, suggesting this effect may serve as an automatic response in service of group solidarity. These findings point to measures of implicit identity as powerful tools to address conflicts in the existing psychological literature.

Symposium S-A11

A HAPPY AND A MEANINGFUL LIFE: CUTTING-EDGE RESEARCH ON TWO OF HUMANKIND'S MOST CHERISHED GOALS

Friday, January 18, 9:45 am – 11:00 am, Room R02

Chair: Kathleen Vohs, *University of Minnesota*

Although happiness and a meaningful life have substantial overlap, Oishi, King, Lyubomirsky, and Vohs present new work on what makes each unique. From emotion to existential psychology and culture to cognition, this symposium showcases cutting-edge work on two goals people hold dearest, to have a happy and meaningful life.

ABSTRACTS

SUBJECTIVE WELL-BEING AND MEANING IN LIFE: CROSS-NATIONAL ANALYSIS

Shigehiro Oishi¹, Ed Diener²

¹*University of Virginia*; ²*University of Illinois*

Using the Gallup World Poll data, we examined differential correlates of meaning in life and subjective well-being (SWB, which includes positive affect) across 132 nations. SWB, particularly life satisfaction, was substantially higher in wealthy nations than in poor nations. Rather surprisingly, though, meaning in life was higher in poor nations than in wealthy nations. The inverse association between GDP per capita and meaning in life was mediated by the importance people place on religion. Religion was more important in poor nations than in wealthy nations. Meaning in life was higher in poorer (more religious) nations than in wealthy (less religious) nations, to the extent that religiosity was associated with meaning in life. As Viktor Frankl described in his *Man's Search for Meaning*, meaning indeed can be attained even in objectively dire conditions. In contrast, SWB appears to be harder to obtain in woeful conditions.

WHY DO WE NEED MEANING?

Laura A. King¹, Samantha J. Heintzelman¹

¹*University of Missouri*; ²*University of Missouri, Columbia*

What adaptive information does the subjective feeling of meaning convey? We propose that such feelings provide information pertaining to the reliability of environmental stimuli. We will present 7 studies supporting this hypothesis. In these experiments, participants exposed to stimuli characterized by pattern, coherence, or familiarity report higher meaning in life than those exposed to random, incoherent, or novel stimuli, in the absence of effects on mood. These effects speak to the unique function of meaning: It tells us when the world is making sense. To the extent that seeking out reliable environments is an adaptive goal, the feeling of meaningfulness serves as a subjective gauge of one's success at that goal.

HOW SMALL AND SIMPLE POSITIVE ACTIVITIES PRODUCE MEANINGFUL INCREASES IN HAPPINESS

Sonja Lyubomirsky¹, Kristin Layous¹

¹*University of California, Riverside*

Happiness not only feels good; it is good. Happy people have more stable marriages, stronger immune systems, and higher incomes than their less happy peers. Our randomized controlled experiments have persuasively shown that people can intentionally increase their happiness through simple, self-administered activities, such as expressing gratitude or practicing kindness. We will present work that has located through systematic variation the optimal conditions for positive activities' effectiveness. These studies have found that features of the activity (e.g., its dosage and variety), features of the person (e.g., motivation and effort), and "person-activity fit" affect the extent to which positive activities boost well-being. Our positive activity model has identified several mediators, including positive emotions, positive thoughts, positive behaviors, connectedness, and autonomy. In summary, this talk will present brand new research on how small and simple activities can transform people into happier – and ultimately healthier – individuals.

WHAT'S REALLY THE DIFFERENCE BETWEEN A HAPPY LIFE AND A MEANINGFUL LIFE?

Kathleen D. Vohs¹, Roy F. Baumeister², Jennifer L. Aaker³, Emily N. Garbinsky³

¹*University of Minnesota*; ²*Florida State University*; ³*Stanford University*

Happiness and a sense of meaning are key to a worthwhile life but have different roots and implications. Our large multi-wave longitudinal survey revealed multiple differing predictors of happiness (controlling for meaning) and meaningfulness (controlling for happiness). Satisfying needs and wants increased happiness but was irrelevant to meaningfulness. Happiness was present-oriented, whereas meaningfulness involves integrating past, present, and future. Happiness was linked to being a taker rather than a giver, whereas

meaningfulness went with being a giver. Higher levels of worry, stress, and anxiety were related to higher meaningfulness but lower happiness. In sum, being happy seems rooted in getting one's needs and desires satisfied. Meaningfulness is more complex and involves integrative understanding of the self and circumstances across time and in relation to abstract values. The differences between the causes and consequences of a happy and meaningful life are ripe – and ripe for study by personality and social psychologists.

Symposium Session B and Data Blitz

Friday, January 18, 11:15am – 12:30 pm

Symposium S-B1

OPENNESS IN SCIENTIFIC REPORTING: POTENTIAL AND REACTION

Friday, January 18, 11:15 am – 12:30 pm, Room R03 – R05

Chair: Roger Giner-Sorolla, *University of Kent*

Methodologists have recently voiced concerns that current data reporting standards promote inaccuracy. Greater transparency would help prevent this and the rarer, but increasingly exposed, problem of fraud. Our speakers detail ways for psychologists to increase openness in research, and discuss the community's current and potential reactions to openness measures.

ABSTRACTS

WHY YOU SHOULD DEMAND OPENNESS OF MY LABORATORY DATA, MATERIALS, AND WORKFLOW

Brian A. Nosek¹

¹*University of Virginia*

My professional success depends on publishing. Publishing norms emphasize novel, positive results. This encourages design, analysis, and reporting decisions that inflate the rate of false positive results and ignore negative results, despite my intention to report accurately. Because incentives favor novelty over replication, my false results will persist in the literature unchallenged, misleading me and the rest of the field. This unhealthy dynamic can be corrected with strategies that make my abstract accuracy motive, getting it right, compatible with my more concrete incentive, getting it published. Restructuring incentives hinges on two key concepts: openness and replication. In this session, I will describe strategies for improving scientific practices that account for my ordinary motivations and biases. If I adopt these strategies, in the long run, you will have more confidence in the research that I publish and simultaneously, more opportunity to point out where I got it wrong.

THE OPEN SCIENCE FRAMEWORK: INCENTIVIZING OPENNESS WITH A FOCUS ON WORKFLOW

Jeffrey Spies¹

¹*University of Virginia*

The Open Science Framework is a framework and repository for conducting science transparently and openly, reducing the gap between scientific practices and scientific values. The focus is on incentivizing openness within a system that, currently, actively discourages it. To gain acceptance in the scientific community, solutions must neither interfere with the scientists' workflow nor create additional work. If openness interferes with productivity, then successful scientists will not adopt it. As an example of how incentives and workflow might be managed, I will describe a website (<http://openscienceframework.org>) and a set of accompanying tools. The tools will provide scientists with a shared infrastructure that makes it easy to collaborate as well as document, organize, and search the lifespan of a research project and

its connections to other projects. The OSF website shows how state-of-the-art online resources can help our science meet the challenge of greater demands for transparency in research and reporting.

PSYCHOLOGISTS ARE OPEN TO CHANGE, YET WARY OF RULES

Fuchs M. Heather¹, Mirjam Jenny², Susann Fiedler³

¹*University of Erfurt*; ²*University of Basel*; ³*Max Planck Institute for Research on Collective Goods*

One article recently published in *Psychological Science* (Simmons, Nelson & Simonsohn, 2011) proposing six requirements for researchers concerning data collection and reporting practices as well as four guidelines for reviewers aimed at improving the publication process has received much attention. We surveyed 1,292 psychologists to address the following questions: Do psychologists support these concrete changes to data collection, reporting, and publication practices? If not, what are their reasons? We found that psychologists are generally open to change. Five requirements for researchers and three guidelines for reviewers were supported by a majority as standards of good practice; one requirement for researchers was even supported as a publication condition. In general, psychologists appear to be less in favor of mandatory conditions of publication than standards of good practice. We conclude that the proposal is a starting point for such standards.

GAMES OF SKILL AND CHANCE: HOW OPEN SCIENCE NORMS MIGHT CHANGE CAREER AND RESEARCH STRATEGIES

Roger Giner-Sorolla¹

¹*University of Kent*

Prior disclosure of hypotheses and analyses under open science sounds threatening to many psychologists, with reason. Success in the field now largely depends on reporting conclusive effects supporting hypotheses personally identified with the researcher. Under open science, researcher skill in managing a data narrative would count for nothing, and the role of chance in picking hypotheses that turn out to be strongly supported would increase, threatening our sense of justice. I discuss three ways in which standards might change so that good scientists can show their talent regardless of chance. First, realizing that credible data are not perfect would reduce pressure to produce perfect-looking results. Second and third, research based on critical confrontations between theories, and on answers to issue-based questions, is more likely to yield meaningful results no matter what the findings. The trend that has made these approaches less fashionable in recent years may need to be reversed.

Symposium S-B2

BOUNDARIES OF SOCIAL HIERARCHY – STATUS, POWER AND THEIR SOCIO-CULTURAL MODERATORS

Friday, January 18, 11:15 am – 12:30 pm, Room R01

Chair: Matthias Gobel, *University College London*

Co-Chair: Heejung S. Kim, *University of California, Santa Barbara*

This symposium focuses on social and cultural boundaries within which status and power impact psychology and behavior. The symposium includes studies utilizing correlational, experimental and longitudinal data from samples including representative world-wide samples and community members. Together, these studies provide evidence that different socio-cultural dimensions of hierarchy yield distinct outcomes.

ABSTRACTS

LOOKING OUT FROM THE TOP: DIFFERENTIAL EFFECTS OF STATUS AND POWER ON PERSPECTIVE TAKING

Aiwa Shirako¹, Steven L. Blader¹, Ya-Ru Chen²

¹*New York University*; ²*Cornell University*

Perspective taking enables highly-ranked individuals to successfully navigate the complex tasks associated with hierarchical rank. This presents a paradox, since prior research suggests that highly-ranked individuals are relatively unlikely to take others' perspectives. We

consider this paradox by distinguishing two dimensions of hierarchical rank—status and power—and empirically demonstrating that these dimensions have divergent effects on perspective taking. Extending prior research, we demonstrate that while high power decreases perspective taking, high status increases perspective taking (Study 1). Study 2 likewise reveals that high status increases one's tendency to take others' visual perspective, while high power decreases that tendency. Study 3 extends these results, revealing that high status increases affective perspective taking, while high power lowers affective perspective taking. Overall, these findings indicate that status and power exert differential effects on perspective taking: While one key dimension of holding higher rank may diminish perspective taking, other dimensions may increase it.

SOCIAL STATUS AND SUBJECTIVE WELL-BEING

Cameron Anderson¹, Michael W. Kraus², Adam D. Galinsky³, Dacher Keltner¹
¹University of California, Berkeley; ²University of Illinois, Urbana-Champaign; ³Northwestern University

Dozens of studies in different nations have revealed that socioeconomic status only weakly predicts an individual's subjective well-being (SWB). These results imply that although the pursuit of social status is a fundamental human motivation, achieving high status has little impact on one's SWB. However, the current research tests whether sociometric status—the respect and admiration one has in face-to-face groups (e.g., among friends or coworkers)—has a stronger effect on SWB than does socioeconomic status. We tested this Local Ladder Effect using correlational, experimental, and longitudinal methodologies on a broad range of samples. In each sample, we examine the impact of both socioeconomic and sociometric status on satisfaction with life and the experience of positive and negative emotions. Moreover, we explore the variables that moderate the local ladder effect. That is, is sociometric status more important to some individuals' happiness than others?

IS GOD A CONSERVATIVE? THE MODERATING ROLE OF POWER IN THE RELIGION-CONSERVATISM LINK

Joni Y. Sasaki¹, Heejung S. Kim²
¹York University; ²University of California, Santa Barbara

Though a relationship between religion and conservative politics seems clear, this link may not hold for everyone. Because powerful groups in society can be motivated to maintain their power, the link between religion and political conservatism may be stronger for the powerful than the powerless. Across four studies, we demonstrate that religion and power interact to influence conservatism. Using a representative worldwide sample in Study 1, we show that religiosity predicts more conservative political orientations for the powerful more than the powerless. Studies 2 and 3 experimentally manipulate power and religion to show that thinking about religion increases politically conservative beliefs and behaviors, but only for the powerful. Study 4 tests whether legitimacy beliefs mediate the interaction of power and religion. Taken together, this research provides the first representative and causal evidence that the relationship between religion and political conservatism holds more for the powerful than the powerless.

VISIBILITY OF THE (VERTICAL) SELF: CULTURAL DIFFERENCES IN SIGNALING AND PERCEIVING SOCIAL STATUS

Matthias S. Gobel¹, Heejung S. Kim², Daniel C. Richardson¹, William W. Maddux³

¹University College London; ²University of California, Santa Barbara; ³INSEAD
 Cultures differ in the extent to which they foster social hierarchical differences between individuals (i.e. power distance). Study 1 reveals that characteristics related to a person's socioeconomic heritage (e.g. parental education) are judged as more important in achieving social status in France (higher power distance) than the U.S. (lower power distance). In study 2, when watching thin-slice videos of community members talking about topics unrelated to identity, French estimated targets' social status more accurately than Americans. Coding the nonverbal behavior of targets revealed that the accurate perception of status in France was due to increased dominance signaling as a function of status. Status was not associated with dominance signaling in the U.S. In Study 3, we eye-tracked participants while they watched

videos of high or low status targets staring into the camera, French deferred to high status targets by avoiding their eyes. The opposite was true for Americans.

Symposium S-B3

THE MEANINGS JUSTIFY THE ENDS: THE EFFECTS OF GROUP IDENTITY AND SOCIAL MEANING ON ATTITUDES AND BEHAVIORAL CHOICES

Friday, January 18, 11:15 am – 12:30 pm, Room R07 – R09

Chair: Timothy Hayes, *University of Southern California*
 Co-Chair: Wendy Wood, *University of Southern California*

Social influence entails a change in the subjective meaning of attitude objects. The papers in this symposium demonstrate that the meaning assigned to communications and behavioral choices is embedded in group identities. Meaning-change processes occur both explicitly and implicitly and affect both attitudes and behaviors in political and health domains.

ABSTRACTS

RAPID ASSIMILATION: DOES POLITICAL IDENTITY CHANGE THE MEANING OF POLITICAL INFORMATION?

Colin T. Smith¹, Kate A. Ratliff¹, Brian A. Nosek²

¹University of Florida; ²University of Virginia

This research expands upon the party-over-policy effect (Cohen, 2003), a striking example of political change of meaning. In two studies, participants read either a generous or a stringent welfare plan advocated by a Democrat or a Republican (Smith, Ratliff, & Nosek, 2012). Although influenced by policy content, Democrat and Republican participants were also strongly influenced by the political party proposing the plan; policy information was construed more favorably on both explicit and implicit measures when proposed by participants' own political parties. Importantly, participants believed that they were responding to the details of the plans rather than the parties. Additionally, implicit evaluations of the policies mediated the effect of party information on explicit evaluations, both immediately and after a several-day delay suggesting that the meaning of the policies changed outside of conscious awareness. These meaning-change processes may help explain difficulties Republicans and Democrats encounter when attempting to talk across party lines.

IDENTITY-BASED MOTIVATION: IMPLICATIONS FOR HEALTH AND HEALTH DISPARITIES

Daphna Oyserman¹

¹University of Michigan

People's construal of health behaviors depends on their social class and racial-ethnic group. Especially in the US, unhealthy behaviors, such as smoking and eating fast food, are associated with low socioeconomic status (including low education, low income, and low status racial-ethnic group membership). According to identity-based motivation theory (Oyserman, 2007, 2009a, 2009b), these associations determine whether or not a behavior feels congruent with personal group identity. Identity-congruence of a behavior, in turn, influences perceived difficulty of performance and which behaviors people ultimately choose. When people construe a health behavior as difficult and outside of their control, they are more likely to conclude that effort is pointless and "not for people like me," reducing belief that one's action and effort matter. In this way, construals direct behavioral choices even in critical health domains.

BIAS SPEAKS LOUDER THAN WORDS: THE EFFECT OF GROUP IDEOLOGY AND MESSAGE MEANING ON POLITICAL ATTITUDES

Timothy Hayes¹, Wendy Wood¹

¹University of Southern California

In social influence settings, changes-in-meaning often emerge from group identities, especially political groups and associated ideological beliefs. Thus, the meaning of political messages depends on the

ideology invoked—is the message liberal or conservative? Is it sexist or racist? And these meanings should determine recipients' agreement. Despite the plausibility of this model, little research has documented the specific role of meaning change in influence. In two studies, we directly tested the link between group identity, message meaning, and resulting attitudes. In the first study, subjects' attitudes toward two topics (foreign intervention and education reform) depended on both their interpretations of political messages and their own political ideology. In a second study, individuals interpreted a message as inherently biased (sexist, racist) when it was advocated by a biased source, and these interpretations predicted resulting attitudes toward a political candidate. Thus, attitudes arise from social meanings grounded in important group identities.

Symposium S-B4

EMOTIONAL DISCLOSURE AND COGNITION

Friday, January 18, 11:15 am – 12:30 pm, Room 206 – 207

Chair: Kent Harber, *Rutgers University at Newark*

The benefits of disclosure on physical health are amply documented. But does emotional disclosure affect the mind as well as the body? The present research indicates that it does. Disclosure can enhance working memory, foster meaning-making and modify world-views, alter self-perception, and lead to more judicious judgments of others.

ABSTRACTS

THE EFFECTS OF EMOTIONAL DISCLOSURE ON WORKING MEMORY CAPACITY

Adriel Boals¹

¹*University of North Texas*

Although there has been a plethora of studies demonstrating the health benefits of emotional disclosure, there have been considerably fewer studies examining possible cognitive benefits. We conducted an experiment to test the effects of expressive writing on working memory capacity. Participants were randomly assigned to engage in expressive writing about a stressful event, positive event, or a neutral event. Working memory capacity was assessed pre-writing and again one week and six weeks post-writing. Participants who wrote about a stressful event evidenced significant increases in working memory, whereas scores for the two control groups remained stable. Increases in use of cognitive words during the writing were associated with greater increases in working memory. Increases in working memory capacity were mediated by decreases in intrusive thoughts. Expressive writing also led to increases in GPA the subsequent semester. This study was one of the first to demonstrate cognitive benefits of emotional disclosure.

CHANGES IN GLOBAL BELIEFS AND SITUATIONAL APPRAISALS AFTER WRITING ABOUT LOSS

Crystal Park¹

¹*University of Connecticut*

Studies of writing about stressful events are based on the notion that people make meaning through writing and come to see their events differently. Yet few studies have examined changes that writing produces in either participants' global beliefs or their appraised meanings of stressors. This study examined whether writing about a stressful situation produced changes in both global and situational levels of beliefs in 180 students who wrote about a serious loss or a control topic four times over a month. For those writing about loss, global beliefs in the fairness and safety of the world and controllability increased relative to the control condition. Few changes in loss appraisals were experienced in either group. These results suggest that writing interventions may exert effects on well-being less through changes in the specific appraisals of a stressful event and more through promoting increasingly benign global beliefs.

HOW OTHER PEOPLE CAN ENHANCE (OR DETRACT FROM) THE BENEFITS OF EMOTIONAL DISCLOSURE

Anita Kelly¹

¹*University of Notre Dame*

Having witnesses for one's disclosures can amplify the health effects of those disclosures. Studies 1 and 2 showed that inducing participants to believe that their written emotional disclosures were made public, versus kept private, caused them subsequently to experience fewer psychological symptoms. Study 3 showed that the more public, versus anonymous, participants' previous disclosures had been, the fewer psychological symptoms participants were currently experiencing. Studies 4 and 5 showed that participants who were induced to disclose a secret to an accepting versus non-accepting confidant experienced fewer physical complaints in the weeks to follow. Study 6 showed that inducing participants to describe their upsets, versus talk about trivial events, caused them to rate themselves as more emotionally unstable. The author suggests that witnesses can put a spotlight on the positive or negative meanings one derives from disclosure and thus can enhance or detract from its health benefits.

EMOTIONAL DISCLOSURE AND SOCIAL PERCEPTION

Kent D. Harber¹

¹*Rutgers University at Newark*

Strong negative emotions can bias evaluations of others. For example, judgments are often harsher towards those who evoke distress. However, emotional disclosure resolves negative emotions. This suggests that disclosure leads to more equitable social perception. Four experiments where subjects disclosed or suppressed their emotions confirmed this is so. Studies 1 and 2 showed that disclosing negative thoughts and feelings about a past offence reduced hostility towards offenders, but not towards friends or strangers. Study 3 showed that disclosing the distress evoked by disturbing baby cries led to more moderate ratings of infant distress. Study 4 showed that emotional disclosure regarding a rape victim reduced the tendency to blame this person. These results suggest that we will see others better by resolving our own emotional states.

Symposium S-B5

THE KIDS ARE ALRIGHT! NEW INSIGHTS INTO THE MECHANISMS OF PERSONALITY MATURATION DURING EMERGING ADULTHOOD

Friday, January 18, 11:15 am – 12:30 pm, Room 217 – 219

Chair: Wiebke Bleidorn, *Tilburg University*

Co-Chair: Erik E. Noffle, *Willamette University*

Normative personality development in emerging adulthood tends towards increasing psychological maturity. Now, second generation questions are being pursued that aim to identify potential mechanisms through which these changes are realized. The current talks move beyond description to explanation to consider reactive and active processes that may elucidate the developmental trends.

ABSTRACTS

DEVELOPMENT OF PERSONALITY TYPES IN ADULTHOOD: A LATENT PROFILE ANALYSIS IN TWO LARGE-SCALE PANEL STUDIES

Jule Specht¹, Maike Luhmann², Christian Geiser³

¹*University of Leipzig*; ²*University of Illinois at Chicago*; ³*Utah State University*

Personality development has mainly been analyzed using variable-centered but not person-centered approaches. To fill this gap of knowledge, we analyzed personality types across adulthood. Two representative samples (N>23,000) of Germans and Australians provided longitudinal data on the Big Five personality traits. We identified the number and shape of personality types, analyzed differences in the number of individuals classified within each personality type across age, and examined longitudinal transitions in personality type classification. Latent profile analyses replicated the common three personality types (resilients, overcontrollers,

undercontrollers) in both data sets (with two types of overcontrollers in Australians) across all age groups with slight differences between men and women. Latent transition analyses revealed high stability of type membership but we nevertheless found personality maturation in early adulthood such that the likelihood to be classified as a resilient type increased whereas the likelihood to be classified as an undercontrolled type decreased with age.

FROM AMATEUR TO AUTEUR: EXPECTATIONS AND DESIRES OF EARLY EMERGING ADULTS FOR FUTURE PERSONALITY CHANGE

Erik E. Nofhle¹

¹*Willamette University*

A recent meta-analysis revealed that across the lifespan, the period of emerging adulthood had the largest, most pervasive, pattern of trait changes (Roberts, et al., 2006), theoretically consistent with emerging adulthood being the most “volitional” developmental period (Arnett, 2000, p. 469). Although personality change has been typically studied as a passive process, what if the sizable positive personality changes during emerging adulthood result at least partly from individuals’ intentional efforts to improve themselves? In several college student samples, expectations, desires, and attributions for future Big Five trait change were assessed. Across the studies, it was found that early emerging adults both expected and desired to change most in the near future in traits related to Extraversion and Conscientiousness. Although the current research does not yet directly test whether these intentional efforts to change actually bear fruit, the results suggest evidence consistent with an active account of personality change.

A TRAIT’S DESIRABILITY HELPS DIRECT ITS DEVELOPMENT FROM EMERGING TO LATE ADULthood

Dustin Wood¹, Jessica Wortman²

¹*Wake Forest University*; ²*Michigan State University*

Although patterns of mean-level change in personality traits across the life span are increasingly well-understood, there is currently little understanding of the processes underlying these patterns. In a large cross-sectional internet sample of adults ($N > 13,000$), we show that the traits that show greater levels in late adulthood than in emerging adulthood are also seen as more desirable in late adulthood than emerging adulthood. In particular, older adults perceive traits related to conscientiousness to be more desirable than emerging adults, and traits related to extraversion to be less desirable, and these differences in perceived trait desirabilities may largely mediate tendencies for older adults to be more conscientious and less extraverted than emerging adults. More generally, we argue that understanding personality development in adulthood requires the inclusion of agentic processes, where people actively work to obtain (and frequently succeed in obtaining) the traits they perceive as desirable.

WHAT’S FOR HOMEWORK? PERSONALITY MATURATION DURING THE TRANSITION FROM SCHOOL TO ADULthood

Wiebke Bleidorn¹

¹*Tilburg University*

Research suggests that normative life transitions (e.g., graduation from school, marriage, parenthood) have the potential to trigger personality change. But what exactly happens during such a transitional stage? The present study examined personality trait change in a sample of 910 high school students during their transition from school to adult life. Despite the rather short observation period of three semiannual measurement waves, growth curve analyses suggested significant mean-level changes in personality traits. These changes largely occurred in a positive direction and were mostly pronounced in conscientiousness. There also were significant interindividual differences in change. Bivariate growth curve models indicated that individual differences in personality change were substantially associated with changes in students’ investment into studying and achievement behavior. Supporting socioanalytic perspectives on personality development, these findings can further be discussed with respect to process approaches assuming that consistent self-regulated behavioral changes might affect personality trait change in a bottom-up fashion.

Symposium S-B6

THE SOCIAL SIDE OF SOCIAL POWER: SOCIAL POWER SHAPES CORE INTERPERSONAL DYNAMICS

Friday, January 18, 11:15 am – 12:30 pm, Room 228 – 230

Chair: Maya Kuehn, *University of California, Berkeley*

Co-Chair: Serena Chen, *University of California, Berkeley*

This symposium’s four presentations uncover social power’s effects on several core interpersonal dynamics, using both experimental and field methodologies and varied instantiations of power (primed, role-based, trait-based, and relationship-based). Together, these talks suggest that power significantly influences diverse interpersonal processes, including relationship conflict, alliance perceptions, affiliative motivation, and belonging dynamics.

ABSTRACTS

THE INTERACTIVE EFFECTS OF POWER AND STATUS ON RELATIONSHIP CONFLICT

Nathanael J. Fast¹, Eric Anicich², Nir Halevy³, Adam D. Galinsky²

¹*University of Southern California*; ²*Columbia University*; ³*Stanford University*

We propose that roles that afford power but lack status increase relationship conflict. In particular, occupying low-status (i.e., disrespected) roles produces negative and aversive states while power (i.e., control over valued resources) liberates individuals to act on this resentment, leading to relationship conflict. Two field studies and an experiment support our theorizing. In Study 1, workers in high-power roles in a federal agency reported higher levels of relationship conflict when their roles also lacked status, a pattern that did not exist among low-power workers. In Study 2, participants responded to high-power/low-status roles in an experiment with greater intentions to engage in conflict-producing behaviors relative to those in other conditions. Study 3 extended the findings from Studies 1 and 2 by demonstrating that individuals with high-power/low-status roles in organizations were more likely to adopt a demeaning stance toward others (i.e., objectification), a tendency that mediated the power-without-status effect on relationship conflict.

POWER AND ILLUSIONS OF ALLIANCE: OVERESTIMATING THE STRENGTH OF ALLIANCES

Sebastien Brion¹, Cameron Anderson²

¹*IESE Business School*; ²*University of California, Berkeley*

Three studies examined the extent to which power contributes to illusions of alliance, or overestimating the strength of one’s alliances with others. Study 1 examined illusions of alliance in long-term work groups and found that participants who had a higher dispositional sense of power overestimated the extent to which others in their groups were allied to them. Study 2 found that participants in long-term work groups who were given a priming manipulation to activate the sense of power also held illusions of alliance. Finally, Study 3 examined the impact of a role manipulation in a coalition formation exercise and found that individuals in high power roles held illusions of alliance. Across three instantiations of power (dispositional power, a priming manipulation, and a role manipulation) higher power led to increased illusions of alliance. We discuss implications of such illusions for the ability of powerholders to manage interpersonal relationships and maintain power.

LONELY AT THE TOP? POWER REDUCES SOCIAL AFFILIATIVE MOTIVATION

Kyle E. Conlon¹, Jon K. Maner¹

¹*The Florida State University*

Although people possess a strong desire for interpersonal connection, little research addresses the question of how the experience of power might influence this fundamental social motive. Power gives people the resources to control their own outcomes, and thus powerful people may be less inclined to seek out social connections. We tested the hypothesis that power reduces the strength of social affiliative motives. After being primed with power, participants reported their interest

in affiliating with others (Study 1), expressed their interest in a social connection service (Study 2), and completed a variety of measures assessing affiliative desire (Study 3). Relative to control and low power participants, high power participants expressed a lower desire for affiliation, experienced significant decreases in their affiliative desire, and were more likely to distance themselves physically from anticipated social partners. These results suggest that power reduces people's level of affiliative motivation.

BELONGING FOR BOSSES: THE EFFECTS OF SOCIAL POWER ON ACCEPTANCE AND REJECTION DYNAMICS

Maya M. Kuehn¹, Serena Chen¹, Amie M. Gordon¹

¹*University of California, Berkeley*

Social power reduces dependency on others and increases approach system activation (Keltner, Gruenfeld, & Anderson, 2003), which may impact processes surrounding the need to belong—to have meaningful social connections (Baumeister & Leary, 1995). Across five studies, we examined how manipulated social power (Studies 1-2 & 4), as well as perceived power within a close relationship (Studies 3 & 5), influenced people's expectations for acceptance and responses to rejection. Supporting predictions, higher power was associated with greater expectations of acceptance and reduced rejection concerns (Study 1). Power also buffered participants from the adverse emotional and self-esteem consequences of rejection from an anticipated interaction partner (Study 2) and a romantic partner (Study 3), and encouraged interest in and behavior facilitating social connection following a rejection (Studies 4 & 5). Overall, the results suggest that power fosters a distinct style of belonging regulation.

Symposium S-B7

BEYOND LIBERALISM VS. CONSERVATISM: THE CONTEXTUAL AND DYNAMIC NATURE OF IDEOLOGICAL CONSTRUAL

Friday, January 18, 11:15 am – 12:30 pm, Room 208 – 210

Chair: Ian Hansen, *York College, City University of New York*

Is ideological conflict along the conservative vs. liberal dimension rooted in deep-seated psychological characteristics? Our presentations examine the limits of this view, using experimental and survey methods. We demonstrate that links between political views and moral and psychological characteristics vary considerably depending on aspects of the social context.

ABSTRACTS

PSYCHOLOGICAL DISPOSITIONS AND POLITICAL ATTITUDES: DISTINGUISHING THE BROAD AND NARROW IDEOLOGY HYPOTHESES

Ariel Malka¹, Michael Inzlicht², Yphtach Lelkes³

¹*Yeshiva University*; ²*University of Toronto*; ³*University of Amsterdam*

Research on the psychological origins of political attitudes typically focuses on predictors of a broad-based conservative vs. liberal ideology. This approach assumes that the different components of ideology, particularly cultural and economic attitudes, have the same psychological origins. In this research we evaluate whether cultural and economic attitudes have similar or distinct psychological origins. Using cross-national data from 55 nations and additional survey data from the USA, we found that uncertainty intolerance, authoritarian disposition, and sensitivities to threat and disgust only reliably predict cultural conservatism. When they do predict economic attitudes they actually tend to predict liberal stances. Furthermore, relations between psychological characteristics and conservative attitudes are conditional on political engagement, suggesting that they are influenced by exposure to political discourse indicating which attitudes appropriately “go together”. We note implications for the study of the interactive influence of biological and social factors on political attitudes.

MORALITY SHIFTING IN THE CONTEXT OF INTERGROUP VIOLENCE

Bernhard Leidner¹, Emanuele Castano²

¹*University of Massachusetts Amherst*; ²*New School for Social Research*

A large body of research has established the importance of ideological variables as relatively stable personality characteristics for moral construal (e.g., moral foundations, judgments and decision). Complementing this perspective, we provide evidence for the context-dependency of moral construal. In six studies with self-report, cognitive accessibility, and verbal data from American and British participants, we demonstrate that reminders of ingroup- (rather than outgroup-) committed wrongdoings lead to (a) moral disengagement and weaker demands to redress injustices, and (b) a shift away from the moral foundations of harm and fairness toward loyalty and authority. These effects are motivated by social identity threat rather than mere activation/salience of social identity; and they are moderated by ingroup glorification in that they are most pronounced for high glorifiers and do not occur, or occur in opposite directions, for low glorifiers. The studies demonstrate that moral construal is interactively influenced by both personality and contextual factors.

POLITICAL CONFLICT AND THE ILLUSION OF SEPARATE MORAL WORLDS

Kate Jassin¹, Jeremy Ginges¹

¹*New School for Social Research*

We show that people exaggerate the extent to which specific moral conflicts (e.g. over marriage rights) signal broader differences in moral worldviews between groups. Our first study found that priming liberals and conservatives with specific moral conflicts led them to inaccurately perceive broad liberal-conservative differences in moral concern about harm and fairness. Two more studies, one including participants from the Occupy Wall Street and Tea Party movements, found that rankings by U.S. liberals and conservatives of the representativeness, purity, and the obligation to protect various religious, ethnic, or SES groups were identical. However, when asked to guess how the other ideological group would complete the same rankings, participants predicted large liberal-conservative differences, and individual differences in such perceived “ranking conflict” predicted actual conflict between liberals and conservatives. The tendency to mistakenly believe that groups in disagreement over specific moral issues live in different moral worlds may exacerbate ideological conflict.

THE INSTABILITY OF IDEOLOGY: HOW DIFFERENT FRAMINGS OF MORAL DIVIDES AFFECT IDEOLOGICAL CONSTRUAL

Ian G. Hansen¹, Bennett Callaghan², Christina Partap¹, Jessenia Pena¹, Ra'chard Rogers¹, Kelly Borges¹

¹*York College, City University of New York*; ²*John Jay College of Criminal Justice, City University of New York*

The relationship of conservative (vs. liberal) ideology to religiosity and policy positions has been found to vary with how one is led to construe an ideology (Malka et al, 2011). To examine whether this finding holds experimentally, two studies randomly assigned participants to familiarize themselves either with a moral divide between those who adopt more generally moralistic stances and those who do not, or a political divide between those who adopt more “liberal” vs. “conservative” moral stances. In both studies, later self-definition as conservative was positively related to religiosity only in the political divide condition. Also, in the moral divide conditions of both studies religiosity was, as in Malka & Soto (2011), a significantly negative independent predictor of support for torture, but this relationship was not reliable in the political divide conditions. The findings suggest that the meanings of “liberal” and “conservative” are both contextually variant and easily manipulable.

Symposium S-B8**WHAT GOOD ARE MENTAL SIMULATIONS? MENTAL SIMULATIONS SHIFT MORAL JUDGMENTS, CHANGE FORECASTS OF FUTURE BEHAVIOR, AND DRAMATICALLY IMPROVE GOAL ATTAINMENT**

Friday, January 18, 11:15 am – 12:30 pm, Room 211 – 213

Chair: E. J. Masicampo, *Wake Forest University*Co-Chair: Kathleen D. Vohs, *University of Minnesota*

Ever wonder why humans can imagine non-present events? Greene, Libby, Masicampo, and Oettingen showcase new discoveries on the rich inner worlds that spring out of mental simulation. The ability to simulate past, future, and hypothetical events is a unique human capacity that alters implicit processes, moral judgments, and even self-improvement.

ABSTRACTS**THE ENDS DON'T JUSTIFY THE MEANS, YOU SEE: VISUAL IMAGERY AND MORAL JUDGMENT**Joshua D. Greene¹, Elinor Amit¹¹*Harvard University*

Moral judgments are heavily influenced by automatic emotional responses, but what triggers these responses? We hypothesized that moral descriptions stimulate simulation of events described in the "mind's eye," eliciting emotional responses. Three experiments examine the role of visual simulation in moral judgment using dilemmas in which one person can be killed as a means to saving others. We tested the hypothesis that characteristically deontological judgments—disapproving of sacrificing one to save others—are aided by visual imagery. We found that individuals with more visual (but not verbal) cognitive styles make more deontological judgments and that visual (but not verbal) interference decreases deontological judgment. A mediation model indicated that when people visualize a moral dilemma, they tend to visualize the harmful means (sacrificing one person) more than the beneficial end (saving others). In sum, mentally simulating a moral dilemma makes even the thought of using one to save the many abhorrent.

FORECASTING DIFFERENT FUTURES FROM DIFFERENT POINTS OF VIEW: IMAGERY PERSPECTIVE DETERMINES THE IMPACT OF ASSOCIATIVE EVALUATIONS VERSUS PROPOSITIONAL SELF-BELIEFSLisa K. Libby¹, Greta Valenti¹, Karen A. Hines¹, Richard P. Eibach²¹*The Ohio State University*; ²*University of Waterloo*

When mentally simulating events, people can visualize them from either an actor's first-person or observer's third-person perspective. Our work found that when people make forecasts of how they might feel or behave during an event, the two perspectives have opposite effects. We manipulated the visual perspective that participants used to imagine themselves voting or having an interracial interaction, and measured participants' forecasts of how they would behave or feel during the imagined event. Participants relied more on their implicit attitudes (here toward the political candidates or stigmatized outgroups) when forecasting from the first-person perspective than third-person, whereas participants relied more on their explicit personal values or preferences when forecasting from the third-person perspective than first-person. Such a reversal has important implications for how to change people's forecasts of future events, which bears on circumstances as varied as medical testing to political action to saving for retirement.

MAKING PLANS HELPS GOAL ATTAINMENT - BUT HOW? MENTAL SIMULATIONS ARE THE KEYE.J. Masicampo¹, Kathleen D. Vohs², Andrew J. Vonasch³, Roy F. Baumeister³¹*Wake Forest University*; ²*University of Minnesota*; ³*Florida State University*

It is well-established that making specific plans facilitates goal attainment. But how? This question has not been answered. Our research points to mental simulations as central to that process. Study 1 found that specific plans are functionally similar to mental simulations.

Plans and simulations helped goals to similar degrees, and combining the two strategies produced no additional benefits. Study 2 showed that people who tend not to visualize events vividly on their own most benefited by making plans, which suggests that plans especially help when goal simulation is unlikely. Study 3 revealed that plans ceased to help goal attainment if people were not given enough information to properly simulate the goal. These findings indicate that specific plans prompt people to simulate goal-directed actions. Plans may thus combine what the conscious and automatic systems do best – consciousness simulates future events so that the automatic system knows when and how to respond.

MENTAL CONTRASTING LEADS TO SMART GOAL PURSUIT BY CHANGING IMPLICIT COGNITION AND MOTIVATIONGabriele Oettingen^{1, 2}¹*New York University*; ²*University of Hamburg*

Mental contrasting of a desired future with the obstacles of present reality leads to smart goal pursuit: People pursue promising futures and let go from unpromising ones (Oettingen, 2012). In contrast, to only fantasize about the future or dwell about reality results in inflexible goal pursuit that perseverates irrespective of the likelihood of success. New research has found that changes in implicit cognition (measured by the strength of associations between future and reality) and implicit motivation (measured by systolic blood pressure) are mechanisms by which mental contrasting produces such smart goal pursuit. Moreover, intervention research shows that mental contrasting can be learned. It is a cost and time effective strategy that enhances both the initiation and maintenance of even long-term behavior change (e.g., exercise, diet, studying).

Special Session S-B9**DATA BLITZ**

Friday, January 18, 11:15 am – 12:30 pm, Room 220 – 222

Chair: Veronica Benet-Martinez, *Pompeu Fabra University, Barcelona*Co-Chair: Kathleen D. Vohs, *University of Minnesota*

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

ABSTRACTS**SOCIAL CONSERVATISM AS AN EVOLUTIONARILY EVOKED DISEASE-AVOIDANCE STRATEGY: A META-ANALYSIS**John A. Terrizzi, Jr.¹, Natalie J. Shook¹, Michael A. McDaniel²¹*West Virginia University*; ²*Virginia Commonwealth University*

The behavioral immune system (BIS) is a cluster of psychological disease-avoidance mechanisms. Recent evidence suggests that the BIS promotes avoidance of outgroup members, a historical source of contamination. One means by which the BIS may encourage avoidance of potentially contaminated outgroup members is the evocation of socially conservative value systems. That is, the BIS mechanisms may encourage the endorsement of socially conservative beliefs, which promote social exclusivity. The current study provides a systematic review and meta-analysis of 22 studies to evaluate the hypothesis that individual differences in BIS strength is predictive of social conservatism. The results indicate that behavioral immune strength, as indicated by fear of contamination and disgust sensitivity, is positively related to social conservatism (i.e., right-wing authoritarianism, social dominance orientation, religious fundamentalism, ethnocentrism, collectivism, and political conservatism). These findings provide initial evidence that socially conservative values may function as evolutionarily evoked disease-avoidance strategies.

THE VIRTUE OF VASTNESSPaul K. Piff¹, Dacher Keltner¹¹*University of California, Berkeley*

Awe is an emotional response to perceptually vast stimuli that exerts a diminishing effect on the self. We report several studies finding that awe triggers self-transcendent, other-focused patterns of cognition and behavior. In Study 1, feelings of awe, relative to a control condition, caused participants to reduce self-focus as evidenced by fewer sentences using first-person singular pronouns. Additional studies showed that feelings of awe caused participants to display increased generosity and ethical tendencies. Finally, an in-vivo manipulation of awe in which participants stood in a grove of towering trees (versus control) led to reduced feelings of entitlement and increased prosocial behavior. Process data indicate that the self-diminishing effects of awe explain, in part, how awe facilitates virtuous behavior.

GOING WITH THE FLOW VS. STICKING TO YOUR GOALS: SELF-UNCERTAINTY AND REGULATION OF MULTIPLE GOALSAlysson E. Light¹, Kimberly M. Rios¹, Kenneth G. DeMarree²¹*University of Chicago*; ²*Texas Tech University*

Previous research suggests that people often value self-certainty and are unhappy when they feel uncertain about who they are. But what makes self-uncertainty so undesirable? The present research considers the possibility that self-uncertainty undermines goal pursuit in certain circumstances, specifically when multiple goals are mentally accessible. In three studies using a goal shielding paradigm, we orthogonally manipulated self-uncertainty and the presence or absence of alternative goals. When primed with alternative goals, self-certain participants exhibited behavior consistent with counteractive self-control, persisting longer and performing better on the focal task. Self-uncertain participants, by contrast, showed the highest levels of persistence when only a single goal was accessible, but their persistence and performance diminished when they were primed with alternative goals. Thus self-uncertainty may increase the degree to which accessible goals are adopted and pursued, increasing performance when only one goal is accessible, but harming performance when distracting goals are salient.

DISCIPLINE AND DESIRE: THE MEANING OF VIRTUE IN DECISION MAKINGJonathan Z. Berman¹, Deborah A. Small¹¹*University of Pennsylvania*

People often use moral language to discuss behavior with little moral relevance. Ordering fruit salad instead of chocolate cake for dessert is considered “virtuous” even though most people do not believe it is a moral choice. We show that people interpret virtue differently across non-moral and moral temptations. Across three studies we show that when a temptation is non-moral in nature (e.g., cheating on a diet, procrastinating schoolwork), strength of will primarily determines judgments of virtue: a person who resists temptation is seen as more virtuous than someone who is not tempted by a vice. However, when a temptation is moral, (e.g., cheating on a spouse, stealing), purity of character primarily determines judgments of virtue: a person who does not feel tempted by a vice is seen as more virtuous than someone who resists temptation.

SELF-DISTANCING CAN CORRECT BIASED SOCIAL PERCEPTIONRyan H. Bremner¹, Ethan Kross¹¹*University of Michigan*

People are better at recognizing others’ biased social perceptions than their own. Particularly in contexts in which another is suspected to have acted in an exclusive or slighting manner, holding on to biased perceptions can have harmful social consequences. Here we tested whether *self-distancing*, a novel intervention that leads people to reflect on the self as though the self were someone else, would reduce people’s tendency to commit the fundamental attribution error. Self-distancing may help people escape their own “naïve realism” – their incorrect beliefs that their own thoughts are accurate, unfiltered representations of the social world. Two studies manipulated people’s tendency to self-distance versus self-immense while processing social information.

The studies converged in finding that the capacity to self-distance can correct biased social perceptions. By taking a step back from the immediacy and the compelling nature of our own thoughts, social misunderstandings can be corrected.

THE JOYS AND PERILS OF VICTIMHOODPatrycja Slawuta¹, Magdalena Bobowik², Noa Schori-Eyal³, Dario Paez², Yechiel Klar⁴¹*New School University*; ²*University of the Basque Country*; ³*University of Maryland*; ⁴*Tel Aviv University*

Few ethnic or religious groups have escaped the affliction of inter-group violence and suffering. Hence, the collective victimhood forms a part of the civic education and can become core to the group’s identity. The consequences can be dire and include “siege mentality”, competitive victimhood which may lead to “exclusive” victim beliefs and reduced empathy towards outgroups.

The present research was conducted in three different cultures – all of which, due to historical reasons, may embrace the notion of perpetual victimhood. Polish-Christians, American-Jews and Basques from Spain’s autonomous Basque Country were surveyed. Individual and collective consequences of collective victimhood were assessed as well as inter- and intra-group attitudes. The results reveal that collective victimhood mentality is related to perception of history as a circle of violence and suffering, negative outlook on political and social events and distrust towards members of outgroups. The joys and perils of victimhood are discussed.

AN INTERSECTIONAL APPROACH TO UNDERSTANDING WHITE AND BLACK WOMEN’S OUTCOMES IN STEM: THE ROLE OF IMPLICIT STEREOTYPESAlison Blodorn¹, Laurie T. O’Brien¹, Glenn Adams², Elliott D. Hammer³¹*Tulane University*; ²*University of Kansas*; ³*Xavier University of Louisiana*

The present research uses an intersectional approach to study the role of implicit STEM stereotypes in ethnic differences in women’s STEM outcomes. Study 1 examined a nationally representative sample of over 1 million college students and demonstrated that White women were significantly less likely than Black women to major in STEM. Furthermore, among STEM majors, White women were significantly more likely than Black women to consider changing their major. In Studies 2 and 3, Black women held weaker implicit gender-STEM stereotypes than White women. Furthermore, implicit STEM stereotypes mediated ethnic differences in STEM participation (Study 2) and ethnic differences in implicit STEM identification (Study 3). The present research suggests that the presence of weaker implicit stereotypes among Black women may make Black women more resilient than White women in STEM fields. Additionally, this research highlights the utility of an intersectional approach for understanding women’s outcomes in STEM fields.

EMOTIONAL PASTS, RATIONAL FUTURES: TIME PERSPECTIVE INFLUENCES PERCEIVED AND EXPERIENCED AFFECTEd O’Brien¹¹*University of Michigan*

People are notorious mind perceivers. Despite lacking access to others’ internal states, without hesitation we wonder how friends feel, why bosses plot, and what pets think. Previous research suggests such perceptions fall along two dimensions: “experience” (others’ emotions/sensitivity) and “agency” (others’ cognition/rationality). This research examined how people perceive experience and agency in themselves over time. Experiments 1-6 established a robust divergence across tense: people rate their past selves as having stronger emotional capacities and weaker rational capacities, but their future selves the opposite. These relationships hold bidirectionally and lead people to emphasize the emotions [rationality] of past [future] behavior. Moreover, they change experienced affect (Experiments 7-8): people induced to feel connected to future selves last longer in a cold-pressor task, whereas people induced to connect to past selves derive greater enjoyment from fun YouTube videos. Subtle distinctions in past/future orientation have big effects on perceived emotionality and real-time emotion intensity.

HOW MORAL MIGRATION GEOGRAPHICALLY SEGREGATES AND POLARIZES AMERICANS

Matt Motyl¹, Ravi Iyer², Brian Nosek¹, Shige Oishi¹

¹University of Virginia; ²University of Southern California

Why do people choose to live where they do? The moral migration hypothesis suggests that moral and political values steer individuals toward communities with values similar to their own in an attempt to satisfy their need to belong. In Study 1, incongruity between personal and community moral values predicted greater residential mobility and attraction to more morally congruent communities. In Study 2, participants who perceived their moral values to be at odds with their community's displayed a decreased sense of belonging and an increased desire to migrate. In Study 3, participants who perceived their current community to be growing more incongruent with their own moral values expressed a decreased sense of belonging, and an increased desire to migrate. In all three studies, liberals were slightly more likely to migrate than were conservatives. Moral migration may contribute to the rise in moral segregation and polarization of the American electorate.

PRIORITIZING POSITIVITY BENEFITS THE SELF AND ONE'S RELATIONSHIPS

Lahnna I. Catalano¹, Kimberly A. Coffey¹, Barbara L. Fredrickson¹

¹University of North Carolina at Chapel Hill

Prioritizing Positivity refers to the extent to which individuals prioritize and seek out positive emotional experiences. Thus far, research has shown that people higher in Prioritizing Positivity are higher in well-being, yet no research has explored the potential beneficial interpersonal consequences of Prioritizing Positivity. During individual lab sessions, we asked sixty participants to write a thank-you letter and then gave them the opportunity to email it. We discovered that not only did people higher in Prioritizing Positivity exhibit more engagement and gratitude during the letter writing task, but that when given the opportunity to send the letter, they were marginally more likely to do so. These effects remained even when controlling for personality variables like trait Positive Affect and Extraversion. These results suggest that Prioritizing Positivity may be beneficial not only for the self, but for relationships as well.

WOMEN'S SELF-SEXUALIZATION: BALANCING MOTIVATIONS FOR UNIQUENESS AND GROUP ACCEPTANCE

Jill M. Allen¹, Sarah J. Gervais¹

¹University of Nebraska- Lincoln

Why might women self-sexualize? Although women can achieve group acceptance in several ways, few offer the possibility of balancing individual uniqueness with social inclusion. Self-sexualization (i.e., strategically portraying a "sexy woman" subtype identity) may satisfy both motivations because women can differentiate themselves from other women while conforming to group norms (Allen & Gervais, 2012). To test this model, undergraduate heterosexual women completed measures of individual and collective separation from and assimilation to other women, as well as enjoyment of sexualization. Women's self-sexualization was predicted by more individual uniqueness and collective belonging, but not individual similarity or collective differentiation. Further, more appearance-based uniqueness, collective inclusion, and collective differentiation predicted enjoyment of sexualization whereas appearance-based similarity did not. Women's positivity toward self-sexualization can be explained by balancing the motivations to appear unique and feel included among women. Theoretical and practical implications for self-sexualization, optimal distinctiveness, and self-presentation are discussed.

DOES SUPPRESSION WORK? CONSEQUENCES OF EMOTION REGULATION ON IMPRESSIONS AMONG STRANGERS AND PEER NETWORKS

A. Daniel. Catterson¹, Oliver P. John¹

¹UC Berkeley

Research on emotion regulation has shown divergent social consequences for suppression and reappraisal, yet little is known about how these regulation strategies impact observers' impressions of what

individuals are like. In three studies, we tested whether suppression (but not reappraisal) interferes with observers' access to personality attributes related to covert states (e.g., neuroticism) but not those related to overt behaviors (e.g., extraversion). We obtained self-reports and ratings from observers at three different levels of acquaintanceship: strangers in a self-disclosure task, college-friends, and long-term peers. We found converging evidence that suppression "works": for individuals who habitually used suppression to regulate their emotions, observer impressions of covert states converged less with self-reports, and were less negative. However, there were also long-term costs: observers reported they did not get to know individuals who used suppression, which in turn mediated the negative social consequences of suppression on relationship closeness.

Symposium S-B10

TRANSCENDING RACE: HOW GENDER, STATUS, AND ESSENTIALISM HELP TO EXPLAIN THE EFFECTS OF RACE

Friday, January 18, 11:15 am – 12:30 pm, Room 225 – 227

Chair: Adam Galinsky, *Columbia University*

Co-Chair: Erika V. Hall, *Northwestern University*

The symposium presents research that transcends static conceptualizations of race. The four papers show that racial outcomes are often manifestations of gender, essentialism, or status perceptions, rather than reflecting reified racial differences. Across the talks, transcendent conceptualizations of race explained societal patterns in marriage, athletics, leadership, hiring, consumption, and creativity.

ABSTRACTS

GENDERED RACES: IMPLICATIONS FOR INTERRACIAL MARRIAGE, LEADERSHIP SELECTION, AND ATHLETIC PARTICIPATION

Adam D. Galinsky¹, Amy J.C. Cuddy²

¹Columbia University; ²Harvard University

Six studies explored the overlap between racial and gender stereotypes and the consequences of this overlap for interracial dating, leadership selection, and athletic participation. Two initial studies, utilizing explicit and implicit measures, captured the stereotype content of different racial groups: the Asian stereotype was seen as more feminine whereas the Black stereotype more masculine compared to the White stereotype. Study 3 found that preferences for masculinity versus femininity mediated White participants' attraction to Blacks relative to Asians. Analysis of the 2000 United States Census replicated this pattern with interracial marriages. In Study 5, Blacks were more likely and Asians less likely to be selected for a masculine leadership position compared to Whites. Study 6 analyzed the NCAA Student-Athlete Ethnicity Report and found Blacks were more heavily represented in masculine versus feminine sports relative to Asians. These studies demonstrate that the association between racial and gender stereotypes has important real-world consequences.

DEMOGRAPHIC ANDROGYNY: WHY BLACK WOMEN AND ASIAN MEN ARE MORE LIKELY TO ACHIEVE HIGH-STATUS POSITIONS

Erika V. Hall¹, Katherine W. Phillips²

¹Northwestern University; ²Columbia University

Given that race is gendered, social categories can be relatively androgynous (i.e. Black female, Asian male), or highly gendered (i.e. Asian female, Black male). Five experiments explored whether demographic androgyny confers an advantage in hiring contexts. We first established that high status business positions require a candidate that is moderately masculine, rather than highly masculine or highly feminine. The second set of experiments provides evidence for an optimal masculinity curve by demonstrating that a person's overall gender (i.e., their sex and race) determines whether they are a good fit for the CEO position. Androgynous social categories were perceived to be more suitable and hireable for a CEO position, and were afforded more latitude to act dominantly, than highly-gendered social categories. A final study analyzed archival labor statistics and found that androgynous social categories – Black women and Asian men –

were more likely to attain high-status management positions than their highly-gendered counterparts.

DIRECT AND VICARIOUS CONSPICUOUS CONSUMPTION: IDENTIFICATION WITH LOW-STATUS GROUPS INCREASES THE DESIRE FOR HIGH-STATUS GOODS

Phillip J. Mazocco¹, Derek D. Rucker², Eric Anderson²

¹Ohio State University-Mansfield; ²Northwestern University

The current research examines whether identification with a low-status group affects consumers' desire for objects associated with status. Experiment 1 found that individuals who belonged to and identified with a social category associated with relatively lower status (Blacks) exhibited an enhanced desire for high-status products compared to Blacks who did not identify with their race or individuals who belonged to a social category associated with higher status (Whites). In Experiments 2 and 3, White participants led to vicariously identify through perspective-taking with Blacks (Experiment 2), or a low-status occupational group (Experiment 3) exhibited an increased desire for high-status products. Experiment 4 provided meditational evidence for our status-based explanation for the relationship between identification with a low-status group and a desire for high-status products. The present work provides evidence for one factor that might lead racial minorities to display greater conspicuous consumption and demonstrates that conspicuous consumption can be elicited vicariously.

NOT JUST FOR STEREOTYPING ANYMORE: RACIAL ESSENTIALISM REDUCES DOMAIN-GENERAL CREATIVITY

Melody M. Chao¹, Carmit T. Tadmor³, Ying-yi Hong², Jeffrey T. Polzer⁴

¹The Hong Kong University of Science and Technology; ²Nanyang Technological University; ³Tel Aviv University; ⁴Harvard University

Past research has found that individuals who believe that racial groups have underlying essences stereotype more. The current research explores whether this essentialist mindset also leads to less creativity. We suggest that the functional utility derived from essentialism induces a habitual closed-mindedness that transcends particular attitudes towards anyone race and hampers creativity. Across four studies, using both individual difference measures and experimental manipulations, we found that an essentialist mindset is indeed hazardous for creativity. Furthermore, this relationship between essentialism and reduced creativity was mediated by motivated close mindedness. These results held across samples of majority cultural group members (Caucasian-Americans, Israelis) and minority group members (Asian-Americans) as well as across different measures of creativity (flexibility, association, insight). We discuss implications for understanding the connection between racial intolerance and creativity.

Symposium S-B11

WHAT OTHERS SAY, DO AND THINK: HOW PARTNER AND FAMILY SUPPORT, HEALTH VALUES AND INDIVIDUAL DIFFERENCES INFLUENCE MAJOR MEDICAL OUTCOMES THROUGHOUT LIFE

Friday, January 18, 11:15 am – 12:30 pm, Room R02

Chair: Alexandra Suppes, Weill Cornell Medical College

Thoughts and actions of close others will influence individual's major medical outcomes. Using dyadic behavioral research in field and laboratory settings, four talks suggest mechanisms that explain the role of close others in health behavior across the lifespan and provide strategies to improve outcomes.

ABSTRACTS

SOCIAL SUPPORT RECEIPT, LOVING ACTS, AND RISK FOR POSTPARTUM DEPRESSION

Christopher T. Burke¹, Christine Permdorfer¹, Jessica Goren¹

¹Lehigh University

Pregnancy-related distress may increase risk for postpartum depression, but the mechanisms responsible remain unclear. Although some work suggests that perceived social support buffers against postpartum depression, the impact of support receipt has been relatively unexplored. Research from other domains shows that support receipt can sometimes increase distress, particularly in self-relevant contexts, suggesting that pregnancy-related support may carry unintended costs for expectant mothers. We conducted a three-wave longitudinal study spanning from the sixth month of pregnancy to six weeks postpartum. In each wave, women completed a general questionnaire prior to a two-week diary period. More negative reactions to pregnancy-related support receipt (but not pregnancy-unrelated support receipt) predicted higher depressive symptoms postpartum, adjusting for initial depressive symptoms. These costs were mitigated among women who reported more positive, but non-supportive, social interactions. These results highlight the complexity of the support process and suggest ways for close others to circumvent the costs of support.

THE INTERPLAY OF PARTNER INFLUENCE AND INDIVIDUAL VALUES PREDICTS DAILY FLUCTUATIONS IN EATING AND PHYSICAL ACTIVITY.

Jane A. Skoyen¹, Elaine Blank¹, Shannon A. Corkery¹, Emily A. Butler¹

¹University of Arizona

To investigate the interplay of social and individual factors contributing to health habits, sixty-two heterosexual couples reported on health values (HV) and completed daily diaries assessing food intake, physical activity, and the helpfulness of health-related influence from their partners. Dyadic daily analyses tested whether partner influence was associated with variations in eating and exercise and whether the associations were moderated by couples' average HV or the differences between partners' HV. Men in couples with high average HV ate less than usual in response to positive partner influence. Also, in such couples, thinner men engaged in more physical activity when positively influenced by their partners. However, thinner men in couples with low average HV engaged in less physical activity when influenced by partners. Women who valued health less than their partners responded to partner influence by eating healthier. These results suggest that both HV and partner influence contribute to health habits.

CORRELATES AND CONSEQUENCES OF ASYMMETRIC PARTNER WE-TALK IN COUPLES COPING WITH HEALTH PROBLEMS

Kelly E. Rentscher¹, Michael J. Rohrbach¹, Varda Shoham¹, Matthias R. Mehl¹

¹University of Arizona

Automatic text analyses suggest that first-person plural pronoun use (we-talk) in couples may implicitly mark a communal style of coping associated with adaptive relationship functioning and individual health outcomes. The present study examined possible limits, or boundary conditions, of adaptive we-talk in three samples of couples coping with chronic heart failure (N=57), alcohol dependence (N=63), or nicotine addiction (N=26). While most couple pronoun research focuses on we-talk by individual partners, we hypothesized that an asymmetric dyad-level pattern – more we-talk by the spouse than the patient – will correlate with negative health and relationship indicators, concurrently and prospectively. Automatic text analysis of partners' discussions generally supported this prediction: Across samples, asymmetric partner we-talk correlated with observed spouse-demand/patient-withdraw interaction after controlling total couple we-talk. Similar associations held for other health and relationship variables (e.g., patient non-adherence to medical regimen, negative couple communication), but were less consistent across samples and discussion topics.

HEALTH CARE PROXY ATTACHMENT ANXIETY INFLUENCES THEIR END-OF-LIFE DECISIONSAlexandra Suppes¹, Joseph J. Fins¹¹Weill Cornell Medical College

Longstanding mental representations of self and other can influence end-of-life decisions. Attachment anxiety, known to organize individuals' affect, cognitions and behavior in response to fear of interpersonal abandonment was predicted to influence family members' coping, expectations of recovery and decision-making for patients with a disorder of consciousness following a coma. Family members with more attachment anxiety experienced more grief-related emotions, which negatively influenced their life satisfaction. Those anxiously attached family members also thought the patients were communicating better, suggesting a false perception that they remain connected to the patient. Finally, attachment anxiety predicted agreement to authorize the patient for high-risk brain surgery, suggesting that those with more attachment anxiety view a risky procedure as an opportunity to strengthen the bond they share. Attachment anxiety did not predict enrollment in a low-risk drug trial, suggesting that high-risk activated the attachment anxiety system, which subsequently can influence major medical decisions.

Lunchtime Presentation and Discussion with Representatives from NIH

Friday, January 18, 1:00 pm – 2:00 pm

Room R03 – R05**Speakers:** William Klein and Rebecca Ferrer, *National Cancer Institute, NIH*

Join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community. Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

Symposium Session C and Presidential Address

Friday, January 18, 2:00 pm – 3:15 pm

PRESIDENTIAL ADDRESS S-C1**Friday, January 18, 2:00 pm – 3:15 pm, Room R03 – R05****Taking the Power of the Situation Seriously****Speaker:** David C. Funder, *University of California, Riverside*

Social psychology is sometimes defined as the study of how situations affect behavior, while personality psychology focuses on traits. However, while many techniques are available for the assessment of traits, the assessment of situations has lagged far behind. Examination of how persons and situations interact requires both. My talk will introduce a new method for measuring the psychologically relevant attributes of situations, the Riverside Situational Q-sort (RSQ), and seek to demonstrate the unique insights that situational assessment can provide to the study of behavioral consistency, evolutionary psychology, cross-cultural comparison, and other topics.

Symposium S-C2**OLD SYSTEMS, NEW TECHNOLOGY: HOW INTERNET USE AFFECTS BASIC SOCIAL, COGNITIVE, AND NEURAL PROCESSES.****Friday, January 18, 2:00 pm – 3:15 pm, Room R01****Chair:** Adrian Ward, *Harvard University***Co-Chair:** Daniel M. Wegner, *Harvard University*

In this symposium, we use data from neuroscience, social psychology, and sociology to illustrate the internet's effects on various social, cognitive, and neural processes. Speakers will discuss the impact of internet use on creative problem-solving and self-esteem, mechanisms behind the appeal of social media, and large-scale consequences of internet-based dating.

ABSTRACTS**THE UPSIDE OF INFORMATION ACCESSIBILITY: OFFLOADING DETAILS ENHANCES CREATIVE PROBLEM SOLVING**Betsy Sparrow¹¹*Columbia University*

The internet is a source of easily accessible transactive memory. The current research examines responsibility and control in transactive memory, accessibility and thinking creatively, and implicit memory activation in creative problem solving. In experiment 1, participants saw a series of Klondike problems, with additional (irrelevant) memorization details. Half of the participants believed the "details" would be accessible to them later and half did not. Participants in the inaccessible condition performed better on an explicit test of the details and participants in the accessible condition solved more Klondike problems. Two questions regarding control and responsibility found that responsibility mediated the relationship between accessibility and memory. We replicated these results, and included an implicit memory test. Increased implicit memory was found in the accessible condition and was positively correlated with creative problem solving. Memory in the age of the internet seems to be restructured in positive ways which enhances creative problem solving.

THE THIRD HALF OF YOUR BRAIN: GOOGLE EFFECTS ON COGNITIVE SELF-ESTEEMAdrian F. Ward¹, Daniel M. Wegner¹¹*Harvard University*

Sergey Brin – co-founder of Google – has claimed that "we want Google to be the third half of your brain." The current research investigates this possibility – that people may mistake information found using Google for information contained within their own minds. We provide evidence that accessing information on the internet leads to increases in Cognitive Self-Esteem (CSE), or the belief that one is good at thinking about and remembering information. These increases in CSE seem to reflect trait-level beliefs about one's own knowledge and abilities, not just beliefs about the ability to locate information. We also discuss possible mediators and moderators of this effect, with an eye toward investigating what makes Google "special." Taken together, these studies suggest that Google may indeed be "the third half" of many people's brains, a portal to an external memory source that has been internalized as an aspect of self.

DISCLOSING INFORMATION ABOUT THE SELF IS INTRINSICALLY REWARDINGDiana I. Tamir¹, Jason P. Mitchell¹¹*Harvard University*

Why are people motivated to disclose information about the self – for example, through Facebook, Twitter, blogging, and other social media? We propose that self-disclosure is a subjectively rewarding experience, and as such, should engage neural and cognitive mechanisms associated with value and reward. Using methods from cognitive neuroscience, we find that self-disclosure is strongly associated with increased activation in brain regions that form the mesolimbic dopamine system,

including the nucleus accumbens and ventral tegmental area. Using behavioral methods, we find that individuals are willing to forgo money for opportunities to self-disclose. Finally, these effects stem from the independent value that individuals placed on self-referential thought and on simply sharing information with others. Together, these findings suggest that the human tendency to convey information about personal experience may arise from the intrinsic value associated with self-disclosure.

THE TECHNOLOGY OF THE TIMELESS: HOW ONLINE DATING IS CHANGING MATE SELECTION

Kevin Lewis¹

¹*University of California, San Diego*

People often think of love as an indescribable but timeless social process that—one hopes—ultimately results in a lifetime of bliss. However, a specific contemporary technology—the online dating website—is fundamentally changing the way people engage in this ostensibly “timeless” process. Using data from OkCupid, I demonstrate how online dating is restructuring the process of finding a romantic partner and explore the implications these changes have for the individual; for the romantic relationships that are formed; and for society as a whole.

Symposium S-C3

OTHER TYPES OF “WE”: DISCOVERING NEW FORMS OF COMMONALITIES FOR IMPROVING INTERGROUP RELATIONS

Friday, January 18, 2:00 pm – 3:15 pm, Room R07 – R09

Chair: Sasha Kimel, *University of Michigan, Ann Arbor*

Cochair: Tamar Saguy, *Interdisciplinary Center (Herzliya)*

Emphasizing commonalities between groups is traditionally considered a highly effective tool for improving intergroup relations. Yet, emerging work suggests that the benefits of commonality-focused interventions are limited. Drawing on these understandings, this symposium offers four novel emphases on cross-group commonalities which can overcome typical limitations and generate effective intergroup outcomes.

ABSTRACTS

REDUCING ETHNIC CONFLICT BY EMPHASIZING GENETIC COMMONALITIES: IMPLICATIONS FOR PROMOTING MIDDLE EAST PEACE

Sasha Y. Kimel¹, Rowell Huesmann¹, Eran Halperin²

¹*University of Michigan, Ann Arbor*; ²*Interdisciplinary Center, Herzliya*

Many of the bloodiest conflicts and genocides in human history have been driven by perceived genetic differences between ethnic groups. Yet, despite decades of research suggesting that highlighting similarities can foster greater intergroup harmony, researchers have not yet tested the impact of highlighting shared genetic heritages. Moreover, little is known about the effects of highlighting commonalities for reducing actual aggression and inter-ethnic conflict. In a series of three studies conducted with Jews and Arabs living in both the US and Israel, we increased the perception of genetic commonalities (via a news article reporting recent findings) while still acknowledging other group differences. Emphasizing genetic similarities (vs. genetic differences) between Jews and Arabs led to a reduction in negative intergroup attitudes and aggression while increasing support for peacemaking. Results are discussed in terms of the implications for theories related to intergroup relations as well as this new tool's implications for promoting peace.

A SALIENT DUAL IDENTITY PROMOTES A CARDIOVASCULAR CHALLENGE RESPONSE DURING INTER-ETHNIC INTERACTIONS

Daan Scheepers¹, Tamar Saguy², John F. Dovidio³, Samuel L. Gaertner⁴

¹*Leiden University*; ²*Interdisciplinary Center (Herzliya)*; ³*Yale University*; ⁴*University of Delaware*

Previous research has documented the benefits of a dual identity approach for improving intergroup relations. In this work we tested

the prediction that when both majority and minority group members hold such approach (i.e., share the same identity representation), intergroup interactions become more effective and less threatening. Before engaging in a collaborative task with a Moroccan-Dutch confederate, native-Dutch participants studied the advantages of either a “one-group” representation (emphasizing their common Dutch nationality) or a “dual identity” representation (emphasizing different ethnic subgroups and their overarching “Dutch” nationality). During the task, cardiovascular indices of challenge and threat motivational states were assessed. A salient dual identity representation led to more benign cardiovascular arousal (i.e., challenge instead of threat), especially when the minority-group interaction partner also expressed preference for a dual identity. Results point to the advantages of a dual identity approach, particularly if that approach is shared across both minority and majority group members.

CULTURAL CLOSENESS AND AWARENESS OF INGROUP CRIMES AS DETERMINANTS OF INTERGROUP ATTITUDES: THE CASE OF POLISH-JEWISH RELATIONS

Mirek Kofta¹, Patrycja Slawuta²

¹*University of Warsaw, Poland*; ²*New School for Social Research*

Here we address the role of collective memory of post-Holocaust crimes in contemporary Polish-Jewish relations by inducing feelings of cultural closeness. Specifically, we examined how reminding Polish participants of ingroup atrocities affects constructive as well as destructive attitudes and behavioral intentions towards Jewish victims. To modify the effects of these reminders on intergroup relations, cultural closeness was experimentally induced via a fictitious news article reporting similarity between Jews and Poles on values, norms, etc. Our two experiments suggest that perceived sharing of culture is a crucial factor for dealing constructively with the “problematic past” in intergroup relations. In the baseline condition (where perceived cultural closeness was low), reminders of ingroup atrocities activated group-defensive strategies resulting in more negative intergroup attitudes and dehumanization of Jews. In stark contrast, in the “culturally close” condition, reminders of ingroup atrocities actually resulted in more positive intergroup attitudes and humanization of Jews.

WHEN I'S MEET: SHARING SUBJECTIVE EXPERIENCE WITH SOMEONE FROM THE OUTGROUP

Elizabeth C. Pinel¹, Anson Long²

¹*University of Vermont*; ²*Indiana University of Pennsylvania*

Sharing subjective experiences (i.e. I-sharing) with outgroup members may help to bridge the intergroup divide (Pinel & Long, 2012). In our research, participants played a computerized game with two ostensible others that implicated subjective experience. One presumably shared participants' experience; one did not. Some participants shared an experience with an ingroup member; others with an outgroup member. Across two studies that looked at different social groups, sharing a subjective experience increased liking for outgroup members, even when the outgroup status of that person remained salient. A final study asked whether the effects of sharing a subjective experience trump those of value-sharing. People high in existential isolation based liking for their partners more on subjective experience sharing than on value sharing, and this occurred regardless of the sharers' social identity. Sharing subjective experiences may enable people to improve their outgroup attitudes while still embracing their differing social identities.

Symposium S-C4

THE PUSH AND PULL OF NEGATIVE EMOTIONS: CULTURAL AND INDIVIDUAL DIFFERENCES IN THE EFFECTS OF NEGATIVE EMOTIONS ON COMPASSION, ATTENTION, BEHAVIOR, AND PSYCHOLOGICAL ADJUSTMENT

Friday, January 18, 2:00 pm – 3:15 pm, Room 207 – 207

Chair: Yulia Chentsova Dutton, *Georgetown University*

Co-Chair: Birgit Koopmann-Holm, *Stanford University*

The research presented here suggests that: (1) cultures and individuals differ in their views of negative emotions, and that (2) these different

views of negative emotions have effects on compassion, attention, behavior, and psychological adjustment. This work emphasizes the importance of considering context when studying the functions of negative emotion.

ABSTRACTS

CULTURAL DIFFERENCES IN AVOIDED NEGATIVE AFFECT LEAD TO DIFFERENT COMPASSIONATE RESPONSES

Birgit Koopmann-Holm¹, Jeanne L. Tsai¹

¹Stanford University

When responding to others' suffering, Americans focus on the positive more and on the negative less than do Germans. We predicted that these cultural differences are due to differences in how much the cultures want to avoid negative affect. We found support for this hypothesis in two studies. In Study 1, the more Americans and Germans wanted to avoid negative affect, the less comfortable they felt sending cards that contained negative content. In Study 2, participants were randomly assigned to either avoid negative affect or approach negative affect conditions. When responding to another's suffering, participants in the avoid negative affect condition focused more on the positive than those in the approach negative affect condition. These findings suggest that responses to suffering (i.e., compassion) differ across cultures, and that the degree to which people want to avoid negative affect explains such differences.

CULTURE AND PERCEIVED FUNCTIONS OF SADNESS

Yulia E. Chentsova Dutton¹, Gerrod Parrot¹, Dmitry Lyusin²

¹Georgetown University; ²Russian State University for the Humanities

Cultural contexts foster different models of negative emotions. Sadness is an emotion that is more likely to be accepted in the Russian relative to the North American cultural context. In three studies using structured interviews and self-report inventories, Russians were less likely than European Americans to describe sadness as an undesirable and dysfunctional. Although participants from both cultural contexts recognized that sadness is usually unpleasant, Russians were more likely to value this emotion and less likely to report that being sad negatively affected their attention, ability to stay positive, and sociability. In accordance with these beliefs, Russians were more likely to want to experience sadness, particularly when the laboratory tasks demanded attention or sociability. These results suggest that models of what it means to be sad differ across cultures. These beliefs are likely to have implications for emotion regulation and communication of emotional distress.

EMOTION-BEHAVIOR LINKS AS SELF FULFILLING PROPHECIES

Maya Tamir¹

¹The Hebrew University of Jerusalem

In this talk, I will suggest that the influence of emotions on behavior can be moderated by our expectations. In one study, participants were randomly assigned to expect anger to be useful or harmful for an upcoming negotiation. Participants who felt angrier did better in the negotiation if they were led to believe that anger is useful, whereas those experiencing less anger did worse in the negotiation if they were led to believe that anger is harmful. In another study, participants were led to expect anger to be useful or irrelevant to an upcoming negotiation. They were then randomly assigned to an anger or a neutral emotion induction. Participants did better in the negotiation when they were in an emotional state that they believed was useful for them. These findings suggest that how we think about our emotions may shape how we are influenced by them.

FLEXIBILITY IN COPING AND EMOTION REGULATION

George A. Bonanno¹, Charles L. Burton¹

¹Columbia University

The construct of flexibility accepts that every strategy/behavior carries both costs and benefits, and that successful adaptation depends on the flexibility to modify behaviors/strategies in accord with situational constraints. I describe an experimental measure of expressive flexibility (EF) and show that EF prospectively predicts better long-term

adjustment among NYC college students following the 9/11 attacks. In another study, bereaved individuals with Complicated Grief exhibited deficits in EF ability compared to asymptomatic bereaved and married adults. The flexibility construct also informs successfully coping with trauma. I describe a recently developed questionnaire measure that assesses both the ability to focus on the thoughts and emotions associated with trauma and the ability to focus forward and away from the experience of trauma. I present data showing that both abilities are potentially adaptive and that the success of either ability depends on the type of event and the timing of the behavior.

Symposium S-C5

FROM CRISIS TO CATALYST: THE NARRATIVE TRANSFORMATION OF DIFFICULTY INTO SELF DEVELOPMENT

Friday, January 18, 2:00 pm – 3:15 pm, Room 217 – 219

Chair: Jack Bauer, *University of Dayton*

Co-Chair: Jonathan M. Adler, *Franklin W. Olin College of Engineering*

This symposium examines how people use narrative to transform difficult experiences into self development. Four talks showcase a range of negative experiences (potential trauma, moral transgression, intergenerational conflicts), narrative patterns (e.g., exploration and resolution, agency negotiation, and mixed emotions), and methods (experiment, clinical interviews, multigenerational family sampling, and longitudinal design).

ABSTRACTS

DOES TRANSFORMATIONAL PROCESSING OF DIFFICULT EVENTS CAUSE SELF-GROWTH? AN EXPERIMENTAL MANIPULATION

Jennifer Pals Lilgendahl¹, Joseph Tan¹, Rebecca Bass¹, Nicolas Galef¹, Marissa Plowden¹

¹Haverford College

This study examined whether transformational processing – defined as first exploring the impact of a difficult event and then positively resolving it (Pals, 2006) – causes a greater sense of self-growth than either exploring or resolving alone. Participants (N = 75) wrote for 15min/day for three days and were assigned to either the control group or to write about a personally significant, difficult event in one of three ways: explore only, resolve only, or combine (explore for two days, resolve on third day). Each day was coded for self-growth and analyzed for word use with LIWC. A significant interaction showed that the combination condition displayed significantly more self-growth and positive emotion words by day 3 than either resolve or explore alone. Thus, resolving a difficult event may be more growth-promoting if it is preceded by exploration, which opens a person up to new insights and ways of thinking about self.

NARRATING WRONGS WE DO TO OTHERS: RELATIONSHIPS WITH WELL-BEING AND MORAL DISENGAGEMENT

Cade Mansfield¹, Monisha Pasupathi¹, Kiana Taheri¹, Cecilia Wainryb¹

¹University of Utah

Resolving negative experiences with positive, agency-preserving meaning may be more difficult when narrating our own harm-doing, because harm-doing places the agentic self at odds with the good self. Narrating transgressions may also matter more for other-oriented aspects of personality than individual well-being. In this study, young adult participants (n=54) wrote narratives about six harm events and completed measures of well-being, attachment, moral disengagement, and trait agreeableness. Participants' narratives were coded for the presence of 7 scripts and codes were summed. The three most common scripts were: 1) the victim was responsible; 2) harm was due to the narrator's other goals; and 3) harm was inexplicable. Script use was uncorrelated with well-being, but moral disengagement was associated with greater use of the victim-responsible script and the inexplicable harm script. Implications of narrating harm-doing for adaptive functioning are discussed.

FINDING MY OWN WAY: NEGOTIATING PERSONAL IDENTITY FROM FAMILY IDENTITYKate C. McLean¹¹*Western Washington University*

Individuals work to construct a narrative identity in negotiation with larger cultural master narratives, and this process is more challenging when one's personal experience is dissonant with these master narratives. Taking this model to the level of the family, this paper examines the construction of the family master narrative, and how adolescents negotiate their personal narrative identity around that family narrative. Analysis focuses on 22 families who had at least two children, one of whom was a high school senior, and participated in three assessments (one video-recorded family conversation, two survey follow-ups). Results reveal how family master narratives can constrain adolescents' identities via the stories constructed and repeated about them, and how that constraint can lead to increased individual identity processing, as well as to a particularly coherent and autonomous personal identity in emerging adulthood. Results are discussed in terms of the potential for personal growth from particularly dissonant experiences.

MAKING MEANING WITH MIXED EMOTIONS LEADS TO INCREASES IN PSYCHOLOGICAL WELL-BEING IN PSYCHOTHERAPYJonathan M. Adler¹¹*Franklin W. Olin College of Engineering*

The benefits of positive emotional experience and the drawbacks of negative emotional experience have been thoroughly documented. But Larsen's (2003) coactivation model holds that experiencing positive emotions concurrently with negative emotions may detoxify them, transforming negative emotional experiences into fodder for enhanced well-being. The present study examined meaning-making processes in 47 adult psychotherapy clients over the course of treatment. At 12 assessment points, participants wrote personal narratives and completed measures of psychological well-being. Narratives were coded for the presence of eight specific emotions. HLM analyses revealed that the specific inclusion of concurrent happiness and sadness in clients' narratives was associated with improvements in their psychological well-being above and beyond the impact of personality traits or the independent effects of happiness and sadness. Time-lagged analyses revealed that these changes in mixed emotional meaning making preceded improvements in psychological well-being. This study demonstrates the importance of making meaning with mixed emotions.

Symposium S-C6**COMPASSION: SOCIAL CAUSES AND MORAL CONSEQUENCES**

Friday, January 18, 2:00 pm – 3:15 pm, Room 208 – 210

Chair: C. Daryl Cameron, *University of North Carolina at Chapel Hill*Co-Chair: B. Keith Payne, *University of North Carolina at Chapel Hill*

Scholars have debated whether compassion is important for morality. The current symposium presents four talks that reveal social causes of compassion—including socioeconomic status, incidental inductions, and financial costs—and moral consequences of compassion, including utilitarianism, forgiveness, and dehumanization. Together, these talks underscore the relevance of compassion for morality.

ABSTRACTS**SOCIAL CLASS, COMPASSION, AND UTILITARIAN MORAL JUDGMENT**Stéphane Côté¹, Paul K. Piff², Rob Willer²¹*University of Toronto*; ²*University of California, Berkeley*

We investigate whether the tendency of upper-class individuals to feel less compassion makes them more likely to resist intuitionist options in moral dilemmas, instead favoring utilitarian choices that maximize the greatest good for the greatest number. In Study 1, upper-class participants were more likely than lower-class participants to

choose the utilitarian option in the footbridge dilemma, which evokes relatively strong moral intuitions. In Study 2, upper-class participants were more likely to take resources from one person to benefit several others in an allocation task, and this association was explained by their lower compassion for the person whose resources were taken. In Study 3, the association between social class and utilitarian judgment was eliminated in a condition where compassion was induced, but not in a control condition, suggesting that reduced compassion helps account for the utilitarianism of upper-class individuals.

THE POWER OF INCIDENTAL COMPASSION IN THE INTERPERSONAL DOMAINPaul Condon¹, David DeSteno¹¹*Northeastern University*

Contemplative practices suggest that, through compassion for close others and reflecting on the commonality of all humans, one can transfer compassion to non-close others. Incidental emotion effects commonly reported in social psychology follow a similar logic. In this view, a feeling of compassion for one person may carry over to another, even someone who is disliked. This experiment provided a test of incidental compassion. Using orchestrated behaviors with confederates, this paper demonstrates that induced compassion mediated a reduction in punishment directed at a transgressor. When one individual cheated to earn a higher reward than others, participants directed heightened punishment toward the cheater. Among participants who were induced to feel compassion toward a separate individual, punishment of the cheater disappeared. Furthermore, the reduction in punishment was mediated by the amount of compassion participants experienced toward the separate individual. These results demonstrate that compassion can act as a causal force in moral decision-making.

COMPASSION FOR ONE, COMPASSION FOR ALLPiercarlo Valdesolo¹, Kelly Chen¹, Emma Jones¹¹*Claremont McKenna College*

What is the most effective means for an organization to mitigate blame and punishment after instances of corruption? When individuals transgress, our desire to punish is often predicted by the degree to which we feel compassion (Condon & DeSteno). Consequently, we hypothesized that the extent to which individuals perceive institutions as like people (i.e. highly entitative) should predict the efficacy of compassion in tempering institutional blame. We presented participants with transgressions committed by actors associated with different institutions that were either high or low in perceived entitativity, and varied the institutions response (compassion inducing/ not). Compassion mitigated blame and punishment significantly more for high entitativity institutions compared to low entitativity institutions. A second study replicated this result with an experimental manipulation of entitativity. Implications for the efficacy of institutional responses in rebuilding trust after perceived corruption are discussed.

THE COMPASSION COLLAPSE: WHY WE FEEL LESS FOR MANY THAN FOR ONEC. Daryl Cameron¹, B. Keith Payne¹¹*University of North Carolina at Chapel Hill*

People expect to feel more compassion when more people are suffering. Yet compassion tends to plummet as the number of victims in a crisis increases. We theorize that people are concerned about the costs of feeling compassion for many victims, and so take steps to down-regulate their compassion. First, we show that the collapse of compassion between one and eight victims only emerges when people expect to have to donate money, suggesting that it is motivated by financial costs. Second, the collapse of compassion only emerges for skilled emotion regulators, suggesting that it requires strategic emotion regulation. Third, the collapse of compassion emerges when people are told to regulate their emotions, but not when they are told to experience their emotions. Finally, we extend this work by showing that highly compassionate individuals will dehumanize even a single dislikeable victim. Implications for boundary conditions of compassion will be discussed.

Symposium S-C7**HAPPY PLACES, HAPPY PEOPLE. INTEGRATING INDIVIDUAL AND SOCIOECOLOGICAL PERSPECTIVES ON SUBJECTIVE WELL-BEING**

Friday, January 18, 2:00 pm – 3:15 pm, Room R02

Chair: Maike Luhmann, *University of Illinois at Chicago*Co-Chair: Richard E. Lucas, *Michigan State University*

Where people live matters for their subjective well-being (SWB). This symposium brings together recent research on the relation between SWB and place, with a particular focus on the interactive dynamics between characteristics of the individual and characteristics of counties, states, or countries.

ABSTRACTS**EXTRAVERTS ARE HAPPIER IN NORTH AMERICA, BUT NOT IN GERMANY**Ulrich Schimmack¹, Hyunji Kim¹¹*University of Toronto, Mississauga*

Meta-analyses repeatedly show robust correlations between extraversion and life satisfaction in North American student samples. In contrast, the evidence from national representative samples in other nations is less consistent. This pattern of results suggests a personality by environment interaction. We present five studies with student and national representative samples from Canada, Germany, Britain, and the United States to examine the moderating role of culture in the relationship between extraversion and life satisfaction. We used structural equation modeling to examine the effect of extraversion on life satisfaction while controlling for random measurement error, rating biases, and the effect of other Big Five dimensions. Extraversion was a significant predictor of well-being in the Anglo-Saxon samples, but not in the German samples. We also show that age is not a moderator. We propose a theoretical model in which extraversion is more beneficial in individualistic, extraverted, and high-mobility countries with looser social connections.

SUBJECTIVE WELL-BEING ACROSS THE LIFESPAN WORLDWIDEMike Morrison¹, Louis Tay², Ed Diener^{3, 4}¹*University of Western Ontario*; ²*Purdue University*; ³*University of Illinois at Urbana-Champaign*; ⁴*The Gallup Organization*

Utilizing data from a Gallup World Poll that included 155 countries, we examined how patterns of subjective well-being differ across the lifespan, what sociocultural differences exist in these patterns and what are the best predictors of subjective well-being among different age groups. Subjective well-being was slightly lower among the elderly than younger individuals; however, individuals older than 65 fared relatively better in East Asian countries and older people across the world were highest among all age groups in past life satisfaction. Social relationships, pro-social behaviors, pride and satisfaction with living standards were predictive of subjective well-being for all age groups. Standard of living satisfaction was a stronger predictor of well-being for the middle aged than for other age groups and pride and pro-social behavior were stronger predictors for the elderly. The findings provide unique support and refinement of Erikson's (1963) theory of psychosocial development and socioemotional selectivity theory (Carstensen, 2006).

NEUROTICISM MODERATES THE EFFECTS OF THE SOCIOECONOMIC CONTEXT ON SUBJECTIVE WELL-BEINGMaike Luhmann¹, Louise C. Hawkey², James C. Murdoch²¹*University of Illinois at Chicago*; ²*University of Chicago*

Using data from the Health and Retirement Survey (N = 6,528), we examined the extent to which the socioeconomic context (unemployment, poverty, crime, life expectancy) measured on the county and the state level affects the average levels of SWB in older adults and whether these factors have stronger effects on people high in neuroticism. On average, SWB was higher in counties with lower unemployment rates and in states with higher life expectancy. Moreover, high county-level

poverty was associated with lower levels of SWB in people high in neuroticism, but not in people low in neuroticism. No significant effects were found for crime rate. These effects were independent of people's individual socioeconomic circumstances. Together, these findings show that socioeconomic context matters even for those not directly affected by its characteristics, and that neuroticism is an important moderator of the effects of life circumstances on SWB.

LIFE SATISFACTION OF U.S. COUNTIES PREDICTS POPULATION GROWTHRichard E. Lucas¹¹*Michigan State University*

In a famous study, Schkade and Kahneman showed that focusing illusions lead respondents to make incorrect predictions about how happy people are in different regions of the United States. One potential implication of this finding is that people might make bad decisions (e.g., to move to a different location) based on these incorrect predictions. However, it is also possible that people base moving decisions not on predicted happiness but on other characteristics of a region (e.g., climate, employment opportunities, natural amenities) that actually do lead to greater happiness. If so, happier regions should attract more movers. We test this possibility by comparing population growth from 2000 to 2010 in U.S. counties to the reported life satisfaction of those counties, as assessed in a survey of over 2 million respondents from 2005 to 2010. Results show that happier counties grew at a faster rate, with a medium-to-large effect size.

Symposium Session D

Friday, January 18, 3:30 pm – 4:45 pm

Symposium S-D1**FALSE POSITIVE II: EFFECT SIZES TOO SMALL, TOO LARGE, OR JUST RIGHT**

Friday, January 18, 3:30 pm – 4:45 pm, Room R03 – R05

Chair: Leif Nelson, *University of California, Berkeley*

This symposium is all about effect sizes (but keep reading). We show they can be analyzed to diagnose fabrication, that p-curve can estimate them 100% publication bias free (yes, 100%), and that reasoning by analogy we can ball park them before-hand to determine sensible sample sizes for our studies.

ABSTRACTS**P-CURVE: A KEY TO THE FILE DRAWER**Leif D. Nelson², Joseph P. Simmons¹, Uri Simonsohn¹¹*University of Pennsylvania*; ²*University of California, Berkeley*

This talk begins where the p-curve talk of SPSP2012 left off. After quickly reviewing that p-curve, the distribution of statistically significant p-values, can reveal whether or not the studies behind them are likely to replicate and whether they were p hacked (e.g., dependent variable was logged just to get significance), we show that it can be reliably and meaningfully applied to small sets of p-value, say those present in a single paper. We illustrate its use comparing p-curves for a set of JPSP studies we expected to have been p hacked and a set we expected not to have. Finally, we show p-curve can be applied to a set of published findings (ignoring all non-published ones) and nevertheless obtain a 100% publication-bias-free effect size estimate.

JUST POST IT: THE LESSON FROM TWO CASES OF FABRICATED DATA DETECTED BY STATISTICS ALONEUri Simonsohn¹¹*University of Pennsylvania*

I argue that journals should require authors to post the raw data supporting their published results. I illustrate some of the benefits

of doing so by describing two cases of fraud I identified exclusively through statistical analysis of reported means and standard deviations. Analyses of the raw data provided important confirmation of the initial suspicions, ruling out benign explanations (e.g., reporting errors; unusual distributions), identifying additional signs of fabrication, and also ruling out one of the suspected fraudster's explanations for his anomalous results. If we want to reduce fraud, we need to require authors to post their raw data.

BETWEEN LIBERALS' LIKING OF OBAMA AND OF LATTES: SETTING SAMPLE SIZE BY ANALOGY

Joseph P. Simmons¹, Uri Simonsohn¹, Leif D. Nelson²

¹University of Pennsylvania; ²University of California, Berkeley

Experimenters sensibly emphasize the presence of an effect (Does X influence Y?) rather than the size of the effect (How much does X influence Y?). Nevertheless, scientists must estimate effect-sizes to determine sample sizes. Published research does not help. Small samples and selective reporting systematically overestimate effects. We offer a new tool for sample size determination. We solicited many social scientific relationships (e.g., the influence liberalism on liking for Obama) and measured those relationships in large samples (~350 participants per condition). A separate group of experienced researchers estimated effect size. The researchers were bad at estimating effect size (average deviation of Cohen's $d = .42$), but good at estimating relative effect size (i.e., highly calibrated with reality). In combination this offers an opportunity. Researchers can correctly answer a plausible question (e.g., "Is my effect larger than the effect of liberalism on Obama-liking?") and use the unbiased estimate to determine sample size.

Symposium S-D2

THE ROLE OF MENTAL TIME TRAVEL IN SELF PROCESSES

Friday, January 18, 3:30 pm – 4:45 pm, Room R01

Chair: Frederick Grouzet, *University of Victoria*

This symposium highlights the importance of mental time travel for the self. Wilson and Peetz discuss the role of temporal landmarks. Quoidbach and Gilbert propose the history illusion. Routledge and his colleagues discuss the importance of revisiting the past, while Grouzet highlights the need for a balanced time travel.

ABSTRACTS

THE POST-BIRTHDAY WORLD: MOTIVATIONAL CONSEQUENCES OF TEMPORAL LANDMARKS

Anne E. Wilson¹, Johanna Peetz²

¹Wilfrid Laurier University; ²Carleton University

Temporal landmarks such as birthdays and significant calendar dates structure and organize the subjective perception of time. In five studies we show that a salient temporal landmark between two time points psychologically separates these time points. This temporal separation can affect temporal self-appraisals, motivation, and goal-directed behavior, by causing people to organize pre- and post-landmark selves into separate categories. For instance, when given a calendar in which common temporal landmarks (birthdays, holidays) were highlighted, participants judged their current self to be more different from a hoped-for future self than if given a calendar without salient landmarks. This contrast motivated participants to work towards achieving the hoped-for self. Finally, two studies showed that temporal landmarks are used spontaneously to induce psychological separation from undesirable selves. Participants were more likely to think of a separating landmark if they considered a negative (vs. positive) future self, and subsequently felt better about current selves.

THE END OF HISTORY ILLUSION

Jordi Quoidbach¹, Daniel Gilbert¹

¹Harvard University

At every stage of life, people make decisions that profoundly influence the lives of the people they become—and when they finally become those people, they aren't always thrilled about it. The present research suggest that people make regretful decisions in part because their ability for mental time travel suffers a major illusion: they fundamentally misunderstand their future selves. Across seven studies with over 23,000 participants, we found consistent evidence indicating that at every stage of life, people underestimate how much they will change in the future. Although the magnitude of this illusion was sometimes greater for younger than older people, it was evident at every stage of adult life. Adolescents and grandparents both seem to think of the present as a watershed—the singular moment in their lives when they have finally become the people they will always be.

A NOSTALGIC SELF IS A MEANINGFUL SELF

Clay Routledge¹, Constantine Sedikides², Jamie Arndt³, Jacob Juhl¹

¹North Dakota State University; ²University of Southampton; ³University of Missouri-Columbia

Perceiving one's life as full of meaning and purpose is a hallmark of healthy psychological functioning. Nostalgia has been conceptualized as an existential emotion that bolsters the self, in part, by promoting perceptions of meaning. The current research explores the existential function of nostalgia. Studies 1-3 demonstrate that nostalgia increases meaning relative to other modes of temporal thought. Studies 4-6 indicate that nostalgia counters the negative psychological effects of diverse meaning threats and low trait meaning. Finally, Study 7 reveals that nostalgia reduces the heightened psychological distress experienced in a laboratory stressor task by individuals with meaning deficits. Potential mediators of the effect of nostalgia on meaning are also considered. This research suggests that nostalgia is an important weapon in the arsenal of self-defenses.

MENTAL TIME TRAVEL, DAILY WELL-BEING AND LIFE ASPIRATIONS

Frederick M.E. Grouzet¹

¹University of Victoria

Mental time travel is an important human capacity that enables people to revisit the past and plan the future while working on present activities. Individual differences (e.g., time perspective) and daily external demands influence the frequency and nature of thoughts about the past and the future, but also the valence (positive vs. negative) and the distance from the present (near vs. distant). In a series of four daily diary studies (N ranging from 30 and 120), the variation of daily mental time travel was analyzed using multilevel modeling while predicting daily well-being and changes in life aspirations (possible selves). Overall, the results showed important individual differences in daily mental time travel that is reflected into daily well-being and life aspirations. In addition, social context (Study 1- 2) and random instructions (Study 3-4) influenced mental time travel during weeks and daily well-being. Changes in life aspirations were also observed.

Symposium S-D3

THE BIOLOGICAL BASES OF INTERGROUP BIAS: BRIDGING HORMONES, GENES, FERTILITY, AND THE BRAIN

Friday, January 18, 3:30 pm – 4:45 pm, Room R07 – R09

Chair: Bobby Cheon, *Northwestern University*

Co-Chair: Joan Chiao, *Northwestern University*

Intergroup bias is modulated by diverse contextual influences, but its biological regulation remains less clear. By examining the role of hormones, genes, fertility, and the brain within intergroup relations, this symposium offers an integrative perspective of the biological bases of intergroup bias, and their relationship with the broader social context.

ABSTRACTS

OXYTOCIN PROMOTES IN-GROUP FAVORITISM AND PAROCHIAL ALTRUISM IN INTERGROUP CONFLICT
Carsten K. W. De Dreu¹¹*University of Amsterdam*

Well-known for its role in reproduction, stress-regulation, and pair-bonding, recent work implicates the evolutionary highly preserved neuropeptide oxytocin also in social recognition, trust, and pro-social behavior more generally. An evolutionary perspective suggests that pro-social approach is parochial—it extends to close kin and kith and not, or to a lesser degree, to non-kin and kith. Indeed, male mice engineered to lack forebrain oxytocin receptors no longer discriminate between familiar and novel females, and humans given oxytocin rather than placebo extend trust towards protagonists with whom they shared positive interactions, and those who are displayed as relatively trustworthy. Here I present recent evidence from our own laboratory showing that intranasal oxytocin (versus placebo) motivates (i) in-group favoritism, but not out-group derogation, (ii) parochial altruism, and (iii) defensive aggression towards outsiders threatening vulnerable in-group members. I conclude with broader implications for social neuroscience research and theory on intergroup relations and conflict.

INTERGROUP BIAS IN EVALUATION AND MORAL JUDGMENTS AS A FUNCTION OF FERTILITY SHIFTS ACROSS THE MENSTRUAL CYCLE
Carlos D. Navarrete¹, Melissa McDonald¹¹*Michigan State University*

Research suggests that women's wariness of unfamiliar or dangerous persons and situations changes as a function of fertility across the menstrual cycle. Along these lines, a link between reproductive fertility and intergroup bias has been documented, suggesting that women's psychology may use group categorization as a "hazard heuristic" whose original function may have been to protect reproductive choice. We extend the evidence consistent with this perspective, and show that women's psychological biases during the high fertility phase of the menstrual cycle may be patterned not only by an increase in negative mental representations of out-groups, but also by increased pro-ingroup ideation. We find that conception risk is linked to an increase in pro-normative orientations regarding in-group worldviews, beliefs, and moral judgments, particularly among women with strong left or right political ideologies.

MINDING THE GAP: NARRATIVES ABOUT OTHERS' MINDS REDUCE THE INTERGROUP EMPATHY GAP
Emile G. Bruneau¹, Mina Cikara¹, Rebecca Saxe¹¹*Massachusetts Institute of Technology*

In intergroup conflict, people feel less empathy for the fortunes and misfortunes of outgroup members. For example, in our experiments, Arab and Israeli participants report feeling less compassion for strangers from the other group than strangers from their own group. A key question is how to reduce this gap. We propose that intergroup empathy gaps can be reduced by getting participants to focus on outgroup members as individuals rather than group members, and on their mental rather than their physical individuating qualities. We report here two kinds of evidence consistent with this proposal. First, when Arabs and Israelis read narratives about one another, reported compassion is correlated with activity in brain regions associated with perspective taking and theory of mind. Second, in competitive but arbitrary groups, the gap in empathy for outgroup members was reduced by narratives describing mental states but not by narratives describing physical traits.

GENE-ENVIRONMENT INTERACTIONS ON INTERGROUP BIAS: THE ROLE OF THE SEROTONIN TRANSPORTER POLYMORPHISM AND THREAT-SENSITIVITY
Bobby K. Cheon¹, Robert W. Livingston¹, Ying-Yi Hong², Joan Y. Chiao¹¹*Northwestern University*; ²*Nanyang Technological University*

Perceived outgroup threat (e.g., competition, infection, exploitation, physical harm) is a consistent antecedent of intergroup bias. The

serotonin transporter polymorphism (5-HTTLPR) has been associated with individual differences in sensitivity to threatening contexts and stimuli. We examined whether those with the threat-sensitive genotype of 5-HTTLPR (possessing the S-allele) exhibit stronger intergroup bias when exposed to contextual cues of outgroup threat. Two studies supported this gene-environment interaction on intergroup bias. Those who experienced greater negative contact with either ethnic and minimal outgroups, or perceived greater danger from the social environment exhibited stronger negative outgroup evaluations and discriminatory behavior. Moreover, this relationship between perceived threat and intergroup bias was stronger among those who possessed at least one S-allele of 5-HTTLPR. These findings suggest that the propensity for intergroup bias may be transmitted and inherited through the interaction of social mechanisms (contextual cues of outgroup threat) and biological mechanisms (genetic predispositions towards threat).

Symposium S-D4
BEYOND THE BEDROOM THE EFFECT OF MATING MOTIVATIONS ON BEHAVIORS THAT HAVE (ALMOST) NOTHING TO DO WITH SEX

Friday, January 18, 3:30 pm – 4:45 pm, Room 206 – 207

Chair: Sarah Hill, *Texas Christian University*Co-Chair: Abigail B. Schneider, *University of Colorado at Boulder*

We present new research demonstrating that the psychological effects of mating-motives are pervasive and reach far beyond preferences for romantic partners. Presenters reveal that mating motives - whether experimentally primed or varying cyclically across the ovulatory cycle - influence financial decision making, consumer preferences, and perceptions of oneself and others.

ABSTRACTS

MATING AND DATING INFLUENCE WHEN AND WHY PEOPLE TAKE FINANCIAL RISKS
Yexin J. Li¹, Steven L. Neuberg², Jill Sundie³, Douglas T. Kenrick²¹*University of Kansas*; ²*Arizona State University*; ³*University of Texas at San Antonio*

Mating motives may lead men to be financially risky for several reasons: Risky behaviors can signal to potential mates one's genetic fitness, facilitate success in status competition with other men, and lead to more resources. Once in a relationship, however, the same financial riskiness may be problematic for males, potentially suggesting to partners an interest in (extra-curricular) mate-seeking and placing in jeopardy existing resources available to the partner. In four studies, we activated a mating motivation or no motivation in single and attached men and women, and measured preference for monetary risk. As predicted, mating motivation led single men to become more risky and attached men to become less risky. Interestingly, women exhibited the opposite pattern: Mating motives led single women to become less financially risky and attached women to become more risky. Possible explanations focus on the greater costs of signaling unrestrictedness for single versus attached women.

OUT WITH THE OLD AND IN WITH THE NEW: THE EFFECT OF OVULATION ON WOMEN'S VARIETY SEEKING
Ashley Arsenau¹, Kristina M. Durante¹, Vladas Griskevicius², Stephanie M. Cantu²¹*University of Texas at San Antonio*; ²*University of Minnesota, Twin Cities*

Might desire for variety and novelty in consumer choice be influenced by the hormones associated with ovulation? Previous research finds that near ovulation women experience decreased commitment to their current partner and an increased desire for other men. This suggests that ovulation may increase women's openness to novelty and variety. In a series of studies, we tested how women's desire for variety and novelty in consumption changes depending on when such decisions

are made. Findings showed that ovulation increased women's desire for novelty and variety in consumer choice domains. Additional findings show that the hormonally regulated effect on variety seeking appears to be driven by mate attraction goals. Consequently, minimizing the salience of these goals suppresses the ovulatory effect on variety seeking. These studies provide some of the first evidence of how hormones can influence economic and consumer decisions, which has important implications for marketers, researchers, and consumers.

DON'T HATE ME BECAUSE I'M BEAUTIFUL: MATING-MOTIVES ELICIT INSPIRATIONAL COMPARISONS WITH SEXY ADVERTISEMENT MODELS

Susan Jung Grant¹, Abigail B. Schneider², Ethan Pew³, Denise Buhrau³

¹*Boston University*; ²*University of Colorado at Boulder*; ³*Stony Brook University*

Although the use of highly attractive models in advertising is ubiquitous, the practice remains controversial because of the damage it may cause to women's self-esteem. The current research demonstrates that viewing highly attractive models can also be empowering for women depending on model's beauty-type and viewer's mate-seeking status. In Study 1, women viewed sexy or classy models and reported days since ovulation. Results showed that non-ovulating women perceived the classy model and the product she advertised more favorably than the sexy model and the product she advertised ($F(1,105) > 5.00$, $p < .02$). In contrast, ovulating women perceived the sexy model and product just as favorably as the classy model and product ($F(1,105) < .58$, $p > .45$). Study 2 explicitly manipulated mating motives and found the same pattern of results. Results demonstrate that mating motivations lead women to perceive sexy models as being useful sources of mating-relevant information, thereby resulting in inspirational comparisons.

Symposium S-D5

IT TAKES TWO TO TANGO: PERSONALITY IN DYADIC INTERACTIONS

Friday, January 18, 3:30 pm – 4:45 pm, Room 217 – 219

Chair: Noga Sverdlik, *Ben-Gurion University of the Negev*

Co-Chair: Shaul Oreg, *The Hebrew University of Jerusalem*

Little research addressed personality effects in dyadic interactions, which constitute some of the most meaningful contexts in people's lives. In this symposium we bring together studies on different aspects of personality in different types of dyadic interactions, including in the work context, between romantic partners and in persuasion settings.

ABSTRACTS

INHERENTLY RELATIONAL: INTERACTIONS BETWEEN PEERS' AND INDIVIDUALS' PERSONALITIES AFFECT INDIVIDUALS' PERFORMANCE

Amir Erez¹, Pauline Schilpzand², Keith Leavitt², Andy Woolum¹, Timothy Judge³

¹*University of Florida*; ²*Oregon State University*; ³*University of Notre Dame*

The effects of interactions between peers and individuals personality traits on individuals' performance were investigated in three studies. Study 1 results showed that introverts evaluated extraverted and disagreeable peers' performance as lower than those of introverted and agreeable peers, but the personality of peers did not affect the evaluations given by extraverts. Similarly, Study 2 findings showed that introverts made less positive attributions and avoided interacting with extraverted and disagreeable peers but these effects were not observed for extraverts. Study 3 replicated the results of Studies 1 and 2 using a controlled experimental design and showed that attributions and negative arousal mediated the relationships between agreeableness and extraversion of peers and their performance ratings given by introverts. Overall, the results supported the tenants of arousal theory that introverts are more reactive to stimuli than extraverts but not the predictions of interpersonal theory that opposites attract.

SOURCE PERSONALITY AND PERSUASIVENESS: BIG-FIVE PREDISPOSITIONS TO BEING PERSUASIVE AND THE ROLE OF MESSAGE INVOLVEMENT

Shaul Oreg¹, Noga Sverdlik²

¹*The Hebrew University of Jerusalem*; ²*Ben-Gurion University of the Negev*

In the present studies we incorporate a personality perspective to the study of the persuasion source. Specifically, we aimed to identify the personality characteristics of the persuasive individual and test the moderating role of target and source involvement. In three studies we found support for hypothesized relationships between source persuasiveness and extraversion, neuroticism and openness to experience. In a preliminary study (N=66) we demonstrated expected differences in the personality ratings assigned to a hypothetical persuasive versus non-persuasive individual. In Study 1 (N=95) we showed that source extraversion and openness to experience were positively, and neuroticism negatively, associated with source persuasiveness. In Study 2 (N=148) we manipulated source and target involvement and replicated the results from Study 1, but, as hypothesized, only when involvement was low.

BRINGING THE DYAD INTO FOCUS: THE ROLE OF REGULATORY ORIENTATIONS DURING PERSONAL GOAL DISCUSSIONS AMONG ROMANTIC PARTNER

Heike Winterheld¹, Jeffrey Simpson²

¹*California State University, East Bay*; ²*University of Minnesota, Twin Cities Campus*

Regulatory focus theory (Higgins, 1997) proposes two self-regulatory orientations: prevention focus (which emphasizes security needs) and promotion focus (which emphasizes advancement needs). In a behavioral observation study, romantic couples discussed personal promotion goals (hopes, aspirations) and prevention goals (responsibilities, challenges). Highly promotion-focused people's perceptions of partner responsiveness increased when they believed their promotion goals were difficult to attain; moreover, when their perceptions of goal attainability were low, their partners extended more support to them, resulting in greater motivation to pursue their promotion goals. Highly prevention-focused people perceived greater partner responsiveness when their partners displayed less withdrawal/distance behavior when discussing prevention goals. Finally, individuals reported greater control over their goals after having received support from highly prevention-focused (but not promotion-focused) partners. This study shows how a dyadic perspective can improve our understanding of self-regulatory processes and underscores the importance of studying both partners in the context in which support transactions occur.

SEXUAL HEALING: CAN SEX REPAIR ATTACHMENT INSECURITIES?

Moran Mizrahi¹, Gurit Birnbaum², Gilad Hirschberger², Mario Mikulincer², Ohad Szepeswol²

¹*Bar-Ilan University*; ²*Interdisciplinary Center, Herzeliya*

Past research has provided substantial evidence about the role of attachment orientations in shaping sexual attitudes and behaviors. Yet, little has been done to explore the reverse direction. In the present research, we examined whether sexual desire reduced levels of attachment insecurities over time in emerging relationships. In an 8-month longitudinal study, we followed 61 newly dating couples across three measurement waves. At wave 1, couples discussed sexual aspects of their relationship and judges coded both partners' expressions of sexual desire during the discussion. Furthermore, at each wave participants completed measures of relationship-specific attachment anxiety and avoidance. Results indicated that men's expressions of desire predicted a decline in their partners' relationship-specific anxiety. In contrast, women's expressions of desire inhibited the decline in their partners' relationship-specific anxiety and avoidance. These findings suggest that men's sexual desire contributes to the development of emotional bonds, whereas women's sexual desire inhibits relationship-promoting processes.

Symposium S-D6**A DYADIC PERSPECTIVE ON INTIMATE RELATIONSHIPS AND HEALTH**

Friday, January 18, 3:30 pm – 4:45 pm, Room 228 – 230

Chair: Andrea Meltzer, *Southern Methodist University*Co-Chair: James K. McNulty, *Florida State University*

This symposium draws from a dyadic perspective to examine the way in which romantic relationship partners affect individuals' health outcomes. Two talks describe the role of partners in predicting weight and two talks describe the role of partners in predicting physiological responses to stress.

ABSTRACTS**MARITAL SATISFACTION PREDICTS WEIGHT GAIN IN EARLY MARRIAGE**Andrea L. Meltzer¹, James K. McNulty², Sarah A. Novak³, Emily A. Butler⁴, Benjamin R. Karney⁵

1Southern Methodist University; 2Florida State University; 3Hofstra University; 4Arizona State University; 5University of California, Los Angeles According to the health-regulation perspective, marital satisfaction should predict less weight gain over time because the stress of marital discord interferes with self-regulatory behaviors. The mating-market perspective, in contrast, suggests that marital satisfaction may predict greater weight gain over time because satisfied spouses should feel a decreased need to attract a new mate. To evaluate these perspectives, 169 newlywed couples reported their height, weight, marital satisfaction, and steps toward divorce biannually for four years. Within-person analyses supported the mating-market perspective: spouses gained more weight during periods when they or their partners were more satisfied with the marriage, and decreased thoughts of divorce mediated this association. These findings challenge the idea that quality relationships always benefit health, suggesting instead that satisfied spouses relax their efforts to maintain their weight when they do not perceive a need to remain attractive for alternative partners.

ROMANTIC PARTNERS AND WEIGHT MANAGEMENT: CONSIDERING PARTNER COMPARISON AND RELATIONSHIP QUALITYGianna M. Bowler¹, Charlotte N. Markey¹, Patrick M. Markey², Jennifer Shukusky¹¹Rutgers University, Camden; ²Villanova University

Research suggests that romantic partners contribute to individuals' perceptions of their bodies and weight and that these perceptions may have relevance to obesity risk (Markey & Markey, 2011). This presentation will describe findings linking individuals' weight status, their romantic partners' weight status, and their relationship quality to their participation in healthy and unhealthy approaches to weight management. One hundred and six heterosexual couples and 72 lesbian couples participated in this research. Analyses provide evidence for the role of individuals' weight status and their partners' weight status in predicting weight management behaviors. These findings suggest that partners compare themselves to each other in making assessments of their own weight and in their attempts to manage their weight, regardless of the gender of their partners. Further, women who reported low relationship quality were vulnerable to participation in unhealthy weight management strategies.

SPOUSES' ATTACHMENT PAIRINGS PREDICT NEUROENDOCRINE AND BEHAVIORAL RESPONSES TO MARITAL CONFLICTLindsey A. Beck¹, Paula R. Pietromonaco¹, Casey J. DeBuse¹, Sally I. Powers¹, Aline G. Sayer¹¹University of Massachusetts, Amherst

The present research examines how attachment processes in marriage shape physiological and behavioral stress responses, which predict emotional and physical well-being. We emphasize couples' interdependence and focus on the interplay between spouses' attachment orientations in predicting stress responses. Two hundred eighteen newlywed couples attempted to resolve a conflict. Spouses'

physiological responses were assessed via salivary cortisol before, during, and after the conflict. Husbands' attachment avoidance interacted with wives' attachment anxiety to predict spouses' physiological and behavioral responses. Couples with wives high in attachment anxiety (who desire excessive closeness) and husbands high in attachment avoidance (who are uncomfortable with closeness) showed distinctive physiological reactivity before conflict: Both spouses showed sharp increases in cortisol, followed by rapid declines. Both spouses also behaved less constructively during conflict. These findings suggest that particular attachment pairings predict distinctive physiological and behavioral patterns that may increase the risk of adverse emotional and physical health outcomes over time.

WHEN RECEIVING HELP HURTS: GENDER DIFFERENCES IN CORTISOL RESPONSES TO SPOUSAL SUPPORTLisa A. Neff¹, Erin E. Crockett²¹University of Texas at Austin; ²Southwestern University

Wives are considered more effective support providers than are husbands. As support promotes healthy physiological functioning, husbands should derive greater health benefits from spousal support than do wives. Yet, a growing literature indicates that men are relatively insulated from the physiological consequences of marital interactions, suggesting that men may not reap the benefits of support. To examine gender differences in physiological responses to spousal support, couples completed a six-day diary task which assessed daily support exchanges and diurnal cortisol slopes. On days of greater spousal support, wives exhibited steeper (healthier) cortisol slopes whereas husbands exhibited flattened (less healthy) cortisol slopes. Furthermore, for husbands, the association between daily support and cortisol was moderated by problem-solving efficacy; the less efficacious husbands perceived their problem-solving abilities, the flatter their cortisol slopes on high support days. All results held controlling for daily stress and marital satisfaction. Thus, support may incur costs for husbands' health.

Symposium S-D7**WHAT IS SO MORAL ABOUT FEELING MORAL? CLARIFYING THE RELATION BETWEEN THE MORAL SELF AND MORAL THOUGHTS, FEELINGS, AND BEHAVIOR**

Friday, January 18, 3:30 pm – 4:45 pm, Room 208 – 210

Chair: Paul Conway, *Western University Canada*

The interplay between self and morality is complex; this symposium provides multiple perspectives in hopes of integration. Speakers will present findings suggesting the self provides impetus for moral judgments and motivates moral behavior—but some findings suggest it improves behavior and other findings the opposite. Moderating factors will be examined.

ABSTRACTS**WHEN DOES THE MORAL SELF IMPROVE BEHAVIOR? TWO MODERATORS OF THE RELATION BETWEEN FEELING MORAL AND ACTING MORAL**Paul Conway¹, James M. Olson¹, Mark J. Brandt²¹Western University Canada; ²DePaul University

Some findings in moral psychology suggests that moral self-perceptions increase prosocial behavior by providing motivational impetus for good deeds; yet, other findings suggests that moral self-perceptions reduce prosocial behavior by licensing the relaxation of moral strivings. The current work presents two moderators of the relation between moral self-perceptions and prosocial behavior: target characteristics and self-construal. Studies 1 (judgments) and 2 (behavior) demonstrate that priming morality makes participants more prosocial toward upstanding targets (e.g., schoolchildren), but less prosocial toward degenerate targets (e.g., criminals), and Study 3 shows that this effect is limited to moral primes regarding the self. Study 4 indicates that that priming concrete moral behavior results in contrast effects (moral

self-perceptions reduce prosocial behavior), whereas priming abstract moral behavior results in consistency (moral self-perceptions increase prosocial behavior), and Study 5 shows that this moderation is unique to self-perceptions. These findings suggest moral psychology would profit from carefully considering moderation.

MORALITY IS A PERSONAL MATTER

Geoffrey Wetherell¹, Mark J. Brandt^{1,2}, Christine Reyna¹

¹*DePaul University*; ²*Tillburg University*

Experiencing an attitude with moral conviction, the belief an attitude is universally right or wrong, leads to rejection of moral violators, altered perceptions of justice and fairness, and decreased perceived legitimacy of authority. Despite these important consequences, little research has investigated what leads people to experience attitudes as moral convictions. We propose that people feel morally convicted when attitudes are seen as a core part of the self, and we tested this hypothesis in three studies. Studies 1 and 2 demonstrate that importance and centrality are the strongest predictors of moral conviction regarding more than 20 attitudes above and beyond attitude extremity, certainty, and religious conviction. In Study 3, threatening participants' ideological beliefs increased moral conviction regarding colorblind ideology, a potential way to protect deeply ingrained attitudes. These results suggest moral convictions arise when people experience an attitude as a core part of their sense of self.

RIGHTING THE WRONG: THE ROLE OF MORAL IDENTITY IN WHITE THIRD PARTIES' DEONTIC REACTIONS TO RACIAL DISCRIMINATION

Jane O'Reilly², Issac H. Smith¹, Karl Aquino², Dan Freeman³

¹*David Eccles School of Business*; ²*Sauder School of Business*; ³*Alfred Lerner College of Business & Economics*

Why do some third parties seek to rectify discrimination against out-group others? We adopt a deonance perspective that theorizes a moral motive (as opposed to strictly instrumental) behind third-party reactions to discrimination. Specifically, white Americans with stronger moral identities reported stronger justice-related cognitions (study 1) and more negative emotions (study 2) in response to racial discrimination. These relationships were found to be mediated by the breadth of one's circle of moral regard (studies 2 and 3). Moreover, circle of moral regard, deontic emotions, and deontic cognitive reactions were found to sequentially mediate the relationship between moral identity and support for helping victims and punishing perpetrators of discrimination (study 3). Finally, moral identity was found to moderate the positive relationship between individuals' ideological beliefs regarding social equality and their support for helping victims and punishing perpetrators of discrimination—the relationship being weaker for individuals with weaker moral identities (study 4).

MORAL CONSISTENCY, COMPENSATION, AND THE DYNAMIC MORAL SELF

Jordan Jennifer¹, Cornelissen Gert², Gino Francesca³, Michael Bashur⁴, Ann Tenbrunsel⁵, Julian Rode⁶, Marijke Leliveld¹, Marc Le Menestrel²

¹*University of Groningen*; ²*Universitat Pompeu Fabra*; ³*Harvard University*; ⁴*Singapore Management University*; ⁵*University of Notre Dame*; ⁶*Helmholtz Centre for Environmental Research*

Recent research on the dynamics of moral behavior has demonstrated that ethical behavior can be followed by compensatory actions (e.g., Sachdeva et al., 2009), that is, moral behavior follows immoral behavior and immoral behavior follows moral behavior. Jordan et al. (2011) suggest that fluctuations in one's moral self-image are the mechanism behind these moral compensation effects. The current investigation provides the first empirical evidence of this mechanism by showing that (feedback about previous) moral behavior alters people's moral self-images and that this alteration explains the compensatory effects. Across three studies, we develop a scale to measure people's state moral self-image (MSIS). Then, using a sample of 135 individuals, we demonstrate that scores on the MSIS explain individuals' moral compensation following a moral recall. We close by discussing the implications of dynamics of the moral self-image for understanding moral behavior.

Symposium S-D8

HYPO-EGOIC STATES: INTERPERSONAL, MOTIVATIONAL, NEURAL, AND COGNITIVE PROCESSES

Friday, January 18, 3:30 pm – 4:45 pm, Room 220 – 222

Chair: Mark Leary, *Duke University*

Co-Chair: Kirk Warren Brown, *Virginia Commonwealth University*

This symposium focuses on states — such as compassion, prosocial behavior, and mindfulness — in which people are less self-focused, egocentric, and egoistic than they often are, and examines the cognitive, motivational, neural, and interpersonal features of hypo-egoic states.

ABSTRACTS

THE SELF AND THE CONSTRUCTED SELF: INTERPERSONAL GOALS AND HYPO-EGOIC STATES

Jennifer Crocker¹

¹*The Ohio State University*

I propose that hyper-egoic states occur when people focus on the constructed self (i.e., beliefs about the self and images one wants to project to others) rather than the actual self. Self-image goals to get others to view the self in desired ways foster hyper-egoic states, whereas compassionate goals to support others may foster hypo-egoic states by shifting one's focus away from the constructed self and directing attention to others' needs. I will describe research showing that compassionate goals predict increased clear, peaceful, and connected feelings when interacting with others, increased non-zero-sum construals of the self in relation to others, decreased symptoms of anxiety and depression, and increased desires for personal growth. Compassionate goals also predict giving support to others, which others notice and reciprocate. Self-image goals, which focus attention on the constructed self, undermine these consequences of compassionate goals.

MOTIVATION AND THE BRIGHTER SIDES OF HUMAN NATURE: RECENT EXPERIMENTS FROM SELF-DETERMINATION THEORY

Richard M. Ryan¹

¹*University of Rochester*

Human behavior ranges from selfish and malevolent to altruistic and generative, showing that there is more than one side to "human nature." Self-determination theory (SDT; Ryan & Deci, 2000) suggests that which side of human nature we manifest is predicted by both developmental and situational supports for basic psychological needs. This presentation discusses recent experimental research on helping behaviors, ostracism, and the expression of prejudice and hostility based in SDT. Results from these various lines of research suggest that people are most prone to hypo-egoic behaviors when they are afforded supports for autonomy, whereas threats to autonomy and relatedness are antecedents of defensiveness and the darker sides of human behavior. In addition, research on life goals shows that when people pursue less egoistic aims their well-being benefits, a result mediated by the basic psychological needs fulfilled when they act in prosocial ways.

MINDFULNESS PREDICTS NEURAL RESPONSES REFLECTING BENIGN APPRAISALS OF EMOTIONAL STIMULI

Kirk Warren Brown¹

¹*Virginia Commonwealth University*

Fundamental to hypo-egoic regulation is a present-focused attention upon events and experiences "as they are," with minimal evaluative appraisal. One expression of this presence of mind is mindfulness, a receptive attention to moment-to-moment occurrences. Mindfulness has predicted more benign (less negative) emotional responses to egoic threats, and this presentation discusses new research examining the functional neural bases of mindful processing of such threats. Building upon recent brain imaging research on this topic, the presentation focuses on a neural (electroencephalographic; EEG) marker reflecting very rapid evaluation of motivationally relevant stimuli, the late positive potential (LPP) of the event-related response to visual stimuli. More mindful participants showed lower LPP responses to high arousal

unpleasant (and pleasant) images, reflecting more benign appraisals of those stimuli. Consistent with hypo-egoic regulation theory, this research suggests that mindful attention may reduce egoic threat responses through reduced evaluative processing of threat stimuli.

A COMPONENT ANALYSIS OF HYPO-EGOIC MINDSETS

Mark R. Leary¹

¹*Duke University*

Hypo-egoic states – such as mindfulness, flow, compassion, and awe – are most likely to occur when people move out of their typical self-focused, egocentric, and egoic ways of thinking about themselves and instead (1) focus primarily on the present situation rather than past or future, (2) introspect minimally on their thoughts, motives, and feelings, (3) think about and evaluate themselves primarily in concrete ways, and (4) pay little attention to other people's evaluations of them. Together, these features of the hypo-egoic mindset foster equanimity by reducing distressing self-thoughts, lower self-centeredness and a myopic focus on one's own concerns, promote compassion and prosocial behavior, and lower ego-involvement and defensiveness. After describing a new model of hypo-egoic mindsets, data will be described that link these mindsets to a variety of hypo-egoic phenomena, including those discussed in the other presentations.

Symposium S-D9

WHEN AND WHY WOMEN STEP BACK FROM STATUS: THE ENDURING AND SELF-REINFORCING POWER OF TRADITIONAL GENDER ROLES

Friday, January 18, 3:30 pm – 4:45 pm, Room 225 – 227

Chair: Melissa Williams, *Emory University*

Female leaders are more visible than ever, but women nonetheless expect social penalties for exercising power (Brescoll) or pursuing quantitative interests (Master, Cheryan, & Meltzoff). Women may therefore choose to step back from high-status opportunities (Williams & Chen), choices that may be perceived as just and fair (Johnston & Diekman).

ABSTRACTS

WHEN “MOM’S THE BOSS”: CONTROL OVER DOMESTIC DECISION MAKING REDUCES WOMEN’S INTEREST IN WORKPLACE POWER

Melissa J. Williams¹, Serena Chen²

¹*Emory University*; ²*University of California, Berkeley*

Although men are typically considered to have more power than women, women are more likely than men to be primary decision makers in the household domain. We argue that the portrayal of women's traditional domestic role as incorporating a form of decision-making power (albeit limited in scope) is widespread in popular culture, and that this power is perceived as desirable and providing a subjective sense of control (Study 1). Yet power over household decision making may also function to reduce women's objections to a status quo in which they have less power overall, outside their traditional domestic role. Two experiments (Studies 2-3) found support for this hypothesis: wielding power over household decisions (but not merely carrying out domestic tasks) reduced women's interest in achieving power in the workplace. Men's interest in workplace power, on the other hand, was unaffected by the degree to which they wielded power at home.

WHO TAKES THE FLOOR AND WHY: GENDER, POWER, AND VOLUBILITY IN ORGANIZATIONS

Victoria L. Brescoll¹

¹*Yale University*

Although past research has recognized the importance of both power and gender for understanding volubility (i.e., talking time) in organizations, to date, identifying the unique contributions of power and gender to volubility has been elusive. Study 1 uses archival data from the United States Senate to show that there is a very strong, positive relationship between power and volubility for male senators, but a non-significant relationship for female senators. Study 2 replicates

this effect in an experimental setting by priming the concept of power and shows that though men primed with power talk more, women show no effect of power on volubility. Mediation analyses indicate that this difference is explained by women's concern that being highly voluble will result in negative consequences (i.e., backlash). Study 3 shows that powerful women are in fact correct in assuming that they will incur backlash as a result of talking more than others.

WHEN DO FEMALE ROLE MODELS MATTER? HOW STEREOTYPE THREAT SHAPES THE RECRUITMENT OF WOMEN INTO SCIENCE

Allison Master¹, Sapna Cheryan¹, Andrew N. Meltzoff¹

¹*University of Washington*

The lack of female role models is often cited as a barrier to the recruitment of young women into science, technology, engineering, and math (STEM) fields. In two studies, we investigated when female role models matter most for women. When told that men outperformed women in an introductory computer science course, women were significantly less interested in enrolling when the course had a male professor compared to a female professor. Moreover, reduced enrollment interest was predicted by women's concerns about being negatively stereotyped, rather than by their own anticipated success. Yet when gender differences in course performance were not mentioned, women were equally interested in courses with male and female professors, and enrollment interest was predicted by anticipated success rather than stereotype concerns. Thus, when negative stereotypes about women's ability in science are salient, a lack of female role models may prevent women from pursuing STEM careers.

PERCEIVING DESIRES, NOT DUTIES: BELIEVING WOMEN ARE IDEALLY MOTIVATED LEGITIMIZES THE EXISTING SYSTEM

Amanda M. Johnston¹, Amanda B. Diekman²

¹*University of Houston-Clear Lake*; ²*Miami University*

Our research demonstrates that gender roles are maintained not only by what traits men and women are believed to possess, but also why they are believed to possess them. Ideal motivation (i.e., desires) is related to situations of growth, whereas ought motivation (i.e., duties) to situations of security (Higgins, 1997). Consistent with substantial recent changes in women's (more than men's) social roles, we hypothesized that people would expect women to be more ideal-motivated (and less ought-motivated) than men (Study 1). We also hypothesized that gender differences in perceived ideal and ought motivations would provide support for the status quo, as gender stereotypes function as system-legitimizing beliefs (Jost & Kay, 2005). We found that exposure to information describing women as motivated by ideals led to greater endorsement of the existing social system (Study 2). Further, experiencing system threat resulted in greater ascription of ideal motivation to targets (Study 3).

Symposium S-D10

ON DOING AND HAVING: 10 YEARS OF ANSWERS TO “THE QUESTION” OF EXPERIENTIAL VERSUS MATERIAL CONSUMPTION

Friday, January 18, 3:30 pm – 4:45 pm, Room R02

Chair: Amit Kumar, *Cornell University*

Co-Chair: Thomas D. Gilovich, *Cornell University*

A decade has passed since Van Boven and Gilovich (2003) first demonstrated that experiential purchases tend to elicit a more durable happiness than material ones. What have we learned since then? This symposium explores recent empirical work investigating potential reasons for why experiences provide more lasting hedonic benefits than possessions.

ABSTRACTS
WE'LL ALWAYS HAVE PARIS: DIFFERENTIAL STORY UTILITY FROM EXPERIENTIAL AND MATERIAL PURCHASES
Amit Kumar¹, Thomas D. Gilovich¹¹*Cornell University*

Psychological research has shown that experiential purchases (a hike in the woods; a trip to Rome) bring us more happiness than material purchases (a designer shirt; a flat-screen television). The research presented in this talk investigates one potential explanation of this difference: that experiences prompt storytelling more than possessions do. Stories facilitate the re-living of the experience in question, they encourage embellishment, and they foster social connection—all of which serve to enhance enjoyment of the original event. Five studies demonstrate that people are more inclined to talk about their experiences than their material purchases and they derive more happiness from doing so; that taking away the ability to talk about experiences (but not material goods) would diminish the enjoyment they bring; and that being given the opportunity to talk about experiences (but not material goods) increases the satisfaction they bring.

I AM WHAT I DO, NOT WHAT I HAVE: THE CENTRALITY OF EXPERIENTIAL PURCHASES TO THE SELF-CONCEPT
Travis J. Carter¹, Thomas D. Gilovich²¹*University of Chicago Booth School of Business*; ²*Cornell University*

One reason why experiences might ultimately prove more satisfying and beneficial than material possessions is that experiences, being intangible and only persisting in memory (as opposed to the physical and outside persistence of possessions), form a closer connection to the self. We tested this possibility in several studies, and found that compared with material purchases, participants drew their experiential purchases physically closer to the self, were more likely to mention them when telling their life story, and felt that a purchase described in terms of its experiential, rather than its material, qualities would overlap more with their sense of who they are. Participants also felt that knowing a person's experiential purchases, compared to their material purchases, would yield greater insight into that person's true self. Importantly, this stronger connection between experiences to the self-concept mediates the greater satisfaction people derive from experiences as compared to possessions.

IT'S THE COMPANY THAT COUNTS: ENHANCING THE VALUE OF DISCRETIONARY SPENDING THROUGH SOCIAL CONSUMPTION
Peter A. Caprariello¹, Harry T. Reis²¹*State University of New York Stony Brook*; ²*University of Rochester*

Recent evidence suggests that spending discretionary money on experiences makes people happier than spending discretionary money on material goods. We propose that experiences are more likely to be shared with others whereas material possessions are more prone to solitary use, and that this distinction may account for their differential effects on happiness. We present evidence that including others is a key dimension of how people derive happiness from discretionary spending. These studies show that when the social-solitary and experiential-material dimensions were considered simultaneously, social spending was favored over solitary spending, whereas experiences showed no happiness-producing advantages over possessions. Furthermore, whereas spending money on shared experiences was valued more than spending money on either solitary experiences or on material possessions, solitary experiences were no more valued than material possessions. Together, these results add to growing evidence that the social context of discretionary spending is critical for happiness.

IN PURSUIT OF HAPPINESS: WHICH PURCHASES LIVE UP TO EXPECTATIONS
Ryan T. Howell¹, Paulina Pchelin¹¹*San Francisco State University*

Though experiential, rather than material, consumption leads to greater happiness, sometimes people seek out material comforts. Therefore, we examined if people inaccurately forecast the hedonic, eudaimonic, emotional, and economic value of their experiential purchases. Across three studies, using cross-sectional and longitudinal designs found in the experiential and forecasting literatures, we find evidence that people anticipate and experience (i.e., accurately forecast) higher positive emotions and greater eudaimonic well-being for experiential purchases. However, individuals grossly underestimate the perceived economic value of experiential purchases. That is, though people forecast that experiential purchases will be associated with lower perceived economic value, in retrospect, people evaluate experiential purchases as having higher economic value. Thus, people may be inclined to buy material items when they are seeking to maximize their anticipated value. Conversely, when individuals are focused on increasing positive emotions and eudaimonia, they may consume life experiences.

Block, Campbell and Distinguished Scholar Award Lectures

Friday, January 18, 5:00 pm – 6:30 pm

Friday, January 18, 5:00 pm – 6:30 pm, La Nouvelle Orleans Ballroom

Chair: David Funder, *University of California*

JACK BLOCK AWARD ADDRESS
Generative Lives, Redemptive Stories

Recipient: Daniel McAdams, *Northwestern University*

DONALD T. CAMPBELL AWARD ADDRESS
The Joy of Big Ideas

Recipient: Daniel Wegner, *Harvard University*

Accepting the Award on Behalf of Daniel Wegner: *Thalia Wheatley, Dartmouth University*

DISTINGUISHED SCHOLAR AWARD ADDRESS
Symptoms, Disclosure, and Pronouns

Recipient: James Pennebaker, *University of Texas at Austin*

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP's three highest honors. Dan P. McAdams is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Dan will talk about his research on the life stories of adults who are highly generative – whose lives are organized around making a positive contribution to future generations and leaving a lasting legacy. Daniel M. Wegner is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Thalia Wheatley will speak on Dan's behalf, and she will talk about his five most influential ideas and his lasting legacy on students and colleagues. James W. Pennebaker is the inaugural recipient of the SPSP Distinguished Scholar Award. Jamie will talk about his research on health, expressive writing, the analysis of natural language, and group and educational interventions.

Early Morning Special Session GSC Special Symposium Saturday, January 19, 8:15 am – 9:30 am

Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists

Room R07/08

Chairs: Kathryn Bollich, *Washington University in St. Louis*
and Jill Brown, *University of Toledo*

Where is personality and social psychology headed in the near future? As students progress through their M.A. and Ph.D. programs, many wonder what the field will look like in the coming years and how they should be a part of it. In this symposium, four of the field's most impactful researchers—Mark Leary, Laura King, Brian Nosek, and David Funder—will share valuable insights and research advice with the upcoming generation, including their thoughts on what topics and initiatives should define the field. Don't miss this unique opportunity!

Symposium Session E

Saturday, January 19, 9:45 am – 11:00 am

Symposium S-E1

CATEGORIES FOR COOPERATION: THE INTERACTIVE ROLE OF EVOLUTION AND EXPERIENCE

Saturday, January 19, 9:45 am – 11:00 am, Room R03 – R05

Chair: Leda Cosmides, *University of California, Santa Barbara*

Co-Chair: Andrew W. Delton, *University of California, Santa Barbara*

Are important social concepts and categories—group, ally, cooperater, cheater—created through learning and induction or are they prepared in advance of experience by natural selection? Based on data collected worldwide, this session's contributors affirm both answers: Evolution has created these categories but the local environment calibrates their operation.

ABSTRACTS

ERASING RACE IN BRAZIL: RACIAL CATEGORIZATION VARIES SYSTEMATICALLY WITH PATTERNS OF SOCIAL ALLIANCE ACROSS SEVEN BRAZILIAN STATES

Leda Cosmides¹, Emilia Yamamoto², Leonardo M. Cosentino⁴, Maria Lucia Seidl de Moura³

¹*University of California, Santa Barbara*; ²*Federal University of Rio Grande do Norte*; ³*Universidade do Estado do Rio de Janeiro*; ⁴*Universidade de São Paulo*

According to a recent proposal, racial categorization is a (reversible) byproduct of mechanisms that evolved for detecting alliances. We have previously tested this by exposing participants to a single, brief social interaction in which race failed to predict alliances, but another visual cue did; this manipulation reduced racial categorization. But the amount of updating elicited by a single interaction should depend on how strongly and stably race predicts alliances across situations. To test this, we conducted similar tests in seven Brazilian states that differ radically in their racial composition. Social class is a major dimension along which alliances are formed, and these states differ in the extent to which race predicts social class. Across states, the decrease in racial composition in response to alliance cues was highly correlated ($r = .97$) with how strongly race in that state predicted that targets were of the same social class as the participants.

CATEGORIES IN THE EVOLVED MIND AND POLITICAL COGNITION

Michael B. Petersen¹, Lene Aarøe¹

¹*Aarhus University*

How do individuals make sense of the complex dynamics of mass society? Here, we test the hypothesis that the mind understands large-scale political issues in part by using universal, evolved categories. Such categories would have evolved for social life in ancestral face-to-face societies, not to deal with nations of millions. Focusing on cognition about social welfare, we present a series of cross-national experiments and representative surveys involving thousands of subjects. We provide cross-cultural evidence that (1) welfare recipients are tracked by mental categories tailored to represent free-riders and cooperators in situations of face-to-face help-giving, (2) the activation of these categories reduces attention to differences between face-to-face situations and mass political issues and (3) their activation prompts welfare opinions to converge across national populations despite lifetimes of exposure to different welfare institutions. We conclude that evolved categories designed for small-scale social interaction permeates modern individuals' thinking about mass politics.

RACE AS COALITIONAL BYPRODUCT: THE STATE OF THE ART

David Pietraszewski¹

¹*Yale University*

Past work argues that sex, race, and age are fundamental categories of social cognition. Although likely true for sex and age, this is unlikely for race. Instead, recent work suggests race is a by-product of an evolved coalitional psychology and that racial categorization can be experimentally decreased in ways predicted by this hypothesis. Our goal is to more extensively test these predictions. We demonstrate that (1) crossing race with a novel coalitional alliance is sufficient to reduce categorization by race, (2) this effect can be augmented by, but does not depend on, visually-marking the coalitional alliance, (3) these same visual markings devoid of coalitional meaning have no effect, (4) the coalitional alliance need not involve antagonism, nor even explicit cooperation, (5) these manipulations have no impact on gender, accent, or age. These results reveal previously unknown features of coalitional psychology and challenge exclusively domain-general theories of social categorization.

ARE THERE SPECIALIZED SOCIAL CATEGORIES FOR COLLECTIVE ACTION? TESTING FOR AN EVOLVED FREE RIDER CONCEPT

Andrew W. Delton¹

¹*University of California, Santa Barbara*

A striking feature of human sociality is collective action: multiple individuals coordinating their behavior to produce a shared benefit. From co-op grocery stores to political parties to academic research centers, collective action permeates social life. Despite the large benefits it creates, collective action is difficult to evolve and to sustain. Part of this is because free riders take collective benefits without contributing. To prevent free riders from destroying collective action, they must be avoided or punished. But how does the mind appropriately categorize people as free riders? Is this ability produced by specialized psychological mechanisms or by more general processes? Results from a series of six studies (Delton et al., 2012, *JPSP*) suggest that the mind has a specialized free rider concept, one that follows an evolved social logic but not the logic of economic rationality or of a general-purpose moral psychology.

Symposium S-E2

THE SOCIAL PSYCHOLOGY OF PRIVACY AND SELF- DISCLOSURE

Saturday, January 19, 9:45 am – 11:00 am, Room R01

Chair: Eyal Peer, *Carnegie Mellon University*

Co-Chair: Alessandro Acquisti, *Carnegie Mellon University*

Novel online technologies satisfy, and fuel, our innate desires for communication, interaction, and self-representation, but also raise complex issues of privacy. As broadcasts of sensitive information become easier, balancing privacy and self-disclosure becomes harder.

In this symposium, we demonstrate several social and psychological aspects of privacy and self-disclosure behavior.

ABSTRACTS

AN EXPERIMENT IN HIRING DISCRIMINATION VIA ONLINE SOCIAL NETWORKS

Alessandro Acquisti¹, Christina M. Fong¹

¹*Carnegie Mellon University*

Anecdotal evidence and self-report surveys suggest that U.S. firms are using Web 2.0 and social networking sites to seek information about prospective hires. However, little is known about how the information they find online actually influences their hiring decisions. We present a series of controlled experiments of the impact that information posted on a popular social networking site by job applicants can have on employers' hiring behavior. In two studies (a survey experiment and a field experiment) we measured the ratio of callbacks that different job applicants received as function of their personal traits. The experiments focused on sensitive traits that are either unlawful or risky for U.S. employers to inquire about during interviews, but which can be inferred from applicants' online presences. We found evidence of discrimination based on sexual preference and religious affiliation, but not family status.

WHAT HIDING REVEALS: IRONIC EFFECTS OF WITHHOLDING INFORMATION

Leslie K. John¹, Michael Norton¹

¹*Harvard Business School*

Imagine being asked about your recreational drug habits by your employer, and knowing that if you are truthful you'll have to admit that you have occasionally indulged. We show that people believe that the best way to deal with such situations is to opt out of answering at all – but that this strategy is costly, because observers can infer the very worst when we choose not to answer such questions about ourselves: "If he refuses to even answer this question, he must have a serious drug problem." These results are particularly relevant given the increasingly frequent choices people make about whether or not to share sensitive personal information on online social networking websites.

"I CHEATED, BUT ONLY A LITTLE": FULL AND PARTIAL DISCLOSURES FOLLOWING AN UNETHICAL BEHAVIOR

Eyal Peer¹, Alessandro Acquisti¹, Shaul Shalvi²

¹*Carnegie Mellon University*; ²*University of Amsterdam*

We examine individuals' propensity to disclose their unethical behavior in a novel experiment that overcomes some shortcomings of previous research. The design measured the degree each individual participant cheated about his or her performance, and offered participants the option to confess to none, some, or all of their cheating. Thus, we were able to directly compare cheating behavior with confessions and to examine, for the first time, the propensity of cheaters to confess in full or in part, as a function of their degree of cheating. We found evidence of partial disclosures: admitting to some lying, but not all of it, especially among high-cheating participants who were more likely to only partially confess than to confess the full extent of their unethical behavior. Participants seem to restrict their honesty about their dishonesty, which presumably allows them to benefit from lying but still feel honest about themselves.

ONLINE DISCLOSURES AND IMPRESSION FORMATION

Laura Brandimarte¹, Francesca Gino²

¹*Carnegie Mellon University*; ²*Harvard Business School*

Intimate, embarrassing, even self-incriminating online disclosures have become common in social media. They can have long-lasting effects on individuals, because of the impressions others may form based on them. How will online disclosures affect each other's impression formation over time - when everyone may have embarrassing records online? In three studies we show that people express harsh judgments of others, based on disclosed traits, actions, or behaviors, even though they have made similar disclosures themselves. We show that this is because people a) apply double standards to personal and others'

disclosures; b) apply a compensation principle that causes them to be judgmental of a disclosed trait they consider a personal strength, to compensate for another disclosed trait they consider a weakness; and c) specifically for unethical behaviors, people perceive their disclosure as a way to redeem themselves, licensing them to be then harsher towards others who committed similar unethical behaviors.

Symposium S-E3

HOW MUCH INEQUALITY IS TOO MUCH INEQUALITY? EXPLORING ATTITUDES TOWARD DISPARITIES IN HEALTH, WEALTH, EDUCATION, AND GENDER

Saturday, January 19, 9:45 am – 11:00 am, Room R07 – R09

Chair: Aneeta Rattan, *Stanford University*

These papers examine four hotly debated areas of social inequality to ask: what is the ideal distribution of health outcomes; why do people advocate maintaining wealth inequality; what underlies Americans' lagging commitment to education as a fundamental right; and how do people generate understandings of the sources of gender inequality?

ABSTRACTS

SPREADING THE HEALTH: AMERICANS' IDEAL DISTRIBUTION OF HEALTH(CARE) AND DEATH

Michael I. Norton¹, Sorapop Piatkongsan²

¹*Harvard Business School*; ²*Harvard Kennedy School of Government*

Recent debates in the United States about universal health care – with some viewing the 2010 Patient Protection and Affordable Care Act (or "Obamacare") as a moral imperative but others viewing it as a government intrusion – have highlighted differences in opinion about how health care should be distributed among poor and rich Americans. Using two metrics – life expectancy and access to healthcare – we assessed people's understanding of how health outcomes are currently distributed among Americans, and their preferences for how health outcomes should be distributed. Importantly, we also explored whether Americans – rich and poor, liberal and conservative – showed consensus in their ideals. Estimated and ideal distributions of health and healthcare differed significantly for each metric: Americans across the political and economic spectrum preferred health(care) and death to be more equally distributed among the rich and poor.

A CHOICE MINDSET INCREASES THE ACCEPTANCE AND MAINTENANCE OF WEALTH INEQUALITY

Krishna Savani¹, Aneeta Rattan²

¹*National University of Singapore*; ²*Stanford University*

Wealth inequality has significant psychological, physiological, societal, and economic costs and has emerged as one of the most divisive issues in American society. We test whether the concept of choice, which is deeply valued by Americans, leads people to maintain and perpetuate wealth inequality. Choice, we argue, activates the belief that life outcomes stem from personal agency, not from societal factors, leading to the justification of wealth inequality. When choice was highlighted, people were less disturbed by facts about existing wealth inequality (Study 1), more likely to underestimate the role of societal factors in individuals' successes (Study 2), less likely to support a more equal distribution of resources (Study 3), and less likely to tax the rich even to resolve the federal budget deficit crisis (Study 4). The findings indicate that the value Americans place on the cultural ideal of choice may obstruct attempts to rectify wealth inequality.

THE DENIAL OF EDUCATION AS A FUNDAMENTAL RIGHT

Aneeta Rattan¹, Krishna Savani², Carol S. Dweck¹

¹*Stanford University*; ²*National University of Singapore*

Forty-nine state constitutions include public education as a fundamental right. Despite this, the U.S. is rife with educational inequality. We hypothesized that people's commitment to education as a right might be undermined by culturally pervasive beliefs about the unequal distribution of the potential for intelligence. The more Americans

believed that not everyone has the potential for high intelligence, the less they believed that education ought to be a fundamental right (Studies 1 and 2). Study 3 presented a case highlighting educational inequality, in which parents lied to enroll their children in a better school district. Participants exposed to the unequal distribution of the potential for intelligence rated these children as undeserving of the education they received and criminalized the parents' actions by advocating for jail time. Thus, beliefs about the unequal distribution of the potential for intelligence contribute to the erosion of Americans' commitment to the right to public education.

LEGITIMIZING INEQUALITY IN STABLE, UNCHANGING SYSTEMS

Kristin Laurin¹, Danielle Gaucher², Aaron Kay³

¹Stanford Graduate School of Business; ²University of Winnipeg; ³Duke University: The Fuqua School of Business

Modern society is rife with inequality. People's interpretations of these inequalities, however, vary considerably: People can explain group inequalities as being the result of systemic discrimination, or as being the fair and natural result of genuine differences between the groups in question. Drawing on broad theories of rationalization, we predicted that people who perceive their systems as stable and unchanging influences on their lives would be particularly likely to legitimize inequalities in those systems, presumably to avoid the uncomfortable feeling of being "trapped" in a subpar system. Participants who witnessed stability in the domain of gender relations (Study 1), or who were primed with the concept of stability (Study 2), subsequently legitimized inequality more strongly than other participants in the domain of poverty (Study 1) or gender equality (Study 2). These findings contribute to an emerging body of research aiming to identify conditions that promote and prevent system justifying tendencies.

Symposium S-E4

BEYOND "THANKS": DIVERSE PERSPECTIVES ON THE ANTECEDENTS, BEHAVIORS, AND CONSEQUENCES OF GRATITUDE

Saturday, January 19, 9:45 am – 11:00 am, Room 206 – 207

Chair: Amie Gordon, *University of California, Berkeley*

Co-Chair: Sara B. Algoe, *University of North Carolina at Chapel Hill*

The past decade has witnessed a rapid increase in research on gratitude and its importance for both social and personal well-being. The current symposium showcases the latest research on the antecedents, behaviors, and consequences of gratitude. The speakers examine gratitude from social, personality, biological, and economic perspectives.

ABSTRACTS

INDIVIDUAL DIFFERENCES IN GRATITUDE AND THEIR RELATIONSHIPS WITH WELL-BEING AND HEALTH

Alex Wood¹

¹University of Manchester

In this talk, I overview a program of research examining gratitude as an individual difference, its causes and consequences, and underlying mechanisms. Specifically, I present several studies showing that (a) gratitude is conceptualized as a life orientation towards noticing and appreciating the positive in life; (b) gratitude longitudinally leads to less stress and depression and greater social support; (c) the relationship between gratitude and well-being persists after controlling for other personality traits (assessed with the 30 facets of the NEO-PIR big five measure); (d) gratitude operates through the existence of positive schemas; and (e) interventions to increase gratitude are as effective at improving depression, anxiety, and body image as the gold standard techniques used in clinical therapy. Together, this set of studies illuminates how gratitude develops, what it is related to, and the mechanism through which these relationships operate.

TOO TIRED TO SAY THANKS? A MULTI-METHOD INVESTIGATION OF SLEEP AND GRATITUDE

Amie M. Gordon¹, Serena Chen¹

¹University of California, Berkeley

Gratitude is good—people who experience gratitude are happier, healthier, and more prosocial. But what factors influence whether or not people experience gratitude in their everyday lives? We conducted three studies to test the impact of a basic biological process—namely, sleep—on experiences of gratitude. In Study 1, poor sleep impaired people's ability to feel more grateful after counting their blessings. In Study 2, people experienced decreases in felt gratitude following nights of poor sleep, and this was due in part to increased feelings of selfishness. In Study 3, people felt less grateful towards their romantic partners during a problem-solving discussion if their partners had slept poorly the previous night. In turn, people who slept poorly perceived this lack of gratitude from their partners and reported feeling less appreciated. Overall, these studies suggest the potentially important role that sleep (or lack thereof) plays in people's experiences of gratitude.

GRATITUDE INCREASES PROSOCIAL DECISION MAKING IN ECONOMIC EXCHANGE

Jolie Baumann¹, David DeSteno¹, Monica Y. Bartlett², Lisa A. Williams³, Leah Dickens¹

¹Northeastern University; ²Gonzaga University; ³University of New South Wales

We examined whether well-established links between the social emotion gratitude and prosocial behavior extend to a context where self-interest typically plays a decisive role: economic decision making. Findings demonstrate that gratitude functions to engender more cooperative economic exchange even at the expense of greater individual financial gains. Specifically, after real-time experimental inductions of gratitude, increased felt gratitude was shown to directly mediate increased monetary giving within the context of an economic game. This was true even where such giving increased communal profit at the expense of individual gains. Moreover, increased giving occurred regardless of whether the beneficiary was a known individual or complete stranger, thereby removing the possibility that it stemmed from simple awareness of reciprocity constraints. Such instances of pay it forward behavior stemming from the experience of gratitude likely contribute to the formation and maintenance of stable exchange relationships that help individuals build social and economic capital.

EXPRESSION UNLOCKS GRATITUDE'S SOCIAL FUNCTIONS

Sara B. Algoe¹

¹University of North Carolina at Chapel Hill

The find-remind-and-bind theory of gratitude (Algoe, Haidt, and Gable, 2008) positions gratitude as evolved to draw attention to benefactors who are particularly well-suited as relationship partners, and solidify connections between beneficiary and generous benefactor. Two recent studies highlight the important role of expressed gratitude in downstream relational consequences for each member of the dyad. Study 1 focuses on expressed gratitude between members of romantic partners in a lab interaction, demonstrating that the impact of expressed gratitude from one partner to the other forecasts increases in the benefactor's relationship satisfaction over six months. Study 2 involves women with metastatic breast cancer. Evidence suggests that grateful people may receive personal benefits, such as improved perceptions of social support, but only by expressing their emotions to the benefactor. Discussion focuses on the key role of other-focus in triggering gratitude as well as in bringing benefits to the grateful beneficiary and thoughtful benefactor.

Symposium S-E5**INFLUENCES ON PERSONALITY TRAIT STABILITY AND CHANGE ACROSS TIME AND CONTEXTS**

Saturday, January 19, 9:45 am – 11:00 am, Room 217 – 219

Chair: Daniel Briley, *University of Texas at Austin*

What processes are at play in personality trait change and stability? This symposium offers three perspectives at specific developmental periods (childhood, transition to work, and old age) and a synthesis of longitudinal, behavior genetic studies across the lifespan. Emphasis is placed on developmental milestones, environmental transitions, and genetic predispositions.

ABSTRACTS**CONTINUITY OF GENETIC AND ENVIRONMENTAL INFLUENCES ON PERSONALITY TRAITS ACROSS THE LIFESPAN: A META-ANALYSIS OF LONGITUDINAL TWIN-ADOPTION STUDIES**Daniel A. Briley¹, Elliot M. Tucker-Drob¹¹*University of Texas at Austin*

The differential stability of personality is well-established at the phenotypic level. Although there is substantial re-ordering of individuals in childhood, test-retest correlations peak near the age of 30 and remain stable throughout adulthood. Several reviews have postulated that genetic influences are a driving force of personality stability in light of the large body of evidence which demonstrates that about half of personality trait variation at a single time point is driven by genetic influences. However, studies that link these two approaches are relatively rare, and an integrative analysis has not taken place. We meta-analyzed 24 longitudinal, twin-adoption studies from 21 unique samples comprising 21,057 twin or sibling pairs. The stability of genetic influences increases to near unity early in life, but the stability of environmental influences also increases with age and peaks much later. This indicates that both genetic and environmental influences are important determinants of increasing personality trait stability.

THE NATURE OF PERSONALITY TRAITS ACROSS THE LIFESPAN: A CONSTRUCT VALIDATION STUDY IN CHILDREN AND ADOLESCENTSJennifer L. Tackett¹, Shauna Kushner², Filip De Fruyt³, Ivan Mervielde³¹*University of Houston*; ²*University of Toronto*; ³*Ghent University*

The study of child personality is still in its infancy, with remaining questions about the nature of child personality traits holding both theoretical and methodological import for a better understanding of personality across the lifespan. Data on child personality, temperament, and problem behaviors were collected on a sample of 803 youth (48.4% male) ranging in age from 6-18. Analyses supported strong convergence between two independently developed, empirically derived measures of child personality across all five major trait domains. Overlapping variance was also established with assessment of temperament traits, although substantial non-overlapping variance clearly suggested differences in content measured in temperament and child personality assessments. Links with behavioral problems provided evidence for criterion validity of child personality traits and additional nuances regarding substantive differences across measures. Results will be discussed within a lifespan perspective of personality trait construct validity, from temperamental traits in early life to personality traits in adulthood.

MILITARY EXPERIENCE AND PERSONALITY TRAIT CHANGE: DOES THE MILITARY MAKE THE MAN OR DOES THE MAN MAKE THE MILITARY?Joshua J. Jackson¹¹*Washington University in St. Louis*

This talk investigates whether the highly regimented training that military recruits endure can change personality traits. Determining whether military training – or any life experience – leads to personality change is difficult because life experiences are not completely random. To test the effect of military training, propensity score matching was employed using a large longitudinal sample of German males. This

novel technique reduces selection biases inherent in observational studies to better replicate what would be found if randomized interventions could be performed. Results indicated that personality traits and other background factors prospectively predicted the decision to enter the military, indicating selection biases exist. After accounting for these confounds, military training was associated with changes in personality. Compared with a control group, military recruits had lower levels of agreeableness after training. These levels persisted 5 years after training, even after participants entered the labor market, suggesting that the military has a lasting influence.

NEW DIRECTIONS IN THE STUDY OF DIFFERENTIAL STABILITY OF PERSONALITY ATTRIBUTES ACROSS THE LIFE SPANM. Brent. Donnellan¹, Richard E. Lucas¹, Jessica Wortman¹¹*Michigan State University*

The differential stability of personality attributes increases from childhood to adulthood. This talk will summarize efforts to extend this literature in terms of empirical research and the modeling of longitudinal data. First, we consider whether the pattern of stability coefficients has an inverted U-shape across the life span such that stability declines in old age. Evidence from two national studies both show a late-life decline in the differential stability of the Big Five traits in Germany (N = 20,434) and Australia (N = 13,134). Second, we describe how the STARTS model (e.g., Kenny & Zautra, 2001) provides an integrative framework for modeling differential stability. We use this model to clarify the stability of global self-esteem during the transition to adulthood using a longitudinal sample followed from ages 13 to 32 (N=451). We also discuss issues with the STARTS model in terms of research design and potential estimation difficulties.

Symposium S-E6**NOT EVERYTHING IS VANILLA: EXAMINING NON-MONOGAMOUS RELATIONSHIPS CAN BROADEN OUR UNDERSTANDING OF RELATIONAL PROCESSES**

Saturday, January 19, 9:45 am – 11:00 am, Room 228 – 230

Chair: Jennifer Harman, *Colorado State University*

Value-laden judgments about monogamy have impacted psychological science, as most theories and psychological concepts have assumed dyadic relationships. This panel will present novel data on topics such as power, closeness, jealousy, and sexual health in non-monogamous relationships to provide insight into how the study of non-monogamy can change psychological research.

ABSTRACTS**SEXUAL NETWORK PARTNERS IN TANZANIA: LABELING, POWER AND SOCIAL IDENTITY**Jennifer J. Harman¹, Michelle R. Kaufman², Eric Aoki¹, Carlie D. Trott¹¹*Colorado State University*; ²*Johns Hopkins School of Public Health*

Non-monogamous relationships are normative in Tanzania, and there are strong double standards about how men and women in sexual networks are labeled. For both men and women, these labels communicate expectations and sanctions for behavior that align with and deviate from socialized gender roles. The current study explores how patriarchal power and dominance are reflected in the labels used to describe men and women engaged in multiple concurrent sexual partnerships. Transcripts from eight focus groups across 4 regions of Tanzania were thematically analyzed using a grounded theory analytic approach. Findings suggest that, for men, power-embedded labels promote non-monogamous relationship initiation and maintenance; whereas power-embedded labels appear to subjugate women's identities, undermine their agency, and serve to maintain gender inequalities. Discussion centers on how labeling of roles within sexual networks impacts perceptions and behaviors of individuals occupying such roles. Implications for social psychological theory on intimate relationships will also be discussed.

SEXUAL AND EMOTIONAL JEALOUSY IN POLYAMOROUS RELATIONSHIPSBjarne M. Holmes¹¹*Champlain College*

There is little research on jealousy outside monogamous relationships. Polyamory is defined as maintaining simultaneous committed relationships with multiple persons, with consent from all partners. Understanding jealousy within this unique population could advance theories within relational science. Evolutionary theorists propose gender differences in jealousy responses (Buss et al., 1992). Another factor that could influence jealousy in these minority relationships is the level of interaction between various partners. 196 participants (127w 69m; Mean age 41, SD 11.4, Range 20-72) in polyamorous relationships completed measures of emotional and sexual jealousy and questions about how much they interacted with their partner's partner. Gender did not predict either emotional ($\beta = .10$, $p = ns$) or sexual ($\beta = -.01$, $p = ns$) jealousy. Instead, consistent with predictions, the more participants interacted with a partner's partner, the less sexual jealousy they reported ($\beta = -.42$, $p < .001$). Results were not significant for emotional jealousy or for interaction terms between gender and inclusivity.

SAFER SEXUAL HEALTH STRATEGIES AMONG CHEATERS AND NON-MONOGAMOUS INDIVIDUALSJes L. Matsick¹, Amy C. Moors¹, Ali Ziegler¹, Terri D. Conley¹¹*University of Michigan*

Monogamy is a behavior that many aspire to but find challenging to implement. Interestingly and despite evidence to the contrary, research suggests that individuals overwhelmingly view monogamous relationships as disease-free relationships (Conley et al., 2012). Safer sex behaviors were examined among 380 sexually unfaithful monogamous individuals and 411 consensually non-monogamous individuals (people who have mutually agreed with their partners to have other sexual/romantic partners). Sexually unfaithful individuals were less likely to use barriers during their extradyadic encounter, tell their partner about the encounter, and get tested for STIs than the consensually non-monogamous individuals. Moreover, sexually unfaithful individuals were more likely to make condom use mistakes, such as putting the condom on the wrong way than consensually non-monogamous individuals. These findings suggest that consensual non-monogamy may provide a safer avenue for sexual expression than failed attempts at monogamy. Implications for social and sexual health research will be discussed.

NEED FULFILLMENT IN POLYAMOROUS RELATIONSHIPSMelissa E. Mitchell¹, Kim Bartholomew¹, Rebecca J. Cobb¹¹*Simon Fraser University*

Polyamorous relationships are characterized by simultaneous consensual romantic relationships with multiple partners. Polyamory allows individuals to fulfill their relationship needs with multiple romantic partners, yet researchers have not identified how having needs met in one romantic relationship may be related to relationship outcomes in a concurrent relationship. Polyamorous individuals ($N = 1093$) completed online measures of need fulfillment, relationship satisfaction, and commitment for two romantic relationships. Participants reported high levels of need fulfillment and satisfaction in both relationships. Need fulfillment with one partner negatively predicted approximately 1% of the variance in relationship satisfaction with the other partner; however, there was no association between need fulfillment with one partner and commitment to the other. These findings suggest that polyamorous relationships are relatively independent of each other. This study provides initial evidence that despite cultural norms that demand and privilege monogamy, polyamory may be a viable and fulfilling alternative relationship form.

Symposium S-E7**TURNING THE TABLES: SOCIAL PSYCHOLOGISTS AS SUBJECTS OF RESEARCH**

Saturday, January 19, 9:45 am – 11:00 am, Room 208 – 210

Chair: A. Janet Tomiyama, *University of California, Los Angeles*

This symposium explores social psychologists as research participants. Two studies conducted on attendees to a conference of experimental social psychologists investigated (1) self-admissions of unflattering attributes and (2) eating behavior. A third study examined levels of ethnic and gender discrimination by social psychologists relative to those in other fields.

ABSTRACTS**HERE'S A CRAZY IDEA: NEGATIVE ACKNOWLEDGMENT IN EVALUATIVE CONTEXTS**Andrew H. Ward¹, Brenner Lyle²¹*Swarthmore College*; ²*University of Florida*

We investigated the use of "negative acknowledgment," an interpersonal strategy for moderating perceivers' disparaging judgments through the self-admission of an unflattering attribute. Examples of negative acknowledgment were predicted to be common in highly evaluative settings, and indeed, a field study conducted at a conference of experimental social psychologists revealed that the majority of observed symposium presenters relied on this strategy. In a second study, the imposition of cognitive load eliminated the capacity of negative acknowledgment to temper perceivers' negative perceptions. This finding suggests that significant cognitive resources are required for perceivers to contrast their evaluations with the relevant negative message. Together, the studies indicate that, when used appropriately, negative acknowledgment represents a sophisticated tool for impression management.

EFFECTS OF IMPLICIT AND EXPLICIT HEALTH MESSAGES ON FOOD CHOICETraci Mann¹, Heather Scherschel¹, Maryhope Howland¹¹*University of Minnesota*

We investigated the effects of explicit and implicit health messages on food selection at two academic conferences, including an experimental social psychology conference. Explicitly – but not implicitly – labeling a food healthy may inadvertently license people to indulge, imply that it tastes bad, or lead to reactance. We manipulated the signs on healthy foods such that they explicitly stated the food was healthy, implicitly suggested it, or did not mention health. In both studies, participants were more likely to choose the healthy food when it was labeled with the implicit health message than when it was labeled with the explicit health message, which itself was not more effective than the control message. In Study 2, we also found that participants were more likely to make a healthy choice when that option was labeled with explicit messages about other plausible benefits of that choice, and did not refer to health at all.

HETEROGENEITY IN DISCRIMINATION?: A FIELD EXPERIMENT WITH UNIVERSITY FACULTYModupe Akinola¹, Katherine L. Milkman², Dolly Chugh³¹*Columbia Business School, Columbia University*; ²*The Wharton School, University of Pennsylvania*; ³*Stem School of Business, New York University*

We explored heterogeneity in discrimination by sending emails from fictitious prospective doctoral students to over 6,500 professors at top U.S. universities and examined response rates across 133 disciplines and 258 institutions. To manipulate students' perceived ethnicity and gender, email signatories were randomly assigned identity-signaling names (Caucasian, Black, Hispanic, Indian, Chinese; male, female). Faculty response rates indicated that discrimination against women and minorities is far from evenly distributed in academia. Instead, discrimination varies meaningfully by discipline and is more extreme in higher paying disciplines and at private institutions. These findings documenting who discriminates most suggest where targeted efforts

to reduce discrimination in academia are most needed and that similar research may help identify areas in other industries where programs designed to reduce bias should be focused. Further, these findings raise important questions for future research about how and why pay and institutional characteristics may alter the manifestation of bias.

Symposium S-E8

MEANS ADOPTION IN SINGLE AND MULTIPLE GOAL CONTEXTS

Saturday, January 19, 9:45 am – 11:00 am, Room 211 – 213

Chair: Edward Orehek, *University of Pittsburgh*

We will outline when a means attached to a single (vs. multiple) goal(s) is preferred, what means is preferred in single goal pursuit, how a means is adopted in a self-control dilemma, and how extremism and passion contribute to the adoption of a means that is detrimental to alternative goals.

ABSTRACTS

THE INFLUENCE OF SELF-REGULATORY MODES ON MEANS EVALUATION IN SINGLE GOAL AND MULTI-GOAL CONTEXTS

Edward Orehek¹

¹*University of Pittsburgh*

Some means of goal attainment are capable of attaining more than one goal at the same time. Such means have an advantage over means that serve a single goal because they attain greater overall value. However, they have the disadvantage (relative to single goal means) of reducing the association between the means and each of the goals (Zhang, Fishbach, & Kruglanski, 2007). In turn, reduced association strength is interpreted as decreased means instrumentality. Given the tradeoff between value (favoring multi-goal means) and instrumentality (favoring single goal means), the question is under what conditions one or the other would be selected. Based on regulatory mode theory (Higgins, Kruglanski, & Pierro, 2003; Kruglanski et al., 2000), it was predicted and found in five experiments that individuals operating in a locomotion self-regulatory mode prefer a single goal to multi-goal means, whereas individuals operating in an assessment mode prefer multi-goal to single goal means.

THE UNIQUENESS HEURISTIC: A PREFERENCE FOR UNIQUE OPTIONS FOR A SINGLE GOAL

Ayelet Fishbach¹, Luxi Shen¹

¹*University of Chicago Booth School of Business*

This research identifies a “uniqueness heuristic” in goal-based choice: a preference for unique choice options for pursuing a single goal. Choosers prefer a unique option, including an option that is less frequent within its choice set (e.g., a red apple in a bowl of green apples) and an option that is atypical to a category (e.g., an unusual ice cream flavor), when pursuing either Goal A alone or Goal B alone, but not when pursuing these goals together. This preference for unique options is the result of perceived high instrumentality of unique options for any single goal. Six experiments demonstrate the preference for uniqueness using various subtle methods of single versus multiple goal activation. They document a greater preference for unique choice options for single (rather than several) consumption opportunities, product uses, and beneficiaries of the choice.

THE TEMPORAL PROFILE OF SELF-CONTROL DECISIONS

Melissa J. Ferguson¹

¹*Cornell University*

We examined the continuous motor output (of the hand) within a choice paradigm. We asked people who had the goal to eat healthfully to choose between a healthy (e.g., salad) versus unhealthy (e.g., candy) option using the computer mouse. Participants were told to choose what they would most ideally want to eat according to their long-term goals. Although the vast majority of participants chose the healthy options, their hand trajectories showed significant, continuous

curvature toward the unhealthy options. The competition between the two goals (health versus hedonic eating) was resolved in a continuous (vs. discrete) manner. There was also a significant relationship between characteristics of this curvature toward temptations and self-control variables, including motivation and skill. These data show that the act of controlling impulses for temptations is continuous, and that the dynamics of this control can predict individual differences relevant for the self-control domain.

ON COMMITMENT AND EXTREMISM: A GOAL SYSTEMIC ANALYSIS

Arie W. Kruglanski¹, Kristen Klein¹, Jocelyn Belanger¹

¹*University of Maryland*

The phenomenon of “extremism,” involved among others in political radicalization, militancy and the use of violence is explored in this paper. Extremism is conceptualized as “counterfinal means,” that while serving a given focal goal is detrimental to other objectives. Because of the attributional logic of the augmentation principle, a counterfinal means will be perceived as more instrumental to the focal objective than a unifinal means serving the focal objective only. Where the alternative ends to which the counterfinal means is detrimental are present, its use will be deemed “irrational,” and avoided. However, with increased commitment to the focal goal, these alternative ends will be suppressed and the tendency to use the counterfinal, extreme, means will increase. Empirical studies relevant to the present analysis will be presented including findings that individuals characterized by obsessive passion are more likely to view the extreme means as particularly instrumental than individuals with harmonious passion.

Symposium S-E9

EXPLAINING THE EFFECTS OF THREATS ON CULTURAL WORLDVIEW DEFENSES: COMMON GROUND AMONG DIVERGENT PERSPECTIVES

Saturday, January 19, 9:45 am – 11:00 am, Room 220 – 222

Chair: Immo Fritsche, *University of Leipzig, Germany*

Non-conscious threat effects on cultural worldview defenses are investigated from terror management, reactive approach-motivation, compensatory control, and group-based control perspectives. New research will illuminate commonalities and differences in the structural aspects and temporal dynamics of various threats and defenses. Integrative views of psychological threats and defenses are proposed.

ABSTRACTS

INTEGRATING RESEARCH BY EXAMINING THE EXISTENTIAL NATURE OF HUMAN MOTIVATION

Daniel Sullivan¹, Thomas Pyszczynski², Jeff Greenberg³

¹*University of Kansas*; ²*University of Colorado*; ³*University of Arizona*

Experimental existential psychology proposes that humans are unique because they possess symbolic consciousness and temporal self-awareness. As a result, humans exist simultaneously in three phenomenological worlds: the symbolically mediated natural environment (Umwelt), the social world (Mitwelt), and the inner world of personal experience (Eigenwelt). The basic motives humans share with other organisms are transformed by their existence in these three worlds. In particular, terror management theory proposes that humans' awareness of their impending mortality alters their effectance, epistemic, and social motives. The need for effectance is transformed into a motive for self-esteem. The need for epistemic certainty is transformed into a quest for particular meanings. And basic social needs are transformed into a desire for the approval of others and strong attachment. Existential threats to these three motives arouse the potential for death-related anxiety.

Recognizing how self- and death-awareness alter human motives has important implications for research and theory.

GOAL IMPEDANCE, ANXIETY, AND REACTIVE APPROACH-MOTIVATION FOR IDEALS AND WORLDVIEWS

Ian McGregor¹, Kyle Nash², Mike Prentice³, Chelsea Ferriday¹, Kristin Laurin⁴, Aaron Kay⁵

¹York University; ²University of Basel; ³Missouri University; ⁴Stanford University; ⁵Duke University

Threat-defense research guided by diverse theories has found that various threats (e.g., achievement, relationship, and mortality) cause reactive confidence in personal agency and ideals. Reactive approach-motivation research has demonstrated that this reactive confidence activates approach-motivated states that powerfully down-regulate the anxiety that arises from the goal impedance that is induced by the threats (e.g., McGregor, Nash, Mann, & Phills, 2010; Nash, McGregor, & Prentice, 2011). Five studies demonstrate it is only highly approach-motivated people who react with heightened personal agency. Lows react with diminished personal agency and exaggerated defense of external sources of agency, instead. Exaggeration of personal vs. external agency appears to manifest in different forms of religious extremism, and to relieve anxiety in different ways. Differential findings in the literature may arise from use of more or less: a) idealistic vs. group based dependent variables, b) personal vs. external threats, and c) approach-motivated samples.

COMPENSATORY CONTROL AND THE PSYCHOLOGICAL ADVANTAGE OF HIERARCHY

Justin Friesen¹, Aaron Kay², Richard P. Eibach¹, Adam D. Galinsky³

¹University of Waterloo; ²Duke University; ³Northwestern University

In human societies hierarchies are ubiquitous. Partly this is because they provide functional benefits. Additionally, however, we propose that social hierarchies – being structured and orderly – are defended because they fulfill psychological needs for structure and order that are elicited when personal control is low (Kay et al., 2010). Across five studies we demonstrate that individuals prefer hierarchies in order to compensate for personal control threats: With low personal control, participants more strongly endorsed hierarchy-promoting ideology, preferred hierarchy-enhancing occupations, and saw more hierarchy occurring in ambiguous situations. A manipulation that framed hierarchy as unstructured – but beneficial in other ways – reversed the effect so that participants who experienced control threat now disliked social hierarchy. We suggest these findings integrate other theories of hierarchy defense, such as social dominance and system justification, suggesting both why hierarchies are preferred over other forms of social organization and why, once established, they are defended so vigorously.

GROUP-BASED CONTROL: THE UNIQUE EFFECTS OF CONTROL THREAT ON ETHNOCENTRISM AND COLLECTIVE ACTION TENDENCIES

Immo Fritsche¹, Eva Jonas²

¹University of Leipzig; ²University of Salzburg

When people perceive personal control to be low, acting in terms of social identities – as group members – may symbolically restore their sense of general control. This is why ethnocentric tendencies (e.g., ingroup bias) and ingroup norm compliance might be increased when personal control is threatened. We tested this hypothesis in three experiments and one longitudinal study showing that control threat salience increased pro-ingroup behaviors (Studies 1 - 4). These effects were independent of parallel effects of uncertainty (Study 2) and were most pronounced when people were highly identified with their ingroup (Study 3). In addition, ingroup norms determined the direction of the effect with control threat increasing employees' commitment to organizational change when an organizational change norm was made salient (Study 4). These findings support a model of group-based control and complement previous research on motivated intergroup behavior and socio-cognitive strategies to cope with deficits in personal control.

Symposium S-E10

THE BENEFITS AND BURDENS OF CROSS-GROUP INTERACTIONS

Saturday, January 19, 9:45 am – 11:00 am, Room 225 – 227

Chair: Marlone Henderson, *University of Texas at Austin*

Our world is shrinking due to technology, immigration, and globalization. Four talks showcase positive and negative consequences of cross-group interactions. Henderson highlights prosocial benefits from cross-ethnic interactions. Then, Apfelbaum highlights cognitive and performance burdens from ethnically homogenous group interactions. Lastly, Page-Gould and Hawi highlight benefits and burdens from cross-ethnic friendships.

ABSTRACTS

WHEN OTHERS CROSS PSYCHOLOGICAL DISTANCE TO HELP: HIGHLIGHTING PROSOCIAL ACTIONS TOWARD OUTGROUPS ENCOURAGES PHILANTHROPY

Marlone D. Henderson¹, Szu-chi Huang¹, Chiu-chi A. Chang²

¹University of Texas at Austin; ²Shippensburg University of Pennsylvania

Highlighting others' prosocial actions is a particularly powerful way of encouraging helping behavior. The media often highlight cases in which individuals engage in prosocial actions toward ingroup members. The media also frequently highlight cases in which individuals engage in prosocial actions toward outgroup members. Across four experiments, we show that people feel more inspired to engage in prosocial actions (volunteering, donations) after they learn about individuals who help targets that have a different (vs. same) nationality than those individuals. Specifically, we show that people are more motivated to engage in prosocial actions after they learn about others who help ethnic outgroup (vs. ingroup) targets. Further, we show that highlighting others' outgroup helping behavior leads people to be more attracted to engaging in prosocial action because such helping behavior violates people's lay belief about cross-group interactions and helping, making it more psychologically salient for people. Implications for philanthropy are discussed.

THE VALUE OF DIVERSITY: RACIALLY HOMOGENOUS GROUPS CAN PROMOTE AN OVERSIMPLIFIED MINDSET

Evan P. Apfelbaum¹, Katherine W. Phillips², Jennifer A. Richeson³

¹Massachusetts Institute of Technology; ²Columbia University; ³Northwestern University

We show that mere assignment to racially homogeneous (vs. diverse) groups promotes an oversimplified mindset: greater susceptibility to a classic attribution bias when estimating personal responsibility for group performance, heightened (perhaps, even illusory) sense of personal control over outcomes, and the tendency to treat early indicators of group performance as wholly indicative of future group potential. Further, we demonstrate that people in homogeneous groups become more affectively invested in their group's efforts because of their tendency to see complex group tasks in oversimplified terms – an effect sufficiently powerful to affect subsequent task performance. It appears that membership in homogeneous groups can lull people into a heuristic mindset through which they systematically oversimplify their group experience, where as membership in diverse groups buffers this tendency. We discuss how the value of diversity may lie not only in what diversity adds to group functioning, but also in what homogeneity takes away.

CROSS-GROUP FRIENDSHIP AND RESILIENCE TO NEGATIVE INTERGROUP INTERACTIONS

Elizabeth Page-Gould¹, Chad M. Danyluck¹

¹University of Toronto

Given that intergroup interactions can go awry, how do people with cross-group friendships maintain positive intergroup orientations? Combining longitudinal, experimental, behavioral, physiological, and self-report data, we explored how people cope with different types of

negative intergroup experiences: (1) intergroup conflicts in daily life; (2) intergroup interaction that is perceived as high-conflict; (3) experiences of discrimination. People with no cross-group friends showed spillage of negative affect to subsequent social interactions after an intergroup conflict, and they exhibited more tense behaviors, patterns of physiological threat, and dampened post-stressor recovery after negative intergroup interactions and after recalling past discrimination. Among people with cross-group friends, intergroup conflicts did not impact the quality of subsequent interactions, and people with cross-group friends showed speedy physiological recovery following negative intergroup experiences in the lab. These studies focus on the subjective processes that explain how positive intergroup relations can be sustained in the face of negative intergroup experiences.

DISCRIMINATION, CROSS-ETHNIC FRIENDSHIPS, AND THEIR EFFECTS ON ETHNIC ACTIVISM: A LONGITUDINAL INVESTIGATION OF THREE ETHNIC MINORITY GROUPS

Linda R. Tropp¹, Diala Hawi¹, Colette Van Laar², Shana Levin³

¹University of Massachusetts Amherst; ²Leiden University; ³Claremont McKenna College

Recent survey research shows that positive contact with Whites can lead minorities to perceive less discrimination against their groups (Dixon et al., 2010; Wright & Lubensky, 2009) and that perceptions of discrimination can curb the potentially positive effects of contact (Tropp, 2007). The present longitudinal research extends this work, by examining relationships between cross-ethnic friendships and perceptions of discrimination over time among African American, Latino, and Asian American college students in the United States. Results indicate that, over time, greater friendships with Whites predicted both lower perceptions of discrimination and less support for ethnic activism. In addition, increases in perceptions of discrimination during college predicted fewer friendships with Whites. However, these trends were moderated by participant ethnicity, such that they were strongest among African American participants and weakest among Asian American participants. Implications of these findings for future research on intergroup contact, minority-majority relations, and ethnic group differences are discussed.

Symposium S-E11

NEW ANSWERS TO OLD QUESTIONS: NOVEL APPROACHES TO THE STUDY OF HUMAN PROSOCIALITY

Saturday, January 19, 9:45 am – 11:00 am, Room R02

Chair: Kristina Olson, *Yale University*

Co-Chair: Jamil Zaki, *Stanford University*

Across four talks, we explore how today's social psychological study of prosociality can benefit from neuroscientific, genetic, behavioral economic, and developmental insights. We demonstrate that adding these tools can result in deeper understanding of when, why and how people help, cooperate with, and share with those around them.

ABSTRACTS

SPONTANEOUS GIVING AND CALCULATED GREED: INTUITIVE COOPERATION IN SOCIAL DILEMMAS

Dave Rand¹

¹Harvard University

Cooperation is central to human social behavior. Choosing to cooperate, however, requires individuals to incur a personal cost to benefit others. Why, then, are people often willing to cooperate, and how can the fundamentally selfish process of natural selection favor 'altruistic' cooperation? In this talk I explore the cognitive basis of cooperative decision-making in humans using a dual process framework: Are people predisposed toward selfishness, behaving cooperatively only through active self-control? Or are we intuitively cooperative, with reflection and prospective reasoning favoring 'rational' self-interest? I will present data from the economic 'Public Goods Game' to investigate this issue, from both correlation and manipulation studies and using

both college undergraduates and the more diverse subject pool offered by Amazon Mechanical Turk. The results provide convergent evidence that intuition supports cooperation in social dilemmas, while reflection can undermine these cooperative impulses.

PROSOCIALITY AS A FORM OF REWARD-SEEKING

Jamil Zaki¹

¹Stanford University

Across the social sciences, prosociality is typically viewed as a "cool," reflective class of behavior, which requires quelling more basic, "hot" impulses to maximize personal gain. However, a growing alternative model holds that individuals instead experience prosocial action as rewarding, and seek opportunities to act prosocially in the same manner as they pursue other classes of rewards. If this is the case, then prosocial behavior should evince the same neural and behavioral "signatures" associated with reward-seeking more generally. Here, I will describe converging evidence from two studies that support this prediction. In the first study, prosocial choices during a dictator game engaged neural structures associated with subjective value. In the second study, participants demonstrated similar levels of temporal discounting (i.e., impatience) when making choices about monetary prizes they would receive themselves and gifts they could allocate to others. Together, these data suggest that prosociality indeed parallels other forms of reward-seeking.

PATERNALISTIC HELPING: KNOWING BETTER THAN OTHERS WHAT'S BEST FOR THEM

Kristina R. Olson¹, Alia Martin¹

¹Yale University

Helping others is often relatively straightforward—providing a beneficiary with something that is requested to help achieve a goal—and, as such, even infants and toddlers can do it. However, sometimes, the best way to help someone is by not providing what they request, for example, withholding cigarettes from a smoker, a phenomenon we term paternalistic helping. In this talk we present several new studies demonstrating that despite the complexity required to engage in paternalistic helping, children as young as 3 years of age will ignore an adult's immediate request, providing instead the best means to help the adult accomplish his/her ultimate goal. We also explore children's tendency to engage in paternalistic helping strategically, for example, depending on whether the person needing help is a good or bad person. These studies illustrate that prosocial tendencies are surprisingly sophisticated and flexible early in development.

GENETIC APPROACHES TO STUDYING PROSOCIALITY: AN OXYTOCIN RECEPTOR GENETIC VARIATION RELATES TO FACETS OF THE BIG FIVE PERSONALITY DOMAINS

Sarina R. Saturn¹, Laura R. Saslow², Walter T. Piper¹, Oliver P. John³, Dacher J. Keltner³

¹Oregon State University; ²University of California, San Francisco; ³University of California, Berkeley

Prosociality is hardwired into the nervous system and recent evidence has shown how genetic variants are associated with individual differences in other-oriented behaviors. Oxytocin is a neuropeptide with targets throughout the body and brain, and polymorphisms of the oxytocin receptor (OXTR) gene relate to an array of social and emotional profiles. For instance, compared to A-allele carriers for polymorphism rs53576, G-allele homozygotes display greater empathy and prosocial behaviors. Guided by these findings, we examined how this OXTR genetic variation relates to the Big Five. Results revealed a linear relationship with Openness, including its subscale of Openness to Ideas, and Agreeableness' Altruism subscale. In addition, a similar linear relationship was discovered for individual differences including egalitarianism, spirituality, and vagal regulation of the heart. These results further suggest a biological basis for personality variations in the psychological and physiological phenomena OXTR supports, including prosociality and social sensitivity.

Symposium Session F and Data Blitz

Saturday, January 19, 11:15 am – 12:30 pm

Symposium S-F1

THE ANTECEDENTS AND CONSEQUENCES OF TRUST: COGNITIVE, DEVELOPMENTAL, AND CULTURAL PERSPECTIVES

Saturday, January 19, 11:15 am – 12:30 pm, Room R03 – R05

Chair: Anthony Evans, *Brown University*

Co-Chair: Daniel Balliet, *VU University Amsterdam*

Trust has a dynamic role in interpersonal relationships, acting as both an outcome and cause of psychological processes. This symposium investigates how social norms and the development of perspective-taking skills promote trust among strangers; and how such feelings of trust (and distrust) shape thinking styles and economic behaviour.

ABSTRACTS

TRUST DRIVEN BY SOCIAL NORMS AND NOT EXPECTATIONS

David Dunning¹, Thomas Schlosser², Detlef Fetchenhauer²

¹*Cornell University*; ²*University of Cologne*

Trust among strangers in economic games is surprisingly not driven by expectations that others will reward one's trust. First, people trust strangers with their money even when they expect those strangers will keep that money rather than give it back with a profit—accepting odds of loss they would never tolerate elsewhere. Second, odds of reward significantly influence willingness to gamble in a lottery, but not willingness to trust another individual. Instead, decisions to trust are related more to social norms, that is, what people think they “should” do. Although people say they are doing what they “want” to do when they trust a stranger, they also think they “should” trust that stranger—and this perception explains why people trust strangers at a rate 20% higher than what makes sense given their expectations. Their emotional reactions also follow the logic of social norms.

DIFFERENTIATING THE DEVELOPMENTAL TRAJECTORIES OF TRUST AND ALTRUISM

Ursula Athenstaedt¹, Anthony M. Evans², Krueger I. Joachim²

¹*University of Graz*; ²*Brown University*

Knowing when to trust is an essential skill, but relatively little is known about its cognitive development. Previous studies have found inconsistent trends in the development of trust, but no work has examined trust while controlling for age differences in altruism. We hypothesized that older children would be more likely to trust, and that this age-related increase would not reduce to an increase in altruism. Three experiments compared the economic behavior of kindergarten (4-5 years) and elementary school (9-10 years) children. Age was associated with independent increases in both trust and altruism. We also investigated whether older children were more discerning in their decisions to trust, we hypothesized that they would be more sensitive to factors affecting the probability of reciprocity. However, we found that older children were not sensitive to changes in the game's structure or the trustee's characteristics, suggesting that decision-making in dilemmas of trust continues to develop through adulthood.

THE MENTAL LIFE OF SOCIAL GLUE – HOW DISTRUST ENHANCES CREATIVITY AND REDUCES STEREOTYPING

Thomas Mussweiler¹, Jennifer Mayer¹, Ann-Christin Posten¹

¹*University of Cologne*

Trust and distrust influence our basic social-cognitive functioning. Prior research has demonstrated that inducing an unspecific state of distrust leads individuals to rely more on non-routine strategies. We

hypothesized that this distrust thinking style entails the activation of more remote associates and thus enhances creativity and reduces stereotyping. Three experiments examined this possibility. In Experiment 1, participants subliminally primed with distrust activated more remote associates than participants primed with trust. In Experiment 2, participants primed with distrust in a scrambled sentences task provided more creative solutions in a subsequent alternative uses task than participants primed with trust and control participants. In Experiment 3, participants primed with distrust were less influenced by stereotypes in a subsequent person judgment task than those primed with trust. Together these findings shed light on the cognitive underpinnings of trust vs. distrust. They demonstrate that distrust increases the breadth and flexibility of thinking.

TRUST, PUNISHMENT, AND COOPERATION ACROSS 18 SOCIETIES: A META-ANALYSIS

Daniel Balliet¹, Paul A.M. Van Lange¹

¹*VU University Amsterdam*

Prior theorizing suggests cross-societal differences in trust plays a key role in determining the effectiveness of punishment, as a form of social norm enforcement, to promote cooperation. One line of reasoning is that punishment promotes cooperation in low-trust societies, primarily because people in such societies only expect their fellow members to contribute if there are strong incentives to do so. Yet another line of reasoning is that high trust makes punishment work, because in high-trust societies people may count on each other to make contributions to public goods and also enforce norm violations by punishing free-riders. We examined this puzzle of punishment in a quantitative review of 83 studies involving 7,361 participants from studies across 18 societies that examine the impact of punishment on cooperation in a public goods dilemma. The findings provide a clear answer: Punishment more strongly promotes cooperation in societies with high trust, rather than low trust.

Symposium S-F2

THE SOCIAL COGNITION OF GLOBAL, MODERN DISASTERS: FINANCIAL MELTDOWNS, ENVIRONMENTAL CRISES, AND VIRAL PANDEMICS

Saturday, January 19, 11:15 am – 12:30 pm, Room R01

Chair: Andrew White, *Arizona State University*

Co-Chair: Virginia S.Y. Kwan, *Arizona State University*

People today face a new set of global, often unseen, challenges, such as financial meltdowns, environmental crises, and viral pandemics. In this symposium, four speakers will discuss the unique ways in which humans perceive and evaluate these “modern” threats, and report recent empirical evidence on these topics.

ABSTRACTS

DOOMSDAY IS MORE DANGEROUS IN 7 DAYS THAN 1 WEEK: PSYCHOLOGICAL DISTANCE AND CONSTRUAL-LEVEL INFLUENCE PERCEIVED DANGER

Andrew E. White¹, Virginia S.Y. Kwan¹

¹*Arizona State University*

In this research, we examine how subtle differences in communication influence psychological distance, construal-level, and the perceived danger of disastrous events. Across four experiments, we show that expressing measurements with larger numbers and smaller units (e.g., 7 days), relative to smaller numbers and larger units (e.g., 1 week), leads targets or events associated with those measurements to be perceived more concretely. Furthermore, we demonstrate that these shifts in concreteness affect how dangerous a threat is perceived to be: Using larger numbers/smaller units leads threats to be seen as more concrete and, as a result, more dangerous. Notably, these findings are consistent across two measures of distance (temporal and spatial) and three forms of danger (severe weather, a nuclear accident, and a viral pandemic). Together, our results show that a seemingly arbitrary

difference in communication, how one expresses measurement, can influence the perception of a life-threatening event.

WHEN GOVERNMENT TRUST UNDERMINES PUBLIC INVOLVEMENT: THE MOTIVATED AVOIDANCE OF MODERN DISASTERS

Aaron C. Kay¹, Steven Shepherd²

¹Duke University; ²University of Waterloo

To minimize the impact of global crises, people need to be willing to engage with them at an individual level. However, the very nature of some of the most dire modern disasters may instigate psychological processes that lead to the exact opposite reaction – that is, less individual engagement and action. Specifically, because many modern disasters may be associated with existential and epistemic threats, they may increase system justifying tendencies and thereby lead people to increasingly turn to the government to deal with these issues and, as a consequence, decreasingly feel any need to alter their own behavior. In the contexts of crises surrounding energy, environmental, and economic issues, we present 4 studies demonstrating that as a disaster increases in severity or complexity, people, ironically, show less interest in learning about it and changing their behavior, and show more faith in the government's ability to deal with it.

INDIVIDUALS WHO ANTHROPOMORPHIZE NATURE FEEL MORE EFFICACIOUS IN RESOLVING THE ENVIRONMENTAL CRISIS

Kevin Kim-Pong Tam¹

¹Hong Kong University of Science and Technology

Environmentalists and lay people often anthropomorphize nature (e.g., likening the environmental crisis to human sickness, referring to nature as Mother Earth). In this research, we examine how this tendency influences perceptions of and responses to environmental crises. Three studies (using both student and non-student samples from two societies) show that: (1) individuals with stronger anthropomorphism of nature (AN) feel a stronger capacity in understanding and predicting the environmental crisis; (2) individuals with stronger AN feel a stronger sense of personal efficacy and humans' collective efficacy in resolving the crisis; and (3) personal efficacy mediates the association between AN and conservation behavior. Practically, these findings highlight the potential role of anthropomorphism in motivating people to cope with the environmental crisis. Theoretically, they establish links between anthropomorphism, environmental efficacy, and conservation behavior, and contribute to a greater understanding of the perception of modern dangers more generally.

NOT ALL DISASTERS ARE EQUAL IN THE PUBLIC'S EYE: THE NEGATIVITY EFFECT OF WARMTH IN SOCIAL PERCEPTION

Emily Chan¹, Nicolas O. Kervyn², Chris Malone³, Adam B. Korpusik¹, Oscar Ybarra⁴

¹Colorado College; ²University of Louvain; ³Relational Capital Group; ⁴University of Michigan

Warmth and competence are fundamental dimensions used to characterize people, animals, and even corporations. We predict that environmental scandals perceived as having been caused by a lack of warmth would be more damaging to a corporation's image than one perceived as having been caused by a lack of competence. Our results suggest that framing a local (Colorado Springs utilities sewage spill, Study 1) or national (Deepwater Horizon BP oil spill, Study 2) environmental scandal in terms of low-warmth resulted in harsher punishments than framing the same scandal in terms of incompetence. Study 2 also examined if scandal response strategies were more effective when they are warmth or competence-focused. Finally, a survey documented the impact of recent scandals on several brands by assessing the consequences of warmth vs. competence framing of the scandal. These results demonstrate how warmth and competence shape a corporation's image in the wake of environmental crises.

Symposium S-F3

THE NEUROSCIENCE OF PREJUDICE: CATEGORIZATION, CONTROL AND COPING

Saturday, January 19, 11:15 am – 12:30 pm, Room R07 – R09

Chair: Daan Scheepers, *Leiden University*

Co-Chair: Naomi Ellemers, *Leiden University*

The aim with this symposium is illustrating how neuroscience can foster our understanding of prejudice. Presenters will focus on specific aspects of prejudice (categorization, control, coping) using specific neuroscience methodologies (ERP, EEG, fMRI, neuro-endocrine) and discuss how their approach contributes to understanding specific pieces of the puzzle of prejudice.

A B S T R A C T S

INTERGROUP GOALS AFFECT HOW WE SEE FACES: EVIDENCE FROM NEURAL INDICATORS OF EARLY FACE PERCEPTION

David M. Amodio¹

¹New York University

Intergroup goals, such as to favor the ingroup or protect against an outgroup, can bias the way we think about and act toward others. Research in my lab has tested whether intergroup goals may also change how we "see" faces of ingroup and outgroup members. I will present three studies examining the effect of intergroup goals on a neural marker of early face encoding--the N170 component of the event-related potential, which occurs 170 ms after face presentation. Results indicate that initial face encoding is enhanced for ingroup members in situations emphasizing ingroup favoritism (e.g., minimal groups). However, when outgroup threat is emphasized (e.g., in interracial situations), facial encoding of outgroup faces is enhanced, especially among implicitly biased and socially anxious perceivers. These early effects on visual perception may contribute to downstream biases in cognition and behavior, suggesting a new mechanism through which intergroup goals lead to discrimination.

SOCIAL IDENTITY SHAPES AUTOMATIC SOCIAL PERCEPTION AND EVALUATION: EVIDENCE FROM BEHAVIORAL, ELECTROENCEPHALOGRAPHY AND NEUROIMAGING STUDIES

Jay Van Bavel¹

¹New York University

I will review a series of behavioral, electroencephalography, and neuroimaging studies that demonstrate the dynamic influence of social identity on perception and evaluation. Across studies, we assigned people to one of two mixed-race minimal groups and had them respond to Black and White in-group and out-group members. This allowed us to compare the effects of a minimal social identity with a visually salient social category – race. Across methodologies, we found that assigning people to mixed-race minimal groups eliminated ostensibly automatic racial biases by leading people to categorize others on the basis of their minimal group membership rather than their race. This pattern was evident despite the fact that the intergroup distinction was arbitrary, there were no visual cues to distinguish groups, and exposure to the faces was equivalent and brief. The research suggests that automatic effects of race are not inevitable, but are sensitive to social identity concerns.

MAKING A GOOD IMPRESSION: MORALITY AS A MOTIVATOR TO CONTROL IMPLICIT BIAS

Felice Van Nunspeet¹

¹Leiden University

In previous behavioral and ERP research we showed that framing an implicit association test as indicative of people's morality (versus competence), causes participants to control their bias towards Muslim women. Moreover, this control was associated with increased social categorization of (non-)Muslim women (indexed by the N1) and enhanced error monitoring (indicated by the ERN). Complementing this work, we tested whether this motivation to be moral is stronger when people present themselves towards a minimal in- vs. outgroup

member (based on a questionnaire ostensibly measuring personality styles). Results showed that participants in the morality versus competence condition inhibited their bias towards Muslim women (which was again associated with increased social categorization and error monitoring), but only when they were being evaluated by an ingroup member. These findings indicate that (and how) people control their implicit bias when this is a way to present themselves as a moral person within their ingroup.

CLASS-BASED STEREOTYPE THREAT AND IMPLICATIONS FOR IMMUNE SYSTEM FUNCTION

Neha John-Henderson¹

¹*University of California, Berkeley*

We report findings from two experiments to examine whether class-based stereotype threat also affects activation of inflammation processes that are implicated in numerous disease processes. In the first study differences in performance and activation of inflammatory processes (measured by levels of a proinflammatory protein Interleukin-6), varied as a function of social class background and diagnostic condition. Individuals from low social class backgrounds underperformed and exhibited greater inflammatory responses when the test was framed as diagnostic. In the second study, social class was primed before the exam by invoking performance comparisons based on relative social class. Activation of inflammation and performance varied as a function of comparison direction and current social class background. Class-based stereotype threat appears to adversely impact the immune system, resulting in heightened levels of inflammation. Our data suggest that individuals from low social class backgrounds are most vulnerable to these negative outcomes in situations with increased threat.

Symposium S-F4

EMOTIONAL EXPRESSIONS ARE UNIVERSALLY RECOGNIZED (EXCEPT WHEN THEY AREN'T): EVIDENCE FROM DEVELOPMENTAL, CROSS-CULTURAL AND CLINICAL POPULATIONS

Saturday, January 19, 11:15 am – 12:30 pm, Room 206 – 207

Chair: Nicole Nelson, *Brock University*

Basic Emotions theorists argue that universal recognition of emotional expressions can be verified by high recognition of specific expressions by children, those without access to language, and those from Non-Western cultures. However, our data, from developmental, clinical, and cross-cultural populations, refute universal recognition and provide alternative interpretations of the data.

ABSTRACTS

EMOTION EXPRESSION CATEGORIES: CHILDREN LET THE TARGET EXPRESSIONS IN BUT CAN'T KEEP THE NON-TARGET ONES OUT

Nicole L. Nelson¹, James A. Russell²

¹*Brock University*; ²*Boston College*

Children's discrete emotion understanding has traditionally been demonstrated by asking children to match a target expression to a given emotion label (e.g. Izard, 1971). However, categorization involves both the inclusion of the expected target, and the exclusion of non-targets. Do children exclude non-target expressions from familiar emotion categories? When presented an array of expressions -- happiness, sadness and a novel expression -- 79% of 2-4 year-olds (N = 24) matched the label proud to the novel expression. In a second study, 90% of 5-10 year-olds (N = 24) matched the label jealous to the novel expression. Children failed to exclude novel, non-target expressions from familiar emotion categories, a finding that stands in contrast to claims that children recognize discrete expressions. Children's emotion categories are over-inclusive, information likely obscured in prior research focusing on expression inclusion; whether children exclude novel, non-target expressions from a familiar category better reflects their expression knowledge.

FROM PRESCHOOL TO HIGH SCHOOL, STORIES SPECIFY EMOTIONS BETTER THAN FACIAL EXPRESSIONS

Sherri C. Widen¹

¹*Boston College*

Facial expressions have long been assumed to be the primary communicators of emotion – even for children. But there are other aspects of emotion (causes, consequences, etc.) that children understand from an early age. In two studies (N=120, 4-10 years; N=90, 8-17 years), children attributed emotion to facial expressions and, separately, to brief emotion stories of basic and social emotions. From the youngest to the oldest children in both studies, emotion stories were stronger cues overall, especially for fear, disgust, embarrassment, and shame. This finding is contrary to the assumption that facial expressions are primary emotion communicators. Instead, even the youngest children are more likely to correctly label an emotion story than a facial expression, and this pattern does not shift, even in late adolescence.

SPONTANEOUS FACIAL EXPRESSIONS OF EMOTION ARE NOT UNIVERSALLY RECOGNIZED: METHODOLOGICAL AND SUBSTANTIVE ISSUES

Mary Kayyal¹

¹*Boston College*

The claim that certain emotions are universally recognized from facial expressions is based primarily on the study of posed expressions and a forced-choice response format. The current study was of 18 spontaneous facial expressions predicted to convey exactly one emotion shown by aborigines in Papua New Guinea (Ekman, 1980). Response format allowed observers to endorse up to 12 emotion labels per face. Observers from Spain (n=54), China (n=147), Japan (n=143), South Korea (n=66), India (n=246), and Israel (n=60) endorsed the predicted emotion moderately, but observers saw more than the predicted one emotion -- on average, five -- in each face. For only 3 of the 18 faces was the predicted emotion the modal choice and most frequently endorsed. The emotion observers see in a face cannot be predicted with a single label.

EMOTION WORDS AS ELEMENTS IN EMOTION PERCEPTION

Maria Gendron^{1,2}, Lisa Feldman Barrett^{1,3}

¹*Northeastern University*; ²*Boston College*; ³*Massachusetts General Hospital/Harvard Medical School*

In this talk, we use experiments from three lines of work to support the claim that language provides a necessary top-down contextual element in emotion perception. When the meaning of the word "anger" is inaccessible, is it possible to see that two scowling faces indicate the same mental state? Is a scowl perceptually encoded in the same manner as when the word's meaning is accessible? Without a common emotion vocabulary, will people of different culture perceive emotional faces in the same way? The answer to all three questions is "no." Using three lines of research (patients with semantic dementia, laboratory studies of semantic satiation, and cross-cultural data from Namibia), we show that emotion words are a routine yet potent context that constrains how facial actions are perceived as emotions. Implications for a contextual approach to emotion perception will be discussed.

Symposium S-F5

THE DYNAMIC NATURE OF PERSON PERCEPTION: FACTORS THAT AFFECT THE NATURE AND ACCURACY OF PERSONALITY IMPRESSIONS

Saturday, January 19, 11:15 am – 12:30 pm, Room 217 – 219

Chair: Erika Carlson, *Washington University in St. Louis*

Co-Chair: Nicole Lawless, *University of Oregon*

This symposium explores the dynamic nature of person perception by examining contextual, relational, and temporal factors that influence the nature and accuracy of personality perceptions. Results suggest that factors independent of personality can influence our perceptions of what people are like. Findings have implications for assessment, accuracy, and self-knowledge research.

A B S T R A C T S

CHANGING SITUATIONS CHANGES AGREEMENT ABOUT BEHAVIORWilliam Fleeson¹, R. Michael Furr¹¹*Wake Forest University*

Research has revealed that actors and observers agree on actors' traits, and that traits differ in the level of agreement about them. However, in most agreement studies, actors act in only a single situation (or are rated "in general", with no specific situation), despite the knowledge that situations affect how people act. In the current study, we tested whether different situations produce different levels of agreement between actors and observers. The same actors came to the lab on twenty different occasions and behaved in twenty different situations. Observers behind one-way mirrors rated the actors' behavior, and agreement levels were calculated for each situation separately. Results revealed substantial differences between situations in level of agreement by trait. These findings have implications for the generalizability of past findings about person perception, the effects of situations on social perception processes, and the need for more situations in the study of person perception.

YOU SPY WITH YOUR LITTLE EYE: NORMATIVE AND DISTINCTIVE BLIND SPOTS IN SELF-PERCEPTIONAnne-Marie Gallrein¹, Daniel Leising¹¹*Martin-Luther-Universität Halle-Wittenberg*

This talk focuses on blind spots in self-perception. Specifically, we discuss the personality characteristics that others reliably attribute to us, but that we fail to attribute to ourselves. Sixty-two targets described their own personality and recruited as many informants as possible who also described them. Based on these ratings, we found blind spots for (1) normative characteristics (those attributed to the average target) and (2) distinctive characteristics (those attributed to particular targets). The normative blind spot included socially desirable characteristics, implying that the informants viewed the targets more positively than the targets viewed themselves and that targets do not always self-enhance. The distinctive blind spots were neutral in terms of social desirability. It turned out to be almost impossible for targets to obtain ratings of their personality by informants who viewed them critically, suggesting that most people may be systematically lacking negative (but possibly accurate) feedback about themselves.

THE INFLUENCE OF HIERARCHY STABILITY AND INDIVIDUAL RANK ON PERSONALITY PERCEPTIONNicole Lawless¹, Sanjay Srivastava¹¹*University of Oregon*

Past work has shown that people's behavior in social hierarchies is influenced both by their rank and by the stability of the hierarchy. The current study examines how individual rank and hierarchy stability affects interpersonal perceptions in small groups. One member of each group (n = 45) was randomly assigned a high-power role for a future task; the remaining members (n = 142) were assigned low-power roles. Subjects were told that these roles either would (unstable) or would not (stable) have the potential to change. Before the task, groups engaged in an unstructured interaction and reported perceptions of one another. Results showed that hierarchy stability affected personality perceptions. High-power individuals in unstable hierarchies were perceived more negatively (e.g., less honest, more arrogant) than those in stable hierarchies. The extent to which these evaluations are accurate reflections of leaders' behavior or the result of subordinates' power motivation will be discussed.

YOU NEVER GET A SECOND CHANCE TO MAKE A FIRST IMPRESSION, BUT YOU DO GET A SECOND CHANCE TO MAKE A GOOD ONEErika N. Carlson¹, Simine Vazire¹¹*Washington University in St. Louis*

Some people make a positive (or negative) impression right off the bat and maintain this first impression whereas others become more likeable (or unlikeable) later on. Who maintains first impressions and who changes them? In two studies (N = 74; N = 85), small groups of

undergraduates met weekly over the course of a semester and rated each member's likeability and status several times. They also nominated informants who described their personality. Results suggested that specific personality profiles demonstrated unique trajectories of likeability and status. For instance, intelligent, extraverted individuals were liked and respected right off the bat and maintained these impressions over time, agreeable, funny individuals were liked and respected later on, and narcissistic individuals became less liked and respected over time. These findings highlight the dynamic nature of interpersonal perceptions and suggest that agentic and communal traits are valued at different points in the acquaintanceship process.

Symposium S-F6**THE WIND BENEATH MY WINGS OR THE ROCK THAT WEIGHS ME DOWN? REGULATORY BENEFITS AND COSTS OF CLOSE RELATIONSHIPS**

Saturday, January 19, 11:15 am – 12:30 pm, Room 228 – 230

Chair: Jaye Derrick, *University at Buffalo, The State University of New York*

Do close relationships influence self-regulation? Across different methods, results show that positive relationship functioning enhances, whereas negative relationship functioning decreases, goal pursuit. Yet, even unsupportive others can boost goal commitment over time. These studies demonstrate the important, complicated, and sometimes counterintuitive effects that relationships have on self-regulation.

A B S T R A C T S

CAN'T GET YOU OFF MY MIND: ATTACHMENT ANXIETY AND RELATIONSHIPS AS COGNITIVE LOADSarah C E. Stanton¹, Lorne Campbell¹¹*University of Western Ontario*

This research investigated the effects of romantic relationships, and the role of attachment anxiety therein, on cognition and attentional resources. Two studies demonstrated that, following activation of the attachment system, more anxiously attached individuals exhibited cognitive load effects. In Study 1, more anxious individuals in a relationship threat condition engaged in greater holistic processing on a shape categorization task compared to more anxious individuals in a control condition as well as less anxious individuals. In Study 2, more anxious individuals in a relationship threat condition were slower to indicate the color of words compared to more anxious individuals in a non-relationship threat condition and a control condition as well as less anxious individuals. This research suggests that once more anxious individuals start thinking about their partner and relationship it is difficult for them to stop, and has implications for regulatory functioning.

POSITIVE INTERACTION AND CONFLICT WITH FRIENDS, FAMILY, AND PARTNERS INFLUENCES GOAL PURSUITJaye L. Derrick¹, Denissen J.A. Jaap², Kühnel Anja²¹*University at Buffalo, The State University of New York;* ²*Humboldt Universität zu Berlin*

Previous research has demonstrated that rejection is depleting, but secure relationships are energizing. The current study extends this research to examine the effect of daily interactions with friends, family, and partners on goal pursuit. As part of the Berlin Daily Diary Study, approximately 2000 participants completed up to 25 daily reports. They described events in their close relationships, time spent pursuing goals, doubt about those goals, and mood. On days when participants experienced a fight with a close other, they spent less time working toward their goals and experienced greater doubt about those goals. On days when participants experienced a positive interaction with a close other, they spent more time working toward their goals and experienced less doubt about those goals. These associations were mediated by changes in deactivated mood. The results of this study are discussed in terms of the implications that social interactions have for self-regulation.

SELF-REGULATION IN CLOSE RELATIONSHIPS: AN EXPERIENCE SAMPLING STUDYWilhelm Hofmann¹, Eli Finkel², Grainne Fitzsimons³¹University of Chicago; ²Northwestern University; ³Duke University

How does being in a fulfilling (as compared to a less satisfying) relationship influence the pursuit of everyday self-regulatory goals? To address this question, we conducted a large-scale experience sampling study to closely monitor multiple parameters of everyday goal pursuit and relationship quality for a week in a sample of 100 couples. First analyses suggest that high rather than low state relationship satisfaction was associated with higher commitment and success expectancies with regard to current goal pursuits, higher levels of invested effort, and fewer reported instances of being conflicted and tempted by alternative courses of action. Moreover, high state relationship satisfaction was related to lower rates of stress, ego depletion, physical exhaustion, and higher levels of momentary happiness during goal pursuit. Taken together, these findings suggest that high relationship satisfaction may benefit self-regulation by supporting positive outcome expectancies and by bolstering against negative influences such as distraction and resource depletion.

WITH A LITTLE HELP FROM MY UNHELPFUL FRIENDS: THINKING ABOUT HOW A FRIEND UNDERMINES ONE'S GOALS BOLSTERS GOAL COMMITMENTKathleen L. Carswell¹, Eli J. Finkel¹, Grainne M. Fitzsimons², Nathaniel M. Lambert³, Preston Brown⁴, Frank D. Fincham⁴¹Northwestern University; ²Duke University; ³Brigham Young University; ⁴Florida State University

A longitudinal study investigated the impact of perceiving that a friend undermines one's goal-pursuit on commitment to that goal. Although supportive significant others have traditionally been seen as beneficial, and unsupportive significant others as detrimental, toward goal pursuit (Brunstein, Dangelmayer, & Schultheiss, 1996; Feeney, 2004), the current research tested the counterintuitive hypothesis that significant others who are unsupportive may sometimes have a positive influence on goal pursuit. In particular, we suggest that perceptions of a close other as undermining of an important goal may cause individuals to enact goal shielding efforts to buffer against declining goal commitment over time. The results of this study are discussed as part of a broader integrative framework of the sometimes-counterintuitive self-regulatory influences of significant others on goal-pursuit.

Symposium S-F7**SITUATED ETHICS: HOW MORAL JUDGMENTS AND BEHAVIORS ARE CONTAMINATED BY SITUATIONAL CUES**

Saturday, January 19, 11:15 am – 12:30 pm, Room 208 – 210

Chair: David Sherman, *University of California, Santa Barbara*Co-Chair: Kimberly A. Hartson, *University of California, Santa Barbara*

These talks illustrate how moral evaluations often fail to be deliberative, contrary to what many believe, and instead are susceptible to "contamination" by situational cues such as rivalry, entitlement, gradual escalations, and self-image concerns. Together, these talks highlight the often unforeseen factors that determine individuals' moral judgments and behaviors.

ABSTRACTS**WHATEVER IT TAKES: RIVALRY AND UNETHICAL BEHAVIOR**Gavin J. Kilduff¹, Adam D. Galinsky², Edoardo Gallo³, J. James Reade⁴¹New York University; ²Northwestern University; ³University of Oxford; ⁴University of Birmingham

We investigate rivalry as a uniquely relational form of competition that can lead to greater unethical behavior. We first distinguish it from general competition, both conceptually and in terms of its consequences for behavior. Then, across four experiments and one archival study, we find evidence that rivalry fuels greater unethical behavior than general competition. Specifically, rivalry was associated with increased

Machiavellianism, over-reporting of performance, willingness to employ unethical negotiation tactics, and unsportsmanlike behavior. Further, these effects carried over to subsequent situations that occurred outside of the rivalrous relationship itself, suggesting that rivalry activates a mindset that can subsequently influence unrelated decisions and behaviors. These findings highlight the importance of rivalry as a widespread, powerful, and yet largely unstudied psychological phenomenon with important implications. Further, they help to inform when and why people behave unethically, and ultimately suggest that the nature of competition is dependent upon actors' relationships and prior interactions.

WINNER TAKE(S) ALL SOCIETY: THE TRAP OF ENTITLEMENTNrio Sivanathan¹, Nathan Pettit²¹London Business School; ²New York University

Social standing is commonly established through winner take-all arrangements—where disproportionate resources are afforded to an elite few "winners." In contrast to work focused on the inequity produced through such arrangements; we explored the psychological and behavioral consequences for those who rise to the apex of these contests. Specifically, three studies demonstrated that winner take-all arrangements produce among its winners a sense of entitlement: a sense of self-deservingness that justifies all means (Study 3), and armed with this inflated self-view, winners embezzled funds from the experimenter (Study 1), deceived fellow participants (Study 2), and misrepresented their achievements (Study 3), all in the service to take further wealth for themselves. These results both highlight the unintended transformative effects of these hyper-contests and the practical implications for its omnipresent use in social ordering.

GRADUAL ESCALATION: THE ROLE OF CONTINUOUS COMMITMENTS IN PERCEPTIONS OF GUILTKimberly A. Hartson¹, David K. Sherman¹¹University of California, Santa Barbara

We examine how gradual escalations affect the moral judgments of observers of immoral behavior. Across four studies, participants read a scenario describing an instance of immoral behavior that gradually built in severity. In Study 1, female participants perceived a perpetrator as less guilty when his behavior gradually escalated to rape after explicitly committing to the appropriateness of his initial morally ambiguous behavior. Inducing a categorical mindset can counteract this reduction in perceptions of guilt (Study 2) even in the absence of gradually escalating behavior (Study 3). Finally, Study 4 extended the findings from the prior studies to a sample of both men and women and investigated the effect of the mindset manipulation on general perception processes. Together, these studies demonstrate that the potency of gradual escalations to induce acquiescence to immoral behavior may inhere in their ability to create initial commitments to and continuous perceptions of morally ambiguous behavior.

MORAL INTUITIONISM AND THE POLITICS OF SELF-ENHANCEMENTPeter H. Ditto¹, Sean P. Wojcik¹¹University of California, Irvine

People typically perceive moral evaluations as deliberative, especially evaluations that underlie complex judgments like political opinions. Moral intuitionism, however, highlights the implicit, affective determinants of moral judgments. If moral judgments are generated intuitively, they should be susceptible to "contamination" by other affective concerns, such as self-serving motivations. We present evidence that moral opinions associated with economic conservatism flow from the desire to maintain a positive self-image. In a large internet sample, the tendency to exaggerate one's positive qualities predicted both self-identified economic conservatism and a host of specific morally-relevant opinions associated with economic conservatism (e.g., endorsement of individual/property rights, believing that government favors unproductive people, support for the Tea Party, opposition to tax increases, favoring Romney over Obama for President). Endorsement of conservative economic-moral opinions fully mediated the relation between the tendency to self-enhance and economic conservatism, suggesting that moral evaluations and political affiliations may often serve self-serving goals.

Symposium S-F8**WHAT DOES MONEY BUY? HAPPINESS, LOVE, STATUS, AND REPRODUCTIVE REWARDS**

Saturday, January 19, 11:15 am – 12:30 pm, Room 211 – 213

Chair: Kristina Durante, *University of Texas, San Antonio*Co-Chair: Vldas Griskevicius, *University of Minnesota, Twin Cities*

Money buys food, shelter, and protection from the elements. Yet people across cultures crave money to spend on things that are not survival necessities. What more can money really buy us? Four papers reveal that spending money can buy us everything from happiness and love to status and reproductive rewards.

ABSTRACTS**FEELING RICHER BY HAVING LESS: GENEROSITY, HAPPINESS, AND SUBJECTIVE WEALTH**Zoe Chance¹, Michael I. Norton²¹*Yale University*; ²*Harvard Business School*

Past research has found that having more money doesn't always lead to more happiness. Here we examine a strategy for how money can increase happiness: giving the money away. Five studies examined the relationship between donating money and happiness. We show that giving money away can increase feelings of happiness as much as receiving a monetary windfall of equal size. Donations appear to increase a person's sense of power, leading people to feel happier because donations fulfill a deeper desire to signal wealth. In fact, donating money diminished people's desire to signal wealth in other ways, such as through wasteful conspicuous consumption. Overall, we show that giving money away not only leads people to feel happier, but that having less also can lead people to feel richer.

EFFECTS OF THE MONTHLY OVULATORY CYCLE ON WOMEN'S SPENDING AND FINANCIAL DECISIONSKristina M. Durante¹, Stephanie M. Cantu², Jeffrey A. Simpson²¹*University of Texas, San Antonio*; ²*University of Minnesota, Twin Cities*

Each month millions of women experience an ovulatory cycle that regulates fertility. Past research has shown that hormonal fluctuations associated with the cycle influence women's mating psychology. But might this biological event also change how women spend money? Four studies examined how women's spending and their psychology of money change in the 1-week ovulatory phase of the menstrual cycle. During the ovulatory phase when women are most fertile, women spent more money on products that improved their relative standing compared to other women. Because ovulation leads other women to be seen as rivals, ovulating women prioritized purchases that increased their relative status. However, ovulating women did not become more competitive with men, instead becoming more generous and helpful to the opposite sex. Additional studies also found how these ovulatory effects could be suppressed. Overall, the ovulatory cycle leads women to spend in ways to outcompete other women.

THE FINANCIAL CONSEQUENCES OF TOO MANY MEN: HOW SEX RATIO INFLUENCES SPENDING, SAVING, AND BORROWINGVldas Griskevicius¹, Joshua M. Tybur², Joshua M. Ackerman³, Andrew W. Delton⁴, Theresa E. Robertson⁴, Andrew E. White⁵¹*University of Minnesota, Twin Cities*; ²*VU University Amsterdam*;³*Massachusetts Institute of Technology*; ⁴*University of California, Santa Barbara*; ⁵*Arizona State University*

The ratio of males to females in a population is known to be an important factor in determining behavior in animals. But how might the ratio or men and women influence human behavior? Using both historical data and experiments, we examined how sex ratio influences people's saving, borrowing, and spending. Findings show that male-biased sex ratios (a scarcity of women) lead men to discount the future and desire immediate rewards. For example, a scarcity of women decreased men's desire to save for the future, while increasing their willingness to incur debt for immediate expenditures. A scarcity of

women also led men to spend more money on courtship, such as by paying more for engagement rings and Valentine's Day gifts. Overall, not only does sex ratio subconsciously influence human behavior, but a scarcity of women leads men to spend more money to impress and attain a romantic partner.

DEEP RATIONALITY: THE HIDDEN WISDOM OF SEEMINGLY SENSELESS SPENDINGDouglas T. Kenrick¹, Yexin J. Li², Jill M. Sundie³¹*Arizona State University*; ²*University of Kansas*; ³*University of Texas at San Antonio*

Economic models assume that people make decisions in ways to enhance utility – to maximize their pleasure. From an evolutionary perspective, however, this basic assumption is actually wrong. Rather than being designed to maximize expected pleasure, humans, like all animals, evolved to make decisions to promote evolutionary goals. Here we examine people's spending choices from an evolutionary psychological perspective, taking a closer look at seemingly irrational behaviors such as conspicuous consumption and seemingly irrational biases such as loss aversion. Although conspicuous consumption and loss aversion might be irrational from an economic perspective, we present a series of experiments showing that each one follows a deeper ancestral logic. Although people are often not aware of the evolutionary reasons for their spending behavior, humans make monetary choices in ways that ultimately serve to enhance their reproductive fitness.

Special Session S-F9**DATA BLITZ**

Saturday, January 19, 11:15 am – 12:30 pm, Room 220 – 222

Chair: Veronica Benet-Martinez, *Pompeu Fabra University, Barcelona*Co-Chair: Kathleen D. Vohs, *University of Minnesota*

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

ABSTRACTS**REACTIONS TO GENDER EGALITARIAN MEN: PERCEIVED FEMINIZATION DUE TO STIGMA-BY-ASSOCIATION**Kris Mescher¹, Laurie A. Rudman¹, Corinne A. Moss-Racusin²¹*Rutgers University – New Brunswick*; ²*Yale University*

Gender egalitarian men are vital for women's progress, yet attitudes toward and beliefs about them are under-investigated. In three experiments, women liked gender egalitarian men more so than men did, but both genders stigmatized them as more feminine, weak, and likely to be gay, compared with control male targets. This was true even when the gender egalitarian was an actual presidential candidate for the APA (Experiment 3). We examined whether stigmatization was due to (1) gender egalitarians' presumed affiliations with women and/or gay men (stigma-by-association); (2) the gay male feminist stereotype; or (3) a threat to men's gender identity. Results supported stigma-by-association, but only for affiliations with women (not gay men). The gay male feminist stereotype was robust, but did not account for stigmatization, and men's reactions to male gender egalitarians were independent of their gender identity. Implications of these findings for gender equality are discussed.

WANT TO HAVE MORE TIME, MAKE WISER DECISIONS, AND BE MORE SATISFIED WITH LIFE? EXPERIENCE AWE!Melanie Rudd¹, Kathleen D. Vohs², Jennifer Aaker¹¹*Stanford University*; ²*University of Minnesota*

How often do you feel that you are rich in time? Not often, research and daily experience suggest. Three experiments uncovered an antidote to being "time starved" – bringing people into an awe state. Relative to

other emotions, participants feeling awe reported that their lives had more time available (Experiments 1 and 3) and felt less impatience (Experiment 2). Participants who experienced awe also were more willing to volunteer their time to help others (Experiment 2), preferred experiences over material goods (Experiment 3), and experienced greater life satisfaction (Experiment 3). Mediation analyses revealed that awe's effects on decision making and well-being were due to its ability to alter the subjective experience of time. Experiences of awe bring people into the present moment, and being in the present expands time perception, alters decisions, and makes life feel more satisfying.

DOES DISTANCE ALWAYS MAKE THE HEART GROW FONDER? THE EFFECTS OF PERCEIVED DISTANCE ON CLOSE OTHER EVALUATIONS.

Sean P. Lane¹, Yaacov Trope¹, Patrick E. Shrout¹

¹*New York University*

Couples experience distance in many forms while navigating their close relationships. They regularly face physical separation from each other, they ponder their past and future selves, they try to relate across social and economic gaps, and they seek to recover from betrayals or infidelities. Drawing from Construal Level Theory (Trope & Liberman, 2010), we argue that individuals' experience of distance impacts what aspects of their partners are salient, coloring subsequent evaluations. We show that as distance increases, qualities that are important (i.e. central) to individuals are evaluated more extremely. This supports the popular expression, "absence makes the heart grow fonder," such that important positive qualities are evaluated more positively from a distance, but it also reveals a darker side such that important negative qualities are evaluated more harshly. We describe how this framework is useful for understanding and informing many different relationship processes including idealization, conflict, commitment, and attachment.

INTREPID, IMPRUDENT, OR IMPETUOUS?: THE EFFECTS OF GENDER THREATS ON MEN'S FINANCIAL DECISIONS

Jonathan R. Weaver¹, Joseph A. Vandello¹, Jennifer K. Bosson¹

¹*University of South Florida*

Among the conjectured causes of the recent U.S. financial crisis is the hypermasculine culture of Wall Street that promotes extreme risk-taking. This "mine is bigger than yours" mentality is consistent with evidence that manhood is seen as a precarious state that requires continual proof and validation. In two experiments, we explored the connection between threatened masculinity and financial decision-making. In Experiment 1, men placed larger bets during a gambling game after a gender threat as compared to men in an affirmation condition. In Experiment 2, after a gender threat, men pursued an immediate financial payoff rather than waiting for interest to accrue, but only if they believed their decision was public. When the decision was private, gender-threatened men did not show the same desire for immediate reward. These results suggest that gender threats may shift men's financial decisions toward more risky and short-sighted public choices.

THE JUSTICE MOTIVE IN LIBERTARIANS

Ravi Iyer¹, Spassena Koleva¹, Jesse Graham¹, Peter Ditto², Jonathan Haidt³, Matt Motyl⁴, Sean Wojcik²

¹*University of Southern California*; ²*University of California, Irvine*; ³*New York University*; ⁴*University of Virginia*

Current models of moral judgment highlight affective processes that lead to varied justice motivations. Moral outrage increases the desire for punishment, while empathy is associated with forgiveness. The desire to reduce dissonance leads individuals to justify current distributions of wealth. In this talk, we show that libertarians are a unique group, characterized by a more rational, as opposed to emotional, disposition, and evidenced by self-reported emotion, performance on common moral dilemmas, and their ability to solve logic problems. These dispositions lead libertarians to simultaneously be less forgiving, attributing more responsibility and free will to bad actors, and less outraged by injustice, such as inequality or unpunished crimes. Finally, using our uniquely large sample that has completed diverse

sets of variables used in justice research, we show how adding a third group to current models of liberal-conservative differences provides convergent evidence for existing theories of justice motivation.

"I KNOW WHAT YOU'RE FEELING": SPONTANEOUS INFERENCES OF SPECIFIC EMOTIONS

Ishani Banerji¹, Edward Hirt¹

¹*Indiana University*

Behavioral information has been reliably shown to lead to spontaneous trait inferences. Interestingly, a majority of the research on spontaneous inferences has been done on dispositional features. However, one of the critical tasks we engage in daily and automatically as social beings is identifying how others are feeling. There is considerable research on how facial expressions, vocalizations, touch, etc. are used to identify emotions. However, we argue that specific emotion states can also be inferred from behavioral information that is similar to those used to infer traits. We use two well established paradigms—the probe task and savings-in-relearning—to show that individuals do indeed infer specific positive (e.g., overjoyed) and negative (e.g., scared) emotions from behavioral stimuli. Moreover, the research results indicate that similar to other types of spontaneous inferences, emotion inferences are made without intention or awareness and even when doing so would be detrimental to task performance.

WHEN THERE IS NO NEED TO JUSTIFY: PRIMING SYSTEM INEFFECTIVENESS LEADS TO POSITIVE INTERGROUP INTERACTION

Stacey J. Sasaki¹, Jacquie D. Vorauer¹

¹*University of Manitoba*

Individuals often defend social systems in order to maintain the belief that the world is fair. This often involves seeing intergroup inequality as legitimate and holding generally negative attitudes toward minority groups. How such system threat affects intergroup interaction dynamics, however, is unknown. Across two studies, priming dominant group members with system ineffectiveness (versus system effectiveness) led to more positive intergroup interaction behavior. Specifically, perceived system ineffectiveness led dominant group members to express more positive other-directed remarks during a written exchange with an ostensible outgroup member. A face-to-face intergroup interaction study confirmed this positive behavior with increased nonverbal friendliness and self-disclosure for both pair members. These findings suggest that system threat instantiated in an interaction setting leads dominant group members away from the tendency toward derogation and, instead, toward exhibiting more positive behavior to minority group members that benefits both parties involved. Implications for social change initiatives are discussed.

CONTINGENT SELF-AFFIRMATION: ACTIVATING SELF-AFFIRMATIONS ONLY WHEN THE BEHAVIOR IS CONSISTENT WITH DESIRED HEALTH GOALS

Omid Fotuhi¹, Steven J. Spencer¹, Christine Logel², Geoffrey T. Fong¹

¹*University of Waterloo*; ²*Renison University College, University of Waterloo*

Smokers regulate their emotions with cigarettes by increasing their smoking when they are stressed (Parrott, 1995). Equipping them with coping strategies, such as a values affirmation, might lead to reductions in smoking frequency. However, efficacy rates of quit-smoking interventions are notoriously low (Fiore, Jaen, & Baker, 2008); and two past affirmation studies did not reduce smoking (Harris et al., 2007; Armitage et al., 2008). We created a "contingent affirmation" that links the self-affirming value to close others who support quitting. Thus, smokers can only experience the stress-reduction of the affirmation if they act in accordance with the shared quitting-goal. Smokers (N=120) in the contingent affirmation condition were less likely to be observed smoking after the study than smokers in the traditional affirmation or control conditions. One month later, only those in the contingent affirmation condition were more likely to have successfully quit or reduced their smoking frequency.

AVOIDING THREATENING FEEDBACKJennifer L. Howell¹, James A. Shepperd¹¹University of Florida

From genetic testing to anonymous online attractiveness polls, people have a multitude of opportunities to receive feedback that could potentially threaten their self-views. Research on defensive processing suggests that people engage in self-protective strategies after receiving such feedback. However, people do not always opt to learn information. The present research focuses on an under-studied defensive process: information avoidance (i.e., behavior designed to prevent or delay the acquisition of potentially unwanted information). In this talk, we define information avoidance and discuss several recent studies that demonstrate when and why people avoid potentially threatening feedback in variety of domains (i.e., academic performance, implicit attitudes, health risk, and attractiveness). We also discuss two interventions for reducing information avoidance, affirmation and metacognitive contemplation, both of which effectively reduce other types of defensive processing. Together, our findings suggest that information avoidance is a unique self-protective behavior that warrants increased attention in research on defensive processing.

TESTING A MODEL OF RELATIONSHIP INITIATION: STRATEGIC SELF-PRESENTATION, PARTNER EVALUATION, & SELF-PROTECTIONOriana R. Aragon¹, Lindsey A. Beck², Margaret S. Clark¹¹Yale University; ²University of Massachusetts

We will present a model of close relationship initiation, including strategic presentation of the self as a good communal relationship partner, partner evaluation, and willingness to reveal vulnerabilities. Then, a combination of experimental and survey evidence showing that, normatively, strategic self presentation and partner evaluation start high and drop across time while revelation of vulnerabilities starts low and increases across time will be presented. Deviations from this pattern among insecure people will also be presented. Anxious people appear to maintain their strategies for too long; avoidant people appear somewhat reluctant to employ the strategies. Finally, strategic self-presentation of the self as a good communal relationship partner (which promotes relationship formation) will be distinguished from strategic self-presentation of the self as an impressive, well-connected individual (which does not promote relationship formation).

DISPOSITIONAL CONTEMPT: A FIRST LOOK AT THE CONTEMPTUOUS PERSONRoberta Schriber¹, Joanne Chung¹, Katherine Sorensen¹, Richard Robins¹¹University of California, Davis

Although we may often rant or rave about the “contemptuous person,” a measure of individual differences in the tendency to experience and express contempt has not existed. We introduce such a measure, highlighting how steps in its development inform theoretical models of contempt. We then unpack the dynamics of dispositional contempt. Across five studies using student and community samples, we demonstrate that dispositional contempt is reliably and validly measured, and is distinct from dispositions toward related emotions (anger, disgust, hubristic pride). We then argue that dispositional contempt, more than other emotion dispositions, constitutes the affective core of (Dis)Agreeableness, and show its status-differentiating function is reflected in its links with Machiavellianism, social dominance orientation, and racism. Finally, we find that, despite looking down on others, contemptuous individuals have low explicit self-esteem. They are shame-prone and tend toward fragile narcissism, evidently being mired by the same perfectionistic judgments they impose on others.

POWER ON MY SIDE: APPROACH ORIENTATION TRACKS THE POWER POSITIONS OF SHARED GROUP MEMBERSJennifer Sheehy-Skeffington¹, Jim Sidanius¹¹Harvard University

This paper presents the first evidence that the psychological effects of power can be experienced indirectly through shared group membership. In Study 1, participants reported feeling more approach-oriented when they read about a member of their ethnic group gaining power, even when the power had no impact on them personally.

This effect went away when the character described was a member of another ethnic group. Study 2 replicated this pattern with students reading about students from their own versus a rival university, while Study 3 suggests that this power-by-group interaction can be triggered at even lower levels of social categorization: university dorms. The last two studies present evidence that increases in approach orientation occur even when participants are exposed to the power of others implicitly. Participants unscrambled sentences that varied in the use of power-related words and group-related names, and experienced predicted changes in self-efficacy, which in turn affected approach-orientation.

Symposium S-F10**MANIPULATING PERCEPTIONS OF FIT: THE PERCEIVED IDENTITY COMPATIBILITY FOR WOMEN IN SCIENCE, TECHNOLOGY, ENGINEERING, & MATH (STEM)**

Saturday, January 19, 11:15 am – 12:30 pm, Room 225 – 227

Chair: Sheana Ahlqvist, *Stony Brook University*

Recent studies suggest that perceptions of fit and belonging may be critical for women’s success in STEM fields. This symposium explores the extent to which fit can be measured and manipulated at different stages of the “leaky pipeline,” using lab studies, field experiments, and experience sampling methodologies.

ABSTRACTS**CAN PROMOTING A NONCONFORMIST IDENTITY ENCOURAGE GIRLS’ INTEREST IN COLLEGE STEM MAJORS?**Matthew S. McGlone¹, Joshua Aronson²¹The University of Texas at Austin; ²New York University

Recent research has demonstrated the utility of priming an achieved identity to reduce stereotype threat associated with an ascribed gender identity (McGlone & Aronson, 2006). The reported study extends the logic of “identity manipulation” to students’ consideration of a college major. Middle- and high-school students completed questionnaires purportedly measuring their attitudes toward behavioral conformity (identity manipulation) or toward college cafeteria food (control) before or after attending a college information fair. Female participants who had the chance to reject conformity prior to attending the college fair, rather than after, were more than twice as likely to choose brochures about STEM majors. Post-test probes also indicated that females reported more positive attitudes toward STEM study when they characterized themselves as non-conformists prior to making brochure selections. Our findings suggest that invoking the desirable “nonconformist” identity using a self-reflection exercise prompted female participants to make choices and report attitudes that violated gender stereotypes.

HOW AN UNSTABLE STEM IDENTITY UNDERMINES THE SUCCESS OF WOMEN IN STEMSheana Reiss. Ahlqvist¹, Bonita London¹, Lisa Rosenthal²¹Stony Brook University; ²Yale University

We examine whether declines in subjective engagement and academic performance among women in STEM majors could be predicted by individual differences in the tendency to perceive subtle forms of bias. Participants reported the perceived compatibility between their gender identity and their STEM identity (a) just prior to college, (b) for 14 weeks during their second semester, and (c) upon beginning their second year. We found that STEM women higher in Gender-based rejection sensitivity (Gender RS) had greater intra-individual variability in their perceived identity compatibility over the course of their second semester. This instability went on to predict lower STEM engagement at the beginning of the following semester, lower academic performance in STEM (but not non-STEM) classes, and mediated the relationship between Gender RS and those outcomes at follow-up. Lag analyses confirmed that negative academic (but not social) experiences preceded a decline in STEM identity compatibility from the prior week.

EXPERTS' LAY THEORIES SHAPE WOMEN'S EXPERIENCES OF STEM SETTINGS

Mary C. Murphy¹, Lara D. Mercurio², Julie Garcia³, Sabrina Zirke⁴

¹Indiana University; ²University of Illinois at Chicago; ³California Polytechnic State University, San Luis Obispo; ⁴Mills College

Previous research has illuminated the role that women's own lay theories of intelligence play in their STEM performance (Good et al., 2003). Extending that work, the present studies examined whether others' lay theories—course instructors and experts in STEM fields—affect women's STEM engagement and outcomes. Results revealed that an expert-endorsed entity theory significantly reduced women's math performance relative to an expert-endorsed incremental theory. In addition, an experience sampling study found that when students perceived their STEM instructors to hold more fixed (compared to malleable) theories of intelligence, they experienced more threat in that instructor's classroom and participated significantly less in that class. These findings suggest that STEM instructors may be able to increase women's participation, comfort, and performance in the classroom by adopting and communicating more incremental theories of STEM intelligence.

WHEN ARE IDENTITY INTERVENTIONS EFFECTIVE? A MULTI-THREAT APPROACH TO TAILORING STEM INTERVENTIONS

Jenessa R. Shapiro¹, Amy M. Williams¹, Mariam Hambarchyan¹, Christine Chu¹

¹University of California, Los Angeles

Although there have been great strides in gender equity, many barriers remain in science, technology, engineering, and math (STEM). For example, women still only earn 25% of the PhDs in the physical sciences and 15% in engineering. Researchers argue that stereotype threat—the distracting concern about confirming negative stereotypes—may account for women's reduced interest and performance in STEM. Traditionally, stereotype threat has been treated as a one-dimensional construct and interventions have been considered interchangeable. In contrast, the Multi-Threat Framework identifies different forms of stereotype threats and different interventions that would best address them. The present research tests the efficacy of role model and self-affirmation interventions for protecting junior women college students' stereotype threat-induced lack of interest in pursuing STEM majors/careers and women STEM majors' stereotype threat-induced performance decrements on quantitative tests. Consistent with the Multi-Threat Framework, these interventions were only successful in reducing specific forms of stereotype threats.

Symposium S-F11

BIOLOGICAL COMPLEXITIES OF PROSOCIALITY AND WELL-BEING: NEW ACCOUNTS FROM GENETIC, NEUROPEPTIDE, PERIPHERAL PHYSIOLOGY, AND NEURAL PERSPECTIVES

Saturday, January 19, 11:15 am – 12:30 pm, Room R02

Chair: Aleksandr Kogan, University of Cambridge

Emerging evidence suggests that biological systems are related in highly complex, non-linear ways to prosociality/well-being contrary to previous models which have suggested simple linear relationships. In the present symposium, we present evidence of these biological complexities at the gene, neuropeptide, peripheral physiology, and neural levels.

ABSTRACTS

GENE-CULTURE INTERACTION AND PSYCHOLOGICAL WELL-BEING

Heejung S. Kim¹

¹University of California, Santa Barbara

Culture and genes interact to produce social behaviors and psychological tendencies. Across domains, we have found support for gene-culture interaction. In particular, individuals with G allele of oxytocin receptor polymorphism (OXTR) rs53576, who are found to be more socio-emotionally sensitive, embody culturally normative patterns of

psychological tendencies more strongly, compared to non-carriers. G allele carriers from the U.S. seek emotional support to cope with stress, a culturally normative coping strategy, more than non-G allele carriers, whereas G allele carriers from East Asia, where emotional support seeking is not normative, do not show such pattern. Furthermore, we investigated how OXTR and culture impact psychological well-being. Mirroring the pattern of results on support seeking, we found that G allele carriers from the U.S. have greater psychological well-being than non-G allele carriers, but not for those from East Asia. These findings suggest that individuals' psychological well-being may also be shaped by gene-culture interaction.

FROM VIRTUE TO VICE: CARDIAC VAGAL TONE'S NON-LINEAR RELATIONSHIP WITH ACTUAL AND PERCEIVED PROSOCIALITY

Aleksandr Kogan¹

¹University of Cambridge

Emerging theoretical and empirical evidence has implicated the vagus nerve as a potential physiological system that supports prosociality. However, as Aristotle observed long ago, even virtues can turn to vices when taken to extremes. Applying Aristotle's framework to the vagus nerve, we theorized that cardiac vagal tone (CVT)—a non-invasive measure of vagus nerve activity—might be non-linearly associated (inverted-U shape) with prosociality. That is, we predicted that individuals with moderate CVT would be more prosocial than individuals with very low or very high levels of CVT. We found that CVT was non-linearly associated with self-reported prosociality (Study 1), experience of prosocial emotions (Study 2), and how prosocial complete strangers perceived individuals to be from 20-second silent videos (Study 3). Thus, too much or too little vagus nerve activity appears to be detrimental to prosociality, suggesting a simple linear characterization of the link between the vagus nerve and prosocial is inaccurate.

OXYTOCIN, ATTACHMENT, AND THE SELF IN RELATION TO OTHER

Jennifer A. Bartz¹

¹McGill University

Research investigating the social effects of oxytocin (OT) has shown that OT can promote prosocial behavior in those who are less socially engaged (avoidantly attached), but can exacerbate interpersonal insecurities in those who are preoccupied with closeness (anxiously attached). One theory to explain these opposing observations is that OT induces a motivational shift from self to other. Becoming other-oriented should be helpful to those who focus on the self to the exclusion of others, but could be hurtful to those who are overly other-focused but have little sense of self. We administered intranasal OT/placebo to 31 males and measured agency (self-orientation) and communion (other-orientation). OT increased self-conceptions of communal traits (warm, caring), especially for avoidant individuals. There was no main effect of OT on agency; however, anxious participants showed a selective decrease in agency (independent, self-confident) following OT. These data explain the beneficial, and potentially harmful, effects of OT.

THE NEURAL COMPONENTS OF EMPATHY: PREDICTING DAILY PROSOCIAL BEHAVIOR

Sylvia A. Morelli¹, Lian T. Rameson¹, Matthew D. Lieberman¹

¹University of California, Los Angeles

Previous neuroimaging studies on empathy have not clearly identified neural systems that support the three components of empathy: affective congruence, perspective-taking, and prosocial motivation. These limitations stem from a focus on a single emotion per study and lack of prosocial motivation assessment. In the current investigation, 32 participants completed an fMRI session assessing empathic responses to individuals experiencing painful, anxious, and happy events, as well as a 14-day experience sampling survey that assessed real-world helping behaviors. The results demonstrate that empathy for positive and negative emotions selectively activates regions associated with positive and negative affect, respectively. In addition, the septal area, previously linked to prosocial motivation, was the only region that was commonly activated across empathy for pain, anxiety, and happiness. Septal activity during each of these empathic experiences was predictive of daily helping. These findings suggest that empathy

produces affect-congruent activations and results in septally-mediated prosocial motivations.

Lunchtime Presentation and Discussion with Representatives from NSF

Saturday, January 19, 1:00 pm – 2:00 pm

Room R03 – R05

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So join the discussion! Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

Symposium Session G

Saturday, January 19, 2:00 pm – 3:15 pm

Symposium S-G1

AUTHENTICITY: ITS MEANING AND ATTAINMENT

Saturday, January 19, 2:00 pm – 3:15 pm, Room R03 – R05

Chair: Letitia Slabu, *University of Edinburgh*

Co-Chair: Alison Lenton, *University of Edinburgh*

This symposium presents recent research findings investigating authenticity's meaning and attainment. The speakers draw upon various theoretical perspectives (e.g., trait vs. state) and methods (e.g., experimental, correlational, diary) and, in so doing, offer a dynamic and diverse overview of authenticity that they hope will stimulate conceptual development and future research.

ABSTRACTS

THE NORMATIVE NATURE OF THE TRUE SELF

Joshua Knobe¹, George E. Newman¹, Paul Bloom¹

¹*Yale University*

The belief that people have a "true self" plays an important role in many areas of psychology and popular culture. But what is the true self? Here we test the hypothesis that people believe that an agent's true self is that which they themselves perceive to be morally good. Experiments 1 and 2 find that people posit such a morally good true self even when the agent does not engage in any behaviors that would provide evidence for it. Experiments 3-5 find that individual differences in normative values explain differences in beliefs about the nature of the true self. That is, when conservatives and liberals are given the same vignette, conservatives tend to say that the agent's true self is drawing her toward conservatism, while liberals tend to say that the agent's true self is drawing her toward liberalism.

AUTHENTICITY AND SELF-ESTEEM ACROSS TEMPORAL HORIZONS

William E. Davis¹, Joshua A. Hicks¹, Rebecca J. Schlegel¹, Christina M. Smith¹, Matthew Vess²

¹*Texas A & M University*; ²*Ohio University*

Research on self-esteem distinguishes between a secure, authentic form resistant to threats and a fragile form maintained through self-protective biases and positive illusions (Kernis, 2003). One pervasive self-protective bias is unrealistic optimism about the future. When

individuals are less able to maintain unrealistic optimism about the future (e.g., when future time is perceived as limited), people with fragile self-esteem may find themselves vulnerable to reduced feelings of self-worth, whereas individuals high in authenticity should have a stable sense of self-esteem and be relatively unaffected. Three studies tested this hypothesis by examining the interactive effect of future time perspective and authenticity on self-esteem. We predicted that authenticity would be more strongly related to self-esteem when time was perceived as limited vs. open-ended. This prediction was supported in two studies using short-term and long-term daily diary methodologies in college student samples, and a cross-sectional online study with older adults.

I DON'T FEEL BAD, THEREFORE I FEEL 'REAL': THE EFFECT OF MOOD ON STATE AUTHENTICITY

Letitia Slabu¹, Alison P. Lenton¹, Constantine Sedikides², Katherine Power¹

¹*University of Edinburgh*; ²*University of Southampton*

Most empirical studies of authenticity portray this construct as a stable personality trait. Challenging this view, recent research conceives of authenticity as being sensitive to the context; thus, it is also a state. We extended this latter line of enquiry by investigating how mood influences the feeling of authenticity. Across three experiments, we used both implicit and explicit procedures to modulate participants' mood (between-subjects) in order to assess the causal role of affect in the subjective experience of authenticity. We found consistent evidence that participants in a negative mood felt less authentic than those in a positive mood. The results also suggested that changes in negative affect (rather than in positive affect, self-esteem, self-consciousness, or self-concept accessibility) explained the effect of mood on state authenticity. Results are discussed with respect to the Affect Infusion Model and Personality Systems Interaction theory.

ARE ANY NEEDS NECESSARY? NEED SATISFACTION AND STATE AUTHENTICITY

Alison P. Lenton¹, Letitia Slabu¹, Constantine Sedikides²

¹*University of Edinburgh*; ²*University of Southampton*

It is only recently that authenticity has been investigated from a state, rather than trait, perspective. The research presented in this talk adds to this growing body of literature by examining whether both long-standing and momentary need satisfaction contribute to a sense of authenticity and, if so, which needs are critical. The results of several studies indicate that enduring need satisfaction – of autonomy, relatedness, competence, self-esteem, pleasure, and meaning – is associated with increased state authenticity. Two experiments further found that enduring (trait) need satisfaction moderates the effects of momentary need satisfaction on state authenticity; i.e., whether a temporary change in need satisfaction affected participants' felt authenticity depended on their typical level of general need satisfaction. These findings were consistent across both a need deficit and need enhancement perspective. Results are discussed with respect to self-determination theory and in terms of the findings' support for the sensitivity, deficiency, versus accommodation hypotheses.

Symposium S-G2

DEBIASING SOCIAL JUDGMENT: MOTIVATIONS, PROCESSES, AND CONSEQUENCES

Saturday, January 19, 2:00 pm – 3:15 pm, Room R01

Chair: Carlee Hawkins, *University of Virginia*

Co-Chair: Brian A. Nosek, *University of Virginia*

Biases and heuristics have a pervasive influence on judgments and behavior. At the same time, people think of themselves as objective and value being unbiased, evidenced by denial of having biases and attempts to overcome them. This symposium will articulate debiasing motivations and processes, and their success or failure.

 A B S T R A C T S

A DISPOSITIONAL MOTIVATION FOR ACCURACYCarlee B. Hawkins¹, Brian A. Nosek¹¹University of Virginia

Motivated reasoning to reach favorable conclusions for the self or ingroups is pervasive. Situational factors, such as accountability and outcome dependency, can decrease reasoning biases. We investigated whether variation exists in dispositional motivations for accuracy, even at the cost of self or ingroups. The newly developed Motivation for Accuracy Questionnaire (MAQ) measures endorsement of accuracy over directional goals. In Study 1, the MAQ demonstrated convergent validity with Internal Motivation to Respond without Prejudice and Need for Cognition and divergent validity with Close-Mindedness and Social Desirability. The MAQ also predicted accuracy judgments in scenarios with forced accuracy/directional tradeoffs. In Study 2, the MAQ moderated the 'party over policy' effect (Cohen, 2003) – partisans high in accuracy motivation were less influenced by which political party proposed a welfare policy than partisans low in accuracy motivation. Individuals vary in dispositional motivation to be accurate and unbiased, and this is associated with debiased judgments.

FEELING IN WITH THE OUTGROUP: OUTGROUP ACCEPTANCE AND THE INTERNALIZATION OF THE MOTIVATION TO RESPOND WITHOUT PREJUDICEE. Ashby Plant¹, Jonathan Kunstman², Kate Zielaskowski¹¹Florida State University; ²Miami University

Ten years of research illustrates the benefits of internal motivation to respond without prejudice (IMS) for bias regulation and high quality intergroup contact. However, to date, it was unclear how this motivation develops. The current work tested whether perceived outgroup acceptance facilitates the development of IMS. Longitudinally, feeling accepted by outgroup members predicted increases in IMS across a 4 month period (Study 1). Experimental manipulations of outgroup acceptance also increased IMS toward racial outgroups (Studies 2 & 3). Compared to controls, those who felt accepted by outgroup members not only reported a greater personal commitment to bias regulation, they were also more willing to pay money to increase their opportunities for interracial contact (Study 2). Further, this pattern of responses held for both majority and minority-group members. The present research demonstrates one pathway through which the fulfillment of fundamental needs influences bias regulation and motivated intergroup processes.

WHY ARE YOU BEING NICE TO ME? PERCEIVED MOTIVATION TO CONTROL PREJUDICE GUIDES RESPONSES TO POSITIVE MAJORITY GROUP FEEDBACKJonathan Kunstman¹, Brenda Major², Pamela Sawyer²¹Miami University; ²University of California Santa Barbara

Although norms that punish overt discrimination have reduced racism in society, they have also created a unique problem for racial minorities when interpreting positive responses from Whites. Is Whites' positive feedback inspired by egalitarianism, or motivated by fear of appearing prejudiced? Two studies revealed that minority-group members' responses to positive treatment by majority-group members were shaped by their beliefs about Whites' motivations for nonprejudiced behavior. In interracial interactions (compared to ingroup controls), the more minorities believed that Whites were motivated by concerns with appearing biased (i.e., external motivation), the more they attributed positive majority-group feedback to prejudice and evinced a physiological threat response (Study 1). For these individuals, positive majority-group feedback actually decreased self-esteem and increased cardiovascular threat reactivity more than negative feedback (Study 2). These studies suggest that for some minority group members, ambiguity surrounding Whites' motives can make positive treatment more threatening than negative treatment.

DE-BIASING IMPLICIT SOCIAL JUDGMENTJeffrey W. Sherman¹, Jimmy Calanchini¹, Regina Krieglmeyer²¹University of California, Davis; ²University of Würzburg

We summarize research on the processes people use to de-bias responses on implicit measures of bias. Our work with the Quad model (Sherman et al., 2008) has identified two distinct processes (Detection and Overcoming Bias) that work to control the expression of implicit bias. We provide evidence that each process reflects both task variance that cuts across content domains and content-specificity. We also show that personal and situational variation in implicit bias, as well as effects of training on implicit bias, is associated with the extent of these processes. Finally, we discuss recent research aimed at separating the contributions of stereotype activation and application within the Stereotype Misperception Task (SMT; Krieglmeyer & Sherman, 2012). Though the SMT possesses important features of implicit measures, the extent to which an activated stereotype influences judgments in the task is determined by a stereotype application process that can override or even reverse stereotypic priming.

Symposium S-G3**GROUP INFLUENCES ON MIND PERCEPTION: NOVEL INSIGHTS INTO WHEN AND HOW WE SEE MINDS ACROSS GROUP DIVIDES**

Saturday, January 19, 2:00 pm – 3:15 pm, Room R07 – R09

Chair: Leor Hackel, *New York University*Co-Chair: Jay J. Van Bavel, *New York University*

Four presentations demonstrate how group contexts and concerns—including collective identification, out-group threat, and intergroup conflict—shape how people perceive and respond to the minds of others. This symposium will present evidence ranging from lower-level perceptual thresholds and motor resonance to higher-level mind attribution and empathic responses.

 A B S T R A C T S

SOCIAL IDENTITY ALTERS THE THRESHOLD FOR MIND PERCEPTIONLeor M. Hackel¹, Christine E. Looser², Jay J. Van Bavel¹¹New York University; ²Dartmouth College

Social identities shape how we perceive the social world. In a series of experiments, we examined how social identity influences the threshold for mind perception, using a continuum of morphs between human and doll faces randomly labeled as in-group or out-group members. Participants had lower (i.e., more lenient) thresholds for perceiving minds behind in-group faces, both in minimal (Experiment 1) and real-world groups (Experiment 2). In other words, in-group members required less humanness in their faces to be perceived as having minds. However, Experiment 3 demonstrates that out-group threat moderates this phenomenon, such that Democrats and Republicans who perceived out-group threat had lenient thresholds for perceiving out-group minds. These experiments suggest that perceiving a mind behind a face depends not only on bottom-up, physical cues to humanness but also on top-down, context-specific effects of social identities.

THE OUTGROUP EFFECTANCE HYPOTHESIS: WHEN WE SEE MIND BEHIND ENEMY LINESAdam Waytz¹, Liane Young²¹Northwestern University; ²Boston College

Although outgroup dehumanization is a well-established phenomenon, the present research characterizes key conditions under which people do (and do not) attribute minds to outgroups. Five studies demonstrate that effectance motivation—motivation for mastery—is associated with mind perception toward outgroups. Studies 1 and 2 directly illustrate that effectance motivation predicts attribution of mind to outgroups, for Americans evaluating the Taliban, and Democrats and Republicans evaluating the opposing party. Study 3 examines two primary dimensions of mind—agency and experience—and links effectance motivation and the attribution of agency to outgroups.

Study 4 demonstrates that Americans preferentially dehumanize an enemy outgroup (Iran) versus an ally outgroup (Canada), in terms of experience, but not agency. Finally, Study 5 reveals that specifically groups that pose a credible threat elicit effectance motivation, and hence mind perception. These findings suggest people do not uniformly dehumanize enemies but rather engage in robust and systematic mind perception.

A FUNCTIONAL APPROACH TO GROUP BIASES IN MOTOR RESONANCE

Jennifer N. Gutsell¹, Michael Inzlicht¹

¹*University of Toronto*

Similar neural circuits are activated during action and action observation. Such motor resonance is said to support action understanding and interpersonal coordination, reflecting perception of mind and mental states. Motor resonance, however, has been shown to be influenced by group biases and is restricted to the ethnic ingroup. Using the suppression of electroencephalographic (EEG) mu oscillations during action observation as an index of motor resonance, we explored facilitating conditions for cross-group motor resonance. Studies 1 and 2 show that cross-group motor resonance increases after the observer has taken the perspective of an outgroup member and when the observer believes in high genetic overlap between individuals, respectively. Study 3 shows that cross-group motor resonance is also increased for threatening outgroup behavior. How much people resonate with outgroup members, thus, is malleable, and seems to depend on the motivational significance of the target person, and the behavior in question.

THE ROOTS OF INTERGROUP EMPATHY BIAS: INTERGROUP COMPETITION AND DIFFERENTIATION SHAPE EMPATHY TOWARD IN-GROUP AND OUT-GROUP MEMBERS

Mina Cikara¹, Emile Bruneau², Jay J. Van Bavel³, Rebecca Saxe²

¹*Carnegie Mellon University*; ²*Massachusetts Institute of Technology*; ³*New York University*

We explore the effects of competition and intergroup differentiation—relatively greater identification with one's in-group—on empathic responses to mental states of in-group and out-group members. In 5 experiments, we manipulate competition among arbitrary groups and measure collective identification with in-group and out-group. When teams are set in competition, intergroup differentiation is correlated with greater empathy for in-group than out-group targets (Experiment 1). This empathy bias is characterized not only by dampened empathy toward out-group members but also by increased counter-empathic responses (e.g., Schadenfreude). Comparing in-group and out-group to unaffiliated targets suggests that the bias is better characterized as out-group antipathy than extraordinary in-group empathy (Experiment 2). The intergroup empathy bias is extremely flexible (empathy completely reverses after participants change teams; Experiment 3) and robust. However, creating a cooperative task structure between teams (Experiment 4) or providing visual evidence of reduced group entitativity (Experiment 5) attenuates the bias.

Symposium S-G4

BIOLOGICAL UNDERPINNINGS OF SOCIAL INTERACTION: INTERDISCIPLINARY APPROACHES

Saturday, January 19, 2:00 pm – 3:15 pm, Room 206 – 207

Chair: Lisa Jaremka, *The Ohio State University College of Medicine*

Although much is known about the health consequences of positive and negative social interactions, the biological correlates of social processes are only beginning to unfold. Accordingly, Jaremka, Kemeny, Way, and Eisenberger present data about the physiological underpinnings of social interaction utilizing research from social neuroscience, psychoneuroimmunology, psychoneuroendocrinology, and social psychology.

ABSTRACTS

SOCIAL NEUROSCIENCE AND HEALTH: USING THE BRAIN TO UNDERSTAND THE LINKS BETWEEN SOCIAL PROCESSES AND HEALTH

Naomi I. Eisenberger¹

¹*University of California Los Angeles*

It is well-established that lacking social ties increases the risk of morbidity and mortality, whereas having social ties reduces this risk. However, the neurocognitive mechanisms that translate perceptions of social disconnection or connection into health-relevant physiological changes are not well-understood. This talk outlines two neural systems that may mediate the relationship between social ties and health. I will first review several studies showing that experiences of social disconnection may trigger health-relevant sympathetic and inflammatory responding through neural regions involved in physical and social pain. I will then suggest that experiences of social connection may relate to health through reward-related activity, which can inhibit threat-related responding. Specifically, I will review two studies showing that the threat-reducing effects of both receiving and giving social support rely on reward-related regions that are associated with reductions in threat-responding. Implications of this framework for understanding the links between social ties and health will be discussed.

SOCIAL INTERACTIONS AND NEUROTRANSMITTERS

Baldwin Way¹

¹*The Ohio State University*

Social and health psychology have a long tradition of measuring hormonal and psychophysiological changes resulting from social interactions, which has more recently been supplemented by neuroimaging approaches. In order to understand how social interactions affect physiology, it is critical to understand the ways in which neurotransmitters both trigger and moderate neural, psychophysiological, and hormonal responses to social encounters. Differences in neurotransmitter function can be probed with both genetic and pharmacological approaches. Data will be presented demonstrating that genetic variation in the serotonin system affects responsiveness to social support in romantic relationships. This will be supplemented with data showing that pharmacological alteration of the serotonin system also affects reactivity to social interactions in unacquainted dyads. Together, these findings demonstrate that the neurotransmitter serotonin is a critical moderator of emotional reactivity to social interactions and is likely to be critically involved in eliciting the health benefits derived from social relationships.

SOCIAL STATUS THREATS AND THE INFLAMMATORY SYSTEM: THE ROLE OF SOCIAL PERCEPTIONS

Margaret E. Kemeny¹, Elizabeth Hopper¹, Julie Dinh¹

¹*University of California San Francisco*

While many forms of interpersonal interaction can affect health relevant biological systems, one form that appears to show consistent psychobiological correlates in humans and other animals involves threats to social status. Preserving social status is a central motive and threats to one's status or value through negative social evaluation, rejection, or stigmatization can have a variety of psychological and physiological effects, which, if chronic, can result in health risk. Findings will be presented from experimental, case-control, and longitudinal studies demonstrating that social status threats can affect the hypothalamic pituitary adrenal axis, the inflammatory system, and the interaction between these two systems. The social psychological processes underlying these relationships will be described. Findings indicating whether or not early life experience with social status threat, in the form of perceived racial discrimination, can impact adult inflammatory processes will be highlighted.

LONELINESS AND IMMUNE DYSREGULATION: A PSYCHONEUROIMMUNOLOGICAL APPROACH

Lisa M. Jaremka¹, Christopher P. Fagundes¹, Juan Peng¹, Jeanette M. Bennett¹, Ronald Glaser¹, William B. Malarkey¹, Janice K. Kiecolt-Glaser¹

¹*The Ohio State University College of Medicine*

Although evidence suggests that loneliness may increase risk for health problems, the mechanisms are not well understood. Immune dysregulation is one potential pathway; elevated proinflammatory cytokines increase risk of poor health. A sample of healthy adults and a second sample of post-treatment breast cancer survivors completed the Trier Social Stress Test. In response to the stressor, lonelier participants exhibited greater synthesis of proinflammatory cytokines by lipopolysaccharide stimulated peripheral blood mononuclear cells than less lonely participants. A third study demonstrated a link between loneliness and elevated latent herpesvirus reactivation, which reflects cellular immune dysregulation. Taken together, the data suggest that loneliness may have multiple immunological costs and provide a glimpse into the pathways through which social relationships impact health. The current study also supports the utility of applying a psychoneuroimmunological approach to the study of loneliness, physiology, and health.

Symposium S-G5

NARCISSISTIC AGGRESSION REVISITED

Saturday, January 19, 2:00 pm – 3:15 pm, Room 217 – 219

Chair: Zlatan Krizan, *Iowa State University*

Narcissism is an important predictor of aggressive behavior. This symposium gathers cutting-edge research that examines both narcissistic grandiosity and vulnerability as antecedents of various forms of aggression. Taken together, the findings indicate that both narcissism dimensions facilitate aggressive behavior, yet do so under different circumstances and for different reasons.

ABSTRACTS

ADOLESCENT NARCISSISM AND AGGRESSION: EXTENDING THE SCOPE TO GRANDIOSITY AND VULNERABILITY

Christopher T. Barry¹, Rebecca L. Kauten¹

¹*The University of Southern Mississippi*

Research has clearly demonstrated that adolescents and adults with narcissistic tendencies respond aggressively to ego threats in laboratory settings. Initial evidence with adolescents indicates that narcissism assessed via a youth version of the Narcissistic Personality Inventory is related to self-reported aggression. However, relatively little is known about how well this association applies to different forms of narcissism and of aggression. This study investigated the relation between aggression (i.e., reactive, proactive, overt, and relational) and three dimensions of adolescent narcissism (i.e., Vulnerable, Grandiose, and Normal Narcissism). In a sample of 190 at-risk adolescents ages 16-18, vulnerable and normal narcissism were each correlated with all forms of aggression examined. Further results suggest that exploitativeness and a sense of entitlement may drive some of these associations, whereas a tendency to aggrandize oneself by helping others may be tied to lower aggression. The implications for the conceptualization of adolescent narcissism will be discussed.

AGGRESSION IN THE FACE OF REJECTION: THE ROLE OF GRANDIOSE AND VULNERABLE NARCISSISM

Brittany Gentile¹, Lauren Wilson¹, Joshua D. Miller¹, Amos Zeichner¹

¹*University of Georgia*

There is increasing evidence to suggest that narcissism is a heterogeneous construct composed of two independent forms: grandiose and vulnerable. A primary difference between grandiose and vulnerable narcissists is the method each uses to self-enhance. Whereas grandiose narcissists seek admiration, vulnerable narcissists seek social approval. In the present study we examined how feelings of ostracism, induced by a computer "ball-tossing" game, would affect

participants' willingness to administer electrical shocks to the person that rejected them. The type of rejection was manipulated such that participants were told that the goal of the ball-tossing game was either to compete with the other participants and control play, or to cooperate and share the ball equally. Results showed that grandiose narcissists were more likely to aggress within the competitive, but not the cooperative, context. Vulnerable narcissism, on the other hand, had a much smaller association with aggression across both conditions.

HOLDING IT IN AND TAKING IT OUT: NARCISSISTIC VULNERABILITY, RUMINATION, AND AGGRESSION

Zlatan Krizan¹, Omesh Johar¹

¹*Iowa State University*

In a series of studies that examined narcissistic grandiosity and vulnerability as antecedents of targeted and displaced aggression, we identified vulnerability as a powerful and more far-reaching facilitator of aggressive behavior. In Study 1 involving community adults, the vulnerability factor extracted from a set of narcissism measures was a stronger predictor of trait aggressiveness (particularly hostility and anger) than was the grandiosity factor. Self-reports from Study 2 revealed that distrust and angry rumination were key attributes accounting for the link between narcissistic vulnerability and both targeted and displaced aggression (with entitlement playing a smaller role). Preliminary data from Study 3 utilizing a behavioral measure of aggression (within an improved hot-sauce paradigm) indicate vulnerable narcissists are more likely to respond to provocation with aggression, even toward an innocent party. Taken together, this evidence reveals a need to adopt a broader view of narcissistic aggression.

GRANDIOSE AND VULNERABLE NARCISSISM: INVESTIGATING ANTISOCIAL OUTCOMES

W. Keith Campbell¹, Joshua D. Miller¹

¹*University of Georgia*

Research and theory have described two forms of narcissism: a grandiose form that is more extraverted and a vulnerable form that is more broadly neurotic. In the present research we examine the predictive power of both forms of narcissism against a spectrum of anti-social outcomes. Results from several studies showed that both forms of narcissism were related to elevated aggressive cognition and game-playing love styles. Grandiose narcissism was associated with self-reported aggressive behavior potential, crime and gambling, whereas vulnerable narcissism was associated with self-harm. Overall, these data show a pattern of anti-social outcomes for both forms of narcissism, with grandiose narcissism being typically more antisocial. Furthermore, grandiose narcissism is more externalizing while vulnerable narcissism is more internalizing. Discussion focuses on the utility of trait models to explain these differences.

Symposium S-G6

"LIFE IS AN ADVENTURE IN FORGIVENESS": SURPRISING LESSONS IN GIVING AND GAINING FORGIVENESS

Saturday, January 19, 2:00 pm – 3:15 pm, Room 228 – 230

Chair: Gili Freedman, *University of Texas at Austin*

Co-Chair: Jennifer S. Beer, *University of Texas at Austin*

This symposium highlights the complicated nature of interpersonal and intergroup forgiveness. The presentations draw on experimental, longitudinal, and real-world political and romantic relationship data to unveil the surprising ways in which apologies undermine forgiveness and the surprising ways in which prayer and agreeableness interact with forgiveness.

 A B S T R A C T S

THE ART OF SOCIAL REJECTION: APOLOGIES DO NOT PROMOTE FORGIVENESS

 Gili Freedman¹, Erin M. Burgoon¹, Jason D. Ferrell¹, James W. Pennebaker¹, Jennifer S. Beer¹
¹University of Texas at Austin

How can people socially reject others in a way that will encourage forgiveness? Does it help to apologize? Is it best to keep the rejection short and sweet? Research has robustly established that social rejection is painful for rejectees but has been silent on recommendations for rejectors. What do rejectors do to avoid hurting the rejectee's feelings and jeopardizing their own social reputation—and are their strategies successful? Four studies asked university and community samples (N = 1096) to generate rejections for everyday interpersonal situations. Content coding identified a number of strategies people believe are a “good” way to reject. Independent rater analyses show that while some of these strategies have the desired effect, some have the opposite effect. To promote forgiveness, rejectors should avoid apologizing and instead use more words, provide positive regard toward the rejectee, and an alternative to the rejectee's request.

COLLECTIVE GUILT ASSIGNMENT MODERATES EXPECTED OUTCOMES OF AN INTERGROUP APOLOGY AND WILLINGNESS TO FORGIVE: A TEST OF THE STAIRCASE MODEL OF INTERGROUP APOLOGY EFFECTIVENESS

 Michael J.A. Wohl¹, Matthew Hornsey², Kim Matheson¹, Nyla Branscombe³, Hymie Anisman¹
¹Carleton University; ²University of Queensland; ³University of Kansas

It is widely assumed that intergroup apologies promote intergroup forgiveness. A growing body of literature, however, suggests this assumption is overly optimistic. Using data collected at the time of the Canada's apology for the head tax on Chinese immigrants as well as one-year later, we provide evidence for the staircase model of intergroup apologies effectiveness (Wohl, Hornsey, & Philpot, 2011). Aligned with prediction from the first floor of the model, Chinese Canadians who assigned collective guilt expected the apology would yield improved relations with European Canadians and were more prepared to forgive. Consistent with fifth floor predictions, one year following the apology, Chinese Canadians who assigned more collective guilt at the time of the apology were less convinced their expectations of improved relations were met. Not surprisingly, intergroup forgiveness also waned. We discuss the need for perpetrator group post-apology engagement to facilitate and maintain intergroup forgiveness and positive intergroup relations.

PRAYER AND FORGIVENESS IN CLOSE RELATIONSHIPS

 Frank D. Fincham¹
¹Florida State University

Forgiveness has a rich history in religion but the link to religious behavior has received little attention in scientific research on forgiveness. This presentation therefore explores the link between forgiveness in close relationships and one religious behavior practiced by most religious faiths, prayer. A theoretical framework linking prayer to forgiveness in relationships will be briefly described before presenting data relevant to its evaluation. Several studies will be summarized that document a link between praying for the well-being of a partner and forgiveness displayed towards the partner. In doing so mechanisms linking prayer and forgiveness are described and evaluated. Two initial studies document concurrent and longitudinal associations between partner-focused prayer and forgiveness. As these studies leave direction of effects unclear, data from experimental studies conducted in the laboratory and in the field are introduced next. Finally, to address the limitations of self-report, data regarding observed reactions to partner transgressions are introduced.

FORGIVE AND FORGET, OR FORGIVE AND REGRET? WHETHER FORGIVENESS LEADS TO LESS OR MORE OFFENDING DEPENDS ON OFFENDER AGREEABLENESS

 James K. McNulty¹, V Michelle. Russell¹
¹Florida State University

Three studies indicate that the association between forgiveness and partner reoffending depends on partner agreeableness. In Study 1, relatively agreeable participants were less likely to compete against a dating partner in a prisoner's dilemma game when they were randomly assigned to believe that partner was “very forgiving;” relatively disagreeable participants were more likely to compete against a forgiving partner. In Study 2, relatively agreeable spouses were less likely to perpetrate psychological aggression over time against more-forgiving partners; relatively disagreeable spouses were more likely to perpetrate against more-forgiving partners. Study 3 replicated these effects on physical aggression and demonstrated the mechanism of each one; relatively agreeable people reported having engaged in fewer acts of physical aggression against more-forgiving partners because they felt obligated to reciprocate those partners' kindness; relatively disagreeable people reported having engaged in more transgressions against more-forgiving partners because they perceived the opportunity to offend without experiencing undesirable repercussions.

Symposium S-G7
THE ORIGINS OF MORAL COGNITION AND PRO-SOCIAL BEHAVIOR

Saturday, January 19, 2:00 pm – 3:15 pm, Room 208 – 210

Chair: Larisa Heiphetz, Harvard University

This symposium examines the development of moral cognition and pro-social behaviors. Four papers investigate moral judgments and pro-social actions using behavioral and imaging evidence. These presentations illuminate the early origins of moral cognition and underscore the importance of pro-sociality across development.

 A B S T R A C T S

THE DEVELOPMENT OF INTENT-BASED MORAL JUDGMENT

 Fiery Cushman¹, Rachel Sheketoff², Sophie Wharton³, Susan Carey²
¹Brown University; ²Harvard University; ³New York University

From 4-8 years, children increasingly make moral judgments on the basis of an actor's intent, as opposed to the outcome that the actor brings about. Does this developmental change reflect conceptual reorganization specific to the moral domain, as suggested by Piaget, or instead derive exclusively from changes outside the moral domain, such as the development of theory of mind, as emphasized in more recent research? We probed the moral judgments of 293 children aged 4-8 and found that (1) developmental change is restricted to the judgment of accidental harms (bad outcome, no intent), but is not present for the judgment of attempted harms (no outcome, bad intent), and (2) developmental change originates in judgments of the naughtiness of an actor, which subsequently constrains judgments of deserved punishment. These findings indicate that the outcome-to-intent shift reflects a conceptual reorganization within the moral domain and sharpens our understanding of its structure.

THE RELATIONSHIP BETWEEN RELIGIOUS BELIEFS AND MORAL JUDGMENT

 Larisa Heiphetz¹, Elizabeth S. Spelke¹, Mahzarin R. Banaji¹
¹Harvard University

Children and adults use actors' intentions to judge behaviors; for example, harming purposefully is deemed more immoral than harming accidentally. We examined the ways in which religion—a belief system associated with morality—influenced attributions and evaluations of behaviors. In Study 1, 6-9 year old children (N=81) preferred characters who shared their religious, factual, and preference-based beliefs but attributed moral behaviors only to those who shared their religious

views. Study 2 examined the reverse: Might children differentially evaluate identical behaviors if only one is motivated by religion? Religious 5-10 year old children evaluated religiously-motivated moral behaviors more positively than identical secularly-motivated behaviors, whereas only older secular children showed the reverse pattern (N=190). These findings suggest that children link pro-social behaviors with religion in some contexts and this link's strength diminishes as secular children mature. These results support the idea that young children may find religious ideas intuitively compelling.

NEURAL ORIGINS OF PRO-SOCIAL BEHAVIOR

Jason P. Mitchell¹, Jamil Zaki²

¹Harvard University; ²Stanford University

Standard models within behavioral economics and evolutionary biology assume that individuals seek to maximize their personal well-being, will consistently act selfishly, and seemingly pro-social acts usually reflect selfish attempts to protect one's reputation or avoid retribution. Recently, we have used functional neuroimaging to support an alternate account of human pro-sociality that suggests that people act altruistically because doing so is experienced as a source of intrinsic reward. This work has capitalized on a rich body of neuroscience research demonstrating that activity in mesolimbic dopaminergic targets strongly correlates with subjective value in both humans and other animals. In our recent work, we have consistently observed that these brain regions can be engaged by yet another type of event: opportunities to act generously to others, even at a material cost to the self. Such observations suggest that pro-social behavior represents a powerful source of motivation for many people.

FREE WILL AND MORAL ACCOUNTABILITY

Azim Shariff¹

¹New York University Abu Dhabi

Recent research within our field has intensified longstanding debates about the existence and social significance of free will. Moreover, these debates appear to be trickling down from the ivory heights into public consciousness. Given the connection between free will beliefs (FWBs) and moral accountability, any change in the former may deeply affect the latter. I will present new data my collaborators and I have collected on how the erosion of FWBs affects attitudes about forgiveness, punishment and pride. These studies show that (a) stronger FWBs predict more forgiveness, less punishment and lower pride, and (b) that various ways of experimentally diminishing FWBs lead to higher levels of forgiveness, and lower willingness to punish. Together, the findings highlight the role of FWBs in moral accountability, and portend the changes society may see if mechanistic views of human behavior see greater endorsement among the general public.

Symposium S-G8

CHANGING YOUR IMPLICIT MIND: WHEN AND WHY DO IMPLICIT ATTITUDES FORM AND CHANGE?

Saturday, January 19, 2:00 pm – 3:15 pm, Room 220 – 222

Chair: Jeremy Cone, *Williams College*

Co-Chair: Melissa Ferguson, *Cornell University*

With over two decades of research on implicit attitudes, we still do not know very much about how they form and change over time. The speakers present findings on the formation of novel implicit attitudes and their developmental trajectory over time, identifying factors that influence their formation and revision.

ABSTRACTS

ARE WE PUPPETS ON A STRING? COMPARING THE IMPACT OF CONTINGENCY AND VALIDITY ON IMPLICIT AND EXPLICIT EVALUATIONS

Kurt Peters¹, Bertram Gawronski²

¹Norwich University; ²The University of Western Ontario

Research has demonstrated that implicit and explicit evaluations of the same object can diverge. Explanations of such dissociations frequently appeal to dual-process theories, such that implicit evaluations are

assumed to reflect object-valence contingencies independent of their perceived validity, whereas explicit evaluations reflect the perceived validity of object-valence contingencies. Although there is evidence supporting these assumptions, it remains unclear if dissociations can arise in situations in which object-valence contingencies are judged to be true or false during the learning of these contingencies. Challenging dual-process accounts that propose a simultaneous operation of two parallel learning mechanisms, results from three experiments showed that the perceived validity of evaluative information about social targets qualified both explicit and implicit evaluations when validity information was available immediately after the encoding of the valence information; however, delaying the presentation of validity information reduced its qualifying impact for implicit, but not explicit, evaluations.

INSTANT AND IMPLICIT: HOW GOAL RELEVANCE INFLUENCES IMPLICIT ATTITUDE FORMATION AND REVISION

Jeremy Cone¹, Melissa J. Ferguson²

¹Williams College; ²Cornell University

It is widely assumed that implicit attitudes are slow to develop and resistant to change once formed, and yet little empirical research has tested this claim. In two studies, we examined whether participants could rapidly form and then revise their implicit attitudes towards novel attitude objects. In Study 1, participants were assigned to an ingroup using a minimal group paradigm and their group assignment was subsequently reversed after a purported mistake in the computer feedback. In Study 2, participants played a short video game in which the evaluative implications of a novel attitude object shifted between rounds of the game. Across both studies, people quickly formed implicit attitudes towards novel attitude objects, and then revised these attitudes in the face of new, countervailing information. The role of the self-relevance of the attitude objects in the context of these effects is discussed.

THE ROLE OF NEGATION SALIENCE IN ATTITUDE FORMATION

Robert J. Rydell¹, Kathryn L. Boucher¹

¹Indiana University

Most attitude models posit that negation (invalidating or mentally reversing information's meaning) is an important process for understanding evaluation. However, people are notoriously bad at correctly encoding negated information and can form associations that are inconsistent with the information provided during encoding. This may be why research has shown that negations often have very little impact on implicit attitude measures (e.g., Deutsch et al., 2006). In this work, we provide evidence that making negations more visually salient (presented in extremely huge font) during attitude formation leads people to attend to those negations and properly encode the information presented (e.g., encode "not warm" as "cold"), leading implicit attitude measures to more closely track the valence of that information. Consistent with past work on negation and cognitive resources, the impact of visual salience on forming associations is reliant on effortful processing of attitude-relevant information during encoding; cognitive load eliminates these salience effects.

DYNAMIC IMPLICIT BALANCE: CHANGING ONE ELEMENT IN A COGNITIVE SYSTEM PRODUCES RELATED CHANGE

Pablo Briñol¹, Richard Petty², Javier Horcajo¹

¹Universidad Autónoma de Madrid; ²The Ohio State University

Making connections to the self has increased the value of everything from coffee mugs to stigmatized groups and occurs on both explicit and implicit measures. Although there are several explanations for these effects, one possibility is psychological balance (Greenwald et al., 2002). If balance is responsible for more positive evaluations of objects that are linked to the self, then connecting objects to the self should only increase their value when the self is liked, and the reverse should occur if self-esteem is low. Furthermore, if the self is held in high regard, then increasing the value of any object should increase its linkage to the self, whereas if the self is not evaluated favorably, increasing the value of an object should decrease its linkage to the self. We report two studies providing support for these ideas using implicit measures (IAT) of self-esteem, self-object linkage, and object evaluation.

Symposium S-G9**CHALLENGING THE WHITE MALE DEFAULT: AN ANALYSIS OF SOCIAL IDENTITY NORMS IN CONTEMPORARY SOCIETY**

Saturday, January 19, 2:00 pm – 3:15 pm, Room 225 –227

Chair: Erin Thomas, *Yale University*Co-Chair: Jessica L. Cundiff, *Pennsylvania State University*

Certain identities in our society are privileged as the implicit standard to which all other identities are compared. This symposium addresses the contributing factors, manifestations, and consequences of positioning some social identities as normative and others as deviating from prevailing norms.

A B S T R A C T S**EXPLAINING WHY AMERICAN=WHITE**Felicia Pratto¹, Peter Hegarty², Anthony F. Lemieux³¹*University of Connecticut*; ²*University of Surrey*; ³*Georgia State University*

Four experiments investigated why White Americans implicitly assume that Whites are normal and Blacks are not. Relying on norm theory, we examined which race participants focused on in their explanations for interracial differences. Experiment 1 showed that Blacks are less psychologically normative than Whites, especially when they are the numerical minority but also when they do not fit expectations about “Americans.” Experiment 2 showed that the race that failed to conform to general expectations – rather than to its previous behavior – was less normative. Experiment 3 showed that failing to conform to an unexpected but moral norm led Blacks but not Whites to be considered non-normative. Experiment 4 induced expectancies in a new domain and showed that Blacks but not Whites were non-normative when they did not meet the expectancy. The interplay between information about groups, cognitive processes, and how these produce essentialism is discussed.

COMMUNICATING NON-NORMATIVE STATUS THROUGH ASYMMETRICAL GENDER MARKING: IMPLICATIONS AND CONSEQUENCESJessica L. Cundiff¹¹*Pennsylvania State University*

Asymmetrical gender marking, or referencing the gender of one group (typically women) but not the other group (typically men), is quite common. Although such linguistic practices may seem relatively harmless, asymmetrical gender marking may be consequential in perpetuating gender inequalities. To test this notion, participants read about an occupation in which either femaleness or maleness was marked or no gender was marked. They then rated the gendered nature of the occupation (Study 1 & 2) and the appeal of the occupation (Study 2). Results suggest that marking gender asymmetrically communicates stereotypic information about who naturally belongs in the occupation (Study 1), which in turn influences the extent to which women and men find the occupation appealing (Study 2). This research highlights what is implicitly communicated when gender is asymmetrically marked and how that information may influence the career preferences of women and men in ways that reproduce gender inequities.

SINGLED OUT: HOW BEING & “THE EFFECT TO BE EXPLAINED” AFFECTS COLLECTIVE SELF-ESTEEMSusanne Bruckmüller¹¹*University of Exeter*

In communication about intergroup differences, people tend to focus on how non-normative (untypical and/or stigmatized) groups differ from normative groups. Three experiments examined how this affects collective self-esteem (CSE). In two experiments, single participants felt worse about being single when they read (Study 1) or wrote (Study 2) about how singles differ from coupled people than when they read or wrote about how coupled people differ from singles - independent of the evaluative content of the group differences that they wrote about. In Study 3, left-handed participants indicated lower CSE after writing about how left-handers differ from right-handers than after writing

about how right-handers differ from left-handers. The CSE of coupled and of right-handed participants was unaffected by the framing of group differences. In sum, being marked as different and having to explain one’s group identity negatively affected the CSE of members of non-normative, but not of normative, groups.

THE CONSEQUENCES OF DOUBLE NON-NORMATIVITY: EVIDENCE FOR THE COGNITIVE AND MOTIVATED PRECURSORS OF INTERSECTIONAL INVISIBILITYErin L. Thomas¹, John F. Dovidio¹¹*Yale University*

Society is both androcentric and ethnocentric; thus, Black *men* are prototypical Blacks and *White* women are prototypical women. In contrast, Black women may experience social invisibility as a result of their intersectional non-normativity. Two experiments reveal two distinct antecedents of this intersectional invisibility. Study 1 utilized a speeded categorization task to reveal Black female non-normativity. Participants were slower to associate Black women versus Black men with the category “Black” and Black women versus White women with the category “woman.” Study 2 demonstrated that Black women may also experience invisibility because they are perceived to be lowly relevant to perceivers’ personal outcomes. Participants in a competitive economic game allocated fewer resources to White male opponents (vs. themselves) than to White female or Black male opponents. Participants awarded the most resources to Black female opponents, presumably because Black women were perceived as the least viable threats to participants’ economic outcomes.

Symposium S-G10**USING STRUCTURAL EQUATION MODELING TO ANALYZE DATA FROM EXPERIMENTAL DESIGNS**

Saturday, January 19, 2:00 pm – 3:15 pm, Room R02

Chair: Alexander Schoemann, *University of Kansas*

Structural Equation Modeling (SEM) has become a popular data analysis tool for social and personality psychology researchers. However, SEM has rarely been used to analyze data from experimental designs. In this symposium we present four talks detailing advantages of using SEM to analyze data across experimental designs.

A B S T R A C T S**BEYOND GLM: BENEFITS OF STRUCTURAL EQUATION MODELING FOR EXPERIMENTAL DATA**Rick H. Hoyle¹¹*Duke University*

The primary statistical strategy for hypothesis testing in social and personality psychology using experimental data is analysis of variance (ANOVA). When continuous variables are present as independent, mediating, or moderator variables, multiple regression analysis is used. These instances of the general linear model (GLM) are appropriate and effective, but they sometimes fail to fully exploit experimental data. Structural equation modeling (SEM) is an alternative, more general strategy that offers intriguing benefits over GLM. I first show how ANOVA and multiple regression analysis are special cases of SEM. I then provide an overview of means-focused hypothesis testing in SEM using multiple-indicator multiple-cause and multiple-group models. Building on this foundation, I describe capabilities afforded by SEM for hypothesis testing using experimental data. In addition to offering the prospect of more powerful and precise hypothesis tests, these additional capabilities suggest ways to increase the yield of experimental data in social and personality psychology.

EFFECT SIZES AND POST-HOC TESTS WHEN ANALYZING EXPERIMENTAL DESIGNS WITH SEMAlexander M. Schoemann¹¹*University of Kansas*

Structural Equation Modeling (SEM) provides many advantages when testing mean differences across conditions in experimental designs. However, analyses are not complete when a hypothesis test is conducted. This talk describes two important follow-up procedures: computing effect sizes and post-hoc testing. Popular effect sizes for experimental designs (e.g., Cohen's d , R^2) can be easily computed when data from experimental designs are analyzed using SEM. Furthermore, effect sizes from SEM will be greater than or equal to effect sizes computed from analysis of variance. When analyzing data from an experimental study with three or more levels, planned contrasts and post-hoc tests are important tools for understanding the effects of experimental condition. I demonstrate how planned contrasts and popular post-hoc tests (e.g., Tukey's HSD) can test mean differences using SEM. SEM provides many advantages to analyzing data from experimental designs, while still allowing social and personality psychologists to use familiar tools to interpret results.

EXAMINING FACTORIAL DESIGNS WITH STRUCTURAL EQUATION MODELING (SEM)Stephen D. Short¹, Alexander M. Schoemann¹¹*University of Kansas*

Factorial designs are a popular experimental design in social and personality psychology. The analysis of variance (ANOVA) framework has been the traditional method for examining mean differences in factorial designs, but ANOVA requires several assumptions (e.g., homogeneity of variances, measurement invariance, lack of measurement error in the dependent variable) that are minimized when structural equation modeling (SEM) techniques are used to examine mean differences. The present talk introduces a technique to analyze factorial designs using multiple groups modeling within SEM to examine differences in latent means (i.e., Structured Means Modeling; SMM). The series of steps a researcher may conduct to examine main effects and interactions are provided with example data for popular 2 x 2 and 3 x 3 designs. These steps can be applied to between, within, and mixed subjects designs. Furthermore, the SMM approach can easily accommodate multiple constructs and covariates.

MOVING BEYOND TESTING MEANS: USING MACS MODELING TO TEST GROUP DIFFERENCES IN VARIANCES AND COVARIANCESTodd D. Little¹, Hal S. Shorey²¹*University of Kansas*; ²*Widener University*

Mean and covariance structures (MACS) modeling is a powerful tool to analyze multivariate experimental data. MACS modeling allows researchers to go beyond testing group differences in means and to test differences in variances and covariances as well. Using 3 (group) by 2 (repeated-measures) design, this study demonstrates MACS modeling to test whether the mode of data acquisition (online, lab, classroom) influences the nature of the data collected. 300 undergraduates completed affect measures online and in a (randomly assigned) 1 week follow-up either online again, individually in a lab, or in a classroom with other participants. Results indicate a main effect of time for the means of Negative Affect (it decreased in all three conditions) and an interaction for the standard deviation of negative affect (the variance was reduced in the classroom condition). MACS modeling provides social and personality psychologists the ability to move beyond theorizing and testing mean differences.

Symposium Session H**Saturday, January 19, 3:30 pm – 4:45 pm****Symposium S-H1****TELLING MORE THAN WE CAN KNOW? REMAPPING THE BOUNDARIES OF THE UNCONSCIOUS****Saturday, January 19, 3:30 pm – 4:45 pm, Room R03 – R05**Chair: Adam Hahn, *University of Western Ontario*Co-Chair: Bertram Gawronski, *University of Western Ontario*

This symposium showcases recent research on people's ability (or lack thereof) to introspect on implicit mental processes. Presentations will focus on awareness and construal of implicit biases, introspective limits in perceiving physiological emotional reactions, and extensions of current models to explain these findings.

ABSTRACTS**IMPLICIT DOES NOT EQUAL UNAWARE – INTROSPECTION OF IMPLICIT ATTITUDES**Adam Hahn¹, Charles M. Judd², Holen K. Hirsh², Irene Blair²¹*University of Western Ontario*; ²*University of Colorado Boulder*

This talk addresses the general assumption that people do not have introspective access to their implicit attitudes, as commonly measured. This assumption appears to be based in large part on low correlations between measures of implicit and explicit attitudes. We took a different approach by directly asking participants to predict their results on five future IATs. We consistently found that participants were fairly accurate in their predictions, regardless of whether the IATs were described as revealing true attitudes or cultural associations, regardless of whether predictions were in the form of specific response patterns ("ease of responding") or conceptual responses ("your implicit attitude"), and regardless of how much experience or explanation participants received before making their predictions. Even as participants accurately predicted their implicit attitudes, they reported distinct explicit attitudes. These results fit dual process models on attitudes, and they have several theoretical and practical implications.

WHAT WE THINK WE KNOW ABOUT OUR OWN IMPLICIT BIASKeith Payne¹¹*University of North Carolina*

Does implicit bias reflect intentional animus that is hidden, or unintended impulses that people cannot control? Does it reflect personal attitudes or cultural stereotypes? Questions like these are central to understanding the nature of implicit bias. I argue that the answers depend on how individuals construe their own affective responses. Experiences of intent and ownership are confabulations, constructed as people attempt to craft explanations for their own responses. In four experiments we manipulated or measured how people construed their implicit attitudes toward gay men. When participants construed their bias as their own attitude (vs. cultural stereotypes) bias was more likely to be expressed on a personalized IAT and on explicit measures. Construing bias as intentional (vs. unintentional) made subjects explicitly endorse prejudice. Defining features of implicit attitudes may not be found in static attitude representations, but in the constructive process by which people make sense of their feelings.

SEEING WITH YOUR HEART: CAN YOU FEEL WHAT YOU CONSCIOUSLY DO NOT NOTICE?Piotr Winkielman¹, Boris Bornemann²¹*University of California, San Diego*; ²*Max Planck Institute for Human and Cognitive Brain Science*

Psychologists and laypeople believe that feelings can provide introspective access to processes that elude the rational and conscious mind. This notion of seeing with your heart finds support in

phenomena such as affective blindsight, where neurological patients show physiological responses to emotional stimuli presented in a cortically blind visual field. Several social psychological effects, such as subliminal affective priming, also reveal that consciously unseen emotion elicitors can manifest in overt judgments. However, an emotional response (in physiology or judgment) may not mean emotional awareness. I will describe several recent studies in which participants failed to use introspection to improve the detection of emotional stimuli, despite clear presence of physiological responses. I will also show how introspection can be both generated and educated by highlighting the role of relevant bodily responses. Overall, I will argue that emotional awareness is constructed out of the variety of introspective and extrospective cues.

PROPOSING SYSTEM 3

Ap Dijksterhuis¹, Madelijn Strick², Maarten Bos³, Loren Nordgren⁴
¹Radboud University Nijmegen; ²Utrecht University; ³Harvard Business School; ⁴Northwestern University

Models of thought distinguish between two systems or thought processes, simply called System 1 (fast and automatic) and System 2 (slow and effortful) by some. However, some thought processes do not seem to be captured by these systems. Problems that require a creative solution or important decisions often involve very long period of (intermittent) thought. For instance, first year university students claim that they take on average four months to decide on their major. To better understand such prolonged thought processes, we propose System 3, a system that is very slow, largely (but not completely) unconscious, and goal-dependent. We specify the decisions for which each system should be used and argue that, although System 3 is the most appropriate system for some decisions, System 3 is not always able to solve problems. In such cases, System 2 has to jump in to save matters, but this comes at a cost.

Symposium S-H2

MORALITY FOR SELF AND OTHER: CONNECTIONS AND DISSOCIATIONS

Saturday, January 19, 3:30 pm – 4:45 pm, Room R01

Chair: Fiery Cushman, *Brown University*

Morality serves two purposes: regulating our own behavior, and judging the behavior of others. We explore the relationship between these processes from complimentary perspectives: mechanistic, developmental, and evolutionary. Two papers illustrate the tight relationship between self-regulation and judgment, while two indicate the dissociations between them.

ABSTRACTS

THE OMISSION STRATEGY

Robert Kurzban¹, Peter DeScioli², John Christner¹
¹University of Pennsylvania; ²Brandeis University

People are more willing to bring about morally objectionable outcomes by omission than by commission. Similarly, people morally condemn others less harshly when a moral offense occurs by omission as opposed to commission, even when intentions are controlled. These two phenomena might be related: the reduced moral condemnation of omissions might cause people to choose to omit in order to avoid moral condemnation and punishment. We report two experiments using an economic game in which one participant (Taker) can take money from another participant (Owner) – either by omission or commission. We manipulate whether or not a third party has the opportunity to punish the Taker by reducing their payment. Results indicate that the frequency of omission increases when punishment is possible, supporting the view that people choose omissions to avoid condemnation and punishment, and the omission effect is best understood not as a bias but as a strategy.

IMMORAL ACTIONS AND THE AVERSION TO HARM

Kyle Dillon¹, Fiery Cushman¹
¹Brown University

We judge others' behaviors not just by the outcomes they cause, but also according to the action they perform. In particular, up-close, personal actions elicit enhanced moral condemnation. Might our focus on the "act itself" when judging others ultimately derive from self-regulatory processes? We tested whether mere action—absent any harmful outcome—was sufficient to elicit self-regulatory affect by asking people to engage in pretend harmful behaviors, such as discharging a fake gun into an experimenter's face. Performing pretend harmful actions increased peripheral vasoconstriction, an index of aversion, more than 1) simply witnessing one experimenter perform the same pretend harmful action on another experimenter or 2) performing a metabolically matched non-harmful, non-moral action, such as pulling the trigger of an empty spray bottle. These data indicate self-regulatory affect that responds to actions, above and beyond outcomes, and thus may explain the origins of our action-based moral judgments of others.

DISTINCT MORAL CONCERNS FOR SELF AND OTHER

James Dungan¹, Alek Chakroff², Liane Young¹
¹Boston College; ²Harvard University

Recent efforts to partition the space of morality focus on the descriptive content of moral domains (e.g., harm versus purity). Here, we present behavioral and neural evidence for a model in which a novel dimension interacts with domain content to determine our intuitive moral judgments: whether the action targets the self or another. We present studies demonstrating that purity norms function to protect ourselves from impurities (e.g., contamination), while harm norms function to protect others from interpersonal harms. Furthermore, other-directed actions are processed as harmful irrespective of their domain content. Finally, judgments of impurity uniquely predict moral judgments of self-directed actions, while judgments of harm uniquely predict moral judgments of other-directed actions. These findings are discussed in relation to research showing that cognitive processes (e.g., theory of mind) are recruited differently across moral domains, suggesting distinct functions for distinct moral norms.

DO WHAT I SAY, NOT WHAT I DO: THE DEVELOPMENT OF MORAL EXPECTATIONS AND MORAL BEHAVIOR

Jonathan Phillips¹, Paul Bloom¹
¹Yale University

While there has been an impressive amount of research on the development of moral cognition and its relation to behavior, there has been surprisingly little, if any, research on how moral cognition influences expectations of other people's behavior over the course of development. Yet, these two aspects of moral cognition are both fundamental to successfully interacting with others. We consider this unexplored topic in a series of studies using simple, modified economic games. The present studies examine both the first-person issue of how children and adults behave themselves while comparing their behavior to third-person measures of how they expect others to behave. Additionally, we collected data on children and adult's expectations of their own behavior. The comparisons of the developmental trajectory for these first- and third-person items provide evidence that separate psychological processes may underlie these two aspects of moral cognition.

Symposium S-H3

SHIFTING DEMOGRAPHICS: FACTORS THAT HINDER AND PROMOTE CHANGES IN RACIAL BELIEFS IN THE FACE OF A GROWING MULTIRACIAL POPULATION

Saturday, January 19, 3:30 pm – 4:45 pm, Room R07 – R09

Chair: Sarah Gaither, *Tufts University*

Co-Chair: Kristin Pauker, *University of Hawaii*

The multiracial demographic is estimated to become 21% of the population by 2050, yet research has not explored how this change may transform

racial perceptions and beliefs. This symposium addresses questions concerning what social motivations affect perceptions of mixed-race individuals and how exposure to multiracials alters racial beliefs.

ABSTRACTS

STATUS BOUNDARY ENFORCEMENT AND THE CATEGORIZATION OF BLACK-WHITE BIRACIALS

Arnold K. Ho¹, Jim Sidanius², Amy J.C. Cuddy³, Mahzarin R. Banaji²

¹Colgate University; ²Harvard University; ³Harvard Business School

Individuals who qualify equally for membership in more than one racial group are not judged as belonging equally to both of their parent groups, but instead are seen as belonging more to their lower status parent group. Why? The present paper begins to establish a motivational basis for hypodescent, the process of assigning multiracials the status of their relatively disadvantaged parent group. In two studies, we found that individual differences in social dominance orientation (SDO)—a preference for group-based hierarchy and inequality—interacts with perceptions of socioeconomic threat to influence the use of hypodescent in categorizing Black/White biracial targets. Although SDO is unrelated to hypodescent when the extant status hierarchy is perceived to be stable, perceptions of intergroup threat, either chronically held (Study 1) or experimentally manipulated (Study 2), lead to a robust relationship between SDO and hypodescent. These results suggest that hypodescent can function as a “hierarchy-enhancing” social categorization.

SOCIAL BELONGING THREAT MOTIVATES CATEGORIZATION OF RACIALLY-AMBIGUOUS FACES

Sarah E. Gaither¹, Kristin Pauker², Michael L. Slepian^{1,3}, Samuel R. Sommers¹

¹Tufts University; ²University of Hawaii; ³Stanford University

Multiracial individuals are projected to be the fastest growing demographic in the US over the next 40 years. Given that this population challenges traditional either/or perceptions of race, the current work examines factors that motivate how multiracials are categorized. Two studies tested the hypothesis that social motivation to protect or restore social belonging with an important group (i.e., your racial ingroup) shapes categorization of racially-ambiguous faces in self-serving ways. Study 1 examined the effects of social exclusion on ambiguous categorization while Study 2 investigated ambiguous categorization after a threat to one’s racial identity. Both studies highlight that social threats toward belonging, motivate the adoption of stricter boundaries between the ingroup and outgroup, causing White participants to be more likely to categorize racially-ambiguous faces as outgroup. Results also demonstrate that this motivated categorization can be mitigated through self-affirmation, illustrating the malleability of social categorization and its dependency on serving self-relevant goals.

AT THE CROSSROADS OF RACE: RACIAL AMBIGUITY AND BIRACIAL IDENTIFICATION INFLUENCE CATEGORIZATION AND PSYCHOLOGICAL ESSENTIALIST BELIEFS

Danielle M. Young¹, Diana T. Sanchez¹, Leigh S. Wilton¹

¹Rutgers University

Do visually ambiguous and biracially identified individuals serve as natural challenges to essentialist views of race? Previous research has demonstrated that when given time and the option, perceivers can categorize racially-ambiguous individuals as multiracial and that racial identification can serve as a categorization guide for ambiguous targets. Using a one-time exposure experimental paradigm, this research begins to untangle the impacts of visual ambiguity (“looking” biracial) and biracial identity (explicitly claiming biracial status) on deliberate and complex racial categorization, subsequent target perceptions, and essentialist beliefs. Results demonstrate that perceptions of targets are independently influenced by both visual and identity cues. Furthermore, perceivers who are exposed to racially-ambiguous, biracially-identified targets also show reductions in their essentialist thinking about race, while perceivers exposed to racially-ambiguous, monoracially-identified targets show increases in their essentialist beliefs. This research also considers social perceptions as potential mechanism through which essentialist beliefs are altered.

EXPOSURE TO UNIQUE FACETS OF DIVERSITY FACILITATES FLEXIBLE PERCEPTIONS OF RACE

Kristin Pauker¹, Max Weisbuch², Nalini Ambady³

¹University of Hawaii; ²Denver University; ³Stanford University

Given the predicted burgeoning multiracial population, it is imperative to understand how exposure to this unique facet of diversity (e.g., features that challenge the current racial classification system) impacts our perceptions and beliefs about race. We explored whether exposure to multiracial faces could alter racial essentialism and ultimately affect race-based categorization, attention, and memory. We hypothesized that exposure to multiracials who challenge essentialist thinking may facilitate flexible lay theories of race. Results show that participants who report more exposure to biracial individuals endorsed racial essentialism less. Furthermore, participants in regions with a high prevalence of multiracial individuals (i.e., Hawaii) also exhibited more flexible perceptions of race than those in regions with fewer multiracial individuals (i.e., the mainland U.S.). Lastly, experimental manipulation of exposure to social environments populated by multiracials also led to less essentialism and consequently facilitated attention towards and memory for multiracial faces.

Symposium S-H4

SELF-CONTROL DOES A BODY GOOD? EVIDENCE FROM THE BRAIN, HEART, LIVER, AND BEHAVIOR

Saturday, January 19, 3:30 pm – 4:45 pm, Room 206 – 207

Chair: Kathleen Vohs, *University of Minnesota*

Co-Chair: William Hedgcock, *University of Iowa*

This symposium will cover the latest discoveries about how self-control affects the brain and body. The research describes how self-control depletion disturbs brain activity, why self-control puts the body’s peripheral organs on pause, and how self-control training strengthens the brain’s self-control neural network.

ABSTRACTS

THE SELF-CONTROL HABIT?: TRAINING-INDUCED CHANGES IN SELF-CONTROL NETWORK ACTIVATION

Elliot T. Berkman¹, Junaid S. Merchant¹, Lauren E. Kahn¹

¹University of Oregon

The Strength model predicts that self-control is amenable to change through training. Some behavioral data are available, but no studies have used neuroscience to establish the underlying pathways through which behavioral improvements in self-control are made. We conducted a training study to investigate which neural systems, if any, show plasticity in association with improvements in behavioral self-control. Fifty participants were randomly assigned to a three-week self-control training versus a control training that did not involve self-control. Brain activation during a self-control task was assessed pre- and post-training. The pattern of results is consistent with the Strength model: activation in regions associated with effortful control decreased in the training group (relative to controls), but was positively related to improvement in task performance. These results begin to uncover the neural pathways for training-based improvements in self-control, and provide evidence for the notion that self-control strength can indeed accumulate with use.

REDUCING SELF-CONTROL DEPLETION EFFECTS THROUGH ENHANCED SENSITIVITY TO IMPLEMENTATION: EVIDENCE FROM FMRI AND BEHAVIORAL STUDIES

William M. Hedgcock¹, Kathleen D. Vohs², Akshay R. Rao²

¹University of Iowa; ²University of Minnesota

The Strength model suggests self-control relies on a limited set of resources that become diminished by use. Recent theories posit two stages of self-control: recognizing the need for control and implementing controlled responses. We conducted an fMRI experiment and intervention experiment to investigate whether one or both stages were affected by the prior exercise of self-control. Results

from both experiments indicated that the implementation stage was most affected. Experiment 1 showed that participants' brain activity in the right middle frontal gyrus, an area related to implementation of controlled processes, was diminished after a depleting task. Experiment 2 demonstrated further support for implementation decrements after depletion. Results showed that self-control was increased by an intervention designed to boost implementation more than an intervention that spurred recognition to control one's responses. These data offer insights into the mechanism of self-regulatory resource depletion and promises for how to overcome depletion's deleterious effects.

I'M TIRED AND YOU LOOK DELICIOUS: SELF-REGULATORY DEPLETION LEADS TO INCREASED REWARD RELATED NEURAL RESPONSES TO APPETITIVE STIMULI

Dylan D. Wagner¹, Todd F. Heatherton¹

¹*Dartmouth College*

The strength model of self-regulation has generally assumed that self-control failure occurs due to a lack of top-down control over impulses. Recently, it has been argued that self-regulatory depletion may also serve to increase the strength of emotions and impulses. Here, we present results from three functional neuroimaging studies in which brain responses to appetitive or emotional stimuli are measured following self-regulatory depletion. Study 1 examined the effects of depletion on responses to emotional scenes. Studies 2 and 3 examined reward-related brain activity to appetizing foods (Study 2) or attractive faces (Study 3). Across all three studies, depleted participants exhibited increased affect (Study 1) or reward-related (Studies 2 & 3) brain activity to appetitive stimuli compared to control participants. This work suggests that self-regulatory depletion disrupts self-control by increasing the strength of emotions and impulses thereby making it more difficult to exert top-down control to inhibit them.

EFFECTS OF SELF-REGULATION ON PERIPHERAL PHYSIOLOGY

Suzanne C. Segerstrom¹

¹*University of Kentucky*

Adaptive physiological regulation means that the body must alter its metabolic priorities in response to situational and internal demands. The act of self-regulation may have a distinct physiological profile, which we call "pause and plan". Three laboratory studies support this model in demonstrating that during or after high self-regulatory effort, energy-intensive organs – namely, the heart, immune system, and liver – showed slower functioning compared with times or people characterized by low self-regulatory effort. Furthermore, key individual differences predicted organ function during high self-regulatory effort: high optimism, which has been associated with greater effort aimed at self-regulation, predicted less robust immune response to challenge after a self-regulatory task; low trait self-control, also associated with greater regulatory effort, predicted slower liver metabolism during self-regulation. The body's shift to a "pause and plan" profile during self-regulation works to conserve resources for both concurrent and future behavior by slowing the metabolic demands of these organs.

Symposium S-H5

FACTORS THAT PREDICT SELF-CONTROL SUCCESS AND FAILURE WITHIN A PERSON ACROSS SITUATIONS: IT'S MORE THAN JUST TRAIT SELF-CONTROL PLUS STATE DEPLETION

Saturday, January 19, 3:30 pm – 4:45 pm, Room 217 – 219

Chair: Lara Kammrath, *Wake Forest University*

The strength model of self-control suggests that the same individual will be more or less successful at exerting self-control depending on his/her trait level of self-control and state level of depletion. The papers in this symposium examine additional factors that predict a person's self-control in and across specific situations.

ABSTRACTS

RESISTING EVERYTHING EXCEPT TEMPTATION: A LONGITUDINAL STUDY OF DOMAIN SPECIFICITY IN SELF-CONTROL

Eli Tsukayama¹, Angela Duckworth¹

¹*University of Pennsylvania*

Why do some people act self-controlled in some situations but not others? In particular, how do we reconcile apparent inconsistencies in self-control behavior? That is, why does it appear that an individual can be self-controlled in one situation or domain (e.g., work) but impulsive in another (e.g., drinking)? We propose and test a model that incorporates and explains both domain-general (some people are more self-controlled than others on average) and domain-specific (a person can be self-controlled in one domain but impulsive in another) differences in impulsive behavior. We report results from a longitudinal study of cohorts of varying ages: childhood, adolescence, early adulthood, and late adulthood. This investigation (1) provides support for a model that explains both domain-general and domain-specific self-control behavior that generalizes across the lifespan, (2) demonstrates temporal consistency of domain-general and domain-specific self-control behavior, (3) and provides an explanation for gender differences in self-control behavior.

I'LL DO IT FOR YOU BUT NOT FOR ME: COMPARING A DOMAIN GENERAL TO A DOMAIN SPECIFIC MODEL OF SOCIAL SELF-REGULATORY ACTIONS

Kassandra Cortes¹, Lara Kammrath²

¹*University of Waterloo*; ²*Wake Forest University*

Pursuing our personal goals and relationship goals can be hard work. Some of this work includes effortful actions: difficult and effortful active behaviors performed to promote a positive outcome. We investigate whether the same self-regulatory variables that predict effortful personal actions (that benefit oneself) also predict effortful social actions (that benefit someone else). Effortful social actions are an important class of self-regulatory behavior, yet, surprisingly, have rarely been studied from a self-regulatory perspective. In three studies, we examined the role of both trait self-control, a domain-general self-regulatory trait, and trait agreeableness, a specialized social self-regulatory trait, as predictors of effortful action. Across studies, we manipulated whether the effortful behavior being performed benefited the self or someone else. In all studies, only trait agreeableness predicted effortful social action, while only trait self-control predicted effort in the personal domain. Implications for the domain specificity of self-regulation are discussed.

BEYOND WILLPOWER: HABITS ARE A CORNERSTONE OF GOAL ADHERENCE

Pei-Ying Lin¹, Wendy Wood¹, John R. Monterosso¹

¹*University of Southern California*

People reach goals through multiple regulatory processes. Habits are a largely unrecognized mechanism of goal adherence. Especially when people lack willpower to make choices, they fall back on good habits (e.g., greater gym attendance in habitual exercisers) as well as bad ones (e.g., greater snacking in habitual snackers). Because most habits in daily life are goal-congruent (Ouellette & Wood, 1998), habits in general promote goal adherence. We show that people with low willpower rely more on good (and bad) habits that develop naturally (Neal, Wood, & Drolet, 2012), relative to people with high willpower. We show in a chocolate eating experiment that participants who believed chocolate was unhealthy fell back on their habitual response tendencies when willpower was low—they ate more chocolate in the habitual eating group and ate less chocolate in the habitual avoidance group. Thus, people may benefit from habits that outsource behavior control to the environment.

PREDICTING THE UPS AND DOWNS FROM ACTING OUT AND AVOIDING TEMPTATION

Hiroki Kotabe¹, Wilhelm Hofmann¹

¹*The University of Chicago Booth School of Business*

In this research, we examine the social cognitions associated with behavioral decision-making in a self-control situation. Specifically, we investigate affective forecasting – what emotions do people think they will feel after they resist a temptation or after they succumb to a temptation? And how do people's affective forecasts change when they are in different (depleted vs non-depleted, low construal vs high construal) psychological mindsets? In Study 1, we show that depleted participants, in comparison with non-depleted participants, expect to feel less guilt for acting on temptation. Additionally, expected guilt was less predictive of enactment likelihood in those participants and they also predicted the pleasure of enactment and the frustration of nonenactment to decay more slowly. In Study 2, we show that high construal, in comparison with low construal, is associated with less predictiveness of pleasure on enactment likelihood, less predictiveness of frustration on expected happiness judgments, and higher nonenactment happiness.

Symposium S-H6

CONCEALMENT IN PLAIN SIGHT: THE UNSEEN INFLUENCE OF SECRETS IN E-MAILS, BODILY EXPERIENCES, SOCIAL INTERACTIONS, AND THE COMMUNITY

Saturday, January 19, 3:30 pm – 4:45 pm, Room 228 – 230

Chair: Michael Slepian, *Stanford University*

Co-Chair: E. J. Masicampo, *Wake Forest University*

We showcase the latest research on concealment, demonstrating the effects of secrets on e-mail content and frequency, the way secrets burden as if comprising actual weight, how one's secrets affect others' mental and physical performance, and stresses related to preoccupation with and disclosure of stigma in a diverse community sample.

ABSTRACTS

MAJOR LIFE SECRETS CAN PROMOTE RELATIONSHIP ENGAGEMENT RATHER THAN SOCIAL WITHDRAWAL: TRACKING SECRET-KEEPING IN EMAILS

Yla R. Tausczik¹, Cindy K. Chung¹, James W. Pennebaker¹

¹*The University of Texas at Austin*

This study tracked the impact of keeping a major life secret on an individual's social network. Changes in emailing frequency and word use between 61 secret keepers and their contacts were identified from before and during secret keeping. Surprisingly, there was no evidence for social withdrawal during secret keeping. Instead, we found the opposite – secret keepers communicated more frequently and exhibited more engagement with others. These data support a hypervigilance hypothesis: Secret keepers may engage others in order to monitor their interactions. Most striking was that secret keeping led to deeper social bonds between secret keepers and confidants. These results highlight the powerful role that archival emails and other social media may play in revealing naturally occurring social phenomena.

THE PHYSICAL BURDENS OF SECRECY

Michael L. Slepian¹, E.J. Masicampo², Negin Toosi³, Nalini Ambady¹

¹*Stanford University*; ²*Wake Forest University*; ³*Columbia University*

People often speak of secrets as burdens. The present work examined whether people might actually experience secrets as felt weight. We assessed whether secrets influence perception and action in the same way that physical burdens do. Four studies examined people who harbored important secrets (e.g., infidelity, sexual orientation). People who recalled, were preoccupied with, or suppressed important secrets showed the same effects known to occur among people carrying physical weight – secret holders estimated hills to be steeper and distances to be farther away. We also examined the social and behavioral

consequences of this effect. People burdened with secrets estimated that physical tasks would require more effort and were therefore less likely to help others by performing them. The more burdensome the action and the more thought devoted to it, the more perception and action were influenced as if people were carrying physical weight. Secrets – like physical burdens – weigh people down.

CONCEALING SEXUAL ORIENTATION CAN HARM THE PERFORMANCE OF OTHERS

Benjamin A. Everly¹, Margaret J. Shih¹

¹*University of California, Los Angeles*

The current social climate is one in which many gay and lesbian individuals do not feel comfortable disclosing their sexual orientation. Some policies, such as "Don't Ask, Don't Tell", have even required gays and lesbians to conceal their sexual orientation. But what are the social implications of concealment? We examined how interacting with an individual concealing his gay identity might affect the performance of others. In three experiments, participants completed either a cognitive (math test) or sensorimotor (Wii video game) task with a gay confederate. The results revealed that participants performed worse when the confederate's sexual orientation was concealed compared to when it was disclosed. These studies suggest that social pressures or policies that promote the concealment of sexual orientation can have harmful consequences. Overall, while some policy makers argue that working with openly gay individuals can undermine performance, we found precisely the opposite to be true.

CONCEALING THE SELF: EFFECTS OF PREOCCUPATION, ANTICIPATION OF STIGMA, AND OUTNESS

Diane M. Quinn¹, Michelle K. Williams¹, Francisco Quintana¹, Valerie A. Earnshaw²

¹*University of Connecticut*; ²*Yale University*

What aspects of stigmatized identities are linked to psychological distress? The current research examined multiple predictors of distress in a diverse community sample of low SES adults. The sample included people who reported they were concealing current or previous substance abuse (N = 101), current or previous diagnosed mental illness (N = 101), and people who experienced childhood abuse (N = 74). After controlling for demographic variables, regression analyses showed that for the mental illness and the childhood abuse groups, worries about being stigmatized and greater salience of the stigmatized identity predicted more distress; whereas greater outness predicted less distress. For the substance abuse group, only salience predicted distress. This research sheds light on when concealing a culturally stigmatized identity might become particularly burdensome. Ironically, frequent thoughts and worries about concealed identities were linked to greater distress – yet actually being out to others predicted less of it.

Symposium S-H7

HARVESTING AND DISTILLING BIG DATA IN THE INFORMATION AGE: APPLICATIONS AND ADVANCES IN SOCIAL AND PERSONALITY PSYCHOLOGY

Saturday, January 19, 3:30 pm – 4:45 pm, Room 208 – 210

Chair: Benjamin S. Crosier, *University of Florida*

Co-Chair: Gregory D. Webster, *University of Florida*

Whereas social-personality psychologists once faced a dearth of data, with advent of the information age, they now face a deluge of "big data." This symposium provides an overview of the possibilities of big data for social-personality psychology's future with a sample of cutting-edge research that uses web-based data (Facebook, Foursquare).

ABSTRACTS**THE INTERNET IS ONE MASSIVE FIELD STUDY**Adam D.I. Kramer¹¹*Facebook, Inc.*

The advent of the World Wide Web has generated an unprecedented quantity of social interaction data for analysis: millions if not billions of data points, collected entirely unobtrusively, and provided for free (in return for provision of a useful or entertaining service). These new data sources, however, require new research methodologies at every step of the process: Not only must computer programs replace research assistants for the purposes of running studies, entering data, and coding it (and who will write those programs?), but the resulting data are noisy (which accounts are “fake?”), oddly distributed (the Poisson distribution reigns), and overabundant (can you load a million data points into SPSS? How about a billion?). I discuss the life cycle of “computational social psychology” research, and reframe our basic methodological heuristics accordingly.

DO FACEBOOK NETWORKS REFLECT REAL SOCIAL NETWORKS? CORRESPONDENCE BETWEEN ONLINE AND OFFLINE SOCIAL NETWORK STRUCTUREBenjamin S. Crosier¹, Keivan Zolfaghari¹, Gregory D. Webster¹¹*University of Florida*

With nearly one billion users, the social networking website Facebook has provided novel ways for people to socialize and for social-personality psychologists to study behavior. Nevertheless, a key question remains: Do Facebook networks necessarily reflect real-world social networks? To answer this question, we collected egocentric social network data from 500 undergraduates using both Facebook and self-report (via recall of alters), and calculated structural metrics for both types of social networks (Facebook vs. real). Results indicated positive associations between Facebook and real social networks in terms of network density (actual ties per possible ties), centrality (importance/influence), and brokerage (friends that bridge disparate groups of friends). Structure metrics for both Facebook and real social networks were related to extraversion. Collectively, these findings suggest that personality shapes social network structure, regardless of whether they are online or offline. We discuss methodological issues and future directions including optimal approaches for acquiring comprehensive social network data.

MANIFESTATIONS OF PERSONALITY IN ONLINE AND OFFLINE ENVIRONMENTSLindsay T. Graham¹, Samuel D. Gosling¹, Corey Reese²¹*University of Texas*; ²*Trumpet Technologies*

Individuals spend large amounts of time working, playing, and socializing in various virtual domains. So, it is important to understand how individuals express themselves in these environments. Here we examine the overlap between online and offline personalities in two virtual environments: the massively-multiplayer-online-role-play-game World of Warcraft (WoW) and the location-based social networking site, Foursquare. Study 1 found consensus among judges of impressions of WoW players based on their screen names, but there was little evidence for the accuracy of those impressions. Study 2 found surprisingly strong inter-judge consensus about the ambiance and typical clients of bars and cafes in Austin, based only on the Foursquare user profile photos of the people who frequent those places. Study 2 also found evidence for convergence between those profile-based impressions and impressions made of patrons at the actual locations. We discuss the potential processes driving personality expression across virtual and physical environments.

WHAT SOCIAL NETWORK ANALYSIS CAN REVEAL ABOUT HIRING DECISIONS IN SOCIAL PSYCHOLOGYGregory D. Webster¹, Adam Dzedzy¹, Benjamin S. Crosier¹¹*University of Florida*

We used social network analysis (SNA) to describe hiring decisions among universities. SNA integrates information about universities

(nodes) and hiring relationships (ties; who hires whom). We assessed correlations among measures of psychology department productivity (citation indexes [Nosek et al., 2010], JPSP articles published [Quiñones-Vidal et al., 2004]), peer-rated prestige (U.S. News rankings), and network centrality that describe an institution’s hiring-network influence. We examined 62 member institutions of the American Association of Universities (AAU). Using psychology departments’ websites, we recorded information about social psychology professors’ PhD-conferring institutions and PhD year, resulting in 457 ties. SNA showed that centrality measures correlated positively with productivity (citations, JPSP publications) and peer-rated prestige (ranking scores) measures, suggesting strong convergent validity. Additionally, the hiring gender gap decreased significantly over time (1949–2011); women are now the majority of new hires among AAU social psychology programs. We discuss SNA as a new tool for modeling relational data.

Symposium S-H8**TWEETING, TEXTING, AND TALKING: TECHNOLOGY’S IMPACT ON SOCIAL INTERACTION**

Saturday, January 19, 3:30 pm – 4:45 pm, Room 211 –213

Chair: Jonah Berger, *University of Pennsylvania*

Rather than just communicating face-to-face, people can now tweet, text, and talk through a host of channels. How do these different modalities impact the nature and consequences of social interaction? This session integrates various methodologies and research perspectives to illuminate both the upsides and downsides of technology’s impact on communication.

ABSTRACTS**CONNECTING VERSUS SELF-PROTECTING: SELF-ESTEEM AND SELF-DISCLOSURE ON FACEBOOK**Joanne V. Wood¹, Amanda L. Forest¹, Daniel Machado¹¹*University of Waterloo*

Self-disclosure is crucial to close relationships. But people with low self-esteem (LSEs) face a dilemma: Disclosing their true feelings would require sharing negative emotions—which they experience more than people with high self-esteem (HSEs)—yet expressing negativity is socially risky, and LSEs desperately want to avoid rejection. Normally, LSEs’ self-protectiveness inhibits their self-disclosures. Would LSEs feel safer expressing themselves on Facebook? On Facebook one’s disclosures are broadcast to hundreds of other people, but unlike in-person interactions, one can avoid others’ potentially disapproving faces. Two studies showed that LSEs expressed less positivity and more negativity than HSEs in their Facebook status updates. A third study that manipulated the communication medium—online vs. face-to-face—suggested that LSEs do express themselves more freely online. Yet LSEs’ negativity brings about the very rejection that they fear. This research illustrates how social media provide new ways to test theories about self-esteem and relationship processes.

HOW COMMUNICATION CHANNELS SHAPE WHAT PEOPLE TALK ABOUTJonah Berger¹, Raghu Iyengar¹¹*University of Pennsylvania*

How does the channel people communicate through (e.g., face-to-face or online) shape what they talk about? Using a multi-method approach (analysis of over 21,000 everyday conversations, as well as controlled experiments) we demonstrate that the channel people communicate through influences what gets discussed by influencing conversation synchronicity. Asynchronous communication channels (e.g., online posts or text) naturally provide pauses between conversational turns, allowing people to select and craft what they say. Consequently, interesting things are talked about more than boring ones. Along these lines, experimental evidence indicates that merely encouraging participants to pause before communicating leads more interesting things to be discussed. Synchronous communication channels (e.g., face-to-face or phone), however, do not provide such time, and as a

result, how interesting things are to talk about has less of an impact on whether they get mentioned. These findings shed light on how communication channels shape what people discuss.

NEUROENDOCRINE RESPONSES TO ONLINE COMMUNICATION IN CHILDREN

Leslie J. Seltzer¹, Toni E. Zeigler¹, Seth D. Pollack¹

¹*University of Wisconsin-Madison*

There is no shortage of stories in the popular media about the deleterious mental and emotional effects of overmuch internet use, especially in children. The actual effects of online social communication on the living human brain, however, are almost wholly unknown. Here, we examine the neuroendocrine effects of online social communication in girls aged 8-12 years after a stressful event. In particular, we examine the effects of instant messaging on the hormones oxytocin, which is released following warm interpersonal contact, vasopressin, which is involved in both the stress response and social aggression, and lastly cortisol, a “stress hormone”. Our results indicate that in-person or verbal social interaction releases more oxytocin, and less cortisol and vasopressin, than instant messaging. While more research is needed to clarify the effects of social communication on the brain, it is evident that online social interactions cannot provide the same biological experience as direct human contact.

THE HUMANIZING VOICE

Nicholas Epley¹, Juliana Schroeder¹

¹*University of Chicago*

Humanness is typically defined, both intuitively and philosophically, by the presence of mind. Human beings can think, feel, reason, and have conscious experiences. These mental capacities, however, are inherently invisible. In a series of experiments, we find that spoken language is critical for communicating the presence of mind. Target participants talked about a decision that either turned out well or poorly (Experiment 1), about either a positive or negative emotional experience (Experiment 2), or about a contentious political issue (Experiment 3). Observers then read transcripts, listened to the audio, or watched a video (with audio) of these speeches. In each, targets were rated as possessing weaker mental capacities—less agency, less experience, less basic human nature, and less uniquely human traits—in the transcript condition than in the audio (or audiovisual) conditions. Voiceless mediums may make people appear less mindful, and thereby less human as well.

Symposium S-H9

NEW TAKES ON APPROACH AND AVOIDANCE

Saturday, January 19, 3:30 pm – 4:45 pm, Room 220 – 222

Chair: Christine Hoseney, *University of Chicago - Booth School of Business*

Co-Chair: Jane Risen, *University of Chicago - Booth School of Business*

Approach and avoidance motor movements influence how people understand and evaluate their environment. This symposium highlights recent findings that extend the effects of approach and avoidance to the development of superstitious rituals, impression formation and face memory, and the use of approach movements as training to reduce prejudice.

ABSTRACTS

REVERSING ONE'S FORTUNE BY PUSHING AWAY BAD LUCK

Christine Hoseney¹, Yan Zhang², Jane Risen¹

¹*University of Chicago - Booth School of Business*; ²*National University of Singapore*

Across cultures, people try to “undo” bad luck with superstitious rituals such as knocking on wood, spitting, or throwing salt. These rituals may reduce the perceived likelihood of negative outcomes because they involve avoidant actions that simulate pushing away bad luck. Participants tempt fate and then engage in avoidant actions that are either superstitious (Study 1, knocking on wood) or non-superstitious (Study 2, throwing a ball). Participants who knock down (away from

themselves) or throw a ball believe a jinxed outcome is less likely than participants who knock up (toward themselves) or hold a ball. Study 3 demonstrates that after tempting fate, avoidant actions prompt less clear mental representations for the jinxed event. Study 4 finds that performing an avoidant action –not creating distance– is critical for reversing the perceived effect of the jinx. Although superstitions are often culturally defined, the psychological processes that underlie them may be shared cross-culturally.

APPROACH AND AVOIDANCE STATES INFLUENCE FACE PERCEPTION AND MEMORY

Steven G. Young¹, Michael L. Slepian², Nalini Ambady³

¹*Fairleigh Dickinson University*; ²*Tufts University*; ³*Stanford University*

Approach and avoidance are fundamental motives, yet little work has examined how these motivations influence person perception. The current work addresses this question by examining the influence of embodied approach and avoidance on impression formation and person memory. In Experiment 1, approach/avoidance influenced a critical distinction in how people were perceived, with approaching leading others to be judged as trustworthy, while avoidance led others to seem untrustworthy. This relation was found to be reciprocal in Experiment 2, as faces pre-rated as trustworthy potentiated approach. In Experiment 3, faces that participants approached were better remembered than faces they avoided. Experiment 4 included both same-race and other-race faces and found that during approach, same-race recognition is superior, but this same-race bias is eliminated during avoidance due to a decrease in same-race recognition. These novel results illustrate that approach/avoidance impacts critical person perception processes, including how impressions are formed and faces are remembered.

HOW TO APPROACH AVOIDANCE: REDUCING PREJUDICED BEHAVIOR USING APPROACH TRAINING

Annemarie Wennekers¹, Rob Holland², Daniel Wigboldus², Ad van Knippenberg²

¹*University of Amsterdam*; ²*Radboud University Nijmegen*

The present research aims to enhance understanding of the behavioral processes related to implicit prejudice and prejudice reduction. We investigated both how implicit prejudice predicts approach/avoidance tendencies, and how repeated approach of out-group targets reduces prejudiced behavior. As hypothesized from the link between prejudice and fear, Study 1 showed that implicit prejudice predicted faster avoidance responses toward out-group as compared to in-group targets, but was unrelated to the speed of approach movements. Study 2 showed that repeated approach reduced avoidance behavior of highly prejudiced people toward an out-group male, while it did not affect avoidance behavior of less prejudiced people. These effects were particularly present for female participants, potentially because the fear component is especially important in their intergroup bias. In conclusion, the current findings suggest that repeated approach decreases avoidance behavior of relatively highly prejudiced individuals. We discuss the results in light of recent work on embodiment and prejudice.

Symposium S-H10

HOW RACE, CLASS AND STIGMA ARE EMBEDDED IN PHYSICAL SPACE

Saturday, January 19, 3:30 pm – 4:45 pm, Room 225 – 227

Chair: Courtney Bonam, *University of Illinois Chicago*

Co-Chair: Jennifer Eberhardt, *Stanford University*

Increasingly social psychologists are examining physical context as an important factor shaping social processes. Our symposium examines how person-space interactions can perpetuate and ameliorate race and class inequalities in education, exposure to polluted environments, and segregation. Together these talks highlight how race, class, and stigma are embedded in physical space.

 A B S T R A C T S

SPACE FOR DIVERSITY? USE OF PUBLIC SPACE AND SENSE OF PLACE IN HIGHER EDUCATION

 Sophie Trawalter¹
¹*University of Virginia*

Research has shown that students from historically stigmatized groups feel “out of place” in higher education. The present research examines the importance of public spaces on university campuses. It demonstrates that the way stigmatized students use public spaces on campus contributes to their feeling “out of place.” Specifically, Study 1 reveals that, relative to high-SES students, lower-SES students use less public space on campus. Study 2 extends this finding; it finds that lower-SES students feel “out of place” at the University to the extent that they prefer smaller, more private spaces on campus; high-SES students feel “at home” at the University to the extent that they prefer larger, more public spaces on campus. Finally, Study 3 provides experimental evidence that empowering students to use public space on campus can boost students’ sense of place at the University. Altogether, these studies have implications for disparities in educational outcomes.

WHAT RESIDENTIAL SPACE CAN SIGNAL ABOUT RACE: DESCRIPTIVE NORMS, RACE ESSENTIALISM, AND PREFERENCES FOR SAME-RACE NEIGHBORS

 Rebecca C. Hetey¹, Jennifer L. Eberhardt¹
¹*Stanford University*

Forty-five years after racial residential segregation was outlawed, we might expect America’s neighborhoods to be fully integrated. Segregation, however, persists. Across three studies, We explore how the prevalence of segregation can fuel its own perpetuation by setting powerful descriptive norms. When participants were exposed to information about high rates of residential segregation in the United States, they conformed and expressed significantly stronger preferences for same-race neighbors than those exposed to low rates of segregation. Further, this normative information changed individuals’ conceptions of race. Learning that segregation is common, rather than uncommon, caused participants to endorse a more essentialized view of race. This view of race was itself significantly associated with preferences for same-race residential contact. This work illustrates that physical arrangements of racial groups within residential spaces can shape preferences for social contact with members of different races and can signal how essential race is as a category.

SPACE-FOCUSED STEREOTYPES AND THEIR DOWNSTREAM CONSEQUENCES FOR DEVALUING BLACK LOCALES

 Courtney M. Bonam¹, Jennifer L. Eberhardt², Jack Glaser³
¹*University of Illinois Chicago*; ²*Stanford University*; ³*University of California Berkeley*

Do racial stereotypes take the form of physical space characteristics, ultimately shaping perceptions and judgments of racially imbued space? Three studies examine this question. Qualitative analyses establish the specific content of Black space-focused stereotypes, revealing a blighted and impoverished image of Black areas (Study 1). A go no-go association task shows that the mere presence of Black people automatically and implicitly activates this blighted image (Study 2). A final experiment demonstrates downstream consequences (Study 3). All participants read the same information about a middle-class neighborhood, as well as a proposal to build an industrial plant there. Participants assume the neighborhood is lower class and has lower property values when it is majority Black vs. White. Also assuming it to be more industrial, participants feel less connected to the Black neighborhood and are less opposed to building an industrial plant nearby. Implications for wealth, health, and environmental inequality will be discussed.

HOW RACISM TAKES PLACE

 George Lipsitz¹
¹*University of California Santa Barbara*

Individual perceptions about racialized space take place within a structural context in which relations between races are often experienced as relations between places. People of different races in the United States generally are relegated to different physical locations by housing and lending discrimination, by school district boundaries, by policing practices, by zoning regulations, and by the design of transit systems. The racial demographics of the places where people live, work, play, shop, and travel expose them to a socially shared system of exclusion and inclusion that shapes stereotypical perceptions about neighborhoods as sites of danger or refuge. In this talk, I describe the key mechanisms from the past and the present that spatialize race and racialize space.

Symposium S-H11
NEW TOOLS: OPEN SOURCE AND PUBLICLY AVAILABLE TECHNOLOGY FOR SOCIAL PSYCHOLOGICAL RESEARCH

Saturday, January 19, 3:30 pm – 4:45 pm, Room R02

 Chair: Thomas Schubert, *Instituto Universitário de Lisboa, ISCTE-IUL*

 Co-Chair: Winter Mason, *Stevens Institute of Technology*

Using expensive and proprietary technology in research hinders replication and unconventional sampling. We showcase four examples that overcome this difficulty by using open source and publicly available technology: Two online response time measurement tools, one smartphone-based event sampler, and posture measurement with force plates.

 A B S T R A C T S

AN OPEN SOURCE IAT IMPLEMENTATION FOR ONLINE DATA COLLECTION

 Winter Mason¹
¹*Stevens Institute of Technology*

Replication is fundamental to the scientific method. As social psychologists increasingly use software tools to conduct research, it therefore becomes crucial to share these tools as freely as possible to facilitate replication. In this interest, I created a version of the Implicit Association Test (Greenwald, McGhee, and Schwartz, 1998) that is freely available and modifiable; that is, an open source IAT. It uses HTML5 and runs in all modern browsers, with no plugins needed. I will describe the software, demonstrate how it can be easily used for both online and offline research, and show example results obtained with the software. I will conclude by describing the way the software is shared and point to additional open source resources for social psychologists.

SCRIPTINGRT: AN OPEN SOURCE TOOL FOR MEASURING RESPONSE LATENCIES ONLINE

 Thomas W. Schubert¹, Elizabeth Collins¹, Carla Murteira¹, Diniz Lopes¹
¹*ISCTE-IUL, Lisboa*

Online research has become a standard tool of psychological research. However, collecting reaction time data online currently requires specialized programming skills or proprietary software. ScriptingRT is a free open source software library that supports the development of online reaction time studies. ScriptingRT was developed using Adobe Flex. Experiments are programmed in an XML-based syntax, run as Flash applications in any Internet browser with a Flash plugin, and can be integrated in HTML surveys. Three studies tested the performance of ScriptingRT. Standard effects (e.g. Stroop, Simon) were reliably replicated using ScriptingRT, when run in the lab and online. In direct comparison to desktop specialized software, effect sizes were slightly smaller; we present estimates on how many additional participants or trials are necessary to reach the same test power. The results confirm the validity of ScriptingRT (<http://reactiontimes.wordpress.com/>) to measure reaction times.

USING SMARTPHONES TO RECORD DAILY ACTIVITY AND SAMPLE EXPERIENCES

Robert Wilson¹, Simine Vazire¹, Kathryn Bollich¹, Matthias Mehl²

¹Washington University in St. Louis; ²University of Arizona

Recent technological advances provide new opportunities to affordably capture our daily lives in data. Improvements in supporting technology has made the Electronically Activated Recorder (EAR) and the Experience Sampling Method (ESM) particularly feasible methods for gathering detailed information about participants' thoughts, feelings, and behavior in an ecologically valid manner. The EAR captures ambient noise as a person goes through their daily life. In our study, we programmed iPod Touches with the free iEAR software and asked 132 participants to wear this device for six days. We also asked participants to complete ESM surveys six times a day during this same period. Together, the EAR recordings and ESM reports provide a remarkably rich perspective on person-situation interactions in the real world. The EAR data provide objective information about what a person is doing, while the ESM data provide subjective information about what a person is thinking and feeling.

EMERGING USES OF THE FORCE PLATFORM IN INTERGROUP AND INTERPERSONAL RELATIONS RESEARCH

Elizabeth A. Lee¹, Manuela Barreto², Cheryl Kaiser³

¹ISCTE-IUL, Lisboa; ²University of Exeter; ³University of Washington

A force plate measures distribution of pressure exerted by a person standing on the plate. It is a mainstay in the fields of kinesiology and physical therapy for assessing posture and gait. Force platform technology is now emerging as a tool within social psychology for manipulating and measuring the embodiment of diverse constructs. We will first review available technology (including the Wii balance board), and previous use for manipulating and/or measuring approach/avoidance responses, embodied ambivalence, anticipatory anxiety, fearful immobility, and even lying behavior. Second, we will present one application of the force platform in intergroup relations: measuring postural responses while participants witnessed an incident of racism within the context of an interpersonal interaction. The potential and practical uses of this technology in future work will be discussed.

Symposium Session I

Saturday, January 19, 5:00 pm – 6:15 pm

Symposium S-11

WHATEVER YOU THINK ABOUT FREE WILL, IT'S HERE IN THIS SYMPOSIUM: DIVERSE VIEWS ON THE PSYCHOLOGY OF FREE WILL

Saturday, January 19, 5:00 pm – 6:15 pm, Room R03 – R05

Chair: Andrew Monroe, *Brown University*

Co-Chair: Bertram F. Malle, *Brown University*

This symposium features Wheatley, Monroe, Schooler, and Baumeister offering qualitatively different perspectives on the myth, reality, perils, and promise of belief in free will. The discussion will range from examining why people believe in free will despite it being an illusion to identifying how free will might work.

ABSTRACTS

FREE WILL IS AN ILLUSION. NOW WHAT?

Thalia Wheatley¹

¹Dartmouth College

Decades of empirical research have shown that free will -- defined as my conscious self could have chosen to do otherwise -- is an illusion. It remains unclear, however, exactly why the illusion exists and what

role it plays in social behavior and judgment. In this talk I will 1) briefly summarize the research from Wertheimer to Wegner that dismantles lay views of conscious free will, 2) discuss my own research using hypnosis and 3) suggest how social psychology and neuroscience can and should move the debate from do we have free will? to why do we have the illusion? and discuss whether science itself should care about any (potential) moral consequences of this knowledge.

MYTH AND REALITY OF PEOPLE'S BELIEF IN FREE WILL

Andrew E. Monroe¹, Kyle D. Dillion¹, Bertram F. Malle¹

¹Brown University

We examine the empirical basis for the following argument: (1) People's concept of free will relies on metaphysical beliefs about nondeterministic causation and the workings of a soul. (2) Such beliefs are contradicted by science, so the concept of free will is illusory and invalid. (3) Free will undergirds people's moral practice of blaming, praising, and punishing others. (4) Because the free will concept is invalid, this entire moral practice is invalid as well. We present a program of research that examines empirical premises (1) and (3), using reaction time, vignette, and debate methodologies. We show (a) that people's concept of free will is neither metaphysical nor invalid but rather grounded in the folk concept of intentionality, and (b) that people's moral judgments do not rely on an assumption of special free will but on the basic assumptions of intentionality and freedom from coercion.

WHY DOES DISCREDITING FREE WILL AFFECT BEHAVIOR?

Jonathan W. Schooler¹, Kathleen D. Vohs², Eddy Nahmias³, Thomas Nadelhoffer⁴

¹University of California, Santa Barbara; ²University of Minnesota; ³Georgia State University; ⁴College of Charleston

Recently there has been accumulating evidence that challenging people's belief in free will can significantly affect behavior in a variety of different contexts including, cheating, over paying oneself, pro-social behavior, forgiveness, and creativity. Although there have been a variety of robust demonstrations that anti-free will sentiments have broad effects on behavior, the mechanism underpinning these effects remain unresolved. This talk will review several potentially overlapping accounts of why discouraging a belief in free will influences behavior, including: 1) It provides an excuse for actions that otherwise would be inappropriate; 2) It undermines will power in a manner similar to ego depletion; 3) It challenges people's world view and activates meaning maintenance processes; 4) It undermines related metaphysical constructs (e.g. belief in a soul). Drawing on a combination of experimental and survey-based approaches, this talk will weigh the empirical evidence in support of each of these accounts.

FREE WILL AS SELF-CONTROL, RATIONAL CHOICE, AND MORAL RESPONSIBILITY: BELIEF AND REALITY

Roy F. Baumeister¹

¹Florida State University

Psychology can best contribute to the free will debate by elucidating the social and causal processes linked to action control, moral responsibility, and beliefs about others. Ordinary people understand free will as involving making choices, resisting temptation, planning and pursuing goals, being moral, and being free from external constraints. This talk provides an overview of my recent research program. Findings include the following: (1) self-control, intelligent thought, rational choice, and initiative all draw on the same energy resource; (2) belief in free will is linked to moral responsibility, and belief in free will increases when people are motivated to blame others for destructive and antisocial actions; (3) disbelief in free will undermines some patterns of action (including helping, thinking for oneself, learning lessons from misdeeds, and engaging in counterfactual thinking) that are useful for maintaining human social life and culture.

Symposium S-12**THE NEURAL CORRELATES OF ABSTRACTION AND PSYCHOLOGICAL DISTANCE**

Saturday, January 19, 5:00 pm – 6:15 pm, Room R01

Chair: Michael Gilead, *Tel-Aviv University*

In recent years, an attempt has been made to integrate neuroscience with social psychological theories. The work presented in this symposium will try to look at diverse neuroscientific findings from a unifying theoretical perspective of Construal-Level Theory (CLT; Liberman and Trope, 2008; Trope and Liberman, 2010).

ABSTRACTS**NEURAL CORRELATES OF CONCRETE AND ABSTRACT MINDSETS**Michael Gilead¹, Anat Maril², Nira Liberman¹¹*Tel-Aviv University*; ²*the Hebrew University of Jerusalem*

Much work in the field of social cognition shows that adopting an abstract (vs. concrete) mindset alters the way people construe the world, thereby exerting substantial effects across innumerable aspects of human behavior. In order to investigate the cognitive and neural basis of these effects, we scanned participants as they performed two widely-used tasks that induce high-level vs. low-level construal mindsets. Specifically, participants: (1) indicated “why” perform certain activities (which entails abstraction) vs. “how” they are performed (which entails concretization); (2) generated superordinate categories (abstraction) vs. subordinate exemplars (concretization). We conducted a conjunction analysis of the neural activity associated with abstraction vs. concretization. The results showed that concrete mindsets were associated with activation in fronto-parietal regions implicated in goal-directed action; abstract mindsets were associated with activity within posterior regions implicated in visual imagery. We discuss these findings in light of construal-level theory’s notion of abstraction.

ACTIVATION OF THE MENTALIZING SYSTEM WITHOUT MENTAL STATE INFERENCESFrank Van Overwalle¹, Kris Baetens¹¹*Vrije Universiteit Brussel*

The dorsomedial prefrontal cortex (dmPFC) is consistently involved in mental state processing. Some have suggested that this region is exclusively engaged in social cognition, yet there is research demonstrating its involvement in tasks that do not involve mental state inferences. We hypothesized that the dmPFC might subserve a more general process of abstraction, defined as the formation of concepts or ideas by ignoring non-essential features of stimuli, irrespective of the social or non-social nature of the abstraction process. We presented pictures of persons in action (social stimuli) or objects (non-social stimuli), and manipulated abstraction by instructing participants to generate personality traits of these persons or to generate higher-order categories to which these non-social objects belonged. The results demonstrated strong involvement of the dmPFC in abstraction with substantial overlap across social and non-social stimuli and support the notion that the mentalizing system has a broader role than processing mental states.

FAMILIARITY MODULATES MIRROR NEURON AND MENTALIZING REGIONS DURING INTENTION UNDERSTANDINGSook-Lei Liew¹, Shihui Han², Lisa Aziz-Zadeh¹¹*University of Southern California*; ²*Peking University*

Inference of others’ intentions from their observed actions is supported by two neural systems: the human putative mirror neuron system (MNS) supports simulations of observed actions, and the mentalizing system provides reasoning of others’ perspectives. In the current fMRI study, we show how familiarity with an action and with the race of an actor uniquely modulates these two systems. Chinese participants were asked to infer the intentions of actors performing symbolic gestures. We manipulated actor’s race and participants’ level of experience with the gestures. Observing gestures compared to still images was

associated with increased activity in both the MNS and mentalizing systems. Observations of one’s same race generated greater activity in the posterior MNS-related regions and the insula than observations of a different race. Surprisingly, familiar gestures more strongly activated regions associated with mentalizing, while unfamiliar gestures more strongly activated the posterior region of the MNS.

ACTIVATION OF VENTRAL VISUAL CORTEX SUPPORTS DISTANCE REPRESENTATIONElinor Amit¹, Eyal Mehoudar², Yaacov Trope³, Galit Yovel²¹*Harvard University*; ²*Tel-Aviv University*; ³*New York University*

Scenes and objects elicit a selective response in specific brain regions in the ventral visual cortex. An inherent difference between these categories is their perceived distance from the observer (i.e. scenes are distal whereas objects are proximal). The current study aimed to test the extent to which scene and object selective areas are sensitive to perceived distance information independently from their category-selectivity and retinotopic location. We conducted two studies that used a distance illusion (i.e., the Ponzo lines) and showed that scene regions (the parahippocampal place area and transverse occipital sulcus) are biased toward perceived distal stimuli, whereas the lateral occipital object region is biased toward perceived proximal stimuli. These results suggest that the ventral visual cortex plays a role in representing distance information, extending recent findings on the sensitivity of these regions to location information. More broadly, our findings imply that distance information is inherent to object recognition.

Symposium S-13**NEW INTERDISCIPLINARY PERSPECTIVES ON THE ANTECEDENTS TO AND REMEDIES FOR THE GENDER GAP IN STEM**

Saturday, January 19, 5:00 pm – 6:15 pm, Room R07 – R09

Chair: Jane Stout, *University of Colorado Boulder*Co-Chair: Corinne Moss-Racusin, *Yale University*

In light of the persistent STEM gender gap, we present an interdisciplinary program of research offering new explanations for women’s underrepresentation in STEM and interventions to expand women’s participation. Our work identifies novel internal and external forces contributing to women’s underrepresentation, as well as successful interventions addressing the gender gap.

ABSTRACTS**HOW WOMEN’S ENDORSEMENT OF GENDERED SCIENCE STEREOTYPES CONTRIBUTES TO THE GENDER GAP IN STEM PARTICIPATION**Jane G. Stout¹, Tiffany A. Ito¹, Noah D. Finkelstein², Steven J. Pollock²¹*University of Colorado Boulder, Department of Psychology and Neuroscience*;²*University of Colorado Boulder, Department of Physics*

A great deal of research indicates that feeling a secure sense of belonging in academic settings is critical to students’ achievement. We present data collected over multiple semesters of a calculus-based introductory physics class (N = 1277) indicating that women feel a lower sense of belonging than men in physics. Structural equation modeling indicated that although a strong sense of belonging in physics positively predicted women and men’s course performance as well as the degree to which they saw the value of physics in their daily life (i.e., utility value), women’s (but not men’s) sense of belonging was hampered by the degree to which they endorsed negative stereotypes about women’s ability in physics. Together, this work suggests that one potential antecedent of women’s lower sense of belonging in physics and, by extension, lower participation in STEM than men is women’s tendency to endorse negative cultural beliefs about women’s ability therein.

SCIENCE FACULTY GENDER BIASES FAVOR MALE STUDENTS

Corinne A. Moss-Racusin^{1,2}, John. F. Dovidio², Victoria L. Brescoll³, Mark J. Graham^{1,4}, Jo Handelsman¹

¹*Department of Molecular, Cellular and Developmental Biology;* ²*Department of Psychology;* ³*School of Management;* ⁴*Department of Psychiatry*

Research has yet to experimentally investigate whether science faculty exhibit gender biases that could contribute to the gender disparity within academic science. In the current study, science faculty (N = 127) from research-intensive universities rated the lab manager application of a student randomly assigned either a male or female name. Faculty participants rated the male applicant as significantly more competent and hireable than the (identical) female applicant. They also offered a higher salary and more valuable career mentoring to the male applicant. Faculty participant gender did not affect responses. Mediation analyses indicated that the female student was less likely to be hired because she was viewed as less competent, while moderation results revealed that participants' levels of modern sexism undermined support for the female student, but not the male. These results suggest that interventions addressing faculty gender bias might advance the goal of increasing the participation of women in science.

REDUCING STEREOTYPIC ATTRIBUTION BIAS AMONG WOMEN IN SCIENCE AND ENGINEERING USING A ROLE MODEL/TEACHING INTERVENTION

Denise Sekaquaptewa¹, Garrett Marks-Wilt¹

¹*Department of Psychology*

Stereotypic Attribution Bias (SAB) is a negative attribution style in which internal explanations are spontaneously generated for women's science failures and men's science successes, and external explanations generated for men's science failures and women's science successes. We introduced an intervention designed to reduce SAB at the beginning of a semester to female science and engineering undergraduates. The intervention included videotaped footage of female engineering students modeling a more positive attribution style (e.g., attributing women's science success to high ability and recognizing the external influences on women's science failures); it also included persuasive information regarding the positive attribution style (e.g., research articles documenting external influences on academic failures). Results showed that compared to a no-intervention control group, intervention group participants showed less SAB and more positive academic outcomes (e.g., seeking additional guidance on coursework), suggesting that a negative attribution style can be reversed to improve academic outcomes among women in engineering.

HELPING PARENTS TO MOTIVATE ADOLESCENTS IN MATH AND SCIENCE: GENDER DIFFERENCES IN THE EFFECTS OF A UTILITY-VALUE INTERVENTION

Judith Harackiewicz¹, Christopher Rozek¹, Chris Hulleman², Janet Hyde¹

¹*Department of Psychology, University of Wisconsin, Madison;* ²*Department of Psychology, University of Virginia*

A foundation in STEM education is critical for students' college and career advancement, but U.S. students are failing to take math and science classes in high school. Research has neglected the role of parents in enhancing student motivation in STEM courses. Harackiewicz et al. (2012) documented an increase in teens' STEM course-taking by using a simple intervention designed to help parents convey the importance of mathematics and science courses to their high school-aged children. We extend this research by investigating gender differences in the effectiveness of the intervention. We found that our intervention was most effective in increasing STEM course-taking for high-achieving daughters and low-achieving sons (measured in terms of high school GPA). Because this intervention was aimed at parents, with indirect effects on their adolescents' course-taking behavior, it is important to consider how parents' expectations and values moderated their use of the intervention materials with their daughters and sons.

Symposium S-14**THE ROLE OF PAIN IN HUMAN BEHAVIOR: PAINFUL DISTRESS IS RELEVANT TO UNCERTAINTY, COGNITIVE CONTROL AND EMOTIONAL STABILITY**

Saturday, January 19, 5:00 pm – 6:15 pm, Room 206 – 207

Chair: Steven Heine, *University of British Columbia*

Pain is aversive, but necessary to avoid further harm. However, the role of pain appears to go beyond merely preventing physical damage. Four presenters discuss new evidence that painful distress is critical to self-control, well-being, emotional-moderation, reacting to uncertainty, and empathy. A range of behavioral and neurological evidence is presented.

A B S T R A C T S**NO PAIN, NO GAIN: HOW DISTRESS UNDERLIES EFFECTIVE SELF-CONTROL (AND UNITES DIVERSE SOCIAL-PSYCHOLOGICAL PHENOMENA)**

Michael Inzlicht¹, Lisa Legault²

¹*University of Toronto;* ²*Clarkson University*

Pain is an unpleasant experience associated with tissue damage. Pain is adaptive, however, in that it motivates people to withdraw from damaging situations. As with pain, distress is adaptive in that it motivates people to remediate adverse situations. Here, we suggest that distress is also a principal dynamic that motivates effective self-control. In four studies, we examine the impact of different social-psychological constructs (i.e., autonomous motivation, self-affirmation, incremental theories of intelligence, and mindfulness meditation) on self-control and the error-related-negativity (ERN), a brain signal related to executive function and to aversive distress. Results indicate that all variables increased control and the ERN, an effect mediated by emotional acceptance. These results suggest that psychological distress is an integral part of self-control, alerting people to instances when control is needed and motivating corrective behavior. More broadly, these results suggest that a diverse set of social-psychological phenomena may not be so different after all.

THE BOONS AND BANES OF REDUCING PAIN

C. Nathan Dewall¹

¹*University of Kentucky*

Pain is an integral part of human life. We stub our toes, our friends snub us, and editors reject our book proposals. To reduce such pain, people use multiple methods. But reducing pain can come at a cost. This talk showcases recent findings on how reducing physical pain shields people from negative well-being and how it can increase harmful behavior. Several studies demonstrate that physical pain suppressants, including acetaminophen and marijuana, buffer people from the pain of social exclusion. Another set of studies shows that acetaminophen impacts decision-making processes that involve experiencing psychological pain or that cause others to experience physical pain. A third set of studies shows that monetary reminders, which diminish sensitivity to physical pain, increase aggression by reducing people's empathic concern. A final set of studies shows that one reason why alcohol increases aggression is that it reduces physical pain sensitivity.

EXISTENTIAL PAIN HURTS: TYLENOL REDUCES REACTIONS TO SURREAL OR EXISTENTIALLY TROUBLING EXPERIENCES

Daniel Randles¹, Steven J. Heine¹

¹*University of British Columbia*

Some of the neurological structures involved in perceiving physical and social pain are also active when detecting any type of error or uncertainty-inducing experience. This suggests that the distress component common to physical and social pain may occur whenever an individual experiences any violation of expectations, even when it is not explicitly harmful. We tested whether acetaminophen, a mild pain reliever, was able to reduce the arousal normally associated

with experiencing surreal, uncertainty-inducing or existentially bothersome material. Across two studies, participants showed a typical compensatory affirmation response after viewing a surrealist film clip or writing about their death, but showed no such reaction if they had consumed acetaminophen. One implication of these findings is that the common distress associated with pain and rejection may actually be a signal that the person has made a predictive error leading to unexpected consequences.

NEURAL MARKERS OF SELF-CONTROL IN RESPONSE INHIBITION, SOCIAL DECEPTION, AND EMOTIONAL REGULATION

Kyle Nash¹, Lorena Gianotti¹, Thomas Baumgartner¹, Daria Knoch¹

¹University of Basel

Self-control is primarily initiated in response to psychological conflict or distress. Thus, neural areas involved in psychological conflict (and prefrontal regions that implement self-control) may be engaged whether trying to stop an incorrect finger movement, inhibit conflicting goals, or control bothersome emotions. Hyper-sensitivity to psychological conflict, however, may disable self-control processes. We find that a neural marker of self-control to motor-response conflict (localized to the ACC and PFC) predicted strategic lying in a social trust game. In a second study, a disposition associated with poor emotion regulation was linked to chronic activation in the neural area involved in psychological conflict (the ACC). In sum, these studies suggest that self-control of social behavior may involve the same neural processes associated with detecting psychological conflict (the ACC) and implementing self-control (the PFC) of motor responses. However, emotional control may be hampered if the neural area sensitive to distress is chronically active.

Symposium S-15

EARLY LIFE EXPERIENCES AND LATER LIFE OUTCOMES: NEW LONGITUDINAL FINDINGS

Saturday, January 19, 5:00 pm – 6:15 pm, Room 217 – 219

Chair: Vivian Zayas, *Cornell University*

Co-Chair: Jeffrey Simpson, *University of Minnesota*

A perennial issue in psychology is to identify the psychosocial processes that profoundly shape the individual. Grounded in different theoretical perspectives and methodologies, this symposium presents recent longitudinal findings on the key environmental (caregiving, unpredictability) factors that influence later life outcomes (sexual activity, risky behaviors, attachment, competency).

ABSTRACTS

ROOTS OF ADULT ATTACHMENT: MATERNAL CAREGIVING AT 18 MONTHS PREDICTS ADULT PEER AND PARTNER ATTACHMENT

Vivian Zayas¹, Walter Mischel², Yuichi Shoda³, J. Lawrence. Aber⁴

¹Cornell University; ²Columbia University; ³University of Washington; ⁴New York University

It is widely assumed that, within the context of a stable developmental environment, relationship experiences in early life influence later ones. To date, however, there has been no longitudinal empirical evidence for the hypothesis that early maternal caregiving predicts adult attachment dynamics with peers and partners. The present longitudinal study shows that quality of maternal caregiving experienced at 18 months of age predicted the extent to which the same participants more than 20 years later (age M = 22) were uncomfortable relying on partners and peers (avoidance) and experienced relational worries with partners (anxiety). These findings provide new empirical support that early maternal caregiving predicts later adult attachment patterns with peers and partners. Moreover, consistent with attachment theory, they suggest that the influence of maternal caregiving experienced in early life is not limited to this first attachment relationship but operates more generally in other attachment relationships.

THE LEGACY OF EARLY EXPERIENCES IN DEVELOPMENT: FORMALIZING ALTERNATIVE MODELS OF HOW EARLY EXPERIENCES ARE CARRIED FORWARD OVER TIME

R. Chris. Fraley¹, Glenn I. Roisman¹

¹University of Illinois

Psychologists have long debated the role of early experience in social development. However, traditional approaches to studying this issue are not well positioned to address this debate. The authors present simulations, which indicate that the associations between early experiences and later outcomes should approach different asymptotic values across time, given alternative assumptions about the developmental significance of early experience. To test the predictions of alternative developmental models, the authors examine data from the NICHD Study of Early Child Care and Youth Development on maternal sensitivity in the first three years of life and its association with social competence through age 15. Across multi-method, multi-informant outcome data, results suggest that there may be enduring effects of early caregiving experiences in social development.

EVOLUTION, STRESS, AND SENSITIVE PERIODS: THE INFLUENCE OF UNPREDICTABILITY IN EARLY VERSUS LATE CHILDHOOD ON SEX AND RISKY BEHAVIOR

Jeffrey A. Simpson¹, Vladas Griskevicius¹, Sally I-Chun. Kuo¹, Sooyeon Sung¹,

W. Andrew. Collins¹

¹University of Minnesota

Growing up in harsh versus unpredictable environments should have unique effects on life history strategies and behavior in adulthood. Using data from the Minnesota Longitudinal Study of Risk and Adaptation, we tested how harshness and unpredictability experienced in early childhood (age 0-5) versus later childhood (age 6-16) predicted sexual and risky behavior at age 23. The strongest predictor of sexual and risky behavior in early adulthood was exposure to unpredictable environments between the ages of 0-5. Individuals exposed to more unpredictable, rapidly changing environments during the first five years of life displayed a "faster" life history strategy at age 23 by having more sexual partners, engaging in more aggressive and delinquent behaviors, and having more association with criminal activities. Exposure to either harsh environments or experiencing unpredictability later in childhood (age 6-16) was not related to these adult outcomes.

INDIVIDUAL DIFFERENCES IN AUTONOMIC NERVOUS SYSTEM FUNCTIONING MODERATE ASSOCIATIONS BETWEEN FAMILY ENVIRONMENT AND ADOLESCENT SEXUAL ACTIVITY

Lisa M. Diamond¹, Susan Bonner¹

¹University of Utah

Following the differential susceptibility model (Belsky & Pluess, 2009), we examined whether individual differences in autonomic nervous system functioning moderated associations between family environment (family structure, relationship quality, and attachment history), assessed at age 14 and sexual behavior/history as assessed at age 18 in a sample of 64 adolescents. The results demonstrate that youths' with different patterns of tonic and stress-induced ANS functioning show different degrees of linkage between family factors and sexual behavior. The pattern of results differed for boys versus girls. Among girls the association between growing up in a single-mother household and the age of first oral sex was stronger in girls with greater sympathetic nervous system reactivity to stress. Among boys the association between growing up in a single-mother household and having a larger number of oral sex partners by age 18 was stronger among those who showed greater parasympathetic withdrawal in response to stress.

Symposium S-16**NEW FRONTIERS IN ATTACHMENT AND AFFILIATION: NOVEL NEURAL AND BEHAVIORAL APPROACHES CAN CHANGE THE WAY WE UNDERSTAND RELATIONSHIPS, THE BRAIN, AND THE MIND**

Saturday, January 19, 5:00 pm – 6:15 pm, Room 228 – 230

Chair: James Coan, *University of Virginia*Co-Chair: Lane Beckes, *University of Virginia*

New frontiers in attachment and affiliation research are emerging out of neuroscience and group centered approaches. This symposium will explore how these ideas may change the way we think about the origins, mechanisms, and meanings of attachment and affiliation in adult relationships.

ABSTRACTS**SOCIAL-REGULATION VS. SELF-REGULATION: NEURAL EVIDENCE THAT SECURE INDIVIDUALS SWITCH EMOTION REGULATION STRATEGIES DURING SOCIAL CONTACT**Lane Beckes¹, James A. Coan¹¹*University of Virginia*

Social contact diminishes the neural response to threat. The social facilitation of self-regulation hypothesis argues that social contact enhances self-regulation through ventro-medial prefrontal cortex (vmPFC) down-regulation of threat. Using fMRI we scanned participants during the threat of shock while alone and while holding a friend's hand. Psychophysiological interaction analysis indicated a pattern opposite of that predicted by the social facilitation hypothesis. While alone participants showed the typical self-regulation pattern of activation in which the vmPFC was negatively correlated with threat responsive regions of the brain, whereas during hand-holding this correlation was positive. Moreover, the correlation between vmPFC and threat regions was also positively correlated with security scores from the Adult Attachment Interview in mid-adolescence. Results demonstrate very different neural processes support social versus self-regulation and imply a neural marker of attachment security.

SCARED SAVIORS: EVIDENCE THAT PEOPLE HIGH IN ATTACHMENT ANXIETY ARE MORE EFFECTIVE IN DETECTING THREATS AND ALERTING OTHERS TO THEMTsachi Ein-Dor¹¹*IDC Herzliya*

Attachment-related anxiety has repeatedly been associated with poorer adjustment in various social, emotional, and behavioral domains. Building on social defense theory, I will present possible advantages of having some group members who score high on attachment anxiety – such as a heightened ability to detect threats and alert others to them. Specifically, I will show that anxious people are quicker in detecting signs of infidelity than more secure people, and that priming separation anxiety further improves their ability to detect infidelity. Next, I will show that anxious people are better at detecting lies, and that groups high in anxiety detect cheaters better than more secure groups. Finally, I will show that anxious people are better at detecting non-social threats, and benefit the group by alerting others to such threats. Results are discussed in relation to the possible adaptive functions of certain personality characteristics often viewed as undesirable.

IS LOVE RIGHT? AFFILIATION MOTIVE PREDICTS FRONTAL ALPHA ASYMMETRYMarkus Quirin¹, Thomas Gruber¹, Julius Kuhl¹, Rainer Düsing¹¹*University of Osnabrück*

Previous research on relationships between personality and hemispheric asymmetries in resting frontal alpha as documented by electroencephalography (EEG) has focused on individual differences in motivational direction (approach vs. withdrawal) or behavioral activation. The present study investigated frontal alpha asymmetry as a function of individual differences in the affiliation motive and

explored the brain source thereof. In line with our hypothesis we found relative right frontal activity (low alpha power) being associated with the affiliation motive. Source localization of the scalp pattern of correlations between the affiliation motive and resting alpha power identified a cluster within the right ventromedial prefrontal cortex (PFC). The present results are discussed with respect to differential roles of the two hemispheres in social motivation.

ATTACHMENT SECURITY PRIMES, OXYTOCIN LEVELS, AND REACTIONS TO STRESSOmri Gillath¹, Sarah D. Pressman¹, Lora Black¹, Alexander M. Schoemann¹, Jakob Moskovitz¹, Dean Stetler¹¹*University of Kansas*

Having close supportive relationships contributes to well-being and health. Given its role in bonding and in the attenuation of stress, oxytocin (OT) has been proposed as a pathway by which relationships influence these outcomes. We examined whether reminding people of their close relationships (attachment security prime) interacts with OT levels to predict reactions to stress. Undergraduates were primed and then experienced a stressor. Multi-level-modeling analysis revealed that prime and OT interacted to predict stress response and recovery as measured by respiratory sinus arrhythmia. Individuals exposed to the security prime and high on OT showed the steepest stress response and the steepest recovery (hence experienced stress for the shortest amount of time) compared to individuals who received control primes or were low on OT. These results suggest that together attachment security and OT benefit stress responses via more adaptive parasympathetic (relaxation) nervous system activity.

Symposium S-17**MORAL EMOTIONS AND MORAL DECISIONS: ON THE AFFECTIVE INFLUENCES BEHIND MORAL BEHAVIORS, JUDGMENTS, AND FORECASTS**

Saturday, January 19, 5:00 pm – 6:15 pm, Room 208 – 210

Chair: Rimma Teper, *University of Toronto*

We discuss the affective processes involved in moral decision-making. Specifically, we explore the effect that the perception of somatic states has on moral behavior, how such states dissociate behavior from forecasting, why exposure to organic foods influences moral behaviors and judgments, and the importance of guilt as a moral emotion.

ABSTRACTS**LISTEN TO YOUR HEART: WHEN FALSE SOMATIC FEEDBACK SHAPES MORAL BEHAVIOR**Chen-Bo Zhong¹, Jun Gu², Elizabeth Page-Gould¹¹*University of Toronto*; ²*Monash University*

A pounding heart is a common symptom people experience when confronting moral dilemmas. The authors conducted 4 experiments using a false feedback paradigm to explore whether and when listening to a fast (vs. normal) heartbeat sound shaped ethical behavior. Study 1 found that perceived fast heartbeat increased volunteering for a just cause. Study 2 extended this effect to moral transgressions and showed that perceived fast heartbeat reduced lying for self-gain. Studies 3 and 4 explored the boundary conditions of this effect and found that perceived heartbeat had less influence on deception when people are mindful or approach the decision deliberatively. These findings suggest that the perceived physiological experience of fast heartbeats may signal greater distress in moral situations and hence motivate people to take the moral high road.

CAN YOU FEEL IT? WHY EMOTIONS DISSOCIATE MORAL FORECASTS FROM MORAL ACTIONSRimma Teper¹, Michael Inzlicht¹, Elizabeth Page-Gould¹¹*University of Toronto*

Can people accurately predict their behavior in moral dilemmas? In Study 1, we found that individuals in a moral action condition

gave significantly more money to a confederate in a Dictator Game than participants in a moral forecasting condition predicted. Study 2 replicated this effect by showing that individuals cheated less on a math task than their counterparts in a forecasting condition predicted cheating, and that this effect was mediated by affective physiological arousal. Study 3 found that participants who engaged in moral forecasting with their eyes closed predicted cheating less on a job interview than did counterparts in a control condition. This effect was moderated by the extent to which individuals were able to emotionally immerse themselves in the situation. This research suggests that the emotions present during real-life moral dilemmas may not be fully engaged during forecasting, and that this may explain why individuals make moral forecasting errors.

WHOLESONE FOODS AND WHOLESONE MORALS? PSYCHOLOGICAL CONSEQUENCES OF EXPOSURE TO ORGANIC FOOD

Kendall J. Eskine¹

¹*Loyola University New Orleans*

Recent research has revealed that specific tastes can influence moral processing, with sweet tastes inducing prosocial behavior and disgusting tastes harshening moral judgments. Do similar effects apply to different food types (comfort foods, organic foods, etc.)? After viewing a few organic foods, comfort foods, or control foods, participants who were exposed to organic foods volunteered significantly less time to help a needy stranger, and they judged moral transgressions significantly harsher than those who viewed non-organic foods. Further, those who were primed with moral pride (as opposed to moral guilt) showed an increased preference for organic foods relative to non-organic foods. Together, these results suggest that exposure to organic foods may lead people to affirm their moral identities, which attenuates their desire to be altruistic. Implications for moral-emotional decision making and food marketing are discussed.

HOW TO DEAL WITH A GUILTY CONSCIENCE

Yoel Inbar¹, David A. Pizarro², Thomas Gilovich², Dan Ariely³

¹*Tilburg University*; ²*Cornell University*; ³*Duke University*

Negative emotions generally fade more quickly than positive emotions (the so-called “fading affect bias”), but in two studies we found that guilt is an exception. We asked participants to recall emotionally-evocative events and found that guilt persisted more over time did than other negative emotions, and that persistence of guilt was strongly predicted by concerns about negative evaluation by third parties. We then examined one unusual way in which people might signal contrition to others: by harming themselves physically. People who recalled a guilt-inducing event subsequently inflicted more intense electric shocks on themselves than did those who recalled a sad or neutral event. The stronger the shocks that guilty participants administered to themselves, the more their feelings of guilt were alleviated. I will discuss how this method of atonement relates to other methods examined in previous research and implications for the view of guilt as a morally motivating emotion.

Symposium S-18

COUNTERINTUITIVE CONSEQUENCES OF SUBSTITUTION IN SELF-REGULATION

Saturday, January 19, 5:00 pm – 6:15 pm, Room 211 – 213

Chair: Tal Eyal, *Ben Gurion University of the Negev*

Co-Chair: Ayelet Fishbach, *University of Chicago*

Substitution in self-regulation may occur when the individual encounters obstacles and thus searches for alternative means to a goal or when a group’s action vicariously fulfills personal striving. This symposium presents new theoretical approaches and research methods to investigate the underlying mechanisms as well as counterintuitive consequences of the phenomenon.

ABSTRACTS

COMPENSATING FOR INCOMPLETE IDENTITY GOALS: ARE ETHICAL STANDARDS JETTISONED?

Peter M. Gollwitzer¹, Michael K. Marquardt²

¹*New York University*; ²*Universität Konstanz*

Symbolic self completion theory (SCT) postulates that people committed to identity goals (e.g., being a lawyer, manager) strive for goal attainment by collecting respective indicators of completeness (e.g., relevant achievements, material possessions). Thus, when the possession of an aspired-to identity becomes threatened, people impulsively engage in self-symbolizing to reestablish completeness. This compensatory response is observed even when it makes people less popular, but does it also override ethical standards? Three studies with participants committed to different identities (i.e., excellent student, lawyer, and businessman) tested this question; incompleteness was induced by negative bogus feedback. Incomplete participants showed compensatory self-symbolizing pertaining to self-descriptions (Study 1), behaviors (Study 2), and decisions (Study 3) even when these efforts clearly qualified as unethical. Results are discussed with respect to SCT, impression management, and morality research.

MAKING MOUNTAINS OUT OF MOLEHILLS IN PURSUIT OF MORAL CREDENTIALS

Daniel A. Effron¹

¹*Northwestern University*

The present studies demonstrate that when people anticipate falling short of a moral goal, they will exaggerate the extent to which a prior behavior proves their morality. Participants who expected to commit a prejudiced action were more confident than control participants that their behavior in a prior task would be attributed to a non-racist disposition (Study 1) – an effect that was eliminated when participants could reassure themselves of their racial egalitarianism in a different way (Study 2). This effect arose because the anticipation of acting prejudiced lowered participants’ standards for concluding that their prior behavior was sufficiently remarkable to prove their racial egalitarianism (Study 3). Additional results illustrated how this phenomenon can lead actors to overestimate how virtuous they appear to observers. I discuss how this strategic construal of one’s past behavior can create an illusion of progress towards moral goals, thereby reducing one’s compunction about transgressing.

HOW PEOPLE FIND OR CREATE NEW MEANS TO GOAL ATTAINMENT: THE ROLE OF HIGH-LEVEL CONSTRUALS

Jens Förster¹

¹*University of Amsterdam*

When people fail to reach a goal, they may 1) search for alternative means in memory or 2) may create other ones. In both situations, high-level construals and global processing support the activation of superordinate goals and enhance creative thought, eventually supporting goal attainment. To illustrate, our recent research shows that a focal goal of aggressing towards a person can be substituted by means of peaceful conflict solution if the higher order goal of retaliation is activated. Moving to a higher level in the goal hierarchy seems to provide a broader range of alternative means. Moreover, a different series of studies shows that obstacles in the way to goal pursuit lead to an automatic activation of higher level construals, at least for highly engaged people. They start globally processing information in order to create new means. We show that such global processing eventually supports creative thought and thus goal attainment.

WHEN “WE” HAVE SUCCEEDED, I CAN COAST: SUBSTITUTING GROUP PROGRESS FOR INDIVIDUAL PROGRESS

Tal Eyal¹, Benjamin A. Converse², Ayelet Fishbach³

¹*Ben Gurion University of the Negev*; ²*University of Virginia*; ³*University of Chicago*

We propose that group achievements can substitute for individual goal pursuit even when the individual has not directly contributed to the group’s achievements and the group’s achievements have

no real impact on the individual's goal pursuit. We suggest that for this "group-action substitution" to occur individuals must identify with the group and the group's achievement must be attributable to actions that are conceptually relevant to one's own independent goals. Three studies tested group-action substitution and found that fans of victorious teams made less ambitious workout plans than fans of losing teams (Study 1), but only when the teams' victories were attributable to fitness (relevant to one's own goal) rather than strategy (irrelevant to one's goal; Study 2). In addition, only high-identifiers substituted their group's achievement for their own. This ironically suggests that pulling for a losing team may pay its benefit in enhancing the motivation for one's cherished goals.

Symposium S-19

SHIFTING PROCESSES OF EVALUATION, AFFECT, AND MOTIVATION THROUGH BODILY AND METAPHORICAL CUES

Saturday, January 19, 5:00 pm – 6:15 pm, Room 220 – 222

Chair: Janina Steinmetz, *University of Cologne, Germany*

Co-Chair: Spike W.S. Lee, *University of Toronto*

Embodiment and metaphor research is progressing from the demonstration of surprising effects to an understanding of the underlying processes. This symposium highlights the impact of bodily and metaphorical cues on evaluative, affective, and motivational processes and their consequences for social perception, emotional coping, academic performance, and relationship satisfaction.

ABSTRACTS

HANDS TOGETHER: HOW MOVING YOUR ARMS AFFECTS SELF-EVALUATION

Janina Steinmetz¹, Thomas Mussweiler¹

¹*University of Cologne, Germany*

Body movements and spatial metaphors can induce corresponding psychological phenomena. Physical closeness, for instance, fosters similarity perception. We therefore expect symbolic movements of increasing closeness (distance) to activate an embodied similarity (dissimilarity) focus and thereby also affect social comparisons. In Study 1, gym members who were using an exercise machine to pull their arms together (apart) showed a stronger (lower) similarity focus. In Study 2, participants practiced alleged Tai Chi exercises, either moving their hands together or apart. In a subsequent social comparison task, having practiced the similarity exercise (arms together) led participants to assimilate self-perceptions towards the comparison standard. However, having practiced the dissimilarity exercise (arms apart) led them to contrast away from the standard. We demonstrate that physical body movements activate psychological processes of similarity perception and assimilative social comparison consequences. These findings corroborate research on spatial metaphors and on contextual influences on similarity perception and self-evaluation.

FACE-SAVING ILLUSION: HOW PRODUCTS HELP PEOPLE GET RELIEF AFTER EMBARRASSMENT

Ping Dong¹, Irene Xun Huang¹, Robert S. Wyer¹

¹*The Chinese University of Hong Kong*

The concept of face represents the public and social aspect of the self-concept, and can be maintained, enhanced and lost in interpersonal interaction. Failure to have one's face preserved often leads to negative feelings of embarrassment. Based on the assumption that a metaphorical link exists between embarrassment and "losing face", we propose and demonstrate effects of symbolically hiding versus repairing one's face on reactions to embarrassment. Specifically, people either passively cope with embarrassment by favoring face-blocking products (e.g. sunglasses; Experiment 1A & 1B) or actively repair their face by choosing face-brightening products (e.g., cosmetics; Experiment 2). Moreover, we found that these two coping strategies have different recovery consequences. Symbolically repairing one's face eliminates aversive feelings of embarrassment and restores

willingness to be exposed to public, whereas symbolically hiding one's face has no such effects (Experiment 3). Theoretical implications for the role of metaphors in emotional coping are discussed.

ON THE ROAD: IDENTITY-BASED MOTIVATION, CONCEPTUAL METAPHOR, AND ACADEMIC ENGAGEMENT

Mark J. Landau¹, Daphna Oyserman², Lucas A. Keefer¹

¹*University of Kansas*; ²*University of Michigan*

Prior work on identity-based motivation shows that students become more academically engaged when they perceive their current identity as congruent with their possible academic identity -- their image of themselves in the future as academically accomplished. We integrated this work with conceptual metaphor perspectives, which posit that people perceive meaningful connections between temporally remote aspects of their self-concept by representing them metaphorically as steps along a physical path. Priming college students to represent their possible academic identity using the PATH metaphor (compared to alternative metaphors or no metaphor) increased both self-reported and behavioral interest in academic achievement (Study 1), and improved their performance on standardized tests (Study 2). Furthermore, the effect of priming a path-metaphorical representation on academic engagement was mediated by increased perceptions of academic identity continuity (Study 3), and held particularly under conditions of doubt about one's ability to achieve academic success (Study 4).

JUDGMENTAL EFFECT OF METAPHORICAL FRAMING IS MODERATED BY TIMING OF FRAME ACCESSIBILITY AND MEDIATED BY HIGHLIGHTING: WHEN AND WHY IT HURTS TO THINK WE WERE MADE FOR EACH OTHER

Spike W.S. Lee¹, Norbert Schwarz²

¹*University of Toronto*; ²*University of Michigan*

Conceptualizing an abstract domain using alternative metaphorical frames (e.g., love-as-unity vs. love-as-journey) produces distinct psychological consequences. These consequences are uniquely predicted by the metaphorical perspective on social cognition (Landau, Meier, & Keefer, 2010), but their properties and processes have not been well-specified. We propose that the basic principles of knowledge activation offer important insights into the emergence of metaphorical framing effects and the underlying process: (1) incidental activation of metaphors is sufficient to produce downstream consequences on judgment, but (2) only if the metaphors are accessible at the encoding stage; (3) the framing effect is driven by a process of highlighting. Testing these predictions in the domain of love, three studies show that recalling relational conflicts hurts relationship satisfaction when the primed frame is love-as-unity (but not love-as-journey), provided the frame is accessible at encoding. The effect is mediated by the highlighting of partner dissimilarities.

Symposium S-110

NO PROCESS IS AN ISLAND: RECIPROCAL INFLUENCES BETWEEN SOCIAL IDENTITY AND ENVIRONMENT

Saturday, January 19, 5:00 pm – 6:15 pm, Room 225 – 227

Chair: Jonathan Cook, *Columbia University*

Co-Chair: Mark L. Hatzenbuehler, *Columbia University*

Social identity processes are based on interactions between people and their environment. Until recently, however, the "environment" in psychological research has usually been the laboratory. This symposium presents novel research that conceptualizes environmental influences more broadly, highlighting new measurement strategies and a systems approach to investigating social identity.

ABSTRACTS
STIGMA IN THE AIR: THE INFLUENCE OF COMMUNITY-LEVEL STIGMA ON INTERVENTIONS TO IMPROVE AFRICAN AMERICANS' HEALTH

 Allecia E. Reid¹, Blair T. Johnson², John F. Dovidio¹
¹*Yale University*; ²*University of Connecticut*

Interventions to improve public health may benefit from consideration of how environmental context interacts with social identity processes. We conducted a meta-analysis to examine whether efficacy of interventions for improving African Americans' condom use was moderated by Whites' attitudes toward African Americans in the communities where interventions occurred. Whites' attitudes were drawn from the nationally representative, American National Election Studies, and matched to interventions in time and location. Improvements in condom use among African Americans were smaller in locations where Whites' attitudes toward African Americans were more negative ($t=2.56, p=.01$). As time since interventions elapsed, Whites' attitudes eroded intervention improvements in behavior (interaction: $t=2.21, p=.03$). Tailoring content to participants' values and needs, which may reduce mistrust among African Americans, buffered against the negative influence of Whites' attitudes on condom use (interaction: $t=-3.20, p=0.01$). Results highlight the interplay of social identity and environment in perpetuating intergroup disparities.

THE SOCIAL DEVELOPMENT OF CONTINGENT SELF-WORTH IN SEXUAL MINORITY YOUNG MEN: AN EMPIRICAL INVESTIGATION OF THE "BEST LITTLE BOY IN THE WORLD" HYPOTHESIS

 John E. Pachankis¹, Mark L. Hatzenbuehler²
¹*Yeshiva University*; ²*Columbia University*

The present study examined whether achievement-related contingent self-worth (A-CSW) serves as an adaptation to stigmatizing social environments (i.e., state-level policies and attitudes that stigmatize homosexuality) among sexual minority (e.g., gay, bisexual) men and whether this adaptation produces negative health outcomes. Sexual minority men ($n = 136$) reported that their self-worth is more contingent on achievement-related success, namely in academics ($d = 0.33$), appearance ($d = 0.33$), and competition ($d = 0.35$), than heterosexual men ($n = 56$). Sexual minority men living in stigmatizing social environments were more likely to report A-CSW in these domains. A-CSW predicted domain-specific negative health outcomes (e.g., social isolation, problematic eating) across a 9-day experience sampling study. This study shows that stigmatizing social environments can influence the development of A-CSW among young sexual minority men. Further, although A-CSW may function to protect against stigma, it can also produce negative health consequences for stigmatized individuals.

PUBLIC AND PRIVATE CONTEXTS SHAPE THE ARCHITECTURE OF THE SELF: CONCEALABLE STIGMA AND THE DISTINCTION BETWEEN PUBLIC AND PRIVATE SELVES

 Valerie Purdie-Vaughns¹, Richard P. Eibach², Rainer Romero-Canyas¹, Alexandra Sedlovskaya³
¹*Columbia University*; ²*University of Waterloo*; ³*Yale University*

Five experiments show that for people with stigmatized concealable identities, public and private environments represent meaningful contexts that, over time, shape the architecture of the self-concept and influence psychological functioning. We measured public and private self-schemas by measuring how quickly participants sorted trait attributes into self-in-public and self-in-private. People with compartmentalized self-schemas should be faster at categorizing traits into public and private self-aspects than those with integrated public and private self-schemas. Relative to people without such identities, people with concealable stigmas (Study 1, sexual orientation; Study 2, religiosity at college) show greater public-private schematization. This schematization is linked to concealment (Study 3) and to the experimental activation of concealable versus conspicuous stigmatized identities (Study 4). Study 5 shows that workplaces where expression of identity is costly results in public-private schematization. Implications for how social contexts and "the self" develop through dynamic processes of reciprocal causality are discussed.

RESHAPING CONTEXT THROUGH THE INDIVIDUAL: LEVERAGING SOCIAL PSYCHOLOGY TO REDUCE INTERGROUP DISPARITIES

 Jonathan E. Cook¹, Valerie Purdie-Vaughns¹, Geoffrey L. Cohen²
¹*Columbia University*; ²*Stanford University*

Social psychological interventions that help members of negatively stereotyped groups cope with threatening environments can set in motion a bottom-up process that ultimately changes the environment. Three studies provide converging evidence. Study 1 shows how African American college students' overall grade point average (GPA) improved following a values-affirmation intervention administered in the lab. Study 2 shows how African American middle school students' overall GPA improved following a role-model intervention administered in the field. Study 3 shows how a lab-based, values-affirmation intervention reduced the proportion of clinically overweight Latino college students two years after the experiment. If psychological interventions improve outcomes for enough individuals in an environment, intergroup disparities decline and the environment begins to change. Preliminary data suggest that dominant group members respond to such change by altering their expectations and assumptions about members of stereotyped groups, reinforcing and amplifying intervention effects. Implications for research design and measurement are discussed.

Symposium S-I11
RECENT DEVELOPMENTS IN QUANTITATIVE METHODS FOR PERSONALITY AND SOCIAL PSYCHOLOGISTS

Saturday, January 19, 5:00 pm – 6:15 pm, Room R02

 Chair: Jacob Westfall, *University of Colorado Boulder*

 Co-Chair: Charles M. Judd, *University of Colorado Boulder*

In this symposium we discuss recent advances in quantitative methodology relevant to researchers in personality and social psychology. The topics we consider include issues in longitudinal data analysis, the assessment of accurate social perception in group data, testing of mediational models, and analyzing data involving multiple, crossed random factors.

ABSTRACTS
EFFECTS OF MEASUREMENT ERROR ON ANALYSES OF DIARY DATA

 Patrick E. Shrout¹, Sean P. Lane¹
¹*New York University*

It is well known that measurement error in predictor variables leads to biased estimates of regression coefficients. For cross sectional studies using regression the observed effect is reduced by a factor of R , where R is the reliability of the independent variable. We show that analogous patterns are found for results from longitudinal studies, but that the size of the bias is a function of two different reliability coefficients. Different effects are seen at the between-person and within-person levels. We also show that measurement error can create lagged effects, whereby today's outcome seems to be affected by both yesterday's and today's processes. This second pattern of bias occurs when the independent variable or the measurement errors are correlated over time. Findings are illustrated using simulated data as well as data from a five week diary study of the association of relationship moods with undifferentiated moods.

THE SOCIAL ACCURACY MODEL OF INTERPERSONAL PERCEPTION: ASSESSING INDIVIDUAL DIFFERENCES IN PERCEPTIVE AND EXPRESSIVE ACCURACY

 Jeremy C. Biesanz¹
¹*University of British Columbia*

The social accuracy model of interpersonal perception (SAM) is a compartmental model that estimates levels of accurate interpersonal perception for perceiver and target effects of different components of accuracy across traits simultaneously. For instance Jane may be generally accurate in her perceptions of others and thus high in perceptive accuracy – the extent to which a particular perceiver's

impressions are more or less accurate than other perceivers on average across different targets. Just as well, Jake may be accurately perceived by others and thus high in expressive accuracy – the extent to which a particular target is accurately perceived on average across different perceivers. SAM represents an integration of Cronbach's componential approach with Kenny's social relations model. Key findings include reliable individual differences in several specific aspects of interpersonal perceptions. Recent findings using SAM are reviewed including strong relationships with adjustment, novel gender effects, as well as perceptions of attractiveness and confidence.

DATATOTEXT: USING THE R PACKAGE TO ESTIMATE AND TEST MEDIATIONAL MODELS

David A. Kenny¹

¹*University of Connecticut*

DataToText is a project that has researchers tell a computer program what sort of analyses to do and then using a macro the program conducts those analyses and then creates a text file that describes the results from those analyses. Described is a new macro written in R that conducts a mediational model. The macro provides the researcher with many potential warnings (e.g., non-linearities and outliers), a description of the assumptions of the mediational analysis, a power analysis, and the estimates of the mediational model, including the indirect effect with a bootstrapped confidence interval. Moreover a diagram of the mediational model is also produced. Creating a macro in R has several advantages. First, there is no cost to the user of the macro. Second, because R is open source, users can adapt the macro to meet any special need that they might have.

TREATING STIMULI AS A RANDOM FACTOR IN SOCIAL PSYCHOLOGY: A NEW AND COMPREHENSIVE SOLUTION TO A PERVERSIVE BUT LARGELY IGNORED PROBLEM

Jacob Westfall¹, Charles M. Judd¹, David A. Kenny²

¹*University of Colorado Boulder*; ²*University of Connecticut*

Throughout social psychology, participants are routinely asked to respond in some way to experimental stimuli that are thought to represent categories of theoretical interest. For instance, in measures of implicit attitudes, participants are primed with pictures of specific African American and White stimulus persons that are sampled in some way from possible stimuli that might have been used. Yet seldom is the sampling of stimuli taken into account in the analysis of the resulting data, in spite of numerous warnings about the perils of ignoring stimulus variation. We present a comprehensive solution using mixed models for the analysis of data with crossed random factors (e.g., participants and stimuli). We show the substantial biases inherent in analyses that ignore one or the other of the random factors and we illustrate the substantial advantages of the mixed models approach with both hypothetical and actual, well-known datasets in social psychology.

Poster Session A

Thursday, January 17, 7:00 pm – 8:30 pm, Hall B-1

Close Relationships/Belonging/ Rejection

A36

Poster withdrawn.

A37

LOVE ACTUALLY? AN EXPLORATION OF INDIVIDUAL'S LOVE FOR POSSESSIONS

Noel Albert¹

¹*Euromed Management*

This research examines the concept of brand love. Across three qualitative and quantitative studies (N=2351), I examine the structure of brand love and compare it to the literature on interpersonal love. Results suggest that interpersonal love theories cannot fully explain other types of love (e.g., love of objects, activities, etc.).

A38

IMPLICIT REAFFILIATION: EXCLUSION REDUCES INDIVIDUALS' IMPLICIT, BUT NOT EXPLICIT, NEGATIVE PERCEPTIONS OF EXCLUDERS

Jason F. Anderson¹, Vivian Zayas¹

¹*Cornell University*

Reaffiliation is an important survival response to exclusion. In an online ball-tossing game we investigate reaffiliation strategies following subtle social exclusion. We found that subtle exclusion reduces implicit, but not explicit, negative perceptions of excluders. Specifically, participants inhibit associations to negatively valenced stimuli following excluder-primes, providing evidence for implicit reaffiliation.

A39

DEATH AND FORGIVENESS: MORTALITY SALIENCE AND THE MOTIVATION TO REPAIR TROUBLED RELATIONSHIPS

Stephanie M. Anglin¹

¹*Rutgers University*

The present study investigated whether mortality salience increases relational strivings toward troubled close relationship partners. Mortality salience increased avoidant participants' expectations for improvement and future relationship satisfaction, and high self-esteem women's expectations for improvement and ratings of importance of their troubled relationships.

A40

ACUTE PAIN, ATTACHMENT ANXIETY, & SOCIAL SUPPORT

Charles J. Arayata¹, Carol L. Wilson²

¹*Towson University*; ²*The Pennsylvania State University, Erie*

N=42 undergraduates were randomly assigned to view supportive or neutral photographs while wearing an inflated blood pressure cuff. As expected, both the support prime and lower scores on attachment anxiety were associated with lower perceptions of subjective pain. Importantly, attachment was not linked to physiological arousal.

A41

FROM PERSONAL RELATIONSHIPS TO OUTGROUP COMPASSION: THEORY AND THEORY-BASED INTERVENTIONS BEYOND THE LAB

Arthur Aron¹, Stephen Wright², Kristin Davies³, Jennifer Eberhardt⁴, Shelly Zhou⁵

¹*Stony Brook University*; ²*Simon Fraser University*; ³*York College, City University of New York*; ⁴*Stanford University*; ⁵*Stony Brook University*

We describe the latest intergroup-context version of the inclusion-of-others-in-the-self model; then, preliminary findings from ongoing theory-based experiments outside the lab: interventions aimed at police-community relations in a tense suburban area and at inter-ethnic relations with entering freshman classes at three universities.

A42

RELATIONAL EFFICACY PROMOTES HEDONIC AND EUDAIMONIC WELL-BEING IN CLOSE RELATIONSHIPS

Ryosuke Asano^{1,2}, Toshikazu Yoshida²

¹*Japan Society for the Promotion of Science*; ²*Nagoya University*

This study investigated how relational efficacy would influence well-being of both close relationship partners. Multilevel analysis results showed that romantic couples and pairs of same-sex friends with higher relational efficacy had greater hedonic and eudaimonic well-being, but individuals with higher relational efficacy had greater only in hedonic well-being.

A43

SACRIFICING FOR AVOIDANCE GOALS? IT MAY NOT BE BAD IF YOU ARE HIGHLY INTERDEPENDENT

Behzad Asyabi¹, Emily Impett¹

¹*University of Toronto*

We investigated how having an interdependent self-construal shapes the personal and relationship outcomes of sacrificing in pursuit of avoidance goals in romantic relationships. Whereas avoidance goals predicted lower authenticity and well-being for people low in interdependence, individuals high in interdependent self-construal were buffered against experiencing these negative outcomes.

A44

ASSOCIATIONS BETWEEN MARITAL IDEALIZATION AND MARITAL SATISFACTION AMONG LONG-WED COUPLES OVER TIME

Nicole M. Atkins¹, Norm O'Rourke², Natalia Polchenko²

¹*Portland State University*; ²*Simon Fraser University*

Marital idealization predicts marital satisfaction for both husbands and wives. Using a sample of long-wed couples, this study assessed possible longitudinal reciprocal and iterative dynamics between marital idealization and marital satisfaction over time. Results indicate a complex interplay between marital idealization and marital satisfaction within long-wed couples over time.

A45

REACTIVITY AND RESILIENCE TO NEGATIVE RELATIONSHIP EVENTS: THE DIFFERENTIAL EFFECTS OF RELATIONSHIP IDENTIFICATION ON SPECIFIC AND GLOBAL RELATIONSHIP APPRAISALS

Emilie Auger¹, Danielle Menzies-Toman¹, John E. Lydon¹

¹*McGill University*

A diary study examining whether relationship identification predicts reactivity to negative relationship events revealed that on days when a partner transgressed, highly identified individuals reported more negative relationship appraisals than on less negative days. However, cumulative negative events predicted lower global relationship appraisals for low but not highly identified individuals.

A46

ADDING INSULT TO INJURY: EFFECTIVENESS OF PARTNER-REGULATION STRATEGIES DEPENDS ON PARTNER'S DEPRESSION

Levi R. Baker¹, James K. McNulty¹

¹*Florida State University*

Should partners criticize one other for relationship problems? Results from a longitudinal study demonstrate that criticism is positively associated with constructive problem-solving behavior and negatively associated with changes in problem-severity among newlyweds with partners low in depression, but the opposite among newlyweds with partners high in depression.

A47**THE ROLE OF PHYSICAL ATTRACTIVENESS, STATUS, AND ATTACHMENT STYLE IN ROMANTIC PARTNER SELECTION**Alison Baren¹, Claudia C. Brumbaugh¹¹*Queens College*

In this study we investigated the role of evolutionarily desirable features in the selection of insecurely attached romantic partners. We found that men preferred physical beauty over security. Regardless of sex, people preferred attachment security over status. These findings help explain how people sometimes end up with insecure mates.

A48**WHAT HAVE YOU DONE FOR ME LATELY? CURRENT RELATIONSHIP SATISFACTION MODERATES THE EFFECT OF REJECTION ON MOOD**Matthew G. Barstead¹, Josephine H. Shih¹¹*Saint Joseph's University*

According to the multimotive model of rejection, maladaptive responses to interpersonal rejection should be mitigated by relationship quality. In support of this theory, rejected participants low in relationship satisfaction reported a larger drop in positive/energetic mood than rejected participants high in satisfaction and control participants regardless of satisfaction.

A49**SWEET PROTECTION: USING SWEETS TO MANAGE RELATIONSHIPS**Joshua T. Beck¹, Ann E. Schlosser¹¹*University of Washington*

Managing relationships can be motivated by connection and/or self-protection goals. Sweets, which carry prosocial associations, are often given as gifts to manage relationships. But are they given to build connections or self-protect? Two experiments offer evidence that giving sweets, thus showing one is sweet, works to self-protect in close relationships.

A50**TWO PEOPLE JUST MAKE IT BETTER: THE PSYCHOLOGICAL DIFFERENCES BETWEEN PARTNERED ORGASMS AND SOLITARY ORGASMS**Lisamarie Bensman¹, Elaine Hatfield², Leonidas A.A. Dumas²¹*Hilbert College*; ²*University of Hawai'i at Manoa*

Do laboratory findings on the role of context (partnered or solitary) in the subjective experience of orgasm exist in nature? Naturalistic data from a diary study (participants completed one rating form per orgasm) suggests orgasm descriptions do vary by sexual context and intense descriptions correlate with higher overall orgasm ratings.

A51**SOCIAL EXCLUSION AND PAIN SENSITIVITY: EMOTIONAL AND PHYSICAL PAIN RESPONSES TO SEVERE AND LESS SEVERE EXCLUSIONS**Michael J. Bernstein¹¹*Pennsylvania State University, Abington*

In four studies, we examined the moderating role of exclusion paradigm on emotional/physical pain responses to social exclusion. In two studies, we found that future-life resulted in emotional numbing while Cyberball led to emotional pain. Studies 3 and 4 showed this translated to physical pain.

A52**WHAT IF ONE HAS ALREADY BEEN ANTICIPATING REJECTION? THE MODERATING ROLE OF REJECTION SENSITIVITY IN THE NORMATIVE BELIEFS-ROMANTIC RELATIONSHIP COMMITMENT ASSOCIATION**Ezgi Besikci¹, Christopher R. Agnew¹, Asiye Yildirim²¹*Purdue University*; ²*Maltepe University*

With data from 188 undergraduates from two universities in Turkey, we tested the moderating role of rejection sensitivity in the association between normative beliefs regarding one's romantic relationship and commitment to that relationship. Hierarchical regression analyses

revealed that rejection sensitivity significantly moderated the association between normative beliefs and relationship commitment.

A53**LONGITUDINAL DEVELOPMENT OF DENIAL AND ITS EFFECT ON MARITAL STABILITY**Karen E. Bittner¹, Daniel Lannin¹, Frederick O. Lorenz¹¹*Iowa State University*

We hypothesized that denial in the family of origin leads to denial, negative problem solving, and ultimately marital instability in marriages. Results supported this, suggesting that denial may be an enduring vulnerability from the family of origin that erodes marital stability due to the decreased tendency to address marital problems.

A54**PERCEIVED SOCIAL SUPPORT FOR RELATIONSHIPS AS A PREDICTOR OF RELATIONSHIP WELL-BEING, MENTAL AND PHYSICAL HEALTH IN SAME-SEX AND MIXED-SEX RELATIONSHIPS: A LONGITUDINAL INVESTIGATION**Karen L. Blair^{1,2}, Caroline F. Pukall²¹*University of Utah, Salt Lake City, Utah*; ²*Queen's University, Kingston, Ontario, Canada*

What role does approval for intimate relationships play in predicting the quality of relationships and the mental and physical health of the individuals within the relationship? A multi-year longitudinal study investigated this question and found approval to be positively linked to satisfaction, stability, and health in same-sex and mixed-sex relationships.

A55**WHO ARE ROMEO & JULIET? IDENTIFYING INDIVIDUAL DIFFERENCES AMONG THOSE WHO EXHIBIT THE ROMEO & JULIET EFFECT**Abigail D. Blaney¹, H. Colleen. Sinclair¹¹*Mississippi State University*

Participants were separated into those exhibiting the Romeo and Juliet effect (low parental support, high romantic passion) and those exhibiting the Social Network effect (high parental support, high passion) for comparison. Results showed the Romeo and Juliet effect participants were higher on indices of individualism, independent self-construal, and independent reactance.

A56**SELF-KNOWLEDGE AND FEEDBACK: THE EFFECT OF EXPLICIT FEEDBACK FROM CLOSE OTHERS ON SELF-VIEWS**Kathryn L. Bollich¹, Jennifer L. Howell², Simine Vazire¹¹*Washington University in St. Louis*; ²*University of Florida*

To assess the influence of feedback from close others on self- and meta-perceptions, we provided participants with close others' ratings of their personality. We found that following feedback, self- and meta-perceptions became more congruent with close others' perceptions and that these effects were stronger for meta-perceptions.

A57**DOES SHARING EXPERIENCES MAKE THEM BETTER?**Erica Boothby¹, Margaret Clark¹, John Bargh¹¹*Yale University*

We tested whether sharing experiences with other people changes the quality of those experiences by improving them. Our results suggest that sharing experiences causes the objects experienced (e.g. a refreshing drink) to be rated as better than objects experienced alone. This effect is specific to pleasant experiences.

A58**CAUSAL UNCERTAINTY EFFECTS IN CLOSE FRIENDSHIPS**Eliane M. Boucher¹, Tyler Bassett²¹*Providence College*; ²*University of Texas of the Permian Basin*

This study examined causal uncertainty (CU) effects on people's perceptions of their closest friendship. High CU participants reported

more uncertainty, less support, and more conflict within these friendships. Interestingly, mediation analyses indicated that high CU participants' heightened uncertainty accounted for their perceptions of support, but not conflict.

A59**STRESS, EMOTIONAL SUPPORT, AND LINGUISTIC COORDINATION OF CLOSE RELATIONSHIP PARTNERS**

Jeffrey Bowen¹, Lauren Winczewski¹, Molly Metz¹, Cynthia Khan¹, Nancy L. Collins¹

¹*University of California, Santa Barbara*

One member of a couple performed either high- or low-stress laboratory tasks while his/her partner observed remotely. Physiological assessments were taken throughout the study. Following the task, partners exchanged brief messages, which were analyzed for supportive language and stylistic similarity. Both were found to be greater following the high-stress task.

A60**EXAMINING THE ASSOCIATION BETWEEN SIBLING RELATIONSHIP QUALITY AND HAPPINESS**

Rielly C. Boyd¹, Demir Meliksah¹

¹*Northern Arizona University*

The role of sibling relationship quality in happiness was examined while taking personality into account. An association with happiness was found, but the underlying mechanism to explain the relationship had not been explored. A model suggesting that need satisfaction mediates the relationship between sibling relationship quality and happiness was tested and supported.

A61**THANK GOODNESS FOR GRATITUDE: DYADIC EFFECTS OF ADULT ATTACHMENT ON GRATITUDE DURING THE TRANSITION TO PARENTHOOD**

Margaret P. Boyer¹, Britney M. Wardecker¹, William J. Chopik¹, Natalie J. Lin¹, Amy C. Moors¹, Emily L. Kean¹, Robin S. Edelstein¹

¹*University of Michigan*

Although the birth of a first child can be a stressful experience, our findings suggest that many first-time expectant couples adopt an increasingly grateful outlook during the transition to parenthood. However, gratitude may be less common for individuals with high levels of attachment-related anxiety and among those with anxious partners.

A62**EFFECT OF ATTACHMENT PRIMES ON FORGIVENESS: THE MODERATING ROLE OF SELF-ESTEEM**

Sara M. Bozeman¹, Carolin J. Showers¹

¹*University of Oklahoma*

We investigated forgiveness outcomes following both secure and insecure attachment primes. An interaction between priming condition and self-esteem revealed that individuals with high self-esteem in the insecure attachment condition feel less guilt, responsibility and increased need for apology, which suggests defensive responding to being wronged by close others.

A63**INCLUSION OF COLLEGE COMMUNITY IN THE SELF: A LONGITUDINAL STUDY OF SELF-EXPANSION**

Brittany Branand¹, Debra Mashek², Laura Wray-Lake¹, John Coffey¹

¹*Claremont Graduate Institution*; ²*Harvey Mudd College*

As part of a three-year longitudinal study of liberal arts college students, we tested whether predictions from the self-expansion model hold in a new context – the college community. We find that participation in student groups during sophomore year predicted increases in inclusion of the college community in the self. Consequently, satisfaction in the college experience increased.

A64**HUMOR AND FERTILITY IN RATING “GOOD GENES” VS. “GOOD DADS” TRAITS**

Rebecca J. Brand¹, Abbye Bonatsos¹, Brittany K. Jakubiak¹

¹*Villanova University*

Adults rated the importance of 53 partner traits. For short-term relationships, fertile women rated “good dad” traits as less important than non-fertile women but retained high standards for “good genes” traits. We found that sense-of-humor factors with “good genes” for fertile women, but with “good dads” for non-fertile women.

A65**CHASING PRINCE CHARMING: PARTNERING CONSEQUENCES OF HOLDING UNREALISTIC STANDARDS FOR A SPOUSE**

Carrie A. Bredow¹

¹*Hope College*

Data collected from 502 unmarried individuals and their peer informants demonstrated that the attainability of people's mate standards is linked to their ability to successfully partner. Specifically, holding less realistic spousal standards predicted greater difficulty establishing satisfying relationships, lower expectations to marry one's current partner, and lower investment in marrying.

A66**REJECTION SENSITIVITY AND VULNERABILITY TO SELF-HARMFUL COGNITIONS FOLLOWING REJECTION**

Juliana Breines¹, Ozlem Ayduk¹

¹*University of California, Berkeley*

Extending research on the link between rejection sensitivity and hostility, we examined the hypothesis that rejection increases explicit and implicit self-harmful cognitions in rejection sensitive people. Results from one correlational study and two experiments supported this hypothesis.

A67**INTERRACIAL DATING IN A “COLOR-BLIND” SOCIETY: ROMANTIC ATTRACTION AND IDEOLOGIES AMONG COLLEGE MEN**

James E. Brooks¹

¹*University of Illinois, Urbana - Champaign*

The current research seeks to expand our understanding of interracial romantic relationships by examining basic components of romantic attraction in conjunction with knowledge about intergroup dynamics. More specifically, the influence of perceived similarity, and familiarity and proximity are understood in the context of men's ideologies about intergroup interactions.

A68**PAST, PRESENT, FUTURE: HOW COGNITIVE FACTORS IN PAST RELATIONSHIPS INFLUENCE CHOICE OF CURRENT RELATIONSHIP PARTNERS**

Julie A. Brunson¹, Camilla S. Overup¹, Linda K. Acitelli¹

¹*University of Houston*

Participants completed measures assessing both past and current relationships. Results suggest that both cognitive factors regarding the previous partner and similarity of the previous partner and the self relate to aspects of the current partner. We concluded that characteristics of both the self and previous partners affect future relationship choices.

A69**STRESS SPILLOVER IN EARLY MARRIAGE: THE ROLE OF SELF-REGULATORY DEPLETION**

April A. Buck¹, Lisa A. Neff¹

¹*University of Texas at Austin*

Quasi-signal detection analyses of daily diary data collected from married couples revealed that on days of greater stress, spouses' reports of their partners' positive and negative relationship behaviors were characterized by more negative false alarms and more positive misses. Daily depletion and mood may account for these effects.

A70

INCOGNITO LIBIDO: INTRODUCING THE SEXUAL FALSE SELF SCALEChristopher T. Burris¹¹*St. Jerome's University*

Carnes (1983) and others suggested that hypersexual individuals develop a “false self” to insulate them from destructive consequences of their sexual behavior. The Sexual False Self scale presented here assesses self-reported motivation to conceal one’s sexual thoughts and desires in anticipation of the social stigma were one exposed.

A71

IMPROVING RELATIONSHIPS THROUGH EDUCATION: THE IMPACTS OF SEX EDUCATION PROGRAMS ON COMFORT WITH SEXUALITYSarah E. Butler¹¹*The Sage Colleges*

Individuals that report feeling more sexual comfort report more satisfaction with their relationships and engage in safer sex practices. This research examines how characteristics of formal sexuality education courses impact comfort talking about sexual issues, comfort with one’s own sexuality, and comfort with the sexuality of others.

A72

UPRIGHT AND LEFT OUT: POSTURE MODERATES THE EFFECTS OF OSTRACISMSamantha M. Cain¹, Stephanie E. Loomis¹, Nicholas Jones¹, Keith M. Welker¹, Justin M. Carré¹¹*Wayne State University*

The present research investigated the effects of posture on responses to social exclusion. In two studies, participants were assigned to hold upright or slouching postures in response to social exclusion. Participants holding upright postures showed more negative mood and higher fundamental needs when socially excluded.

A73

CONSTRUCTIVE APPROACHES TO PROBLEMS IN CLOSE RELATIONSHIPS: PREDICTORS AND CONSEQUENCESAmy Canevello¹, Jennifer Crocker²¹*University of North Carolina, Charlotte*; ²*The Ohio State University*

We examined predictors and consequences of constructive approaches to relationship problems cross-sectionally, in a roommate diary study, and in a lab study of married couples. Interpersonal goals predicted approaches to problems, which predicted both people’s outcomes. Through their goals, people create how they approach problems and their and others’ experiences.

A74

QUANTITY OR QUALITY? LONGITUDINAL ASSOCIATIONS BETWEEN EARLY ADULT SOCIAL ACTIVITY AND MIDLIFE ADJUSTMENTCheryl L. Carmichael¹, Harry T. Reis²¹*Brooklyn College*; ²*University of Rochester*

Measures of social interaction quantity and quality obtained from event-contingent diaries collected during early adulthood were combined into longitudinal structural models predicting midlife adjustment. College interaction quantity, but not quality, was associated with enhanced midlife well-being. At age-30, interaction quality, but not quantity was associated with better midlife outcomes.

A75

TEXTING TO SECURITYKathy Carnelley¹, Lorna Otway¹, Angela Rowe²¹*University of Southampton*; ²*University of Bristol*

We repeatedly primed attachment-security, first in the lab followed by three text (SMS) primes sent on three days. Secure (versus neutral) primed participants reported higher felt-security after the lab prime, after the third text-prime and one day after the last text-prime, suggesting we can successfully use texts to increase security.

A76

MANAGING MOTIVATIONAL CONFLICT: HOW SELF-ESTEEM AND EXECUTIVE RESOURCES INFLUENCE SELF-REGULATORY RESPONSES TO RISKJustin V. Cavallo¹¹*Wilfrid Laurier University*

Interdependent relationships often present ‘risky’ situations that afford opportunities to pursue self-protective goals or to connect with relationship partners. I present a series of studies indicating that self-esteem and executive control interact to determine how people regulate this goal conflict. Implications for risk regulation theory are discussed.

A77

PREDICTING SUCCESSFUL ROMANTIC RELATIONSHIP INITIATION: AN EXPLORATORY STUDYMarie B. Chelberg¹, Arthur Aron¹¹*Stony Brook University*

This study is the first to systematically explore predictors of romantic relationship initiation. Participants were interviewed about their current romantic relationship and a past experience of unsuccessful relationship initiation. Preliminary analyses found that “successful” target interactions were more likely to be described as involving “fun” and perceived reciprocal liking.

A78

THE WAY I MAKE YOU FEEL: MANAGING OTHERS’ EMOTIONS AS A STRATEGY FOR RECONNECTION FOLLOWING SOCIAL EXCLUSIONElaine O. Cheung¹, Wendi L. Gardner¹¹*Northwestern University*

We investigated whether excluded individuals would manage others’ emotions as a strategy for reconnection. In an online pen pal exchange, excluded individuals wrote letters that contained more words relevant to managing their pen pal’s emotions. Additionally, their letters were rated to be more effective at managing their pen pal’s emotions.

A79

COMMITMENT TO NON-EXISTENT OBJECTS AS A FUNCTION OF EXPERIMENTER’S RELIGIOSITYRick M. Cheung¹¹*CUNY Brooklyn College and Graduate Center*

“Our faith is faith in someone else’s faith” (James, 1897). The current research demonstrates this truism in a novel way, as it shows that the experimenter’s apparent religiosity can affect participants’ self-reported religious knowledge, observance, and behavioral commitment, with regards to the concepts, rituals, and text that were experimentally created.

A80

CLEAR SKIES AHEAD: FAIR WEATHER CONDITIONS ARE ASSOCIATED WITH RELATIONSHIP STATUS AND COMFORT WITH INTIMACYWilliam J. Chopik¹, Nansook Park¹, Christopher Peterson¹¹*University of Michigan*

Great relationships can be like sunshine on a cloudy day. This study of weather, relationships status, and attachment orientation provides a real-world assessment of research equating intimacy and temperature. Fair weather conditions were associated with lower avoidance and a greater percentage of the population being married across 51 US cities.

A81

SOCIAL EXCLUSION OF WOMAN WITH IN-BETWEEN ORIENTATIONS: THE EFFECTS OF MONOGAMOUS PARTNER GENDER ON SOCIAL NETWORKSTara J. Collins¹, Kelly Crowe²¹*Winthrop University*; ²*University of Kansas*

Women with “in-between” orientations reported on their social networks during different relationships. Women indicated feeling closer to LGBTQ individuals during a same-sex relationship and less close during an other-sex relationship, some of these effects were

mediated by the degree of “outness” to each individual. Implications for in-between individuals are discussed.

A82**WHEN VARIETY IS NOT THE SPICE OF LIFE: THE INFLUENCE OF SELF-EXPANSION MOTIVATION ON VARIETY SEEKING**

Stacey Finkelstein¹, Xiaomeng Xu²

¹Stacey R. Finkelstein, Columbia University; ²Xiaomeng Xu, Alpert Medical School, Brown University and The Weight Control and Diabetes Research Center of Miriam Hospital; ³City University London, Columbia University, Alpert Medical School, Brown University and The Weight Control and Diabetes Research Center of Miriam Hospital

This research investigates how Self-expansion (SE) motivation affects preference for more or less variety in product consumption. In two studies, we predict and find that high- SE individuals would seek less variety in their consumption choices in an effort to deepen the “relationships” they had with their favorite brands.

A83**EMOTION EXPRESSION IN THE SELF-FULFILLING PROPHECY FEARING NEGATIVE EVALUATIONS**

Christina M. Cooley¹, A. Daniel Catterson¹, Oliver P. John¹

¹University of California, Berkeley

We examined emotion expression in the relationship between fear of negative evaluation (FNE) and actual negative evaluation by others. When describing themselves to a potential new roommate, participants who FNE used more negative (and less positive) emotion words, which explained the negative relationship between FNE and observer-rated liking and closeness.

A84**EXPECTING EXCLUSION: THE RELATIONSHIP BETWEEN FREQUENT EXPERIENCES OF EXCLUSION AND EXCLUSION TYPICALITY**

Douglas P. Cooper¹, Jamie L. Goldenberg², Tiina Ojanen²

¹Johnson C. Smith University; ²University of South Florida

The present study examined whether reported experiences of exclusion would mediate changes in exclusion typicality. Results revealed that changes in the perception that exclusion is typical of social experiences was mediated by the degree to which one felt that they had experienced a higher frequency of exclusion experiences.

A85**MALE WAIST-TO-CHEST RATIO AND PERCEPTIONS OF ATTRACTIVENESS**

Anthony E. Coy¹, Jeffrey D. Green¹, Michael E. Price²

¹Virginia Commonwealth University; ²Brunel University

Lower waist-to-chest ratios in men are seen as more attractive, but research has not addressed explanations for this link. A path model based on data from 150 women found that this relationship was mediated by perceptions of physical dominance, fitness and protection ability.

A86**“HEY, GUESS WHAT?” WHY MY FRIENDS’ REACTIONS TO MY LIFE EVENTS INFLUENCE MY LEVEL OF HAPPINESS**

Emily B. Craddock¹, Meliksah Demir¹

¹Northern Arizona University

The experience of capitalization (i.e., sharing a life event with a friend) is associated with happiness. The underlying mechanism to explain the relationship has not been explored. We tested and found support in two samples for a model suggesting that perceived mattering mediates the relationship between capitalization and happiness.

A87**CLARIFYING THE MEASUREMENT OF PERCEIVED PARTNER RESPONSIVENESS**

Dev J. Crasta¹, Michael R. Maniaci¹, Ronald D. Rogge¹

¹University of Rochester

In order to clarify measurement of perceived partner responsiveness (PPR), 246 items derived from 22 putative responsiveness measures were

administered along with 13 boundary measures to 668 respondents. Principal Axis Factoring of item parcels revealed factors related to PPR distinct from boundaries. Implications for responsiveness research and theory are discussed.

A88**DISPOSITIONAL FACTORS THAT PREDICT THE USE AND SUCCESS OF NEGATIVE SHORT-TERM MATING STRATEGIES**

Erin E. Crecelius¹, William D. Marelich¹

¹California State University, Fullerton

The objective of this study was to investigate dispositional factors that predict the use of negative short-term mating strategies (e.g., teasing, ignoring, humiliating/degrading a partner). Specifically, those individuals who reflect Machiavellianism, narcissism, and psychopathy (i.e., the Dark Triad), and individuals who view women with hostility, will employ such tactics.

A89**USING PERSONALITY AS A PREDICTOR OF THE USE OF POSITIVE ILLUSIONS IN RELATIONSHIPS**

Jodi L. Creech¹, Eliane Boucher²

¹University of Texas of the Permian Basin; ²Providence College

The current study explored if the Big Five personality traits are related to positive illusions within romantic relationships. Participants higher in conscientiousness, agreeableness, and emotional stability were more likely to rate their partner as close to the ideal partner, whereas openness and extraversion were not significantly related to positive illusions.

A90**DISENGAGING YOUR MIND DISTRESSES YOUR BODY: THE NEGATIVE IMPACT OF DISTRACTION ON CORTISOL RESPONSES IN NEWLYWED COUPLES**

Erin E. Crockett¹, Lisa A. Neff², Timothy J. Loving²

¹Southwestern University; ²The University of Texas at Austin

We tested the short-term and long-term effectiveness of two different types of distraction (i.e., self-distraction and substance use). We found that although using substances was associated with healthier cortisol slopes immediately, it was associated with unhealthy cortisol slopes long-term. Further, the use of self-distraction was never beneficial.

A91**RECEIVING FORGIVENESS REDUCES VICTIM BLAMING AND ENCOURAGES TAKING RESPONSIBILITY**

Kimberly A. Daubman¹

¹Bucknell University

Forty-one male and female participants recalled an event in which they harmed someone who either forgave or did not forgive them. After controlling for closeness of relationship and amount of harm inflicted, those in the forgiveness condition took more responsibility, blamed the victim less, and engaged in more relationship repair.

A92**TO SACRIFICE OR NOT TO SACRIFICE? HOW SELF-CONSTRUAL INFLUENCES DECISIONS TO SACRIFICE IN ROMANTIC RELATIONSHIPS**

Lisa C. Day¹, Bonnie M. Le¹, Emily A. Impett¹

¹University of Toronto

We investigated whether self-construal influences willingness to sacrifice for a spouse. Individuals with an independent self-construal were less willing to sacrifice if they perceived sacrifices to be more costly to themselves, while those with an interdependent self-construal were more willing to sacrifice if they perceived greater benefits for their partner.

A93

THE REALITY, PERCEPTION, AND MISPERCEPTION OF SEXUAL PREFERENCES WITHIN COUPLESDavid C. de Jong¹, Harry T. Reis¹¹*University of Rochester*

Relationship maintenance strategies influencing partner perception in the sexual domain were investigated. Couples rated 29 sexual activities for own enjoyment, other's enjoyment, and reflected appraisal. Couples were similar, complementary, accurate, and they projected similarity, complementarity, and accuracy. Projection consistently predicted sexual satisfaction for both actors and partners; similarity did not.

A94

YES, NO, MAYBE SO: DOES UNCERTAINTY INCREASE ATTRACTION?Haylee K. DeLuca¹, Suzanne M. Thomas¹, Cassandra M. Faiella¹, Bridget P. Lynch¹, R. Matthew. Montoya¹¹*University of Dayton*

These studies examined the relation of reciprocated liking to uncertainty. In three studies, participants indicated interest in opposite-sex individuals and affiliative desires and motivations were recorded. Results consistently revealed certainty, compared with uncertainty, was preferred, but uncertainty may produce attraction in certain circumstances.

A95

CONGRUENCE BETWEEN SPOUSES' PERCEPTIONS AND OBSERVERS' RATINGS OF RESPONSIVENESS: THE ROLE OF ATTACHMENT ORIENTATIONSCassandra C. DeVito¹, Lindsey A. Beck¹, Alysia M. Boyle¹, Paula R. Pietromonaco¹, Sally I. Powers¹¹*University of Massachusetts Amherst*

We investigated how spouses' attachment orientations and behavior during conflict predict perceptions of responsiveness. Avoidant husbands perceived themselves as less responsive when observers rated them as more responsive. When wives were avoidant, both husbands and wives perceived their partners as less responsive when observers rated their partners as less responsive.

A96

EYES ON ME: JEALOUSY INDUCTION IS PREDICTED BY ATTACHMENT STYLE, SELF-ESTEEM, AND RELATIONSHIP SATISFACTIONTheresa E. DiDonato¹, Caitlin M. Winkler¹¹*Loyola University Maryland*

We tested whether certain factors predict the use of jealousy-inducing tactics. Results from this correlational study of 93 individuals in romantic relationships supported our expectations: anxiety, avoidance, self-esteem (inversely), and relationship satisfaction (inversely) were significant predictors, reinforcing the idea that jealousy induction is a negative relationship maintenance strategy.

A97

EGO-INVOLVED REACTIONS IN RESPONSE TO VIOLATIONS OF SOCIAL EXCHANGE RULESKate J. Diebels¹, Mark R. Leary¹¹*Duke University*

Participants described and answered questions about situations in which they did or did not become "ego-involved." Analyses indicated that participants became ego-involved not when events threatened their egos but rather when they perceived that others had violated important rules of social exchange, whether or not those violations had tangible consequences.

A98

AN EVOLUTIONARY ANALYSIS OF PARTNER PERCEPTIONS WITHIN MATESHIPS: THE BEAUTY AND THE BEAST EFFECT, THE ROLE OF TRAIT FACTORS, AND THE NATURE OF MATE SETTLINGHaley M. Dillon¹¹*Kansas State University*

The current work examined mate value within romantic relationships, examining reports of discrepancies in mate value within a couple, i.e. "settling". Mate value and settling were shown to be affected by biological sex, mating intelligence, narcissism, life history strategy, and operational sex ratio.

A99

OSTRACISM'S IMPACT ON ANTISOCIAL BEHAVIORAL INCLINATIONS IMPROVES OVER TIME FOR IN-GROUP BUT NOT OUT-GROUP OSTRACIZERSAlison A. Dingwall¹, Candice M. Wallace¹, Lloyd R. Sloan¹¹*Howard University*

Research indicates the temporal effect of group-based ostracism on fundamental human needs. 298 Black women were used to explore the temporal impact of ostracism on antisocial behaviors and reconnection. While time did not impact reconnection, participants reported less anti-social behaviors directed at in-group members but not out-group members over time.

A100

PERSONALITY ATTRIBUTES OF LONG-TERM SINGLESMegan B. Donnelley¹, Kimberly McAdams¹¹*Boise State University*

This study examines how personality dimensions are related to the presence or absence of intimate, committed relationships in young adulthood. Data from self-report questionnaire reveals that singles experience higher levels of loneliness than individuals in romantic relationships. Loneliness was positively correlated with negative emotionality and negatively correlated with positive emotionality.

A101

SELF-CONTROL, ROMANTIC CONNECTION, AND SEXUAL DESIRECaitlin W. Duffy¹, Eli J. Finkel¹, Paul W. Eastwick²¹*Northwestern University*; ²*University of Texas at Austin*

This symposium explores contextual influences on attraction. Four contextual factors are discussed in these papers: a new acquaintance's responsiveness, color cues (specifically, the color red), changes in fertility across the ovulatory cycle, and self-control processes. Together, these studies show that sexual interest is, like most other social behaviors, contextually determined.

A102

THE ASSOCIATION OF COMMON PARTNER AGGRESSION WITH DEPRESSION AND ANXIETY IS UNCOMMONMaayan Dvir¹, Kaleigh J. Sands¹, Ximena B. Arriaga¹¹*Purdue University*

This study found that verbal aggression by a current partner was uniquely associated with psychological distress (i.e. more depression and anxiety) above and beyond couple functioning and physical partner aggression, thus underscoring that the impact of even "minor" aggression is damaging and not merely the result of a dysfunctional relationship.

A103

HOW STRONGLY DO PHYSICAL ATTRACTIVENESS AND EARNING PROSPECTS PREDICT ROMANTIC EVALUATIONS FOR MEN AND WOMEN? A META-ANALYSISPaul W. Eastwick¹, Laura B. Luchies², Eli J. Finkel³, Lucy L. Hunt¹¹*University of Texas at Austin*; ²*Redeemer University College*; ³*Northwestern University*

A meta-analysis (N = ~75,000) examined whether physical attractiveness and earning prospects inspired romantic evaluations

(e.g., attraction, love) differently for men and women. Both physical attractiveness and earning prospects predicted romantic evaluations, $r = \sim .40$ and $r = \sim .10$, respectively. However, sex differences in these correlations were nonsignificant ($r = \sim .03$).

A104**CHIVALRY OR SEXISM?: NON-EGALITARIAN DATING SCRIPTS PERSIST, THANKS IN PART TO CHIVALRY BELIEFS**Chelsea N. Ellithorpe¹, Hunter Bruce¹, H. Colleen Sinclair¹¹Mississippi State University

We examined which beliefs (chivalry vs. sexism) influenced endorsement of traditional dating scripts. Participants ($n=354$) completed evaluations of daters within one of twelve vignettes and chivalry and sexism measurements. Participants high in chivalry rated the daters more positively when traditional gender roles were followed. Sexism was not a significant predictor.

A105**ABSTRACTION MAKES THE HEART GROW FONDER: CONSTRUAL LEVEL, CLOSENESS, AND ROMANTIC RELATIONSHIP QUALITY**Lydia F. Emery¹, Jamie Field¹, Jonathan Williams¹, Benjamin Le¹¹Haverford College

We applied construal level theory to close relationships in an Investment Model framework. Abstract thinking predicted relationship satisfaction, past intangible investments, past tangible investments, planned tangible investments, fewer alternatives, and willingness to sacrifice. Relationship closeness partially or fully mediated these associations, suggesting a unique function of abstract thinking in relationships.

A106**HOW I LOVE THEE (OR ME?): MOTIVATIONS UNDERLYING ROMANTIC COMMUNICATIONS OF AFFECTION**Marie-Joelle Estrada¹, Mark R. Leary²¹University of Rochester; ²Duke University

How I Love Thee (or Me?): Motivations Underlying Romantic Communications of Affection Four motivations for enacting romance were identified: normative, self-serving, expressive and extravagant. Analyses revealed that partner and self motivations predicted each person's relationship quality. Partners' abilities to detect the other person's motivation varied as a function of gender.

A107**THE IMPACT OF ADOLESCENT ROMANTIC RELATIONSHIPS ON ATTACHMENT WORKING MODELS**Allison K. Farrell¹, Jeffrey A. Simpson¹¹University of Minnesota

Adolescent romantic relationships, the first forays into this relationship context, may be impactful in shaping working models. Romantic relationship quality at 19 predicted avoidance in adulthood, and relationship quality at 16 and 19 predicted anxiety in adulthood. This suggests that adolescence is a critical time for attachment working model formation.

A108**WARMTH, PROXIMITY, AND SOCIAL ATTACHMENT: THE EMBODIED PERCEPTION OF A SOCIAL METAPHOR**Adam J. Fay¹, Jon K. Maner¹¹Florida State University

Physical warmth metaphorically signals that a source of social affiliation is nearby. Participants perceived a warm cup as physically closer than a cold cup (Study 1) and displayed greater self-reported affiliative motivation in response to a warm heating pad (Study 2). In both studies, effects were moderated by attachment style.

A109**RECONCILIATION OR REVENGE?: MOTIVATIONS FOR POST-BREAKUP BEHAVIOR**Benjamin Fay¹, H. Colleen Sinclair¹¹Mississippi State University

Two studies asked participants about post-breakup unwanted pursuit behaviors (UPB) to examine the extent to which the behaviors were motivated by a desire for revenge or reconciliation. Both studies found evidence for three groups of UPB: pursuit (motivated by relational goals), aggression (motivated by retaliation), and surveillance (with mixed motives).

A110**EXAMINING THE LIKELIHOOD OF PARTNER DISCOVERY IN SEXUAL EXTRADYADIC INTENTION**Priscilla Fernandez¹¹Saint Louis University

The likelihood of a partner discovering an extradyadic involvement was hypothesized to predict intention to engage in sexual extradyadic behavior. Males were more likely to be sexually unfaithful than females, $t(318)=6.82$, p

A111**BIAS, ACCURACY, AND SEX DIFFERENCES IN EARLY MATE SELECTION CONTEXTS**Garth Fletcher¹, Patrick Kerr²¹Victoria University Wellington; ²Auckland University

This study examined randomly paired heterosexual couples having short conversations. Based on self and observer reports individuals were not positively biased, rated their partners accurately on attractiveness/vitality, and based their romantic interest on perceptions of attractiveness/vitality. Results suggest a rational and functional process undergirds the early stages of

A112**TOO CLOSE FOR COMFORT OR NOT CLOSE ENOUGH? DETRIMENTAL EFFECTS OF CLOSENESS DISCREPANCIES IN COHABITING COUPLES**David M. Frost¹, Allen J. LeBlanc²¹Columbia University; ²San Francisco State University

Individuals differ widely in the degree of closeness they desire with romantic partners. Discrepancies between actual and desired experiences of closeness may be detrimental to relational well-being, above and beyond actual experiences of closeness. The ways in which closeness discrepancies may differentially impact the relational well-being of individuals and their partners are presently unknown.

A113**THE EFFECT OF PARENTAL CONFLICT ON EVALUATIONS OF ROMANTIC RELATIONSHIPS**Amber L. Garcia¹, Heidi R. Riggio², Milena Mauric¹¹The College of Wooster; ²California State University, Los Angeles

This research explores differences between individuals from high-conflict and low-conflict families in their evaluations of romantic relationships. Participants completed a parental conflict measure and were then randomly assigned to evaluate a couple. Those with low parental conflict rated the high-conflict couple more negatively than participants with high parental conflict.

A114**FIXED THEORIES OF EMOTION AS PREDICTORS OF SEXUAL ESTEEM AND DEPRESSION**Victor E. Garcia¹, Elizabeth L. McKinney¹, Steve D. Seidel¹¹Texas A&M University-Corpus Christi

College students ($N = 233$) completed surveys measuring implicit theories of emotion, relationship conflict, sexual attitudes, and relationship satisfaction. Students with more fixed theories of emotion were found to experience higher sexual esteem and greater sexual depression. Implicit theories of emotion failed, however, to predict relationship conflict and satisfaction.

A115**TEMPORAL PERSPECTIVE MODERATES SELF-REPORTED REACTIONS TO SOCIAL REJECTION**Amy M. Garczynski¹, Christina M. Brown^{1,2}, Richard D. Harvey¹¹*Saint Louis University*; ²*Arcadia*

This study tested Williams (2007) temporal, multi-stage theory of ostracism. Participants played Cyberball and then completed Basic Needs and self-esteem measures in the past or present tense. Rejected participants reported feeling more positive when asked in the present tense than the past tense. This supports a multi-stage theory of ostracism.

A116**DYADIC GOAL CONFLICT AS A COMMON FATE VARIABLE: ASSOCIATIONS WITH RELATIONSHIP SATISFACTION AND SUBJECTIVE WELL-BEING**Judith Gere¹, Ulrich Schimmack²¹*Penn State University*; ²*University of Toronto Mississauga*

Relationship partners often have to resolve their conflicting interests. We examine the association between goal conflict at the dyadic level, relationship satisfaction, and subjective well-being with dating couples. Results indicate that the level of goal conflict between partners is associated with lower relationship satisfaction and lower subjective well-being.

A117**IN THE WAKE OF TRANSGRESSIONS: WHAT DO VICTIM-SENSITIVE INDIVIDUALS DO?**Tanja M. Gerlach^{1,2,5}, Dmitrij Agroskin³, Jaap J.A. Denissen^{4,2}¹*Technical University Darmstadt*; ²*International Max Planck Research School LIFE*; ³*Salzburg University*; ⁴*Tilburg University*; ⁵*Humboldt University Berlin*

Being victim sensitive is linked to strong unforgiving motivations. Focusing on the trait's behavioral implications, a scenario-based (N=191) and a transgression recall study (N=225) revealed victim sensitivity to be associated with vengeful reactions as well as assertive relational negotiation behaviors. Patterns were differentially mediated by anger-/fear-related emotions and (un-)forgiving motivations.

A118**ASSOCIATION BETWEEN LINGUISTIC MARKERS OF COGNITIVE PROCESSING AND RELATIONSHIP SATISFACTION**Nicole German¹, Amanda Collier¹, Richard Mattson¹¹*Auburn University*

Word usage when writing about an intimate relationship associates with relationship outcomes (Slatcher & Pennebaker, 2006). This study examines the factor structure of cognitive processing word usage and how factors associate with relationship satisfaction. Results support a two-factor structure and suggest that one factor, choice distinction, predicts relationship satisfaction.

A119**LATE TO THE PARTY: THE SOCIAL CONSEQUENCES OF BEING ROMANTICALLY AND SEXUALLY INEXPERIENCED IN ADULTHOOD**Amanda N. Gesselman¹, Gregory D. Webster¹¹*University of Florida*

This study examined the consequences of being a "late bloomer" in romantic and sexual experience. Participants reported their experiences, their ideal partner preferences, and the age at which lack of experience is considered abnormal. Results suggest being a "late bloomer" is associated with negative perceptions and fewer relationship opportunities.

A120**GOAL STRUCTURES IN RISKY INTERPERSONAL SITUATIONS**Sarah Gomillion¹, Sandra Murray¹¹*University at Buffalo, SUNY*

A study of the effect of rejection threat on the competing goals of connection and self-protection found that all participants were faster

to approach connection targets after the competing goal to self-protect was primed, but only high self-esteem participants were quicker to avoid self-protection targets after connection was primed.

A121**DEVELOPING A NEW DEVICE FOR MEASURING PREFERRED BODY SHAPES**Wind Goodfriend¹, Ian LaForge¹¹*Buena Vista University*

This study developed and validated a new electronic device to measure preferred body shapes in potential mates, including waist-to-hip and waist-to-shoulders ratios. The device was found to be a valid measure of participants' preferences. Implications and directions for future research, including implementations of the device, are discussed.

A122**GENDER-SERVING BIAS AND CHEATING EXPERIENCE PREDICT JUDGMENTS OF INFIDELITY**Matt J. Goren¹, Desiree Sharpe², Andrew S. Walters²¹*University of California, Berkeley*; ²*University of Georgia*

Do men really judge infidelity less harshly than women? We presented participants with one vignette of a man or woman committing infidelity and asked them to judge that character's behavior. For both men and women, we found a gender-serving bias for infidelity judgments, but only for people with past infidelity.

A123**TIRE OF HELPING: THE EGO-DEPLETING EFFECTS OF SOCIAL SUPPORT PROVISION**Courtney L. Gosnell¹, Shelly L. Gable¹¹*University of California, Santa Barbara*

In a 14-day diary study participants reported greater feelings of depletion and poorer interpersonal and intrapersonal behaviors (e.g., snapping at partners, overeating) on days when they provided support to partners. As predicted, greater concerns over support effectiveness and emotion regulation while providing support were associated with greater depletion.

A124**NETWORKS OF CLOSE RELATIONSHIPS: THE IMPACT OF NETWORK COMPOSITION ON THE LIKELIHOOD TO REPORT BALANCED RELATIONSHIPS**Rita C. Gouveia¹¹*Institute of Social Sciences, University of Lisbon*; ²*Institute of Social Sciences, University of Lisbon*

Individuals engage in emotional and cognitive interdependencies within their networks of close relationships. To avoid inconsistency, they tend to perceive them as highly connected and with no conflicts. Our hypothesis is that different compositions of close relationships will impact on this likelihood to over-estimate the connectedness, especially among those with family-based networks.

A125**SOCIAL EXCHANGE AND SOCIAL/PHYSICAL TOPOGRAPHY OF ONE-NIGHT STANDS IN COLLEGE-AGED STUDENTS**William D. Marelich^{1,2}, Jamie L. Graham^{1,2}¹*SPSP*; ²*APS*

The study addressed the topography and explanations for single-night sexual encounters in college-aged students. A qualitative approach using in-depth personal interviews was performed with individuals who recently had a one-night stand. Thematic analysis of the interviews demonstrated evidence of social exchange patterns of interaction. Topographic perspectives and implications are addressed.

A126**CHRONIC APPROACH/AVOIDANCE GOALS AND CONTEXTUAL CUES PREDICTING RELATIONSHIP INITIATION EXPECTANCIES**Benjamin M. Greve¹, M. Joy McClure¹, Claudia C. Brumbaugh²¹Columbia University; ²Queens College, CUNY

We examined the effect of chronic approach/avoidance goals and contextual cues of acceptance/rejection on relationship initiation expectancies using an online dating profile paradigm. Approach goals were associated with positive expectations, while avoidance goals interacted with contextual cues such that they predicted both negative (no-prime) and positive (acceptance prime) expectations.

A127**LESS ABOUT ME, MORE ABOUT YOU: SELF-DETERMINATION AND GOAL ORIENTATIONS IN ROMANTIC RELATIONSHIPS**Benjamin W. Hadden¹, C. Raymond Knee¹, Maryam Unia¹¹University of Houston

Research has shown that autonomous motivation for being in one's relationship is associated with lower levels of ego-involvement during relationship interactions. The current research examines how autonomous motivation is also associated with an increased focus on one's partner by examining the link between motivations, goal orientations, and relationship satisfaction.

A128**PROSPECTIVELY MEASURED ATTACHMENT PREDICTS UNEXPLAINED PHYSICAL SYMPTOMS FOLLOWING A NATURAL DISASTER**Ian Sherwood¹, Steven Allon¹, James C. Hamilton¹¹University of Alabama

Anxious interpersonal attachment has been linked to unexplained medical complaints in cross-sectional studies. We demonstrate that prospectively measured attachment predicts changes in unexplained medical complaints, and the effect is mediated through the perception of poor social support.

A129**RELATIONAL BOREDOM AND THE ASSOCIATION WITH EXPECTATIONS FOR GROWTH AND SECURITY IN ROMANTIC RELATIONSHIPS**Cheryl Harasymchuk¹¹Carleton University

The association between relational boredom and people's expectations for growth and security in relationships was examined. Larger discrepancies between ideal and actual growth properties-- but not security ones--were associated with increased relational boredom. The results are discussed in the context of an appetitive-aversive framework of relationship processes.

A130**DO YOU KNOW WHO YOUR FRIENDS ARE? : A LONGITUDINAL STUDY OF FRIENDSHIP RECIPROCITY**Kelci J. Harris¹, Mitchell J. Prinstein²¹Washington University in St. Louis; ²University of North Carolina at Chapel Hill

This study investigates changes in friendship reciprocity rates for adolescents, as well as how social status and aggression might predict these changes. Overall, reciprocity rates increased over time. Social preference and physical aggression scores at Time 1 were positively and negatively, respectively, related to reciprocity rates at Time 4.

A131**FERTILE MINDS: THE EVOLUTIONARY PSYCHOLOGY OF CHANGES IN ATTRACTION ACROSS THE OVULATORY CYCLE**Martie G. Haselton¹, Kelly Gildersleeve¹¹University of California, Los Angeles

This symposium explores contextual influences on attraction. Four contextual factors are discussed in these papers: a new acquaintance's responsiveness, color cues (specifically, the color red), changes

in fertility across the ovulatory cycle, and self-control processes. Together, these studies show that sexual interest is, like most other social behaviors, contextually determined.

A132**BOLSTERING JUST-WORLD BELIEFS IN RESPONSE TO SOCIAL EXCLUSION**Yanine D. Hess¹, Alison Ledgerwood¹¹University of California, Davis

Can social exclusions strengthen just-world beliefs due to their unexpected nature? Two studies provided evidence that excluded (vs. included) participants showed greater endorsement of meritocratic beliefs, and that this effect was explained by the unexpectedness of the social exclusion. These results suggest that social exclusion can impact general worldviews.

A133**THE EFFECTS OF INDIVIDUAL DIFFERENCES ON FRIEND NOMINATION AND RESPONSE RATE FOR INFORMANT SURVEYS**Sarah A. Heuckeroth¹, Kathryn L. Bollich¹, Simine Vazire¹¹Washington University in St. Louis

We examined what individual differences predict informant nomination and informant response rate in personality studies. We found that people high in life satisfaction and low in loneliness nominated more friends as informants, and that participants low in narcissism and self-esteem had more informants respond.

A134**GROWING TOGETHER VERSUS FALLING APART: THE IMPACT OF PARTNER SUPPORT ON RELATIONSHIP SATISFACTION DURING INFERTILITY TREATMENT**Sarah R. Holley¹, Lauri A. Pasch², Maria E. Bleil², Nancy E. Adler², Patricia K. Katz²¹San Francisco State University; ²University of California, San Francisco

In a sample of couples receiving treatment for infertility, those who perceived their partner as unsupportive reported that fertility problems had an overall negative effect on their relationship. Conversely, those who perceived their partner as supportive reported that fertility problems had an overall positive effect on their relationship.

A135**APPROACH GOALS PREDICT SLEEP QUALITY IN FRESHMEN TRANSITIONING TO COLLEGE**Elizabeth A. Hopper¹, Shelly Gable¹¹University of California, Santa Barbara

To further examine the association between social relationship quality and sleep quality, social motives were assessed in a study of new college students; sleep quality was assessed 6 months later. As hypothesized, the strength of approach social goals was positively associated with sleep quality, which was mediated by positive affect.

A136**I KNOW YOU DON'T WANT TO SUPPORT ME: HOW HAVING AN ANXIOUSLY ATTACHED SUPPORT PROVIDER BIASES PARTNER PERCEPTIONS AND REACTIONS TO THE SUPPORT CONTEXT**Maryhope Howland¹, Jeffrey Simpson¹¹University of Minnesota

Research suggests that insecurely attached individuals provide less support to their partners and do so less altruistically. Over time, this may impact partners' support perceptions and outcomes. Couples participated in a social interaction study, and recipients' perceptions of providers' mood were examined in relation to provider attachment and support received.

A137**ROMANTIC REJECTION ACTIVATES ENDOGENOUS OPIOID PAIN PATHWAYS**David T. Hsu¹, Benjamin J. Sanford¹, Kortni K. Meyers¹, Tiffany M. Love¹, Kathleen E. Hazlett², Heng Wang¹, Lisong Ni¹, Sara J. Walker³, Brian J. Mickey¹, Steven T. Korycinski¹, Robert A. Koeppe¹, Jennifer Crocker¹, Scott A. Langenecker¹, Jon-Kar Zubieta¹¹University of Michigan; ²Marquette University; ³Oregon Health & Science University; ⁴The Ohio State University

In 18 healthy volunteers, rejection by potential romantic partners triggered reductions in μ -opioid receptor availability in vivo, reflecting activation of the endogenous opioid system. Activation of the endogenous opioid system may promote emotional resilience during social rejection.

A138**A CROSS-ETHNIC STUDY OF PHYSICAL INTIMACY AND RELATIONSHIP QUALITY IN ROMANTIC COUPLES**Justin R. Huft¹, Chuansheng Chen¹, Ellen Greenberger¹, Karen Wu¹¹University of California, Irvine

To learn more about the role intimacy plays in relationships across ethnicities, we examined ethnic differences in levels of sexual and non-sexual intimacy, as well as how ethnicity moderated the association between intimacy and relationship satisfaction. Results showed differences in frequency and satisfaction among East Asians, Hispanics and Caucasians.

A139**THE MANHATTAN EFFECT: HIGHLY COMMITTED INDIVIDUALS UNDERMINE THEIR PARTNER'S GOAL PURSUIT WHEN THE PURSUIT IS RELATIONSHIP-THREATENING**Chin Ming Hui¹, Eli J. Finkel¹, Gráinne M. Fitzsimons², Madoka Kumashiro³¹Northwestern University; ²Duke University; ³Goldsmiths, University of London

The present research examines partner-supporting behaviors in a novel set of interpersonal situations in which interests of the relationship and the partner are in conflict. The initial studies showed that relationship commitment does not promote (and sometimes even undermine) partner-supportive behaviors in these situations.

A140**YOU CAN'T MAKE ME BELIEVE: PARENTS' RELIGIOUS FUNDAMENTALISM AND CHILDREN'S SPIRITUAL WELL-BEING AND DEFENSIVE THEOLOGY**Alisa Huskey¹, Alicia Limke²¹University of Central Oklahoma; ²Southern Nazarene University

The goal of the current study was to examine the link between parents' religious fundamentalism and adult children's spiritual well-being and defensive theology. As parental religious fundamentalism increased, religious spiritual well-being (but not experiential spiritual well-being) decreased. Similarly, as fundamentalism increased, defensive increased.

A141**IT'S NOT JUST WHAT BUT HOW: NEWLYWEDS' COGNITIVE STRUCTURE PREDICTS MARITAL QUALITY AND LONGEVITY**Grace L. Jackson¹, Benjamin R. Karney¹¹UCLA

Partners in relationships must integrate each new experience of each other within an existing representation. Data from 169 newlywed couples reveals that, independent of the content of partner perceptions, the way partners integrate new information predicts their own and their partner's satisfaction and likelihood of divorce over four years.

A142**NOT THE FAIREST OF THEM ALL?: HOW SAME-SEX SOCIAL COMPARISONS INFLUENCE MATING ASPIRATIONS**Brittany K. Jakubiak¹, Rebecca J. Brand¹¹Villanova University

We investigated whether same-sex social comparisons inform mating aspirations by providing participants with randomized social comparison feedback on mate-relevant and mate-irrelevant dimensions. We expected state self-esteem to mediate this relationship. Results showed that women, but not men, utilize social comparisons, but state self-esteem did not mediate this relationship.

A143**THE JOYS OF GENUINE GIVING: MOTIVATION FOR SACRIFICE AND AUTHENTICITY IN DATING AND MARRIED RELATIONSHIPS**Leyla Javam¹, Emily Impett¹¹University of Toronto

In this research we demonstrated that when people sacrifice for approach goals they feel more authentic, in turn contributing to greater personal and relationship well-being, whereas when they sacrifice for avoidance goals, they feel less authentic, in turn detracting from their personal and relationship well-being.

A144**WHEN FEELING BAD LEADS TO BEING GOOD: THE BENEFITS OF GUILT PRONENESS FOR ROMANTIC RELATIONSHIPS**Samantha Joel¹, Emily A. Impett¹, Geoff MacDonald¹¹University of Toronto

Three studies examined the effects of guilt proneness on transgressions committed against romantic partners. We found that more guilt prone people were less likely to commit transgressions, were more likely to make reparations for transgressions, and were more motivated to work at their relationships after thinking about past transgressions.

A145**PREDICTORS OF NEGATIVE INTERPERSONAL EXPERIENCES ON FACEBOOK**Melissa A. Johnson¹, Carolyn Cutrona¹¹Iowa State University

We hypothesized that the nature of the information posted on Facebook would predict frequency of relationship difficulties as a result. Results supported this, suggesting that people who use Facebook more and believe they have a larger audience disclose more personal and inappropriate information and report more online interpersonal conflict.

A146**DEAL-BREAKERS: FOUR STUDIES ILLUSTRATING WHAT INDIVIDUALS DO NOT WANT IN MATES**Peter K. Jonason¹, Justin R. Garcia², Norman P. Li³, Helen E. Fisher⁴¹University of Western Sydney; ²Indiana University; ³Singapore Management University; ⁴Rutgers University

We examined what individuals do not want in their mates (i.e., deal-breakers). The primary deal-breakers centered around undesirable personality traits, an unhealthy lifestyle, and a divergent mating strategy. Men and women did not differ appreciably in what was a deal-breaker or how the introduction of such info altered mate-choice.

A147**EFFECTS OF SPIRITUAL EXCLUSION ON COGNITIVE PROCESSES**Charles E. Jones¹¹Regent University

This study extends the research literature of social exclusion to spiritual exclusion, or exclusion from God. Participants completed a relationship with God scale, were assigned to spiritual exclusion/inclusion/misfortune conditions, and then completed either reasoning or recall questions. Significant results are discussed and compared to research on social exclusion.

A148**IMPLICATIONS OF SELF-PRESENTATIONAL MOTIVES FOR THE QUALITY OF RELATIONSHIPS WITH PARENTS AND FRIENDS**Katrina Jongman-Sereno¹¹*Duke University*

Participants rated themselves, indicated how they wanted their parents and friends to view them, and were rated by parents, male friends, and female friends. Wanting to convey impressions to close others that were discrepant from one's self-image was associated with lower relationship quality as judged by both participants and informants.

A149**MISMATCHED COUPLES AND POACHING POTENTIAL: INVESTIGATING PRIME CIRCUMSTANCES WHERE MATE-POACHING IS TRIGGERED**Chantele T. Joordens¹, Danu Stinson¹¹*University of Victoria*

Upon presentation of couples mismatched in physical attractiveness, male and female participants attempt to poach the under-benefitted partner through derogation of their competition. Specifically, men derogate other men's social commodities (SCs), while women derogate other women's SCs. These results have implications for equity theory, evolutionary theory, and motivated cognition literature.

A150**THE EFFECT OF SELF-DISCLOSURE ON SLEEP BEHAVIOR IN COUPLES**Heidi S. Kane¹, Slatcher B. Richard¹, Bridget Reynolds², Rena Repetti², Theodore Robles²¹*Wayne State University*; ²*University of California Los Angeles*

This study examined the association between sleep behavior, self-disclosure and perceived partner responsiveness among parents (n=27 families) using a daily diary methodology (56 days). Results revealed that for mothers, but not for fathers, daily fluctuations in self-disclosure were associated with sleep outcomes. Perceived partner responsiveness was examined as a mediator.

A151**INSTRUMENTAL OBJECTIFICATION IN RESPONSE TO SUBJECTIVITY UNCERTAINTY: ATTACHMENT ANXIETY MOTIVATES OBJECTIFYING PERCEPTIONS OF CLOSE OTHERS**Lucas A. Keefer¹, Mark J. Landau¹, Daniel Sullivan¹, Zachary K. Rothschild¹¹*University of Kansas*

Recent research suggests that people sometimes adopt objectifying perceptions of others when they desire positive relations with a target, yet feel incapable of managing their subjectivity. We show that this process underlies objectifying perceptions of relationship partners and that ironically a desire for intimacy may motivate objectification in close relationships.

A152

Poster withdrawn.

A153**RESPONDING TO THE NEEDS OF OTHERS: COMMUNAL STRENGTH AND PSYCHOLOGICAL, BEHAVIORAL, AND PHYSIOLOGICAL RESPONSES**Cynthia M. Khan¹, Nancy L. Collins¹, Molly A. Metz¹¹*University of California, Santa Barbara*

In a laboratory study of couples (N = 84), couple members observing their partner's stress tasks who were high in communal strength exhibited greater attentional deficits and lower blood pressure during their partner's stress tasks and more emotional support provision and satisfaction with support provision after their partner's stress tasks.

A154**ASSOCIATIONS BETWEEN ROMANTIC OUTCOMES AND SIMILARITY OF PARTNERS ON MORAL ATTITUDES ARE DIFFERENT FOR LIBERALS AND CONSERVATIVES**John S. Kim¹, Jeffrey A. Simpson¹¹*University of Minnesota*

We explored how moral attitudinal similarity between romantic partners was associated with romantic relationship outcomes, and if this association was different for liberals versus conservatives. Liberals who endorsed individualizing moral foundations were more satisfied with their relationships when partners endorsed individualizing moral foundations, and conservatives likewise for binding moral foundations.

A155**DO VIRGINS HAVE BETTER SEX? VIRGINITY STATUS AND SEXUAL SATISFACTION**Kathryn R. Klement¹, Beth A. Venzke²¹*Northern Illinois University*; ²*Concordia University Chicago*

Married participants reported their virginity status at marriage and their level of marital sexual satisfaction. No significant relationship was found between virginity status and sexual satisfaction ($t(305) = .255, p = .799$). These results suggest that individuals' virginity status at marriage has no effect on later marital sexual satisfaction.

A156**BIASED JUDGMENTS OF INTERPERSONAL DISTANCE FOLLOWING SOCIAL REJECTION**Megan L. Knowles¹, Alicia Weidel², Allison Green³¹*Franklin & Marshall College*; ²*University of Baltimore School of Law*; ³*New York City, NY*

Across four studies, we examined whether rejection motivates individuals to distance themselves from sources of rejection and draw near those who are accepting. Findings revealed that (1) individuals estimated inclusive others as being closer than exclusive others, (2) only rejected individuals estimated social targets as being closer than nonsocial targets.

A157**THE IMPACT OF PARENTAL DIVORCE ON RELATIONSHIP ATTITUDES AND ATTITUDE CERTAINTY**Anne M. Koenig¹, Katherine Kupfer¹¹*University of San Diego*

In our sample, students with divorced parents held less positive attitudes toward marriage but equivalent attitudes toward divorce compared to students with married parents. However, students with divorced parents reported higher certainty in their attitudes toward divorce, suggesting attitude certainty may be an important outcome of experience with parental divorce.

A158**THE MORAL COMPASS OF INSECURITY: ADULT ATTACHMENT AND MORAL JUDGMENT**Sena Koleva¹, Dylan F. Selterman², Peter Ditto³, Ravi Iyer¹, Jesse Graham¹¹*University of Southern California*; ²*University of Maryland, College Park*;³*University of California at Irvine*

Two large studies (N = 14,658) examined the association between relational adult attachment and moral judgment. Study 1 showed that attachment-related anxiety and avoidance are uniquely and differentially associated with moral concerns. Study 2 replicated these findings and showed that these effects are mediated by differences in empathy and

A159**SELF-RESPECT AND CONSIDERATE PURSUIT OF PERSONAL GOALS**Madoka Kumashiro¹, Michael K. Coolson²¹*Goldsmiths, University of London*; ²*Shippensburg University*

Self-respect has been previously associated with pro-relationship motives. A 1-year longitudinal study of 86 romantic couples showed

that self-respect, but not self-esteem, was associated with behaving in a considerate manner towards partners in pursuing challenging long-term goals. Findings from multilevel modeling residualized lagged analysis revealed strong across-partner effects.

A160**AN EXPERIMENTAL EXAMINATION OF SHARED LAUGHTER BETWEEN FRIENDS**

Laura E. Kurtz¹, Sara B. Algoe¹, Barbara L. Fredrickson¹

¹*University of North Carolina at Chapel Hill*

Shared laughter was manipulated among same-sex friend pairs prior to their engagement in a self-disclosure task. Results show significant differences on level of disclosure and emotional response within the task. They are discussed in terms of potential mechanisms through which shared laughter may facilitate relationship growth.

A161**"HERE'S (TO NOT) LOOKING AT YOU KID": DIRECTED ATTENTION AND RELATIONSHIP REGULATION**

Veronica Lamarche¹, Sandra L. Murray¹

¹*University at Buffalo, SUNY*

We examined whether people automatically regulate their attention towards or away from the partner in times of relationship uncertainty. As expected, people high in self-esteem directed attention away from negative partner traits, showing an automatic tendency to protect their relationship. No effects emerged for low self-esteem. Implications are discussed.

A163**SEX ROLES MATTER: UNCOVERING ITS IMPACT ON ASSOCIATIONS BETWEEN POWER, PATRIARCHAL AND EGALITARIAN BELIEFS IN ROMANTIC RELATIONSHIPS**

Yunying Le¹, Sining Wu¹, Jennifer J. Harman¹

¹*Colorado State University*

The current study validated a relationship power measure developed in Spain with a U.S. sample. Power, sex roles, and patriarchal and egalitarian beliefs were assessed. The way the pattern of associations between power, patriarchal and egalitarian beliefs differs across genders with different sex roles (e.g., androgynous versus traditional) is discussed.

A164**WHAT MAKES A SIREN SULTRY: EXAMINING PARTNER SELECTION AND VOCAL PERFORMANCE FROM A RISK REGULATION PERSPECTIVE**

Sadie Leder¹, John Purcell¹

¹*High Point University*

The current work examines partner preference and vocal performance from a risk regulation perspective. In line with previous findings, results revealed that rejection plays a role in target evaluations. When primed with rejection, participants balanced connection and protection drives by failing to show a preference for the most attractive target.

A165**HURTING OTHERS HURTS: OSTRACIZING OTHERS IS PSYCHOLOGICALLY COSTLY BECAUSE IT THWARTS BASIC PSYCHOLOGICAL NEEDS**

Nicole Legate¹, Cody DeHaan¹, Netta Weinstein², Richard Ryan¹

¹*University of Rochester*; ²*University of Essex*

It is well established that victims of ostracism suffer, but this work shows those who comply with ostracizing others also incur psychological costs. This process is similar for victims and perpetrators: Ostracism hurts because it thwarts people's basic psychological needs. Findings bear on outcomes of those pressured to harm others.

A166**PEER INFLUENCE AND ATTRACTION TO INTERRACIAL ROMANTIC RELATIONSHIPS**

Justin J. Lehmiller¹, William G. Graziano², Laura E. VanderDrift³

¹*Harvard University*; ²*Purdue University*; ³*Syracuse University*

Two experiments examined the effect of peer influence on attraction to same and different race romantic targets. Positive social comparison information led participants to report greater attraction to a given target than negative information, regardless of target race. These results highlight the important role of social influence in attraction processes.

A167**THE (SUBJECTIVE) TIMES OF OUR LIVES: RELATIONSHIP SATISFACTION AND THE SUBJECTIVE DISTANCE OF PAST RELATIONAL EVENTS**

Scott A. Leith¹, Kassandra Cortes¹, Anne E. Wilson¹

¹*Wilfrid Laurier University*

Three studies examined how management of relational memories relates to relationship satisfaction. Satisfied (but not dissatisfied) partners kept happy relational events subjectively recent and subjectively distanced transgressions, leading to shifts in perceived current importance of events. In turn, subjective distance of past events moderated their effect on current relationship satisfaction.

A168**RESPONSIVENESS-DRIVEN DIAGNOSTICITY**

Edward P. Lemay¹, Michael C. Melville¹

¹*University of New Hampshire*

This research demonstrated that people see situations as diagnostic of their partner's care when they have communicated their needs. However, when perceivers are motivated to see the partner as caring, they downplay the diagnosticity of their partner's unresponsive behavior by constructing communication barriers, including inadequate disclosure and partner understanding.

A169**EXAMINING THE VALIDITY OF MATE PREFERENCES IN LIVE-INTERACTION CONTEXTS: GOING LOW SO THAT SEX DIFFERENCES SHOW**

Norman P. Li¹, Jose C. Yong¹, Oliver Sng², William Tov¹, Katherine A. Valentine¹, Daniel Balliet³

¹*Singapore Management University*; ²*Arizona State University*; ³*Free University of Amsterdam*

Although it has been established across decades and cultures that men value physical attractiveness more than women and women value social status more than men in potential mates, recent speed-dating studies have indicated (at best) mixed evidence for whether people's sex-differentiated mate preferences predict actual mate choices.

A170**PARENTS' RELIGIOUS BELIEFS BACKFIRE REGARDING CHILDREN'S RELATIONSHIPS WITH GOD: LINKS BETWEEN PARENTAL RELIGIOUS FUNDAMENTALISM AND ATTACHMENT TO GOD**

Alicia Limke¹, Alisa Huskey²

¹*Southern Nazarene University*; ²*University of Central Oklahoma*

The goal of the current study was to examine the link between parents' religiously fundamental beliefs and children's relationships with God. Among those not extremely defensive about their religious beliefs, parental fundamentalism predicted attachment anxiety towards God, such that as parents' religious fundamentalism increased, attachment anxiety towards God increased.

A171**SAYING "I'M SORRY" TWICE: FORGIVENESS AFTER A REPEATED TRANSGRESSION**

Anson E. Long¹, Anna Eyerer¹

¹*Indiana University of Pennsylvania*

Two studies examined forgiveness after a repeated transgression according to whether an apology was offered after each offense.

Forgiveness was highest when an apology was offered only after the second offense. This suggests that apologies are most effective the first time they are offered, and their effectiveness fades when repeated.

A172**(DE)VALUING THE ROOMMATE RELATIONSHIP: SATISFACTION IN ROOMMATE RELATIONSHIPS PREDICTS IMPLICIT ROOMMATE REGARD AFTER CONFLICT**Julie Longua Peterson¹, Beth N. Giguere¹¹*University of New England*

We explored the relation between roommate satisfaction and implicit evaluations of a roommate following a conflict manipulation. In the conflict condition, people who were less (vs. more) satisfied in their roommate relationship reported more negative implicit evaluations of their roommate. This pattern was not evident in the control condition.

A173**HOW DO I LOVE THEE? LET ME PLOT THE WAY**Laura B. Luchies¹, Erica B. Slotter², Eli J. Finkel³¹*Redeemer University College*; ²*Villanova University*; ³*Northwestern University*

We compared dating and married individuals' love. Although dating and married participants experienced similar amounts of love at study onset, married participants' love more closely approximated empty love than dating individuals' love. On average, married participants retained only 90% of their love over two years; dating participants' love remained stable.

A174**SELF-ESTEEM INFLUENCES AFFECTIVE RESPONSES TO COMPLIMENTS FROM ROMANTIC PARTNERS**Zhenni Wu¹, Anna Luerssen¹, Ozlem Ayduk¹¹*University of California, Berkeley*

We found that participants with low self-esteem (SE) anticipate feeling more anxious than those with high SE when imagining their romantic partner giving them a compliment. Future work will evaluate whether this anticipatory anxiety is related to avoidance of positive feedback, behavior that low SE individuals indeed evidence.

A175**LOVE AND SUPPORT AT WORK: LEADERS AND COLLEAGUES AS ATTACHMENT FIGURES**Michelle A. Luke¹, Katherine B. Carnelley², Constantine Sedikides²¹*University of Sussex*; ²*University of Southampton*

Is an attachment perspective applicable in the workplace? Do employees form attachments in the office? We tested whether colleagues and supervisors (alongside partners, mothers, fathers, siblings, and friends) are viewed as attachment figures. This was indeed the case, although colleagues and supervisors were least likely to fulfill attachment functions.

A176**ROMANTIC REJECTION WITHIN FICTIONAL COUPLES AND THE RESULTING RISK REGULATION EFFECTS FOR REAL RELATIONSHIPS**Shannon P. Lupien¹, Cheryl L. Kondrak¹, Lindsey M. Streamer¹, Mark D. Seery¹, Shira Gabriel¹, Sandra L. Murray¹¹*University at Buffalo, SUNY*

After participants read about romantic rejection within a fictional couple from a well-liked novel, results revealed typical risk regulation effects. Specifically, as though the rejection had come from their own romantic relationship, people with high self-esteem drew closer to their own partners than people with low self-esteem.

A177**SUBJECTIVE FAMILIARITY, FRIENDS' ATTRACTIVENESS, AND THEIR LONGITUDINAL ASSOCIATION**Makiko Nishiura¹, Ikuo Daibo²¹*Osaka University*; ²*Tokyo Future University*

This study explored how subjective familiarity with friends, friends' attractiveness, and their association change during the friendship

process. As friendships develop, subjective familiarity increased, but friends' attractiveness remained unchanged. Further, people with high familiarity with their friends rated them as more secure over three time points in a year.

A178**INTERACTION GOALS MODERATE THE ASSOCIATION BETWEEN FAMILIARITY AND ATTRACTION**Michael R. Maniaci¹, Harry T. Reis¹¹*University of Rochester*

We examined the effects of familiarity on attraction by experimentally manipulating both the amount of interaction between pairs of strangers and their interaction goals. Familiarity increased attraction when a locomotion mindset (e.g., enjoying the interaction) was activated but not when an assessment mindset (e.g., evaluating the other person) was activated.

A179

Moved to F332 (page 291).

A180**WHERE IS THE LOVE? AVOIDANT ATTACHMENT AND EMPATHIC ACCURACY IN ROMANTIC CONVERSATIONS**Jessica A. Maxwell¹, Geoff MacDonald¹, Emily A. Impett², Bonnie M. Le²¹*University of Toronto*; ²*University of Toronto, Mississauga*

Two studies examined how avoidant attachment moderates empathic accuracy during positive couple interactions. When their partners expressed love, avoidantly attached individuals were less accurate at detecting their partner's positive emotions, and overestimated their partner's negative emotions. These misperceptions may be a strategic defense avoidant individuals use to maintain emotional distance.

A181**IT'S LIKE TALKING TO A WALL: PHONOLOGICAL BEHAVIOR IS TIED TO PHYSICAL SETTINGS**Benjamin R. Meagher¹, Carol A. Fowler¹¹*University of Connecticut*

Whether phonological behavior is influenced by physical environments was tested by having participants complete a dyadic task, changing one's room and/or partner midway through the experiment. As hypothesized, word duration showed a negative linear pattern for those remaining in the same setting, but a cubic pattern for those changing rooms.

A182**THE ROLE OF COMMITMENT AND IMPLICIT THEORIES OF RELATIONSHIPS IN PREDICTING RESPONSE TO RELATIONSHIP CONFLICT**Michael C. Melville¹, Edward P. Lemay, Jr.¹¹*University of New Hampshire*

Conflict behaviors were examined among 117 romantic couples who had a 10-minute interaction about a recent source of significant relationship conflict. Relationship growth beliefs and relationship commitment interacted to predict constructive problem-focused behaviors. This research integrates prior research and theory on implicit theories, relationship commitment, and self-regulation.

A183**SEXUAL MOTIVES IN CASUAL VERSUS COMMITTED RELATIONSHIPS: WHICH MOTIVES PREDICT SATISFACTION?**Sal Meyers¹, Andrea Niebuhr¹, Bethany Mullenax¹, Stephanie O'Neill¹, Lauren Sebek¹¹*Simpson College*

Sexual motivations and satisfaction were examined in committed versus casual relationships. People's sexual motives were fairly similar except intimacy was more important in committed than casual relationships. Both approach and avoidance motives predicted satisfaction in committed relationships; however, only approach motives predicted satisfaction in casual relationships.

A184**MEDIATORS OF THE RELATIONSHIP BETWEEN CAUSAL UNCERTAINTY AND SOCIAL REJECTION**Alessia Milano¹, Jill A. Jacobson¹, Jennifer Passey²¹Queen's University; ²University of Alberta

In the current research, we tested the potential mediators of the causal uncertainty-social rejection relationship. Replicating previous research, greater causal uncertainty was uniquely associated with greater social rejection. This relationship was mediated by causally uncertain people's tendency to engage in less self-disclosure with and feel less intimacy towards their roommates.

A185**SOCIAL SUPPORT FROM FACEBOOK FRIENDS: IS "FRIENDS" A MISNOMER?**Rowland S. Miller¹, Terra J. Bowen¹¹Sam Houston State University

Do Facebook "friends" provide meaningful social support? Here, 298 young adults (who had an average of 560 "friends") rated the practical, informational, and emotional support they received from their best friends and four people randomly selected from their Friends list. Facebook contacts were generally useless and were not genuine friends.

A186**WORKING MEMORY CAPACITY MEDIATES THE EFFECTS OF SOCIAL EXCLUSION ON REDUCED COGNITIVE AND SOCIAL TASK PERFORMANCE**Dominik Mischkowski¹, Jennifer Crocker¹¹The Ohio State University

Reduced working memory capacity (WMC) may be a central mechanism underlying the impairing effects of social exclusion. Across three studies, we found that social exclusion reduced WMC, and bootstrapping tests indicated that reduced WMC accounted for the effects of social exclusion on intellectual performance and prosocial behavior.

A187**ETHICAL AGREEMENTS TO AVOID MONOGAMY: ATTACHMENT AND CONSENSUAL NON-MONOGAMY**Amy C. Moors¹, Terri D. Conley¹, Robin S. Edelstein¹, William J. Chopik¹¹University of Michigan

We will present novel data linking attachment with attitudes toward consensual non-monogamy (CNM), willingness to engage in CNM, and actual engagement in CNM. Avoidance was robustly linked to positive attitudes toward CNM relationships and willingness to engage in them. However, avoidant individuals were less likely to actually engage in

A188**COGNITIVE COMPLEXITY BUFFERS SPOUSES AGAINST NEGATIVE PHYSIOLOGICAL RESPONSES TO MARITAL CONFLICT**Taylor A. Morgan¹, Elizabeth Keneski¹, Neff A. Lisa¹¹The University of Texas at Austin

To examine whether the organization of partner knowledge predicts physiological responses to marital conflict, couples completed a six-day diary task assessing daily marital conflict and diurnal cortisol slopes. On days of greater conflict, spouses exhibited less healthy cortisol slopes. This association was weaker for spouses with more integrative cognitive structures.

A189**THE DEVELOPMENT OF DECEPTION DETECTION ABILITY: HOW DO CLOSE FRIENDS IMPROVE AT DETECTING EACH OTHER'S DECEPTION OVER TIME?**Wendy L. Morris¹, R. Weylin Sternglanz², Matthew E. Ansfield³, D. Eric Anderson⁵, Bella M. DePaulo⁴, Jillian H. Snyder¹¹McDaniel College; ²Nova Southeastern University; ³Lawrence University; ⁴University of California, Santa Barbara; ⁵University of Virginia

Participants ("judges") watched both friends and strangers ("senders") who displayed truthful and faked affect in response to movie clips. Judges' decoding ability increased over time for their close friends; this effect was driven largely by a change in the way senders in close friends communicated over time.

A190**PREDICTING LONELINESS: IMPACT OF THE BELIEF THAT MANY FACEBOOK FRIENDS EQUATES TO POPULARITY**Dirk Oliver. Mügge¹¹University of Innsbruck

A correlational study tested the assumption that the subjective belief that the number of Facebook friends equates to popularity predicts loneliness over and above the number of Facebook friends. Regression analyses confirmed the hypothesis. Results suggest that subjective beliefs about data are better predictors than the data itself.

A191**GETTING IT ON VERSUS GETTING IT OVER WITH: A DYADIC PERSPECTIVE ON SEXUAL MOTIVATION, DESIRE AND SATISFACTION IN INTIMATE BONDS**Amy Muise¹, Emily A. Impett¹¹University of Toronto Mississauga

How does engaging in sex to feel closer to a partner vs. to avoid upsetting a partner impact the partner? In two dyadic daily experience studies, approach sexual goals enhanced, whereas avoidance sexual goals detracted from a partner's desire and satisfaction.

A192**PARTNER ANGER MODERATES THE RELATIONSHIP BETWEEN ATTACHMENT ANXIETY AND SUBMISSIVE VERSUS DOMINANT REACTIONS TO CONFLICT WITH ROMANTIC PARTNERS**Valerie M. Murphy¹, Tara K. MacDonald¹¹Queen's University

Attachment anxiety is related to two contradictory conflict styles: submission and dominance. In this 10-day diary study we introduced the role of rejection-related threat in the form of partner anger to demonstrate that partner anger moderates submissive versus dominant reactions to real life conflicts with romantic partners.

A193**WHO'S YOUR DADDY? FAMILY STRUCTURE DIFFERENCES IN ATTACHMENT TO GOD**Maurice S. Murunga¹, Alicia Limke¹, Ronald W. Wright¹¹Southern Nazarene University

In the current study, among children of married parents (but not children of divorced parents), attachment avoidance towards fathers predicted attachment avoidance towards God. Moreover, the higher participants' reports of attachment avoidance towards fathers before exposure to religiously threatening material, the lower the reports of defensive theology after the manipulation.

A194**THE EFFECT OF PROACTIVE COPING ON STRESS-RELATED GROWTH AFTER INTERPERSONAL STRESS EVENT**Makoto Nakayama¹, Shiori Fukuda¹, Toshikazu Yoshida¹¹Nagoya University

This study examines the relationships between stress-related growth following interpersonal stress, proactive coping and social support. Results showed that proactive coping was a partial mediator of the effect of support on stress and that this stress was associated with higher growth. Additionally, stress mediated the relationship between coping and growth.

A195**DISCREPANCIES IN RELATIONSHIP PARTNERS' REPORTS OF FAMILY PLANNING: RELATIONSHIP WITH GENDER ATTITUDES AND DECISION-MAKING POWER**Christine H. Naya¹, Mariana A. Preciado¹, Jessica Gipson¹¹*University of California, Los Angeles*

Couples often offer disparate reports on basic facts about their relationship, including the use of family planning (Miller, Zulu, & Watkins, 2001). We analyzed the relationship between discrepancies in reports of family planning use and partners' gender attitudes and decision-making power within the relationship.

A196**THE INTERNET AS A TOOL: IMPROVING RELATIONSHIP QUALITY THROUGH LONGITUDINAL INTERVENTION STUDIES**Elizabeth A. Necka¹, John T. Cacioppo¹¹*University of Chicago*

In two longitudinal intervention studies, internet use to facilitate face-to-face interactions increased the proportion of participants' friends that they considered confidants, and increased their satisfaction with confidants, but had no effect on loneliness. Results suggest that the internet can be a tool to improve social relationships if interactions occur offline.

A197**IT'S NOT WHAT YOU MIGHT EXPECT: A STRANGER'S REJECTION MAY HURT MORE THAN THAT OF A CLOSE OTHER**Lyndsay A. Nelson¹, Heather M. Jackson¹, Shelly L. Rasnick¹, Ginette C. Blackhart¹¹*East Tennessee State University*

In two studies we examined how reactions to being accepted and rejected differ depending on whom the source of rejection/acceptance is. Findings suggest that acceptance by strangers results in higher self-esteem than acceptance by close others and rejection by strangers is generally experienced more negatively than rejection by close others.

A198**PARTNER AVOIDANT ATTACHMENT PREDICTS JEALOUSY AND PERCEIVED PARTNER COMMITMENT**Melissa A. Newberry¹, Paul E. Etcheverry¹¹*Southern Illinois University Carbondale*

Both own and romantic partner anxiety and avoidance were used to predict jealousy and perceived partner commitment. Partner avoidance was positively associated with jealousy. Both one's partner's and one's own avoidance were negatively associated with perceived partner commitment. This research supports the collection of couple level attachment data.

A199**IMPROVING RECALL OF ATTACHMENT-RELEVANT INFORMATION BY MANIPULATING RELATIONAL BELIEFS**Sebastien Nguyen¹, Mark W. Baldwin¹¹*McGill University*

The present study explored the influence of beliefs in the improbability of relational security on memory for attachment-sensitive information. Results revealed that participants reporting higher levels of anxiety and lower levels of avoidance in close relationships recalled more information when primed with a growth belief than with a fixed belief.

A200**CAN'T BUY ME LOVE?: ANXIOUS ATTACHMENT AND MATERIALISTIC VALUES**Ian Norris¹, Nathaniel Lambert², Nathan DeWall³, Frank Fincham⁴¹*Murray State University*; ²*Brigham Young University*; ³*University of Kentucky*;⁴*The Florida State University*

Anxiously attached individuals desire but fear social rejection. As money eases the pain of rejection, we hypothesized that such individuals may be more materialistic. This was confirmed in two large samples.

Furthermore, loneliness mediated this relationship, suggesting that anxiously attached individuals may substitute relationships with things for those with people.

A201**THE EFFECT OF PHOTOGRAPHS ON MEMORIES OF PAST EXPERIENCED INFIDELTY**Elnaz Nouri¹, Travis S. Crone¹¹*University of Houston-Downtown*

Participants wrote about an act of infidelity while viewing a picture of either themselves, the cheater, both together, or no picture. Participants report more negative affect after viewing the photograph with both individuals. Participants also report experiencing more fear and sadness related affect when viewing the picture of the couple.

A202**THE INFLUENCE OF COMMUNAL MOTIVATION ON ATTRIBUTIONS ABOUT PARTNERS' ANGER**Sarah Noyes¹, Jueyin Pan¹, Stephanie Lemp¹, Chana Pederson¹, Janelle Zapanta¹, Shannon Rice¹, Jessica Kolber¹, Leigh Smith¹, Seung Hee Yoo¹¹*San Francisco State University*

Two studies examined whether communal motivations affect people's attributions about their relationship partners' expressions of anger. In both studies, participants with low communal motivation made more negative attributions than those with high motivation. These negative attributions were related to their negative evaluations of the angry partner.

A203**MOMMY DEAREST? DIFFERENTIAL EVALUATIONS OF MATERNAL AND PATERNAL RELATIONSHIPS**Catherine E. Nylin¹¹*Claremont Graduate University*

Comparing adult children's evaluations of their maternal and paternal relationships, maternal relationships were more satisfying, good, positive, healthy, and close (all p

A204**THE ROLE OF RELIGION AND FAITH ON FAMILIAL RELATIONSHIPS**Rebekah One¹, Priscila Diaz¹, Delia Saenz²¹*Azusa Pacific University*; ²*Arizona State University*

Relationships are formed from different family structures and the effects of these family processes. The present study investigated family structure, religious faith, and familial relationships. Results indicated children felt more rejection from their father in step-families as well as better relationships with both parents as their faith in God increased.

A205**DIFFERENTIATING REJECTION: A CONTINUED ANALYSIS OF THE THREATS OF REJECTION TYPES**Lawrence K. Perko¹, Amanda Howell¹, Colleen H. Sinclair¹¹*Mississippi State University*

In this 2 (Internal vs. External attribution) x 3 (Controllable, Uncontrollable, and Neither attribution) experiment, participants read relationship termination vignettes manipulating the reason for being rejected. Measures of perceived threats to basic needs followed. Internal attribution rejections yielded the highest threats to self-esteem.

A206**THE PERILS OF PASSIONATE LOVE**Chelcie Piasio¹, Gary W. Lewandowski Jr.¹¹*Monmouth University*

This study examines how passionate, companionate, or the combination of both love types relate to positive and negative relationship experiences. Data from 143 participants in relationships ranging from 1 month to 37 years revealed that companionate love relates to more positive experience, while passionate love relates to more negative experiences.

A207**BEYOND PERSONAL RELATIONSHIPS: HOW GROUP MEMBERSHIP ADDS VALUE IN ACHIEVING BELONGINGNESS AND WELL-BEING**David R. Pillow¹, Glenn P. Malone¹, Willie J. Hale¹¹University of Texas at San Antonio

Via the belongingness hypothesis, we argue that individuals require close relationships that provide frequent, non-aversive, and stable interactions. We've classified each participant's personal relationships using 7 criteria to substantially predict variance in perceived belongingness and well-being, and here demonstrate that these criteria have similar value in assessing one's group memberships.

A208**ATTACHMENT AND INFORMATION SEEKING STRATEGY PREFERENCE IN ROMANTIC RELATIONSHIPS**Jennifer C. Pink¹, Lorne Campbell²¹Simon Fraser University; ²University of Western Ontario

Two studies examined how highly anxious individuals seek information in relationship-threatening situations. Results revealed these individuals were more likely to endorse indirect information-seeking strategies in response to a hypothetical scenario (Study 1), whereas in a live threat scenario highly anxious individuals reported greater desire to directly seek information (Study 2).

A209**DO STAND SO CLOSE TO ME: A DOWNSTREAM MOTIVATED PERCEPTUAL EFFECT OF REJECTION**Shane Pitts¹, John Paul Wilson², Kurt Hugenberg²¹Birmingham-Southern College; ²Miami University

Our research demonstrates a unique motivated perceptual effect of ostracism. Across three studies, rejected relative to non-rejected perceivers saw sources of reconnection as being over 2-feet closer to them and under-threw a beanbag toward their partners. The effect was not shown for non-social targets (life-sized cardboard person cut-outs).

A210**DOES JUSTIFICATION CHANGE PERCEPTIONS OF INFIDELITY?**Neal G. Pollock¹, Abigail L. Harris¹, Beth A. Siegel¹, Helen C. Harton¹¹University of Northern Iowa

This study investigated perceptions of the "other person" and "cuckold" within infidelity when justifications for cheating were given. Preliminary analyses suggest that justification did not matter for men of either cheating status (i.e., "other person" or "cuckold"), however for women, a significant interaction between cheating status and justification emerged.

A211**FORGIVENESS AND CLOSENESS AS SAFEGUARDS AGAINST EXPERIENCES OF FAMILY OSTRACISM**Joan R. Poulsen¹, Anna F. Carmon¹, Ashley F. Begley²¹Indiana University-Purdue University Columbus; ²Ball State University

An online survey replicated recent findings that real-world ostracism from one's family is linked with lower self-esteem, and increased depression. Results indicate that target's trait of forgiveness, and closeness with family may partially account for these findings. Other factors such as gender, and personality are addressed.

A212**EXPLORING THE RELATIONSHIP BETWEEN CROSS-SEX FRIENDSHIP AND HAPPINESS**Amanda D. Procsal¹, Melikşah Demir¹¹Northern Arizona University

Two studies were conducted in order to investigate the association of cross-sex friendship and happiness. In the first study, cross-sex friendship quality explained additional variance in happiness after controlling for other variables. The second study revealed that satisfaction of basic psychological needs mediated the relationship between cross-sex friendship and happiness.

A213**HAPPILY GIVING THEM THE BENEFIT OF THE DOUBT: POSITIVE EMOTIONS AND BENEVOLENT ATTRIBUTIONS IN CLOSE RELATIONSHIPS**Thery Prok¹, Shelly Gable¹¹University of California at Santa Barbara

Three studies examined whether positive emotions are associated with interpreting partners' behavior in a benevolent manner. Results from a daily experience study comparing partners' behaviors with reported behavior and two laboratory studies examining manipulated emotions on attributions suggest that positive emotions benefit relationships through the benevolent encoding of routine interactions.

A214**THE BUFFERING EFFECT OF POTENTIAL RELATIONSHIPS ON WOMEN'S (BUT NOT MEN'S) SELF-ESTEEM FOLLOWING REJECTION**Sara K. Quinn¹, John E. Lydon¹¹McGill University

We examined how men and women respond differently to rejection. Following rejection or control threat, participants considered potential dating partners and completed a self-esteem scale. Results revealed that men's self-esteem decreased, but women's increased after rejection, suggesting that potential relationships may buffer against rejection for women, but not for men.

A215**EMPATHY FOR FICTIONAL CHARACTERS MEDIATES THE RELATIONSHIP BETWEEN ATTACHMENT ANXIETY AND PARASOCIAL INTERACTION TENDENCIES**Marina Rain¹, Raymond A. Mar¹¹York University

We explored whether empathy mediates the association between attachment anxiety and parasocial interaction (PSI) tendencies. Fantasy (the tendency to identify with fictional characters and to become absorbed in narratives) partially mediated the relationship between attachment anxiety and PSI tendencies, whereas perspective-taking, empathic concern, and personal distress did not.

A216**AVOIDANT ATTACHMENT AND RELATIONSHIP CLOSENESS: DOES SELF-DISCLOSURE MEDIATE THE CONNECTION?**Danney D. Rasco¹, Rebecca M. Warner¹¹University of New Hampshire

Undergraduates (N = 487) in dating relationships reported avoidant attachment (Fraleigh, Waller, & Brennan, 2000) and relationship closeness (Fletcher, Simpson, & Thomas, 2000; Pierce, Sarason, & Sarason, 1991). Self-disclosure (Miller, Berg, & Archer, 1983) was assessed as a mediator using SEM. Effects of avoidance were partially mediated by self-disclosure.

A217**ATTACHMENT ANXIETY AND LONELINESS AFFECT PHYSICAL PERCEPTIONS OF AMBIGUOUS FIGURES**Erica J. Reffling¹, Adam Heenan¹, Nikolaus F. Troje¹, Tara K. MacDonald¹¹Queen's University

We examined how attachment anxiety and feelings of loneliness interact to influence perceptions of an ambiguous point-light walker. Analyses revealed that participants high (vs. low) in attachment anxiety were more likely to perceive the figure as walking toward them, but this difference disappeared when participants were primed with loneliness.

A218**MEETING YOUR MATCH OR MATCHING AFTER YOU MEET? ATTITUDE ALIGNMENT PREDICTS ATTRACTION BETTER THAN SIMILARITY**Chelsea A. Reid¹, Jody L. Davis¹, Jeffrey D. Green¹¹Virginia Commonwealth University

Participants were told a disagreeing partner who was 25%, 50%, or 75% similar shifted their opinion toward agreeing with the participant or

did not shift. More similar partners and partners who shifted toward agreement were rated as more attractive, and similarity and shifting interacted to predict attraction.

A219**OSTRACISM PROMPTS RE-HUMANIZATION**Dongning Ren¹, Haotian Zhou², Kipling D. Williams¹¹Purdue University; ²University of Chicago

Because ostracism threatens a sense of humanness, will ostracized people try to fortify their undermined humanness? Our study indicates that ostracized participants tend to reclaim humanness by selecting the non-default option over the equally-attractive-default one in a binary choice task, suggesting that ostracism prompts the targets to engage in re-humanization.

A220**TRANSGRESSORS' GUILT AND SHAME: A LONGITUDINAL EXAMINATION OF FORGIVENESS SEEKING**Blake M. Riek¹, Lindsey Root-Luna², Chelsea A. Schnabelrauch³¹Calvin College; ²Hope College; ³Kansas State University

The current study examines forgiveness from the perspective of the transgressor using a longitudinal design. Participants completed measures of transgression characteristics, feelings of guilt/shame, and forgiveness-seeking behaviors. It is demonstrated that characteristics such as responsibility and severity are related to increases in guilt which then increases forgiveness-seeking behavior over time.

A221**ME OR YOU? THE ROLE OF SELF-CONTROL IN FACING THE DAILY DILEMMAS OF SACRIFICE**Francesca Righetti¹, Catrin Finkenauer¹, Eli J. Finkel²¹Vrije Universiteit Amsterdam; ²Northwestern University

This work assessed the role of self-control in willingness to sacrifice in close relationship relationships. Four studies showed that people with low self-control reported greater willingness to sacrifice for close others than people with high self-control.

A222**LINGUISTIC INDICATORS OF PATIENT, COUPLE, AND FAMILY ADJUSTMENT FOLLOWING BREAST CANCER**Megan L. Robbins¹, Matthias R. Mehl¹, Hillary L. Smith², Karen L. Weis¹¹University of Arizona; ²University of Washington

We examined how emotional and social language during a breast-cancer-related discussion relates to family adjustment. Results suggest that important information about how a family copes after breast cancer can be obtained by paying attention to sons' and daughters' emotional language and couples' personal pronoun use.

A223**UNSETTLED ABOUT SETTLING: THE PERILS OF LOW SELF-ESTEEM WHEN RESPONDING TO THE ROMANTIC OVERTURES OF DESIRABLE AND UNDESIRABLE OTHERS**Kelley J. Robinson¹, Jessica J. Cameron¹¹University of Manitoba

Do perceptions of poor dating prospects motivate low self-esteem individuals to eagerly seize any acceptance-secured dating opportunity? Three experiments show that lower self-esteem individuals have difficulty deciding whether to accept or reject any target's advances, whereas high self-esteem individuals more appropriately react based on the desirability of the target.

A224**THE REPRODUCTION OF MOTHERING REVISITED: AGE AT BIRTH AS A MODERATOR OF THE TRANSMISSION OF ATTACHMENT FROM MOTHERS TO DAUGHTERS**Lindsey K. Rodman¹, Alicia Limke¹, Paul C. Jones¹¹Southern Nazarene University

The goal of this study was to investigate moderating role of age of mothers at daughters' births on the link between mothers' and

daughters' attachment styles. Findings suggest that the link between mothers' romantic attachment anxiety and daughters' attachment anxiety towards them decreases as moms' age at daughters' births increases.

A225**TITLE: EXPLORING THE ROLES OF HUMOR IN ROMANTIC RELATIONSHIPS: DEVELOPMENT AND VALIDATION OF THE LAUGHTER IN MARRIAGE – A FUNCTIONAL ASSESSMENT OF OBJECTIVES (LIMFAO) SCALE**Ronald D. Rogge¹, Silvia D. Marin¹, Michael R. Maniaci¹¹University of Rochester

EFA and IRT analyses (N=2400) developed a measure of humor roles: 1) to bond, 2) to validate, 3) to diffuse conflict, 4) to relieve stress, 5) to shift perspectives, 6) to tease, 7) to express anger, 8) to insult/hurt, and 9) to avoid conversations. Roles demonstrated unique 3-month predictive validities.

A226**IF YOU'RE HAPPY AND I KNOW IT: RELATIONAL EXPECTANCIES FOLLOWING AN EMOTION-SUPPRESSION CONTINGENT RELATIONSHIP PRIME**Maya Rossignac-Milon¹, Sara Etchison¹, Mark W. Baldwin¹¹McGill University

We examined the implicit cognitive repercussions of priming relationships in which acceptance is contingent on emotion suppression. Participants visualized contingent or non-contingent relationships and completed a lexical decision task. For those low in avoidance, the contingent prime increased the accessibility of acceptance and rejection following positive and negative emotion cues.

A227**"I FORGIVE YOU, BUT DON'T DO IT AGAIN!" FORGIVENESS COMBINED WITH PARTNER REGULATION IS ASSOCIATED WITH POSITIVE INTERPERSONAL OUTCOMES**V. Michelle Russell¹, Levi R. Baker¹, James K. McNulty¹, Nickola C. Overall²¹Florida State University; ²University of Auckland

How can intimates maximize the positive interpersonal effects of forgiveness without encouraging future transgressions? Two studies demonstrated that the interpersonal implications of forgiveness depend on whether forgivers also regulate the offenders' behavior using direct negative strategies.

A228**SIBLING ATTACHMENT, PARENTAL ATTACHMENT, AND PERCEIVED DIFFERENTIAL TREATMENT**Tiffany D. Russell¹, Alicia Limke²¹University of Central Oklahoma; ²Southern Nazarene University

The goal of the current study was to examine the relationships between sibling attachment, parental attachment, and perceived differential treatment by parents. Most notably, perceived parental differential affection (but not control) predicted attachment anxiety and avoidance towards siblings.

A229**THE EFFECTS OF INTRAGROUP POWER BALANCE ON GROUP REJECTION AND ACCEPTANCE: FOCUSING ON AUTHORITY AND COERCIVE POWER**Ryuichi Tamai¹, Hiroyuki Yoshizawa²¹Nagoya University; ²Gifu Shotoku Gakuen University

We examined that the effects of intragroup coercive/authority power balance on rejection/acceptance tendency of the group. We surveyed 315 undergraduates. The results supported our hypothesis and indicated that rejection tendency was influenced by the intragroup power balance, while acceptance tendency was not.

A230**PERCEPTION OF RELATIVE DISTANCES BETWEEN NONSOCIAL OBJECTS INFLUENCES PERSONAL BASIC NEEDS SATISFACTION**Donald F. Sacco¹, Michael J. Bernstein², Kurt Hugenberg³¹The University of Southern Mississippi; ²Penn State-Abington; ³Miami University

Studies 1 and 2 demonstrated that the perception of greater physical distance between two objects (points on a Cartesian plane) led participants to experience less basic needs satisfaction, independent of mood and task difficulty. Study 3 indicated that physical, but not conceptual, object distance produces this effect.

A231**FELT SECURITY REACTIVITY TO PARTNER'S QUARRELSOME BEHAVIOR AND SATISFACTION WITH ROMANTIC RELATIONSHIP**Gentiana Sadikaj¹, D. S. Moskowitz¹, David C. Zuroff¹¹McGill University

The effect of felt security reactivity to partner's quarrelsome behavior on relationship satisfaction was examined. Using event-contingent recording, couples reported on their felt security and quarrelsome behavior during 20 days. Results indicated that person's greater felt insecurity to partner's quarrelsome behavior was related to decline in relationship satisfaction over time.

A232**CONDOMS AND TRUST: AN EXPERIMENTAL DEMONSTRATION OF THE CAUSAL EFFECT OF ATTACHMENT ON EXPLICIT AND IMPLICIT ATTITUDES TOWARD CONDOM USE**John K. Sakaluk¹¹University of Kansas

This is the first research to demonstrate a causal relationship between attachment and attitudes toward condom use/nonuse. Attachment was manipulated by random assignment to a written priming task. Security- and anxiety-primed participants preferred condom nonuse more than avoidance- and control-primed participants, based on both explicit and implicit (IAT) measures.

A233**ACUTE SOCIAL EXCLUSION AND REACTIONS TO PAIN: EXCLUSION HISTORY AS A MODERATOR**Sarah Savoy¹, Luis E. Aguerrevere¹, Myka Cruz¹, Braydon K. Howard¹, Shaan Shahabuddin¹, Haley Harris¹, Shelby Smith¹¹Stephen F. Austin State University

We examined effects of acute social exclusion on pain reactions and whether exclusion history moderated these effects. For included participants, imagined chronic pain led to more somatization, but for excluded participants it led to less somatization. This buffering effect only occurred among participants who reported elevated histories of exclusion.

A234**SATIETY ATTENUATES ATTENTIONAL BIAS TOWARDS REJECTING FACES AMONG PARTICIPANTS WITH HIGH ATTACHMENT ANXIETY**Natsumi Sawada¹, John E. Lydon¹¹McGill University; ²McGill University

Research suggests comfort food alleviates loneliness. We hypothesized that satiety may attenuate attentional biases towards belonging threat among the anxiously attached. Participants with high attachment anxiety showed an attentional bias towards rejecting faces in a dot-probe task. This bias was absent among anxiously attached participants immediately after eating a meal.

A235**THE LONG-TERM ATTRACTIVENESS OF WIDOWERS**Cory R. Scherer¹¹Penn State Schuylkill

Two experiments looked at the potential attractiveness of widowers. Experiment one had women read rate a potential date in terms of

attractiveness. The widower, when compared to a single and divorced man, was rated as more attractive as a long-term mate. Experiment two replicated experiment one with a non-college sample.

A236**IT GOES BOTH WAYS: AN ATTACHMENT-THEORETICAL PERSPECTIVE ON PERCEIVED PARTNER RESPONSIVENESS AND SEXUAL DESIRE**Noam Segal¹, Gurit E. Birnbaum¹, Chen Granovski¹, Harry T. Reis²¹Interdisciplinary Center (IDC) Herzliya; ²University of Rochester

Two experiments examined the bi-directional link between perceived partner responsiveness and sexual desire. Results indicated that the mutual effects between responsiveness and desire were moderated by attachment and gender. These studies suggest intimacy and desire are intricately linked and that the nature of their connection depends on one's interpersonal goals.

A237**PERCEIVED PARTNER RESPONSIVENESS PREDICTS INCREASED EXPLORATION: A DAILY EXPERIENCE STUDY**Emre Selcuk¹, Gul Gunaydin¹, Cindy Hazan¹, Michael O'Donnell²¹Cornell University; ²University of California, Berkeley

Does perceived partner responsiveness (PPR) provide benefits in domains other than relationship functioning? This daily experience study showed that high PPR was associated with increased curiosity and exploration, even after controlling for personality traits, stress, and health problems. The association between PPR and exploration was partially mediated by positive affect.

A238**FORGET THEN FORGIVE? THE POTENTIAL ROLE OF DIRECTED FORGETTING IN THE FORGIVENESS PROCESS**Andrea J. Sell¹¹University of Kentucky

We test the idea that directed forgetting can be useful in the forgiveness process. Participants instructed to "forget" the target conflict sentence of a story were more likely to 1) report nothing to forgive, and if they remembered the conflict, 2) report greater likelihood to forgive the offender.

A239**JUDGMENTS OF BEHAVIORS IN CLOSE RELATIONSHIPS AS MORAL VIOLATIONS**Dylan F. Selterman¹, Sena Koleva²¹University of Maryland, College Park; ²University of Southern California

Two studies probed the "wrongness" of morally ambiguous relational behaviors, including emotional threats, friendship boundaries, sexual threats, and privacy violations. Attachment avoidance was associated with permissiveness toward emotional threats and friendship boundaries but harsher judgments for privacy violations; attachment anxiety was associated with the opposite pattern.

A240**ATTACHMENT SECURITY AND AUTHENTIC VS. INAUTHENTIC MORALITY**Philip R. Shaver¹, Mario Mikulincer²¹University of California, Davis; ²Interdisciplinary Center (IDC) Herzliya, Israel

Attachment security was related to honesty and authenticity, and subliminal security priming increased authenticity and reduced dishonesty and cheating. The results will be discussed in terms of attachment security and the distinction between authentic and inauthentic morality.

A241**SOCIAL REJECTION IMPROVES PERFORMANCE ON SOCIAL REASONING TASKS**Aaron A. Shilling¹, Christina M. Brown²¹Saint Louis University; ²Arcadia University

We reinterpret research showing intellectual impairments following social rejection as a strategic redistribution of mental resources, with rejected individuals directing their energy toward activities promoting

social inclusion. We found that rejected participants performed better on analytical reasoning tasks that were social in nature, contrary to a “general depletion” explanation.

A242**PLEASURE AND PAIN IN OUTPERFORMING OTHERS**Shunsuke Shimoda¹¹*Toyo University*

In line with Exline & Lobel(1999) and Beach & Tesser(1995), this study investigated the affective responses of people who outperform others. Results revealed that better relationships were associated with less private pleasure and more empathic distress in the high other-relevance domain, and with more empathic joy in the low other-relevance domain.

A243**RELATIONSHIP INTIMACY AND COMMITMENT IN LESBIAN WOMEN: THE ROLE OF GENDER IDENTITY**Jennifer A. Shukusky¹, Gianna M. Bowler¹, Charlotte N. Markey¹¹*Rutgers University, Camden*

This study explores the roles of lesbian women’s comfort with their sexuality (i.e., “outness”), self-esteem, and gender identity as predictors of relationship intimacy and commitment. Correlation and regression results revealed that gender identity, specifically femininity, consistently and uniquely predicted women’s intimacy and commitment in their relationships.

A244**TOUCHING OTHERS: WHEN CLOSENESS MEANS GRATITUDE**Cláudia Simão¹, Beate Seibt¹¹*CIS/ISCTE-IUL*

One study examining touch, communal feeling and gratitude found that participants who were touched by a confederate felt more general gratitude than those not touched. This link was mediated by communal feeling. We discuss the importance of closeness for feelings of generalized gratitude.

A245**BUFFERING THE EFFECTS OF AVERTED EYE GAZE WITH ACCEPTANCE: THE ROLE OF ATTACHMENT SECURITY**Hayley M. Skulborstad¹, Anthony D. Hermann², James H. Wirth³¹*Miami University*; ²*Bradley University*; ³*University of North Florida*

Participants wrote about an unconditionally accepting or neutral relationship prior to being ostracized in an averted eye-gaze paradigm. The acceptance essay buffered basic psychological needs only for securely attached participants in the averted condition, while the essay induced higher needs among insecure participants when eye gaze was not averted.

A246**THE IMPACT OF SUBSTANCE ABUSE ON SIBLING RELATIONSHIPS**K. Rachelle Smith¹, Erin M. Logue¹, Susan S. Hendrick¹¹*Texas Tech University*

This study investigated 312 college students’ sibling relationships and how their experiences differ depending on whether their sibling abuses drugs. Having a sibling who abuses substances (SAS) was related to greater interaction with that sibling, earlier onset of drug use, and attitudes and behaviors related to drugs and alcohol.

A247**COMMUNAL RESPONSIVENESS IS HIGHER IN RELATIONSHIPS WITH WOMEN**Leigh K. Smith¹, Erica Boothby¹, Margaret Clark¹¹*Yale University*

A diverse community sample of participants reported providing more responsiveness to—and receiving more responsiveness from—the women in their social networks as compared to the men in their social networks. Having at least one female in a close relationship is likely to increase the communal strength of that relationship.

A248**COMPARING TO FRIENDS AND ENEMIES**Stephanie M. Smith¹, Keith D. Markman¹¹*Ohio University*

Participants prefer to compare themselves to a friend who does better than themselves versus worse. However, participants prefer to compare themselves to an enemy who does worse than themselves versus better. Therefore, upward comparisons are favored for friends and downward comparisons for enemies.

A249**SETTLING FOR LESS OUT OF FEAR OF BEING SINGLE**Stephanie S. Spielmann¹, Geoff MacDonald¹¹*University of Toronto*

Those who fear being single may lower their relationship standards without realizing it. Controlling for anxious attachment and neuroticism, fear of being single predicted dependence on unsatisfying relationships and romantic interest in less responsive and less attractive dating targets. However, fear of being single did not predict self-reported dating standards.

A250**AN EXPERIMENTAL INVESTIGATION OF THE ROLE OF RECIPROCAL SELF-DISCLOSURE IN PROMOTING LIKING IN INITIAL INTERACTIONS**Susan Sprecher¹, Stanislav Treger², Joshua D. Wondra³, Kevin Wallpe⁴, Nicole Hilaire¹¹*Illinois State University*; ²*DePaul University*; ³*University of Michigan*; ⁴*Kansas State University*

In an experiment that involved pairs of unacquainted individuals participating in a structured self-disclosure activity, we manipulated the degree of self-disclosure reciprocity. Participants who disclosed reciprocally reported greater liking, perceived similarity, closeness, and enjoyment. We concluded that turn-taking disclosure reciprocity is beneficial in the acquaintance process.

A251**FAMILY STRESS, SUPPORT, AND COPING AMONG SEXUAL MINORITY IMMIGRANTS**H. Kate St. John¹, Allen Omoto¹, Sarah C. Boyle¹¹*Claremont Graduate University*

This study investigated perceptions of familial support among Latino and Asian sexual minority immigrants to the U.S. Familial rejection due to sexual minority status and how individuals coped differently based on familial rejection emerged as prominent themes. In general, participants who reported family support also seemed to use constructive coping strategies.

A252**FEELING LESS ALONE: BENEFITS OF RELATIONSHIP REMINDERS AND INTIMACY PROMOTION FOR AVOIDANTLY ATTACHED INDIVIDUALS**Sarah C. E. Stanton¹, Jennifer C. Pink², Lorne Campbell¹¹*University of Western Ontario*; ²*Simon Fraser University*

Four studies investigated the effects of subtle relationship reminders and intimacy promotion on affect, cognition, and behavior for more avoidant individuals. Results revealed that simple intervention techniques can have both immediate benefits (e.g., greater connection) and long-term benefits (e.g., greater self-disclosure over time) for more avoidant individuals and their relationships.

A253**LIVING IN HER SHADOW: PUBLIC AND PRIVATE STRATEGIES FEMALES USE WHEN OUTPERFORMED BY A FRIEND IN SOCIAL LIFE**Alicia C. Stedman¹, Kelsey Bing¹, Beth A. Pontari¹¹*Furman University*

Single females and same-sex friends participated in speed dating with attractive or unattractive males who preferred or did not prefer the friend. Outperformed females publicly and privately devalued the attractive male pair but only subtly altered their public behavior toward their friends and privately devalued some aspects of their friendship.

A254**MINDFULNESS PREDICTS COMPASSIONATE AND SELF-IMAGE GOALS**Kate L. Stewart¹, Anthony H. Ahrens¹, Kathleen Gunther¹¹*American University*

In two studies, the mindfulness facet of acting with awareness positively predicted compassionate goals, and nonjudging of experience negatively predicted self-image goals. Further, acting with awareness predicted increases in compassionate goals, and nonjudging of experience marginally predicted decreases in self-image goals over time. Perhaps mindfulness training can change interpersonal goals.

A255**A LIWC ANALYSIS OF UNREQUITED LOVE EMOTIONS**Ariel E. Sticklus¹, Tamara J. Rowatt¹, Wade C. Rowatt¹¹*Baylor University*

This study analyzes the difference in emotions between rejectors and would-be-lovers in unrequited love. Participants described their emotions in such an experience and their responses were analyzed using Linguistic Inquiry Word Count (LIWC). Rejectors used more positive emotion words with no significant difference in number of negative emotion words used.

A256**ATTACHMENT ANXIETY AND AVOIDANCE PREDICTING PARENTING BEHAVIORS AMONG AMERICAN AND TURKISH MOTHERS**Nebi Sumer¹¹*Middle East Technical University, Turkey*

The associations between attachment anxiety and avoidance, and parenting behaviors including psychological control, monitoring, and knowledge among American and Turkish mothers were investigated. Attachment anxiety predicted psychological control and knowledge, and attachment avoidance predicted monitoring in both cultures. Attachment anxiety was stronger predictor of parenting in the USA than Turkey.

A257**STAND BY ME: THE PRESENCE OF A CLOSE FRIEND BUFFERS AGAINST THE EFFECTS OF SOCIAL EXCLUSION**Gizem Surenkok¹, Vivian Zayas¹¹*Cornell University*

Although social exclusion has been shown to have immediate detrimental effects on individuals, our study revealed that presence of a close friend buffer these effects. In an online ball tossing game, all the individuals detected that they were excluded but their needs were not threatened if a friend was present.

A258**AN APPLICATION OF THE INVESTMENT MODEL IN A NATIONAL SAMPLE OF LGB COLLEGE STUDENTS**Kateryna M. Sylaska¹, Katie M. Edwards¹¹*University of New Hampshire*

The investment model (IM) was explored among 347 LGB college students. We found that minority stress variables (e.g., outness) were related to IM variables. Leaving intentions were predicted by the IM for both dating violence victimized and non-victimized groups. Discussion explores the implications of the IM in adolescent same-sex relationships.

A259**FATAL SUPPRESSION: THE DETRIMENTAL EFFECT OF SEXUAL DEACTIVATION WITHIN ROMANTIC RELATIONSHIPS**Ohad Szepsenwol¹, Moran Mizrahi¹, Gurit E. Birnbaum¹¹*Interdisciplinary Center Herzliya*

The effects of sexual deactivation were examined on a longitudinal sample of newly dating couples. Sexual deactivation had negative actor and partner effects on relationship and sexual satisfaction. Men's sexual deactivation predicted less relationship satisfaction only when accompanied by high attachment anxiety among men or high attachment avoidance among women.

A260**HOW'S IT GOING TO BE? EXPERIENCED EASE OF RETRIEVAL AND FUTURE ROMANTIC INVESTMENTS**Yu Yang K. Tan¹, Christopher R. Agnew¹¹*Purdue University*

We conducted experiments to investigate ease of retrieval on future romantic plans. Results indicated that individuals who experienced greater ease of retrieval perceived greater relationship quality, but only when they were high in need for cognition, suggesting that in romantic relationships, the influence of ease occurs under high elaboration.

A261**THE ASSOCIATION BETWEEN FAMILY ACTIVITIES AND PARENTING SATISFACTION: THE ROLE OF PARTNER INCLUSION**Patrick S. Tennant¹, Marci E.J. Gleason¹, Timothy J. Loving¹¹*The University of Texas at Austin*

We extend self-expansion theory to the domain of families by examining whether participation in novel, fun, and exciting family activities increases parenting satisfaction. 309 participants responded to a survey on family activities and parenting satisfaction. Results indicate associations between the number of activities reported, who was involved, and parenting satisfaction.

A262**WHAT'S MOTIVATION GOT TO DO WITH IT?: A LOOK AT THE ROLE OF MOTIVATION IN UNDERSTANDING LOVE**Maria S. Tetro¹, John K. Rempel²¹*University of Waterloo*; ²*St. Jerome's University*

We tested the hypothesis that love is a motive by having participants rate the degree to which various statements would be logically inconsistent with love when positive emotions, attitudes, or motives were absent. Results showed that statements with motives absent were rated as most contradictory to love.

A263**I FEEL CLOSER WHEN YOU ARE INFERIOR: ATTACHMENT AVOIDANCE AND SOCIAL COMPARISONS BETWEEN ROMANTIC PARTNERS**Sabrina Thai¹, Penelope Lockwood¹, Samuel Y. Chen¹¹*Sabrina Thai/University of Toronto*

We examined the influence of attachment avoidance in dating and married participants' responses to recalled intrarelationship comparisons. Attachment avoidance moderated individuals' responses to the comparison. Avoidant dating individuals reported feeling closer to inferior partners than superior partner. There was no effect of avoidance for married participants.

A264**PREDICTING ROMANTIC RELATIONSHIP FATE USING NONVERBAL CUES**Stefanie M. Tignor¹, Krista M. Hill¹¹*Northeastern University*

The present studies investigated the abilities of lay people to predict future relationship status in heterosexual dating couples. In Study 1 (N=70), judges as a group demonstrated target-dependent levels of accuracy. Study 2 (N=135) suggests that judges are most accurate when attending to nonverbal cues.

A265**THE IMPORTANCE OF PARTNER SUPPORT FOR SELF-EXPANSION DURING THE TRANSITION TO RETIREMENT**Brooke C. Feeney¹¹*Carnegie Mellon University*

We investigate a mechanism, "support for self-expansion," which helps explain why some people flourish after retirement and others falter. Results from a sample of recently retired couples suggest that partner support for self-expansion is strongly linked to relationship satisfaction, which predicts self-growth goals, leading to overall satisfaction, post-retirement adjustment, and better health.

A266**SOCIAL RECONNECTION AND GROUP MEMBERSHIP**Kenta Tsumura¹, Koji Murata¹¹*Hitotsubashi University*

Ostracized people would try to reconnect with others. However, people high in social anxiety might shrink from reconnecting with outgroup members because they fear about the interaction. As predicted, when anxiety was high, ostracized participants in the outgroup condition show less willingness to reconnect than those in the ingroup condition.

A267**ENDOWMENT EFFECTS IN HUMAN RELATIONSHIPS**Hannah M. Tuller¹, Nicholas Christenfeld¹, Christine R. Harris¹¹*University of California, San Diego*

We explored human partnership preferences using the economic model for the endowment effect. Subjects randomly paired with confederate partners expressed a significant preference to retain their original partners when given the opportunity to switch, suggesting that human relationships can be explained by the same processes underlying relationships with consumer products.

A268**HOW MUCH SELF-MONITORING IS GOOD IN A MARRIAGE? THE NONLINEAR ASSOCIATION BETWEEN SELF-MONITORING AND MARITAL SATISFACTION**Bulent Turan¹, Asuman Buyukcan Tetik²¹*University of Alabama at Birmingham*; ²*VU University Amsterdam*

Research indicated a linear negative association between self-monitoring and dating satisfaction. We tested this relationship in married individuals. Considering beneficial effects of self-monitoring up to a level on marital qualities, we expected and found a nonlinear relationship: a positive relationship below moderate levels and a negative relationship above moderate levels.

A269**A POTENTIAL FRIEND WHEN YOU NEED IT MOST: SOCIAL EXCLUSION STIMULATES THE PERCEPTION OF SELF-OTHER SIMILARITY**Taylor Tuscherer¹, Heather Mercer Claypool¹¹*Miami University*

Exclusion may stimulate cognitive distortions to facilitate reaffiliation. Accordingly, excluded participants saw themselves as more similar to the subject of an interview than did included or control participants. This effect was fully mediated by exclusion's impact on participants' fulfillment of the basic needs of belongingness, self-esteem, control, and meaningful existence.

A270**IT TAKES TWO TO FORGIVE: THE INTERACTIVE ROLE OF COMMITMENT AND EXECUTIVE CONTROL**Reine C. van der Wal¹, Johan C. Karremans¹, Antonius H N. Cillessen¹¹*Radboud University Nijmegen*

We examined how motivational (i.e. commitment) and capacity factors (i.e. executive control) interact towards promoting forgiveness. Results of three studies demonstrated that executive control was positively associated with forgiveness towards close others, but not towards non-close others. These findings highlight the crucial role of executive control in maintaining long-term bonds.

A271**ABSTRACT MEANS NEVER HAVING TO SAY YOU ARE SORRY (WHAT YOU SAY DOES NOT MATTER ANYWAY) - TRUSTOR CONSTRUAL LEVEL MINDSET DETERMINES EFFECTIVENESS OF TRUST REPAIR ATTEMPTS**Gijs G. Van Houwelingen¹, David De Cremer^{1,2}, Marius Van Dijke¹¹*Rotterdam School of Management, Erasmus University*; ²*China Europe International Business School (CEIBS)*

Trust is repaired more effectively if the trustee attributes a trust-violation to unstable and uncontrollable causes external to the trustor. However, we show that such attributions are only likely to be effective

if the trustee construes information about the trustor on a concrete and not on an abstract level.

A272**THE EFFECTS OF ADULT ATTACHMENT STYLE ON POST-TRANSGRESSION RESPONSE**Elizabeth van Monsjou¹, Careen Khoury¹, Joshua R. Guilfoyle¹, C. Ward. Struthers¹¹*York University*

The purpose of this research was to examine the role of adult attachment style in post-transgression response. Two studies supported the unique response patterns predicted within and between adult attachment style.

A273**CHICKEN OR THE EGG? THE LONGITUDINAL ASSOCIATIONS BETWEEN MARITAL SATISFACTION AND PHYSICAL HEALTH**Alice Verstaen¹, Sarah R. Holley², Claudia M. Haase¹, Robert W. Levenson¹¹*University of California, Berkeley*; ²*San Francisco State University*

We examined links between marital satisfaction and physical health in a 20-year longitudinal study of married couples. Within-spouse results showed bidirectional relationships between health (musculoskeletal and cardiovascular symptoms) and satisfaction for both husbands and wives. Cross-spouse results showed that higher cardiovascular symptoms in wives predicted decreases in satisfaction for husbands.

A274**CURING LONELINESS WHILE ALONE: SELF-HUGS AND IMAGINING LOVED ONES REDUCE LONELINESS**Andrew J. Vonasch¹, Roy F. Baumeister¹¹*Florida State University*

In two experiments, participants who hugged themselves after a rejection manipulation felt less lonely than those who did not. Self-huggers spontaneously thought more about other people. When instructed to think about loved ones, self-huggers felt less lonely, but when instructed to think about a calming place, self-hugs were less effective.

A275**I'LL WATCH YOU UNTIL THE END: PERCEIVED EFFORT AND INVESTMENTS IN PARASOCIAL RELATIONSHIPS**Katheryn B. Votaw¹, Christina M. Brown²¹*Saint Louis University*; ²*Arcadia University*

Individuals sometimes form "parasocial relationships" with personalities on TV. The current study examined whether those who engage in a parasocial relationship with a favorite TV personality also perceived relational investments in that character. Additionally, mediators were examined including effort and techniques used to watch favorite show.

A276**THREATENED OSTRACISM PRODUCES PROSOCIAL RESPONDING TOWARD INGROUP (BUT NOT TO ESTABLISHED OUTGROUP) OSTRACIZERS**Candice M. Wallace¹, Alison A. Dingwall¹, Lloyd R. Sloan¹¹*Howard University*

Research indicates the negative impacts of group-based ostracism however, the effects of group-based ostracism threat are unknown. Using a sample of Black women, the current study suggests threatened ostracism impairs social well-being and leads to negative source evaluations but, prosocial behaviors are only directed toward in-group members.

A277**GENDER DIFFERENCES AND EXPERIENCES WITH CYBER-BULLYING**Theodora Walsh¹, Kate Bryan¹, Matt Newman¹¹*Arizona State University*

Responses to a survey exploring personal experiences with both in-person and cyber-bullying reveal significantly greater experiences with cyber bullying for females than for males. However, there was

no significant difference between males and females and which type of bullying they felt was worse.

A278**DYADIC EFFECTS OF PRENATAL COPING ON RELATIONSHIP ADJUSTMENT, STRESS, AND CORTISOL AMONG EXPECTANT PARENTS**

Britney M. Wardecker¹, Robin S. Edelman¹, William J. Chopik¹, Natalie J. Lin¹, Amy C. Moors¹, Emily L. Kean¹

¹University of Michigan

Dyadic effects of prenatal coping were examined throughout the course of pregnancy. Using the Actor-Partner Interdependence Model, we found that prenatal coping influenced changes in relationship adjustment, stress, and cortisol. Findings contribute to the identification of factors leading to postnatal changes in relationship adjustment.

A279**QUALITY AND QUANTITY OF SOCIAL RELATIONSHIPS AS PREDICTORS OF WELL-BEING**

Rebecca M. Warner^{1,2}, Danney Rasco^{1,2}

¹SPSP; ²University of New Hampshire

Measures of support and conflict in two close relationships (mother and best friend) significantly predicted well-being in regression analyses (N = 850) that controlled for gender, extraversion, neuroticism, presence of a dating relationship, and network size. Quality and quantity of social relationships are both related to subjective well-being.

A280**EXPLORING AN INTERGENERATIONAL TRANSMISSION OF INFIDELITY BEHAVIOR**

Dana A. Weiser¹, Daniel J. Weigel¹

¹University of Nevada, Reno

SEM was utilized to test a social learning model of intergenerational infidelity patterns. Results revealed that parent infidelity was positively associated with offspring infidelity behavior. Overall, support was found for the model as family communication about infidelity and offspring infidelity beliefs mediated the relationship between parent and offspring infidelity behaviors.

A281**PROXIMAL PREDICTORS OF ALCOHOL USE AMONG JAPANESE COLLEGE STUDENTS**

Staci J. Wendt¹, Cynthia D. Mohr¹, Mo Wang²

¹Portland State University; ²University of Florida

The current study investigated the daily negative social events, drinking refusal self-efficacy and social self-efficacy as predictors of Japanese college-student drinking. Individuals drank more with friends following days when they experienced an increase in negative social events; DRSE significantly and negatively and SSE significantly and positively predicted drinking with others.

A282**DOES RESPONSIBILITY INFLUENCE OSTRACISM OF BURDENSOME GROUP MEMBERS?**

Eric D. Wesselmann¹

¹Illinois State University

Recent research demonstrated individuals were willing to ostracize (ignore and exclude) a burdensome group member. I extended this research by manipulating information about the target confederate's responsibility for being burdensome. Responsibility attributions did not reduce how much participants ostracized a burdensome confederate, but did influence their self-reported motives for ostracism.

A283**INTERDEPENDENCE THEORY AND THE ACTOR-PARTNER INTERDEPENDENCE MODEL: WHERE THEORY AND METHOD CONVERGE**

Robert E. Wickham¹, C Raymond Knee¹

¹University of Houston

The association between interdependence theory (IT) and the actor-partner interdependence model (APIM) are discussed. Connections

are drawn between central concepts in IT (i.e., source matrices, the outcome matrix and distribution, combination ratios) and statistical parameters estimated in the APIM.

A284**HOW MUCH SHOULD I INVEST AND FOR HOW LONG? A REEXAMINATION OF THE SHORT-TERM VS. LONG-TERM DISTINCTION IN EVOLUTIONARY PSYCHOLOGY**

Brian M. Wilkey¹, Paul W. Eastwick¹

¹University of Texas-Austin

Participants rated their experience with relationships that varied in potential for investment (high vs. low) and time orientation (near vs. distant future), and they also rated their desire, commitment, bondedness, and satisfaction with partners in those relationships. These two dimensions contributed independently to participants' relationship evaluation variables, suggesting their orthogonality.

A285**THE EXPERIENCE OF GIVING AND RECEIVING COMPASSIONATE LOVE DURING TIMES OF DISTRESS**

Lauren A. Winczewski¹, Jeffrey Bowen¹, Cynthia Khan¹, Molly Metz¹, Collins L. Collins¹

¹University of California, Santa Barbara

Studies suggest that compassionate love for a romantic partner is associated with self-reported prosocial tendencies. The present study investigated prosocial behaviors among romantic partners when participating in a stressful laboratory experiment. As predicted, participants with partners high in compassionate love perceived greater responsiveness and support following the stress task.

A286**SOCIAL PRESSURE SPOILS THE FUN: HIGHER SOCIAL NORMS PREDICT LOWER ACTIVITY ENJOYMENT, PARTICULARLY WHEN MOTIVATION IS LOW**

Molly P. Wolosky¹, Gertraud Stadler¹, Niall Bolger¹

¹Columbia University

The link between self-regulation and social regulation in a sample of 74 young adults with low motivation was investigated. Those who felt greater social pressure reported lower activity enjoyment. The relationship was moderated by self-efficacy; social pressure was especially detrimental for participants with low self-efficacy.

A287**SEX ON HIS MIND: RECENT SEXUAL BEHAVIORS MODERATE MEN'S (BUT NOT WOMEN'S) CORTISOL RESPONSES TO A PASSIONATE LOVE PRIME**

Brittany L. Wright¹, Timothy J. Loving¹

¹The University of Texas at Austin

The present study reveals that men who engage in more (vs. less) sexual behaviors with their romantic partners experience increased cortisol when they reflect on their romantic relationships. These higher cortisol levels are likely indicative of greater general arousal, suggesting frequent sexual behaviors stimulate excitement towards the relationship for men.

A288**FULFILLING THE NEED TO BELONG: DEPRESSIVE SYMPTOMS PREDICT HIGHER RELATIONSHIP QUALITY AFTER SOCIAL FEEDBACK**

Karen Wu¹, Ellen Greenberger¹, Chuansheng Chen¹

¹University of California, Irvine

Individuals differ in the support they require from intimate partners. Undergraduates were randomly assigned to receive either verifying or enhancing partner-feedback on either their social or personal attributes. Depressive symptoms predicted higher self-reported relationship quality in response to feedback on social traits than to feedback on personal traits.

A289

CAN CHANGE IN ADULT ATTACHMENT BE MEASURED RELIABLY? COMPARING TWO MEASURES USING GENERALIZABILITY THEORYJoy H. Xu¹, Patrick E. Shrout¹¹*New York University*

In a longitudinal study of undergraduates, we examined whether the State Adult Attachment measure and the Experiences in Close Relationships scale could reliably capture change in attachment over time. We found the SAAM to be a more reliable and efficient measure when the goal is to assess attachment change.

A290

A MATCH MADE IN SELF-HELP HEAVEN? SELF-ESTEEM, SOCIAL MOTIVATIONS, AND THEIR CONGRUENCE WITH DATING SELF-HELP STRATEGIESAlexa R. Yakubovich¹, Kelley J. Robinson¹, Jessica J. Cameron¹¹*University of Manitoba*

We investigated whether implicit relationship beliefs vary based on self-esteem. We assessed participants' self-esteem, dating experiences and beliefs, and responses to dating self-help messages. In line with their differing motivations, lower self-esteem individuals favored avoidance-oriented messages more than higher self-esteem individuals. Implications for self-help authors and consumers are discussed.

A291

INDIVIDUALISTS PERCEIVE GREATER SELF-OTHER OVERLAP IN INTIMATE RELATIONSHIP THAN COLLECTIVISTSJunko Yamada¹, Mie Kito², Masaki Yuki¹¹*Hokkaido University*; ²*JSPS, Hokkaido University*

Do individualistic or collectivistic cultures foster greater perceived self-other overlap in intimate relationships? We found that Canadians reported greater overlap in friendships and romantic relationships than Japanese on the Inclusion of Other in the Self scale. This counter-intuitive finding supports Adams et al.'s (2004) theory of cultural construction of closeness.

A292

PREDICTIVE ABILITIES OF SELF-SILENCING, SELF-CONCEALMENT, AND SELF-SPLITTING ON HAPPINESSAshley Yttredahl¹, Melikşah Demir¹, Daniel Weidler¹¹*Northern Arizona University*

This study investigated the predictive ability of self-silencing, self-concealment, and self-splitting on two components of happiness – life satisfaction and positive affect. Results suggest that higher levels of these three self-variables, self-concealment and self-splitting in particular, significantly predict lower levels of overall happiness.

A293

THE FUNCTION OF GRATITUDE IN COLLEGE STUDENTS' FRIENDSHIPSTricia J. Yurak¹, Sterling E. Cordy¹¹*Rowan University*

Forty-five students reported about stressful situations, a time when a friend did something nice for them, their feelings of gratitude, and their friendship quality. The combination of variables was significantly related to gratitude. Bivariate correlations were significantly positive, however, only the partial correlation between friendship function and gratitude was significant.

A294

FORGIVENESS EMPOWERS VICTIMS AFTER CONFLICTXue Zheng¹, Ryan Fehr², Kenneth Tai⁴, Jayanth Narayanan⁴, Michele Gelfand³¹*Erasmus University*; ²*University of Washington, Seattle*; ³*University of Maryland, College Park*; ⁴*National University of Singapore*

In the wake of conflict, victims frequently report a sense of disempowerment. Philosophical and lay notions suggest that victims can re-empower themselves by withholding forgiveness or even by aggressing against offenders. Seven experiments provide empirical support for the opposite hypothesis – that post-conflict empowerment is best achieved by forgiving one's offenders.

Aggression/Anti-Social Behavior

A295

CHOOSE A JUICE. DEMAND AND CHOICE OPTIONS IN THE HOT SAUCE PARADIGMSusanne Beier¹, Mandy Hütter¹, Florian Kutzner¹¹*University of Heidelberg*

In two studies with the Hot Sauce Paradigm, a commonly used aggression research paradigm, we demonstrate a validity impairment due to guiding cues in the instructions and a validity improvement by providing non-aggressive choice options to the participants.

A296

GENDER DIFFERENCES IN AGGRESSION ACROSS FACE, DIGNITY, AND HONOR CULTURESAnna Bogner¹, Sara Prot¹, Edward L. Swing¹¹*Iowa State University*

In order to expand the research on gender and aggression across cultures, the current study explored gender differences of 2202 men and women in face, dignity, and honor cultures. Culture did not moderate the effects of gender on aggression. Men reported significantly higher levels of aggression in all three cultures.

A297

GENDER DIFFERENCES IN AGGRESSION IN FACE, DIGNITY, AND HONOR CULTURESBogner Anna¹, Prot Sara¹, Edward L. Swing¹¹*Iowa State University*

In order to expand the research on gender and aggression across cultures, the current study explored gender differences of 2202 men and women in face, dignity, and honor cultures. Culture did not moderate the effects of gender on aggression. Men reported significantly higher levels of aggression in all three cultures.

A298

WHEN HURTING IS PLEASURABLE: BEHAVIORAL EVIDENCE FOR EVERYDAY SADISMErin E. Buckels¹, Paulhus L. Delroy¹¹*University of British Columbia*

This study introduces "everyday sadism" as a unique dark personality. When aggression was easy, sadism, psychopathy, narcissism, and low empathy predicted white-noise aggression. However, only sadists worked to hurt innocents. Sadism independently predicted aggression when controlling for the Dark Triad. Results support incorporating sadism into the Dark Tetrad of personality.

A299

SOCIAL STATUS MODERATES THE ASSOCIATION BETWEEN FACIAL STRUCTURE AND AGGRESSIONJustin M. Carré¹, Stefan MM. Goetz¹, Robert M. Miller¹, Elianna Lozoya¹¹*Wayne State University*

Recently, a number of studies have emerged indicating that variability in facial structure predicts evolutionarily important behaviors including cooperation, cheating and aggression. We examined the extent to which subjective social status would moderate the association between facial structure and aggressive behavior.

A300

THE IMPACT OF COLLEGE MEN'S INTERPERSONAL PROBLEMS ON PHYSICAL, PSYCHOLOGICAL, AND SEXUAL PARTNER VIOLENCE PERPETRATIONKristiana J. Dixon¹, Katie M. Edwards¹¹*University of New Hampshire*

The present study examined the association between interpersonal problems and intimate partner violence (IPV) perpetration among college men. Findings suggest that the same interpersonal problems (i.e., domineering, vindictive, and intrusive) are correlated with

physical, psychological, and sexual IPV. However, intrusiveness appears to be the best predictor of IPV perpetration.

A301
AGGRESSIVE MOTION SENSING GAMING PRIMES AGGRESSIVE THINKING

Erin C. Dupuis¹, Kendall J. Eskine¹, Alexander Watters¹

¹*Loyola University New Orleans*

This research examined embodiment of aggressive acts and facilitation of aggressive thinking. Participants played a motion sensing aggressive game (embodied condition), a motion sensing non-aggressive game (embodied control condition), or a regular controller non-aggressive game (control condition). The hypothesis, aggressive-specific movements would increase access to aggressive thoughts, was supported.

A302
THE ROLE OF MISATTRIBUTION IN THE EFFECTS OF VIOLENT VIDEO GAMES ON AGGRESSIVE BEHAVIOR

Christopher R. Engelhardt¹, John S. Sauls¹, Bruce D. Bartholow¹

¹*University of Missouri*

Traditional priming models posit that violent media exposure increases aggression via heightened accessibility of aggressive thoughts. Here, continued exposure to violent game content following short-term violent game play caused reduced aggression relative to a control condition. Findings support a misattribution account of violent video game effects on aggression.

A303
TOXIC TEAMMATES: THE EFFECTS OF DARK TRAITS ON PERCEPTIONS OF WORKGROUP OSTRACISM AND DEVIANT BEHAVIOUR

John Fiset¹, Emanuela Chemolli², Joseph Carpini¹

¹*Concordia University, John Molson School Business*; ²*Suffolk University, Sawyer Business School*

Results of a cross-sectional survey study of business students (n = 215) highlights the role of personality, specifically psychopathy, in the ability for individuals to make sense of ostracizing experiences. Additionally, this study emphasizes the potentially toxic effects of ostracized members on production deviance and personal aggression in teams.

A304
NORMATIVE INFLUENCES ON DEVIANT WORKPLACE BEHAVIORS

Anabel Fonseca¹, Markus Brauer²

¹*Universite Blaise Pascal Clermont-Ferrand*; ²*University of Wisconsin-Madison*

Deviant workplace behaviors cause businesses lose money. In a study conducted with employees, we show that the effect of the relationship with one's manager on deviant workplace behaviors is mediated by perceived procedural fairness. We suggest too that these behaviors may be reduced by modifying the normative structure of attitudes.

A305
IT'S NOT JUST FOR KIDS: A PROFILE OF CYBERBULLYING BEHAVIOR IN A COLLEGE SAMPLE

Zebbedia G. Gibb¹, Paul Devereux¹

¹*University of Nevada, Reno*

Over half of respondents to an online survey about cyberbullying reported engaging in, or being a victim of, cyberbullying during college, and reported higher levels of support for statements indicative of two subclinical personality traits. Profiles of perpetrators and victims and implications for cyberbullying at the college level are discussed.

A306
THE PROSOCIAL AND AGGRESSIVE DRIVING INVENTORY (PADI): DEVELOPING A SELF-REPORT MEASURE OF SAFE AND UNSAFE DRIVING BEHAVIORS

Paul B. Harris¹, John M. Houston¹, Jose V. Perez², Janan A. Smither², Daniel A. Sachau³, Amanda Harms³

¹*Rollins College*; ²*University of Central Florida*; ³*Minnesota State University, Mankato*

Survey data supported the reliability and validity of the Prosocial and Aggressive Driving Inventory (PADI). Prosocial drivers tended to be female, older, agreeable, conscientious, open, neurotic, and less easily bored and hostile. Aggressive drivers tended to be female, competitive, sensation seeking, hostile, extraverted, and less conscientious, agreeable, and open.

A307
CRIMINAL COGNITIONS: ARE WE ASSESSING ATTITUDES TOWARDS CRIME?

Chantal A. Hermann¹, Kevin L. Nunes¹

¹*Carleton University*

In forensic psychology, a wide variety of cognitive constructs are referred to as attitudes. Using exploratory factor analysis, we examined the extent to which a popular measure of criminal cognition (MCAA) assesses attitudes towards crime. Our findings suggest only some items of the MCAA are actually measuring attitudes towards crime.

A308
THE HIDDEN IMPLICATIONS OF RADICAL GROUP RHETORIC: INTEGRATIVE COMPLEXITY AND TERRORISM

Shannon C. Houck¹, Laura J. Gornick¹, Lucian G. Conway III¹

¹*The University of Montana*

Two terrorist groups were compared to ideologically-similar non-terrorist groups on integrative complexity, dialectical complexity, and elaborative complexity. Results suggested: (1) Terrorist group rhetoric was simpler than comparison groups, and (2) violent acts were preceded by a pattern of complex thinking associated with defensive thinking (higher elaborative and lower dialectical complexity).

A309
PASSIONATELY OBSESSED: LOVE STYLES AND THE LIKELIHOOD TO STALK A ROMANTIC PARTNER AFTER A REJECTION

Amanda Howell¹, Lawrence Perko¹, H. Colleen Sinclair¹

¹*Mississippi State University*

We applied the I3 model to examine the link between love styles and stalking. In study one's survey, we found that eros inhibited aggression, especially when mania is low. Study two added an experimental rejection manipulation. Eros inhibited aggressive responses to rejection, but not when mania was present.

A310
DISENGAGING FROM MORAL DISENGAGEMENT: SCANT EVIDENCE FOR A POPULAR THEORY

Lydia E. Jackson¹, Daniel C. Batson², Lowell A. Gaertner²

¹*Allegheny College*; ²*University of Tennessee*

The oft-ignored assumption that moral disengagement (Bandura, 1999) precedes immoral behavior was tested across four studies. Though participants violated their standards, results were largely inconsistent with predictions of disengagement theory and suggest that alternative mechanisms are at work in the execution of (relatively benign) moral violations.

A311**TRAIT ANXIETY MODERATES THE EFFECT OF COMPETITION OUTCOME ON TESTOSTERONE REACTIVITY**Stephanie E. Loomis¹, Samantha Cain¹, Jocelyn Campbell¹, Elianna Lozoya¹, Stephan M.M. Goetz¹, Keith M. Welker¹, Justin M. Carré¹¹Wayne State University

The current research found that anxiety moderates the effect of competitive outcome on testosterone reactivity. Specifically, in men, differences in T reactivity were found only within participants that had low trait anxiety. Also, trait anxiety moderated the mediating effects of T reactivity on the relationship between competitive outcome and aggression.

A312**PROTECTIVE AND RISK FACTORS FOR AGGRESSION AMONG THOSE WITH REJECTION SENSITIVITY**Rosemary O. Nelson-Gray¹, Stephanie Skinner¹¹University of North Carolina at Greensboro

The study examined whether self-regulation and impulsivity influences aggression among those with rejection sensitivity. The interaction between rejection sensitivity and self-regulation lowered aggression, suggesting that self-regulation is a protective factor against aggression. The interaction between rejection sensitivity and impulsivity increased aggression, suggesting that impulsivity is a risk factor for aggression.

A313**TESTING ASSUMPTIONS ABOUT CYBERBULLYING: PERCEIVED DISTRESS ASSOCIATED WITH ACTS OF CONVENTIONAL AND CYBER BULLYING**Matt L. Newman¹, Sheri A. Bauman²¹Arizona State University; ²University of Arizona

Experts have speculated that cyberbullying is more harmful than conventional bullying, but this has not been tested. This study examined distress associated with bullying delivered via cyber or conventional means. Findings suggest that the distress of being bullied depends on its context and severity, rather than its method of delivery.

A314**THE EFFECTS OF VALUE DISSIMILARITY AND INGROUP IDENTIFICATION ON VICARIOUS RETRIBUTION**Brittany Nielsen¹, William C. Pedersen¹, Stephanie Arriago¹, Denise Barragan¹, Emily Jamison¹, Stefanie Northover¹, Emma Vaughn¹¹California State University, Long Beach

The current study is the first to examine the buffering effect of value dissimilarity on the relationship between ingroup identification and vicarious retribution. Results showed that higher levels of ingroup identification led to more vicarious retribution when value dissimilarity was high, but produced less vicarious retribution when dissimilarity was low.

A315**THINKING CLEARLY ABOUT VIOLENT COGNITIONS: EXPLORATORY FACTOR ANALYSIS OF SCALES DESIGNED TO MEASURE ATTITUDES TOWARDS VIOLENCE**Kevin L. Nunes¹, Chantal A. Hermann¹¹Carleton University

We examined whether existing self-report measures designed to assess attitudes towards violence actually do assess evaluation of violence. Participants were 765 undergraduate male and female students. Our results suggest that these measures assess something other than evaluation of violence and that evaluation of violence is independently associated with violent behavior.

A316**SALIENCE OF INTERPERSONAL IMPACT LIMITS THE NEGATIVE EFFECT OF COGNITIVE DEPLETION ON SOCIALLY DESIRABLE BEHAVIORS**Marko Pitesa¹, Stefan Thau², Madan M. Pillutla²¹Grenoble Ecole de Management; ²London Business School

Cognitive control is primarily required to enact socially desirable behavior in situations in which the impact of one's actions on another person is not salient. When the impact on another person is salient, moral intuitions motivate socially desirable responses and cognitive depletion does not lead to less socially desirable behavior

A317**PRACTICING WHAT YOU PREACH: SELF-CONTROL MEDIATES THE ASSOCIATION BETWEEN RELIGIOSITY AND DECREASED AGGRESSION**Richard S. Pond, Jr.¹, C. Nathan DeWall¹, Michael E. McCullough², Peggy S. Keller¹¹University of Kentucky; ²University of Miami

Religion is a global phenomenon associated with promoting peace and altruism. The current work examined whether religious commitment was negatively related to aggression. Across three methodologically diverse studies, religious commitment consistently predicted less aggression. Moreover, trait and daily reports of self-control significantly mediated the associations between religious commitment and aggression.

A318**EXPOSURE TO NEWS ABOUT TERRORISM AND AGGRESSIVE ATTITUDES**Sara Prot¹, Muniba Saleem², Stephani L. Anderson¹¹Iowa State University; ²University of Michigan-Dearborn

Associations between exposure to terrorism-related news and aggressive attitudes were explored in a survey study with a sample of 400 students. News exposure predicted more positive attitudes towards harsh interrogation tactics and an also had an indirect effect on support for aggressive actions towards Arabs via general attitudes towards violence.

A319**PARTNERS IN CRIME: THE MORALITY OF IN-GROUP LOYALTY AND COLLABORATIVE CHEATING**Caroline J. Pulfrey¹, Fabrizio Butera¹¹University of Lausanne, Switzerland

This research investigates how adherence to moral values of benevolence, promoting ingroup loyalty, predicts collaborative cheating in competitive contexts. Four studies, carried out with college students, revealed that specifically in normative contexts promoting competition and an outcome-orientation benevolence value adherence predicted positive attitudes towards collaborative cheating among friends.

A320**ANGER IN RESPONSE TO SOCIAL EXCLUSION IS INFLUENCED BY VARIATION IN THE MONOAMINE OXIDASE A GENE**Ian D. Roberts¹, Sara DeMaria¹, Baldwin M. Way¹¹The Ohio State University

In this study, genetic variation in the monoamine oxidase A gene (MAOA-uVNTR) was associated with increased anger reactivity in response to social exclusion during a game of Cyberball. This finding suggests that low expressing variants of this polymorphism increase aggression via greater emotional reactivity to social rejection.

A321**THE PREDICTION OF AGGRESSION BASED ON THE INTERACTION BETWEEN AN EGO THREAT AND FRAGILE HIGH SELF-ESTEEM**Stephanie Skinner¹, Rosemary Nelson-Gray¹¹University of North Carolina at Greensboro

The study examined whether high explicit and low implicit self-esteem predicted aggression, using an ego-threat. Multiple regression showed that high explicit self-esteem predicted aggression. The interaction

between explicit self-esteem, implicit self-esteem, and ego threat failed to predict aggression. Further research is needed to clarify how self-esteem influences aggression.

A322**THE INFLUENCE OF PEER VICTIMIZATION AND CO-RUMINATION ON INTERNALIZING PROBLEMS**

Samantha K. Steere¹, Maria E. Guarneri-White¹, Jordan T. Irvin¹, Lauri A. Jensen-Campbell¹

¹University of Texas at Arlington

The present study is concerned with the mental and physical health outcomes associated with peer victimization and co-rumination in an adolescent sample. Victimization was significantly related to depression at mean and high levels of co-rumination, indicating that victimized children that over-discuss negative events are at greater risk for internalizing problems.

A323**TRANSPORTATION INTO A VIDEO GAME WORLD INCREASES AGGRESSIVE BEHAVIORS**

Paul Stermer¹

¹Oklahoma State University

This study examined the effects of transportation and presence of blood on aggressive behaviors. Transportation increased aggressive behaviors, but only when blood was present in the game. This study offers investigation of the impact of transportation and emphasizes the importance of transportation within video game research.

A324**FACIAL WIDTH-TO-HEIGHT RATIO AS 'MASCULINITY': WIDER FACED MEN ARE MORE EXPLOITATIVE INTERPERSONALLY, PHYSICALLY MORE ROBUST, BUT MORE SELF-SACRIFICING IN COMPETITIVE GROUPS**

Michael Stirrat¹, David I. Perrett¹

¹University of St. Andrews

We tested the relationship between the economic behavior of men in groups and their facial width-to-height ratio. We shall discuss the results in the context of current work on face perception and 'masculine' stereotyping as well as recently published results showing that wider faced men appear to be less likely to die from contact violence.

A325**MORAL DISENGAGEMENT AS A MEDIATOR OF SOCIAL DOMINANCE ORIENTATION AND RIGHT WING AUTHORITARIANISM IN PREJUDICE AND AGGRESSION**

Marnie L. Sutton^{1,2}, Debra M. McCallum^{1,2}

¹University of Alabama; ²Institute for Social Science Research

Two-hundred seven students were surveyed. SDO and RWA predicted prejudice, but MD wasn't a mediator. SDO predicted aggression; RWA didn't. The relation between SDO and aggression was mediated by MD. Aggression against those who threaten resources may be perceived as justified by the perpetrators as somehow deserved by the victims.

A326**DEMON OR ANGEL? HOW BELIEF IN PURE EVIL AND BELIEF IN PURE GOOD AFFECT EVALUATIONS OF PERPETRATORS AND DO-GOODERS**

Russell J. Webster¹, Donald A. Saucier²

¹Gustavus Adolphus College; ²Kansas State University

We demonstrated that beliefs in pure evil (BPE) and pure good (BPG) influenced perceptions of others' harmful and helpful actions. Specifically, people higher in BPE more severely punished criminals whether or not they displayed "purely evil" traits, while people higher in BPG only favored do-gooders who displayed "purely good" traits.

A327**THE PERILS OF AN EXPANSIVE POSTURE: THE EFFECT OF EVERYDAY, INCIDENTAL POSTURE ON STEALING, CHEATING AND PARKING VIOLATIONS**

Andy J. Yap¹, Abbie S. Wazlawek¹, Brian J. Lucas², Amy J. C. Cuddy³, Dana R. Carney⁴

¹Columbia University; ²Northwestern University; ³Harvard University; ⁴University of California, Berkeley

Can posture lead to unethical behavior? This research proposes that the expansiveness of one's posture, which is incidentally shaped by the constraints of one's environments, can lead to corrupt acts. Specifically, three studies conducted in the lab and field found that expansive postures lead to stealing, cheating and parking violations.

A328**THE HOW AND WHEN OF ATTENTIONAL BIAS OF AGGRESSORS: EVIDENCES FROM CHINESE OFFENDERS**

Feng Yu¹, Yongyu Guo³, Tingting Han⁴, Kaiping Peng^{2,1}, Yang Bai²

¹Tsinghua University; ²University of California, Berkeley; ³central china normal university; ⁴Beijing Normal University

This study tried to verify that aggressors' interpretation appeared prior to attention. Three experiments using dot-probe, cue-target and emotional Stroop task showed that, although violent offenders may prefer to aggressive cues, at the very early stage of information processing, they tend to prefer nonaggressive cues according to their hostile interpretation.

Social Support

A329**WHY PEOPLE SEEK SUPPORT FROM BAD SUPPORTERS: SUBJECTIVE WELL-BEING AFFECTS SUPPORTER SELECTION DECISIONS**

Benjamin F. Armstrong III¹, Lara K. Kammrath¹

¹Wake Forest University

Researchers have yet to systematically study how people make choices about who to seek for support among their many potential supporters. We wanted to know whether there are people who consistently seek low-quality supporters. The results of our longitudinal study indicate that people low in subjective well-being do exactly this.

A330**THE EFFECTS OF FACEBOOK IMAGES ON STRESS AFTER A NATURAL DISASTER**

Joan M. Barth¹, Yang "Lydia" Yang¹, Nicole Mucanell¹, Rosanna E. Guadagno², Melissa Goodwin¹

¹University of Alabama; ²National Science Foundation

How are images posted on Facebook related to undergraduates' stress levels after a natural disaster? Students' were "friended" and images were recorded from their Facebook pages after a tornado that struck their town. Measures of stress after the tornado were collected. Participants who posted images reported higher stress levels.

A331**CAN FAMILIAL BONDS PROTECT YOU AGAINST THE REPERCUSSIONS OF OSTRACISM?**

Ashley F. Begley^{1,2}, Joan R. Poulsen², Anna F. Carmon²

¹Ball State University; ²Indiana University Purdue University Columbus

Previous research provides merit for investigating the relationship between exclusion and people's first existing social bond, family. This study investigated interactions between family contact, family exclusion, depression and optimism, suggesting that family support is a good marker of mental well-being until that bond is harmed, via familiar exclusion.

A332**SHARING THE PAST WITH A PARTNER: THE ROLE OF SOCIAL SUPPORT FOR AUTOBIOGRAPHICAL NARRATIVES**Kimberly S. Bowen¹, Monisha Pasupathi¹, Kate McLean², Katherine Steinquist¹¹University of Utah; ²Western Washington University

This study examined couples' social support while sharing autobiographical narratives, because support is often studied only in current stressful or support-seeking contexts. Support's functions for the past differed at times from traditional support functions, but were important predictors of relationship (e.g. satisfaction) and support (e.g. responsiveness) variables.

A333**STRESS AND COPING STRATEGIES FOR KOREAN WILD GEESSE FATHERS**Mahl Geum C. Choi¹, Sookhyun Lee²¹University of Minnesota at Twin Cities; ²Yonsei University

This study employed in-depth interviews with 17 Korean "Wild geese fathers" who lived apart from their families for children's better education. The difficulties they experienced while they lived apart and various strategies they adopted to cope with such stresses were explored through qualitative analysis.

A334**TRAIT PERCEIVED CHOICE MODERATES THE EFFECT OF SOCIAL SUPPORT ON AFFECTIVE REACTIVITY TO AN ACUTE LABORATORY STRESSOR**Jeffrey P. Crow¹, Niall Bolger¹¹Columbia University

This study investigated the interaction of perceived choice with support receipt to predict adjustment to a lab stressor. Participants (N=148) were randomly assigned to receive autonomy, controlling, or no support as they prepared for an impromptu speech. Results show perceived choice moderated the effect of support receipt on positive affect.

A335**SURVIVING THE TRANSITION TO COLLEGE: BOTH CHRONIC AND TIME-LIMITED SOCIAL SUPPORT PROMOTE POSITIVE MENTAL HEALTH**Julia L. Goldmark¹, Joy H. Xu², Kenzie A. Snyder¹, M. Joy McClure¹, Patrick E. Shrout²¹Columbia University; ²New York University

We examined the effects of social support on mental health during the college transition, in monthly assessments (July-December), seeking to differentiate between inter- and intra-individual effects. Higher levels of support improved outcomes both between- and within-persons. The intra-individual effects highlight the opportunity to improve the transition via positive social experiences.

A336**SUPPORTIVE INTERACTIONS BETWEEN CLOSE OTHERS: PHYSIOLOGICAL AND SELF-REPORTED REACTIONS TO SUPPORT RECEIPT VARY BY CONTEXT**Jessica Goren¹, Christopher T. Burke¹¹Lehigh University

The present work examines how the self-relevance of a stressor shapes physiological reactions to support receipt. Research indicates that individuals react more negatively to support receipt in self-relevant vs. peripheral domains. We found partial support for this hypothesis in physiological measures. However, self-report measures presented a different pattern.

A337**WILL ANY PORT DO IN A STORM? THE DIFFERING EFFECTS OF LONELINESS AND NEGATIVE SUPPORT**Maria E. Guarneri-White¹, Brandy M. Bundy¹, Lauri A. Jensen-Campbell¹¹University of Texas at Arlington

The current study examined the impact of loneliness and negative support on depression in adolescents. While the former was not a unique contributor to depressive symptoms, negative support from parents did predict depression. This suggests adverse social support may be more damaging to mental health than no support at all.

A338**THE IMPACT OF SOCIAL CONSTRAINTS ON ADJUSTMENT FOLLOWING THE DISSOLUTION OF A ROMANTIC RELATIONSHIP**Abby B. Harvey¹, Andrew Karpinski¹¹Temple University

I investigated the impact of social constraints on the emotional recovery and adjustment of participants (N=174) who recently experienced a romantic breakup. Results indicated that social constraints were associated with greater distress. Furthermore, avoidance partially mediated the relation between social constraints and psychological distress as levels of social support decreased.

A339**DO TEXT MESSAGES HELP OR HINDER STRESS REACTIVITY?**Emily D. Hooker¹, Sarah D. Pressman²¹University of California, Irvine; ²University of Kansas

To determine the effects of receiving text messages on physiological stress responses, male partners sent either 1) supportive messages, 2) neutral messages, or 3) no messages before his female partner completed a stress task. Females who received neutral messages showed lower SBP than the No Text and Support groups.

A340**SOCIAL SUPPORT BENEFITS DURING THREAT: AN INVESTIGATION OF PREPARED SAFETY STIMULI**Erica A. Hornstein¹, Naomi I. Eisenberger¹¹University of California, Los Angeles

Can people form fear associations with their social support figures? Research focuses on whether social support reminders interfere with fear learning such that individuals less easily associate fear with close others. Findings indicate that social support figures act as prepared safety stimuli—naturally signaling safety and inhibiting fear learning processes

A341**EFFECTS OF SOCIAL SUPPORT VISIBILITY ON CARDIOVASCULAR AND EMOTIONAL RESPONSES TO STRESS**Julie A. Kirsch¹, Barbara J. Lehman¹¹Western Washington University

Visible (acknowledged) social support can exacerbate laboratory stress responses. The cost of visible support may be related to negative social evaluation. Negative emotional and cardiovascular responses were measured as participants anticipated a speech task, with visible or invisible support. Unfounded social support conditions attenuated cardiovascular responses, regardless of support visibility.

A342**THE SOCIAL BASIS OF INDIVIDUAL STRIVING: CROSS-CULTURAL AND EXPERIMENTAL EVIDENCE**David S. Lee¹, Oscar Ybarra¹, Richard Gonzalez¹, Phoebe C. Ellsworth¹¹University of Michigan

People's effectiveness in life depends on the pursuit of two distinct values: distinguishing the self from others by fulfilling personal goals and being a good group member by fulfilling social obligations. The present studies—investigating the relationships between these seemingly opposing values—demonstrate that individual striving has a social basis.

A343**DO ASIAN AMERICANS ALWAYS SEEK LESS SUPPORT FROM INTIMATE PARTNERS THAN ANGLOS? RESULTS FROM A DAILY DIARY STUDY**Chen Li¹, Patrick E. Shrout¹, Niall Bolger²¹New York University; ²Columbia University

We examined cultural differences in daily support seeking from intimate partners across four classes of stressors in a five-week diary study. In comparison with Anglos, Asians sought less support. For practical support the difference was larger on days with interpersonal tensions, but smaller on days with demands and health problems.

A344**EMPTY NEST BUT NOT EMPTY HEART: GIVING EMOTIONAL SUPPORT TO ADULT CHILDREN LOWERS MORTALITY RISK IN OLDER ADULTS**Mary Y. Liu¹, Sara Konrath^{1,2}, Andrea Fuhrel-Forbis¹¹University of Michigan; ²University of Rochester Medical Center

We examined whether giving and receiving emotional support to children, parents, siblings, other relatives, and friends was associated with mortality risk among older adults. Findings suggest that giving support to adult children lowers mortality risk 17 years later, even after controlling for other support transactions, demographic, health, and risk factors.

A345**THE PSYCHOLOGICAL IMPACT OF SUPPORT INTERACTIONS AS A FUNCTION OF RELATIONSHIP TYPE**Molly A. Metz¹¹University of California, Santa Barbara

The present study used diary methods to analyze daily support interactions as a function of event type and relationship type. Preliminary results indicate that although support-seeking patterns do not appear to shift with event type, the relative influence of positive and negative interactions on well-being does vary with relationship type.

A346**SWEAT YOUR WAY TO BETTER HEALTH: SOCIAL INFLUENCES ON REGULAR EXERCISE**Lindsay C. Morton¹, Rebekah L. Layton¹, Teresa Faulkner¹, Annamarie Riveccio¹, Mark Muraven¹¹University at Albany, State University of New York

A new measure of social support, as assessed through specific help and hindrance exchanges for exercise, was validated through exploratory factor analysis and confirmatory factor analysis. The relationships between exercise behavior, self-efficacy and self-regulation, and help and hindrance were examined in a third sample.

A347**WAXING AND WANING OF SOCIAL SUPPORT FOLLOWING SPINAL CORD INJURY**Danay C. Novoa¹, Christopher G. Davis¹¹Carleton University

Following trauma, people reach out to help, but support tends not to last long. In a 3-wave longitudinal study, we demonstrate that declines in perceived support over the first year following a spinal injury is associated with declines in well-being. Those most well-adjusted tended to maintained high levels of support.

A348**REACTIVITY TO SUPPORT RECEIPT DURING PREGNANCY AND POSTPARTUM**Christine Perndorfer¹, Christopher T. Burke¹¹Lehigh University

In a daily diary study of 27 pregnant women, receiving pregnancy related support led to greater increases in evening distress than did receiving pregnancy-unrelated support. Level of depressive symptoms moderated this effect. More depressed women exhibited greater prenatal benefits of pregnancy-unrelated support, but greater postpartum costs of pregnancy related support.

A349**DOES FREE CHOICE REMOVE THE BENEFITS OF A POSITIVE WORKING MODEL OF OTHERS? AN EVALUATION OF THE EFFECT OF ATTACHMENT STYLES ON COLLEGE STUDENT ATTRITION**Aldo S. Torres Salinas¹, Harish Sujan², Mita Sujan², Manish Kacker³¹Tecnológico de Monterrey; ²Tulane University; ³McMaster University

The seeking of social support alleviates attrition among university students. We find that under free choice, the university was chosen by the student not influencers, attachment styles do not affect the seeking of social support but in the absence of free choice a positive working model of others matters more.

A350**LONG-TERM CONSEQUENCES OF SAFE HAVEN AND SECURE BASE SUPPORT PROVISION AMONG NEWLYWEDS: TWO SIDES OF THE SAME COIN OR TWO UNIQUE RELATIONSHIP FUNCTIONS?**Meredith Van Vleet¹, Brooke C. Feeney¹¹Carnegie Mellon University

Secure base and safe haven support are theorized to be important and distinct functions of relationships. However, no research has compared outcomes of these two support forms. Couples were followed over one year to identify outcomes and mechanisms underlying safe haven and secure base support provision. Implications will be discussed.

A351**FROM THE CROWD TO THE COMPETITION: WHITE ATHLETES' RESPONSE TO RACISM DIRECTED AT A TEAMMATE OF COLOR**Colin A. Westcott^{1,2}, Kendrick T. Brown²¹University of Arizona; ²Macalester College

Few studies have investigated how observers of racism respond in sports settings. Racism perpetrator, sport type, and interracial contact were analyzed to understand how White athletes respond to racism directed at a teammate of color. Participants used direct responses to racism from opposing players and indirect responses with opposing fans.

Poster Session B

Friday, January 18, 8:00 am – 9:30 am, Hall B-1

Stereotyping/Prejudice

B1

THE LIKELIHOOD OF PUBLICLY LABELING DISCRIMINATION: THE ROLE OF PERCEIVED COMMON FATE

Nina D. Acosta¹, Donna M. Garcia¹, Nyla R. Branscombe²

¹California State University, San Bernardino; ²University of Kansas

We found that perceived “common fate” (mutually-experienced discrimination) influenced women’s labeling of discriminatory treatment in front of another woman. Women who received sexist test feedback attributed their experience more to discrimination than to ability in front of another woman (rather than privately) who had the same “sexist” (versus different) evaluator.

B2

WARM AND COMPETENT HASSAN = COLD AND INCOMPETENT ERIC: A HARSH EQUATION OF REAL-LIFE HIRING DISCRIMINATION

Jens Agerström¹, Fredrik Björklund², Rickard Carlsson², Dan-Olof Rooth¹

¹Linnaeus University; ²Lund University

In a field experiment, we sent out 5,636 job applications varying how Swedish (in-group) and Arab (out-group) applicants presented themselves in terms of warmth and competence. The results revealed substantial discrimination as Arabs need to appear warmer and more competent than Swedes to be invited to a job interview.

B3

MISSED CONNECTIONS: STEREOTYPE THREAT AND MIMICRY IN ACADEMIC AND PROFESSIONAL SOCIAL INTERACTIONS

Lauren J. Aguilar¹, Geraldine Downey², Robert Krauss², Gregory M. Walton¹

¹Stanford University; ²Columbia University

In many settings, career advancement depends on both developing positive workplace relationships and job performance. Two studies examined the potential for stereotype threat to undermine both outcomes. Discussion addresses how stereotypes disturb subtle interpersonal processes between men and women in important professional settings and strategies to improve these interactions in the field.

B4

SEXIST RACISM AND RACIST SEXISM: HOW GROUP EXEMPLARS OBSCURE INTERSECTIONAL DISCRIMINATION

Jooree Ahn¹, Kavita S. Reddy¹, Phillip Atiba. Goff¹

¹University of California, Los Angeles

If Black identity is represented by Black men and female identity is represented by White women, then racism may be conceptualized as a Black man’s experience and sexism as a White woman’s experience. Findings from the present research support this hypothesis and suggest the marginalization of discrimination against Black women.

B5

THE IAT AS A MEASURE OF PERSONAL ATTITUDES OR CULTURAL ASSOCIATIONS: GENERALIZED IMPLICIT PREJUDICE

Nazar Akrami¹, Robin Bergh¹

¹Uppsala University

Is the implicit association test a measure of personal or cultural associations? Examining this question in terms of generalized explicit and implicit prejudice, three studies suggest that contextual aspects matters more for the latter kind.

B6

WALKING IN THE SHOES OF ONE’S FUTURE SELF: FRAMING-BASED DECREASED PSYCHOLOGICAL DISTANCE FROM ‘ELDERLY’

Tyler J. Allen¹, Eric Splan¹, Charlotte Tate¹, Avi Ben-Zeev¹

¹San Francisco State University

Young adults’ attempt to quell existential threat has been theorized to create psychological distancing from older adults. We provide evidence that framing ‘elderly’ as a future-self serves to reduce such psychological distancing, using a modified picture-word Stroop task (adapted from Bar-Anan, Liberman, Trope, & Algom, 2007).

B7

MODELING THE MAINTENANCE AND EFFECTS OF STEREOTYPES: IMPLICATIONS FOR STEM WOMEN

Mary Jean Amon¹, Emily M. O’Bryan¹, Rachel W. Kallen¹

¹University of Cincinnati

A model is proposed linking multiple theories of stereotyping, to explain the maintenance of stereotypes, its effects, and points of intervention for women in STEM (e.g. Steele, 1997; Eagly & Karau, 2002). Data addresses relationships between model components, and results of intervention efforts to improve leadership aspirations in STEM women.

B8

GETTING TO THE HEART OF THE MATTER: TWILIGHT PUTS SEXISM AT STAKE

Angela Andrade¹

¹Oklahoma State University

This research examines the consequences of reading immersive, sexist books. Participants read a section from a sexist text or a non-sexist text, and were then assessed for levels of sexism. Results revealed that women showed a significant increase in hostile sexism in comparison to women who read the non-sexist text.

B9

LESS RACIST THAN MYSELF

Angela C. Bell¹, Melissa Burkley¹

¹Oklahoma State University

The present study examined how social comparisons influence judgments on racist behavior when the comparison other is constructed from an individual’s own self-report. Findings demonstrate a “Better Than Myself Effect” and provide insight into the judgment process that occurs when people are asked to estimate their own prejudices.

B10

PSYCHOLOGICAL ESSENTIALISM AND CONSENSUS ESTIMATION

Nobuko Asai¹

¹Kyoto-Bunkyo University; ²Nagoya University

The present study investigated the impact of essentialist beliefs on consensus estimation in actual social categories (i.e., ABO blood types). Participants with strong essentialist beliefs overestimated the commonness of one’s own personalities among the in-group members, but not among the out-group. Essentialist beliefs about groups induce the perceived intergroup differences.

B11

THE EFFECT OF GENDER STEREOTYPE ACTIVATION ON NEGOTIATION PERFORMANCE IN JAPAN

Akio Asakawa¹, Takashi Oka¹

¹Nihon University

This study was the cross-cultural replication of the findings by Kray, Galinsky, & Thompson (2001). Results suggested that Japanese had the same gender stereotypes on negotiation as U.S. residents and that Japanese women experienced stereotype reactance in the same way as U.S. women.

B12**I THINK I CAN, BUT MAYBE I SHOULDN'T: SELF-EFFICACY AND THE CONFRONTATION OF RACIAL PREJUDICE**Leslie Ashburn-Nardo¹, Gina A. Seaton¹, Kathryn A. Morris², Stephanie A. Goodwin³¹Indiana University - Purdue University Indianapolis; ²Butler University; ³Wright State University

In two experiments, participants who varied in confrontation self-efficacy (CSE) witnessed a racist remark and had an opportunity to confront the perpetrator. Findings suggest that although CSE can promote prejudice confrontation, it may also inhibit it through sensitivity to confrontation costs, particularly in situations involving outcome dependency with the perpetrator.

B13**POST-ENCODING FACTORS CAN ATTENUATE CROSS RACE BIASES IN FACE MEMORY**Jordan Axt¹, Sophie Trawalter¹, Kimberly Quinn²¹University of Virginia; ²DePaul University

Current accounts of the Cross Race Effect (CRE) emphasize encoding factors; namely, expertise and motivation. The present work demonstrates that post-encoding factors also matter. Specifically, in two studies, participants exhibited the CRE only when making binary memory judgments, not when making graded, more continuous judgments.

B14**THREAT PERCEPTION AS JUSTIFICATION FOR PREJUDICE**Angela J. Bahns¹¹Wellesley College

Two experiments tested the hypothesis that prejudice causes threat perception, by creating negative affective associations with unfamiliar groups. Conditioned prejudice increased perceived threat, except when information that the group is non-threatening was provided. Ambiguity about the group's characteristics is necessary for threat to serve as justification of prejudice.

B15**CONFRONTING BIAS IN THE DOCTOR'S OFFICE: THE ROLE OF PROVIDER BIAS, STIGMA CONSCIOUSNESS, AND HEALTH AGENCY IN PREDICTING HOW HISPANIC PATIENTS ADDRESS DISCRIMINATION IN HEALTH CARE**Meghan G. Bean¹, Jeff Stone¹, Rebecca Covarrubias¹¹University of Arizona

We examined Hispanics' bias reduction strategy preferences when interacting with a low v. high bias doctor. Participants preferred to facilitate a positive interaction when bias was low but preferred to directly address high bias. Stigma consciousness predicted desire to address bias, whereas agency predicted desire to facilitate a positive interaction.

B16**ME BUT NOT US: PARADOXICAL EFFECTS OF SOCIAL CLASS ON INDIVIDUAL AND GROUP ENTITLEMENT AND TRUST**Courtney Bearn¹, Susan T. Fiske¹, Miguel Moya²¹Princeton University; ²Universidad de Granada

In a series of studies, participants' objective and manipulated socioeconomic status correlated positively with feelings of individual, but not group-level, entitlement. Paradoxically, all participants attributed more entitlement to lower-class people as a group and trusted them most. Protestant work ethic mediates individual but not group-level entitlement.

B17**ATTRIBUTIONS OF CONTROLLABILITY AND STABILITY PREDICT PREJUDICE TOWARDS THE LGB COMMUNITY**Adam J. Beavers¹, Allison A. Vaughn¹, Stacy A. Teeters¹, William G. Stewart¹¹San Diego State University

Attribution theory proposes that the controllability and stability of stigmatized characteristics are central variables determining reactions to stigmatized groups. An online survey explored prejudice towards lesbians, gay men and bisexuals (LGB). Analyses reveal that the controllability of sexual minority status was most predictive of prejudice towards LGB.

B18**THE COMPONENTS OF ANTI-MUSLIM PREJUDICE**Christopher L. Beck¹, E. Ashby Plant¹¹Florida State University

We explored the factors that predicted anti-Muslim prejudice and stereotyping. Non-Muslims who were high in right-wing authoritarianism and high in social dominance orientation reported more negative attitudes and stereotypes about Muslim people. After controlling for these effects, more religious and patriotic participants reported significantly less prejudice and stereotyping of Muslims.

B19**WHEN SEXUAL CONSENT IS AMBIGUOUS AND THE COUPLE IS INTERRACIAL: RACE MATTERS**Or'Shaundra Benson¹, Midge Wilson¹¹DePaul University

Using ambiguous sexual consent narratives, two studies were conducted to explore how a couple's racial composition (White/Black vs. White/Asian dyads) and participant gender affect attributions of sexual consent. As predicted, clear gender differences emerged (both studies). However, only interracial couples consisting of White/Black dyads experienced differential perceptions of consent.

B20**MAKING MOUNTAINS OF MOLEHILLS: OPPORTUNITIES FOR JUSTIFICATION IN AN EMERGENCY INTERRACIAL HELPING SITUATION**Bernard L. Donte¹, McManus L. Jessica¹, Saucier A. Donald¹¹Kansas State University

Discrimination occurs in helping situations. Participants (high/low racism) competed against confederates (White/Black) who passed out during the task. Confederate's race influenced the decision and time to help, and interacted with racism scores to affect the number of puzzles solved. We discuss how anxiety and justification factors influence intergroup helping situations.

B21**SUPPORT FOR COGNITIVE ABILITY TESTS REPRESENT SOCIAL DOMINANCE CONCERNS**Christopher M. Berry¹, Anita Kim¹¹Texas A&M University

In two samples, we found evidence that support for the use of cognitive ability tests (e.g., SAT) represents Social Dominance desires for hierarchical stratification. Moreover, arguments about the validity of tests mediate the relationship. When informed of the issues surrounding testing, the effect still held in a third adult sample.

B22**WOMEN'S IMPLICIT ASSOCIATIONS BETWEEN SCIENCE AND UNFEMININITY: IMPLICATIONS FOR EFFECTIVE ROLE MODELS**Diana E. Betz¹, Kelsey M. Martin¹, Denise Sekaquaptewa¹¹University of Michigan

A single-category Implicit Association Test revealed that college women nonconsciously associated science with unfeminine appearance. The stronger this stereotype, the less interest and perceived science ability they reported. Exposure to stereotypic role models (feminine-looking women in humanities) exacerbated this relationship, but

counterstereotypic role models (feminine-looking women in science) reversed it.

B23**WHEN SUCCESS FAILS TO INSPIRE: PERFORMANCE FEEDBACK'S IMPACT ON SUBSEQUENT PERFORMANCE FOR WOMEN UNDER STEREOTYPE THREAT**

Kathryn L. Boucher¹, Robert J. Rydell¹, Edward R. Hirt¹, Samuel M. Harding¹
¹*Indiana University*

We examined how receiving performance feedback when under stereotype threat impacted women's performance on a subsequent mathematical task. Women not under stereotype threat performed worst after receiving negative feedback, while women under stereotype threat performed worst after receiving positive feedback. These performance differences were seemingly due to self-handicapping.

B24**DECREASED RESPONSE TIME IN CATEGORIZING A WEAPON HELD BY AN AFRICAN-AMERICAN**

Adam Braly¹, Erin McReynolds¹, Robert D. Mather¹
¹*University of Central Oklahoma*

Of the stereotypes associated with Blacks, applicable associations refer to traits such as aggressiveness, implications of danger and criminality. Participants took a weapon identification simulation to examine the effects of stereotypes when evaluating a weapons threat. Results demonstrate a significant difference in reaction times toward Blacks with weapons and Blacks without weapons.

B25**INCREASING PERCEIVED VARIABILITY REDUCES PREJUDICE AND DISCRIMINATION**

Markus Brauer^{1,3}, Abdelatif Er-Rafiy²
¹*University of Wisconsin-Madison*; ²*University of Poitiers, France*; ³*Clemont University, France*

We showed that increased perceived variability of an out-group leads to less intense affect, i.e., to less positive affect toward a positively evaluated group and to less negative affect toward a negatively evaluated group. Affective intensity mediates the effect of increased perceived variability on the reduction of prejudice

B26**FREETO CHOOSE, FREETO DISLIKE: PERCEPTIONS OF HOMOSEXUALITY AS A CHOICE MEDIATE THE RELATIONSHIP BETWEEN BELIEF IN FREE WILL AND ATTITUDES TOWARD PEOPLE WHO IDENTIFY AS HOMOSEXUAL**

Lauren E. Brewer¹, Roy F. Baumeister¹
¹*Florida State University*

Belief in free will predicts many prosocial behaviors. However, holding this belief implies that actions are the result of choices. Across three studies, we tested the hypothesis that perception of homosexuality as a choice mediates the relationship between belief in free will and positive attitudes toward people who are homosexual.

B27**THE INVISIBLE MAN: SOCIAL GOALS MODERATE INATTENTIONAL BLINDNESS TO BLACKS**

Jazmin L. Brown-Iannuzzi¹, Kelly M. Hoffman², B. Keith Payne¹, Sophie Trawalter²
¹*University of North Carolina Chapel Hill*; ²*University of Virginia*

Social goals determine whether Blacks go seen or unseen. Using an inattentional blindness paradigm we found that as social goals became more personal, participants failed to notice a Black man. When no social goal was primed, the Black man was more likely to be seen than the White man.

B28**HOW STEREOTYPE CONTENT MEDIATES THE RELATIONSHIP BETWEEN RWA, SDO, AND PREJUDICE TOWARD VARIOUS OUT-GROUPS**

Thomas L. Budesheim¹, Gary K. Leak¹, Laura L. Finken¹
¹*Creighton University*

We examined how stereotype content (groups' perceived warmth and competence) interacts with personality differences (RWA and SDO) to affect prejudice toward a variety of groups. Results showed significant differences in how stereotype content mediated the relationship between RWA and SDO and prejudice, depending on the nature of the target group.

B29**"JUST A PHASE": BISEXUALITY IS PERCEIVED AS LESS STABLE AND MORE CONTROLLABLE THAN OTHER SEXUAL ORIENTATIONS**

Sara E. Burke¹, Marianne LaFrance¹
¹*Yale University*

Straight participants perceived bisexual orientations, relative to heterosexual and homosexual orientations, as uniquely likely to be temporary and choice-based. These results provide some of the first comparative evidence that stereotypes which discount the identities of bisexual people represent a key distinction between anti-bisexual and anti-homosexual sentiments.

B30**CURB YOUR PREJUDICE: EFFECTS OF BIAS REDUCTION STRATEGIES ON INTERGROUP EVALUATIONS**

Mason D. Burns¹, Laura Ruth M. Parker¹, Margo J. Monteith¹
¹*Purdue University*

Participants were trained in self-regulation learning or counterstereotyping and then evaluated an essay by a White or Black author. Results showed that self-regulation inflated positive evaluations regardless of author race, and counterstereotyping removed race bias from the evaluations. Implications for teaching people strategies for curbing prejudice are discussed.

B31**THE DOUBLE-EDGED NATURE OF ANTIGAY PREJUDICE CONFRONTATION: CONFRONTING ANTIGAY PREJUDICE IS EFFECTIVE BUT COMES AT A COST**

Jonathan Cadieux¹, Alison L. Chasteen¹
¹*University of Toronto*

We found that confronting antigay bias is double-edged. Whereas confrontation increased awareness that prejudice occurred, and this awareness mediated the relation between confrontation viewing and participants' own intention to confront, confronters are perceived as more gay (a stigmatized identity), even if declared heterosexual. This could be a deterrent for confrontation.

B32**A VALUES-AFFIRMATION INTERVENTION REDUCES BODY MASS IN AFRICAN AMERICAN MEN**

Nicholas P. Camp^{1,2}, Dingyun Chan², Jonathan E. Cook², Valerie Purdie-Vaughns², Geoffrey L. Cohen¹
¹*Stanford University*; ²*Columbia University*

African American undergraduates were randomly assigned to values-affirmation or control conditions and their waist-to-height ratio (WHtR) was compared across conditions and to control White students 8-months later. No differences in WHtR emerged for women by race or condition, but the intervention eliminated a significant racial gap in WHtR for men.

B33**THE AMERICAN DREAM: THE EFFECT OF MERITOCRACY BELIEFS ON FUTURE EXPECTATIONS OF PREJUDICE**Sarah Carper¹, Catherine E. Seta¹¹Wake Forest University

We examined the effects of endorsing or rejecting meritocracy beliefs on women's predictions of future sexism. Women predicting future sexism outside of the manipulation context relied solely on their worldview. Within the manipulation context, individual differences in meritocracy beliefs differentially predicted how targets of prejudice predict future discrimination.

B34**HOW DOES COGNITIVE DEPLETION AFFECT BLACKS' AND WHITES' BIAS DETECTION?**Evelyn R. Carter¹, Mary C. Murphy¹, Destiny Peery², Jennifer A. Richeson³¹Indiana University; ²Duke University; ³Northwestern University

Participants completed the Attention Network Task and watched a videotaped interracial interaction. Black participants always perceived blatant cues as prejudiced, but only perceived subtle cues as prejudiced when not depleted. Whites always perceived blatant cues as prejudiced whether depleted or not, but did not perceive subtle cues as prejudiced.

B35**THE IMPORTANCE OF VISUAL VS. NARRATIVE RACIAL CONTEXT IN EVALUATIONS OF MIXED-RACE PEOPLE**Lindsey A. Cary¹, Alison L. Chasteen¹¹University of Toronto

Biracial people are often stereotyped as cold and socially awkward. Two experiments assessed the influence of visual and narrative racial context on the application of these stereotypes. A visual stimulus created effects of racial context. A narrative stimulus created relationship but not race effects.

B36**THREATENING INTELLECTUAL ENVIRONMENTS AFFECT WOMEN STEM MAJORS' LONG-TERM ACADEMIC OUTCOMES**Bettina J. Casad¹, Abdiel J. Flores¹, Delisa N. Young¹, Amy M. Arambulo², Erika Estrada¹, Marissa M. Salazar³, Rachelle L. Webb¹, Deanna Prall¹, Rianne Connor¹, Sara Reinosa¹, Timothy Vande Krol¹, Robin Blauvelt¹, Dana Peralta¹¹California State Polytechnic University, Pomona; ²California State University, Los Angeles; ³San Diego State University

Threatening environments discourage women from pursuing STEM education and careers. A longitudinal study found that negative environmental cues predict less commitment to STEM and lower academic engagement six months later.

B37**IMAGINED MORAL LICENSING: DOES PLANNING TO DO GOOD LATER ALLOW YOU TO BE BAD NOW?**Jessica L. Cascio¹, E. Ashby Plant¹¹Florida State University

We demonstrate that when people plan to perform a moral behavior in the future, it creates licensing effects in the present, which we term imagined moral licensing. Participants who agreed to a moral request expressed more prejudice than participants who agreed to a non-moral request or control participants.

B38**IN THE EYES OF THE BEHOLDER: THE EFFECT OF INGROUP STATUS AND COMPETITIVENESS ON STEREOTYPE CONTENT**Anjana Chandran¹, Susan T. Fiske²¹Dubai, U.A.E.; ²Princeton University

Not only outgroup societal location, as previously shown, but also Ingroup status and competitiveness affect perceived outgroup warmth and competence. 521 Indians rated outgroup warmth and competence given manipulated ingroup and outgroup competitiveness and status

(2x2x2). Low-status groups perceive greater outgroup warmth except when both are competitive.

B39**AN EMPIRICAL TEST OF STEREOTYPE THREAT INTERVENTIONS ON WOMEN'S MATH PERFORMANCE AND MOTIVATION**Justin P. Chase¹, Jessi L. Smith²¹SUNY; ²Montana State University

This project examined the effectiveness of stereotype threat interventions on college women's math performance and motivation. All interventions enhanced attitudes toward STEM, but only value affirmation (a writing activity focusing on the targets self-values) improved performance ($p < .05$) and motivation ($p < .01$) of women under threat.

B40**EVEN THE DOMINANTS FAIL: STEREOTYPE THREAT AND ANXIETY IN MEN COMPLETING A SPELLING TASK**Cindy Angélique. Chateignier¹, Peggy Chekroun¹, Armelle Nugier²¹Université Paris Ouest Nanterre; ²Université Blaise Pascal, Clermont Ferrand

We hypothesize that 1) the stereotype threat situation triggers anxiety even in groups known as dominant such as men who though usually feel less anxiety in evaluative situations and 2) anxiety mediated the effect on performance. Results support our hypothesis and are discussed in terms of anxiety's avoidance action tendency.

B41**MINDFULNESS AND MOTIVATION TO CONTROL PREJUDICE MODERATE THE CORRESPONDENCE BETWEEN IMPLICIT AND EXPLICIT MEASURES OF PREJUDICE**Clara Michelle Cheng¹, Russell E. Phillips III², Joshua L. Clark³¹Carlow University; ²University of Pittsburgh at Greensburg; ³American University

In this study, individuals high in mindfulness showed a significant correspondence between scores on implicit and explicit prejudice measures, so long as they were also low in motivation to control prejudice. In addition, those highly motivated to control prejudice but low in mindfulness were unable to override their prejudiced responses.

B42**THE BENEFITS OF NEUROBIOLOGY IN LOWERING MENTAL ILLNESS STIGMA**Zhen Cheng^{1,2}, Galen V. Bodenhausen²¹University of Oregon; ²Northwestern University

Recent efforts have emphasized the the genetic origin of mental illness as a way to reduce mental illness stigma. We experimentally tested whether a neurobiological explanation (i.e., imbalance of brain chemicals) will eliminate some of the negative effects of a genetic explanation (e.g., avoidance of people with a mental illness).

B43**THE RELATIONSHIPS BETWEEN SOCIAL SUPPORT AND THREE FORMS OF SEXISM: CAN SOCIAL SUPPORT ALLEVIATE THE EFFECTS OF SEXISM?**Po-Sen Chu¹, Donald A. Saucier¹¹Kansas State University

We hypothesized that receiving a supportive message after experiencing sexism would buffer the negative effects of sexism. The results indicate that women who experienced modern sexism reported an increase in hostile affect if they did not receive social support.

B44**IS BUDDHA TOLERANT? EASTERN RELIGIOSITY AS RELATED TO LOW PREJUDICE**Magali Clobert¹, Vassilis Saroglou¹¹Université catholique de Louvain

Does the association between religiosity and high prejudice also hold for Eastern religions? This question was addressed through two studies. In

Study 1, religiosity among Taiwanese predicted low prejudice against various religious outgroups. In Study 2, Western Buddhists primed with Buddhist words reported less islamophobia and prejudice against various outgroups.

B45**INTERSECTING FORMS OF PREJUDICE: THE INFLUENCE OF GENDER AND DISABILITY STEREOTYPES ON SOCIAL JUDGMENT**

Jill M. Coleman¹, Amy B. Brunell², Ingrid Haugen¹, Angelica Klebsch¹, Jadah Stephens¹

¹Roosevelt University; ²Ohio State University Mansfield

The present study was designed to examine how gender and disability stereotypes interact to influence social judgments. Participants reported significantly less desire for social distance from physically disabled women than from intellectually disabled women, while their social distance judgments of disabled men did not vary by disability type.

B46**STEREOTYPE FORMATION AS ASSIMILATION AND CONTRAST**

Brian Collisson¹, John R. Chambers¹

¹University of Florida

Can people form stereotypes about novel social groups, by virtue of comparisons made with other groups? Participants made inferences about an unknown group after being provided with information of a comparison group. Findings show people assimilate (contrast) information when group membership is (in)permeable or when groups are in cooperation (competition).

B47**PREJUDICE TOWARD ONE OR PREJUDICE TOWARD ALL: ASSESSING THE RELATIONSHIP BETWEEN OUTGROUP ATTITUDES**

Corey J. Columb¹, E. Ashby Plant¹

¹Florida State University

We propose that the magnitude of the relationship between outgroup attitudes depends on whether situations activate differential or similar underlying attitude sources. As a demonstration, activating physical threat, stereotypically associated with Black people, decreased the correlation between attitudes toward Black people and poor people as compared to control participants.

B48**GROUPS AS A MECHANISM BEHIND RACE STEREOTYPING**

Erin Cooley¹, B. Keith. Payne¹, Chester A. Insko¹

¹University of North Carolina at Chapel Hill

Imagine viewing a group of Black men standing on a street corner. What would you think? In two studies we hypothesized that being viewed as a group exacerbates race stereotyping. We conclude that groups serve as both a perceptual cue for implicit stereotyping and a justification for expressing explicit bias.

B49**THE INFLUENCE OF PHENOTYPIC VARIATION ON CRIMINAL JUDGMENT**

Jacque-Corey Cormier¹, Amy Hackney¹, Adam Bossler¹

¹Georgia Southern University

The purpose of this study was to investigate the influence of phenotypic variation on criminal judgment. The most prototypical defendant was more likely sentenced to prison time followed by a period of probation and to serve approximately six more years in the adult correction system than the least or average prototypical defendants.

B50**CONSEQUENCES OF RELATIVE VERSUS ABSOLUTE STEREOTYPES FOR SYSTEM JUSTIFICATION**

Brandon Cosley¹

¹University of South Carolina Beaufort

Framing stereotypes to emphasize ability may legitimize the social system. In two studies, the present research demonstrates how framing stereotypes in absolute terms, as opposed to relative terms, leads

targets who endorse these stereotypes to value ability more than effort (study 1) and perceive the system as more legitimate (study 2).

B51**I FEEL YOUR PAIN: VICARIOUS EXPERIENCES OF DISCRIMINATION**

Courtney M. Hooker¹, Jenessa R. Shapiro¹, Naomi I. Eisenberger¹

¹University of California, Los Angeles

Can people readily experience someone else's pain upon observing their experience of discrimination? The present research explores how, similar to personal discrimination, observing discrimination can have negative psychological consequences. Furthermore, we find a potential mechanism through which these negative consequences occur.

B52**PLAUSIBLE DENIABILITY FOR PREJUDICE-BASED VIOLENCE**

William TL. Cox¹, Patricia G. Devine¹

¹UNIVERSITY OF WISCONSIN - MADISON

Stereotyping to infer group membership (e.g., inferring that a fashionable man is gay) creates plausible deniability for prejudice, freeing prejudice perpetrators from external condemnations. In a shock paradigm, external motivation against prejudice restrained violence against an explicitly labeled gay man, but not a man stereotypically implied to be gay.

B53**JUSTIFICATIONS FOR PREJUDICE: GENESIS AND JUDGMENT**

Christian S. Crandall¹

¹University of Kansas

The reasons people give for their prejudices (to self and to others) are sometimes causes, and sometimes justifications. I begin by reviewing some experiments that show first how a prejudice can be experimentally created, and second how a stereotype will emerge that justifies that prejudice.

B54**THE EFFECT OF INDUCED DISGUST ON IMPLICIT AND EXPLICIT EVALUATIONS OF HOMOSEXUAL COUPLES**

Emily C. Cunningham¹, Cheryl Dickter¹, Catherine Forestell¹

¹College of William and Mary

After experiencing an odor having a disgust or non-disgust label, heterosexual participants evaluated images of homosexual and heterosexual couples. Those in the disgust condition had more negative implicit responses to gay couples, while the effect of disgust on explicit ratings of homosexual couples was moderated by self-reported attitudes toward homosexuality.

B55**I AM THE SON OF...: IS MY COMPETENCE TRIVIAL?**

Annick Darioly¹, Ronald E. Riggio¹

¹Claremont McKenna College, California

This study examines how well-qualified applicants who are relatives of the company's executives are perceived when being hired for a leadership position. They were perceived as less competent, and the hiring decision was perceived as less fair and more questionable. Well-qualified relatives struggle with similar prejudices as do female leaders.

B56**CAN HIGH INHIBITORY ABILITY PROTECT AGAINST STEREOTYPE THREAT?**

Lucy C. Davies¹, Russell R. C. Hutter¹, Mark Conner¹, Constantine Sedikides²

¹University of Leeds; ²University of Southampton

Stereotype threat motivates female math test-takers to disprove the stereotype. This facilitates a prepotent solve response, augmenting performance for solve type questions (e.g., equations), but reducing performance for comparison type questions (e.g., estimations). We show that superior inhibitory ability protects against stereotype threat by suppressing prepotent responses for comparison questions.

B57**THE EFFECT OF LABELS, INFORMATION, AND INTERPERSONAL RELATIONSHIPS ON RATINGS OF SOCIAL ACCEPTABILITY OF CHILDREN WITH AUTISM AND ADHD**Laura M. DeLustro¹, Doris Bazzini¹, Kyle Richardson¹, Jocelyn Dantini¹, Alexandra Dezi¹¹*Appalachian State University*

This study examined the effects of a label on ratings of social attractiveness. The target child was labeled as having Autism, ADHD, or as being a normally developing child. The effects of providing information about the disorders or having previous interaction with someone with the disorders were also assessed.

B58**THE PROBLEM WITH “PREJUDICE”: IMPLICATIONS FOR PREJUDICE REDUCTION**Patricia G. Devine¹, Patrick S. Forscher¹¹*University of Wisconsin-Madison*

As a multi-faceted construct, “prejudice” has multifarious meanings, creating confusion among researchers and lay people alike and concomitant challenges for people interested in measuring and reducing prejudice. Researchers should strive for greater clarity in both language and theory by looking beyond their own values and adopting a participants-eye view on the bias-reducing experience.

B59**LOVING SEXISM: ROMANTIC RELATIONSHIP EXPERIENCES AND BENEVOLENT SEXISM**Karen R. Dickson¹, Victoria M. Esses¹¹*University of Western Ontario*

This study explored the relation between traditional gender role experiences in romantic relationships and benevolent sexism. Benevolent sexism was associated with beliefs that women are dependent on partners, men having greater power in relationships, and men’s chivalrous behaviour. Thus, there is a connection between gender role experiences and benevolent sexism.

B60**VISUALIZING MENTAL REPRESENTATIONS FROM THE UNCONSCIOUS MIND**Ron Dotsch¹, Ran R. Hassin², Alexander Todorov³¹*Radboud University Nijmegen*; ²*Hebrew University*; ³*Princeton University*

A powerful method – reverse correlation – has recently been applied to visually reconstruct social mental representations (Dotsch et al. 2008). Here, we adapted this procedure to visualize the contents of the unconscious mind. The results show that unconscious semantic constructs carry with them unconscious visual images.

B61**THINKING GOOD AND DOING GOOD: MAKING GOOD INTENTIONS MATTER IN INTERGROUP RELATIONS**John F. Dovidio¹, Kerry Kawakami², Adam R. Pearson³, Sylvia Perry¹, Louis A. Penner⁴, Samuel L. Gaertner⁵¹*Yale University*; ²*York University*; ³*Pomona College*; ⁴*Karmanos Cancer Institute*; ⁵*University of Delaware*

This presentation considers the importance of understanding the dynamic relations among implicit and explicit attitudes, as well as personal standards and motivation in the reduction of intergroup bias. Specifically, we emphasize how positive motivations play a critical role in limiting the negative impact of unintended biases on intergroup orientations.

B62**HOW DOES STIGMA SPOIL RELATIONSHIPS? EVIDENCE THAT PERCEIVED DISCRIMINATION HARMS ROMANTIC RELATIONSHIP QUALITY THROUGH IMPAIRED SELF-IMAGE**David M. Doyle¹, Lisa Molix¹¹*Tulane University*

Two cross-sectional studies with racial and sexual minorities tested the mediating role of self-image in the negative association between perceived discrimination and romantic relationship quality. Results from bootstrapping analyses confirmed the proposed indirect effects. Implications of social identity threats for the romantic relationships of members of stigmatized groups are discussed.

B63**GENDER DIFFERENCES IN PREJUDICE: A META-ANALYSIS**Nerisa Dozo¹, Eric J. Vanman¹, Aarti Iyer¹¹*The University of Queensland*

The Gendered Theory of Prejudice proposes that racism and ethnocentrism should be viewed as a gendered phenomenon. We conducted a meta-analysis of over 200 studies finding a significant effect of gender. Moderators of this effect were also considered including target gender, target of prejudice and measure of prejudice.

B64**WHAT IS GOOD ISN'T ALWAYS FAIR: FRAMING DIVERSITY AS GOOD (VS. FAIR) BROADENS DEFINITIONS OF DIVERSITY AND INCREASES RACIAL BIAS**Sara Driskell¹, Sophie Trawalter¹, Martin Davidson¹¹*University of Virginia*

Many promote diversity as good (i.e., not as fair). We found that framing diversity as being good (vs. fair) broadens people’s definitions of diversity (Studies 1 and 2) and leads to deprioritizing an African American job candidate (Study 2). Thus, framing diversity as good (vs. fair) may have unintended consequences.

B65**INCOME INEQUALITY AND PREJUDICE TOWARDS AFRICAN AMERICANS IN THE US**Marina Drus¹, Robert R. Hughes¹¹*University of Kansas*

The American National Election Studies (1986-2008) were analyzed to find the association between symbolic racism and (1) income inequality (Gini coefficient) and (2) the perceived income gap between rich and poor. As income inequality increased, so too did racial prejudice.

B66**“WOMEN BELONG IN THE HOUSE...AND THE SENATE”: STEREOTYPE THREAT AND GENDER ESSENTIALISM**Erica Duggan¹, Liz Schametzki¹, Katerina Catania¹, Avi Ben-Zeev¹¹*San Francisco State University*

The extent to which men and women are perceived to have different “essences” that are causally implicated in gender differences (hormones and logic) has been linked to stereotyping. We show evidence that under stereotype threat, gender essentialism increases, but that imparting knowledge about threat helps to protect against this consequence.

B67**THE POWER OF THE N-WORD: NEGATIVE EVALUATIONS OF SPEAKERS WHO MISTYPE RACIAL SLURS**Zahra H. Elkhafaifi¹, Alex M. Czopp¹, Halim Moore¹¹*Western Washington University*

The perceived unacceptability of racist language may be powerful enough to influence judgments of accidentally racist statements (e.g., typos). Participants read a transcript of an online conversation and consistently rated a speaker who accidentally typed a racial slur more negatively than when a non-slur typo or no-typo was made.

B68**ORGANIZATIONAL LAY THEORIES MODERATE STEREOTYPE THREAT UNDERPERFORMANCE**Katherine T. U. Emerson¹, Mary C. Murphy¹¹*Indiana University*

An experiment examined whether organizational lay theories of intelligence impact motivation and performance. Black and Latinos participants' motivation and performance were diminished relative to Whites' in the entity organization but was similar to Whites' in the incremental organization. Implications for underrepresented groups and their outcomes in organizations are discussed.

B69**THE CONTENT OF THE NATIVE AMERICAN CULTURAL STEREOTYPE IN COMPARISON TO OTHER RACIAL GROUPS**Ryan S. Erhart¹, Deborah L. Hall¹, Richard Grove¹¹*Arizona State University*

Cultural stereotypes of Native Americans were explored in comparison to stereotypes of other racial groups. Native American stereotypes were significantly less favorable than Asian American stereotypes, but significantly more favorable than African American stereotypes. Native Americans were also rated less competent and lower in status than Asian and African Americans.

B70**PERSONALITY PREDICTORS OF PERCEIVED SOCIAL CAPITAL AND INTERRACIAL CONTACT QUALITY**Emily L. Fisher¹¹*Hobart & William Smith Colleges*

Perceived social capital—an individual's beliefs about the social norms regarding trust and reciprocity within a defined community—is higher among more extroverted, conscientious, and emotionally stable participants. Interracial contact quality is higher among those with high perceived social capital, and those with low SDO and high NFC.

B71**EXAMINING THE DETRIMENTAL EFFECTS OF CLASS-BASED THREAT**Abdiel J. Flores¹, Rianne E. Connor¹, Erica L. Decker¹, Melody LeBaron¹, Hovsep K. Agop¹, Tanya A. Chavez¹, Bettina J. Casad¹¹*California State Polytechnic University, Pomona*

This study examined the effects of stereotype threat among low- vs. high-income students. Compared to high-income students in the experimental condition, low-income students had lower academic performance, increased negative affect, greater evaluation apprehension, lower academic self-perceptions, lower self-esteem, lower self-efficacy, decreased self-regulation, and greater doubts about their intellectual ability.

B72**A TARGET'S USE OF HUMOR REDUCES BIAS WHEN IT ACKNOWLEDGES HIS OUT-GROUP MEMBERSHIP AND PUTS THE HIGHLY PREJUDICED AT EASE**Elizabeth S. Focella¹, Jeff Stone¹¹*University of Arizona*

Two experiments show that an ethnic outgroup member can reduce bias among prejudiced perceivers when he uses humor that acknowledges his ethnicity, over humor alone, or when he does not use a strategy. The effectiveness of the joke was mediated by how much it put prejudiced perceivers at "ease."

B73**RECRUITERS' INTERPERSONAL SENSITIVITY INCREASES THE LIKELIHOOD OF HIRING STEREOTYPE-INCONGRUENT APPLICANTS**Denise Frauendorfer¹, Marianne Schmid Mast¹¹*University of Neuchâtel*

We tested whether recruiters' interpersonal sensitivity influences hiring decisions after a job interview when applicants' gender was either stereotype-congruent or -incongruent with the job. Increased recruiter

interpersonal sensitivity was related to more favorable evaluation of stereotype-incongruent applicants but unrelated to evaluations of gender stereotype-congruent positions.

B74**ARE CIGARETTE SMOKERS BAD PEOPLE? CURRENT SMOKERS, FORMER SMOKERS, AND NON-SMOKERS EVALUATE THE AVERAGE SMOKER**Michael A. Frechen¹, Mark D. Alicke¹¹*Ohio University*

Participants made judgments about cigarette smokers. Compared to current smokers, non-smokers and former smokers evaluated the average smoker as disgusting, socially unattractive, and unhealthy, but only non-smokers evaluated the average smoker as immoral. Former smokers judged the average smoker less immoral as the amount of time since quitting smoking increased.

B75**SYSTEM-JUSTIFYING EFFECTS OF BELIEF IN WOMEN'S INTUITION**Danielle Gaucher¹, Justin Friesen²¹*University of Winnipeg*; ²*University of Waterloo*

We hypothesized that stereotypes about women's intuition—although ostensibly positive—might serve a system-justifying function. In three studies, using correlational and experimental evidence, we show that chronic and manipulated belief in women's intuition is associated with endorsement of traditional gender roles and results in discrimination against female targets.

B76**CAN A VALUES-AFFIRMATION INTERVENTION IMPROVE MINORITY PERFORMANCE ON THE LAW SCHOOL ADMISSION TEST? PRELIMINARY RESULTS**Adriana L. Germano¹, Valerie Purdie-Vaughns¹, Jonathan E. Cook¹¹*Columbia University*

Members of intellectually stereotyped groups are underrepresented in law school, partly because of underperformance on the Law School Admission Test (LSAT). Social identity threat may be one cause. Preliminary data from an LSAT preparation course for underrepresented students indicates that a values-affirmation intervention improved performance on the end-of-term practice LSAT.

B77**MULTIDIMENSIONALITY OF ETHNIC AND GENDER STEREOTYPES**Negin Ghavami¹, Anne Peplau¹, David O. Sears¹¹*University of California, Los Angeles*

What is the nature of gender and ethnic stereotypes? Participants generated stereotypes associated with Asian, Black, Latino, Middle Eastern and White and the men and women of those groups. Results showed that stereotypes were complex comprising of 17 distinct domains with physical descriptors appearing early in stereotype generation phase.

B78**USING A LEARNING TASK TO ALTER IMPLICIT ASSOCIATIONS OF AFRICAN AMERICAN MALES**Veronica A. Glover¹, Jennifer L. Rennels¹, Verin W. Valdez¹, Krystal Kamekona¹¹*University of Nevada Las Vegas*

After a learning task, which entailed learning positive associations with African-American male exemplars, adults showed positive associations on the SCIAT but not on the IAT. Learning may be helpful for overcoming racial bias but only when the minority group is presented alone and not in comparison with the majority group.

B79**PERSONAL NEED FOR STRUCTURE MODERATES THE IMPACT OF COUNTER-STEREOTYPES ON CREATIVITY**Małgorzata A. Gocłowska^{1,2}, Richard J. Crisp²¹University of Amsterdam; ²University of Kent

Thinking of counter-stereotypes (e.g., a female mechanic, a Black President) reduces stereotyping and prejudice and primes flexible and creative thinking. We measured Personal Need for Structure, and looked at creativity following forming impressions of counter-stereotypes. Counter-stereotypes increased creativity when PNS was low, but decreased it when PNS was high.

B80**SCIENCE = ALONE? THE EFFECTS OF IMPLICIT SCIENCE ATTITUDES, STEREOTYPES AND CONSTRUALS ON PURSUIT OF SCIENCE**Jin X. Goh¹, Rebecca Bell-Gurwitz², Greta Tsoolova², Kristin A. Lane²¹Northeastern University; ²Bard College

In our study, the more women implicitly associated science with 'together,' the more they implicitly liked science and the less they associated science with 'male.' Stronger associations of science with 'together' predicted increased science pursuit for both gender, but this dissipated for women after controlling for implicit attitudes and stereotypes.

B81**OBSERVER REACTIONS TO CONFRONTATIONS OF BENEVOLENT SEXISM**Jessica J. Good¹, Diana T. Sanchez²¹Davidson College; ²Rutgers University

Participants listened to job interview featuring a female applicant either accepting or confronting a benevolent sexist interviewer's treatment. Results showed that observers who evaluated the interviewer favorably rated the applicant as less competent and hireable. Importantly, when the applicant confronted benevolent sexism, female observers evaluated the applicant as more competent.

B82**EVALUATIVE CONSEQUENCES OF DISCLOSING AN INVISIBLE STIGMA**Jeffrey A. Goodman¹, Ally Burton², Lizette Castillo², Claire Hakim²¹University of Wisconsin - Eau Claire; ²University of Arkansas

We considered the evaluative consequences of disclosing an invisible stigma. Compared to a control condition, evaluations of a target became less favorable when he disclosed an invisible stigma, but not when the disclosure came from a third-party. Perceptions of psychological health mediated the effect of disclosure on target evaluation.

B83**TWO DEGREES OF RACIAL PREJUDICE: THE IMPACT OF DISTAL CROSS-RACE TIES ON WHITES' RACIAL ATTITUDES**Nicolas Govea¹, John M. Rohrbach¹, Rebecca S. Bigler¹¹The University of Texas at Austin

Individuals in our extended social network have an unexpected and substantial influence on our behaviors and attitudes. We examined the role of extended cross-race friendships on Whites' valuing of diversity. Findings suggest Whites with more racially homogeneous extended networks tend to undervalue diversity. This relationship was mediated by White identity.

B84**UNJUSTIFIED STIGMA AND INACCURATE PERCEPTIONS OF SEXUAL HEALTH**Kelly C. Grahl¹, Deepti Joshi¹, Judith Zatkun¹, Jes L. Matsick¹, Amy C. Moors¹, Terri D. Conley¹¹University of Michigan, Ann Arbor

The present research evaluates whether the stigma surrounding sexually transmitted infections and unprotected sex with a partner of unknown HIV status is warranted. Results suggest that sexual activities are perceived as unduly risky compared to other risky (non-sexual) activities and outcomes (e.g., chances of being in a fatal car accident).

B85**WALK A MILE IN HER SHOES: THE IMPACT OF POWER(LESSNESS) ON BLAMING THE VICTIM**Claire R. Gravelin¹, Monica Biernat¹¹The University of Kansas

This research examined the effects of social power on endorsement of rape myths and the tendency to blame the victim of sexual assault. Priming males to feel powerless in a decision making context reduced their tendency to blame the victim, an effect that was mediated by rape myth acceptance.

B86**TRADITIONAL VALUES UNDERLIE THE RELIGION-RACIAL PREJUDICE EFFECT**Richard C. Grove^{1,3}, Deborah L. Hall^{1,3}, Wendy Wood^{2,3}, Ryan S. Erhart^{1,3}¹Arizona State University; ²University of Southern California; ³SPSP

We investigated whether traditional values mediate the tendency for people with specific religious orientations to show racial prejudice. In support, extrinsic and fundamental religiosity were associated with greater racism. Furthermore, valuing tradition and social conformity fully mediated the relation between each of the religious orientations and racial prejudice.

B87**WHAT MAKES AFFIRMATIVE ACTION PROGRAMS SEEM (UN)FAIR? A TEST OF AN IDEOLOGICAL EXPLANATION FOR FAIRNESS JUDGMENTS**Jun Gu¹, Brent McFerran², Karl Aquino¹, Tai Gyu Kim³¹University of British Columbia; ²University of Michigan; ³Korea University

Research explains Whites' opposition to Affirmative Action (AA) with meritocratic beliefs and social-identification. In three studies, however, we vary whether AA disadvantages an Asian or White and found Whites who oppose to equality (OEQ) perceived more unfairness when a White was harmed, whereas low OEQ whites perceived the opposite.

B88**SELF-OTHER CONNECTIONS AND INTERGROUP PREJUDICE: THE POWER OF A SINGLE POTENT LINK**Jill E. Gulker¹, Margo J. Monteith¹¹Purdue University

We investigated the effects of establishing and reinforcing a potent link with a single outgroup member. We found that establishing a link with an outgroup member reduces explicit prejudice via enhanced self-other overlap. We also found that conditioning the self-other link reduces implicit prejudice.

B89**THE EFFECTS OF RELIGIOUS FUNDAMENTALIST VALUES AND SELF-AFFIRMATION EXERCISES ON THE EXPRESSION OF IMPLICIT GENDER BIAS**Daniel E. Gustavson¹, Leigh E. Wagenknecht¹, Akira Miyake¹¹University of Colorado at Boulder

Ninety-nine women completed one of three self-affirmation exercises (family values, innovation, or control) and a gender Implicit Association Test. High fundamentalist values were associated with greater gender stereotypes, but completing self-affirmation exercises reduced the strength of this relationship, whether the affirmation concerned traditional or nontraditional values.

B90**THE EFFECTS OF RACIAL ATTITUDES ON THE DYNAMICS OF RACIALLY DISCORDANT MEDICAL INTERACTIONS**Nao Hagiwara¹, Louis A. Penner², Richard Gonzalez³, Susan Egly², John F. Dovidio⁴, Samuel L. Gaertner⁵, Tessa West⁶, Terrance L. Albrecht²¹Virginia Commonwealth University; ²Karmanos Cancer Institute/Wayne State University; ³University of Michigan; ⁴Yale University; ⁵University of Delaware; ⁶New York University

A secondary analysis of a study of Black patients who interacted with non-Black physicians revealed physician implicit bias and patient

perceived discrimination affected physician social control (physician to patient relative talk time) during medical interactions and that physician social control was positively associated with subsequent patient adherence to physicians' recommendations.

B91**MAINTAINING INTOLERANCE: THE ROLE OF RIGHT-WING AUTHORITARIANISM AND SOCIAL DOMINANCE ORIENTATION IN RESISTING TOLERANT NORMS**

Katherine Hairfield¹, Benjamin H. Walker¹, H. Colleen Sinclair¹

¹*Mississippi State University*

Right-Wing Authoritarianism and Social Dominance Orientation were used to predict conformity and attitude change among anti-gay rights individuals who were outnumbered by a pro-gay rights majority in a group discussion. Individuals higher in social dominance resisted conforming to tolerant group norms and maintained discriminatory attitudes, particularly when low in RWA.

B92**ATTITUDES TOWARDS HOMOSEXUALITY: INGROUP HETEROSEXUAL IDENTIFICATION LEADING TO HIGHER SATISFACTION WITH LIFE**

Tana N. Hall¹, Stephen Reysen¹, Iva Katzarska-Miller²

¹*Texas A&M University-Commerce*; ²*Pennsylvania State University*

We examined the association between immutability of sexual orientation with attitudes toward gays and lesbians. The results suggest that for heterosexuals, holding the belief that sexual orientation is a choice boosts self-esteem and life satisfaction through prejudice toward gays and lesbians.

B93**ENGINEERING EQUALITY: HOW NEGATIVE INTERACTIONS UNDERMINE THE HEALTH AND WELL-BEING OF MALE AND FEMALE ENGINEERS**

William M. Hall¹, Toni Schmader¹, Elizabeth Croft¹

¹*University of British Columbia*

The present survey study examined how interpersonal connections in the workplace contribute to professional engineers' health and well-being. Negative interpersonal experiences were the strongest predictor of health symptoms regardless of gender. Among women, but not men, negative interpersonal experiences also predicted lower organizational commitment and life satisfaction.

B94**REDUCING PREJUDICE AND PROMOTING PEACE THROUGH DIRECT AND INDIRECT EMOTION REGULATION**

Eran Halperin¹

¹*Interdisciplinary Center, Israel*

In recent years the study of emotions has become a necessary component of every attempt to investigate the psychological roots of intergroup conflicts and their resolution. The main goal of the current talk is to present a general framework to the study of emotions and emotion regulation in intergroup conflicts.

B95**WEIGHT OF ACCEPTANCE: HEAVIER ASIAN AMERICANS ARE PERCEIVED AS MORE AMERICAN AND FACE LESS ANTI-FOREIGN PREJUDICE**

Caitlin S. Handron¹, Jennifer Wang², Sapna Cheryan¹

¹*University of Washington*; ²*University of Wisconsin, La Crosse*

Despite commonly leading to stigma, being heavier might ironically strengthen recognition of Asian Americans' American identity and reduce encounters of anti-foreign prejudice. Heavier Asian American targets were perceived as more American (Study 1) and less likely to be in the U.S. illegally than lower-weight Asian American targets (Study 2).

B96**THE SERIOUS SIDE OF RAPE HUMOR: COLLEGE STUDENTS' RESPONSES TO JOKES, METAPHORS, AND SCENARIOS INVOLVING RAPE**

Chantalle L. Hanschu¹, Jericho M. Hockett¹, Megan L. Strain¹, Donald A. Saucier¹

¹*Kansas State University*

Prejudice norm theory posits disparagement humor—e.g., rape humor—may increase prejudice expression. We found that rape metaphors were perceived as less disparaging than rape jokes and less aversive than neutral jokes, but resulted in greater negative affect than neutral jokes. Tolerance of rape varied with rape myth acceptance by condition.

B97**RACISM AND POLITICS: EFFECTS ON VOTING BEHAVIORS WHEN BLACK AND WHITE CANDIDATES EXPRESS SYMBOLICALLY RACIST BELIEFS**

Edward J. Hansen¹, Lisa M. Finkelstein¹

¹*Northern Illinois University*

Social dominance orientation and symbolic racism are constructs that illustrate how people think about various social issues. This study examines how SDO and SR impact evaluations of black and white candidates running for political office and the effects of a candidate's platform being consistent with the four themes of SR.

B98**A "RAPE VICTIM" BY ANY OTHER NAME: THE EFFECTS OF LABELS ON INDIVIDUALS' RAPE-RELATED PERCEPTIONS**

Jericho M. Hockett¹, Lora K. McGraw¹, Donald A. Saucier¹

¹*Kansas State University*

Based on feminist theories of power, three studies found differences in perceptions of "rape victims" versus "rape survivors." Participants associated more negative characteristics with "victims" (Study 1), spontaneously used the "victim" label more (Study 2), and blamed "victims" more than "survivors and "women who have been raped" (Study 3).

B99**TATTOO PREJUDICE: THE RELATIONSHIP WITH HOMOPHOBIA, FAT PREJUDICE, AND RELIGIOSITY**

Braydon K. Howard¹, Lora L. Jacobi¹, Sarah C. Savoy¹

¹*Stephen F. Austin State University*

The current research utilized psychometrically-sound measures to determine the relationship between participants' tattoo prejudice, as measured by the Attitudes Regarding Tattoos (ART), and other forms of prejudice for which targets deviate from the "norm." Negative attitudes towards tattoos were significantly related to homophobia, fat prejudice, and high levels of religiosity.

B100**EXAMINING THE CROSS-RACE EFFECT AND PROCESSING STYLE IN LINEUP ADMINISTRATION**

Simon R. Howard¹, Samuel R. Sommers¹

¹*Tufts University*

No studies to date have attempted to improve eyewitness performance in the context of cross-race identification. Attempting to improve cross-race identifications, the present studies manipulated participants' processing strategies. We examined the effects of global and local processing on lineup performance. Findings demonstrated global processing can improve recognition of other-race faces.

B101**OVERPROTECTION FROM STEREOTYPE THREAT: SOCIAL DISTRACTION AS AN INSULATING BUT SELF-HANDICAPPING COPING STRATEGY**

William L. Howard¹

¹*St. Mary's College of Maryland*

Previous research supports the effectiveness of affirmation processes in attenuating stereotype threat effects among minority students. However, self-affirming goals may divert attention and resources away

from academic-related behaviors. Minority college students under threat overprotected via social distraction and yielded positive and negative consequences.

B102
THE IMPACT OF BICULTURAL IDENTITY INTEGRATION ON THE IMPLICIT PREJUDICE OF ASIAN AMERICANS

Yu-Wei Hsu¹, Robert Livingston¹

¹*Northwestern University*

This study examined how cultural cues and bicultural identity integration (BII) influenced the implicit attitudes of biculturals. We found that high BII individuals showed significantly greater favoritism toward Asians when exposed to Asian primes versus American primes. In contrast, low BII individuals showed a reversed trend on their implicit attitudes.

B103
THE “NOT-SO-WISE” LATINA: ASSOCIATIONS BETWEEN ETHNICITY, SEX ROLE AND ETHNIC BIAS WITH SPONTANEOUS STEREOTYPE PRODUCTION FOR MEXICAN AMERICAN AND WHITE WOMEN

Libier Isas¹, Cynthia Willis-Esqueda¹

¹*University of Nebraska-Lincoln*

Latino/as and Whites (N = 152) provided stereotypes for Mexican American (MAW) and White (WW) women, sex-roles, and Mexican American attitudes. Results indicated Whites gave more negative responses for MAW and positive and competency responses for WW. Attitudes about sex-roles and Mexican Americans influenced notions about MAW and WW.

B104
THE FRIENDS WE KEEP: IMPLICIT BIAS AS A PREDICTOR OF EXTENDED CONTACT

Drew Jacoby-Senghor¹, Stacey Sinclair¹, Colin Smith²

¹*Princeton University*; ²*University of Florida*

When rating Whites paired with Black friends, White participants' implicit Black bias predicted evaluations, which in turn was mediated by perceived similarity in worldview between participants and the White targets. Additionally, ecological evidence was found for the role of implicit bias in predicting participants' extended contact with Blacks.

B105
BLACK DEFENDANTS INCREASE MOCK JURORS' SUPPORT FOR THE DEATH PENALTY AND CAPITAL CASE ELIGIBILITY

Rik D. Jeffery¹, Katherine Spencer¹, Jack Glaser¹

¹*SPSP*; ²*spsp*

Subjects who were randomly assigned to evaluate defendants with Black-sounding names showed significantly more support for the death penalty than those assigned defendants with White-sounding names. Subjects evaluating Black defendants were more likely to be death qualified than subjects evaluating Black Defendants.

B106
RACE AND THE SELF-VALIDATION HYPOTHESIS

India R. Johnson¹, Richard E. Petty²

¹*Elon University*; ²*The Ohio State University*

We examine self-validation when evaluating White vs. Black job candidates. Consistent with previous research, for the White candidate nodding enhanced persuasion, and shaking undermined it. For the Black candidate, we found that shaking enhanced persuasion relative to nodding, and that this effect was driven by those high in implicit prejudice.

B107
DIVERGENT EFFECTS OF SOCIAL IDENTITY THREAT ON RISK-TAKING BEHAVIOR AMONG MEN AND WOMEN

Arunima Kapoor¹, Kaylie Tse¹, Leyla Bagheri¹, Sonia K. Kang¹, Nicola Lacetera¹, Mario Macis², Robert Slonim³

¹*University of Toronto*; ²*Johns Hopkins University*; ³*University of Sydney*

Following gender threat manipulations in which narratives about experiences of discrimination were coded for severity, men and women played a lottery with six pairs of increasingly risky options. As discrimination severity increased, women made less risky choices, while there was a trend for men to make more risky choices.

B108
THE CHANGE WE BELIEVE IN: CHANGE/STABILITY STEREOTYPES OF BLACK AND WHITE POLITICAL CANDIDATES

Jarrold T. Kelly¹, Elizabeth R. Brown², Amanda B. Diekman³, Monica C. Schneider³

¹*University of Pittsburgh*; ²*Montana State University*; ³*Miami University*

The 2008 presidential election hinged upon the theme of change. Underrepresented groups might be more associated with change; indeed, this has already been established for female leaders (Brown, Diekman, & Schneider, 2011). We investigated and found that Black political candidates, compared to White candidates, were associated with change versus stability.

B109
EXTENDED CONTACT THROUGH FILM: REDUCING PREJUDICE AGAINST GAY MEN

Andreana C. Kenrick¹, Elizabeth L. Paluck¹

¹*Princeton University*

We tested whether people could experience extended contact through a felt friendship with an ingroup film character. Inducing feelings of friendship with a heterosexual male character yielded feelings of overlap and similarity to him/ps

B110
MAKING AN EFFORT: 1/F NOISE IN A RACIAL BIAS TASK CORRELATES WITH EXECUTIVE FUNCTION AND MOTIVATION TO CONTROL PREJUDICE

Geoffrey T. Kerr¹, Lee J. Altamirano¹, Naomi P. Friedman¹, Akira Miyake¹, Joshua Correll^{1,2}, Bruce D. Bartholow³, Tiffany A. Ito¹

¹*University of Colorado Boulder*; ²*University of Chicago*; ³*University of Missouri*

1/f noise is a nonrandom variation in reaction times associated with effort. Greater executive function ability and greater external motivation to control prejudice were both associated with less 1/f noise on a racial bias task. In addition, reduced 1/f noise was associated with more bias on subsequent racial bias tasks.

B111
ROLE-PLAYING RACES: SHOOTER BIAS IS MODERATED BY THE ASSUMED RACE OF POLICE OFFICER BEING PLAYED

Hyun Jung Kim¹, Sang Hee Park¹

¹*CHUNGBUK NATIONAL UNIVERSITY*

Participants played the role of a Black or White police officer and made quick decisions whether to shoot Black/White armed/unarmed targets on screen (Shooter Task: Correll et al., 2002). Those in the Black police officer condition showed less racial bias, indicating that beliefs about others' stereotypes can influence spontaneous discriminatory behavior.

B112
IDENTIFICATION WITH WOMEN AS A PREDICTOR OF AFFECTIVE REACTIONS TO SEXIST HUMOR

Annie O. Kochersberger¹, Thomas E. Ford², Julie A. Woodzicka³

¹*University of California, Davis*; ²*Western Carolina University*; ³*Washington and Lee University*

The present research examined variables influencing perceptions of sexist humor. We found identification with women was a predictor of women's affective reactions to sexist humor when controlling for sexist

attitudes, but not men's, and that identification with feminists caused both women and men to react more negatively to feminist jokes.

B113**IMPLICIT BEHAVIORAL CONFIRMATION IN JOB INTERVIEWS: MALE RECRUITERS' IMPLICIT GENDER STEREOTYPES (BUT NOT ATTITUDES) DECREASE PERFORMANCE SELF-EVALUATIONS OF FEMALE APPLICANTS**

Ioana M. Latu¹, Marianne Schmid Mast¹, Tracie L. Stewart²

¹University of Neuchâtel; ²University of Mississippi

Male recruiters' implicit competence stereotypes of women predicted female applicants' self-evaluated performance following a mock job interview. The more male recruiters implicitly associated women with incompetence, the less competent the female candidate evaluated herself. Female recruiters' implicit stereotypes of women did not produce behavioral confirmation effects.

B114**DOES OUTGROUP BIAS FUNCTION TO MEET SELF-ESTEEM NEEDS?: A META-ANALYSIS**

Valerie L. Laws¹, Luis M. Rivera¹

¹Rutgers, the State University of New Jersey, Newark

A meta-analysis of 58 effect sizes that measured self-esteem and outgroup bias (independent of ingroup evaluations) supported a self-protection hypothesis – low self-esteem individuals express greater outgroup bias than high self-esteem individuals (r mean = $-.140$ [$-.155$, $-.125$]). This effect was moderated by self-esteem type, group status, and other psychological and methodological factors.

B115**BIOLOGICAL EXPLANATIONS FOR PSYCHOPATHOLOGY REDUCE EMPATHY AMONG MENTAL-HEALTH CLINICIANS**

Matthew S. Lebowitz¹, Woo-kyoung Ahn¹

¹Yale University

Mental-health clinicians read vignettes describing fictitious patients whose symptoms had either biological or psychosocial causes. Across disorders, clinicians presented with the biological explanation showed significantly less empathy (considered the bedrock of therapeutic alliances) toward the patient. Considering the increasing prevalence of biological understandings of psychopathology, this finding is particularly alarming.

B116**PERCEPTIONS OF CRIME IN THE MEDIA: DO STEREOTYPES DIFFER AMONGST ETHNICITIES?**

Melinee A. Ledbetter¹, Carolyn B. Murray¹

¹University of California, Riverside

Negative stereotypes about minorities and crime are deeply entrenched in society. This study examines whether stereotypical associations of Blacks and criminal behavior are congruently internalized in ethnic groups. Participants' ($N=280$) responses to a Black or White suspect in a violent crime scenario were examined and results supported all predictions.

B117**EFFECTS OF STEREOTYPE CONTENT ON INTERGROUP COOPERATION**

Yan-mei Li¹, Cheng-xi Zhai^{1,2}

¹Institute of Psychology, Chinese Academy of Sciences; ²Graduate University of Chinese Academy of Sciences

Two studies investigated how the content of stereotypes associated with intergroup cooperation. Both studies showed that the warmth dimension predicted intergroup cooperation and the competence dimension set a boundary for this effect, more specifically, high-warmth stereotypes only facilitated intergroup cooperation when competence of these stereotypes was low.

B118**CONTEXTUAL EFFECTS ON CHILDREN'S IMPLICIT ATTITUDES**

Corey Lipman¹, Jennifer Steele¹, Amanda Williams¹

¹York University

In this study we examined the contextual variability of children's implicit racial biases. Children ($N=135$) demonstrated a pro-White bias on an IAT when smiling Black and neutral White targets were categorized by race, but this bias was completely reversed when the same targets were categorized by emotional expression.

B119**"SHOULD I OR SHOULDN'T I TAKE COLLECTIVE ACTION?": BEHAVING (IN)CONSISTENTLY WITH PREFERRED SELF-ESTEEM DEFENSE STRATEGY**

Stephanie G. Luca¹, Joseph Hayes², Mindi D. Foster¹

¹Wilfrid Laurier University; ²Colby College

In response to discrimination, self-esteem can be defended by taking collective action or by denying discrimination exists. We examined behavior that that was (in)consistent with individuals' preferred defensive self-esteem strategies and its effects on psychological well-being. Our results were consistent with regulatory focus and fit theories.

B120**POST-RACIAL AMERICA? RECIPROCAL RELATIONS BETWEEN RACIAL AND NON-RACIAL POLITICAL ATTITUDES UNDER THE OBAMA ADMINISTRATION**

Kristjen B. Lundberg¹, B. Keith. Payne¹, Josh Pasek², Jon A. Krosnick³

¹University of North Carolina at Chapel Hill; ²University of Michigan; ³Stanford University

How are perceptions of President Obama and his handling of important issues related to racial attitudes? Evidence suggests a complex interplay where prejudice colors views of the Obama presidency and the state of the nation; racial attitudes, however, are simultaneously influenced by evaluations of the president's performance.

B121**PLEASE LAY YOUR CARDS ON THE TABLE: AUTHORITARIANS REACT POSITIVELY TO DISCOVERING A POTENTIAL FRIEND'S HOMOSEXUALITY IF DISCLOSED EARLY (VS. LATE)**

Cara C. MacInnis¹, Hodson Gordon¹

¹Brock University

The timing of outgroup membership disclosure in cross-group friendships was experimentally examined. Heterosexuals learned of a new potential friend's homosexuality before or after an (ostensible) online interaction. Authoritarians learning of the friend's homosexuality early (vs. late) reported more positive attitudes toward the friend and homosexuals generally. Mediating variables are discussed.

B122**DEHUMANIZATION OF THE YOUNG AND ELDERLY: "HUMANITY" GAINED AND LOST**

Mary H. MacLean¹, Cara C. MacInnis¹, Gordon Hodson¹

¹Brock University, St. Catharines, Canada

We examined dehumanization of age groups across the lifespan. Young and elderly age groups were attributed less humanness than adolescent and adult age groups. Effects differed somewhat for uniquely human versus human nature characteristics. Perception of humanness does not vary only by social group (e.g., ethnicity) but also by age.

B123**EMOTIONAL REACTIONS TO NON-EGALITARIAN PAYMENT IN STRATIFIED SOCIETIES**

Angela Maitner¹

¹American University of Sharjah

When people expect ethnicity to influence salary, endorsing meritocracy beliefs may increase resilience or vulnerability depending on the amount of mobility perceived within the system. When

individuals perceived an opportunity for advancement, endorsement of meritocracy beliefs decreased anger responses; however, when no opportunity for advancement existed, meritocracy beliefs increased shame.

B124**KILLING TWO BIRDS WITH ONE STONE: CAN A RACIAL CONFRONTATION ALSO REDUCE BIAS TOWARD OTHER MINORITY GROUPS?**Aimee Mark¹¹*University of Southern Indiana*

The current experiment examines whether a confrontation concerning racism (against African Americans) can also reduce others' bias toward other minority group members. Participants interacted with either a White or Black partner and were either confronted or not. Findings suggest that racial confrontations can positively affect one's attitudes toward Muslims.

B125**DEHUMANIZATION, EMOTIONS AND BEHAVIORAL TENDENCIES**Rocío Martínez¹, Rosa Rodríguez-Bailón¹, Miguel Moya¹, Tendayi Viki²¹*University of Granada*; ²*University of Kent*

The present research showed how animalistic and mechanistic dehumanization impact on behavioural intentions, negative emotions, and interpersonal closeness towards different groups. It also highlights the importance of intergroup anxiety as mediator between the dehumanization and both the behavioural tendencies and interpersonal closeness towards dehumanized others.

B126**IMPLICIT AND EXPLICIT AGEISM AMONG MIDDLE-AGED PEOPLE IN JAPAN**Masumi Takeuchi¹, Kaori Karasawa¹¹*University of Tokyo*

This study attempted to clarify the implicit ageism among middle-aged people in Japan using the Implicit Association Test (IAT), and examining the differences in implicit and explicit ageism between different age groups and the association between traditional values and ageism.

B127**THE ROLE OF WEIGHT STIGMA IN PATIENTS' HEALTH CARE DECISIONS: PREJUDICE AGAINST OBESE HEALTH CARE PROVIDERS**Kimberly J. McClure Brenchley¹, Eileen V. Pitpitan², Diane M. Quinn³¹*St. John Fisher College*; ²*University of California, San Diego*; ³*University of Connecticut*

A series of experiments examined the role of weight stigma in patients' health care decisions. Participants viewed profiles of potential professionals. Overall, obese professionals were less likely to be selected, to have their advice taken, and were viewed as less legitimate than non-obese professionals. Implications for health care are discussed.

B128**POLICY AND PREJUDICE: ESTABLISHING A NEW SCALE OF PREJUDICE TOWARDS MEXICAN IMMIGRANTS**David McLean¹, Rachael Carroll¹, Andrew Novotny¹, Courtney Sparks¹, H Colleen Sinclair¹¹*Mississippi State*

The present study 1) established a reliable measure of prejudice towards Mexican Immigrants, 2) examined the relationship between prejudice toward Mexican immigrants and policy attitudes, 3) found the link between prejudice and policy attitudes were contingent upon wording (i.e., whether "Mexicans," "undocumented immigrants," or "illegal aliens" were the target group).

B129**BELIEF IN FREE WILL AND OUTGROUP BIAS**Meghan C. McLean¹, Jason A. Nier²¹*Rutgers University*; ²*Connecticut College*

Three studies were conducted to explore the relationship between belief in free will and racial bias. Results suggest that a perpetrator's race can automatically activate a deterministic or free will based perspective that can influence whether the offense is perceived as intentional.

B130**CONSEQUENCES OF PRACTICALITY IN HELPING NATURAL DISASTER VICTIMS: A COMPARISON OF THE 2011 JAPANESE TSUNAMI AND JOPLIN, MISSOURI TORNADO**Jessica L. McManus¹, Donte L. Bernard¹, Donald A. Saucier¹¹*Kansas State University, Manhattan KS*

In 2011, a tsunami in Japan and tornado in Joplin, Missouri created needs for help. Participants thought it was more practical to help in Joplin. Greater perceived practicality predicted giving money, items, and time in Joplin, but not Japan. Perceived practicality is introduced as an influential factor in helping decisions.

B131**WHEN A PICTURE ISN'T WORTH A THOUSAND WORDS: THE EFFECTS OF TWO TYPES OF IMPLICIT BIAS EDUCATION**Melissa McManus Scircle¹, Nilanjana Dasgupta¹, Linda R. Tropp¹¹*University of Massachusetts, Amherst*

The current study investigated the effects of two different types of implicit bias education messages (video vs. text) on individuals' emotions, behaviors, and attitudes. Results suggest that the way in which implicit bias education is presented may have important ramifications for individuals' emotional reactions and prejudiced behavior.

B132**ONLINE DATING IN LATER LIFE: RELATIONAL GOALS AND EXPECTATIONS**Josephine A. Menkin¹, Theodore F. Robles¹¹*University of California, Los Angeles*

Participants reported how much they thought an average young or old, male or female target would value different characteristics in a potential romantic partner. Participants expected older adults to value passionate love less than young adults, and to value companionate love (vs. passionate love) more than young adults.

B133**HOW PERCEIVED LAY THEORIES OF INSTRUCTORS IMPACT STUDENTS' EXPERIENCE AND OUTCOMES IN STEM CLASSROOMS**Lara D. Mercurio¹, Mary C. Murphy², Sabrina Zirkel³, Julie Garcia⁴¹*University of Illinois at Chicago*; ²*Indiana University*; ³*Mills College*;⁴*California Polytechnic State University, San Luis Obispo*

In an experience sampling study, college students experienced significantly more threat in STEM classrooms when they believed their instructor held a relatively fixed (vs. malleable) view of STEM abilities; this relationship was stronger for women than men. Furthermore, experience of threat was itself associated with significantly decreased classroom participation.

B134**PRIMED TO ADJUST: AN INVESTIGATION OF CHRONIC COLLECTIVIST SOCIAL TUNING**Satia A. Miller¹, Melissa H. Paris¹, Jeanine L. Skorinko¹, Janetta Lun²¹*Worcester Polytechnic Institute*; ²*University of Maryland*

Recent research on social tuning, the aligning of one's attitudes with others, suggests that this phenomenon which usually requires motivation, may also occur chronically in collectivist cultures. The present research asserts that the collectivistic tendency to adjust to others may be an underlying factor leading to chronic social tuning.

B135**SEEING THE THREAT IN THE AIR: MEASURING INDIVIDUAL DIFFERENCES IN THE PROPENSITY TO MAKE ATTRIBUTIONS TO PREJUDICE**Stuart S. Miller¹, Satoris S. Culbertson¹, Jericho M. Hockett¹, Donald A. Saucier¹¹*Kansas State University*

The propensity to make attributions to prejudice scale (PMAAPS) is designed to measure individual differences in seeing prejudice in others' behavior. In the current poster, we discuss the PMAAPS factor structure, reliability, and construct validity, as well as the measure's application for studying issues related to identifying prejudice.

B136**APPLYING MY PERSONAL STANDARDS TO YOU: INFERRING SEXISM FROM BEHAVIOR**Chelsea Mitamura¹, Patricia G. Devine¹¹*University of Wisconsin-Madison*

People may use the standards they set for themselves to evaluate the behavior and character of others. Our study demonstrates that people with personal standards to be nonsexist (high IMS people) need to evaluate fewer ambiguously sexist behaviors than low IMS people to conclude that an actor is sexist.

B137**STUDENTS' GOAL ENDORSEMENT PREDICTS PERCEIVED FIT IN STEM FIELDS**Amanda K. Montoya¹, Allison H. Master¹, Sapna Cheryan¹¹*University of Washington*

Endorsement of communal goals (greater among women than men) negatively predicted perceived fit in male-dominated STEM fields, like computer science, but positively predicted perceived fit in female-dominated STEM fields, like biology. Students' rating of fields showed a perception that female-dominated fields assist in achieving communal goals more than male-dominated fields.

B138**ASSESSING THE CONFRONTATION SITUATION: HOW NON-TARGETS AND TARGETS DIFFER**Aaron Moss¹, Leslie Ashburn-Nardo¹¹*Indiana University-Purdue University Indianapolis*

White and minority participants read a vignette about confrontation and responded to items measuring several factors. Findings suggest White participants miss opportunities to confront because they believe the situation isn't urgent, and minorities are more responsible and competent confronting than themselves, despite research suggesting White confronters may be particularly effective.

B139**'REASONABLE SUSPICIONS' AND THE 'TRUE' AMERICAN: CONSTRUCTIONS OF NATIONAL IDENTITY AND IMMIGRATION LEGISLATION**Sahana Mukherjee¹, Ludwin E. Molina¹, Glenn Adams¹¹*University of Kansas*

Across two studies, we find that support for tough immigration legislation reflects ethnocentric exclusion rather than identity-neutral enforcement of law. This pattern is most evident for those defining American identity in terms of assimilation to dominant, Anglo-centric cultural values (e.g., to be 'truly' American one must have knowledge of English).

B140**NECESSITY FOR MULTIPLE DISGUST MEASURES IN SEXUAL PREJUDICE RESEARCH**Steve M. Newell¹¹*University of Florida*

Recent research identifies disgust as a central component of attitudes toward gay men. However, individuals vary in their sensitivity to

disgust and attitudes toward gay men. Disgust sensitivity measures predict individual differences in these attitudes but the predictive ability of the scales vary depending on the dimension of attitude measured.

B141**COULD "STIGMA BUSTING" MESSAGES ABOUT MENTAL ILLNESS BACKFIRE?**Leonard S. Newman¹, Daria A. Bakina¹, Ying Tang¹¹*Syracuse University*

Participants read either a message emphasizing the uncontrollability and widespread nature of mental illness or a control version not emphasizing those ideas. Participants without strong Just World beliefs perceived the control message to be more personally relevant than those with such beliefs, but the standard stigma-busting message eliminated that difference.

B142**RECALIBRATING THE DYNAMICS OF PERSON PERCEPTION: SHIFTING PROTOTYPICAL THOUGHTS ABOUT SOCIAL TARGETS**Christelle T. Ngnoumen¹, Yufang S. Sun¹, Mahzarin R. Banaji¹¹*Harvard University*

Exposure to photographs of Africans, Caucasians, Chinese, Indians, homosexuals, and females re-calibrated participants' face spaces such that these groups started looking more desirable over time. The study sought to observe how this affects subsequent perceptions of the respective groups regarding various social dimensions (e.g., trustworthiness; competence) and implicit prejudice.

B143**AVERSIVE PREJUDICE AGAINST VETERANS: HIREABILITY, MENTAL HEALTH STEREOTYPE, WARMTH, AND COMPETENCE**S. Casey O'Donnell¹, Emily Chan¹, Jessica Copeland¹, Sarah Lukens¹¹*Colorado College*

Aversive prejudice against veterans emerges from the strong normative message to be grateful and admiring toward veterans and the contrasting portrayals of veterans as "at-risk" and "damaged." Three studies documented the stereotype's content, and how the out-group (people without military ties) but not the in-group exhibited aversive prejudice in hiring.

B144**ACTIVATION OF STEREOTYPES AND RESOURCE DEPLETION IN PREPARATION FOR INTER-IDEOLOGICAL INTERACTION**Irmak Olcaysoy Okten¹, Selahattin Adil. Saribay¹¹*Bogazici University*

Conservative and liberal Turkish university students were led to anticipate an interaction with an opposing-view other. Conservatives relied on negative stereotypes of opposing ideology more than liberals. As participants' outgroup and ingroup stereotypes became more accessible, they experienced less resource depletion, showing the energy-saving function of stereotypes in inter-ideological interactions.

B145**IS YOUR OPENING DOORS FOR ME HAZARDOUS TO MY HEALTH? BENEVOLENT SEXISM AND HEALTH EFFECTS**Elizabeth A. Pascoe¹¹*University of Northern Colorado*

This research investigated whether benevolent sexism is related to negative health outcomes. Participants completed an online survey assessing their endorsement of and experience with hostile and benevolent sexism, their current psychological and physical health, and their regular participation in health-related activities.

B146**MIND PERCEPTION AND GROUPS**Christina Pedram¹, Eric D. Knowles¹¹*University of California, Irvine*

Recent research suggests that attributing or denying mental states to other people may depend on perceived stereotypes of the target's group. This study explores the differences in how we perceive the minds of ingroup and outgroup members, and consequently in our moral judgments involving those individuals.

B147**THE PROTECTIVE ROLE OF JUSTIFICATIONS FOR THE SELF-ESTEEM OF PERPETRATORS OF DISCRIMINATORY BEHAVIORS**Cicero Roberto Pereira¹, Susana Lavado¹, Rui Costa-Lopes¹, Jose Luis Alvaro², Jorge Vala¹¹*University of Lisbon*; ²*Complutense University of Madrid*

Addressing the old (but understudied) issue of whether people need to legitimize their discriminatory behavior for self-presentation reasons, in two experiments we analyzed whether unjustified discrimination reduces the self-esteem of the perpetrator of discriminating behaviors.

B148**THE SPACES BETWEEN US: INCREASING ASSOCIATIONS BETWEEN THE SELF AND BLACKS WITH APPROACH BEHAVIOURS**Curtis Phillips¹, Kerry Kawakami¹¹*York University*

Three studies investigated the impact of training to approach outgroup social categories on self-outgroup merging. In all studies approach training increased self-outgroup merging compared to avoidance or neutral training. A fourth study examined the mediational role self-outgroup merging plays in reducing prejudice following approach training.

B149**THE MORAL FOUNDATIONS OF PREJUDICE: RELATING PURITY AND RELIGIOSITY TO PREJUDICE**Anna R.D. Pope¹, Ruth H. Warner¹¹*Saint Louis University*

This study investigated the effects of priming moral purity on discrimination towards a homosexual job applicant. Though applicant ratings did not depend on applicant sexuality or morality priming, moral foundation endorsement and religiosity predicted applicant ratings and prejudice scores. Implications are discussed for the study of moral foundations and prejudice.

B150**HIRING DISCRIMINATION: WHO CONFRONTS AND HOW DO THEY DO IT?**Jennifer S. Pratt-Hyatt¹, Isis H. Settles²¹*Northwest Missouri State University*; ²*Michigan State University*

Three studies aimed to identify predictors of discrimination confrontation. Participants completed a hiring task with a partner who made a racist/sexist hiring decision. Predictors of confronting behavior included participant race, state negative affect, Big Five traits, Just World Belief, and identification with one's own race and gender.

B151**I DON'T SEE RACE: AN INVESTIGATION OF THE PERCEPTIONS OF MULTICULTURAL AND COLORBLIND INDIVIDUALS**Corin Ramos¹, Stephanie Quezada¹, Scott Frankowski¹, Michael Zarate¹¹*University of Texas at El Paso*

Endorsement of colorblind ideology by participants predicted negative attitudes toward characters that endorsed multicultural ideology and positive attitudes toward those characters who endorsed colorblind ideology. Colorblind participants viewed multicultural characters as less honest, warm, similar to themselves, and more racist than colorblind characters.

B152**JUSTIFYING POLICE VIOLENCE AGAINST SOCIAL MINORITIES IN BRAZIL AND SPAIN**Ana Raquel Rosas Torres¹, Jose Luis Alvaro², Thiago Morais¹, Alicia Garrido², Leoncio Camino¹¹*Federal University of Paraiba*; ²*Complutense University of Madrid*

This study aimed at to investigate whether the acceptance of police violence is influenced by the victim's social and racial-ethnic background. 114 Brazilians and 207 Spanish university students took part in the study and overall, results showed that violence was much more accepted when the victim was a

B153**RACIAL AMBIVALENCE AND RESPONSES TO MESSAGES THAT VICTIMIZE THE MAJORITY**Shannon M. Rauch¹, Silvia Carvalho¹, Kate Zitelli¹, Katherine Hawkins², Mark Stambush³¹*Providence College*; ²*Harvard University*; ³*Muskingum University*

We hypothesized that messages that present the White majority as oppressed would be viewed positively, particularly by those with ambivalent racist attitudes. White participants completed racial ambivalence measures and were later exposed to various race-related messages. Favorability toward the victim message (but not the other messages) increased with racial ambivalence

B154**THE PARADOX OF IDENTITY PERFORMANCE IN RESPONSE TO STIGMA AND STEREOTYPING: HELP-SEEKING IN CEREBRAL PALSY**Stuart A. Read¹, Thomas A. Morton¹, Michelle K. Ryan¹¹*University of Exeter*

This research qualitatively investigated how stigma and stereotyping create an identity performance paradox for adults with cerebral palsy when help-seeking. Participants felt they had to perform their need for support when they did not fit the disability stereotype; but also felt concerned about the associated stigma of confirming this identity.

B155**IT'S NOT WHAT YOU SAY IT'S WHO YOU ARE: HOW COMMENT TYPE AND PERPETRATOR OF SEXIST COMMENTS AFFECT WOMEN**Abigail R. Riemer¹, Stephenie R. Chaudoir², Valerie A. Earnshaw³¹*Bradley University*; ²*College of the Holy Cross*; ³*Yale University*

We examined how women perceive sexist comments. Women imagined a scenario where a boyfriend, boss, or stranger said a hostile sexist, benevolent sexist, or objectifying comment. Hostile sexist comments were rated as sexist and uncomplimentary; however, when the perpetrator was a boyfriend, no comments were rated as sexist or uncomplimentary.

B156**THE ROLE OF SOCIAL STATUS ON STEREOTYPE VULNERABILITY: GENDER AND HEIGHT TWO IDENTITIES HAVING GREATER INFLUENCE THAN IT SHOULD**David Rigaud¹, Vincent Pillaud¹, Alain Clémence¹¹*UNIL*

We assumed that social status, gender (Study 1 and 2) and height (Study 3), would influence stereotype vulnerability. We consistently found that low-status group was more affected – in congruence with stereotype's valence – as compared to the high-status group. Thus, considering social status could be interesting to better understand stereotype vulnerability.

B157**WHITES CROSS-RACE FRIENDSHIPS (BUT NOT BEHAVIOR) PREDICT RACIAL ATTITUDES**John M. Rohrbach¹, Rebecca S. Bigler¹¹*University of Texas at Austin*

Are Whites' social networks or behavior in cross-race interactions indicative of their racial attitudes? We tested the utility of Whites'

behavior in cross-race interactions and the diversity of their social network for predicting racial attitudes. Results indicated that the diversity of Whites' social networks—rather than behavior during cross-race interactions—predicted Whites' racial attitudes.

B158**WOMEN AS A SOCIAL MINORITY: STATUS OVERRIDES BASE RATES IN PERCEPTIONS OF "OTHER"**Liz Scharnetzki¹, Curtis Shelton¹, Jordan Seliger¹, Avi Ben-Zeev¹¹*San Francisco State University*

The question of whether women are perceived as a social minority despite women's approximately equal numerical representation; a possible conflation between status and base rates, has been surprisingly understudied. We report data to that effect, including people's tendency to perceive common gender-neutral English nouns as significantly more male than female.

B159**DECONSTRUCTING THE FUNNY FAT GIRL: EXPLORING COMPENSATORY STRATEGIES IN RESPONSE TO WEIGHT STIGMA**Maggie G. Schauer¹, Jill Allen¹, Sarah J. Gervais¹¹*University of Nebraska-Lincoln*

To combat the negative consequences and discrimination that often accompanies weight stigma, many obese women engage in compensatory behaviors such as presenting themselves as more sociable or likable. We found that the effects of optimal distinctiveness on compensatory behaviors depended on weight-based rejection sensitivity for socially excluded women.

B160**INTERGROUP CONTACT ON FACEBOOK: INVESTIGATING A NOVEL SOCIAL ENVIRONMENT**Anne K. Schwab¹, Tobias Greitemeyer¹¹*University of Innsbruck, Austria*

A correlational study has been conducted to test the assumption that having outgroup members as friends on Facebook will result in less intergroup prejudice. Revealing a negative relationship moderated by intimacy, results supported the hypothesis. Further investigations to confirm our findings experimentally are being outlined.

B161**EFFECTS OF HAPTIC TEMPERATURE EXPERIENCES ON SOCIAL COGNITION AND BIAS**Kay L. Schwader¹, Shane Schweitzer², John A. Bargh¹, John F. Dovidio¹¹*Yale University*; ²*University of Maryland, College Park*

Warm primes and cold primes (as compared to no prime) significantly increased participants' explicit attitude ratings of and reaction times (of approach-avoidance) toward social groups. These findings suggest that physical temperature experiences heighten preparedness to engage in social cognition. Moreover, temperature-priming effects may be more nuanced than previously thought.

B162**REDUCING PREJUDICE WITH LABELS: SHARED GROUP MEMBERSHIPS ATTENUATE IMPLICIT BIAS**W. Anthony Scroggins¹, Diane M. Mackie¹¹*University of California, Santa Barbara*

Our previous research has shown that making a shared group membership salient attenuates implicit bias. The current study was designed to investigate why this occurs. Results showed that attributing ingroup membership reduces implicit bias because Blacks sharing an ingroup membership (i.e. Black UCSB students) are seen more positively than Blacks.

B163**PREJUDICE IN JAPAN: COMPARING EXPLICIT AND IMPLICIT METHODS**Miriam Seel^{1,2}, Sarah Teige-Mocigemba²¹*Nagoya University*; ²*University of Freiburg*

In a Japanese sample (N = 85), prejudice towards Koreans was assessed using several indirect measures (i.e., the IAT and a new variant of the AMP) and direct measures. Results revealed evidence for prejudice in indirect measures, but not in direct measures. We discuss implications and limitations of the results.

B164**STEREOTYPE THREAT, MENTAL ARITHMETIC, AND THE MERE EFFORT ACCOUNT**Allison E. Seitchik¹, Stephen G. Harkins¹¹*Northeastern University*

Mere Effort argues that stereotype threat motivates stigmatized participants to perform well, which potentiates the prepotent response. Consistent with this account, when the prepotent response to horizontal mental subtraction problems was compatible with a manipulation of direction of digit-entry, threatened females' performance was facilitated, but when inconsistent, it was debilitated.

B165**EVALUATING THE CONTRIBUTIONS OF MEMBERS OF MIXED-SEX WORK TEAMS: RACE AND GENDER MATTER**Amanda K. Sesko¹, Monica Biernat²¹*University of Alaska Southeast*; ²*University of Kansas*

Participants read about a pair of employees assigned to work together on a "masculine" task on which they succeeded (Study-1) or failed (Study-2). Mixed-sex teams included White pairs, Black pairs, or mixed race pairs. In both studies, pro-male gender bias was evident only in the White male-White female work pair.

B166**FOSTERING DIVERSE FRIENDSHIPS: THE ROLE OF NEIGHBORHOOD DIVERSITY AND BELIEFS ABOUT THE VALUE OF DIVERSITY**Monica A. Setaruddin¹, Lauren S. Springer¹, Carla Thé¹, Simonetta Gramolini¹, Angela J. Bahns¹¹*Wellesley College*

In two field studies, we investigated how neighborhood diversity and beliefs about the value of diversity affect attitudinal similarity within friendship dyads. Friends were more similar in racially and politically diverse boroughs of NYC and friends were less similar in Boston neighborhoods that placed high value on diversity.

B167**STIGMA AND CERVICAL CANCER**Melissa A. Shepherd¹, Mary A. Gerend¹¹*Florida State University*

People who know that human papillomavirus (HPV)—a sexually transmitted infection—causes cervical cancer are more likely to stigmatize women with cervical cancer. Participants who read about a patient with cervical cancer caused by HPV rated her as dirty, dishonest, and unwise and felt morally disgusted, "grossed out," and unsympathetic.

B168**THE DUAL PROCESS MODEL OF IDEOLOGY AND PREJUDICE: A LONGITUDINAL TEST DURING A GLOBAL RECESSION**Chris G. Sibley¹, John Duckitt¹¹*University of Auckland*

This study tested the complete set of predicted (and non-predicted) pathways between personality, social worldviews and ideology proposed by Dual Process Model of ideology and prejudice in 2008 and 2009. This study provides the most comprehensive longitudinal test of the model to date. Results supported the key predicted paths.

B169**CONFRONTING SEXISM VERSUS CONFRONTING RACISM: DO BOTH STRATEGIES REDUCE PREJUDICE?**Stefanie Simon¹, Henrietta Matheson¹, Datonye Charles¹, Laurie T. O'Brien¹
¹*Tulane University*

The present research examined how perpetrators respond to confrontations of sexism (Study 1) and racism (Study 2). Both types of confrontations led participants to report greater threat, lower self-esteem, and less liking for the confronter. However, confronting racism led to a reduction in prejudice, whereas confronting sexism did not.

B170**IS TEXT MESSAGING FUELING H8?**Lisa Sinclair¹, Ro Mills¹
¹*University of Winnipeg*

The impact of text messaging on prejudice was investigated. Experimental participants answered questions with the experimenter either verbally or by texting. Control participants did not answer questions. All participants then completed an evaluation thermometer to measure prejudice. Participants who texted had higher prejudice scores compared with the other two groups.

B171**MASQUERADING AS PRAISE: THE NEGATIVE ECHO OF POSITIVE STEREOTYPES**John Oliver Siy¹, Sapna Cheryan¹
¹*University of Washington*

Asian Americans and women who heard a positive stereotype stated by an outgroup member were more likely to believe the outgroup member held negative stereotypical views about them than those who did not. Positive stereotypes may thus be threatening because they convey to targets negative stereotypes are not far behind.

B172**AMBIVALENT SEXISM AND ATTITUDES TOWARD FEMALE DRIVERS**Allison L. Skinner¹, Margaret C. Stevenson²
¹*University of Nebraska-Lincoln*; ²*University of Evansville*

We investigated the relationship between ambivalent sexism and perceptions of female drivers involved in civil automobile accident trials. As expected, we found that responsibility attributed to the female defendant was moderated by hostile sexism under competitive driving conditions and benevolent sexism under dangerous icy road conditions.

B173**PERCEPTIONS OF PREJUDICE AND EMOTIONAL RESPONSES IN GROUP INTERACTIONS**Samantha H. Snyder¹, Jennifer Walsh¹, Ashley B. Allen¹
¹*University of North Florida*

Interactions with strangers can be distressing particularly when either party believes that there is prejudice involved. After imagining a scenario, participants revealed more negative emotions and temptations when they felt they were the targets of prejudice, while those concerned with appearing prejudiced experienced more positive emotions and prosocial temptations.

B174**IDEOLOGY, PREJUDICE, AND PRESERVATION OF THE STATUS QUO: AN EXAMINATION OF UNDERGRADUATE STUDENTS' AMBIVALENCE ABOUT DIVERSITY INITIATIVES IN HIGHER EDUCATION**Tammy L. Sonnentag¹, Stuart S. Miller¹, Donald A. Saucier¹
¹*Kansas State University*

We examined undergraduates' support for university diversity initiatives. Students' ideologies, beliefs, and motivations combined to predict their support for diversity programming (Study 1). Students' generally expressed support for egalitarian values, while simultaneously tending to trivialize diversity initiatives, advocate racial colorblindness, and appeal to principles of fairness and individualism (Study 2).

B175**MIND THE PAY GAP: FEMALE MANAGERS ARE PENALIZED FOR LEADING WOMEN**Kerry E. Spalding¹, Cheryl R. Kaiser¹
¹*University of Washington*

Are female managers penalized for leading other women? When reviewing a male or female manager who was a candidate for promotion in a male-dominated field, male but not female participants suggested lower salaries for female managers who led other women. Male managers were not penalized.

B176**SEXISM AND "SISTER-SCHOOLS": DIFFERENCES IN PERCEIVED WARMTH AND COMPETENCE**Bettina Spencer¹, Carla Leal¹
¹*Saint Mary's College, Notre Dame*

Participants from a mixed-sex college and a women's college read about a student at one of the colleges and completed measures of perceived warmth/competence and benevolent/hostile sexism. An interaction effect between college attended and condition demonstrated that mixed-sex college participants rated the women's college student as lower in competence.

B177**QUAD MODEL ANALYSIS OF IMPLICIT MOTIVATION TO CONTROL PREJUDICE**Katherine B. Spencer¹, Jeffrey W. Sherman², Jack Glaser¹
¹*University of California, Berkeley*; ²*University of California, Davis*

Individuals with high levels of implicit motivation to control prejudice (IMCP) show less implicit bias than those without. The quadruple model of implicit task performance (Quad model) was used to examine this difference. Comparisons between Quad model component correlates of IMCP and other motivational constructs are discussed.

B178**WHEN AN EDUCATED BLACK MALE IS REMEMBERED AS "WHITER": BEHAVIORAL AND ERP DATA UNCOVER A SKIN TONE MEMORY BIAS**Eric D. Splan¹, Tara C. Dennehy², Robin I. Goodrich³, Sierra P. Niblett¹, Mark W. Geisler¹, Avi Ben-Zeev¹
¹*San Francisco State University*; ²*University of Massachusetts, Amherst*; ³*University of California, Davis*

We offer evidence for the existence of a skin tone memory bias. Participants were primed subliminally, with a counter-stereotypic/stereotypic word followed by a Black male face. A memory recognition task for target and lures (lighter/darker variations) showed that the counter-stereotypic prime elicited more memory errors with respect to lighter lures.

B179**REDUCING PREJUDICE TOWARD STIGMATIZED GROUPS VIA MENTAL IMAGERY: IMAGINED CONTACT VERSUS PERSPECTIVE-TAKING**Sofia Stathi¹
¹*University of Greenwich*

Negative perceptions of stigmatized groups are associated with severe problems for individuals and for the positive development of societies. We provide evidence that prejudice-reduction techniques based on mental imagery (specifically, imagined contact and perspective taking) can help improve attitudes toward stigmatized groups, via affective and cognitive routes.

B180**EFFECTS AND MECHANISMS OF EXPOSURE TO ALCOHOL-RELATED CUES ON RACIAL PREJUDICE**Elena V. Stepanova¹
¹*Florida Gulf Coast University*

Participants previously primed with alcohol-related (but not neutral) images showed greater facilitation in a lexical decision task for negatively valenced targets than for positively valenced targets when

preceded by the "BLACK" primes. Exposure to alcohol-related primes increases racial biases and operates through affective, generalized racial prejudice rather than stereotypic prejudice.

B181**IMPLICIT INDICES OF EXPLICIT STIGMA: APPROACH-AVOIDANCE AND SOCIAL DISTANCE FROM INDIVIDUALS WITH SCHIZOPHRENIA**

Ryan M. Stoller¹, William Stewart¹, Kimberly E. Kaye¹, Melody S. Sadler¹

¹*San Diego State University*

Approach and avoidance reaction times towards mentally healthy and schizophrenic targets were compared. While a fear induction had no effect, participants were faster to avoid schizophrenic targets; no approach difference was found. The avoidance difference was marginally correlated with explicit social distance, suggesting an embodied component of such bias.

B182**IMPLICIT STEREOTYPING OF HISPANIC PATIENTS: NONCONSCIOUS EXPECTATIONS FOR MEDICAL NONCOMPLIANCE AND RISKY HEALTH BEHAVIOR**

Jeff Stone¹, Meghan G. Bean¹, Gordon B. Moskowitz², Terry Badger¹, Elizabeth S. Focella¹

¹*University of Arizona*; ²*Lehigh University*

Hispanic Americans face disparities in health outcomes compared with Whites. This research found that medical and nursing students explicitly report negative stereotypes about Hispanic patients related to medical noncompliance and risky health behaviors. Further, these stereotypes can be activated outside of conscious awareness upon exposure to Hispanic individuals.

B183**"THAT'S SO GAY": EFFECTS OF EXPOSURE TO GAY JOKES, STATEMENTS, AND METAPHORS ON THE EXPRESSION OF SEXUAL PREJUDICE**

Megan L. Strain¹, Donald A. Saucier¹

¹*Kansas State University*

Humor may provide a cover for prejudice. Testing prejudiced norm theory (Ford & Ferguson, 2004), participants read gay or neutral jokes, statements, or metaphors, and petitions to fund a GLBT speaker. Individuals exposed to gay metaphors were less likely to sign petitions, indicating these metaphors activated non-serious mindsets, increasing discrimination.

B184**AWE'S EFFECTS ON PERCEPTIONS OF OTHERS**

Daniel C. Strassburger¹, Megan C. Haggard¹, Megan J. Shen², Wade C. Rowatt¹

¹*Baylor*; ²*Mount Sinai School of Medicine*

Prior research suggests that participants who experience awe become less self-focused and become more focused toward things on a grander scale. This shift from focusing on the self toward focusing on others could be an important link in the continued efforts to understand perceptions of others.

B185**SHARED STEREOTYPES AND THE SHIFTING STANDARDS PHENOMENON**

Yuri SUH^{1,2}, Minoru KARASAWA¹

¹*Nagoya University*; ²*Japan Society for the Promotion of Science*

When people judge someone, they shift evaluative standards based on stereotypes of the target person. However, this phenomenon should only occur when stereotypes are shared. We found evidence for the shifting standards phenomenon when common ground for stereotypes existed between a sender and recipient.

B186**RESPONDING TO A MICROAGGRESSION RAISES STATE SELF-ESTEEM OF LGBT INDIVIDUALS**

Rachel Sumner¹, Anthony Burrow¹

¹*Cornell University*

LGBT participants read three essays, one containing a negative comment about LGBT groups. Participants were randomly assigned to one of three response conditions. Those who responded anonymously to the offensive essay had significantly higher state self-esteem than those in the identified response condition who responded to that essay.

B187**"DON'T SEE ME AS GAY!" THE EFFECT OF AMBIGUITY OF THE MALE HOMOSEXUAL CATEGORY ON HETEROSEXUAL ATTITUDE TOWARD GAY MEN**

Mahiro Tasaka¹, Minoru Karasawa¹

¹*Nagoya University*

The present study examined whether ambiguity of male homosexual category can be a cause of prejudice against "Gay." The results confirmed that prejudice against gay was enhanced when male homosexual category was depicted as alterable and invisible. Interventional implications to reduce prejudice toward gay are discussed.

B188**QUEER FEAR: THE ROLE OF PERCEIVED THREAT AND COGNITIONS IN EMOTIONAL RESPONSES TOWARD LESBIAN, GAY, AND BISEXUAL INDIVIDUALS**

Stacy A. Teeters¹, Allison A. Vaughn¹, Adam J. Beavers¹, William G. Stewart¹

¹*San Diego State University*

The goal of this research was to test how personal variables, cognitions, perceived threats, and emotional responses toward LGB individuals were related. Results indicated that personal variables and cognitions alone did not predict emotional responses. However, they did predict perceived threat, which in turn, predicted emotional responses toward LGB individuals.

B189**STEREOTYPE VALIDATION: THE EFFECTS OF ACTIVATING GROUP STEREOTYPES AFTER INTELLECTUAL PERFORMANCE**

Kelsey Thiem¹, Jason K. Clark¹, Jillian O'Rourke¹

¹*University of Iowa*

This study examined the effects of post-performance stereotype activation. After completing math problems, the accessibility of gender stereotypes was manipulated among female participants. Results showed that gender-salience increased participants' certainty toward negative evaluations of their own performance. Furthermore, this validation triggered by stereotypes was associated with decreased math-related ability beliefs.

B190**PERSISTENCE IN A COGNITIVE TASK: HOW RACE INTERACTS WITH SOCIOECONOMIC STATUS**

Melissa K. Thompson¹, Kayleigh S. Coleman¹, Precious G. Sanders¹, Deidra B. Shewbart¹, Bulent Turan¹

¹*University of Alabama at Birmingham*

Members of stereotyped groups may have a tendency to disengage from stereotype-relevant challenging tasks. Participants completed cognitive tasks in front of critical evaluators. Perceived SES and self-esteem interacted with race to predict persistence: The lowest levels of persistence were reported by blacks also low in perceived SES or in self-esteem.

B191**FACE FIRST: RACIAL STEREOTYPICALITY AFFECTS EARLY NEURAL ATTENTION TO BLACK AND WHITE FACES**Thomas P. Tibbett¹, Julie Kittel², Cheryl Dickter²¹Texas A&M University; ²The College of William and Mary

Participants viewed racially ambiguous faces differing by skin tone and stereotypical facial structure. Early attentional event-related brain potentials were sensitive to stereotypicality of the facial structure rather than skin tone of digitally-created faces, illuminating how the timecourse of attentional processing is affected by the structure of racially ambiguous faces.

B192**VERTICALITY AND FACIAL EXPRESSION PREDICT WARMTH AND ENVY**Caroline Tipler¹, Tara Van Bommel¹, Janet B. Ruscher¹¹Tulane University

An embodiment perspective on the Stereotype Content Model examined vertical position (status) and facial expression (warmth). Frowners high in participants' visual fields were seen as warm, while frowners low in the visual field were inferred to believe participants had received unfair advantages. Presumably, frowns of low status individuals signaled envy.

B193**FAITH IN INTUITION MODERATES THE EFFECTS OF POSITIVE AFFECT ON GENDER STEREOTYPING**Jason Trent¹, Laura A. King¹¹University of Missouri - Columbia

Whether a person's own faith in intuition (FI) would moderate positive affect's (PA's) effect on stereotyping was tested. After inducing mood, participants rated the likelihood of either a female or male (described exactly the same) to chose particular majors. PA led to stereotyping for only high FI participants, confirming predictions.

B194**A DEHUMANIZATION INFLUENCE ON THE MORALITY JUDGMENT OF AN ENVIRONMENTAL ISSUE**Saori Tsukamoto¹, Atsunobu Suzuki¹, Minoru Karasawa¹¹Nagoya University

One's attitude toward environmental issues can be influenced by exposures to media information. The present study illustrated that such information does not directly influence attitude but rather the effect is mediated by perceived "humanness" of the actors being depicted. Implications of dehumanization on attitude formation are discussed.

B195**DISENTANGLING THE ROLES OF INTERNALIZED STIGMA AND DEPRESSION IN WOMEN'S ENROLLMENT IN HIV CARE IN KENYA**Janet M. Turan¹, Bulent Turan¹, Maricianah Onono², Elizabeth A. Bukusi², Abigail Hatcher³, Craig R. Cohen³¹University of Alabama at Birmingham; ²Kenya Medical Research Institute;³University of California San Francisco

Is HIV-related stigma an important barrier to engagement in HIV care independent of depression? 165 pregnant HIV-positive Kenyan women were interviewed during pregnancy and after the birth. After adjusting for depression and other predictors, internalized stigma remained significantly associated with reduced enrollment into HIV care, while postnatal depression was not.

B196**PREJUDICE TOWARDS GYPSIES IN ANDALUSIA: OUTGROUP PROTOTYPICALITY AND COMMON IDENTITY**Ana Urbiola¹, Josefa Ruiz-Romero¹, Guillermo B. Willis¹, Miguel Moya¹¹Universidad de Granada, Spain

We examined the conditions in which the inclusion of Gypsy and non-Gypsy Andalusians in a superordinate category (Andalusians) could increase prejudice towards Gypsies. Results showed that when Andalusian identity was salient or when Gypsies were portrayed as

more prototypical of Andalusian group, non-Gypsies participants showed greater prejudice towards Gypsies.

B197**HIGHER VERTICAL POSITIONS STRENGTHEN IMPLICIT POSITIVE ASSOCIATIONS**Tara Van Bommel¹, Janet B. Ruscher¹¹Tulane University

Vertical positions attempted to influence typical ageist associations (i.e., young-is-good/old-is-bad). Participants gazed up, straight ahead, or down at a computer monitor while completing implicit and explicit ageist attitude measures. Gazing upward strengthened implicit associations to goodness regardless of age; gaze did not affect associations to badness or explicit attitudes.

B198**FOR BETTER OR WORSE? COMPETITION CAN IMPAIR PERFORMANCE BY EVOKING STEREOTYPE THREAT**Katie J. Van Loo¹, Robert J. Rydell¹, Boucher L. Kathryn¹¹Indiana University

We found evidence that competition can induce stereotype threat. Women primed with competition worried more about the "women are bad at math" stereotype and exhibited worse math performance than men; however, these gender differences did not obtain for women not primed with competition and women told the test was gender-fair.

B199**FAILURE AND SHIFTING STANDARDS: HOW FAILURE CAN POSITIVELY AFFECT SUBJECTIVE EVALUATIONS OF STEREOTYPED GROUP MEMBERS**Adrian J. Villicana¹, Michelle Fabros², Donna M. Garcia², Monica Biernat¹¹University of Kansas; ²California State University, San Bernardino

Using the shifting standard model, we investigated the positive influence failure has on subjective – but not objective – evaluations of stereotyped group members. After failing to prepare lunch, a father was rated higher in parenting traits relative to a mother yet was awarded less parental custody after a hypothetical divorce scenario.

B200**STEREOTYPE THREAT TRANSFERENCE: DOES MINORITY SEXUAL ORIENTATION INCREASE CONCERNS ABOUT NEGATIVE RACIAL STEREOTYPES?**Ryan M. Walker¹, Jonathan E. Cook¹, Rebecca Mohr¹, Valerie Purdie-Vaughns¹¹Columbia University

Data from a self-report measure of race-based stereotype threat were analyzed with a 3 (race) x 2 (sexual orientation) ANOVA. Results indicated main effects of race and sexual orientation but no interaction. Threat from sexual orientation appears to increase sensitivity to negative racial stereotypes, independent of one's own race.

B201**REDUCTION OF AUTOMATIC STEREOTYPING THROUGH SITUATIONAL ATTRIBUTION TRAINING IS ROBUST TO INDIVIDUAL DIFFERENCES IN SOCIAL DOMINANCE ORIENTATION AND TESTING DELAY**Seamus P. Walsh¹, Tracie L. Stewart¹, Ioana M. Latu²¹University of Mississippi; ²University of Neuchatel

Situational Attribution Training (SAT) – intensive training to "consider the situation" rather than make stereotypic judgments of behaviors – has been found to reduce automatic racial stereotyping. A new study found these effects persisted 24 hours after training. SAT effects were weaker, but still significant, for participants higher in Social Dominance Orientation.

B202**IF I NEED HELP, I WILL ASK FOR IT: CONSEQUENCES OF CONFRONTING PATRONIZING TREATMENT**Katie Wang¹, Arielle Silverman², Jason D. Gwinn², John F. Dovidio¹¹*Yale University*; ²*University of Colorado, Boulder*

Blind individuals were perceived as less warm and likeable when they confronted benevolently patronizing, rather than hostile, treatment. These findings highlighted the challenge that people with disabilities face as they navigate the balance between maintaining good interpersonal relationships with the nondisabled public and promoting social change.

B203**EFFECTIVE OUTGROUP ROLE MODELS: THE IMPACT OF ROLE MODEL GENDER AND COMPARISON RELEVANCE ON WOMEN'S MATH PERFORMANCE UNDER STEREOTYPE THREAT**Bradley M. Weisz¹, Emily S. Shaffer², David M. Marx¹¹*San Diego State University*; ²*Tulane University*

The current research found that under certain conditions male role models could be just as effective as female role models at protecting women's performance under stereotype threat. Additionally, these findings indicate that role models protect performance by allowing stereotype-threatened individuals to shift their focus away from their negatively stereotyped identity.

B204**INCLUDING OUTGROUPS IN THE SELF: THE ROLE OF TRAIT AGREEABLENESS AND SELF-DISCLOSURE**Keith M. Welker¹, Richard B. Slatcher¹, Arthur Aron²¹*Wayne State University*; ²*Stony Brook University*

The current research investigated the effects of cross-group contact, finding that actor trait agreeableness was a strong predictor of perceived outgroup closeness in cross-race, but not same-race dyads. Furthermore, in cross-race dyads, this effect was mediated by partners' self-disclosure. Implications for cross-group contact are discussed.

B205**THE SALIENCE OF WEIGHT: IMPACT OF CLASSROOM SEATING ON ACADEMIC PERFORMANCE & LEARNING GOALS**Joseph D. Wellman¹, Ellen E. Newell², Lauren M. Hawthorne², Shannon K. McCoy²¹*Wesleyan University*; ²*University of Maine*

The current research examines academic performance (GPA) and learning goals when overweight and average weight individuals are placed in fixed (weight salience) vs. non-fixed desks. Overweight individual were found to demonstrate poorer performance and report lower learning goals in fixed-desks. Implications for stereotype threat are discussed.

B206**WHITES' PERCEPTION OF RACIAL PROGRESS IS SELF-PROTECTIVE**Clara L. Wilkins¹, Michael Inkle¹, Katherine D. Schad¹¹*Wesleyan University*

White students reported lower levels of implicit self-worth after learning they lost a competition to a Black student. After making attributions for their loss, however, White Americans primed with racial progress at their university experienced a rebound in implicit self-worth compared to Whites in the control condition.

B207**THE POWER OF ONE: HOW A SINGLE PREJUDICED OR TOLERANT PERSON CAN AFFECT THE ENDORSEMENT OF SYMBOLIC PREJUDICE**William T. Cockrell¹, Christina Rhodes¹, H. Colleen . Sinclair¹¹*Mississippi State University*

We examined the power of social influence on a person's willingness to support discriminatory policies. Results indicated that participants in conditions with a single bigoted confederate cast more biased

votes than when with a biased group, but the presence of a single ally promoted rejecting discrimination across conditions.

B208**RACE SALIENCE MODERATE CHILDREN'S IMPLICIT RACIAL BIASES**Amanda Williams¹, Jennifer R. Steele¹¹*York University*

We examined whether individual differences in race salience moderates children's (N = 117; aged 5 to 12 years) implicit racial biases. We found support for this possibility; children high in race salience showed greater pro-White (versus Black) bias on a race ch-IAT than those low in race salience.

B209**IT HURTS TO STOOP: HOW STATUS AND RACE IMPACT THE COGNITIVE AND AFFECTIVE COSTS OF SEEKING HELP**Brooke A. Williams¹, Stuart S. Miller¹, Brandon A. Yohn¹, Paige A. Threlkeld¹, Donald A. Saucier¹¹*Kansas State University*

We examined how one's status and race affect psychological reactions to help seeking. College students imagined themselves in authority or subordinate positions relative to a Black or White potential helper. When the helper was Black, higher affective costs were anticipated if help was to be sought in the authority condition.

B210**TRACKING THE IMPACT OF EXPLICIT AND IMPLICIT STEREOTYPE THREAT: A PILOT STUDY**DeWayne P. Williams¹, Baldwin Way¹, Julian F. Thayer¹¹*The Ohio State University*

We examined the psychological differences between implicit and explicit stereotype threat (ST). Preliminary results revealed that minority participants scored higher on measures of stigma and discrimination following an implicit ST manipulation when compared to explicit and control groups – suggesting that prejudice ambiguity is a vital component of the ST puzzle.

B211**PREJUDICE TOWARDS ATHEISTS IN SPAIN**Guillermo B. Willis¹, Rocio V. Villena¹, Josefa Ruiz-Romero¹¹*Universidad de Granada, Spain.*

In two studies we examined the pervasiveness of prejudice towards atheists in Spain. Using a correlational (Study 1) and an experimental (Study 2) approach we found that non-atheists participants displayed greater prejudice towards atheists than against other discriminated minorities, and this was stronger when participants were high in religious identity.

B212**STIGMA, COPING, AND MENTAL HEALTH AMONG SURVIVORS OF RECENT RAPE IN SOUTH AFRICA**Lauren H. Wong¹, Gail E. Wyatt², Christine Dunkel Schetter²¹*UCSF*; ²*UCLA*

This study investigated the effect of self and public stigma on mental health among South African women (17-50 years) reporting rape within past 6 months (N=173). Higher self- and public stigma was related to both PTSD and depressive symptoms. Greater avoidance coping mediated the relationship between public stigma and PTSD.

B213**WOMEN IN STEM: DO SUCCESSFUL COUNTERSTEREOTYPIC EXEMPLARS HELP OR HARM?**Anna Woodcock¹¹*California State University, San Marcos*

Women are underrepresented in STEM. Female undergraduate STEM majors (N=128) were exposed to a series of women who had excelled in STEM careers -- presented as either superstars or average students. Both were perceived as inspirational, but had a detrimental effect on implicit math-gender stereotype activation and implicit math identity

B214**MEN'S LIKELIHOOD TO DISCRIMINATE AGAINST WOMEN BASED ON (DIS)APPROVAL OF SEXIST HUMOR**Julie A. Woodzicka¹, Thomas E. Ford², Abbie Caudill¹, Vanessa Ndege¹, Julia Prey¹¹Washington and Lee University; ²Western Carolina University

We examined men's likelihood to discriminate against women after watching humorous sexist or neutral videoclips with an approving or disapproving confederate. Participants watching sexist videos with an approving confederate gave significantly less money to a pro-women group than those with a disapproving confederate, no confederate, or those watching neutral clips.

B215**THE RELATIONSHIP BETWEEN THE FORMATION OF SUBTYPES AND PARADOXICAL EFFECTS IN STEREOTYPE SUPPRESSION**Mana Yamamoto¹, Takashi Oka¹¹Nihon University

We examined the possibility that the formation of subtypes led to less paradoxical effects in stereotype suppression. The results indicated that stereotype suppression led to paradoxical effects and that people who had formed subtypes had less stereotypical images about females than those who had not formed subtypes.

B216**THE ATTITUDES TOWARD TRANSGENDER SPECTRUM IDENTITIES SCALE (ATSIS): MEASURING GENDER BIAS AGAINST TRANS MEN, TRANS WOMEN, AND GENDERQUEER TARGETS**Cris P. Youssef¹, Charlotte Chuck Tate¹¹San Francisco State University

We developed a new scale to precisely examine prejudice toward transgender targets by asking separately about transgender men, transgender women, and genderqueer persons. Results showed a two-factor, 20-item scale with high internal reliability, convergent validity with transphobia and sexism measures, and divergent validity with self-experienced gender constructs (e.g., gender typicality).

B217**EFFECTS OF TARGET CONSTRUAL ON ACTIVATING CONFLICT AVOIDANCE AND POSITIVE GROUP TREATMENT MOTIVES AND INFLUENCING SOCIAL JUDGMENTS**Kevin L. Zabel¹, Michael A. Olson¹¹University of Tennessee

Two motivational orientations differentially led to automatic prejudice correction depending on target construal level. As hypothesized, in two studies utilizing impression formation tasks, automatic prejudice correction was predicted solely by conflict avoidance motives in individual-level construal contexts and by positive group treatment motives in category-level construal contexts.

B218**SOCIAL SUPPORT AND THE EMOTIONAL EFFECTS OF GENDER DISCRIMINATION**Carla A. Zimmerman¹, Donna M. Garcia²¹Texas A&M; ²California State University, San Bernardino

Following an experience of sexism, women rated their positive and negative affect, self-esteem, and social support from friends, family, and significant others. Results found higher levels of social support from a significant other only were correlated with higher positive affect and self-esteem, and negatively related to sadness and shame.

B219**PERCEPTIONS OF RACIAL CONFRONTATION: THE ROLE OF COLOR BLINDNESS AND AMBIGUITY**Linda X. Zou¹, Cheryl L. Dickter¹¹The College of William and Mary

An investigation of perceptions of a Black individual's confrontation of a White individual's prejudicial comment revealed that White

participants' perceptions of the Black confronter and the confrontation's reasonableness differed as a function of both individual racial color blind ideology and the ambiguity of the prejudicial comment.

Intergroup Relations**B220****LOOKING BEYOND THE IVORY TOWER: LONGITUDINAL EFFECTS OF COLLEGE ROOMMATE DIVERSITY ON POST-GRADUATE INTERETHNIC ATTITUDES**Jan Marie R. Alegre¹, J. Nicole Shelton¹, Joan S. Girus¹, Thomas J. Espenshade¹¹Princeton University

White and ethnic minority undergraduates (N=244) were surveyed about diversity-related experiences and attitudes upon starting college, during junior year, and two years post-graduation. Hierarchical regression analyses show that among students who have less diverse contact prior to college, freshman-year roommate diversity predicts improvements in interethnic attitudes two years after graduation.

B221**NOT ONLY SKIN DEEP: THE CONSEQUENCES OF ETHNIC BULLYING**Allyson A. Arana¹, Brandy M. Bundy¹, Samantha Steere¹, Priya Iyer¹, Maria Guarneri-White¹, Lauri A. Jensen-Campbell¹¹University of Texas, Arlington

This study examined possible ethnic differences in peer bullying. White, Black and Hispanic adolescents completed measures of victimization, health, and ethnic bullying. Victimization was related to health problems, which did not differ by ethnicity. Ethnic bullying predicted physical and psychological health problems, with Blacks reporting more than Whites or Hispanics.

B222**ETHNIC GROUP MEMBERSHIP INFLUENCES EMOTIONAL REACTIONS TO INFORMAL SOCIAL CONTROL**Armelle Nugier¹, Marlène Oppin¹, Chekroun Peggy²¹Clermont Université Blaise Pascal, France; ²Université Paris Ouest Nanterre La Défense, France

Research demonstrates that the perceived legitimacy of social control (e.g., reaction to deviance) based on the ethnic group membership of the social controller has profound effects on emotions and behaviors intended by the deviant.

B223**IT WAS BETTER THE WAY IT WAS: IDEOLOGICAL IMPLICATIONS OF NOSTALGIA FOR THE STATUS QUO**Matthew Baldwin¹, Chris Goode¹¹University of Kansas

We explored the functions of status quo nostalgia (SQN) – the longing for “the way things were”. We found that SQN is positively related to dominant ideologies and negatively related to progressive ones. Furthermore, SQN predicts feelings of personal control. However, these effects were moderated by perceptions of future economic success.

B224**REGULATORY FOCUS FRAMING APPEALS DIFFERENTIALLY TO IN-GROUPS AND OUT-GROUPS**Sarah Banchevsky¹, Amanda Diekman², Amanda Johnston³¹University of Colorado; ²Miami University; ³University of Houston-Clear Lake

Efforts supporting controversial social change (e.g., affirmative action) can be justified in terms of achieving gains (promotion) or avoiding losses (prevention). Framing appeals differentially to in- and out-group members; out-groups find the change less discriminatory, more justified, and worthy of support if framed by prevention, whereas in-group members prefer promotion.

B225**THE INFLUENCE OF COMMON AND DUAL IDENTITIES ON WHITES' PERCEPTIONS OF AND WILLINGNESS TO PROTEST DISCRIMINATION AGAINST BLACKS**Jillian C. Banfield¹, John F. Dovidio¹¹*Yale University*

We examined how representations of group identities of White and Black Americans affect Whites' recognition of discrimination against Blacks and their willingness to protest discrimination. Inducing a common-group representation reduced Whites' recognition of subtle discrimination and willingness to protest. Inducing a dual identity facilitated Whites willingness to protest blatant discrimination.

B226**PRIMING PATRIOTISM AND NATIONALISM: BEYOND INDIVIDUAL DIFFERENCES**Kelly L. Barnes¹, Victoria M. Esses¹¹*University of Western Ontario*

This study primed nationalism versus patriotism, and measured attitudes toward immigrants. Results indicate that priming nationalism leads to negative attitudes toward immigrants while priming patriotism leads to positive attitudes. The ability to induce different forms of national attachment and thus change attitudes toward immigrants has important implications for intergroup relations.

B227**COMPARING ASSIMILATION INDICATORS FOR HISPANICS AND AFRICAN AMERICANS**Tatiana Basáñez¹, Yusuke Shono¹, Coral Bruni¹, William D. Crano¹, Alan Stacy¹¹*Claremont Graduate University*

Caucasians' attitudes towards African Americans and Hispanics were measured using a social class IAT with images (e.g., a Mercedes-Benz versus an old pick-up truck) and first names from each ethnic group. Results suggest it was easier to associate low social class images with Latino Americans than the opposite pairings.

B228**IMPRESSIONS OF CONCEALABLE STIGMAS DIVERGE WHEN BASED ON VISUAL VERSUS VERBAL INFORMATION**Nadia Y. Bashir¹, Nicholas O. Rule¹, Alison L. Chasteen¹¹*University of Toronto*

We examined perceivers' evaluations of targets with concealable stigmas when perceivers received visual rather than verbal target information. Perceivers based their impressions on extra-stigmatic instead of stigma-related visual information. Furthermore, exposure to visual target information reduced stigmatizing judgments of novel group members for whom visual information was unavailable.

B229**IMAGINE A BETTER WORLD: IMAGINED INTERGROUP CONTACT REDUCES PREJUDICE TOWARDS MUSLIMS**Charles J. Bergeron¹, Jordan P. LaBouff¹¹*University of Maine*

Two studies investigate imagined intergroup contact among ideologically intolerant individuals. Local and national participants imagined a positive interaction with a Muslim and completed implicit and explicit measures of anti-Muslim attitudes. Results indicate that imagined contact is effective in improving attitudes, even when simultaneously controlling for ideological intolerances and preexisting prejudice.

B230**QUESTIONING THE VICTIM: HOW CONTEMPORARY SEXISM MANIFESTS IN CONVERSATIONS**Ilana-Ruth Bevan¹, Phillip Atiba. Goff¹¹*University of California, Los Angeles*

Why don't people confront sexism? Previous research suggests that women fear overt retaliation when reporting sexist behavior (Swim & Hyers, 1999), and in our present study participants often responded by discounting and questioning the sexist attribution. High levels of benevolent sexism predicted these harmful, yet subtle behaviors.

B231**DEFINING "US": CONSEQUENCES OF INGROUP PROJECTION FOR INTERGROUP BEHAVIOR**Mauro Bianchi¹, Sven Waldzus¹¹*ISCTE - University Institute of Lisbon*

Ingroup projection, that is, the tendency to use ingroup instead of outgroup features to define an inclusive category, influences intergroup evaluations. In two studies, we test whether the projection of ingroup instead of outgroup traits to an inclusive category affects intergroup behavior (e.g., approach and avoidance immediate motor behavior).

B232**THE THREAT OF APPEARING SEXIST: IMPLICATIONS FOR CROSS-GENDER JOB INTERVIEWS**Lisa M. Bitacola¹, Nina E. Jauernig¹¹*Simon Fraser University*

The present study (N=134) explores the impact of raising the stereotype of sexism in a cross-gender interview. Analyses indicate that simply raising the interpersonal stereotype of male sexism can lead males to feel more socially skilled in the job interview compared to those who were not reminded of the stereotype.

B233**PERCEPTIONS OF MEN'S AND WOMEN'S GENDER IDENTITY CENTRALITY, THEIR HOSTILE AND BENEVOLENT BELIEFS, AND THEIR PERSONAL AND PROFESSIONAL DESIRABILITY**Eliza Bivolaru¹, Zoe Kinias¹¹*INSEAD*

Four studies investigated perceptions of male and female targets' gender identity centrality, perceptions of their hostile and benevolent beliefs about the other gender group, and their personal and professional desirability. Women and men believe strongly identified men hold hostile sexist beliefs and see strongly identified men as professionally undesirable.

B234**THREAT BY ASSOCIATION: FROM DISTANT THREATS TO LOCAL INTOLERANCE**Thijs Bouman¹, Martijn van Zomeren¹, Sabine Otten¹¹*University of Groningen*

Because many intergroup threats are distant and imposed by groups most of us never encounter (e.g., al-Qaeda), it is relevant to know whether reactions to these threats carry over to nearby groups (e.g., Arab Americans). Our studies show this carry-over effect for symbolic threats, indicated by intolerance toward local outgroups.

B235**OVERLOOKING DISCRIMINATION: WHEN DIVERSITY STRUCTURES PREVENT WOMEN FROM SEEING SEXISM**Laura M. Brady¹, Cheryl R. Kaiser¹, Brenda Major²¹*University of Washington*; ²*University of California, Santa Barbara*

Women perceived a company with (vs. without) a diversity structure (e.g., diversity policy) as less likely to discriminate against women. Perceptions that the company was procedurally just for women mediated this relationship. The presence of diversity structures may make detecting injustice more difficult, even among those most affected by discrimination.

B236**DOES A COMMON INGROUP IDENTITY REDUCE WEIGHT BIAS? ONLY WHEN WEIGHT DISCRIMINATION IS SALIENT**Paula M. Brochu¹, Jillian C. Banfield¹, John F. Dovidio¹¹*Yale University*

This research examined the effectiveness of a common ingroup identity in reducing weight bias. Results revealed that a common ingroup identity reduced weight bias only when weight discrimination was salient. This study demonstrates that discrimination salience, via moral outrage, is an important boundary condition of the common ingroup identity model.

B237**REHABILITATING CIVILIAN VICTIMS OF WAR: AN EVALUATION OF A PSYCHOSOCIAL INTERVENTION IN SIERRA LEONERA LEONE**Brown Rupert¹, Ushna Mughal¹, Diego Carrasco¹, Susan Ayers¹¹*Sussex University*

An evaluation of an intervention in Sierra Leone aiming to reduce war trauma symptoms. Those in Intervention had lower PTSD symptoms and scored lower on Intergroup Anxiety than those in Control. Intergroup Anxiety partially mediated the intervention's effects. The effectiveness of the intervention was moderated by national identification.

B238**PERCEPTIONS OF ETHNIC OUTGROUPS AMONG SLOVAK STUDENTS**Peary Brug¹, Ivana Skerlikova¹¹*St. Mary's University College*

This study examined Slovakian students' perception of two outgroups. Students were randomly assigned to a condition and asked to administer a punishment for a hypothetical Gypsy or Czech offender. Less leniency was shown towards the Gypsy offender. In addition, students showed greater negative cognition and behaviour towards the Gypsy outgroup.

B239**MOTIVATION AND POSITIVE INTERRACIAL CONTACT: A LONGITUDINAL EXAMINATION**David A. Butz¹, Aaron E. Haas¹, Kathleen A. Klik¹¹*Morehead State University*; ²*East Tennessee State University*; ³*Washington State University*

A longitudinal study examined the role of motivation in positive interracial interactions. Internal motivation to respond without prejudice led to higher quality interracial interactions initially and 9-12 weeks later, whereas external motivation led to unpleasant interactions. Internal motivation predicted the quality of future interactions above and beyond prior contact experiences.

B240**THE ROLE OF BELIEVING IN ABSOLUTE EVIL IN SUPPORT FOR VIOLENT POLICIES**Maggie Campbell¹, Johanna Ray Vollhardt¹¹*Clark University*

Two online studies were conducted to conceptually distinguish belief in absolute evil from measures of rigid cognitive style and established psychological constructs that predict intergroup violence (RWA, SDO, belief in a dangerous world, and religious fundamentalism). Belief in absolute evil predicted support for violent policies above and beyond these constructs.

B241**MENTAL IMAGERY AS A MODERATOR OF THE EFFECTS OF IMAGINED CONTACT**Dora Capozza¹, Emilio Paolo Visintin¹, Irene Favara¹, Rossella Falvo¹, Elena Trifiletti¹, Gian Antonio Di Bernardo¹¹*University of Padova*

An experiment investigated the moderator role of the individual inclination to use mental imagery on the relationship between imagined

contact and prejudice. The target of imagined contact was a mentally disabled person. This moderator role of imagery was demonstrated both when dependent variable was attitude and when it was empathy.

B242**THE DISJUNCTION EFFECT OF MOTIVATIONS FOR INTERGROUP HELPING: THE MODERATING ROLE OF INGROUP-OUTGROUP RECATEGORIZATION**Yongyuan Chen^{1,2,3}, Yan Xu^{1,3}, Fang Wang^{1,2}¹*School of Psychology, Beijing Normal University, China*; ²*School of Social Development and Public Policy, Beijing Normal University, China*; ³*Beijing Key Laboratory of Applied Psychology, China*

In seven studies, we differentiated ingroup-outgroup recategorization (IOR) and intervention of categorization within different groups and explored the effects of IOR on motivational mechanism underlying intergroup helping. We found that IOR caused different emotional, cognitive and motivational process underlying intergroup helping and promoting strategies for intergroup helping should be diversified.

B243**WAS MARTIN LUTHER KING AN ANTIEGALITARIAN?: HOW MOTIVATED CONSTRUALS OF HISTORY LEGITIMIZE SOCIAL INEQUALITY**Sarah C. Cotterill¹, Jim Sidanius¹¹*Harvard University*

We show that antiegalitarians interpret MLK Jr. in a hierarchy-enhancing fashion, and these interpretations legitimize their opposition to redistribution. Further, only antiegalitarians who also like MLK Jr. interpret him in this manner, suggesting that such interpretations are not mere reflections of one's own beliefs, but are motivated phenomena.

B244**ON THE PRECIPICE OF A "MAJORITY-MINORITY" AMERICA: HOW THE SHIFTING RACIAL LANDSCAPE AFFECTS WHITES' RACIAL ATTITUDES AND POLITICAL IDEOLOGY**Maureen A. Craig¹, Jennifer A. Richeson¹¹*Northwestern University*

White Americans read about the shifting US racial demographics toward a "majority-minority" nation or a control prime. Results revealed that the US racial shift information evoked greater racial bias, greater conservatism, and these effects were mediated by the perception that increases in racial minorities' societal status reduce Whites' status.

B245**PREDICTABLY POLITICAL: BIASES ON THE LEFT AND RIGHT**Janet T. Crawford¹¹*The College of New Jersey*

Consistent with the ideologically objectionable premise model (Crawford, 2012), high RWAs were biased against Occupy Wall Street when demonstrators engaged in ideologically objectionable (i.e., disruptive), but not acceptable (i.e., peaceful) political protests. However, low RWAs were biased against the Tea Party regardless of protest type.

B246**THE IMPACT OF LEGITIMACY AND THREAT TO MORAL STANDING ON SYSTEM BLAME, MORAL COLLECTIVE EMOTIONS AND ENDORSEMENT OF REPARATIVE ACTION IN RESPONSE TO INGROUP TRANSGRESSIONS**Tracey Cronin¹, Andrena Pierre¹, Amy Bombay¹, Kimberly Matheson¹¹*Carleton University*

The effects of legitimacy appraisals of government action and perceived international moral standing on system blame, moral emotions and endorsement of reparative actions on behalf of a stigmatized national subgroup were assessed in a 2 (legitimate X illegitimate government action) by 2 (moral standing threatened X upheld) factorial design (N=131).

B247**SEEING THREAT IN DIVERSITY: WHITES' REACTIONS TO BECOMING A MINORITY**Felix Danbold¹, Yuen Huo¹¹*University of California, Los Angeles*

A study of 190 White American adults examined perceptions of demographic change, prototypicality threat, and assimilation attitudes. The extent to which Whites perceived their share of the population to be decreasing predicted endorsement of cultural assimilation. This relationship was mediated by threat concerning loss of status as prototypical Americans.

B248**PERCEIVED SIMILARITY AND CONFLICT, AND THE (UN)PREDICTABILITY OF INTERGROUP INTERACTIONS**Chad M. Danyluck¹, Elizabeth Page-Gould¹¹*University of Toronto*

Participants completed two essays priming similarity or dissimilarity and conflict or harmony before an intergroup interaction, during which physiological, behavioural, and subjective responses were recorded. The results suggest that context can guide perceptions of similarity and conflict, and focusing on the similarities and harmony between groups can encourage cross-group friendship.

B249**AN INVESTIGATION OF LANGUAGE ACCENT AS A SYMBOLIC INTERGROUP THREAT**Mark D. Davis¹, Craig Warlick², Alexis C. Hewitt¹, Kelly Pivik¹¹*The University of West Alabama*; ²*Kansas University*

Two studies investigated the relationship between accents and threat. Study 1 tested accent as a predictor of symbolic threat. Study 2: Tested the effects of listening to language accents on facial EMG. Accents serve as a predictor of symbolic threat. Greater corrugator activity results when accents are perceived as threatening.

B250**AFFECTIVE RESPONSES TO INGROUP AND OUTGROUP EMOTIONAL EXPRESSIONS ARE SENSITIVE TO RELATIONS BETWEEN THE GROUPS**Derek DeBellis¹, Dominic Packer²¹*University of Vermont*; ²*Lehigh University*

Using an affective priming paradigm, we measured affective responses to emotional expressions of members of novel ingroups and outgroups with varying intergroup dynamics (competition vs. cooperation). Results suggest that the emotional system rapidly tunes responses to emotional expressions as a function of social category membership and relationship between the groups.

B251**THE BLAME GAME: THREAT MOTIVATES BLAMING REFUGEES TO RESTORE BELIEF IN A JUST WORLD**Amanda N. DeVaul-Fetters¹, James M. Olson¹, Victoria M. Esses¹¹*University of Western Ontario*

This study examined Just World Theory by manipulating justice threat (high/low) and asking participants to assess a refugee claimant. High threat resulted in more favorable responses to the refugee, especially by foreign-born participants. These data suggest that people can use different strategies to maintain a belief in the just world.

B252**NEGOTIATING HISTORY: HOW BLACKS ENGAGE WHITES WITH THE HISTORY OF SLAVERY**Ruth Dittmann¹, Valerie Purdie-Vaughns², John Dovidio¹¹*Yale University*; ²*Columbia University*

In three studies Blacks who are motivated to act as agents of social change (individuals high in "implicit-power"; Winter, 1994) responded to representations of slavery by successfully engaging Whites with the topic. We explore and discuss their successful communication strategies.

B253**POWER AND SOCIAL CONSENSUS: AN ANALYSIS OF DIFFERENTIAL COMMUNICATION**Kristin N. Donnelly¹, Ryan Nicholls¹, Radmila Prislin¹¹*San Diego State University*

Our investigation used the LIWC (Linguistic Indicator Word Count) to evaluate differential communication style and word choice as a function of numerical size and power.

B254**PRO-DIVERSITY MESSAGES AND DISCRIMINATION CONCERNS FOR MAJORITY AND MINORITY GROUP MEMBERS**Tessa L. Dover¹, Brenda N. Major¹, Cheryl R. Kaiser²¹*University of California, Santa Barbara*; ²*University of Washington*

We assessed how pro-diversity recruitment materials affect Whites and Minorities during a hiring simulation. Compared to pro-individuality recruitment materials, pro-diversity materials led Whites high in system-justifying beliefs (SJBs) and Minorities low in SJBs to have greater worries about receiving discriminatory treatment, suggesting an ironic effect of pro-diversity cues.

B255**SUPPORTIVE OUTGROUP FRIENDS MATTER: THE ROLE OF EMOTIONAL SHARING IN MOTIVATING COLLECTIVE ACTION**Lisa Droogendyk¹, Stephen C. Wright¹, Winnifred R. Louis²¹*Simon Fraser University*; ²*University of Queensland*

Female participants nominated a male friend who was supportive, a little supportive, or unclear in his stance towards women's rights. Thinking of supportive friends increased collective action via shared emotions, but lowered collective action overall. Results speak to pathways by which cross-group friendships may be fostered without undermining collective action.

B256**A FRIENDSHIP STUDY: AN INVESTIGATION ON THE BENEFITS OF SELF-EXPANSION VERSUS SELF-MAINTENANCE ENGAGEMENT MOTIVES IN CROSS-GROUP INTERACTIONS**Odilia Dys-Steenbergen¹, Stephen C. Wright¹¹*Simon Fraser University, Burnaby, B.C. Canada*; ²*Simon Fraser University, Burnaby, B.C. Canada*

This Friendship Study consisted of two subsequent sessions. Participants were primed with either a Self-expansion (SE) or Self-Maintenance (SM) engagement motive and interacted with a partner from a different ethnic group. Both sessions showed that the SE prime resulted in more positive individual and interpersonal/intergroup outcomes than the SM prime.

B257**THE POLITICS OF AFFIRMATION THEORY: WHEN GROUP-AFFIRMATION LEADS TO GREATER IN-GROUP BIAS**Gaven A. Ehrlich¹, Richard H. Gramzow¹¹*Syracuse University*

This research examines the effects of various group-affirmation tasks on biased political attitudes. Participants who affirmed their political-party identity showed greater bias favoring that party, whereas those who affirmed an unrelated group identity showed no increase in bias (relative to a no-affirmation control). This pattern was moderated by party identification.

B258**SPEAKING WITHOUT WORDS: NONVERBAL DISCOMFORT WHEN ANTICIPATING INTRA- AND INTERGROUP INTERACTIONS**Malika Erickson¹, Sang X. Do¹, Christopher K. Marshburn¹, Eric D. Knowles^{2,1}¹*University of California, Irvine*; ²*New York University*

Explored which specific expressions of nonverbal discomfort White participants display when anticipating discussing a racially-tinged topic with a partner. Results suggest that Whites anticipating such an instance widened and averted their eyes, fidgeted, frowned, and

sighed. Furthermore, implicit prejudice moderated the relationship between conversation topic and expression of nonverbal discomfort.

B259
INGROUP GAIN OR OUTGROUP LOSS: WHICH GIVES GREATER PLEASURE?

Meghan L. Ferreira¹, Yufang S. Sun¹, Mahzarin R. Banaji¹
¹*Harvard University*

To examine the relationship between ingroup-love and outgroup-hate, we asked Bostonians their pleasure taken from Red Sox gains vs. Yankee losses. Participants equated greater monetary values to and opted more frequently to read the Yankee loss events. Results suggest that outgroup hate trumps ingroup love under conditions tested.

B260
SELF-INTEREST RULES: ASSESSING THE PERSUASIVENESS OF GAY RIGHTS ARGUMENTS FROM LIKELY AND UNLIKELY SOURCES

Andrew G. Finnegan¹, William T. Cockrell¹, H. Colleen. Sinclair¹
¹*Mississippi State University*

We applied the self-interest rule to predict the persuasiveness of gay rights arguments. Both pro and anti-gay rights participants rated arguments as being more effective when the source of the message argued against their self-interest. Least effective was a gay student advocating for gay rights.

B261
A META-ANALYTIC ASSESSMENT OF INTERVENTIONS TO CHANGE IMPLICIT INTERGROUP BIAS

Patrick S. Forscher¹, Patricia G. Devine¹
¹*University of Wisconsin-Madison*

We conducted a meta-analytic review of 104 published and unpublished studies reporting interventions to change implicit intergroup bias. The 241 study effect sizes differed considerably by a broad array of study, sample, methodological, and conceptual characteristics. Our results provide structure to the chaotic field of interventions to change implicit intergroup bias.

B262
SELF-EXPANSION MOTIVES, INCLUSIVENESS, AND OPENNESS TO INTERGROUP INTERACTION

Karen Gonsalkorale¹, Marilynn B. Brewer², Andrea van Dommelen¹
¹*University of Sydney*; ²*University of New South Wales*

We examined the effects of self-expansion motives on inclusiveness and openness to intergroup interaction. Although a high need for self-expansion did not lead to greater inclusiveness in categorising others as part of the ingroup, it did promote warmth toward ethnic outgroup members and greater willingness to interact with them.

B263
EFFECTS OF GUILT EXPRESSIONS AND A FUTURE COMMITMENT FROM A PERPETRATOR GROUP ON GUILT ASSIGNMENT

Nobuhiko Goto^{1,2}, Minoru Karasawa²
¹*Japan Society for the Promotion of Science*; ²*Nagoya University*

The present research demonstrated that Japanese guilt assignment on current Americans concerning the atomic bombing was lower when Americans expressed a commitment to not using nuclear weapons again than when only expressed guilt for the atomic bombing or expressed nothing. We discuss communicative functions of guilt feeling at intergroup levels.

B264
ATTITUDES OF THE RELIGIOUS AND THE NON-RELIGIOUS TOWARD INTERFAITH AND INTRAFITH COUPLES

Brooke C. Gougeon¹, Reeshma Haji¹
¹*Laurentian University*

Intergroup attitudes of Christian and non-religious participants revealed results contrary to the hypothesis that the interfaith couple would pose more threat than the outgroup couple. Non-religious

participants expressed more prejudice towards a Christian couple, whereas the Christian participants did not discriminate.

B265
INSIDE OUTSIDE: THE EFFECT OF INTRAGROUP POWER AND BELONGING ON INTERGROUP ATTITUDES

Kristin E. Henkel¹, Erin K. Joyce¹, Chelsea E. Sullivan¹, Felicia Pratto²
¹*Central Connecticut State University*; ²*University of Connecticut*

This study explores how a loss of individual power within a group or a loss of belonging to a group affects ratings of devalued groups. Effects were moderated by Social Dominance Orientation and Collective Self-Esteem Contingency-Competition. Implications of these findings are discussed.

B266
WHAT DOESN'T KILL YOU MAKES YOU STRONGER? ASSUMPTIONS ABOUT LIFE HARDSHIP COLORS PERCEPTIONS OF OTHERS' PAIN

Kelly Marie. Hoffman¹, Sophie Trawalter¹
¹*University of Virginia*

People assume that Blacks feel less pain than do Whites. This work examines one potential mechanism: perceptions of hardship. In 2 studies, participants' estimates of a target person's pain were lower if the target was disadvantaged and Black (vs. privileged or White), suggesting that people assume hardship confers physical toughness.

B267
YOU THINK YOU KNOW, BUT...: ASYMMETRIES IN UNDERSTANDING IN TERRACIAL INTERACTIONS

Deborah Son. Holoien¹, J. Nicole Shelton¹
¹*Princeton University*

Do Whites' good intentions actually undermine interracial interactions? Our research documents asymmetries in understanding between Whites and Blacks when discussing racism. Whites' desire to affiliate with Blacks causes them to feel they understand Blacks' experiences more so than Blacks feel understood. Ironically, Whites' affiliative desire may hinder positive interracial interactions.

B268
THE ROLE OF HUMOR IN REDUCING PREJUDICE AND INCREASING SUPPORT FOR EQUAL RIGHTS

William Howard¹, Yula Paluy¹, Geoffrey L. Cohen¹
¹*Stanford University*

Can humor reduce prejudice by fostering open-mindedness towards a stigmatized group? We demonstrate that humor, even compared to compassion, facilitated support for equality for gay people, but this support was diminished when coupled with information suggesting others found it funny, potentially because this shared appreciation turned kind humor into disparagement.

B269
MERE ACKNOWLEDGMENT: SUBTLE CUES OF INCLUSION AND FEELINGS OF BELONGINGNESS

Lauren C. Howe¹, Christopher Bryan², Gregory M. Walton¹
¹*Stanford University*; ²*University of California, San Diego*

'Mere acknowledgment,' casual social interactions across racial barriers, can be powerful signals of inclusion. Students were approached by a majority group member and asked for directions, or observed the person asking the experimenter instead. For minority students, being asked for directions bolstered feelings of belongingness at the university.

B270
THE PSYCHOLOGICAL MECHANISM OF IN-GROUP SERVING BIAS OF CAUSAL INFERENCE OF FUTURE INDIVIDUAL FAILURE IN THE INTERGROUP CONFLICT SITUATION

Takehiko Ito¹, Kaori Karasawa¹
¹*The University of Tokyo*

This study aims to construct a psychological model to explain the in-group serving bias of causal inference of future individual failure

in intergroup conflict situation from the viewpoint of self-protection motivation of self-esteem with a questionnaire survey of Japanese university students about a hypothetical job hunting scenario.

B271**EXPLORING THE RELATIONSHIP BETWEEN BLACKS' PERCEPTIONS OF WHITES' MOTIVATIONS TO BE NONPREJUDICE AND INTERGROUP EXPERIENCES**

Yelena Johnson¹, Stefanie Simon¹, Laurie T. O'Brien¹, Brenda Major²
¹Tulane University; ²University of California, Santa Barbara

The present research examined whether Blacks' perceptions of Whites' motivations to be nonprejudiced are an important predictor of interracial attitudes and experiences. Blacks' perceptions of Whites' internal motivations were an important predictor of self-reported interracial experiences and perceptions of Whites' racial attitudes, while perceptions of external motivations were not.

B272**DEADLY CONSEQUENCES: THE MODERATING EFFECTS OF ENVIRONMENTAL AND PHYSICAL CUES ON DECISIONS TO SHOOT**

Kimberly B. Kahn¹, Paul G. Davies²

¹Portland State University; ²University of British Columbia

Three studies demonstrate how environmental, social, and physical cues interact with target race and moderate decisions to shoot a target (e.g., shooter bias). Using quick shoot/don't shoot decision-making simulations, results confirmed that factors associated with safety reduced racially biased decisions to shoot African American targets.

B273**THE EFFECTS OF DISPARAGING LANGUAGE ON SOCIAL DOMINANCE**

Dina M. Karafantis¹

¹New York Institute of Technology

SDO relates to race/ethnicity, empathy, gender and gender identity. Similarly, those identifying as superior misuse terms such as rape, gay, and retarded. Do participants induced with disparaging phrases have higher levels of SDO versus those who were not? Experimental group participants demonstrated higher levels of SDO than control group participants.

B274**PRIMING NATIONAL IDENTITY DIMINISHES THE ACCESSIBILITY OF POLITICAL IDENTITIES**

Peter Kardos¹, David Kidd¹, Emanuele Castano¹

¹New School for Social Research, New York

Accessibility of one's superordinate identity as an American may calm partisan fervor and promote cooperation by reducing the salience of divisive political identities. We found that subliminal exposure to the American flag indeed reduced the accessibility of words related to partisan political identities, regardless of the participants' political affiliations.

B275**THE EFFECTS OF SELF-DISCLOSURE ON REDUCING INTER-GROUP PREJUDICE**

Aryeh Kashdan¹, Ishani Banerji², Diane M. Mackie¹

¹University of California, Santa Barbara; ²Indiana University

Past research suggests that intergroup self-disclosure is important for prejudice reduction. However, is it better for an in-group member to self-disclose to the out-group, or the opposite? Significant decreases in implicit prejudice occurred only when self-disclosure was sent to an out-group member.

B276**THE RELATIONSHIP BETWEEN RELIGIOUS AFFILIATION AND ETHNIC PARTNER PREFERENCES**

Jazmin E. Kelly¹, Alyssa Lee², Penny McNatt Devine⁵, Crystal Tse³, Stephen Reysen⁴, Steven Spencer³, Lisa M. Brown¹

¹Austin College; ²UT Southwestern; ³University of Waterloo; ⁴Texas A&M University - Commerce; ⁵Florida State College at Jacksonville

We studied romantic partner preferences and religious affiliation. Religious affiliation was correlated with preferring partners of one's own ethnicity. The relationship between ingroup preference and religious affiliation was moderated by religious longevity. That is, the preference was stronger among people whose religious upbringing and current affiliation were the same.

B277**EARTHQUAKES TO TERRORISM: THE TRANSFERENCE OF MORTALITY THREAT TO PREJUDICE AND DISCRIMINATION AGAINST MUSLIMS AND ARABS**

Saera R. Khan¹, Michael Stagnaro¹

¹University of San Francisco

Thinking about earthquakes was predicted to increase prejudicial responses against Muslims and Arabs but only when participants were high in authoritarianism. A 2 way interaction was found between prime condition and authoritarianism for predicting prejudice against Muslims and Arabs. Right wing authoritarianism produces irrational responses towards vulnerable and stigmatized groups.

B278**TO ACT OR NOT TO ACT: TAKING A MOTIVATIONAL APPROACH ON SLACKTIVISM AND ITS EFFECTS FOR OFFLINE ACTIVISM**

Olivier Klein¹, Sandy Schumann¹

¹Université Libre de Bruxelles, Belgium

How does participation in online group based activities influence participation in offline collective action on behalf of one's group? Across two studies, we find that expressing support for one's group online fulfilled individual- and group-enhancing motives. The latter reduced the users' willingness to participate in actions for their group offline.

B279**EFFECTS OF REMINDERS OF LOW STATUS ON OUT-GROUP FAVORITISM**

Tomoyuki Kobayashi¹

¹Doshisha University

The present study investigated the effects of reminding relatively low status of the own group on intergroup biases. Without explicit reminders, participants displayed in-group favoritism across explicit, implicit, and behavioral measures, despite their relatively low status. Interestingly however, with reminders of the low status, out-group favoritism emerged on behavioral measures.

B280**ECONOMIC SCARCITY ALTERS THE VISUAL REPRESENTATION OF RACIAL MINORITY FACES**

Amy R. Krosch¹, David M. Amodio¹

¹New York University

Economic scarcity exacerbates racial discrimination in resource allocation. We tested whether economic scarcity alters visual representations of racial minorities in a way that could facilitate such discrimination. We found that, indeed, scarce (vs. abundant) economic contexts led White subjects to represent Black faces as darker and more "stereotypically Black."

B281**1. NEGOTIATING HIERARCHY: THE WILLINGNESS TO NEGOTIATE AMONG MEMBERS OF HIGH AND LOW POWER GROUPS**Tamar Saguy³, Jim Sidanius¹, Donald Taylor²¹Harvard University; ²McGill University; ³Yale University

We examined the interaction between group power and the proposed agenda on the willingness of group in conflict to negotiate. Whereas low power groups favor agendas prioritizing the most consequential issues, high power groups chose to delay such issues, stalling discussion of issues central to their power advantage.

B282**ENLIGHTENED OR JUST LESS THREATENED: HIGHER EDUCATED PEOPLE DON'T LIKE EDUCATED IMMIGRANTS**Toon Kuppens¹, Russell Spears¹, Tony Manstead¹¹Cardiff University

Higher educated people have more negative attitudes toward skilled immigrants than toward unskilled immigrants, especially when job threat is made salient. These results question the popular 'moral enlightenment' explanation for the lower level of prejudice of the higher educated, and suggest the education effect is due to labor market competition.

B283**A BRIEF ONLINE SURVEY-BASED IMPLICIT ASSOCIATION TEST FOR INTERGROUP ATTITUDES**Jordan P. LaBouff¹¹University of Maine

Three studies investigate a brief online survey-based Implicit Association Test (IAT) to measure relative intergroup attitudes towards homosexual persons and Muslims. The brief online IAT corresponded with both traditional IAT measures and explicit measures of the same constructs. These methods allow the quick and inexpensive collection of implicit attitude data.

B284**EFFECT OF LOW POWER ON READING COMPREHENSION**Micah R. Lattanner¹, Michael W. Asher¹, Laura S. Richman¹¹Duke University

In two studies, one experimental and one correlational, we examined the effect of power has on reading comprehension and daily failures of attention and memory. Participants occupying a position of low-power performed worse on a reading comprehension task and power was negatively related to daily cognitive failures.

B285**EFFECTS OF SYMBOLIC AND REALISTIC THREAT ON MORAL EXCLUSION FROM THE SCOPE OF JUSTICE**Dana C. Leighton¹, Caitlin Baker², Savannah E. Clay², Rachel Ricca², Traci Shelden²¹Marywood University; ²University of Arkansas

How are perceived symbolic and realistic threats related to moral exclusion? Two studies measured and manipulated symbolic and realistic threat to discover predictive and causal relationships with moral exclusion. Both symbolic and realistic threats predicted moral exclusion and symbolic threat was a causal factor in moral exclusion.

B286**EXPLORING THE ROLE OF SCHADENFREUDE IN INTERGROUP CONFLICT**Mengyao Li¹, Kristin Lane², Thomas Keenan², Bernhard Leidner¹¹University of Massachusetts Amherst; ²Bard College

This research explores the role of group-based schadenfreude - the pleasure in another group's misfortune - in intergroup conflict. More specifically, our empirical study showed that experiences of schadenfreude were positively related to the dehumanization of victims in the context of an outgroup's misfortune.

B287**WHEN THE PERSONAL MERGES INTO THE COLLECTIVE: THE MODERATING ROLE OF GROUP STATUS**Fabio Lorenzi-Cioldi¹, Vincenzo Iacoviello¹¹University of Geneva, Switzerland

Current social identity perspectives stress a conflictual relationship between personal and collective aspects of an individual's identity. The present research consists of four studies demonstrating that status hierarchies moderate this relationship. Personal identity fades away to the benefit of the collective in low-status groups, but not in high-status groups.

B288**MIND THE GAPS: THE CURVILINEAR RELATIONSHIP BETWEEN ATTITUDE MORALIZATION AND INTERPERSONAL EMPATHY**Brian J. Lucas¹, Adam Waytz¹¹Northwestern University

Across 3 studies we explored the relationship between social issue moralization and interpersonal responses to issue-opposing others. High and low moralizers (compared to moderate moralizers) gave less empathy and perceived more bias in an issue-opposing other. High moralizers showed relatively less concern for the welfare of the issue-opposing other.

B289**AN EXPERIMENTAL TEST OF THE EXTENDED CONTACT HYPOTHESIS AND INGROUP IDENTITY SALIENCE**Patricia A. Lyons¹, Jared B. Kenworthy²¹Mountain View College; ²University of Texas at Arlington

An experiment examined the extended contact hypothesis' (Wright, Aron, McLaughlin-Volpe, & Ropp, 1997) assumption that ingroup identity salience facilitates extended contact in the context of Americans' attitudes toward Arab immigrants. Pre- and post-experimental comparisons revealed that a shared ingroup membership had a significant effect on attitudes after experimental manipulation.

B290**MEASURING AN ATYPICAL SOCIAL NETWORK: GROUP ORGANIZATION, INCLUSIVE RELATIONSHIPS, AND CLUSTERING CHARACTERISTICS**Kimberly Macdonald¹, Kevin Lanning¹¹Wilkes Honors College, Florida Atlantic University

We examined a social network at a small public liberal arts college to determine whether typical grouping variables (e.g., academic concentration) predicted network organization, inclusive relationships, and clusters. "Member" nominations were largely interconnected with some central participants serving as "bridges." We also visually and descriptively investigated observed vs. expected clusters.

B291**RESPECT AND LIKING GOALS EXPLAIN VARIABILITY IN WOMEN'S INTENDED RESPONSES TO SEXUAL HARASSMENT**Robyn K. Mallett¹, Kala J. Melchiori¹¹Loyola University Chicago

Using Woodzicka and LaFrance's (2001) interview paradigm, respect is more accessible after women imagine sexually-harassing, compared to surprising, questions (Study 1). A respect prime produces assertive response intentions, resembling assumptions of how women should respond, whereas a liking prime produces non-assertive intentions, resembling women's typical response to sexual-harassment (Study 2).

B292**IMPORTANCE OF BEING NON-PREJUDICED INCREASES SUSCEPTIBILITY OF DISPLAYING PREJUDICE TO SOCIAL INFLUENCE**Eric W. Mania¹, Eric Hehman², Samuel L. Gaertner²¹Quinsigamond Community College; ²University of Delaware

Importance of being non-prejudiced moderated how expressions of prejudice are affected by social influence. Whites high in importance of being non-prejudiced reacted more harshly to a Black defendant when

obtaining information that others wanted him treated harshly. This did not occur among Whites low in importance of being non-prejudiced.

B293**EMOTIONAL CONSEQUENCES FOR LEARNING ABOUT SLAVERY IN THE U.S.: HOW LEARNING ABOUT HISTORICAL OPPRESSION MIGHT IMPACT INDIVIDUALS DIFFERENTLY**

Dustin E. Mars¹, Laurie T. O'Brien¹

¹*Tulane University*

This research used intergroup emotions theory to examine Black and White Americans' responses to learning about slavery. White Americans responded with more intergroup guilt, which was related to a desire to approach Blacks. Conversely, Black Americans responded with more intergroup fear, which was related to a desire to avoid Whites.

B294**SOCIAL-DOMINANCE MOTIVES WHEN IDENTIFYING INSTANCES OF RACISM**

Christopher K. Marshburn¹, Eric D. Knowles¹

¹*University of California, Irvine*

Investigated whether Whites with high social dominance orientation – anti-egalitarianism – are motivated to identify instances of racism only when such acknowledgement serves to protect Whites' dominant social status. Results suggest that high SDO Whites perceive more institutional and individual racism when it impacts Whites, but not when it impacts Blacks.

B295**THE PROTOTYPICALITY OF GENOCIDE: EFFECTS ON MEMORY AND POLICY PREFERENCES**

Lucas B. Mazur¹, Johanna Ray. Vollhardt¹

¹*Clark University*

A prototypicality approach was used to examine the features lay people associate with genocide. Three studies demonstrate that people understand genocide in a manner consistent with prototype theory. A fourth study examines the implications of this prototypical structure for evaluations of mass violence and policy preferences related to intervention strategies.

B296**IMAGINING THE SELF VERSUS ANOTHER AS THE TARGET OF SEXUAL HARASSMENT AFFECTS ACCESSIBILITY OF RESPECT-RELATED THOUGHTS**

Kala J. Melchiori¹, Robyn K. Mallett¹

¹*Loyola University Chicago*

When women imagine themselves in a job interview, sexually-harassing questions increase respect-related thought accessibility (Study 1). When women imagine another woman in a job interview, we find the opposite pattern (Study 2). Therefore sexual harassment differentially activates thoughts of respect depending on whether it targets the self or another woman.

B297**“STANDING” AGAINST PREJUDICE: THE EFFECTS OF PERCEIVER AND RESPONDER CHARACTERISTICS ON EVALUATIONS OF DISCRIMINATION RESPONDERS**

Jordan Mickens¹, Jennifer R. Crosby¹

¹*Williams College*

We examined how the group membership and apparent standing of an individual who responds, or fails to respond, to discrimination affect evaluations of the individual. Black responders to discrimination were evaluated more positively than White responders, and Black participants liked responders more than non-responders, regardless of the racial group membership.

B298**E(RACE)ING AMERICA'S SEGREGATION HISTORY: IMPLICATIONS OF HISTORICAL PHOTOGRAPHS ON INTERGROUP RELATIONS**

Ludwin E. Molina¹, Phia S. Salter², Luyen Thai²

¹*University of Kansas*; ²*Texas A&M University*

We explore the impact of obscuring America's racial segregation history by digitally erasing “Jim Crow” imagery from historical photographs. Does erasing segregation imagery affect participants' intergroup relations attitudes? The original photo condition had higher levels of collective guilt and more positive feelings toward Asians/Latinos compared to the edited photo condition.

B299**MINORITY AUTHORITY: RACE-BASED DISPARAGEMENT HUMOR AND OUTGROUP SOCIAL INFLUENCE**

Shane R. Moulton¹, Markus Kimmelmeier¹

¹*University of Nevada, Reno*

Two experiments examined whites' responses to racial disparagement humor as a function of another audience's race and reaction. The minority authority hypothesis was supported. Black audiences' reactions were more influential than Whites' in shaping white participants' recognition of bias, though some effects were moderated by concerns with social justice.

B300**BETWEEN YOU AND ME: THE POWER OF SOCIAL CONNECTION AND OTHER FOCUSED COMPARISONS TO IMPROVE INTERGROUP RELATIONS**

Daniel A. Nadolny¹, David Cwir¹, Steven J. Spencer¹

¹*University of Waterloo*

Self-other overlap with an outgroup leads to many positive effects. We show that creating overlap while thinking how the self is like the other results in friendlier interactions, more interest in the other's culture and concern about racism against outgroup members than considering how the other is like the self.

B301**POSITIVE INTERGROUP RELATIONS BETWEEN MINORITY GROUPS: THE ROLE OF INCLUSIVE VICTIM CONSCIOUSNESS**

Rashmi Nair¹, Johanna Ray. Vollhardt¹

¹*Clark University*

This poster focusses on the relationship between inclusive victim consciousness (i.e., perceived similarities between groups' experiences of collective victimization) and prosocial attitudes between different minority groups in India. Furthermore, we examine socioeconomic status and personal experiences suffering as moderators of these effects. Theoretical and practical implications are discussed.

B302**STATUS AND PERCEPTION OF EMOTIONAL FACES: SELECTIVE ATTENTION TO ANGER**

Tiffanie Ong¹, Ana Guinote¹

¹*University College London*

The current research examines how social status affects perception of emotional faces. Results from three studies, in which status was experimentally manipulated, provide novel evidence that status affects perception of angry faces at a controlled, strategic level of attentional processing. More specifically, low-status increases sensitivity towards social signals of threat.

B303**MORAL DISENGAGEMENT, IN-GROUP GLORIFICATION, ESSENTIALISM & SYSTEMS JUSTIFICATION IN POST-WAR SRI LANKA**

Kulani S. Panapitiya Dias¹

¹*Clark University*

The psychosocial mechanisms by which individuals selectively disengage themselves from moral self-sanctions against inhumane conduct were investigated in post-war Sri Lanka. Moral disengagement

and in-group glorification centering on the cognitive restructuring of inhumane conduct through justification by competitive victimhood, advantageous comparison and diffusion/displacement of responsibility among other mechanisms were found.

B304**THE MORALIZATION OF SOCIAL GROUPS: CONSEQUENCES FOR INTERGROUP RELATIONS AND SOCIAL IDENTITY**

Michael T. Parker¹, Ashley Totten¹, Ronnie Janoff-Bulman¹

¹*University of Massachusetts Amherst*

Two studies investigated the effects of moralization on social identity and intergroup evaluations. Moralized ingroups were evaluated less positively than non-moralized ingroups. Moralization also eliminated the relationship between identification and positive ingroup evaluation. These studies suggest moralization has the potential to shift motivations for prejudice and change social identification processes.

B305**ANXIETY APPRAISAL IN INTERGROUP INTERACTION: THE GOOD, THE BAD, AND THE UGLY**

Adam R. Pearson¹, Tessa V. West², Chadly Stern²

¹*Pomona College*; ²*New York University*

Intergroup interactions are often anxiety-provoking, which can lead members of majority and minority groups to avoid contact. In three experiments, we demonstrate that the mere perception of anxiety in others can undermine interest in intergroup interaction, even when the anxiety can be attributed to an irrelevant source.

B306**TARGETED SOCIAL REFERENCING: CONSEQUENCES FOR PERCEIVERS AND TARGETS**

Jennifer Randall Crosby¹, Kenneth Savitsky¹

¹*Williams College*

We examined targeted social referencing -- looking to, and being influenced by, members of relevant target groups when making determinations of discrimination. Concern with prejudice and perceived target-group knowledge affect the likelihood of referencing. In addition, perceived social referencing affects how members of potential target groups experience intergroup interactions.

B307**SHARED HISTORY CREATES SHARED HUMANITY: A THEORY OF WHAT MAKES HISTORICAL NARRATIVES IMPORTANT TO INTERPERSONAL AND INTERGROUP RELATIONS**

Kavita S. Reddy¹, Phillip Atiba. Goff¹

¹*University of California, Los Angeles*

People often fight to protect their history and make it known. The present research explores the motivation for this by focusing on the role of history in communicating "humanness" to others. Results suggest that historical narratives may serve the psychological purpose of "humanizing" others, which has implications for intergroup relations.

B308**DERAILING THE LINK BETWEEN "BLACK" AND "DANGEROUS": AMBIGUOUS CATEGORIES INFLUENCE AUTOMATIC AND CONTROLLED RESPONSES TO OBVIOUS CATEGORIES**

Jessica D. Remedios¹, Alison L. Chasteen², Sonia K. Kang³, Nicholas O. Rule², Jason E. Plaks²

¹*Tufts University*; ²*University of Toronto*; ³*Rotman School of Management, University of Toronto*

The activation of negative stereotypes in response to Black targets is one of the best-documented effects in stereotyping research. We show, however, that impressions of Black targets are quite nuanced. Black straight, but not Black gay faces facilitate categorizations of Black-stereotypic words. Ambiguous categories therefore weaken Black stereotypes.

B309**EXPERIENCING PAST RACIAL DISCRIMINATION FROM THE TARGET'S PERSPECTIVE: THE ROLE OF NARRATIVE VOICE IN PROMOTING INTERGROUP UNDERSTANDING**

Janet J. Rha¹, Lisa K. Libby¹, Geoff F. Kaufman²

¹*The Ohio State University*; ²*Dartmouth College*

Whites read a threatening or non-threatening story about a historical racial injustice written in first-person or third-person voice. Non-defensive Whites who read the threatening story in first-person voice rated present-day racism as greater than defensive Whites. Defensive and non-defensive Whites did not differ in their ratings when threat was mitigated.

B310**DIVERSITY STATEMENTS AND PERCEIVED ADMISSIONS BIAS AMONG MAJORITY AND MINORITY GROUP MEMBERS**

Michelle L. Rheinschmidt¹, Victoria C. Plaut¹, Kimberly Rios²

¹*University of California, Berkeley*; ²*University of Chicago*

We varied the presence and type of diversity (narrow, expansive, or none) mentioned in the personal essay prompt of a mock graduate application. Latinos expected the Expansive application to yield no distinct ethnicity-based advantages, whereas Whites found only the No-Diversity application unbiased. Perceived outgroup advantage also differed by condition.

B311**EVERY ROSE HAS ITS THORN: NEGATIVE CONSEQUENCES OF CROSS-ETHNIC FRIENDSHIP**

Patrick F. Rock¹, Jaana Juvonen¹

¹*University of California: Los Angeles*

We examined the relationship between cross-ethnic friendship and social status among same-ethnic peers, using two measures of social status (liking and social integration). Youth with many cross-ethnic friendships were less liked and less socially integrated with same-ethnic peers. Longitudinally, youth with many cross-ethnic friendships experienced decreased integration among same-ethnic peers.

B312**FORMING FIRST IMPRESSIONS: EXAMINING ACCURACY IN INTERGROUP INTERACTIONS**

Katherine H. Rogers¹, Jeremy C. Biesanz¹

¹*University of British Columbia*

Participants (N=408) met in pairs for brief face-to-face interactions before rating their personality. We analyzed dyadic interactions by group membership. Following the social accuracy model (Biesanz, 2010) we examined accuracy of impressions. Participants viewed ingroup members with more distinctive accuracy (individuating). Outgroup members were viewed with more normative accuracy (positivity).

B313**THE EFFECT OF INGROUP WRONGDOING ON MEMORY, COLLECTIVE GUILT, AND REPARATIONS**

Katie N. Rotella¹, Jennifer A. Richeson¹

¹*Northwestern University*

American participants had their American identity increased (or not), then read about negative treatment of American Indians by either early Americans or European settlers. Memory for the information decreased when the perpetrators were framed as ingroup members, further, in this condition, if American identification was primed collective guilt also decreased.

B314**DOES INDIVIDUATING INFORMATION ELIMINATE EXPLICIT AND IMPLICIT STEREOTYPE BIAS?**Rachel S. Rubinstein¹, Lee Jussim¹, Sean T. Stevens¹¹*Rutgers University -- New Brunswick*

This research examined whether stereotypes or individuating information dominate social perception. Participants evaluated the competence of Black and White individuals about whom they learned either a large or small amount of individuating information, or they evaluated the racial groups. Individuating information eliminated or reversed explicit but not implicit stereotype bias.

B315**CAN YOU GUESS YOUR RACE? SIMILARITIES AND DIFFERENCES IN RACIAL CATEGORIZATION IN BRAZIL**Airi M. Sacco¹, Maria Clara P. de Paula Couto¹, Yarrow Dunham², Sílvia H. Koller¹¹*Federal University of Rio Grande do Sul, Brazil*; ²*Princeton University*

Racial categorization in Brazil is complicated by the presence of a third (mixed-race) category. This study explored how diversity affects categorical perception by examining race categorization in participants from a primarily-White and a primarily-mixed-race Brazilian state. Findings confirmed that diversity affects categorization, especially the use of the third, mixed-race category.

B316**HOW DO BYSTANDERS REACT WHEN THEY ENCOUNTER GROUP-BASED INEQUALITY?**Alexander K. Saeri¹, Aarti Iyer¹, Winnifred R. Louis¹¹*The University of Queensland*

Current collective action research focuses on disadvantaged and advantaged groups' responses to group-based inequality, yet external – bystander – groups may react differently. We found stronger intentions for action in bystander than disadvantaged participants after reading that normative (e.g., petition) action had already been taken by the disadvantaged group.

B317**AMERICAN OR MUSLIM? MUSLIM-AMERICANS' REACTIONS TOWARDS THREAT FROM EACH OF THEIR IDENTITIES**Muniba Saleem¹, Angela Maitner², Cleotilde Gonzalez³¹*University of Michigan-Dearborn*; ²*American University of Sharjah*; ³*Carnegie Mellon University*

Muslim-American participants read one of the following proposals: Americans threaten Muslims or Muslims threaten Americans. Next, participants gave their appraisals, emotions, and action tendencies towards the proposal. Appraisals and reactions towards the American threat were more negative than the Jeddah threat. Additionally, both American and Muslim identification moderated these effects.

B318**RE-ASSESSING THE COMMON PRACTICE OF MEASURING PUBLIC RATHER THAN PERSONAL INTERGROUP PERCEPTIONS: EVIDENCE FROM STATUS DIFFERENTIATION PATTERNS IN A COMPLEX, NOVEL INTERGROUP SYSTEM**Jessica Salvatore¹, Elizabeth A. Carbone¹¹*Amherst College*

In intergroup research, it is common to measure public perceptions as a substitute for personal perceptions. The intention is to avoid biased responding in the latter; however, the former, as meta-perceptions, are subject to biases as well. Our findings from a novel intergroup system call this practice into question.

B319**METAPERCEPTIONS AND META-ACCURACY IN MIXED-SEX GROUPS**Alecia M. Santuzzi¹¹*Northern Illinois University*

Metaperception accuracy in mixed-sex groups was examined using the Group Actor-Partner Interdependence Model. Women in mixed-sex groups formed less accurate metaperceptions of others depending on the sex of the specific partner and sex composition of surrounding group members. Meta-accuracy among men was not affected by the presence of women.

B320**A DYNAMIC CONCEPTION OF AMERICAN IDENTITY PROMOTES RECEPTIVENESS TO FUTURE DEMOGRAPHIC CHANGE**Takuya Sawaoka¹, Nalini Ambady¹¹*Stanford University*

Many Americans resist the ongoing growth of ethnic diversity in the United States. Across two studies, White Americans who were (vs. were not) led to consider past instances of societal change were less resistant to future increases in diversity. Reminders of past societal change promote receptiveness to future societal change.

B321**WHAT IS THE SOURCE OF INTERGROUP BIAS IN NORM ENFORCEMENT - INGROUP LOVE OR OUTGROUP HATE?**Bastian Schiller¹, Thomas Baumgartner¹, Daria Knoch¹¹*University of Basel*

Norm enforcement by third-parties is fundamental for social order. Third-parties do not punish impartially, i.e. ingroup perpetrators are treated differently than outgroup perpetrators. By including an unaffiliated perpetrator in a game with real social interactions we found that this intergroup bias is driven by both outgroup hate and ingroup love.

B322**THE DOWNSIDE OF BECOMING AWARE OF OTHERS: FOCUSING ON THE SELF VERSUS OTHERS AND THE CONSTRUAL OF POWER AS RESPONSIBILITY OR OPPORTUNITY**Annika Scholl¹, Kai Sassenberg¹, Naomi Ellemers², Daan Scheepers²¹*Knowledge Media Research Center Tuebingen*; ²*Leiden University*

Power can be construed as opportunity to achieve own goals or as responsibility for others. Our studies demonstrate that heightening powerholders' awareness of others (versus the self) does not promote responsibility, but instead makes powerholders even more aware of the possibilities the powerless provide thereby promoting selfish power misuse.

B323**SHOOTING THE MESSENGER: HOW CLAIMANT RACE AND MESSAGE CONTENT AFFECT RESPONSES TO DISCRIMINATION**Jennifer R. Shultz¹, Keith B. Maddox¹¹*Tufts University*

This experiment examined whether perceivers' reactions to a claim of discrimination differed by the claimant's race, perceiver's race, and argument quality. White perceivers more negatively evaluated Black (vs. White) claimants when they used low quality arguments. Non-White perceivers' impressions, however, depended on argument quality but not the

B324**EXAMINING THE INFLUENCE OF AUTONOMY SUPPORT OR CONTROL AND CONTACT-RELATED ANXIETY ON INGROUP BIAS**Emily S. Shaffer¹, Brooke Rappaport¹, Lisa Molix¹¹*Tulane University*

This study examined whether autonomous or controlling contexts influence the relationship between contact-related anxiety and ingroup bias. Results showed that those who reported high contact-related anxiety showed more ingroup bias regardless of setting. Participants

who reported low contact-related anxiety showed less ingroup bias in autonomous settings compared to controlled settings.

B325
RELIGIOUS RITUAL, GROUP THREAT AND THE EMERGENCE OF SACRED VALUES

Hammad Sheikh¹, Jeremy Ginges¹
¹*New School for Social Research*

Group conflicts may become intractable when the involved communities transform the disputed issues into non-negotiable values (sacred values). It is crucial to understand how such sacred values emerge. In a series of correlational and experimental studies, we find that religious ritual plays a role in this process.

B326
CULTURAL DIFFERENCES IN PREJUDICE: ASSOCIATIONS BETWEEN INDIVIDUAL- AND GROUP-ORIENTED NORMS AND VALUES AND TARGETS OF PREJUDICE

Hyeyoung Shin¹, John Dovidio²
¹*University of Maryland*; ²*Yale University*

The present research investigated associations between norms/values and targets of prejudice. 610 US and Korean participants rated various norms/values and outgroups. We found that particular cultural norms/values are associated with specific targets of prejudice in a specific culture (e.g., uniqueness was negatively associated with non-normal outgroups only in the US).

B327
EXPLORING LAY DEFINITIONS AND THE ACKNOWLEDGMENT OF GOSSIP BEHAVIOR

Jamie S. Snider¹, Stephen Reysen¹
¹*Texas A&M University-Commerce*

We explored lay definitions of gossip, acknowledgment of gossip behavior, and gender differences in gossip. With no gender discrepancy, the results showed that the majority of participants defined gossip as negative talk about absent third parties, and admitted to gossip behavior. However, many participants offered justifications for why they gossiped.

B328
MIGRATION MOTIVES AND ATTITUDES AMONG CANADIANS: EXPLORING MOTIVES FOR ONE'S OWN MIGRATION AND ATTITUDES TOWARD INTERNATIONAL AND INTER-PROVINCIAL MIGRANTS

Monika Stelzl¹, Victoria M. Esses², Richard Y. Bourhis³
¹*St. Thomas University, Canada*; ²*The University of Western Ontario, Canada*; ³*Universite du Quebec a Montreal, Canada*

This study examines Canadians' attitudes toward migrants and one's own motives to move to a different Canadian province. Motives to migrate reflect 'pull factors' such as finding a job and 'push factors' such as escaping discrimination. This research expands our understanding of intergroup relations in culturally and linguistically diverse countries such as Canada.

B329
EFFECTS OF INTERGROUP AND INTRAGROUP STATUS ON OUTGROUP DEROGATION: INTERGROUP RELATION AS A MODERATOR

Hitomi Sugiura^{1,2}, Kiriko Sakata¹
¹*Hiroshima University*; ²*JSPS Research fellow*

We examined whether intergroup relations moderated the interaction between intergroup and intragroup status on outgroup derogation. Results showed that low intragroup status members in high status groups and high intragroup status members in low status groups showed outgroup derogation, only in competitive situations. We discussed in terms of social comparison.

B330
THE ROLE OF GENDER IN INTERRACIAL INTERACTIONS: META-ANALYTIC FINDINGS

Negin R. Toosi¹, Laura G. Babbitt², Nalini Ambady³, Samuel R. Sommers²
¹*Columbia University*; ²*Tufts University*; ³*Stanford University*

How does gender impact outcomes of interracial interactions? Results from a meta-analysis demonstrate that participants in mixed-sex pairs experienced more negative affect in interracial versus same-race interactions, but this difference was mitigated in same-sex pairs. Furthermore, task structure moderated women and men's nonverbal behavior.

B331
MEMBERS IN THE COOPERATIVE GROUP FEEL SUSCEPTIBLE TO OUT-GROUP ATTACKS

Sho Tsuboi¹, Motoki Watabe²
¹*Kyoto University*; ²*Waseda University*

We found that participants in a cooperative group predicted more severe out-group attacks than those in non-cooperative group. By contrast, actual degrees of attack by out-group were not significantly different between cooperative and non-cooperative group conditions. Results suggest that members in a cooperative group feel more susceptible to out-group attacks.

B332
IMAGINED INTERGROUP CONTACT: THE ROLE OF CATEGORIZATION

Loris Vezzali¹, Dino Giovannini¹, Giulia Bergamini¹, Gaia Davolio¹, Laura De Zorzi Poggioli¹, Margherita Righi¹, Paola Spagnol¹
¹*University of Modena and Reggio Emilia, Italy*

We tested whether imagined intergroup contact can improve intergroup behavior among elementary school children. Results revealed that Italian children who imagined an intergroup encounter displayed more positive prosocial behavior than those in a control condition. Moreover, this effect was strengthened when a superordinate categorization during the imagery task was salient.

B333
ARE MEN'S RESPONSES TO IMAGINED CONFRONTATIONS DRIVEN BY THE DESIRE TO BE RESPECTED OR LIKED?

Dana E. Wagner¹, Robyn K. Mallett¹, Rachael L. Peterson¹
¹*Loyola University Chicago*

Respect and liking goal-pursuit explains men's variable responses to imagined confrontation. Men more quickly identify liking-related words after sexist confrontation than gender-neutral confrontation (Study 1). However, men seek more respect in written responses after sexist confrontation than gender-neutral confrontation (Study 2). Thus, liking and respect-related concerns exist after sexist confrontation.

B334
MOTIVATIONAL UNDERPINNINGS OF ETHNOCENTRISM: INGROUP PROJECTION CAN BE HEURISTIC OR STRATEGY

Sven Waldzus¹, Miriam Rosa¹, Thomas W. Wolfgang¹
¹*ISCTE-IUL*

Three experiments found that high status groups are more ethnocentric when they process information heuristically in stable intergroup relations, or when processing systematically in unstable intergroup relations. We conclude that ethnocentric judgments (ingroup projection) can result either from use of cognitive heuristics or from a defense motivated strategy.

B335
GENERATIONAL DIFFERENCES IN VULNERABILITY TO IDENTITY DENIAL: THE ROLE OF GROUP IDENTIFICATION

Jennifer Wang¹, Sapna Cheryan², Camden Minervino³
¹*University of Wisconsin - La Crosse*; ²*University of Washington*; ³*Stanford University*

Being denied one's national identity generated greater negative emotions among 2nd+ generation compared to 1st generation

Asian Americans. Negative emotions in response to identity denial were mediated by American identification, specifically greater self-stereotyping as American, among 2nd+ generation Americans.

B336**SPEAKING ESSENTIALIST: WHAT DO I THINK ABOUT YOU WHEN YOU TALK ABOUT THEM?**

Nate Way¹, Brenda Major¹

¹*UCSB*

We investigated how essentialist language is interpreted by a third-party listener. When describing a group, a speaker's use of essentialist language affected beliefs that third-party listeners had about how that speaker felt about the group described. Participant, speaker, and target group membership also affected how essentialist language was interpreted.

B337**EFFECTS ON OUTGROUP ATTITUDES OF A CLOSENESS INDUCTION WITH A SAME- OR CROSS-ETHNIC STRANGER AT FRESHMAN ORIENTATION**

Shelly C. Zhou¹, David Reuman², Arthur Aron¹

¹*Stony Brook University*; ²*Trinity College*

This research examined effects of minority-majority-group friendships on feelings towards the other's group. Participants completed friendship-making activities with someone of their own or another ethnicity. Cross-ethnic partners had greater increases in positive feelings towards the other's group from pre- to post-activity, with similar effects for majority and minority participants.

B338**MERITOCRACY BELIEFS AND PERCEPTIONS OF THE AMERICAN SYSTEM**

Jennifer Zimmerman¹, Vanessa Zavala², Christine Reyna¹

¹*DePaul University*; ²*University of California, Los Angeles*

The current studies examined the relationship between meritocracy beliefs and perceptions of the American system. People believed that meritocracy should exist more than they thought that it actually exists. Perceiving this discrepancy in meritocracy predicted system dysfunction and pessimism about the future, suggesting that system legitimacy depends on both beliefs.

Poster Session C

Friday, January 18, 12:30 pm – 2:00 pm, Hall B-1

Emotion

C1

INDIVIDUAL DIFFERENCES IN PERCEIVED SUPERIORITY AND CONTEMPT TOWARDS OTHERS

Beatrice Alba¹

¹*Macquarie University*

Previous research has suggested that contempt is an emotion directed towards those viewed as inferior and incompetent. Participants were exposed to scenarios designed to elicit contempt towards a target character, and a moderate positive correlation was consistently found between contempt and individual differences in general feelings of one's own superiority.

C2

WHY NEGATIVE THINGS ARE REMEMBERED AND POSITIVE THINGS FEEL FAMILIAR - STIMULUS DENSITY PREDICTS SENSITIVITY AND RESPONSE BIAS IN RECOGNITION MEMORY

Hans Alves¹, Christian Unkelbach¹, David Vaughn. Becker²

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According to the density hypothesis (Unkelbach et al., 2008), inter-stimulus similarity is higher for positive than for negative information. In two experiments we show that this asymmetry affects recognition memory in the way that sensitivity is higher for negative information and response biases ("old") are stronger for positive information.

C3

AWE YEAH! FEELINGS OF AWE ARE ASSOCIATED WITH INCREASED CURIOSITY

Craig L. Anderson¹, Dacher Keltner¹

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Awe has been described as an emotion related to knowledge and seeking new information (Keltner & Haidt, 2003). However, the epistemic function of awe has not yet been empirically examined. The current investigation suggests that awe, compared to other discrete positive emotions, is associated with higher levels of curiosity.

C4

POLITICALLY DIVIDED EMOTIONS: LIBERALS AND CONSERVATIVES VALUE AND REGULATE DIFFERENT AFFECTIVE STATES TO MAINTAIN CONSISTENT ATTITUDES

Olga Antonenko Young¹, Matthew Feinberg¹, Clayton Critcher¹, Robb Willer¹

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In two related studies, we examine the relationship between political orientation and attitudes towards moral emotions underlying political attitudes. We demonstrate that, while liberals value sympathy in others, conservatives value moral disgust and pride. Furthermore, liberals and conservatives spontaneously regulate emotions that are inconsistent with political values.

C5

NONVERBAL EXPRESSIONS OF PRIDE, HUBRIS, JEALOUSY, AND ENVY IN JAPAN

Kohki Arimitsu¹

¹*Komazawa University*

Japanese participants (n = 53) labeled the expression including a half smile with a raising chin and a condescending look as hubris (82.1%). Photographs that were most highly rated as expressing jealousy and envy had a nihilistic smile with the head turned aside, a saucy glance and an erect posture.

C6

WHEN SOURNESS INCREASES FUNNINESS - LANGUAGE SPECIFIC EMBODIMENT EFFECTS

Giti Bakhtiari¹, Thorsten M. Erle¹, Sascha Topolinski¹, Fritz Strack¹

¹*University of Wuerzburg*

Most embodiment effects concern body-concept associations that are ecologically established and are assumed to be valid across languages. We tested whether embodiment effects can rely on language-specific associations, e.g. the German saying: "sour makes funny". Participants who ate sour candies evaluated stimuli as funnier than participants who ate sweet candies.

C7

IDENTIFYING COMPLEX EMOTIONS IS DISRUPTED BY SOCIAL ANXIETY

Maria Barth¹, Steven G. Young², Nalini Ambady³

¹*Tufts University*; ²*Fairleigh Dickinson University*; ³*Stanford University*

Social anxiety is associated with biases in identifying emotional basic emotion expressions. In the current work, we use the Reading-the-Mind-in-Eyes task and show that social anxiety also disrupts the identification of complex emotions conveyed by the eyes, but only when stimulus exposure is truncated.

C8

VALIDATION OF THE IMPLICIT MEASURE OF EMOTIONAL STATES (IMES)

Gregory Bartoszczek¹, Daniel Cervone¹

¹*University of Illinois at Chicago*

To validate an implicit measure of discrete emotions, we asked participants to rate emotions expressed in abstract paintings. When anger was induced experimentally, participants judged paintings as expressing more anger, but not more sadness or fear. An explicit measure failed to detect this specific change in anger.

C9

PHYSICAL PAIN AND GUILTY PLEASURES

Brock Bastian¹, Jolanda Jetten¹

¹*University of Queensland*

Experiencing physical pain facilitates indulgence in guilty pleasures because concepts of punishment are embodied within the experience of pain. Two studies show that pain leads to self-reward but only when pain is experienced as 'unjust'. Painful experiences allow people to take liberty with pleasures that otherwise arouse feelings of guilt.

C10

BEING ENVIED BY OTHERS: THE GOOD, THE BETTER, AND THE BEST

Elise Bausseron¹, Susan E. Rivers²

¹*University of Queensland*; ²*Yale University*

An exploratory study investigated the emotional implications of being envied by others at school and work as well as the coping strategies employed. Contrary to predictions, results indicate that being envied is predominantly associated with positive emotions, coping strategies, and perceptions of both the self and the envier.

C11

DOES REGRET FIXATE PEOPLE ON AN ALTERNATIVE OPTION?

Denise R. Beike¹

¹*University of Arkansas*

Does regret entail ruminating about an alternative option, fixing it in mind? Participants listed features of two options in a choice they regret or are satisfied with, at two different times. Contrary to predictions, features listed for the unchosen option in a regretted choice were the least stable over time.

C12**THE INFLUENCE OF SOCIAL GROUP AND INTERPERSONAL CONTEXT ON FACIAL MIMICRY**Christophe Blaison¹, Ursula Hess¹¹*Humboldt-University, Berlin*

The contextualized view of mimicry argues that people automatically mimic facial expressions when no social context information is provided, yet, it also argues that even minimal social context may modulate facial mimicry. We report facial mimicry studies that manipulated outgroup status on one hand and interpersonal context on the other.

C13**AFFECTIVE RESPONSES TO DISRESPECT: A DUAL PATHWAY ANALYSIS**Sarai Blincoe¹¹*Longwood University*

This study explored disrespect as a threat to inclusion and status. Participants were disrespected by a confederate during a problem-solving task and then completed measures of emotion and aggression. Threat to inclusion, particularly for female participants who worked with a female confederate, was associated with more anger, sadness, and aggression.

C14**THE RELATIONSHIP EFFECT ON FACIAL MIMICRY**Heidi Blocker¹, Daniel McIntosh¹¹*University of Denver*

Participants (N = 80) observed positive, neutral or negative individuals smiling, while under cognitive load or no load. EMG recorded zygomaticus major activity. Under load, participants mimicked smiles of positive individuals but not of neutral or negative individuals. However, participants not under load showed the least mimicry of negative individuals.

C15**ETHNIC AND GENDER SIMILARITIES AND DIFFERENCES IN THE SOCIALIZATION OF CHILDREN'S PRIDE**Julia E. Brinton¹, Kevin A. Leary¹, Amy G. Halberstadt¹¹*North Carolina State University*

This study examined the association between parental emotion socialization beliefs and children's pride. Mother-child dyads completed separate questionnaires assessing their children's social skills and their propensity to feel and express pride, respectively. Results suggest cultural differences in the socialization of pride and the parental beliefs that underlie such differences.

C16**1. THIS TOO SHALL PASS: THE EMOTION-REGULATORY BENEFITS OF TEMPORAL DISTANCING FROM STRESSFUL LIFE EVENTS**Emma L. Bruehlman-Senecal¹, Ozlem Ayduk¹¹*University of California, Berkeley*

Participants who reflected on a recent stressful event from a temporally distant perspective believed the event would have a lesser impact on their future than those who immersed. They also reported less emotional distress and better coping capabilities. This suggests that temporal distancing may serve an important emotion regulatory function.

C17**THE RELATION OF TIME PERSPECTIVE TO THE EXPERIENCES OF HOPE AND OPTIMISM**Patricia Bruininks¹¹*Whitworth University*

Being future oriented predicts experiencing the positive anticipatory states of optimism and hoping. In addition, having a negative view of the past is negatively correlated with optimism but positively correlated with hoping. Thus, a negative perspective on past experiences may inhibit optimism for a future outcome, but not hoping.

C18**THE EMOTION-COGNITION REGRET (ECR) SCALE: CONFIRMATORY FACTORY ANALYSIS AND CRITERION VALIDATION**Joshua Buchanan¹, Amy Summerville¹¹*Miami University*

Regret has both maladaptive and functional outcomes. The present research identifies two forms of regret that differentially predict these outcomes: emotion-focused regret and cognition-focused regret, respectively. Through confirmatory factor analysis, we create a new measure, the Emotion Cognition Regret (ECR) scale, that discriminates between these forms of regret.

C19**IMPROVING TPB: THE ROLE OF ANTICIPATED EMOTIONS AND PERSONAL EXPERIENCE**Amparo Caballero¹, Pilar Carrera¹, Dolores Muñoz¹, Itziar Fernández²¹*Universidad Autonoma de Madrid*; ²*Universidad Nacional de Educación a Distancia (UNED)*

We tested whether anticipated emotional profiles improve TPB predictions related to behavioral expectation (BE) and behavioral intention (BI). We test how anticipated emotions interact with personal experience in risk behavior to improve predictions from TPB on behavioral intention (BI) and behavioral expectation (BE) for excessive drinking.

C20**HOW TO OVERCOME THE BLINDING EFFECT OF STRONG HABITS - THE ROLE OF AFFECTIVE STATE**Julia S. Cada¹, Kuhbandner Christof¹, Reinhard Pekrun¹¹*University of Munich*

Humans are often blind for more efficient solutions when less efficient solutions have been practiced before. We demonstrate that affect experienced during a break plays an important role for overcoming blinding effects of habits because happy participants were more likely to gain insight into more efficient solutions than sad participants.

C21**BEYOND HAPPY AND SAD: MORE DIRECT EVIDENCE THAT POLAR OPPOSITE EMOTIONS CAN CO-OCCUR**Adam Cann¹, Jenna Chang¹, Jeff Larsen¹¹*Texas Tech University*

Circumplex models contend that polar opposite emotions are mutually exclusive. Evidence for such mixed emotions has been reported, but alternative interpretations remain. Using a modified version of Russell et al.'s (1989) affect grid that lets people check multiple boxes, we provided more direct evidence that polar opposite emotions can co-occur.

C22**COMING FACE-TO-FACE WITH STATUS: EFFECTS OF PERCEIVER POWER ON SPONTANEOUS FACIAL MIMICRY**Evan W. Carr¹, Piotr Winkielman¹, Christopher Oveis¹¹*University of California, San Diego*

With facial electromyography (fEMG), we demonstrated with the current project that (1) subjective feelings of high- and low-power lead to distinct changes in spontaneous facial mimicry, an index of interpersonal rapport, and (2) these effects are impacted by the perceived status of the mimicry target.

C23**WHEN THE GOING GETS TOUGH, ANGER MOTIVATES: TRAIT ANGER AS AN INDICATOR OF PERSISTENCE**Christopher A. Chai¹, Benjamin M. Wilkowski¹¹*University of Wyoming*

Although anger is typically thought to result in negative consequences, several theories suggest that it can lead to persistent goal pursuit when obstacles arise. Consistent with this, the current study (N = 125) found

that high trait anger participants persisted longer at a difficult (but not easy) anagram-solving task.

C24
IMPLICITLY CUEING SOCIAL CONTEXTS AND SOCIAL ANXIETY

Elise Chaperon¹, Stephane Dandeneau¹

¹Université du Québec à Montréal

A social exclusion or social acceptance context was implicitly cued in people with low and high social anxiety. Results suggest that it is possible to condition a neutral cue to experiences of positive and negative social contexts and that the implicit cueing of such social contexts influences people's emotional reactions.

C25
BRINGING POSITIVITY BACK TO THE FUTURE: THE EFFECT OF NOSTALGIA AND FANTASY PRONENESS ON OPTIMISM

Wing Yee Cheung¹, Erica G. Hepper², Tim Wildschut¹, Constantine Sedikides¹, Jamie Arndt³, Ad Vingerhoets⁴

¹University of Southampton; ²University of Surrey; ³University of Missouri, Columbia; ⁴Tilburg University

There is mounting evidence on the positive psychological functions of nostalgia (e.g., increase in self-regard, strengthening of social bonds). Does nostalgia also influence the evaluation of future? Results from five studies revealed that nostalgia elevates optimism. This pattern is especially prominent among people high in fantasy proneness.

C26
PERCEIVED INGROUP GAIN AND LOSS MEDIATE SCHADENFREUDE IN RESPONSE TO OUTGROUP MINOR OR SEVERE MISFORTUNE AND GLÜCKSCHMERZ FOLLOWING RECOVERY

Chelsea M. Cooper¹, Charles Hoogland¹, D. Ryan Schurtz², David Combs³, Richard H. Smith¹

¹University of Kentucky; ²Stevenson University; ³US Naval Research Laboratory

Highly identified ingroup members often experience joy over an outgroup's misfortune (schadenfreude), and unhappiness or pain following an outgroup's good fortune or recovery (glückschmerz). An experimental study suggested that these links do not depend on misfortune severity, and are mediated by perceived ingroup gain and loss, respectively.

C27
FAMILIARITY DETERMINES THE INFLUENCE OF POSER RACE ON THE HAPPY CATEGORIZATION ADVANTAGE

Belinda M. Craig¹, Kimberley M. Mallan², Ottmar V. Lipp¹

¹The University of Queensland; ²Queensland University of Technology

Whether facial cues of race affect the happy categorization advantage, the faster categorization of happy than angry emotional expressions, is a matter of debate. We demonstrate that stimulus type (computer generated vs. photographic), presentation duration, and most importantly stimulus familiarity determine the influence of race on emotion categorization.

C28
THE ROLE OF ASSESSMENT PROCESSES AND OUTWARD ANGER EXPRESSION TENDENCIES IN ANGER-RELATED APPROACH MOTIVATION

Sarah E. Crowe¹, Benjamin M. Wilkowski¹

¹University of Wyoming

Recent theory suggests that anger motivates individuals to approach interpersonal confrontations. Consistent with this, we found that individuals high in anger-out approached angry (rather than neutral) expressions more quickly only when consciously categorizing the expressions. These results indicate that assessment processes and anger-out are critically involved in anger-related approach motivation.

C29
WHAT CATCHES THE ENVIOUS EYE? ATTENTIONAL CONSEQUENCES OF BENIGN AND MALICIOUS ENVY

Jan Crusius¹, Jens Lange¹

¹University of Cologne

We show differential effects of benign and malicious envy on automatic attention allocation. In dot-probe tasks, the attention of maliciously envious participants was biased toward reminders of superior others but not toward their superior fortunes. In contrast, benignly envious participants were equally biased toward superior others and their superior fortunes.

C30
POSITIVE EMOTIONS AND RECOGNITION OF DETAILS FROM A "GOING OUT TO DINNER" STORY

Alexander F. Danvers¹, Michelle "Lani" N. Shiota¹

¹Arizona State University

This study compared effects of four positive emotions on recognition of details from a story about a familiar situation. Pride appeared to increase overall signal detection accuracy, whereas awe led to a more conservative bias in identifying details as present. Implications for theories of positive emotion and cognition are discussed.

C31
EMOTION AND COGNITIVE CONTROL INTERACTIONS AND INDIVIDUAL DIFFERENCES IN BIS PREDICT NEGATIVE REACTIVITY

Nicole A. Davidson^{1,2}, Chelsea F. Dahl², Justin Storbeck^{2,1}

¹The Graduate Center, CUNY; ²Queens College, CUNY

Selective effects of emotion on working memory protected high BIS individuals from negative reactivity. Self-reported negative affect was correlated with high BIS following a self-control task when emotion was not selective for working memory task demands; however, when emotion was selective for working memory BIS failed to predict negative affect.

C32
INTERPERSONAL EFFECTS OF EMOTIONS IN MORALLY-CHARGED NEGOTIATIONS

Morteza Dehghani¹, Jonathan Gratch¹, Peter Carnevale¹

¹University of Southern California

We investigate the impact of facial displays of discrete emotions, specifically anger and sadness, in a morally-charged multi-item negotiation task. We show that displays of anger may backfire if one of the parties associates moral significance to negotiation objects, whereas displays of sadness promote higher concession-making.

C33
POSITIVE EMOTION AND EMPATHY: CAN FEELING GOOD BE BAD FOR UNDERSTANDING OTHERS?

Hillary C. Devlin¹, Jamil Zaki², June Gruber¹

¹Yale University; ²Stanford University

This study compared the effects of self-focused and other-focused positive emotion on empathic processes. As hypothesized, self-focused positive emotion led to reduced perspective-taking – specifically toward targets sharing negative events – whereas other-focused positive emotion did not. Findings suggest that different forms of positive emotion may have divergent effects on social processes.

C34
AWE IN VIVO: A NATURALISTIC EXAMINATION OF AWE AND THE PSYCHOLOGICAL SENSE OF ENTITLEMENT

Pia Dietze¹, Paul K. Piff¹, Delia Fuhrmann², Dacher Keltner¹

¹University of California, Berkeley; ²University of St. Andrews

An in-vivo manipulation of awe tested the effects of awe on feelings of entitlement. Across two studies, awe exerted a diminishing effect on the self-concept and decreased feelings of entitlement. Specifically, participants experiencing awe reported a reduced sense of size vis-à-vis others and a decreased sense of psychological entitlement.

C35**ELICITORS OF FEELING AWE AND FEELING MOVED**Jennifer A. Dobson¹, Ian R. Newby-Clark¹¹*University of Guelph*

Participants (N = 119) were randomly assigned to write about a time when they either felt awe or felt moved. Awe was most often elicited by nature; feeling moved was most often elicited by social situations. Awe was elicited by positive events, whereas feeling moved was elicited by negative events.

C36**CONTEXTUAL EFFECTS ON EMPATHIC ACCURACY AMONG STANGERS**Katarzyna J. Doniec¹, Alexandr Kogan¹¹*The University of Cambridge*

The present study examines situational factors that affect empathic accuracy—the degree to which an individual accurately perceives another's emotional state—between unacquainted strangers. Results indicate that empathic accuracy was greatest (a) during conversations about uplifting events rather than suffering, and (b) being the talker rather than the listener.

C37**THE ROLE OF EMOTION PROFILES IN EMOTION REGULATION**Adrienne N. Dougherty¹, Oscar Ybarra¹¹*University of Michigan*

Using two distinct emotion categories, in two studies we demonstrated that the emotion itself helps determine the emotion regulation approach people report, namely to reappraise or suppress. Thus, the emotion matters in emotion regulation. With their distinct regulation profiles, people are apt to regulate emotions differently across situations.

C38**ANGER NARROWS ATTENTIONAL SCOPE: THE INFLUENCE OF MOTIVATIONAL INTENSITY ON LOCAL-GLOBAL ATTENTION**Leah Dunkel¹, Cayce Savage¹, Bryan D. Poole¹, Philip A. Gable¹¹*The University of Alabama*

Past research suggests that motivational intensity narrows attentional scope. The current experiments tested whether anger would also narrow attentional scope. Across three studies, anger narrowed attentional scope relative to a neutral state, similar to positive and negative states high in motivational intensity. Attentional narrowing was associated with trait approach motivation.

C39**"IT'S SO CUTE I WANT TO SQUISH IT!" HOW CUTENESS LEADS TO VERBAL EXPRESSIONS OF AGGRESSION**Rebecca L. Dyer¹, Oriana R. Aragon¹, Chelcie Piasio², Margaret S. Clark¹, John A. Bargh¹¹*Yale University*; ²*Monmouth University*

Two studies investigated the phenomenon where viewing cute stimuli leads to verbal expressions of aggression. Results showed that ratings of cute (not funny/neutral) animals predicted endorsement of aggressive statements (mediated by loss of control). After viewing cute images, participants were more likely to choose aggressive responses to end ambiguous stories.

C40**CULTURE AND EMOTION REGULATION: ASIAN-WHITE DIFFERENCES ARE DUE TO ACCULTURATION AND MEDIATED BY INDEPENDENT SELF-CONSTRUALS**Josh S. Eng¹¹*UC Berkeley*

Research has found that East Asians suppress the expression of their emotions to a greater extent than Westerners. The present studies tested whether self-construal processes can explain this finding. Results suggest the cultural difference in suppression is driven more by Westerners' greater independence than by East Asians' greater interdependence.

C41**DO RACIAL/ETHNIC CUES AFFECT PERCEPTIONS OF UNDOCUMENTED IMMIGRANTS' EMOTIONAL LEGITIMACY?**Carla España¹, Alem Teclé¹, Victoria C. Plaut¹, Kathryn Abrams¹¹*University of California, Berkeley*

We examined whether racial/ethnic cues affect perceptions of emotional legitimacy—the extent to which someone finds another person's emotions to be reasonable and valid. In our research, participants' perceptions of the legitimacy of an undocumented immigrant's anger varied depending solely on the racial/ethnic cues presented (Latino versus European).

C42**ARTISTIC EXPRESSION COUNTERACTS THE EFFECTS OF EMOTIONAL SUPPRESSION**Katherine E. Evarts¹, Steven M. Graham²¹*Antioch University New England*; ²*New College of Florida*

A 2X2 between-subjects design showed that emotionally suppressing during a distressing film clip significantly raised anxiety and negative affect and significantly lowered mood and positive affect. Afterwards, an artistic task produced improved mood and affect relative to a filler task. Artistic expression therefore counteracts symptoms of emotional suppression.

C43**CLAIMING VALUE IN NEGOTIATIONS: THE EFFECT OF ANGER, TESTOSTERONE, CORTISOL, TRAIT DOMINANCE, AND NEGOTIATION ROLE**Emma C. Fabiansson¹, Thomas F. Denson¹¹*University of New South Wales*

We investigated how affect, hormones, and traits jointly interact to determine value claiming in negotiations. Angry and neutral affect was manipulated and participants negotiated a job contract. A significant 4-way interaction between testosterone, cortisol, anger, and dominance was found. The dual-hormone hypothesis was supported for angry participants with low dominance.

C44**TOWARD AN INTEGRATION OF ATTACHMENT AND EMOTION-REGULATION RESEARCH**Jennifer Fillo¹, Nora K. Keenan^{2,1}¹*University of Minnesota, Twin Cities*; ²*Zablocki VA Medical Center*

To provide a platform for future work integrating mainstream emotion-regulation and attachment literatures, the present study examined the relations between attachment insecurity (anxiety, avoidance) and four well-established emotion-regulation measures. Results support the hypothesis that anxiety and avoidance are each associated with a unique constellation of emotion-regulation tendencies and difficulties.

C45**HOW DO OBSERVER'S BEHAVIORS DIFFER DEPENDING ON THE EMBARRASSED PERSON'S FACIAL EXPRESSION?**Tetsuya Fukuda¹, Masataka Higuchi¹, Hitomi Kuranaga¹¹*University of Hiroshima, Higashi-Hiroshima*

We examined whether observer's behaviors toward a person who feels embarrassed differ depending on the types of facial expressions. These behaviors comprised four factors: "helping", "avoidance", "humor", and "other-monitoring". ANOVAs revealed that the mean of "humor" was lower the neutral facial expression than embarrassed ones containing smiles.

C46**A LIBRARY OF FILM CLIPS THAT DIFFERENTIALLY ELICIT PARTICULAR TYPES OF "THE CHILLS"**Amanda K. Fuller¹, Todd M. Thrash¹, Laura A. Maruskin², Emil Moldovan¹¹*College of William and Mary*; ²*Stanford University*

We developed a library of 24 videos that are effective in eliciting one of two types of "the chills": "goosetingles" (goosebumps, tingling)

or “coldshivers” (coldness, shivers). Principal components analysis revealed the expected two-factor solution. Mixture modeling revealed two clusters of videos, a pleasant goosetingles cluster and an unpleasant coldshivers cluster.

C47**CONTRAST EFFECTS IN THE EMBODIMENT OF WARMTH**Erica E. Geissman¹, Matthew E. Barrett¹, Abraham M. Rutchick¹¹California State University, Northridge

Extending previous research on the embodiment of warmth, a study was conducted to assess the embodiment of temperature effects on recall of past academic experiences. Unexpectedly, the reports of participants holding cold therapeutic packs contained more positive emotion language and cognitive complexity than the reports of participants holding warm packs.

C48**IN THE MOOD TO PURSUE HIGH ACHIEVEMENT GOALS? HAPPY MOOD REDUCES MOTIVATION IN REAL-LIFE ACHIEVEMENT SETTINGS**Liz Goldenberg¹, Joseph P. Forgas¹, Sean P. Lane²¹University of New South Wales; ²New York University

Can happiness reduce motivation to work toward important high achievement goals? Two field studies found that happy mood led to reduced intentions to study for an upcoming university examination (study 1), as well as reduced number of hours actually spent preparing for a professional examination (study 2). Implications are considered.

C50**THE IMPACT OF EMOTIONAL COMPETENCIES TRAINING ON BRAIN ACTIVITY**Michel Hansenne¹¹University of Liege

The study assessed the cerebral correlates underlying improvement in emotional competencies. After an intervention, participants showed less cerebral activity than the control group within different regions related to emotional regulation and attention (bilateral inferior parietal lobule, the right precentral gyrus). These results suggested increased neural efficiency after emotional competencies training.

C51**A TWO DIMENSIONAL VIEW OF ANTICIPATION AND EMOTION**Haley Harris¹, Shaan Shahabuddin¹, Steven Estrada¹¹Stephen F. Austin State University

To examine affective anticipation on affective experience, participants anticipated a positive, negative, or neutral video while rating affective or neutral pictures. The combination of anticipating and experiencing negative affect led participants to feel much more negative about the upcoming video. Two-dimensional views of emotions are applied to explain this effect.

C52**THE LINK BETWEEN EMOTION REGULATION AND EMPATHY FOR POSITIVE EMOTION**Aleena C. Hay¹, Hillary C. Devlin¹, Jamil Zaki², June Gruber¹¹Yale University; ²Stanford University

This study examined the association between trait emotion regulation and empathy. Findings suggest that individuals who report habitually using reappraisal showed increased empathy for targets experiencing positive emotions. In contrast, individuals high on trait suppression exhibited deficits in their ability to empathize with and accurately perceive targets' positive emotions.

C53**ENVY IN ADULTHOOD: DIFFERENCES ACROSS GENDER AND AGE IN THE EXPERIENCE OF BEING ENVIED**Nicole E. Henniger¹, Harris R. Christine¹¹University of California, San Diego

We examined the experience of being envied in a diverse adult population using online questionnaires. People were more likely

to envy others of a similar age and the same gender as themselves. Behavioral reactions, cognitions, and the envied object also differed by gender and age.

C54**THE POLITICAL IDEOLOGY OF ENVY AND GREED: VENTURE OR VULTURE CAPITALISM?**Charles Hoogland¹, Richard Pond¹, Alexandra Martin¹, Richard H. Smith¹, Zlatan Krizan², Sung Hee Kim¹¹University of Kentucky; ²Iowa State University

This study examined the role of political ideology in perceptions of protests against the very wealthy of Wall Street and of private equity firms. Compared to liberals, conservatives were more likely to attribute complaints to envy. Compared to conservatives, liberals were more likely to attribute wealthy individuals' actions to greed.

C55**FACIAL MIMICRY AND EMOTION RECOGNITION OF EMOTIONAL FACIAL EXPRESSIONS SHOWN BY THE ELDERLY**Isabell Hühnel¹, Ursula Hess¹¹Humboldt-Universität zu Berlin

Young adults have difficulties recognizing older persons' facial emotions. Will they show impaired mimicry as well? We measured facial EMG while young participants viewed facial expressions of young vs. old actors. We found differences in mimicry between the two age-groups. Beliefs about emotion expressions may impact on facial mimicry.

C56**WHEN WOULD YOU FEEL ENVIIOUS? THE EFFECTS OF EASE OF DIVIDING RESOURCES AND TRUST ON ENVY**Yumi Inoue¹, Osamu Higuchi¹, Koji Murata¹¹Hitotsubashi University

From an evolutionary psychological perspective, we focused on the ease of dividing resources and trust, and examined those effects on envy. As a result, people who were not highly trusting felt more envious when the confederate was given an easily dividable resource than when the resource was not easily dividable.

C57**GENDER DIFFERENCES IN AFFECTIVE RESPONSES TO SOCIAL REJECTION**Ivana Jevtic¹, Katarina Dedovic¹, Keely Muscatell¹, Naomi Eisenberger¹¹University of California, Los Angeles

We examined gender differences in the effect of social rejection on positive and negative affect. Before feedback, women in mixed-gender groups reported greater distress compared to men in mixed-gender groups and women in female-majority groups. Women's positive mood decreased when rejected and accepted. Men's positive mood declined only when rejected.

C58**UNFOLDING OF ENVY IN TIME**Omesh Johar¹, Zlatan Krizan¹¹Iowa State University

We present the first systematic examination of the time-course of envy in the context of rumination. In three studies, envy (and related sentiments of hostility, resentment and dejection) weakened with time. Trait-rumination was found to be important for the experience and maintenance of envy (as it also predicted dispositional envy).

C59**WHEN STEPPING OUTSIDE THE SELF IS NOT ENOUGH: OBSERVER PERSPECTIVE REDUCES THE EXPERIENCE OF BASIC BUT NOT SELF-CONSCIOUS EMOTIONS**Maayan Katzir¹, Tal Eyal¹¹Ben Gurion University of the Negev

Self-conscious emotions involve the evaluation of the self from the perspective of others. Therefore, we predict and find that adopting a

self-distanced perspective effectively attenuates the experience of basic emotions of anger and sadness but not the experience of self-conscious emotions of guilt and shame.

C60
EMOTIONAL INTELLIGENCE MODERATES STRESS REACTIONS TO CYBER-OSTRACISM

Jemma B. King¹, Neal M. Ashkanasy¹

¹*The University of Queensland*

In a laboratory study, 232 Australian undergraduates participated in a virtual team task. IVs were EI, inclusion-exclusion, and hard-difficult task. The DV was stress (salivary cortisol increase). Results were significant main effects for all IVs and a three-way interaction: EI moderated the effect of ostracism, especially for low task difficulty.

C61
AFFECTIVE VARIABILITY ACROSS ADOLESCENCE: A TEMPORARY IMBALANCE BETWEEN HORMONAL AND COGNITIVE DEVELOPMENT?

Kathrin Klipker¹, Cornelia Wrzus¹, Antje Rauers¹, Michaela Riediger¹

¹*Max Planck Institute für Human Development*

Adolescence is a period with intensified affect experiences. However, little is known about underlying processes. Using a longitudinal study with 158 male adolescents, we investigated whether a temporary imbalance between hormonal changes and cognitive control, results in more within-person affect variability. We present results and implications of this temporary imbalance.

C62
MOOD INFLUENCES BOTH LANGUAGE ABSTRACTION AND TRANSGRESSION OF CONVERSATION NORMS

Alex S. Koch^{1,2}, Joseph P. Forgas², Liz Goldenberg²

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Based on the assimilative / accommodative processing model, we hypothesized that everyday mood influences interpersonal communication. In two studies, participants wrote and spoke about fictional and factual events, and those in good mood showed greater language abstraction and greater transgression of conversation norms than those in bad mood.

C63
THE ROLE OF SOCIAL RELATIONSHIPS IN THE COGNITIVE ORGANIZATION OF EMOTIONS ACROSS CULTURES

Sharon Koh¹, Christie N. Scollon¹, Derrick Wirtz²

¹*Singapore Management University*; ²*East Carolina University*

We examined the role of social relationships in the cognitive organization of emotion knowledge. Interdependent individuals had a tighter organization of emotions around close friendships. Interdependent individuals showed more emotional flexibility between relationships and those who were less emotionally consistent had a tighter organization of emotions around their relationships.

C64
DOES DEPRESSED AFFECT REDUCE THE ABILITY TO MIMIC FACIAL EXPRESSIONS?

Tara L. Kraft¹, Claire Gorey¹, Sarah D. Pressman¹

¹*University Of Kansas*

The present analysis examined whether dysphoric mood was related to participants' ability to mimic a facial expressions (e.g., neutral expressions, smiles). Results indicated that higher depressed affect was significantly related to lower expression adherence ability overall, particularly for both smiling conditions.

C65
FEELING THREATENED WHEN IN-GROUP MEMBERS EXPRESS PRIDE

Mark M. Kurai¹, Wesley G. Moons¹

¹*University of California, Davis*

Perceiving members of one's group display pride, but not happiness, increases threat (Experiment 1) and fear (Experiments 2,3) in low status, but not high status, participants. Fear was associated with endorsement

of status hierarchies suggesting specific emotional responses when in-group pride displays were perceived as disrupting the status quo.

C66
LISTEN TO ME WHEN I'M TALKING TO YOU: EMOTIONAL FACIAL REACTIONS TO PERCEIVED IMPOLITENESS IN A TEAMWORK SETTING

Marie Lasalle¹, Philippe Valois¹, François-Albert Laurent¹, Ursula Hess^{1,2}

¹*University of Quebec at Montreal*; ²*Humboldt-Universität Berlin*

This study used a virtual chat partner to investigate emotional reactions to impolite behaviors in a teamwork setting. Results indicated that experimental manipulation was effective, impolite partners being rated more negatively. Furthermore, participants showed anger reactions to the impolite behaviors. Those reactions were moderated by status.

C67
MOVING AWAY FROM A BAD PAST AND TOWARDS A GOOD FUTURE: THINKING ABOUT THE PAST AND FUTURE AFFECTS THE METAPHORICAL PERSPECTIVES OF TIME

Albert Lee¹, Li-Jun Ji¹

¹*Queen's University*

Two studies showed recalling an unpleasant experience from the past prompts the ego-moving perspective, whereas recalling a pleasant past prompts the time-moving perspective. In contrast, anticipating a pleasant future invokes the ego-moving perspective, whereas anticipating an unpleasant future invokes the time-moving perspective. The valence of subjective feelings explained these effects.

C68
PESSIMISM MODERATES THE MEDIATED EFFECTS OF RUMINATION ON MICRO-LONGITUDINAL ASSOCIATIONS BETWEEN STRESS AND NEGATIVE AFFECT

Dusti R. Jones¹, Katherine G. Hoff¹, Julie A. Kirsch¹, Barbara J. Lehman¹

¹*Western Washington University*

Ruminating on stressful events can prolong affective responses, especially for those who lack optimism. For three days 68 participants provided hourly reports. Multilevel mediation analyses suggested that rumination mediated previous and concurrent effects of stress on negative affect. Pessimism moderated many pathways, suggesting it promotes spillover of stress over time.

C69
IMPACT BIAS IN RECREATIONAL MARATHON RUNNERS

Kristi M. Lemm¹, Derrick Wirtz²

¹*Western Washington University*; ²*East Carolina University*

To test impact bias, recreational marathoners predicted how they would feel if they succeeded or failed in a race, and reported feelings post-race. Predicted feelings were more intense than post-race; the difference was stronger for negative emotions. More experienced runners predicted less intense emotions, suggesting runners may learn from experience.

C70
ANGRY MEN VERSUS ANGRY WOMEN: SEX DIFFERENCES IN THE EFFECT OF INCIDENTAL ANGER ON FINANCIAL RISK-TAKING

Jennifer S. Lerner¹, SoYon Rim¹, Alexander J. MacLay²

¹*Harvard Kennedy School*; ²*Bucknell University*

We examined the effect of anger on risk-taking in men versus women. Participants were induced to feel angry or not and then completed a financial risk task. Angry women took less risk than angry men and consequently, earned less money. Differences could not be explained by differences in emotional experience.

C71
A TEST AND ADAPTATION OF THE LONELINESS AND SEXUAL RISK MODEL

Brianna A. Lienemann¹, Christopher S. Lamb¹

¹*Claremont Graduate University*

The Loneliness and Sexual Risk Model (Torres & Gore-Felton, 2007) was adapted to include anxiety. Participants (N=887) completed an

online survey. Structural equation modeling determined that the models fit once the path from loneliness to alcohol intoxication was removed and a path from alcohol intoxication to sexual compulsivity was added.

C72**FEAR/AVOIDANCE AND EVALUATIVE THREAT ON PERFORMANCE: TESTING A MEDIATION MODEL OF MATH ANXIETY**Jeffrey Liew¹, Heather C. Lench¹¹*Texas A&M University*

A mediation model of math anxiety was tested in college students (N = 184) and results indicate that evaluative threat mediated the relations between trait fear/avoidance and both standardized test scores and course grades. Thus, personality may influence the experience of evaluative threat, which then may influence performance.

C73**THE ADDITIVE EFFECTS OF POSITIVE EMOTIONS AND COGNITIVE REAPPRAISAL ON THE REGULATION OF NEGATIVE EMOTIONS**Brett Major¹, Christian Waugh¹¹*Wake Forest University*

Positive emotions and cognitive reappraisal are each effective in regulating negative emotion. The present research suggest that the effects of positive emotions and cognitive reappraisal on emotion regulation are independent, but additive, and can be used together to enhance the effectiveness of emotion regulation.

C74**IS PRIDE RECOGNITION INNATE? DEVELOPMENTAL ORIGINS OF UNDERSTANDING THE NONVERBAL PRIDE EXPRESSION**Jason P. Martens¹, J Kiley. Hamlin¹, Jessica L. Tracy¹¹*University of British Columbia*

Pride displays signal expertise and direct social learning, so it would be adaptive for pride recognition to emerge early in life. Supporting this prediction, two studies measuring infants' looking times found that 8- and 16-month did not expect pride displays to follow failure, indicating an early understanding of the expression.

C75**HUMANIZING AS AN ANTIDOTE FOR CONTEMPT**Andres G. Martinez¹, Rodolfo Mendoza-Denton², Robert J. MacCoun², Stephen P. Hinshaw²¹*George Mason University*; ²*University of California, Berkeley*

Humanizing highly stigmatized outgroups may transform contempt into inclusion and compassion. As perceivers humanized a highly stigmatized target, they experienced decreased motivation to socially reject him. Also, humanizing a highly stigmatized outgroup was associated with augmented self/outgroup cognitive overlap, which in turn predicted elevated compassion toward such targets.

C76**DIFFERENTIATING TYPES OF "THE CHILLS": DISTINCT RESPONSES TO THE AWESOME AND THE AWFUL**Laura A. Maruskin¹, Todd M. Thrash², Andrew J. Elliot³¹*Stanford University*; ²*College of William and Mary*; ³*University of Rochester*

"The chills" refers to a set of bodily responses that sometimes accompany strong emotion. In 4 studies we examined the content universe, factor structure, affective composition, elicitors, trait antecedents, and consequences of chills. Results converged to indicate that "the chills" consists of distinct approach- and avoidance-related constructs.

C77**IN HIGH SPIRITS: ON THE PHYSICAL BASIS OF EMOTION PERCEPTION**Kevin P. McIntyre¹, Andrew D. Grotzinger¹¹*Trinity University*

Metaphors used to describe emotions often allude to vertical dimensions in space. In this study, participants categorized happy or sad faces, which were presented at the top or bottom of a computer

screen. Results indicate that images of happy individuals presented at the top are recognized more quickly and accurately.

C78**THE INTERPERSONAL CONSEQUENCES OF CONTEMPT IN THE WORKPLACE**Shimul Melwani¹, Sigal Barsade²¹*University of North Carolina - Kenan-Flagler Business School*; ²*University of Pennsylvania - Wharton School of Business*

Contempt, an emotion that conveys information about an individual's hierarchical and inclusionary status, is likely to play an important role in workplace contexts. From a social perceiver's perspective, in two studies we found that expressing contempt led to leadership categorizations and actual leadership emergence.

C79**INCIDENTAL PHYSICAL ACTIVITY FACILITATES POSITIVE AFFECT (EVEN WHEN EXPECTING THE OPPOSITE)**Jeffrey C. Miller¹, Zlatan Krizan¹¹*Iowa State University*

Two lab studies demonstrated the robust effect of moderate, incidental physical activity -- a brisk, 10 minute walk -- on affect facilitation. Participants manipulated to expect to feel worse after activity experienced the same level of positive affect enhancement as those who were not manipulated compared to a no-activity control group.

C80**THE EXPERIENCE OF AWE AND ITS RELATION TO THE TENDENCY FOR CURIOSITY**Jacquelyn N. Molina¹, Paul K. Piff²¹*Florida International University*; ²*University of California, Berkeley*

We tested the association between feelings of awe and tendencies toward curiosity. A manipulation of awe caused awe-prone participants to become significantly more curious than their less awe-prone counterparts, indicating that a person by situation dynamic underlies the association between awe and curiosity.

C81**ANGER, HUBRISTIC PRIDE, AND PSYCHOPHYSIOLOGY: IMPLICATIONS FOR SOCIAL JUDGMENT**Arielle S. Morganstern¹, Lucas Ott¹, Robert Mauro¹¹*University of Oregon*

This research examines the distinct effects and interaction between trait and state anger/hubristic pride, the psychophysiological measure of emotion regulation (respiratory sinus arrhythmia) and social judgment (social dominance orientation, empathy). Results suggest that individual differences in psychophysiology, trait emotion, and induced state emotions impact ensuing social evaluations.

C82**THE CURRENT STUDY EXAMINED HOW FACETS OF ANHEDONIA - SPECIFICALLY DEFICITS IN MOTIVATION/DRIVE, ANTICIPATORY PLEASURE, AND CONSUMMATORY PLEASURE - EXERT UNIQUE AND COMBINED INFLUENCES ON AFFECT AND PERSONALITY**Samantha M. Mowrer¹, William A. Cunningham^{2,1}¹*The Ohio State University*; ²*University of Toronto*

The current study examined how facets of anhedonia - specifically deficits in motivation/drive, anticipatory pleasure, and consummatory pleasure - exert unique and combined influences on affect and personality. Results of an online survey showed these aspects of pleasure were distinct factors, and they differentially predicted BIS and BAS subscales.

C83**DOES GENERALIZED GRATITUDE PROMPT THE ACTION TENDENCY TO CELEBRATE?**Michael Mullarkey¹, Anthony H. Ahrens¹¹*American University*

To explore generalized gratitude, which differs from benefit-triggered gratitude, participants described (via daily diary) positive events that nobody caused. As they wrote more diaries, participants reported increased gratitude and inclination to celebrate after a day's event, and more happiness later that evening. This suggests generalized gratitude prepares people to celebrate.

C84**EYE MOVEMENT RESPONSE TO PLEASANT/UNPLEASANT FACIAL EXPRESSION**Tomoko NAKAMATA¹, Tsuneyuki ABE¹¹*Tohoku University*

We examined the interval time of eye movement to a target facial expression presented with a distracter expression using Eye-tracker. The results revealed that happy face distracter prolonged the interval time to angry face target showing that eye movement was affected by pleasantness/unpleasantness of stimuli.

C85**THE EYES OF A WINNER: STATUS BEATS SOLIDARITY IN MEDIATING GAZE CUEING OF ATTENTION**Anthony J. Nelson¹, Reginald B. Adams¹¹*The Pennsylvania State University*

Gaze cueing is a seemingly obligatory response when viewing others' averted eyes. More recent evidence suggests it may be moderated by social factors. We examine two potential moderators, group membership and dominance, using football game outcome as a dominance manipulation. Participants followed the gaze of the winners regardless of membership.

C86**GIVING GUILT AND PIGGISH PRIDE: DIFFERENTIAL EFFECTS OF SELF-CONSCIOUS EMOTIONS ON COOPERATION IN SOCIAL DILEMMAS**Samantha L. Neufeld¹, Michelle N. Shiota¹, Susan E. Ledlow¹¹*Arizona State University*

Surprisingly little work has addressed the implications of emotions for behavior in shared resource dilemmas. In a social trap game with real money, experimentally elicited guilt and pride had opposing (relative to neutral) and significantly different effects, with guilt reducing and pride increasing consumption of a limited resource.

C87**CONTEXTUAL INFLUENCE ON EMOTION RECOGNITION ACROSS THE LIFESPAN**Nhi Ngo¹, Derek Isaacowitz¹¹*Northeastern University*

This study examines the effect of two types of context-faces and objects-on emotion recognition across the lifespan. Accuracy decreased in the object condition, and in incongruent context trials for emotions with similar facial expressions. Older adults performed worse than younger adults, but did not rely more on context.

C88**FACIAL AND BODY EMOTION PORTRAYAL STIMULI SET**Nicole J. Betz¹, Lisa Feldman Barrett¹, Maria Gendron^{2,1}¹*Northeastern University*; ²*Boston College*

The field of affective science requires facial and bodily emotion portrayals that are not caricatured or directed for use in research. The current research developed and normed a stimuli set to meet this need. Our stimulus set contains photographs of facial and bodily portrayals of emotion portrayed by undirected undergraduate participants.

C89**THE EFFECT OF EMOTIONAL INTELLIGENCE ON EMOTIONAL GAZE-TRIGGERED ORIENTING**Yuka Nishiyama¹, Jun Kawaguchi¹¹*Nagoya University*

The purpose of this study was to investigate the relationship between emotional intelligence (EI) and the effect of fearful expressions on gaze-triggered orienting. We hypothesized that the interaction between gaze and expressions should be facilitated in high-EI individuals, compared with low-EI individuals. We conducted gaze-cueing studies and measured participant's EI.

C90**EMOTION SUPPRESSION: EFFECTS ON EXPLICIT AND IMPLICIT MOOD**Masanori Oikawa¹, Haruka Oikawa¹¹*Doshisha University*

Similarities and differences between explicit and implicit moods were addressed by examining affective consequences of suppressing emotional life events. Explicit mood (PANAS) and implicit mood (IPANAT) were similarly affected by positive or negative mood inductions. Interestingly however, emotional suppression effectively reduced explicit mood, but not implicit mood.

C91**EXTENDING UNIQUELY HUMAN ATTRIBUTES TO ADVERSARIAL OUTGROUPS: A POTENTIAL ROLE FOR SHARED HUMOR IN CONFLICT REDUCTION**Yula Paluy¹, Geoffrey L. Cohen¹¹*Stanford University*

What are humor's social psychological effects? We find that humor is accorded to oneself and ingroup members, but denied to non-humans and adversarial outgroups, and that humor shared across group lines reduces ingroup favoritism, increases openness to threatening information, and reduces support for military solutions to international conflicts.

C92**SOCIAL STATUS AND ANGER EXPRESSION: THE CULTURAL MODERATION HYPOTHESIS**Jiyoung Park¹, Shinobu Kitayama¹¹*University of Michigan*; ²*University of Wisconsin*

How does social status affect anger expression? We tested the extent to which the relationship between social status and anger expression is moderated by culture, depending on the relative significance of two motivations of anger expression – as venting frustration and dominance display – in the U.S. and Japan.

C93**THE BENEFITS OF RETAIL THERAPY: BUYING ALLEVIATES SADNESS**Beatriz C. Pereira¹, Scott I. Rick¹, Katherine A. Burson¹¹*University of Michigan*

People often shop when sad, but does shopping alleviate that sadness? In two experiments, we show that buying alleviates sadness (due to restoration of personal control), but does not alleviate anger (a control abundant emotion). These effects cannot be explained by distraction, pleasure with acquisition, or individual differences.

C94**SHAME PROMPTS PERCEPTUAL OBJECTIFICATION OF POTENTIAL EROTIC TARGETS AMONG SEXUALLY COMPULSIVE INDIVIDUALS**Raluca Petrican¹, Christopher T. Burris², Morris Moscovitch^{3,1}¹*Rotman Research Institute*; ²*St. Jerome's University*; ³*University of Toronto*

A gaze task tested the clinical proposition that shame triggers sexually compulsive behavior. Following a shame induction, higher sexual compulsivity in our young adult heterosexual sample predicted decreased gaze following (i.e., reduced the perceived agency) of potential erotic targets (flirtatious opposite-sex faces) but not others (neutral and/or same-sex faces).

C95**REWARDING INTUITION: THE REVERSE EFFECT OF EXTRINSIC MOTIVATION ON INTUITIVE ACCURACY**Shannon K. Pinegar¹, Keith D. Markman¹¹*Ohio University*

Two studies demonstrated that extrinsic motivation worsens intuition. When offering participants a \$50 reward for top performers, performance worsened on an intuition task named the artificial grammar task, compared to participants who weren't told about a reward. Performance worsened whether measuring intuitive confidence (study two) or intuitive decision-making (study one).

C96**EMOTIONAL DISCLOSURE AND VICTIM BLAMING**Peter Podolski¹, Kent D. Harber¹¹*Rutgers University at Newark*

Viewing another's mistreatment violates just-world beliefs, and thereby arouses distress. This distress can produce victim blaming. However, emotional disclosure resolves difficult emotions, suggesting that disclosure reduces blaming. This was confirmed; subjects who viewed a victim but emotionally disclosed blamed less than those who suppressed, or those who viewed a non-victim.

C97**DISGUST DRAGS AND SADNESS SPEEDS: THE ROLE OF MOTIVATION ON TIME PERCEPTION**Bryan D. Poole¹, Philip A. Gable¹¹*The University of Alabama*

The present study tested whether motivational direction within negative affects influences time perception. Results suggest that approach motivation in a sad state speeds the perception of time, but withdrawal motivation in a disgust state slows the perception of time.

C98**RIVAL STATUS AS A PREDICTOR OF JEALOUSY AND AGGRESSIVE BEHAVIOR**Caitlin A. J. Powell¹, Richard S. Pond, Jr.²¹*Georgia College & State University*; ²*University of Kentucky*

Participants saw their romantic partners flirting with either a high or low status rival. They then played a sound-blast game against partners and rivals. Results showed interactions for extreme aggression and aggressive energy: participants were more aggressive towards high status rivals, and towards partners who flirted with low status rivals.

C99**GRIN AND BEAR IT: THE INFLUENCE OF MANIPULATED FACIAL EXPRESSION ON THE STRESS RESPONSE**Sarah D. Pressman¹, Tara L. Kraft¹¹*University Of Kansas*

This study investigated whether covert experimental facial expression manipulation influences the stress response. Findings revealed that smiling participants showed lower levels of heart rate during stress recovery with a slight advantage for Duchenne smiles. Non-aware smilers also reported less decrease in positive affect during stress.

C100**INITIAL MODEL OF ANTECEDENTS AND OUTCOMES OF COLLECTIVE DISGUST**Curtis Puryear¹, Stephen Reysen¹¹*Texas A&M University-Commerce*

We examined a path model of the antecedents and outcomes of collective disgust. Ingroup identification, perception of actions as immoral, belief that the outgroup committed the action, and outgroup threat predicted greater collective disgust. Collective disgust predicted expression of disgust and intergroup distinctiveness.

C101**IS A PROBLEM SHARED A PROBLEM HALVED? BENEFITS AND DRAWBACKS OF EMOTIONAL SHARING IN COUPLES**Antje Rauer¹, Michaela Riediger¹¹*Max Planck Institute for Human Development, Berlin, Germany*

Emotional sharing (disclosing emotional events) may serve emotional and relationship regulation. In this experience-sampling study with 100 romantic couples, emotional sharing implied benefits (when disclosing uplifts) and drawbacks (when disclosing hassles) for both partners' current affects. In contrast, sharing either uplifts or hassles predicted interpersonal closeness, especially in early-stage relationships.

C102**EMOTIONS AND ATTACHMENT STYLE IN ORGANIZATIONAL CONTEXTS**Eyal Rechter^{1,3}, Noga Sverdlik²¹*Ono Academic College*; ²*Ben Gurion University of the Negev*; ³*The Hebrew University of Jerusalem*

The current research examines the relationships between Attachment style and emotional reactions in organizational contexts. Study 1 (N=98) shows that attachment predicts teachers' emotional reactions to their students. Study 2 (N=60) shows that situational characteristics and attachment style interact in predicting evaluators' emotional reaction to performance evaluation process.

C103**PRACTICES OF DISCERNMENT: THE PSYCHOLOGY OF FACIAL EMOTIONAL EXPRESSIONS IN WORKPLACE RELATIONSHIPS**Laura Rees¹¹*University of Michigan*

How does an observer's interpretation of someone's facial expression influence his reactions to the person? Across multiple, multi-method studies, I show that the cultural factor of honor—often used to explain violence in honor cultures—is a critical, non-violent difference in how individuals judge and react to (in)authentic emotional displays.

C104**DISGUST LEADS TO PUNITIVENESS BEYOND THE MORAL DOMAIN: THE CASE OF INTERGROUP CONFLICT**Michal Reifen Tagar¹¹*University of Minnesota*

The present research suggests that disgust leads to greater punitiveness beyond the moral. Israeli-Jewish students were found to be supportive of greater retribution against Palestinians to the extent that they felt greater disgust, even after controlling for political ideology. Disgust did not associate with viewing the conflict in moral terms.

C105**MIND THE GAP: THE ROLE OF INTERHEMISPHERIC COMMUNICATION IN EMOTIONAL REGULATION**Daniel M. Rempala¹¹*University of Hawaii*

Participants gave speeches before small audiences and were assigned an emotional regulation strategy. Participants also completed the Edinburgh Handedness Inventory. "Mixed-handed" participants (i.e., those with greater interhemispheric communication; Cherbuin & Brinkman, 2006) reported less anxiety than "strong-handed" participants, but only when using cognitive reappraisal, not attentional deployment or response modulation.

C106**PERCEIVED AUTOMATIC THOUGHTS ABOUT PASSIONS AND NON-PASSIONS**Elise L. Rice¹, Barbara L. Fredrickson¹¹*University of North Carolina at Chapel Hill*

An online study in which participants reported three activities and answered questions about each revealed that people have more frequent automatic thoughts about passionate than non-passionate

activities, and they have relatively more positive automatic thoughts about harmonious passions than obsessive passions.

C107**COMPARING POSITIVE AND NEGATIVE SHARED INTEREST IN SOCIAL ENERGY**

Charles Robinson¹, Donnah Canavan¹

¹*Boston College*

This study examines the empowering effects of shared enthusiasm (what we call “Social Energy”) when two partners are intrinsically motivated toward a negative shared goal – the failure of a rival political candidate’s campaign using attack ads. We find that negative vs. positive shared interests between people entail largely similar effects.

C108**NO RIGHT TO BE MAD: DENYING OUTGROUPS ANGER AND DENYING HELP TO ANGRY OUTGROUPS**

Mindi S. Rock¹, Amy J. C. Cuddy¹, Michael I. Norton¹

¹*Harvard Business School*

This research documents two biases in how people react to other groups’ anger and explores the implications of these biases for helping behavior: Anger denial involves denying that outgroup victims experience anger, and then consequently denying them help; anger backlash involves withholding help from outgroup victims who express anger.

C109**THE CHOICES WE MAKE: THE ROLE OF AGE AND CONTROL BELIEFS IN SITUATION SELECTION**

Daniel R. Roenker¹, Nikolaus Skogberg², Derek M. Isaacowitz²

¹*University of Massachusetts, Amherst*; ²*Northeastern University*

We examined the effects of age and control beliefs on emotional situation selection. Younger and older adults had 15 minutes to freely interact with a variety of stimuli that varied in emotional valence. Older adults with stronger control beliefs chose fewer negative stimuli, whereas younger adults showed the reverse pattern.

C110**FUNCTIONAL SMILES: TOOLS FOR LOVE, SYMPATHY AND WAR**

Magdalena Rychlowska^{1,3}, Paula M. Niedenthal^{2,3}, Oliver G. B. Garrod⁴, Philippe G. Schyns⁴

¹*Université Blaise Pascal, France*; ²*CNRS, France*; ³*University of Wisconsin-Madison*; ⁴*Centre for Cognitive Neuroimaging, University of Glasgow*

Two studies investigated the typology of three functional smiles (Niedenthal et al., 2010). A cross-cultural survey showed that enjoyment, affiliation and dominance were considered as psychological states that produce a smile. A laboratory experiment investigated representations of enjoyment, affiliative and dominance smiles, and showed that these smiles have different morphologies.

C111**TURN THAT FROWN UPSIDE DOWN: EMOTION REGULATION IN DISADVANTAGEOUS FACE-TO-FACE INTERACTIONS**

Vera Sacharin¹

¹*University of Geneva*

Unlike in anonymous situations, in face-to-face situations individuals may accept unfairness to meet relationship goals. We recorded reactions to violations of payment expectations in social situations. Disadvantaged individuals regulated their negative emotions as indicated by generous behavior, deflated injustice ratings, and facial expressions, sustaining the injustice of the situation.

C112**MOOD AND SUSCEPTIBILITY TO INATTENTIONAL BLINDNESS**

Michelle Sadeh¹, Jill L. Quilici¹

¹*California State University, Northridge*

This study explored the relationship between mood and susceptibility to inattention blindness (IB). Participants in positive moods were significantly more likely to experience IB than participants in negative

moods. Results support affect-as-information theory and suggest mood may make us more or less likely to see something unexpected in the environment.

C113**THE ROLE OF EMOTIONAL SKILLS IN NEGOTIATION PERFORMANCE**

Katja Schlegel^{1,2}, Didier Grandjean^{1,2}, Klaus R. Scherer^{1,2}

¹*Swiss Center for Affective Sciences*; ²*University of Geneva*

We investigated whether emotion recognition ability (ERA) and emotional intelligence (EI) predict gains in an employee-recruiter negotiation. In male dyads, recruiters’ ERA was positively associated with joint gains, whereas EI in employees was positively related to recruiters’ gains. Overall, participants high in ERA were rated as more cooperative and likable.

C114**EMOTIONAL INFLUENCES ON EXPERIENCE AND MEMORY: A NEW TAKE ON DIMENSIONAL VIEWS OF EMOTION**

Shaan S. Shahabuddin¹, Steven Estrada¹, Haley Harris¹

¹*Stephen F. Austin State University*

Participants anticipated a positive, negative, or neutral video while rating affective or neutral pictures. It was hypothesized that anticipation induced arousal leads to external focus of stimuli, enhancing affective responses. As predicted, participants in the valenced-anticipation groups showed amplified affective responses. Results will be discussed in terms of two-dimensional views of emotion.

C115**EMPATHY AFFECTS DISGUST: THE MORE YOU FEEL IT, THE MORE IT’S GROSS**

Alexander J. Skolnick¹

¹*Saint Joseph’s University*

We explored the relationship between gender, empathy and disgust. Women scored significantly higher on scales of disgust sensitivity, empathy, and emotional contagion. Overall, both empathy scales significantly predicted disgust levels. Men and women each showed significant positive correlations between disgust and emotional contagion. Greater empathy was associated with disgust sensitivity.

C116**ANGER, APPROACH MOTIVATION, AND THE CONCEPTUAL NARROWING OF COGNITIVE PROCESSES**

April D. Smith¹, Molly Lisenby¹, Bryan D. Poole¹, Philip A. Gable¹

¹*The University of Alabama*

Positive affects high in approach motivation conceptually narrow cognitive processes. We tested whether anger, a negative emotion high in approach motivation, also narrows cognitive processes. Across two experiments, we found that anger narrowed cognitive categorization and hindered cognitive flexibility relative to a neutral state.

C117**CROSS-CULTURAL SUPPORT FOR THE EMOTION CONSTRUCT OF GLÜCKSCHMERZ, DISPLEASURE OVER ANOTHER’S GOOD FORTUNE**

Richard H. Smith¹, Masato Sawada², Hidehumi Hitokoto³, Charles Hoogland¹, Edward Brown¹, Chelsea Cooper¹

¹*University of Kentucky*; ²*Utsunomiya University*; ³*Osaka Bio Medical Professional School*

We examine whether displeasure over another’s good fortune, or glückschmerz (“luck-pain”), can be usefully distinguished from related emotions. American and Japanese participants recalled occasions where they felt pain/displeasure because of another person’s good fortune (glückschmerz), envy, or disappointment. Glückschmerz differed from these other emotions in important, consistent ways.

C118**PROBLEM-FOCUSED AND EMOTION-FOCUSED COPING POTENTIAL IN ADJUSTMENT TO COLLEGE**Elizabeth G. Spitzer¹, Leslie Kirby¹, Craig Smith¹¹*Vanderbilt University*

We examined coping styles in first-semester students taking introductory chemistry. Students completed nine surveys assessing self-esteem, anxiety, coping, appraisal, stress, goals, etc. For each exam, there was a large gap between student's desired and achieved scores. Both forms of coping had significant correlations with performance, personality, emotions, and exam-related behaviors.

C119**PRIDE AND SHAME DISPLAYS PROMOTE UNEQUAL BUT SUBJECTIVELY FAIR RESOURCE DIVISIONS**Conor M. Steckler¹, Jessica L. Tracy¹¹*University of British Columbia*

We tested whether pride and shame expressions, which signal social rank, facilitate unequal but subjectively fair resource distributions. We predicted that pride displays are willingly granted more, and shame displays less, of a shared resource. Results supported this hypothesis; furthermore, these unequal distributions were judged as equally fair.

C120**PASSION, EMOTIONS AND THE CREATIVE PROCESS**Ariane C. St-Louis¹, Robert J. Vallerand¹¹*Université du Québec à Montréal*

Two studies revealed that passion (Vallerand et al., 2003) and emotions are involved in creation: Positive emotions were more frequently experienced than negative emotions, positive emotions with a moderate (rather than high) level of activation were experienced more often, and HP artists experienced positive emotions more frequently than OP artists.

C121**THE ROLE OF THE RELATIONSHIPS BETWEEN SELF AND THE OTHER ON TWO TYPES OF ENVY**Yoshika Tado'oka¹, Kunio Ishii², Yumi Inoue¹¹*Hitotsubashi University*; ²*Tokyo Metropolitan University*

We sometimes feel benign envy or malicious envy toward superior others. As these affects are associated to relationships with self and other, we manipulated representation of the relationships with word-shifting task. Participants shifting up the word 'self' felt benign envy, whereas participants shifting down the word 'other' felt malicious envy.

C122**MISPREDICTION ERRORS OF THE ENVIED: ENVIED INDIVIDUALS UNDERESTIMATE HOW POSITIVELY OTHERS**Kenneth Tai¹, Jayanth Narayanan¹, Cynthia S. Wang³¹*National University of Singapore*; ²*National University of Singapore*; ³*Oklahoma State University*

We examine whether individuals who feel envied mispredict others' perceptions of them. Specifically, we explore whether envied individuals overestimate or underestimate how positively others perceive them. Across two studies, we find that envied targets underestimate how positively others view them. We discuss implications and directions for future research.

C123**LOOK ME IN THE EYE: MANIPULATED EYE GAZE AFFECTS DOMINANCE BEHAVIOR**David Tang¹, Brandon Schmeichel¹¹*Texas A&M University*

The current study manipulated eye contact with angry versus neutral faces to assess behavioral ramifications of manipulated eye gaze. Men showed increased dominance after sustaining eye-contact with angry faces. Women showed no main effects but were less willing to accept low offers in the high eye-contact conditions.

C124**CHANGE THE THINGS YOU CAN: EFFECTIVE EMOTION REGULATION IS BENEFICIAL IN LOW, BUT NOT HIGH, SOCIOECONOMIC CONTEXTS**Allison S. Troy¹, Brett Q. Ford², Tchiki S. Davis², Iris B. Mauss²¹*Franklin and Marshall College*; ²*University of California, Berkeley*

Given that socioeconomic status (SES) is negatively associated with individuals' control over their environment, effectively managing emotional responses to the environment may be more beneficial in low-SES (vs. high-SES) contexts. As predicted, results revealed a prospective positive relationship between CRA and life satisfaction in low, but not high, SES contexts.

C125**POSITIVITY AND RECEPTIVENESS TO SOCIAL CUES**Ewa Trzebińska¹¹*University of Social Sciences and Humanities*

It was expected that positivity facilitate receptiveness to problematical and hidden social cues. The results of two studies show that individuals with higher positivity ratio were more open to arguments with unpleasant content than those with lower positivity, and show improved social skills as a side effect of professional training.

C126**EMOTIONAL AND COGNITIVE OUTCOMES OF TRACKING HAPPINESS-RELATED ACTIVITIES AND COPING BEHAVIORS: EXPERIMENTS IN THE CONTEXT OF DAILY LIFE**Michele M. Tugade¹, Hillary Devlin², Yuna Shaughnessey¹, Lauren Mestitz¹, Madeline Hubbard¹¹*Vassar College*; ²*Yale University*

We examined outcomes of using mobile technology to track happiness-related activities and coping behaviors. In an experience-sampling experiment, reporting positive (vs. neutral) daily activities resulted in greater positive-emotion complexity and increased dialectical thinking. In a coping-intervention experiment, receiving SMS-text-reminders to use positive (vs. neutral) coping strategies resulted in health improvements.

C127**TACKLING SOCIAL STIGMA THROUGH NOSTALGIA**Rhiannon N. Turner¹, Tim Wildschut², Constantine Sedikides²¹*University of Leeds*; ²*University of Southampton*

Weight and mental health stigma have a range of negative consequences including vulnerability to depression and decreased self-esteem. We report a series of studies that implicate nostalgia as a resource or strategy for social stigma reduction.

C128**SHARED POSITIVE EMOTIONS LEAD TO EFFECTIVE TEAMWORK**Tanya Vacharkulksemsuk¹, Kimberly A. Coffey¹, Barbara L. Fredrickson¹¹*University of North Carolina, Chapel Hill*

We tested the longterm benefits of experiencing positive emotions with others, particularly for situations of interdependence. Stranger dyads who experienced more positive emotions during Week 1 of a laboratory session performed better on a teamwork task at that session *and* one week later, relative to participants who non-positive states.

C129**THE POWER OF EMOTIONS IN SHAPING BELIEFS: SELF-TRANSCENDING POSITIVE EMOTIONS AND OPENNESS TO SPIRITUALITY AND RELIGION**Patty Van Cappellen¹, Vassilis Saroglou¹¹*Universite catholique de Louvain*

Positive emotions make people experience self-transcendence (through broadened cognition and oneness feelings). In addition, in five studies, using different methodologies, we found that induction of elevation, awe, and admiration can also push people to believe in a self-transcendent being. Mechanisms of this effect have also been identified.

C130**ON THE CONTEXT-DEPENDENCE OF EMOTION DISPLAYS: GOLD MEDALISTS' EXPRESSIONS OF PRIDE**Yvette V. van Osch¹¹*Tilburg University*

Six studies, employing archival data from Olympic and national competitions, revealed that cultural differences in pride expressions are context-dependent. Chinese gold medalists displayed less pride than American medalists when outperforming ingroup members (at national competitions); when outperforming outgroup members (at Olympic competitions) cultural differences in pride expressions were absent.

C131**ORDER AND MEASUREMENT MATTER WHEN INDUCING ANTICIPATORY AND CONSUMMATORY POSITIVE AFFECT IN THE LABORATORY**Jennifer C. Veilleux¹, Melissa J. Zielinski¹¹*University of Arkansas*

Within-subject comparison of two positive laboratory emotion inductions revealed that the anticipatory induction resulted in decreased positive affect whereas the consummatory induction resulted in increased positive affect for those who had already completed the anticipatory induction. Order effects discussed in relation to methods and measurement within laboratory emotion induction procedures

C132**I FEEL "SAD, MAD, AND GLAD," OR "JUST BAD?": INDIVIDUAL DIFFERENCES IN APPRAISALS INFLUENCE DISTRACTION TO SPECIFIC NEGATIVE EMOTIONS**Brian D. Vickers¹, Stephanie M. Carpenter¹, Phoebe C. Ellsworth¹¹*University of Michigan*

The present study examined individual differences in specific emotional responses (sadness or anger) compared to valenced responses (i.e., all negative affect treated similarly). Angry subjects that did not differentiate emotions were more distracted by sadness than anger concepts, while sad subjects were distracted by all negative emotion concepts.

C133**EMOTIONAL ATTENTION MEETS EMOTION REGULATION: THE INFLUENCE OF EMOTION SUPPRESSION ON EARLY ATTENTION TO EMOTIONAL EVENTS**Julia Vogt^{1,2}, Jan De Houwer²¹*University of Chicago*; ²*Ghent University, Belgium*

We investigated how emotion suppression influences emotional attention. After inducing disgust, we instructed participants to suppress feelings of disgust during a subsequent dot probe task. Disgust suppression caused the successful attentional avoidance of disgusting images but only when these images were presented together with images that allow coping with disgust.

C134**SAME SITUATION - DIFFERENT EMOTIONS? EMBARRASSMENT, AMUSEMENT, AND MIXED EMOTIONAL FEELINGS IN THE CONTEXT OF SELF-CONSCIOUS AWARENESS**Sophie Von Garnier¹, Sylvia D. Kreibitz¹, James J. Gross¹¹*Stanford University*

To examine whether self-reports of embarrassment and amusement distinguish facial expressive behavior in a self-conscious situation, we coded 90 one-second video segments of 83 women for facial actions. Gaze shift characterized embarrassed participants, smiling behavior amused participants, and smiling and smile controls participants with mixed emotions.

C135**THAT'S WHAT FRIENDS ARE FOR: THE INFLUENCE OF ANTICIPATED GUILT ON MORAL BEHAVIOR**Fieke M.A. Wagemans¹, Keri A. Pekaar¹, Perke L. Jacobs¹, Paulette C. Flore¹, Minou M.B. van der Werf¹, Suzanne R.M. van Loon¹, Maarten J.C. Jacobs¹, Nadiya Sayenko¹, Michaël Kraai¹¹*Tilburg University, Tilburg*

Three studies showed that people anticipated more guilt (Study1; N=85), were more willing to incur financial costs to avoid harm (Study2; N=113), and were less tempted by moral wriggling (Study3; N=60) with respect to a friend compared to a stranger. This shows how anticipated guilt can induce moral behavior.

C136**INFANT APPRECIATION OF NORMATIVE AND EXAGGERATED EMOTIONAL DISPLAYS: WHEN MORE IS LESS**Eric A. Walle¹, Joseph J. Campos², Ryan R. Jensen²¹*University of California, Merced*; ²*University of California, Berkeley*

This study investigated 16- and 19-month-old infants' ability to distinguish between normative and exaggerated adult fear displays. Results indicated that, in comparison with responses to normative displays, 19-month-old infants responded to exaggerated displays with increased positive affect and stimulus approach, whereas 16-month-old infants responded with increased negative affect and stimulus avoidance.

C137**IS PRIDE A BAROMETER OF SUCCESS? INFORMATIONAL INFLUENCE OF AUTHENTIC PRIDE ON ACHIEVEMENT**Aaron C. Weidman¹, Jessica L. Tracy¹, Andrew J. Elliot²¹*University of British Columbia*; ²*University of Rochester*

We examined the informational influence of pride on achievement. Across two studies, participants who felt low pride after an exam planned to study differently for future exams, and study plans positively predicted subsequent exam score for low performers, suggesting that pride is a barometer used to gauge and promote achievement.

C138**FAVORS FEEL DIFFERENT FOR FEMALES: GENDER DIFFERENCES IN THE COGNITIVE AND AFFECTIVE PROCESS OF FAVOR DELIBERATION**Amanda R. Weirup¹, Linda C. Babcock¹, Laurie R. Weingart¹¹*Carnegie Mellon University*

Our research examines gender differences in how individuals make decisions regarding whether to perform favors, defined as voluntary, but externally-driven prosocial behaviors. We demonstrate that women consider different reasons for performing favors, such as fear of negative consequences, and experience different emotions, including guilt, fatigue, and anger, during favor deliberation.

C139**LEARNING FROM OTHER PEOPLE'S MISTAKES: EMPATHIC SHAME**Stephanie C. M. Welten¹, Marcel Zeelenberg², Seger M. Breugelmans²¹*University of Amsterdam/ ASCoR*; ²*Tilburg University*

Why can people experience shame for irrelevant others? Four studies, using dispositional measures and manipulations of empathic perspective taking, revealed that people experience shame when they imagine themselves in another's shameful situation. Such empathic shame serves a learning function. People learn from others' mistakes and avoid making similar mistakes themselves.

C140**HEMISPHERIC PREFERENCE, EMPATHY, AND RESPONSIVENESS TO NEED**Matthew Wice¹, Namrata Goyal¹, Marcel Kinsbourne¹¹*The New School For Social Research*

This study examined how hemispheric preference is related to empathy and responsiveness to need. Participants provided responses to helping situations that assessed state empathy and responsiveness.

Findings support the idea that the relationship between empathy and responsiveness to need may differ depending on an individual's hemisphere preference.

C141**HE SAID, SHE SAID: LINGUISTIC PREDICTORS OF FORGIVENESS IN VICTIM-OFFENDER CONFLICT MEDIATION**

Allison L. Williams¹, Marti Hope. Gonzales¹, Erik J. Girvan²

¹University of Minnesota; ²University of Oregon

We sought to document the influence of participants' language during conflict mediation sessions on forgiveness-related outcomes. Participants' use of negative, but not positive, emotion words during conflict mediation sessions significantly predicted complainants' progress toward forgiveness, including relief from psychological pain and more beneficent regard for those who wronged them.

C142**EFFECT OF PARTICIPATION IN A COLLECTIVE ACTION ON IDENTITY FUSION, SOCIAL INTEGRATION, AND SOCIAL BELIEFS**

Anna Wlodarczyk¹, Nekane Basabe¹, Larraitz Zumeta¹, Dario Paez¹

¹University of the Basque Country

First in a field study of a socio-political protest movement born in Spain in May 2011 and then in an experimental one (arranged demonstration defending egalitarian rights for immigrants), we tested whether participation in a collective action elicits identity fusion, social integration, and consolidation of social beliefs.

C143**BEYOND EXPECTATIONS: EFFECTS OF AWE ON STEREOTYPE-BASED PERSONALITY RATINGS**

Claire I. Yee¹, Michelle Lani. Shiota¹

¹Arizona State University

Prior research suggests that positive mood increases the use of stereotypes. However, theories of awe posit that awe should reduce heuristic-based judgment. This study finds that awe reduces reliance on stereotypes when forming trait judgments of new people, compared to enthusiasm and contentment as well as a neutral control.

C144**THE EFFECTS OF CHALLENGE AND PRIDE ON PERSEVERANCE**

Jennifer Yih¹, Frances L. Christian¹, Leslie D. Kirby¹, Craig A. Smith¹

¹VANDERBILT UNIVERSITY

We observed how challenge and pride compare in motivating perseverance. Using a mathematical problem-solving task, we observed a significant "pride effect" of decreased performance and perseverance. For the most difficult problem in the task, the challenge group spent more time and answered more correctly than the pride and neutral groups.

C145**INDIVIDUAL VARIATION IN THE RELIANCE ON SOMATIC MARKERS IN RISK-TAKING**

Jeremy A. Yip¹, Stéphane Côté², Dana R. Carney³

¹Yale University; ²University of Toronto; ³University of California, Berkeley

There are some people who rely on their somatic markers when making decisions and there are others who ignore them. We demonstrate that making the connection between somatic markers and decision-making requires a specific ability to process emotion-related information – emotion understanding ability.

C146**WORKING MEMORY CAPACITY AND MOOD CONGRUENCY IN ANTICIPATION OF SOCIAL INTERACTION**

Ayano Yoshida¹

¹Tohoku Fukushi University

We examined the relationship between individual differences in working memory capacity and anticipated social interaction on mood congruency. The results indicated that working memory capacity is

associated with mood congruency, and that this association may be mediated by task-load regulation.

C147**PERCEPTION OF EMOTION INTENSITY: SAME-CULTURE ADVANTAGE MEDIATED BY CROSS-CULTURAL FAMILIARITY AND EXPRESSION VALENCE**

Zhuoying Zhu¹, George A. Bonanno¹

¹Teachers College, Columbia University

The study examined Americans' and Chinese' judgments on emotion expression intensities. Same-culture advantage was observed for positive expressions in both cultures. Chinese maintained the advantage with negative expressions but not Americans. Results were explained by Chinese's greater familiarity with American culture and a negativity bias in Chinese culture.

Culture**C148****ETHNIC DIFFERENCES IN FATALISM AS A PREDICTOR IN WEIGHT MANAGEMENT EVALUATIONS**

Robert M. Adelman¹, Virginia SY. Kwan¹

¹Arizona State University

Though fatalism is associated with low self-esteem, anxiety, and aggression, it may not have negative connotations for all ethnic groups. In Asians, higher scores on fatalism predicted greater satisfaction with one's appearance, trying to lose weight more, and more-positive evaluations of a hypothetical individual trying to lose weight.

C149**NEPOTISM IN EUROPEAN AMERICAN AND MIDDLE EASTERN CULTURAL CONTEXTS**

Ezgi N. Akcinar¹, Amrita Maitreyi¹, Hazel R. Markus¹

¹Stanford University

We tested whether people in Middle Eastern cultural contexts would be more likely to endorse nepotism than those in European American contexts. While a significantly higher number of Middle Eastern participants said they would engage in a hypothetical nepotistic practice, self-reported comfort with this practice did not differ between cultures.

C150**THE CAJUN IDENTITY OF SOUTH LOUISIANA: A PSYCHOLOGICAL ASSESSMENT OF CULTURAL IDENTITY AMONG UL LAFAYETTE STUDENTS**

Kory J. Akers¹, Amy L. Brown¹

¹University of Louisiana at Lafayette

This study tested the differences between two self-identified groups on a number of cultural identity scales. Participants completed a preliminary survey to determine group identity, and then completed 3 cultural identity scales; their parents were also contacted to complete the same scales. Results pointed to some cultural differences.

C151**CULTURAL DIFFERENCES IN REPRESENTATION OF THREE-DIMENSIONAL SPACE: LINEAR PERSPECTIVE VERSUS "MITSUWARI" COMPOSITION**

Satoshi Akutsu¹, Yuri Miyamoto², Katsumi Watanabe³, Kaiping Peng⁴

¹Hitotsubashi University; ²University of Wisconsin-Madison; ³University of Tokyo; ⁴University of California, Berkeley

The art history literature suggests that, when representing 3D space, Westerners have preferred aesthetically linear perspective, whereas East Asians have preferred deviations from linear perspective, such as Hokusai's "mitsuwari" composition. We experimentally demonstrated that Japanese (vs. Americans) preferred mitsuwari (vs. linear perspective) drawings if there were objects in the background.

C152**CHINESE' IMPLICIT DIALECTICISM AND THE MODERATING EFFECT OF COLLECTIVISM**Yang Bai¹, Kaiping Peng^{1,2}, Feng Yu²¹University of California, Berkeley; ²Tsinghua University

This study tried to develop an implicit association test for dialecticism and examined potential moderators. Data showed that our implicit association test successfully detected implicit dialectical concepts in Chinese participants. Additionally, dialectical concepts were associated more with in-group than out-group members, especially for those participants who strongly endorsed collectivism.

C153**IMPLICIT MEASURES AS AN ALTERNATIVE TO BRAND PREFERENCE**Brittney N. Becker¹¹Texas A&M University

Advertising has relied on self-report to understand purchasing behavior. However, because of participant bias, this may not provide accurate understanding of consumers buying behavior. The current research tests the Implicit Association Test as a possible measure of brand image. Results show familiarity, not attitude, may be influencing the IAT results.

C154**INVESTIGATING THE ROLE OF CULTURE ON TEMPORAL PERCEPTION**Brendan Berry¹, Emily Chan¹¹Colorado College

A research study which investigated the relationship between temporal perception and culture, through comparing Spanish and American populations. Significant differences between cultural groups and the perception of time were found, providing further support for the cultural dependent nature of temporal perception in previously unexplored countries.

C155**THE LATINO PARADOX: HOW ECONOMIC AND CITIZENSHIP STATUS IMPACT HEALTH**Kelly Campbell¹, Donna M. Garcia¹, Christina V. Granillo¹, David V. Chavez¹¹California State University, San Bernardino

We examined economic and citizenship status on health. For Latinos, ES had no effect on objective health. The Latino paradox existed at the lowest ES level for Americans, but not for non-citizens. For objective health, the paradox existed in both Latino groups at low ES, and Americans at mid ES.

C156**LANGUAGES AND CORPORATIONS: A COMPARATIVE STUDY BETWEEN RELEVANT AND IRRELEVANT LANGUAGES AT A CORPORATE LEVEL**Serena L. Carr¹, Kerry Kleyman¹¹Metropolitan State University

According to a poll of over 12,000 visitors to the Korn/ Ferry International Website, 31% of the work place executives speak two or more languages. In this study, relevant and irrelevant bilingualism was compared to Monolingualism at a corporate level. Preference is given to bilinguals (relevant). This also supports bilingual education.

C157**IDIOCENTRICS ARE NOT NERVOUS: MODERATING EFFECTS OF INDIVIDUALISM ON ANXIETY PERCEPTION AND MENTAL HEALTH IN YOUTH UNEMPLOYMENT**Minjung Cha¹, So Young Park², Hyun-joo Song², Younhee Roh³¹Texas A&M University; ²Yonsei University; ³Korea University

The current study examines the moderating effect of individualism on the relationship between perceived youth unemployment anxiety and unemployment mental health. When the level of perceived youth unemployment anxiety was low, individuals endorsing individualistic values had better mental health than those with low individualistic values.

C158**CULTURE AND SLEEP: EVIDENCE OF CULTURAL VARIATION IN HOW OUR BODIES SLEEP**Benjamin Y. Cheung¹, Kosuke Takemura², Steven J. Heine¹¹University of British Columbia; ²Kyoto University

Despite mounting evidence that humans naturally sleep in two short chunks, many in the public still believe that we need eight hours of continuous sleep to be healthy. We provide evidence that our sleep, and subsequently the relationship between sleep and health, may be culturally defined.

C159**WHAT'S IN A SMILE? CULTURE SHAPES EMOTION-BASED SOCIAL INFERENCES**Louise Chim¹, Jeanne L. Tsai¹, Alice Moon², Yuen Wan Ho³, Helene Fung³¹Stanford University; ²UC Berkeley; ³Chinese University of Hong Kong

Consistent with cultural differences in ideal affect, European Americans rated excited (vs. calm) faces as friendlier and more assertive than Chinese. Moreover, the more people valued excitement, the friendlier they rated the excited (vs. calm) faces. These findings have important implications for understanding how culture shapes person perception.

C160**IN-GROUP IDENTIFICATION OF ASIAN-AMERICAN BICULTURALS**Andy Y. Chiou¹¹Baruch/Graduate Center, CUNY

Although bicultural research has proliferated in recent years, most research focus upon biculturals as individuals. However, it is important to examine who biculturals identify as their in-groups. In this study we demonstrate that Asian-American biculturals feel closer to other Asians and Asian-Americans, while feeling more distant from Caucasian-Americans and Indians.

C161**THE INTERACTION OF DEPRESSION AND CULTURE ON MOMENTARY EMOTIONS**Eunsoo Choi¹, Yulia Chentsova-Dutton¹¹Georgetown University

The present study showed how depression level and culture interacts regarding emotional experience. Momentary sampling method was used to measure in-the-moment emotions of European Americans and Hispanic Americans that focus on positive emotion and Asian Americans and Russian Americans that emphasize less on positive emotion.

C162**AN EXPERIMENTAL TEST OF THE PRODUCTION OF INDIVIDUALISM WITHIN THE UNITED STATES**Marisa Crowder¹, Radmila Prislin²¹University of Nevada, Reno; ²San Diego State University

The present study examines the causal relationship between resource availability and the endorsement of autonomous values that is proposed by the production-adoption model. Results revealed that when necessary resources are scarce, highly autonomous individuals endorse values of autonomy significantly less than non-autonomous individuals. Non-autonomous individuals were unaffected by resource availability.

C163**CULTURAL INNOVATION IN INTIMACY: COMMUNICATION TECHNOLOGY AS AN AFFORDANCE FOR "PURE" RELATIONSHIP**Kelly S. Crowe¹¹Kelly Crowe/University of Kansas; ²Tuğçe Kurtis/ University of Kansas; ³Glenn Adams/University of Kansas

Environmental affordances for communicating were explored in an experimental study at the University of Kansas. Measures of friendship were completed by computer or with pencil and paper to explore the

hypothesis that mutual disclosure and social support are emphasized over obligation and practical support in “Pure relationship.”

C164**“MAD GENIUS” OR “DIVERSE GENIUS?” DIVERSIFYING EXPERIENCES IN A SAMPLE OF EMINENT AFRICAN-AMERICANS**

Rodica I. Damian¹, Dean K. Simonton¹

¹*University of California, Davis*

Examining 291 eminent African-Americans, we found much lower mental illness rates than in majority-culture samples, and mental illness did not predict eminence when controlling for childhood diversifying experiences. The latter, however, predicted eminence, suggesting that the “madness-to-genius” link is a corollary of a broader effect of diversifying experiences on eminence.

C165**ONLY SOME IMMIGRANT TYPES ARE TARGETS FOR DISTAIN: THE INFLUENCE OF IMMIGRATION STATUS ON ATTITUDES ABOUT IMMIGRATION**

Rosa Hazel. Delgado¹, Cynthia Willis-Esqueda¹, Libier Isas¹

¹*University of Nebraska-Lincoln*

We examined how immigration status (low/high skilled, family reunification, refugee) for Mexican Nationals influences beliefs and decisions about immigration and the immigrant. Results indicated low-skilled workers were least preferred for eventual citizenship, the immigration information they will provide, and their contribution to society, compared to other types of immigrants.

C166**DO EAST ASIAN MEN PREFER SONS? THE ROLE OF CULTURE AND GENDER IN OFFSPRING SEX PREFERENCE UNDER MORTALITY SALIENCE**

Yang Fang¹, Liman Man Wai Li¹, Jeff Schimel¹

¹*University of Alberta*

Evidence reveal cultural differences in the desire for offspring – a terror management defense mechanism, Under mortality salience, male East-Asians, but not female East-Asians and Euro-Canadians of both sexes, increased their preference for sons, and believed more strongly that carrying on the family line is important to their family.

C167**MY MOTHER AND ME: HOW MOTIVATION AS AN INTERDEPENDENT PROJECT WORKS (AND WHEN IT FAILS)**

Alyssa S. Fu¹, Hazel R. Markus¹

¹*Stanford University*

Following failure, we demonstrate that Asian American compared to European American adolescents are more motivated by their mothers and reveal why. We find that Asian American compared to European American students are more interdependent with their mothers, and so they do not experience pressure by her as lack of support.

C168**TRANSLATION AND CONSTRUCT VALIDATION OF A BRIEF FIVE-FACTOR PERSONALITY MEASURE INTO SPANISH AND CATALAN**

Samuel D. Gosling¹, Vanessa Renau², Ursula Oberst²

¹*University of Texas, Austin*; ²*Ramon Llull University, Barcelona*

Two studies using multi-judge (self and observer) and multi-instrument designs developed and evaluated Spanish and Catalan versions of the Ten-Item-Personality Inventory in terms of internal consistency, test-retest reliability, convergent, discriminant, and content validity, as well as self-observer correlations. The translations’ psychometric properties support their use as personality measures.

C169**RECIPROCITY OVER TIME: THE IMPACT OF TIME ON THE STRENGTH OF RECIPROCITY NORMS IN INDIA AND THE UNITED STATES**

Namrata Goyal¹, Joan Miller¹

¹*The New School for Social Research*

We assessed the strength of reciprocity norms over time i.e. do “exchange-based” and “need-based” norms have an expiration date? Indian and European-American college students evaluated responses to helping situations. Results indicated that time had little effect on Indian “need-based norms” however the strength of American “exchange-based norms” decreased over time.

C170**CULTURAL DIFFERENCES IN THE PERCEPTION OF HAVING FRIENDS AND ENEMIES**

Ceren Gunsoy¹, Glenn Adams², Susan E. Cross¹, Ayse K. Uskul³, Berna Gercek-Swing¹

¹*Iowa State University*; ²*University of Kansas*; ³*University of Essex*

This study examined cultural differences in the perception of having friends, enemies and people who are envious. In Ghana and US friends bring more enemies, but in Turkey, many friends means few enemies. Unlike in the US, envy is expected to come from enemies but not from friends in Turkey.

C171**FINDING LOVE IN AMERICA VS. JAPAN: A CONTENT ANALYSIS OF ONLINE DATING PROFILES IN TWO CULTURES**

Timothy T. Hachey¹, W. Q. Elaine Perunovic¹

¹*University of New Brunswick*

Given the cultural importance of modesty and self-criticism, the self-presentation strategies used by East Asian individuals to attract a romantic partner are very different from the self-promoting approaches used by North Americans. A content analysis of internet dating profiles explored cultural differences in impression management strategies for Americans and Japanese.

C172**BICULTURALISM AND DECISION-MAKING: AFFECTIVE COMPONENTS OF CHOICE**

Kathrin J. Hanek¹, Fiona Lee¹

¹*University of Michigan*

A study finds that low BIs – or biculturals who perceived their cultural identities as conflictual rather than compatible – experienced more negative affect about forgoing alternative choice, but only in tasks within the cultural domain. This study shows that, beyond cognitive processes, individual differences in biculturalism may have affective implications.

C173**HIDING BEHIND THE VEIL?: BELLYDANCE AND STIGMA IN THE U.S. AND TAIWAN**

Helen C. Harton¹, Karla Brown²

¹*University of Northern Iowa*; ²*Hawkeye Community College*

We examined identity and stigma management among belly dancers. Taiwanese dancers were less likely than American dancers to identify themselves as “bellydancers,” but were also less likely to feel that they needed to “hide” the fact that they danced from others. Possible reasons and implications for these differences are discussed.

C174**ACTUAL SELF AND IDEAL SELF AMONG JAPANESE AND AMERICANS**

Hirofumi Hashimoto¹

¹*JSPS Research Fellow, The University of Tokyo*

The current study demonstrated that Japanese ideal self, different from the Americans’, is incongruent with their actual self and expectation about others’ behavior (interdependence). Just like Americans,

Japanese perceived independent self as their ideal self. These results suggest that Japanese interdependence is created in a process of self-fulfilling prophecy.

C175**A CROSS-CULTURAL INVESTIGATION OF FORGIVENESS IN JAPAN AND IN THE UNITED STATES**Kazune Hokazono¹, Kerry S. Kleyman¹¹*Metropolitan State University*

This cross-cultural study investigated forgiveness in Japan and the United States. A survey was conducted by using the Forgiveness Questionnaire (FQ) and the Transgression Related Interpersonal Motivations Scale – 12 Item Form (TRIM-12). Analyses revealed that people in Japan and the United States differ in how they view, and practice forgiveness.

C176**A WILL AND A WAY: THE INFLUENCE OF CULTURE ON SUICIDE METHODS AND IMPLICATIONS FOR ESTIMATING GUN ACCESSIBILITY**Mikiko Imura¹, Lindsey L. Osterman², Ryan P. Brown¹¹*University of Oklahoma*; ²*University of Central Oklahoma*

The present archival studies examine the association between cultures of honor and methods people use to commit suicide, which can inflate estimates of gun accessibility based on the proportion of suicides committed with guns within honor states. We further demonstrate that this inflation is associated with various honor-related outcomes.

C177**CULTURAL DIFFERENCES IN GAMBLING COGNITION: IMPLICATIONS FOR PROBLEM GAMBLING**Li-Jun Ji¹, Kayla McGeorge¹, Samuel Yoon¹¹*Queen's University*

The present research seeks to understand cultural differences in the gambler's fallacy (GF) and the hot-handed fallacy (HHF) in a coin toss game and a basketball prediction test. We found that Asians showed a greater susceptibility to the GF while Euro-Canadians were more susceptible than Asians to the HHF.

C178**THE ASSOCIATION BETWEEN EDUCATION, PSYCHOLOGICAL STRESS, AND INTERLEUKIN-6 AMONG MEN AND WOMEN IN JAPAN**Chiemi Kan¹, Mayumi Karasawa²¹*The University of Tokyo*; ²*Tokyo Woman's Christian University*

The aim of this study was to investigate the effect of education and psychological stress on interleukin-6 (IL-6) among men and women in Japan. Higher IL-6 was associated with lower education only among women and higher psychological stress only among men. These results showed similar patterns in the US findings.

C179**CHRONIC PROCESS OF CREATIVE DISPLACEMENT AMONG PROTESTANT PARTICIPANTS**Emily Kim¹, Dov Cohen¹¹*University of Illinois at Urbana Champaign*

Consistent with prior experiments showing that Protestants (but not Catholics) were more likely to sublimate forbidden impulses into productive, creative work, the present studies showed that Protestants who chronically engaged in affect-minimizing and affect-displacing defenses were more creative, whereas such an effect was not found among Catholics.

C180**THE FRONTIER IN THE 21ST CENTURY: COSMOPOLITAN CITIES**Shinobu Kitayama¹, A. Timur Sevincer²¹*University of Michigan*; ²*University of Hamburg*

The voluntary settlement hypothesis proposes that people with independent mentalities are likely to settle in the frontier. Here, we propose that cosmopolitan cities today are serving as a frontier for independently inclined people because these cities offer numerous opportunities for independence.

C181**SOCIAL ECOLOGY AND EVALUATION OF COOPERATION: OVER-COOPERATORS ARE NOT LIKED IN LOW RELATIONAL MOBILITY ENVIRONMENT**Mizuho Komatsu¹, Masaki Yuki¹, Pat Barclay², Nobuhiro Mifune³¹*Hokkaido University*; ²*University of Guelph*; ³*JSPS, Kobe University*

Theorists have assumed that those who are prominently more cooperative than others ("over-cooperators") are evaluated more positively than those who are less cooperative. However, in a vignette study conducted in Japan, over-cooperators were evaluated less positively than average-cooperators. We explained this phenomenon by the cross-societal difference in relational mobility.

C182**PRIMING CULTURAL IDENTITY AND EMOTION REGULATION IN ASIAN-AMERICANS BICULTURALS: EFFECTS DEPEND ON CULTURAL IDENTITY AFFIRMATION**Irene Lafarga Previdi¹, Joshua S. Eng², Oliver P. John²¹*University of Puerto Rico, Río Piedras Campus*; ²*University of California, Berkeley*

Does culture give rise to differences in emotional regulation? We primed bicultural Asian-Americans with one of their cultural identities and examined reports of emotional suppression. Participants reported less suppression if primed with their American identity but this held only when participants' identity was affirmed. Theoretical and applied implications are discussed.

C183**GETTING SMARTER IN JUST A MINUTE: ACCESSIBLE INDIVIDUALISTIC MINDSET IMPROVES RAVEN'S MATRIX PERFORMANCE**Lam C. P. Ben², Chen X. Sylvia¹, Sheida Novin³, Daphna Oyserman³¹*Hong Kong Polytechnic University*; ²*Iowa State University*; ³*University of Michigan*

We examined the effect of cultural mindset on a test of general intelligence, Raven Progressive Matrices. We found that participants assigned to the individualistic mindset condition outperformed the collectivistic mindset and control conditions. Effects were pronounced in the more difficult problems which require generation of more difficult solution rules.

C184**ROLE OF INDIVIDUALISM AND COLLECTIVISM IN JUDGMENTS OF GROUP PRESENTATION STYLES**Jeong Min Lee¹, Fang Fang Chen¹¹*University of Delaware*

We examined the role of individualism/collectivism (I/C) on the judgment of group presentation, and whether judges' I/C would affect the importance of likeability, competence, and social competence in determining group outcomes. The more collectivistic judges favored the modest group, whereas the more individualistic judges rated the boastful group more positively.

C185**RESIDENTIALLY MOBILE PEOPLE PREFER LOW-COMMITMENT GROUPS**Minha Lee¹, Thomas Talhelm¹, Shigehiro Oishi¹¹*University of Virginia*

Do people in mobile communities prefer low-commitment groups more than people in stable communities? As predicted, we found more megachurches (Study 1), and more groups on www.meetup.com in mobile than in stable places (Study 2). Frequent movers preferred low-commitment groups more than non-movers (Study 3).

C186**LANGUAGE AND THE EXPRESSION OF IMPLICIT SOCIAL COGNITION: THREE FINDINGS**Steven A. Lehr¹, Jocelyn G. Karlan¹, Eva E. Chen¹, Mahzarin R. Banaji¹¹*Harvard University*

Does language act as a “vehicle” for implicit cognition? Examining bilinguals, we demonstrate that implicit attitudes and self-concept vary by first language learned in childhood, and fluctuate when switching test-language. This second effect emerges only on IATs using linguistic stimuli (e.g. names), but not visual stimuli (e.g. faces) as targets.

C187**CROSS-CULTURAL DIFFERENCES IN THE ONLINE PROCESSES OF DECISION MAKING BETWEEN EUROPEAN CANADIANS AND HONG KONG CHINESE**Liman Man Wai Li¹, Takahiko Masuda¹, Matthew J. Russell¹¹*University of Alberta*

This study compared the online processes of decision making between European Canadians and Hong Kong Chinese. The results showed that Hong Kong Chinese searched for information faster than European Canadians. Moreover, importance of attributes differentially affected the amount of information searched for among European Canadians and Hong Kong Chinese.

C188**BELIEVERS AND NON-BELIEVERS: DIFFERENCES IN EXPLORATION AND COMMITMENT**Jin Wen Ling¹, Carson P. Taylor¹, Alicia Limke²¹*University of Central Oklahoma*; ²*Southern Nazarene University*

Christian individuals may be willing to commit to religious beliefs without exploration than non-religious individuals. In the current study, individuals identifying themselves as non-believers reported higher levels of exploration and lower levels of commitment than individuals identifying themselves as Christian.

C189**OVER-CLAIMING BIAS PREDICTS SUPPORT FOR POLITICAL POLICIES FOLLOWING CONTRADICTORY INFORMATION**John H. Lurquin¹, Leaf Van Boven¹¹*University of Colorado Boulder*

It is fairly common to be presented with information that contradicts one’s political ideology. In this experiment, the continued support for a policy in the face of contradictory information was shown to be related to over-claiming bias: a measure of reported familiarity to fictitious information.

C190**THE ROLE OF CULTURAL MODELS OF SELF-WORTH IN RESPONSES TO INGROUP TRANSGRESSIONS**Sarah Lyons¹, Michele J. Gelfand¹¹*University of Maryland, College Park*

Why do different cultures respond to ingroup transgressions in fundamentally distinct ways? We find evidence that Face and Dignity as cultural models of self-worth influence the process through which individuals make appraisals, experience emotions and initiate action in response to an ingroup transgression. Implications for intercultural conflict are discussed.

C191**THE PRESENCE OF A FUTURE TASK MODERATES CULTURAL DIFFERENCES IN REGULATION OF POSITIVE EMOTION**Xiaoming Ma¹, Yuri Miyamoto¹¹*University of Wisconsin, Madison*

Asian and American participants were induced to feel positive and their subsequent emotion regulation strategies were measured. Results showed that when they were told about the presence of a future task, Asians reported savoring their happiness less than Americans did; when the future task was not present, cultural differences disappeared.

C192**BOTH SIDES NOW: BALANCING INDEPENDENCE AND INTERDEPENDENCE FOR MORE EFFECTIVE SOCIETIES**Hazel R. Markus¹, Alana Conner²¹*Stanford University*; ²*Behavioral Science Adviser, Stanford Center for Excellence in Clinical Research*

Clashes arise when people activate an independent self for a situation that calls for interdependence and vice versa. With data and examples from three domains, we suggest that a more peaceful and prosperous 21st century will require individuals to be both independent and interdependent and policies and practices that encourage them to apply the most appropriate self to the situation.

C193**ADHERENCE TO MODESTY LAWS, RELIGIOSITY, AND BODY IMAGE AMONG ORTHODOX JEWISH WOMEN**Kaitlin K. Meyer¹, Renee Engeln²¹*Arizona State University*; ²*Northwestern University*

Using objectification theory as a framework, this study investigated the relationship between adherence to Tzniut modesty laws of dress and body image among Orthodox Jewish women. Adherence to modesty laws was associated with greater eating disordered behavior. Religiosity was identified as a moderating variable between modesty and eating disordered attitudes/behaviors.

C194**CULTURAL VARIATION IN COMMUNAL VS. EXCHANGE NORMS AND THEIR IMPLICATIONS FOR COMFORT IN SOCIAL SUPPORT**Joan Miller¹, Shagufa Kapadia², Hiroko Akiyama³¹*New School for Social Research, USA*; ²*Maharaja Sayajirao University of Baroda, India*; ³*The University of Tokyo, Japan*

We examined cultural influences on norms of reciprocity among European-Americans, African-Americans, Indians, and Japanese. Indians and African-Americans placed greater emphasis on communal norms than Japanese. Japanese experienced greatest discomfort in asking for help, which was associated with concerns with avoiding debt, while Indians showed least discomfort.

C195**WHO WATCHES THE DAILY SHOW? OPTIMISM, CYNICISM AND NEED FOR COGNITION IN FREQUENT VIEWERS OF POLITICAL SATIRE**Meredith E. Minear¹, Faith Brasher¹, Mandy Brasher¹, Mindi Price¹, Katrine Franks¹¹*The College of Idaho*

We surveyed individuals online about their television and on-line media viewing habits and found that individuals who regularly watched political satire reported being more politically liberal, more cynical, and expressed a greater need for cognition and less optimism than age and education matched individuals who did not watch such shows.

C196**CULTURAL DIFFERENCES IN PROFESSIONAL HELP-SEEKING: A COMPARISON OF JAPAN AND THE U.S.**Taraneh Mojaverian¹, Takeshi Hashimoto², Heejung S. Kim¹¹*University of California, Santa Barbara*; ²*Shizuoka University*

In the present research, Japanese and Americans reported their professional help-seeking attitudes. Japanese reported greater

reluctance to seek professional help than Americans. In line with idea that differences in professional help-seeking extend from culture-specific interpersonal relationship patterns, social support seeking from close others mediated the culture and professional help-seeking relationship.

C197**CUMULATIVE CULTURE IN THE LABORATORY: MORE MODELS ARE BETTER, IF THE TASK IS HARD**Michael Muthukrishna¹, Joseph Henrich¹¹*University of British Columbia*

We show evidence for a benefit for larger cohort size on cumulative culture in a laboratory social transmission experiment when the transmitted task is complex. These results contradict previous research (Caldwell & Millen, 2009, 2010), but support formal models (Henrich, 2004) of cumulative cultural evolution.

C198**WHEN AGE AND CULTURE INTERACT IN COGNITION: A CASE OF CATEGORIZATION**Jinkyung Na¹, Chih-Mao Huang³, Denise C. Park^{2,1}¹*University of Texas at Dallas*; ²*Center for Vital Longevity*; ³*University of Illinois at Urbana-Champaign*

We examined the interaction between age and culture in categorization. The results showed that (1) older adults relied on intuition more than younger adults and (2) this effect was larger for Asians than for Americans. Further, we demonstrated that cognitive function and collectivistic values mediated aging and cultural differences, respectively.

C199**"YES THIS IS MY CHILD!" THE LIVED EXPERIENCES OF NEW MOTHERS IN BI-RACIAL/ETHNIC RELATIONSHIPS**R. Roudi Nazarinia Roy¹, Yolanda Mitchell¹, Anindita Das¹, Juliana Ramage¹¹*Kansas State University*

The transition to motherhood has been studied extensively, however these studies have consisted of participants in homogenous race/ethnicity relationships. The aim of this current study was to explore the lived experiences of a diverse group of mothers. Analyses revealed an overarching theme of racial/ethnic stereotyping in terminology and perceived expectations.

C200**HONOR AS CULTURAL MINDSET AND ITS IMPLICATIONS FOR PERCEPTION**Sheida Novin¹¹*University of Michigan*

In two studies using a lexical decision task we demonstrate that the construct of honor 1) can be made accessible, increasing accuracy and speed of recognizing honor-relevant words and 2) is embodied as participants are quicker at recognizing honor-relevant words at specific locations (up or right vs. down or left).

C201**COLLECTIVE VIOLENCE: THE VIEW OF CHILDREN**Angelica Quiroga¹, Guillermo B. Willis^{2,1}, Alejandro Moreno¹¹*Universidad de Monterrey, Mexico*; ²*Universidad de Granada, Spain*

Exposure to direct violence predicted post-traumatic stress symptoms using the Child PTSD Symptom Scale: the more symptoms children presented, the greater anxiety and depression symptoms they showed. These results indicate the negative consequences that exposure to collective violence -a prevalent phenomenon in Monterrey, Mexico- can have for children.

C202**FACE PERCEPTION: THE INFLUENCES OF CULTURE AND STATUS ON EYE MOVEMENTS**Daniel C. Richardson¹, Matthias S. Gobel¹, Heejung S. Kim², William W. Maddux³¹*University College London*; ²*University of California, Santa Barbara*; ³*INSEAD*

People look more at high status individuals and in particular at their eyes. In a series of eye-tracking studies comparing French and Americans, we investigated whether culture moderated this behavior. As predicted, we found that face perception was influenced by the culture and status of the observer and the observed.

C203**RED, WHITE AND YOU: MARGINALIZED MINORITIES SHOW DISENGAGEMENT FROM AN IDEOLOGY-BASED NATIONAL IDENTITY**Nina Rouhani¹, Maneeza Dawood¹, Ruth K. Ditmann², Johannes Kopf-Beck³, Valerie Purdie-Vaughns¹¹*Columbia University*; ²*Yale University*; ³*University of Konstanz*

We investigated whether Muslim-Americans, a marginalized minority, share the ideology-based national identity (defined by abstract values) characteristic of Americans. In comparison to White Americans, Muslim-Americans demonstrated greater endorsement of a disengaged identity (defined objectively), which suggests that they do not fully share the normative conception of American identity.

C204**CULTURE AND RESPONSE STYLE: THE EFFECT OF DIALECTIC PRIMING ON LIKERT-SCALE JUDGEMENTS IN EUROPEAN-CANADIAN POPULATIONS**Matthew J. Russell¹, Takahiko Masuda¹, Liman Man Wai Li¹¹*University of Alberta*

We explore how European-Canadians' questionnaire response styles are affected by an original dialectic priming method, based on the theory of contradiction. Findings of this study suggest that European-Canadians can be partially influenced by dialectical priming. The results are discussed in relation to cross-cultural experience and learning.

C205**CULTURAL CUES, BICULTURAL IDENTITY, AND AFFECT**Camel S. Saad¹, Wesley G. Moons², Verónica Benet-Martínez³¹*Westmont College*; ²*University of California, Davis*; ³*ICREA at Pompeu Fabra University*

Little research examines how cultural cues influence affect. We hypothesized that biculturals perceiving harmony between their identities experience less negative affect in response to cultural cues. Among Chinese Americans, perceived harmony predicted less negative affect in response to cultural—but not non-cultural—cues, both with and without a distressing event.

C206**HEALTH, ETHNICITY, AND ATTACHMENT STYLE**Meriam Sahak¹, Kelly Campbell¹¹*California State University, San Bernardino*

We examined the associations between health, ethnicity, and relationship security. We expected relational security to help explain the Latino Paradox, or the finding that Latinos demonstrate better health than other groups. European Americans reported the best health across groups. Relational security did not provide an explanation for the Latino paradox.

C207**THE DIFFICULTY OF EXITING RELATIONSHIPS PREDICTS HOLISTIC ATTENTION AND THE CORRESPONDENCE BIAS**Alvaro San Martín¹, William W. Maddux¹, Joanna Schug²¹*INSEAD*; ²*College of William and Mary*

Relational mobility mediates several cultural differences between the US and Japan. We enhance our understanding of relational

mobility by distinguishing between the difficulty of entering and exiting relationships. The difficulty of exiting relationships predicts holistic attention and an attenuated correspondence bias. This effect is mediated by perceptions of external control.

C208**CROSS-CULTURAL DIFFERENCES IN THE MEDIATING EFFECT OF SELF-ESTEEM ON THE RELATIONSHIP BETWEEN LONELINESS AND HAPPINESS IN THE U.S. AND JAPAN**Kosuke Sato¹¹*Hokkaido University*

The mediating effect of self-esteem on the relationship between loneliness and happiness should be stronger in societies high in relational mobility. As predicted, I found that self-esteem completely mediated the association in the US, high relational mobile society but not in Japan, a low relational mobile society.

C209**HOW DO EUROPEAN-CANADIAN AND JAPANESE PARENTS PASS ON CULTURALLY UNIQUE PATTERNS OF ATTENTION TO THEIR CHILDREN? THE ROLE OF PARENT-CHILD NARRATIVES DURING CULTURAL TRANSMISSION PROCESS**Sawa Senzaki¹, Takahiko Masuda¹¹*University of Alberta*

We asked European-Canadian and Japanese preschoolers and their parents to watch animation vignettes, and analyzed the content of online- and memory-based conversations. Although children's speech did not differ, results showed that parents tried to direct their children's attention in culturally unique manners that are consistent with previous research.

C210**IN THE EYES OF THE BEHOLDER: AGE DIFFERENCES IN INFORMANT-REPORTED NARCISSISM ARE MODERATED BY FAMILIARITY**Michael J. Shain¹, William J. Chopik¹¹*University of Michigan*

Participants (N=668) completed a self-report measure of narcissism and were randomly assigned to report on the narcissism of a young, middle-aged, or older adult whom they knew. The results suggest that every age group evaluated younger adults as more narcissistic, but not if they knew the young adult well.

C211**FORGIVE AND FORGET: THE INFLUENCE OF SOCIAL CLASS ON FORGIVENESS**Daniel M. Stancato¹, Paul K. Piff¹, Dacher Keltner¹¹*University of California, Berkeley*

Two studies tested the association between social class and tendencies to forgive others for their interpersonal transgressions. Lower-class individuals were more likely to have more favorable attitudes toward forgiveness. Also, a manipulation of social class rank caused lower-ranking individuals to be more forgiving of others' transgressions in hypothetical scenarios.

C212**WHEN STANDING TALL IS THE SAME AS SLOUCHING DOWN: EXPANSIVE POSTURES DON'T PROPEL FEELINGS OF POWER FOR EAST ASIANS**Lindsey Streamer¹, Lora E. Park¹, Adam D. Galinsky², Li Huang³¹*University at Buffalo, The State University of New York*; ²*Northwestern University*; ³*INSEAD*

We propose that the link between power and posture varies by cultural background. Participants rated a target enacting an expansive posture as possessing traits valued in individualistic, but not collectivistic cultures. Furthermore, U.S. (but not East Asian) participants showed increased power-related thoughts and behavior when enacting expansive (vs. constricted) postures.

C213**EVALUATING THE CONSTRUCT OF CULTURAL DISTANCE IN BICULTURAL MEXICAN AMERICANS**Garrett L. Strosser¹¹*Southern Utah University*

To evaluate bicultural distance (i.e., extent to which one's two cultural identities overlap), Mexican Americans completed the Bicultural Identity Integration Scale, separate American and Mexican identity scales, and acculturation measures. Results indicate that distance is not only one underlying factor and is correlated with aspects of the other measures.

C214**CULTURAL DIFFERENCES AND SOCIAL SUPPORT PATTERNS AND ITS RELATIONSHIP WITH WELL-BEING**Sugino Juri¹, Krasawa Mayumi¹¹*SPSP*

In this study, we investigated 6 pattern of social support from spouse, friends, and family and its relationship to well-being. Results showed that diverse social support group is highest in well-being while isolated group is the lowest in both cultures. In addition, cultural differences in independent well-being subscale are found.

C215**DOES HAVING UNUSUAL TASTES LEAD TO BEING ISOLATED? MODERATING EFFECT OF RELATIONAL MOBILITY**Kosuke Takemura¹, Itaru Ishiguro²¹*Kyoto University*; ²*Japan Women's University*

Current research proposes that being unique leads to more satisfying social relationships in societies where social relationships are more mobile. A web-based survey conducted in Japan showed that individuals preferring minority music genres (having unique taste) had more satisfying social relationships in urban (high-mobility) than in rural (low-mobility) areas.

C216**EFFECTS OF SOCIAL REPRESENTATIONS OF BLACK HISTORY ON ACADEMIC ENGAGEMENT**Luyen T. Thai¹, Phia S. Salter¹¹*Texas A&M University*

This study applies a cultural psychological analysis to explore the relationship between divergent representations of Black history and White students' academic engagement. Results indicated that white racial identity and gender moderated the relationship. Findings suggest that historical representations of minority groups are not neutral and influence White students' academic engagement.

C217**SITUATIONS AND BEHAVIOR IN 10 NATIONS**Elysia R. Todd¹, Esther Guillaume¹, David C. Funder¹¹*University of California, Riverside*

We present the latest data from the International Situations Project (internationalsituationsproject.com). In this study, collaborators from 10 nations have gathered situations from the everyday lives of students. Analyses include the nature of typical situations and comparisons of situational properties, highlighting cross-cultural similarities and differences in situational ratings.

C218**CULTURAL VARIATION IN UNDERSTANDING AND COPING WITH STRESS: THE RELATIONSHIP BETWEEN APPRAISALS, COPING STRATEGIES, AND SOCIAL SUPPORT**Chiung-Yi Tseng¹, Joan G. Miller², Ling Yang¹¹*Ming Chuan University*; ²*The New School for Social Research*

The research tested competing claims about cultural differences in the use of social support, assessed cultural influences on how social support is conceptualized and linked to coping, as well as demonstrated that

priming of perception leads to the occurrence of previously found cultural differences in conceptualization and coping with stress.

C219**CLEAN STATES: LOW PATHOGEN PREVALENCE AND THE FRONTIER**M. E.W. Varnum¹¹*Peking University*

The settlement of frontiers has been linked to regional variation in values and behavior. However the mechanisms underlying and maintaining such differences remain unclear. Two studies found that pathogen prevalence mediates frontier effects on non-conformist voting (Study 1) and levels of social capital (Study 2).

C220**SHIFTING NORMS AROUND SEX AND SEXUAL HEALTH IN NEPAL: EXPLORING WOMEN'S ATTITUDES AND BEHAVIORS**Olivia F. Vila¹, Lauren M. Menger¹, Michelle Kaufman², Jennifer J. Harman¹, Deepti K. Shrestha³¹*Colorado State University*; ²*Johns Hopkins University*; ³*Kathmandu, Nepal*

Interviews with women in Kathmandu were conducted to understand how attitudes and beliefs about sex and sexual health are developed, communicated and maintained. Results show limited knowledge regarding sex and sexual health, and discomfort communicating about these topics. Increased education is required to prevent adverse outcomes of shifting sexual norms.

C221**ATTENTION TO CONTEXT INCREASES MIXED EMOTIONS**Brooke Wilken¹, Yuri Miyamoto¹¹*University of Wisconsin-Madison*

Two experiments tested the hypothesis that in predominantly pleasant situations, holistic attention to context would increase mixed emotions more than analytic attention to focal information. Supporting the hypothesis, guiding attention to social (Study 1) and physical (Study 2) contexts increased the recall of mixed emotions in success events.

C222**GETTING MORE CAPABLE IN JUST A MINUTE: ACCESSIBLE COLLECTIVISTIC MINDSET IMPROVES PERCEPTUAL PERSPECTIVE-TAKING SKILLS**Joshua D. Wondra¹, Sheida Novin¹, Daphna Oyserman¹¹*University of Michigan*

We hypothesized that accessible cultural mindset would influence perspective-taking skills only if the task was framed as social. Supporting our prediction, participants primed with individualistic mindset (vs. collectivistic mindset) performed worse when they had to take the perspective of human-like dolls or toy monkeys, but not wooden blocks.

C223**FAMILIAL GUILT: SEPARATION GUILT AND FILIAL PIETY**Eleanor Woodford¹, Suzanne Dziurawiec¹¹*Murdoch University*

Guilt is cross-culturally explored in relation to filial piety during early adulthood. Participants from Australia and Singapore completed measures on guilt and filial piety. Singaporeans placed greater emphasis on filial piety, and experienced more separation guilt than Australians. Culture-specific models, shaped by the mediation of guilt and FP, are explored.

C224**THOUGHT STYLE JOIN EMOTION IN REGULATING COGNITIVE REASONING: A CROSS-CULTURAL STUDY**yishan xu¹, Gerald Clore¹, Bailey Ocker¹¹*University of Virginia*

Our studies in US and China found joint effects of emotion and thought style on cognitive processing: happy mood signals individuals to continue and sad mood to abandon the most accessible thought

styles; culturally foreign thinking styles increase, whereas culturally normative thinking styles decrease, susceptibility to the Ebbinghaus illusion.

C225**SELF-INFORMANT AGREEMENT IN THE MULTIGROUP ETHNIC IDENTITY MEASURE**Stevie C. Y. Yap¹, Ivana Anusic¹, M. Brent Donnellan¹, Richard E. Lucas¹¹*Michigan State University*

We evaluated the validity of the Multigroup Ethnic Identity Measure (MEIM) using a MTMM approach involving the MEIM and life satisfaction. Results indicate that there was validity evidence across self and informant MEIM ratings. Results also suggest that the relationship between MEIM and well-being may reflect shared method effects.

C226**DOES ACCULTURATION INFLUENCE TIBETAN CHINESE COLLEGE STUDENTS' EMOTION REGULATION**Lin Yong^{1,2}, Li-fang Zhang¹¹*University of Hong Kong*; ²*Northwest Normal University, Lanzhou, China*

The present study compared the changes of Tibetan and Han Chinese college students' emotion regulation and examined the effects of the acculturation strategies and time on Tibetan Chinese students' emotion regulation to investigate how acculturation influenced Tibetan Chinese college students' suppression and reappraisal emotion regulation strategies.

C227**WESTERN AFFECTIVE REPRESENTATIONS OF ILLNESS COLLIDE WITH ASIAN AMERICANS' AFFECTIVE INDICATORS OF ILLNESS**Henry R. Young¹, Tamara L. Sims¹, Alexia Charles¹, Jeanne L. Tsai¹¹*Stanford University*

Western conceptions of illness focus more on low arousal than high arousal negative states. American medical students exhibited this same bias. However, while LAN predicts worse health among European Americans, HAN predicts worse health for Asian Americans. We discuss our findings for improving the assessment and treatment of Asian Americans.

C228**CULTURAL DIFFERENCES IN MOTIVES OF ADVICE-SEEKING**Ning Zhang¹, Li-Jun Ji¹, Gillian Harper¹¹*Queen's University*

Two studies were conducted to explore cultural differences in the underlying motives of advice-seeking behavior. Results revealed that although no cultural difference was found for problem-solving motives, Chinese were more likely to seek advice for relational purposes whereas European-Canadians were more likely to seek advice for self-confirming motives.

C229**SOMATIZATION TENDENCY AMONG SOUTH KOREANS: RELATIONS WITH PERSONALITY, CULTURAL VALUES, AND SYMPTOM PRESENTATION**XIAOLU ZHOU¹, JESSICA DERE², YUNSHI PENG¹, SHUN PENG¹, ANDREW G. RYDER^{2,3}¹*Hunan Normal University*; ²*Concordia University*; ³*Sir Mortimer B. Davis--Jewish General Hospital*

The current study extends the two-factor model of somatization tendency among Chinese to South Korea. 209 South Korean outpatients completed personality, cultural values, and symptom questionnaires. Results show that the two factors of somatization have unique sets of predictors, supporting their extension to the South Korean context.

Gender

C230

WORK-TO-FAMILY CONFLICT, SCHOOL-TO-FAMILY CONFLICT AND RECOVERY EXPERIENCES IN PORTUGUESE PROFESSIONALS ATTENDING A MBA PROGRAM

Claudia Andrade¹

¹*College of Education, Polytechnic Institute of Coimbra*

This study investigates how loads from professional and graduate school affect students' well-being considering the lack of recovery as mediators in this process. Results, (sample: 73 professionals attending a MBA program) proved that playing both roles (professional and student) has effect on well-being via lack of recovery only for women.

C231

DO THREATS TO MASCULINITY INCREASE SEXUAL OBJECTIFICATION IN MEN?

Christopher P. Bartak¹, Mauricio Carvallo¹, Matthew Findley¹

¹*University of Oklahoma*

Male participants completed a hair braiding or rope braiding task before viewing pictures depicting either nude or clothed women interspersed with neutral pictures. Relative to those in other conditions, men viewed women significantly longer than the neutral pictures when exposed to a masculinity threat and when women were depicted nude.

C232

A CHILLY CONFERENCE CLIMATE: SEXIST CONFERENCE CLIMATES AND THEIR RELATIONSHIP TO WOMEN'S ACADEMIC CAREER INTENTIONS

Jacklyn W.R. Biggs¹

¹*University of Kansas*

We examined perceptions of sexist conference climate and academic career intentions across three social science conferences. Results revealed that women who perceived the conference as sexist and also silenced during the conference expressed increased intention to exit from an academic career. Implications for women and men in academia are discussed.

C233

THE FEMALE FACTOR IN CRISIS MANAGEMENT

Daniela Blettner¹, Gallayanee Yaoyuneyong²

¹*Simon Fraser University*; ²*University of Southern Mississippi*

Given great interest in gender composition in top management teams yet inconclusive results, we examine this effect in relation to information processing and interpersonal style in a multi-period business simulation. We find that a high female ratio can attenuate the negative effect of intuitive information processing during crisis.

C234

EXPLORING GENDER DIFFERENCES IN REGULATORY FOCUS

Albert Botchway¹, Paul E. Etcheverry¹

¹*Southern Illinois University Carbondale*

Gender differences in regulatory focus have not been previously reported. In this study, a unitary regulatory focus score was computed for each participant by subtracting prevention from promotion scores. Higher scores indicate promotion rather than prevention focus. Men had higher scores than women suggesting that men were more promotion inclined.

C235

GENDER STEREOTYPES AND AUTHENTIC LEADERSHIP – AN OPPORTUNITY FOR FEMALE MANAGERS?

Susanne Braun^{1,2}, Claudia Peus¹, Dieter Frey²

¹*Technische Universität München*; ²*Ludwig-Maximilians-Universität München*

We present two empirical studies, which integrate research on gender stereotypes and authentic leadership. Analyses showed (1) that the extent to which female managers were perceived as authentic related positively to femininity, and (2) that only female participants ascribed significantly higher levels of authentic leadership to female managers.

C236

SELF-ESTEEM AND GENDER DIMENSIONS REVISITED: THE IMPORTANCE OF ADULT GENDER TYPICALITY

Lindsay M. Brent¹, Charlotte Chuck. Tate¹, Jay N. Ledbetter²

¹*San Francisco State University*; ²*University of California, Santa Barbara*

The current study combined the Bem Sex Role Inventory for adults with a modified version of Egan and Perry's Gender Typicality Scale for children to assess gender dimensions and well-being in adults. Results suggest that gender typicality importantly contributes to our understanding of well-being for heterosexual and homosexual adults.

C237

THE EFFECTS OF SYSTEM JUSTIFYING MOTIVES ON ENDORSEMENT OF ESSENTIALIST EXPLANATIONS FOR GENDER DIFFERENCES

Victoria L. Brescoll¹, Eric L. Uhlmann², George E. Newman¹

¹*Yale University*; ²*HEC Paris*

The present studies investigate the effects of motivated reasoning on beliefs about social groups and specifically, how desires to uphold the status quo (system justification) may cause people to endorse essentialist explanations for group differences.

C238

PRECARIOUS MANHOOD AND DIET

Timothy A. Caswell¹

¹*University of South Florida*

In the current research, we investigated the relationship between gender norms and diet. Perceived masculinity of food items predicted men's, but not women's, food preferences and eating behavior. Men who publicly endorsed a stereotypically feminine, but not masculine, diet showed greater approval for gender-typed jokes and interest in masculine activities.

C239

EXPLORING PREDICTORS OF ORGASM KNOWLEDGE

Aimee M. Chabot¹, Christine R. Harris¹, Karen Dobkins¹

¹*University of California, San Diego*

Sex surveys often fail to define "orgasm." Survey data (n=905) were used to explore predictors of orgasm knowledge. Overall accuracy of defining female orgasm was 55%, with men significantly more accurate than women, and sexually inexperienced women least accurate. Findings suggest orgasm knowledge is highly variable, especially for women.

C240

MOMMY WARS AT THE IMPLICIT LEVEL: IMPLICIT POLARIZATION OF HOMEMAKERS VERSUS BUSINESSWOMEN

Emily K. Clark¹, Amanda B. Diekman¹

¹*Miami University*

The current study investigated the implicit polarization of women in traditional and nontraditional subgroups. Implicit attitudes differed by the target's subgroup (homemaker or businesswoman) and participants' endorsement of ambivalent sexism. Nonsexists showed more polarized attitudes than did sexists; they especially favored the nontraditional target and disfavored the traditional target.

C241

FROM SEX TO GENDER: A UNIVERSITY INTERVENTION TO REDUCE SEXISM IN ARGENTINA, SPAIN, AND EL SALVADOR

Soledad de Lemus¹, Navarro Laura², Jesús L. Megías¹, Martha J. Velasquez², Ryan Estrella¹

¹*Universidad de Granada (Spain)*; ²*Universidad Tecnológica de El Salvador (El Salvador)*

The present work describes a gender training based on social psychological research on sexism and power. Cross-cultural evidence of its effectiveness to reduce participants' sexist attitudes and increase their commitment to reduce gender inequalities in their personal and professional life in three countries (Argentina, Spain and El Salvador) is provided.

C242**MARTIAN OR VENUSIAN: DISCRETENESS TRUMPS BIOLOGY IN GENDER ESSENTIALISM AND STEREOTYPING**Tara C. Dennehy¹, Avi Ben-Zeev²¹University of Massachusetts, Amherst; ²San Francisco State University

Can perceiving discrete boundaries between women and men influence gender stereotype endorsement? Using a validated measure of gender essentialism, we show that discreteness and informativeness beliefs trump biological beliefs in predicting stereotype endorsement. Implications for social inequity are discussed in the context of psychological essentialism and entitativity.

C243**WOMEN'S ADAPTATION TO STEM DOMAINS STIMULATES SUPERIOR JUDGMENT SKILLS**Laura Di Bella¹, Richard J. Crisp¹¹University of Kent

Exposure to challenging diversity experiences is associated with beneficial effects on a range of judgment domains. Two studies aimed to show that, as counter-stereotypical individuals, women from STEM fields are chronically exposed to such experiences and consequently demonstrate enhanced performance on tasks that are typically hampered by heuristic thinking.

C244**COSTS AND BENEFITS OF PERCEIVED SEXUAL AGENCY**Janell C. Fetterolf¹, Diana T. Sanchez¹¹Rutgers University

Three studies examined possible explanations for women's less frequent sexually agentic behavior, compared to men. In Studies 1 and 2, participants rated sexually agentic targets, regardless of gender, as desirable but risky sexual partners. However, in Study 3 women weighed the importance and consequences of sexual agency differently than men.

C245**FLOWER POWER: FEMININE PRIMES REDUCE PERCEPTIONS OF WEAKNESS AND PAIN TOLERANCE**Stephanie L. Fowler¹, Chelsea Wymer¹, Jessica Servick¹, Jill Brown¹, Andrew L. Geers¹¹University of Toledo

We examined if priming femininity would reduce pain tolerance for feminine men and if perceptions of weakness was a mediating variable. Relative to the other cells, feminine men primed with femininity were least likely to rate early withdrawal from pain stimuli as a sign of weakness and displayed lower tolerance.

C246**WOMEN HOLD STRONGER IMPLICIT GENDER STEREOTYPES ABOUT CAREER AND FAMILY THAN MEN DO**Rebecca S. Frazier¹, Selin Kesebir², Brian A. Nosek¹¹University of Virginia; ²London Business School

Female participants showed significantly stronger implicit, but not explicit, stereotypes than men did associating female with family and male with career. This effect was not accounted for by differences in politics, education, religiosity, race/ethnicity, or other demographic variables.

C247**BODY IMAGE IN GAY VERSUS HETEROSEXUAL MEN: IS THERE REALLY A DIFFERENCE?**David Frederick¹, Jamal Essayli²¹Chapman University; ²University of Hawaii at Manoa

To examine the link between sexual orientation and body image, we present the results of three online studies completed by over 100,000 visitors to a news website. Overall, differences between gay and heterosexual men were small, but these differences were substantially moderated by BMI and aspect of body image assessed.

C248**GILLIGAN IN TROLLEYLAND: RESURRECTING THE DEBATE OVER GENDER DIFFERENCES IN MORALITY**Rebecca Friesdorf¹, Paul Conway¹¹Western University Canada

On 10 moral dilemmas, women preferred more deontological decisions than did men. A process dissociation analysis indicated that women (vs. men) experienced stronger deontological tendencies, but there were no gender differences in utilitarian tendencies. These findings resurrect the debate as to whether women and men approach moral decision-making differently.

C249**IN THE COMPANY OF MEN: INGROUP PROJECTION AND MANAGER'S REPRESENTATIONS IN THE WORKPLACE**Fabrice Gabarrot¹, Clémentine Bry²¹Université de Bourgogne; ²Université de Savoie

Relying on the notion of ingroup projection, we present 2 studies examining factors affecting the representations of managers. Results show that projection of masculine and feminine traits to managers is moderated by factors such as the economic success of the company or the position's sex-typing.

C250**STRIVING FOR GENDER EQUALITY: HOW EXAMINING THE INDEPENDENT COMPONENTS OF THE MATH AND ENGLISH STEREOTYPES MAY HELP INCREASE GENDER BALANCE IN ACADEMIC FIELDS**Patricia N. Gilbert¹, Donna M. Garcia², David M. Marx³¹Tulane University; ²California State University, San Bernardino; ³San Diego State University

To better understand how stereotypes contribute to gender imbalance in academics, the current research uses the GNAT to examine independent math and English stereotype components. The women-math and women-English associations predicted academic outcomes for women, whereas the men-math and men-English associations predicted academic outcomes for men.

C251**TEND-AND-BEFRIEND BEHAVIOR OF MEN AND WOMEN - THE ROLE OF THE NATURE OF STRESSORS AND GENDER**Apollonia E. Goll¹, Dagmar Stahlberg¹¹University of Mannheim

This study investigates Taylor's Tend-and-Befriend theory as a coping behavior focusing on the nature of stressors and gender. We found a strengthened tend-and-befriend behavior for women in feminine (social) stress situations compared to masculine (achievement) stress situations. Furthermore, men's tend-and-befriend behavior is predicted by expressiveness (gender role identification).

C252**COMMUNICATING AFTER DISASTER: GENDER AND SOCIAL SUPPORT PREDICT FIRST FACEBOOK POST**Melissa K. Goodwin¹, Rosanna E. Guadagno¹, Nicole L. Muscanell¹, Joan M. Barth¹, Yang "Lydia". Yang¹¹University of Alabama

The effect of social networking on psychological functioning in the wake of a major natural disaster was examined. Content of the first status updates of disaster victims were influenced by the individual's gender and perceived social support, such as women using more religious terms and men expressing more sadness.

C253**GLASS CEILINGS IN HEAVEN?: AGENTIC RELIGIOUS PRIMING INCREASES SEXISM**Megan C. Haggard¹, Wade C. Rowatt¹¹Baylor University

Religiosity has been previously linked to increased benevolent sexism. Subliminally priming participants with religious words (either agentic,

institutional, or spiritual) resulted in increased benevolent sexism compared to those primed with neutral words. The effect remained after controlling for self-reported religiosity.

C254**EROTIC IMAGES OF WOMEN IN ACADEMIC CONTEXTS: AT WHAT COST?**

Patricia H. Hawley¹, Monica Biernat¹

¹*University of Kansas*

Conferences offer many positive professional cues to women that social events may undermine. We examined the effects of eroticized images advertising an actual conference after-party on women's versus men's perceptions of climate. Women felt less respected, intelligent, and comfortable, yet dressed the part. Implications for women's

C255**CAN YOU BE A WOMAN IN SCIENCE? THE COST OF GENDER IDENTIFICATION FOR WOMEN FACULTY IN STEM DISCIPLINES**

Lauren M. Hawthorne¹, Ellen E. Newell¹, Shannon K. McCoy¹, Susan K. Gardner¹

¹*University of Maine*

We examined how gender identification influenced emotional wellbeing for women faculty in STEM fields versus non-STEM fields or men. Overall, we found that the more women in STEM disciplines identified with their gender, the poorer their emotional well-being and the greater their work related stress.

C256**GENDER DIFFERENCES IN VOLUNTARY TURNOVER DECISIONS OF UNIVERSITY ACADEMICIANS**

Michelle Hebl¹, Katharine Bachman¹, Larry Martinez¹

¹*Rice University*

We will describe recent research examining gender differences in the antecedents of voluntary turnover decisions of university academicians. We discuss these results by suggesting that gender schemas and the family tax may negatively influence female (more than male) academicians, and discuss more general implications for society as a whole, academicians, academic institutions, and turnover research.

C257**WOULD YOU HELP VS. WILL YOU HELP: MEDIATORS OF GENDER EFFECTS ON PROSOCIAL BEHAVIOR**

Athena K. Hensel¹, Jennifer J. Johnson¹, Crystal L. Hoyt¹

¹*University of Richmond*

Testing whether differing constructs mediate gender differences in self-reported and behavioral prosociality, undergraduates reported emotional empathy, prosocial tendencies and prosocial behavior (through hypothetical situations and charitable donations) in an online survey. Emotional empathy and compliant prosocial tendency mediated effects of gender on donation behavior and self-reported helping, respectively.

C258**HAVE GENDER STEREOTYPES CHANGED?: RATINGS OF WOMEN, MEN AND SELF**

Tanja Hentschel¹, Madeline E. Heilman², Claudia Peus¹

¹*Technische Universität München*; ²*New York University*

Gender roles are changing; yet, it remains unclear whether gender stereotypes have changed. In this study, respondents rated men, women or themselves on adjective scales. Men were perceived as more agentic, women as more communal. Both were seen as similarly competent. Self-ratings generally - but not always - paralleled these findings.

C259**TRADITIONAL GENDER ROLE ATTITUDES MAY UNDERMINE MEN'S HEALTH**

Mary S. Himmelstein¹, Diana T. Sanchez¹

¹*Rutgers University*

This study examines barriers to health based on belief in gender roles and contingencies of self-worth. Belief in gender roles predicted contingencies of self-worth, which predicted multiple barriers to help seeking including distrust of doctors and minimization of health issues. Barriers to help seeking predicted less use of preventative healthcare.

C260**POWERLESS MEN AND THE EVALUATION OF AGENTIC WOMEN: SELF-AFFIRMATION REDUCES BACKLASH**

Ann E. Hoover¹

¹*University of South Carolina Upstate*

Previous work suggests that low-power men may be more likely to backlash against agentic women. Extending past findings, the present study used a self-affirmation manipulation to provide indirect evidence that the low-power role was threatening, consequently producing backlash. Supporting hypotheses, low-power men, who self-affirmed, subsequently showed no evidence of backlash.

C261**EFFECT OF PROFESSIONAL STATUS ON THE PERCEPTION OF INTERNAL RELATIONSHIP DYNAMICS**

Derek Hutchinson¹, Vanessa Hettinger¹, Jennifer Bosson¹

¹*University of South Florida*

To explore whether gendered expectations regarding professional status influence perceptions of power within romantic relationships we manipulated the professional status of a fictional couple while controlling other variables. Participants rated the intra-relationship power dynamic equal in all conditions, except when the wife held higher professional status than her husband.

C262**PERCEPTIONS OF GENDER DISCRIMINATION ACROSS SIX DECADES: MEN VIEW WOMEN'S GAINS AS THEIR LOSSES**

Andre Kehn¹, Joelle C. Ruthig¹, Cheryl A. Terrance¹

¹*University of North Dakota*

We examined whether women and men view gender discrimination as having changed over time. Results based on data from a national sample supported our hypotheses that the historically dominant social group (men) perceive any status gained by a socially subordinate group (women) as coming at the dominant group's expense.

C263**ON THE SHARP END OF THE ROPE – THE ROLE OF BENEVOLENT SEXISM AND LEADERSHIP IN A MASCULINE SPORT**

Clara Kulich¹, Soledad de Lemus², Pilar Montanes-Muro³

¹*University of Geneva*; ²*University of Granada*; ³*University of La Rioja*

This poster shows how benevolent sexist beliefs may undermine women's performances in a masculine domain. A correlational study with climbers revealed that men's benevolent sexist beliefs determined their leading with opposite-sex partners whereas expertise determined women's leading behaviour. An experiment investigated attractiveness-ratings and leading-intentions with sexist and feminist opposite-sex targets.

C264**MEN SEEK SOCIAL STANDING, WOMEN SEEK COMPANIONSHIP: SEX DIFFERENCES IN DERIVING SELF-WORTH FROM RELATIONSHIPS**

Tracy Kwang¹, Erin E. Crockett², Diana T. Sanchez³, William B. Swann¹

¹*The University of Texas at Austin*; ²*Southwestern University*; ³*Rutgers University*

Lay beliefs suggest that men base their self-worth on relationships less than do women. Yet these beliefs may overlook an important contribution that relationships make to the self-esteem of men. Three

studies demonstrate that men and women both derive self-worth from relationships, but men uniquely derive self-esteem from relationship status.

C265**PRECARIOUS MANHOOD AND MEN'S ATTRIBUTIONAL BIASES IN PARTNER CONFLICT**

Joshua Guy. Lenes¹, Jennifer K. Bosson¹

¹*University of South Florida*

We examined attributions of criticism, rejection, and gender status threat in a fictitious domestic violent conflict in which the victim was either male or female. Threats to a partner's gender status were inferred more strongly when the victim of violence was a woman than when it was a man.

C266**SEXUAL ASSERTIVENESS AND GENDER**

Evevett Loshek¹, Heather Terrell¹, Craig Nagoshi¹

¹*University of North Dakota*

Research has rarely compared sexual assertiveness to gender roles. In this study, sexual assertiveness was positively correlated with femininity/masculinity, but negatively correlated with homophobia. For women, sexual assertiveness was positively correlated with masculinity and negatively correlated with homophobia. For men, sexual assertiveness was positively correlated with femininity, masculinity, and sexism.

C267**UNIVERSITY SALARIES: GENDER GAPS IN PAY, BUT WHAT ABOUT PERFORMANCE?**

Meghan R. Lowery¹, Joel T. Nadler²

¹*Psychological Associates*; ²*Southern Illinois University Edwardsville*

Faculty salaries from a public university were paired with professor ratings and grade information collected from third party web sites. Although there were no gender difference in yearly salary, women at all ranks worked more months per year compared to men. There were no performance differences between men and women.

C268**GENDER DIFFERENCES IN RESPONSES TO SEXUAL REQUESTS**

Melissa M. McDonald¹, Conrad Corretti¹, M Brent. Donnellan¹

¹*Michigan State University*

In a conceptual replication of the Clark and Hatfield (1989) study, participants were propositioned online with a request to go out, hang out, or have sex. Results indicated fewer positive responses overall and that men were more likely than women to say yes to dating and sexual requests.

C269**PRECURSORS TO RAPE: ACCEPTANCE OF PRESSURING BEHAVIORS, PERCEPTIONS OF WOMEN WHO HAVE BEEN RAPED, AND RAPE PROCLIVITY**

Lora K. McGraw¹, Megan L. Strain¹, Jericho M. Hockett¹, Donald A. Saucier¹

¹*Kansas State University*

Pressuring behaviors (e.g., calling a woman a "tease") may be symptomatic of rape culture, exerting sexual power over women. Accepting these behaviors was associated with negativity towards women who have been raped and, among men, rape proclivity. Pressuring behaviors may reinforce hierarchies in which men maintain sexual power over women.

C270**GENDER DICHOTOMIZATION AT THE LEVEL OF GROUP IDENTITY: WHY MEN USE IT MORE THAN WOMEN**

Kenneth S. Michniewicz¹, Jennifer K. Bosson¹

¹*University of South Florida*

Results from two studies suggest that men more strongly than women perceive gender-typical traits as highly central to, and gender-atypical traits as very peripheral to, their group identity. Moreover, men gender

dichotomize especially following a threat to their gender status. We discuss implications of this finding.

C271**GENDER DIFFERENCES OF TRAIT EMOTIONAL INTELLIGENCE PREDICTING SELF-MONITORING**

Jay Middleton¹, Rebecca Cox¹, Devin Merritt¹, Terri Duck¹, Jack Tracy¹, Walter Buboltz¹

¹*Louisiana Tech University*

The purpose of this study was to explore effects of different facets of trait emotional intelligence (EI) on self-monitoring for men and women. Two hundred and ninety five undergraduates completed measures of EI and self-monitoring. Results indicate that the influence EI has on self-monitoring depends on gender.

C272**ONLINE BUT NOT IN-LINE: WEB-CULTURE AS AN ANTECEDENT TO THE MISTREATMENT OF WOMEN IN STEM**

Kathi N. Miner¹, Jennifer McDonald¹

¹*Texas A & M*

In this study, (lack of) professor support and incivility were assessed via surveys as forms of mistreatment experienced by 412 undergraduate women in STEM and linked with stereotypical/feminine content on STEM department websites. Results suggest that cues in our environments are symptomatic of the underlying organizational culture for women.

C273**THE INFLUENCE OF PERCEIVED GOAL ACHIEVEMENT OF THE WOMEN'S RIGHTS MOVEMENT ON FEMINIST IDENTIFICATION**

Abigail A. Mitchell¹, Alice H. Eagly²

¹*Nebraska Wesleyan University*; ²*Northwestern University*

Utilizing a social identity approach, this research provides experimental evidence that the perception that the women's rights movement has successfully achieved many of its goals results in lower levels of feminist identification.

C274**HARMFUL EFFECTS ON WOMEN OF NEWS ITEMS ON GENDER VIOLENCE: EMOTIONS, ATTRACTIVENESS OF SEXIST MEN AND SATISFACTION WITH CURRENT PARTNER**

Pilar Montañés¹, Soledad de Lemus², Jesús L. Megías², Moya Miguel²

¹*University of Rioja (Spain)*; ²*University of Granada (Spain)*

This research analyzes the effect of exposure to intimate partner violence on women's emotions, their attraction towards (non)sexist men, and satisfaction with their current partner. Women exposed to gender violence felt more negative emotions, evaluated profiles of benevolent sexist men more positively and felt more satisfied with their current relationship.

C275**CONSEQUENCES OF AMBIVALENT SEXISM FOR SELF-ESTEEM AND SELF-OBJECTIFICATION AMONG WOMEN IN THE U.S**

ALBA MOYA-GAROFANO¹, MANUELA BARRETO², JESUS L.MEGIAS¹, ROSA RODRIGUEZ-BAILON¹

¹*UNIVERSITY OF GRANADA (SPAIN)*; ²*UNIVERSITY OF EXETER (UNITED KINGDOM)*

The current study explores the consequences of dealing with a sexist man for women's emotions, social/appearance self-esteem, and self-objectification. Body mass index (BMI) was also measured. HS man's comments lowered women's social self-esteem and increased their self-objectification. BS comments lead women with low BMI to have lower appearance self-esteem.

C276**ATTITUDES TOWARD VIOLENCE AND INTERPERSONAL VIOLENCE INTERVENTIONS: IMPLICATIONS FOR COMMUNITY AWARENESS AND PUBLIC POLICY**Cynthia Willis-Esqueda¹, Rosa Hazel . Delgado¹, Haley Mullin¹¹*University of Nebraska-Lincoln*

The present study investigated moderators for IPV intervention preferences. Participants (N = 420) rated agreement on a 37-item intervention preferences scale. Attitude toward violence was a significant predictor of intervention preferences, and those with violence acceptance showed less concern for intervention. Participants' sex was also a moderator for intervention notions.

C277**CAREER VERSUS ROMANCE: WHAT PREDICTS A WOMAN'S CHOICE?**Shannon Murphy¹, Sarah T. Dunlap¹, Joan M. Barth¹¹*University of Alabama*

Women majoring in STEM fields have been hypothesized to abandon their career aspirations because they value romantic relationships more than careers. Analyses revealed that women choose career goals over their relationship more than men, and that certain gendered characteristics predict the choice for both genders.

C278**EXPLICIT AND IMPLICIT SEXISM WITHIN GENDER SEGREGATED COLLEGE MAJORS**Joel T. Nadler¹, Morgan Witzke¹, Geraldine Y. Hannon¹¹*Southern Illinois University Edwardsville*

Implicit and explicit gender stereotypes were examined in male and female dominated college majors. Explicitly men were more sexist than women. Women in male dominated majors were equally implicitly biased against women in non-traditional work roles as men, but women were significantly less implicitly bias in female dominated majors.

C279**USING PERSON ORIENTATION AND THING ORIENTATION TO UNDERSTAND GENDER DIFFERENCES IN FINANCIAL INFORMATION SEEKING**Meghan E. Norris¹, David A. Evans¹, William G. Graziano¹, Jeongho Han¹¹*Purdue University*

Women tend to report greater interest in people than do men, and men tend to report greater interest in things (Graziano, et al., 2011). In a large, national, cross-sectional data set we found that women reported accessing significantly more person-based sources of financial information relative to thing-based, than did men.

C280**RACE AND GENDER ROLE NORMS: EXAMINING RACIAL DIFFERENCES IN THE ACCEPTABILITY OF RESTRICTIONS ON WOMEN'S BEHAVIOR**Rachel C. O'Connor¹, Isis H. Settles¹¹*Michigan State University*

In a scenario study examining racial differences in perceptions of benevolent sexism, we varied men's justifications for restrictions on women's behavior. We found significant interactions between participants' race and justification condition in perceptions of men and their behavior. Overall, Black participants rated the benevolent justifications more positively than White participants.

C281**THE EFFECTS OF WONDER ON COGNITIVE-RELATED TRAITS: DOES GENDER MATTER?**Kimberly O'Leary¹, Robert Fuller¹, David P. Schmitt¹, Derek Montgomery¹¹*Bradley University*

This study measured the effect of an induced state of wonder on cognitive emotions such as empathy and epistemic curiosity. The first trial of participants was significant only in male subjects. After an adapted video, we found a significant gender difference given the content of the video which induced wonder.

C282**ECONOMIC INSECURITY SHIFTS TRADITIONAL WOMEN'S GOALS AND PARTNER PREFERENCES**Lora Park¹, Ariana F. Young¹, Gráinne Fitzsimons²¹*University at Buffalo, The State University of New York;* ²*Duke University*

This research examined responses to perceived economic insecurity. Women with traditional gender beliefs who expected future economic insecurity showed greater desire for partners who pursued agentic goals and adopted greater communal goals and roles for themselves. Traditional women thus shifted their preferences and strivings in response to anticipated economic conditions.

C283**HIS AND HERS: GENDER DIFFERENCES IN SELF AND OTHER APPRAISALS WHEN FACED WITH LOSS**Stephanie A. Peak¹, Alan J. Lambert¹, Fade R. Eadeh¹¹*Washington University in St. Louis*

Male and female participants either were, or were not, reminded of a loss of a close other. Both genders showed evidence of a negative mood effect, which produced lower satisfaction with existing relationships. Women also showed a second, independent process, involving greater appreciation of current relationships, controlling for mood.

C284**PERCEPTIONS OF SINGLE ADULTS AS A FUNCTION OF GENDER AND PARENTAL STATUS**Karyn M. Plumm¹, Shannon Sommer¹, Cheryl A. Terrance¹¹*University of North Dakota*

The present study examined perceptions of single adults and parents. Results indicated differential ratings on multiple dimensions (i.e., attractiveness, stress, motivation for dating, and positive qualities) of single adults on the basis of gender, parental status, and the number of children single parents were reported as having.

C285**AUTOMATIC PROCESSING OF GENDER ROLE STEREOTYPES AND THE EFFECT ON HIRING DECISIONS**Lindsay Rice¹, Lauren Roberts¹, William Hart¹¹*University of Alabama*

In order to examine gender role stereotyping, participants were primed with word pairs following or countering traditional gender role stereotypes. Female participants ranked applicants higher regardless of gender but it was also revealed that the female agentic prime caused applicants to be ranked less favorably.

C286**DOES GENDER STILL MATTER IN HIRING DECISIONS?**Lauren Roberts¹, Lindsay Rice¹, William Hart¹¹*The University of Alabama*

This study examined hiring decisions of male and female applicants. Participants were asked to review a job applicant and then evaluated qualifications. Female participants ranked the applicant more favorably regardless of applicant gender and were also more likely to recommend the applicant for the position.

C287**THE ESSENTIAL WOMAN AND THE MADE MAN**Lauren K. Ruth¹, Jaime L. Napier¹, Jojanneke van der Toorn^{2,1}, Anna-Kaisa Newheiser³¹*Yale University;* ²*Leiden University;* ³*University of Exeter*

In three studies, we test the hypothesis that people consider feminine traits to be more "essential" than masculine traits, especially when the traits are negative. Participants considered negative feminine traits more biological than other traits regardless of target gender. We further explore this effect within a system-justification framework.

C288**COMPUTING IN YOUR DREAMS: GENDER AND PASSION IN COMPUTER SCIENCE**Martin Ryan¹, Sapna Cheryan¹, Yuichi Shoda¹¹*University of Washington*

When choosing a career, do you focus on expressing your unique, personal dreams, or on more concrete needs? Does this change your career goals? In this study, women were more likely to prioritize a personal career “passion” than men, and women who did so expressed less interest in computer-related careers.

C289**OVERCOMING THE DOUBLE BIND: SELF-RELIANCE AS A FUNCTIONAL AGENTIC TRAIT FOR WOMEN**Rebecca L. Schaumberg¹, Francis J. Flynn¹¹*Stanford University*

When women act agentially, people see them as competent, but not trustworthy. When they act communally, people see them as trustworthy, but not competent. We show that women can overcome this double bind by being self-reliant. Self-reliance positively relates to leadership, influence, and organizational advancement for women, but not men.

C290**GENDER DIFFERENCES IN COMMUNICATION AND EMOTIONAL EXPRESSION ON FACEBOOK**Gwendolyn Seidman¹, Mary Kate McCarthy², Erin Marie Poulson¹¹*Albright College*; ²*Wayne State University*

Two studies examined gender differences in communication and emotional expression on Facebook. Survey results showed females are more likely than males to use Facebook to communicate and connect with others. Coding of profiles showed gender differences in emotional disclosure and the number and nature of photographs posted.

C291**WHAT HE WAS DOING VS. WHAT SHE DID: THE INTERACTION BETWEEN VERB ASPECT AND GENDER IN SELF-PRESENTATION**Wyley B. Shreves¹, William Hart¹, Rosana Guadagno¹, Cassie Eno²¹*University of Alabama*; ²*Wofford College*

This study analyzed the ability of verb aspect (imperfective [was doing] vs. perfective [did]) in self-presentational materials to affect perceptions of agency and employability in the context of a job application. Results found an unexpected significant interaction between the gender of the applicant and verb aspect.

C292**AN INVESTIGATION OF THE RELATIONS AMONG SEXUAL ORIENTATION, OBJECTIVE HEIGHT, AND HEIGHT DISTORTION**Malvina N. Skorska¹, Anthony F. Bogaert¹¹*Brock University*

To examine the putative height differences between gay/lesbian and straight individuals, 813 participants completed self-reported height, gender role and socially desirable responding measures, and objective height. Gay/bisexual men were shorter than straight men; lesbian/bisexual women didn't differ from straight women. Impression Management and Unmitigated Agency (in men) predicted height distortion.

C293**“SUCH A LESBIAN!” HETEROSEXUAL WOMEN'S EVALUATION OF LESBIANS DEPENDS ON VISUAL PRESENTATION**Laurel A. Somers¹, Charlotte Chuck. Tate¹¹*San Francisco State University*

This research explored heterosexual women's attitudes toward lesbians using visual presentation that conforms to (femme) or violates (butch) expectations for women. Findings indicate that heterosexual women's

attitudes about lesbians depend on the “type” of lesbian and may depend on intragender competition with other heterosexual women.

C294**PERFORMING GENDER**Margaret A. Thomas¹, Nicole E. Noll²¹*Earlham College*; ²*Harvard University*

Our previous research indicated that individuals construe gendered information from others' body positions. This extension replicates that pattern using a non-college student sample and pictures of real people. In addition, we found that participants' own sense of gender was influenced by their body positions. Gender is a daily performance.

C295**ATTACHMENT THEORY AND THE SEXUAL DOUBLE STANDARD**Amanda M. Vicary¹, Michael J. Marks², Erin Vogel³, Yuliana Zaikman²¹*Illinois Wesleyan University*; ²*New Mexico State University*; ³*University of Toledo*

In order to investigate individual differences in the exhibition of the sexual double standard, participants completed an attachment measure and evaluated stimuli featuring a person who reported 1 or 12 sexual partners. Results indicated that women who were insecure and men who were anxious exhibited a reverse double standard.

C296**A COMPARISON OF THE POTENTIALITY FOR EXCESSIVE SEXUAL BEHAVIORS OF COLLEGIATE STUDENTS AND COLLEGIATE STUDENT-ATHLETES**Craig A. Warlick¹, Mark D. Davis², Hewitt Alexis², Justin Garris², Joy Cauthron²¹*University of Kansas*; ²*University of West Alabama*

Investigators used Carnes' Sex Addiction Screen Test-Revised (SAST-R) to examine self-reported sexual behaviors of college student-athletes and non-athlete college students. Evidence showed male student-athletes were significantly more likely to develop sexual addiction than non-athlete male students; marginally significant evidence showed female non-athlete students were more likely to develop the addiction.

C297**INTERPERSONAL PARTNER PREFERENCE DIFFERENCES ACROSS SEXUAL ORIENTATION AND GENDER**Jarryd T. Willis¹¹*University of Texas at Arlington*

An investigation into how partner preferences differ based on sexuality (heterosexual, lesbian/gay, bisexual) and gender found romantic attachment differences based on sexuality, and differences in relationship expectations based on gender. This study demonstrates how partner preferences differ based on the interpersonal contexts in which they are considered.

C298**WHEN WOMEN OF COLOR EXPECT BIAS: THE ROLE OF INSTITUTIONAL DIVERSITY STATEMENTS ON PERFORMANCE AND PERFORMANCE EXPECTATIONS FOR WOMEN OF COLOR**Leigh S. Wilton¹, Jessica J. Good², Corinne A. Moss-Racusin³, Diana T. Sanchez¹¹*Rutgers University*; ²*Davidson College*; ³*Yale University*

We examined whether colorblind (vs. multicultural) messages serve as identity threats that undermine performance for women of color (WoC). Path modeling suggested that when exposed to colorblind (versus multicultural) messages, WoC expected less diversity, more bias, and lower performance. Additionally, WoC exposed to a colorblind message demonstrated reduced math performance.

C299**OPENING UP ONLINE: GENDER AND PERSONALITY DIFFERENCES IN ONLINE EXPRESSION**

Victoria S. Wingate¹, Patrick J. Ewell², Rosanna E. Guadagno³, Bradley M. Okdie⁴, Sara Kruse²

¹Morehead State University; ²The University of Alabama; ³The National Science Foundation; ⁴The Ohio State University

Who would disclose personal information during online communication—men or women? In order to expand on McKenna's research on the Real Me, we investigated data from 483 undergraduates. Though women tend to self-disclose to others more than men, our results suggest that men engage in more self-disclosure online.

C300**THE CONTRIBUTION OF BELONGINGNESS UNCERTAINTY, SELF-DOUBT, AND PERCEIVED EFFORT EXPENDITURE TO DOMAIN IDENTIFICATION AND PERSISTENCE OF WOMEN IN STEM FIELDS**

Adrienne AP. Wise¹, Kathryn C. Oleson¹

¹Reed College

The role of belongingness uncertainty, self-doubt, perceived effort expenditure, domain identification, and persistence in women's underrepresentation in STEM fields was examined in students at a small, liberal arts college. Interestingly, results suggested women STEM majors had fairly similar perceptions as others in this academic context, but underestimated their academic performance.

C301**RISK-TAKING AS A MODERATOR OF STEREOTYPE THREAT ON STEM WOMEN'S HEALTH**

Delisa N. Young¹, Bettina C. Casad¹

¹California State Polytechnic University, Pomona

Risk-taking served as a moderator of stereotype threat on cardiovascular reactivity. Results revealed that among women in the stereotype threat condition, high risk-takers showed a healthier physiological reaction compared to low risk-takers and the control condition. Risk-taking may serve as a buffer to physiological and performance threats.

C302**THE INTERACTION BETWEEN ATHLETE GENDER, COACH GENDER, AND COACH EXPERTISE ON HOW ATHLETES PERFORM AND WHICH COACH THEY PREFER**

Emily M. Zitek^{1,2}, Gabrielle Poon^{3,2}

¹Cornell University; ²University of North Florida; ³Palo Alto University

Two studies were conducted to examine how athlete and coach characteristics interact to affect an athlete's performance and attitudes about his or her coach. Participants had better athletic performance and more positive coach-related attitudes when working expert coaches of the same gender or non-expert coaches of the opposite gender.

Physical Health**C303****EXAMINING EXPECTED AND ACTUAL ENJOYMENT WITH EXERCISE AMONG SEDENTARY AND ACTIVE INDIVIDUALS**

Austin S. Baldwin¹, Valerie G. Loehr¹

¹Southern Methodist University

People expect to enjoy exercise less than they actually do, and this is thought to undermine exercise intentions. Before a workout, sedentary and active adults reported their expected enjoyment; afterwards they reported enjoyment and future exercise intentions. Findings suggest enjoyment influences intentions for sedentary people, but not for regular exercisers.

C304**THE RELATIONSHIP BETWEEN BMI AND IMPULSIVITY**

Raena M. Beetham¹, Alita J. Cousins¹

¹Eastern Connecticut State University

In light of concern about increasing obesity rates, this study investigated Body Mass Index (BMI) and impulsivity, specifically urgency and lack of perseverance. A correlation between BMI and lack of perseverance was found. This provides insight to weight-loss program clinicians, though future research could benefit from including more overweight/obese participants.

C305**AN OPTIMISTIC METABOLISM: THE ASSOCIATION BETWEEN OPTIMISM AND LIPIDS IN MIDLIFE**

Julia K. Boehm¹, Laura D. Kubzansky¹

¹Harvard School of Public Health

This research examined optimism's relationship with total cholesterol, high density lipoprotein (HDL) cholesterol, low density lipoprotein (LDL) cholesterol, and triglycerides. Participants were 998 mostly white middle-aged men and women. Results suggested that greater optimism was associated with increased HDL cholesterol and decreased triglycerides, but not LDL or total cholesterol.

C306**ACCULTURATION DETERMINES THE EFFECTIVENESS OF FRAMED ORAL HEALTH MESSAGES**

Brick Cameron¹, Kevin R. Binning¹, David K. Sherman¹, John A. Updegraff², Roy E. Mintzer³

¹University of California, Santa Barbara; ²Kent State University; ³University of Southern California

Theories of motivation and culture can improve health message communication. 944 Americans were shown a gain- or loss-frame persuasive oral health message. Flossing at two months was predicted by acculturation to America and frame: high acculturation participants flossed more after gain-frame, and low acculturation participants after loss-frame ($p = .004$).

C307**DOES BEING VICTIMIZED AFFECT YOUR PHYSICAL HEALTH?: INFLUENCE OF 5HTTLPR ON VICTIMIZATION AND HEALTH**

Kayleigh Chapman¹, Priya A. Iyer¹, Samantha Steere¹, Allyson Arana¹, Maria Guarneri-White¹, Lauri A. Jensen-Campbell¹

¹University of Texas at Arlington

This study examined the influence of a genetic polymorphism in the serotonin transport gene (5HTTLPR) on the victimization-health link. For adolescents with the S-S or S-L variant, victimization was positively related to poorer health. No relationship between victimization and poor health was found for children with the L-L variant.

C308**USING THE THEORY OF PLANNED BEHAVIOR TO EXPLAIN THE GENDER DIFFERENCE IN FRUIT AND VEGETABLE CONSUMPTION**

Amber S. Emanuel¹, McCully N. Scout¹, Kristel M. Gallagher², John A. Updegraff¹

¹Kent State University; ²Keystone College

We assessed the extent to which gender differences in fruit-and-vegetable intake (FVI) are attributable to gender differences in Theory of Planned Behavior constructs. Females reported more favorable attitudes and greater perceived behavior control and these mediated the gender difference. Males reported greater perceived norms, but norms did not predict FVI.

C309**PHYSICAL ACTIVITY AND DEPRESSIVE SYMPTOMS INTERACT TO PREDICT EXECUTIVE FUNCTIONING AMONG COMMUNITY DWELLING OLDER ADULTS**Daniel R. Evans¹, Suzanne C. Segerstrom¹¹University of Kentucky

Self-reported physical activity, depression symptoms, and executive functioning (EF) were measured in a longitudinal sample of healthy older adults. Increased physical activity—relative to each individual's average—exerted a larger effect on EF during periods of relatively greater depression symptoms, providing more protection when EF is more vulnerable.

C310**LIKE A SITTING DUCK: EMBODIMENT AND PERCEIVED VULNERABILITY IN A MEDICAL SIMULATION STUDY**Arezou Ghane¹¹University of California, Riverside

Medical interactions can induce feelings of powerlessness and anxiety in patients. An experimental study examined whether physical positioning (embodiment) of the patient can reduce these feelings and found that seating position (open vs. defensive) influenced patients' psychosocial responses to a medical simulation.

C311**MISMATCHED PRIMARY AND SECONDARY CONTROL STRIVING: IMPLICATIONS FOR ELDERLY ADULTS' 3-YEAR PHYSICAL HEALTH**Jeremy M. Hamm¹, Judith G. Chipperfield¹, Raymond P. Perry¹, Corey S. Mackenzie², Jutta Heckhausen³¹University of Manitoba; ²Mount Royal University; ³University of California, Irvine

Our analyses demonstrated that primary control striving predicted 3-year health outcomes among older adults who highly valued their health, although only when it was paired with high secondary control. Most interestingly, findings implied that there is a health risk for adults with mismatched primary (low) and secondary (high) control.

C312**THE HEALTH PROTECTIVE FUNCTION OF THE AGING POSITIVITY EFFECT**Elise K. Kalokerinos¹, William von Hippel¹, Julie D. Henry¹¹University of Queensland

Older adults attend to and recall more positive information than younger adults. This positivity effect might reflect a strategy to use positivity to combat health challenges. In line with this possibility, older (but not younger) adults who reported more illness symptoms also demonstrated a greater positivity effect in their recall.

C313**SOCIAL CONNECTEDNESS AND QUALITY OF LIFE IN CHRONICALLY ILL PATIENTS**Inna Kleynshteyn¹¹University of North Florida

The present study investigated social connectedness and quality of life in 179 patients with ongoing symptoms of chronic illness. Hypotheses were supported, with greater feelings of isolation predicting poorer quality of life. Addressing factors that improve social connectedness in patients with chronic illness may improve health and functioning.

C314**THE EFFECT OF MEDICAL LABELS ON PERCEPTIONS OF ILLNESSES AND SUFFERERS**Jessica Lasaga¹, Kevin Lanning¹¹Wilkes Honors College of Florida Atlantic University

We examined the hypothesis that labels affect perceptions of illnesses. Eight case studies, two each for four diseases, were presented either by full names (e.g., Chronic Fatigue Syndrome), abbreviations (CFS), or eponyms (Florence Nightingale Disease). Diseases were rated as more severe when labeled by eponyms, and when victims were male.

C315**SOCIAL REWARD ASSOCIATED WITH DESIGNATED SMOKING AREAS ON CAMPUS**Stephanie L. Lochbihler³, Daniel A. Miller¹, Paul Etcheverry²¹Indiana University Purdue University, Fort Wayne; ²Southern Illinois University Carbondale; ³Indiana University

Two studies show that social interaction experienced in smoking areas on campus (as compared to smoking alone) significantly increased visitation of smoking areas and smokers' connection with the university. These effects were mediated by rewards associated with smoking. The effects of smoking areas on student health and retention are discussed.

C316**THE EFFECT OF CHANGING ATTITUDES, NORMS, OR SELF-EFFICACY ON HEALTH INTENTIONS AND BEHAVIOR: A META-ANALYSIS**Alexander Maki¹, Erika Montanaro², Annie E. Caldwell Hooper³, Angela D. Bryan², Alexander J. Rothman¹, Paschal Sheeran⁴¹University of Minnesota, Twin Cities; ²University of Colorado, Boulder; ³University of New Mexico, Albuquerque; ⁴University of Sheffield

To what extent does changing attitudes, norms, or self-efficacy elicit changes in health-related intentions and behavior? A meta-analysis of 129 experiments demonstrates that whereas changes in attitudes, norms, or self-efficacy lead to small-to-medium changes in intentions, changing attitudes and self-efficacy had larger effects on behavior than changing norms.

C317**FINDING MEANING IN UNCERTAIN CIRCUMSTANCES: RELATIONS BETWEEN SOCIAL SUPPORT, COPING, STIGMA AND POST-TRAUMATIC GROWTH AMONG WOMEN WITH UNEXPLAINED ILLNESSES**Opal A. McInnis¹, Kimberly Matheson¹, Hymie Anisman¹¹Carleton University, Ottawa

Women with CFS/fibromyalgia reported higher stigmatization and depression relative to women with an autoimmune condition. Support and unsupport ameliorated or exacerbated (respectively) feelings of stigma among women with CFS/fibromyalgia only. Benefit finding was tied to certain coping strategies in women with an autoimmune condition, but not in those with CFS/fibromyalgia.

C318**LIFE AFTER COERCED-SEX EXPERIENCES: THE ROLE OF SELF-EFFICACY AND HOPELESSNESS IN CONTRACEPTIVE USE**Jennifer Mendiola¹, Anna V. Song¹¹University of California, Merced

Previous literature has found associations between coerced sex, STDs and pregnancy. In a national study, we found that self-efficacy and hopelessness mediated the relationship of coerced sex and oral contraceptive use. Understanding attitudes and perceptions may be a key to developing effective interventions for at-risk groups.

C319**SELF RATINGS OF FACTORS INFLUENCING HEALTH-RELATED BEHAVIORS**Megan M. Miller¹, Laura A. Brannon¹¹Kansas State University

"Personal preference" was rated as more influential for decisions concerning unhealthy versus healthy behaviors. Health impact, physical appearance, and others' behavior were rated as more influential for healthy behaviors. Attempts to influence unhealthy behaviors may be unsuccessful because they do not address the reasons for the behavior. Implications are discussed.

C320**HOW THE MAINTENANCE OF MASCULINITY LEADS TO HEALTH DISPARITIES BETWEEN MEN AND WOMEN**Sandra K. Nakagawa¹, Christopher Frank¹¹*Stanford University*

We argue that men's work to maintain their sense of masculinity leads to poorer health outcomes. Using a laboratory experiment, we demonstrate that men who experience a threat to their masculinity have higher blood pressure and show a preference for less healthy dietary and exercise choices.

C321**MOTIVATION FOR HEALTH-RELATED BEHAVIORS AND THE 2X2 MODEL OF HEALTH GOALS**Ryan E. O'Loughlin¹, James W. Fryer²¹*Nazareth College*; ²*State University of New York at Potsdam*

The current investigation linked the 2x2 measure of health goals (O'Loughlin & Fryer, 2011, 2012) to several health-related outcomes, including eating behaviors, dieting beliefs, body dissatisfaction, exercise habits, and motivation for exercise. Unique motivational profiles emerged for each of the four goals, providing further validation for the 2x2 model.

C322**WEIGHT STIGMA AND HEALTHCARE: EXPLORING PATIENT SATISFACTION AND UTILIZATION**Susan Persky¹, Hendrik de Heer²¹*Social and Behavioral Research Branch, National Human Genome Research Institute*; ²*Northern Arizona University*

Evidence is mixed as to the relationship between weight stigma, healthcare satisfaction and utilization. This may be due to dimensions of satisfaction measured and sample characteristics. We assessed the influence of weight, gender and race on satisfaction and utilization among young adults. Weight predicted men's satisfaction, satisfaction predicted women's utilization.

C323**THE STIGMA OF CLASS BACKGROUND, INTERPERSONAL INTERACTIONS, AND HEALTH**Ryan M. Pickering¹, Shannon K. McCoy¹¹*University of Maine*

The impact of socioeconomic status (SES) background on cardiovascular reactivity during interclass interactions has important health implications. My study finds that individuals from low-SES backgrounds interacting with someone from a high-SES background show significant increases in blood pressure. Interacting with someone from a similar background resulted in decreased

C324**APPLYING PROTECTION MOTIVATION THEORY TO EXAMINE HEALTH RISK PERCEPTIONS AND EXERCISE IN LATER LIFE**Joelle Ruthig¹, Brett Holfeld¹, Rachel Smerer¹¹*University of North Dakota*

Protection Motivation Theory (PMT) was applied to examine the relationship between perceived risk of acute health crises and intention to engage in regular exercise among 358 community-living older adults. A multi-group structural equation model revealed that older men and women differed in which components of PMT predicted intention to exercise.

C325**GENDER AND ETHNIC DIFFERENCES IN SOCIAL AND BEHAVIORAL FACTORS RELATED TO HUMAN PAPILLOMAVIRUS VACCINATION AMONG A COMMUNITY SAMPLE**Julie A. Schommer¹, Tara Blalock Hughes¹, Rachel A. Reimer¹¹*Des Moines University*; ²*Des Moines University*

This study aims to identify sociocultural influences on human papillomavirus (HPV) vaccination rates among White and Latino men

and women by examining gender and ethnic differences with measures such as knowledge and awareness of the HPV vaccine, interest in receiving the vaccination, and perceived norms.

C326**MORE THAN JUST POLITICAL IDEOLOGY: RACIAL PREJUDICE AS A PREDICTOR OF OPPOSITION TO UNIVERSAL HEALTH CARE**Megan J. Shen¹, Jordan P. LaBouff²¹*Mount Sinai School of Medicine*; ²*University of Maine*

Two experiments showed reading about a Black individual (vs. White) receiving UHC benefits led to less support of UHC (Studies 2 and 3). This racial bias was removed by giving information about the degree to which individuals were in need of or taking advantage of UHC (Study 4). Finally, UHC

C327**EXPERIENTIALITY AND THE AMBIVALENT LIKING OF HEALTHY FOODS: A POTENTIAL FACTOR FOR CONTRIBUTING TO OBESITY**Mitsuru Shimizu¹¹*Cornell University*

This study examined if participants high in experientiality liked healthy or unhealthy foods and how quickly they made their choices. The association between liking of healthy foods and reaction time was moderated by experientiality such that those high in experientiality took more time reporting their liking of healthy foods.

C328**WATCHING WHAT YOU EAT (AND DO): HOW CLOSE OTHERS MAY INFLUENCE DIET, EXERCISE, AND SELF-PERCEPTIONS**C. Veronica. Smith¹, Julia A. Brunson², Camilla S. Overup², Mai-Ly Nguyen², Sarah A. Novak³¹*University of Mississippi*; ²*University of Houston*; ³*Hofstra University*

Students completed measures assessing perceptions of body image, body dissatisfaction and sources of social control. Results indicate that parental social control was significantly associated with poorer body image and greater body dissatisfaction. Parents may have a greater influence on their child's past, present, and future body perceptions and health-related behaviors.

C329**VOLUNTEERISM IS PROSPECTIVELY ASSOCIATED WITH PSYCHOLOGICAL WELL-BEING AND HYPERTENSION AMONG OLDER ADULTS**Rodlescia S. Sneed¹, Sheldon Cohen¹¹*Carnegie Mellon University*

We did a prospective analysis of the health effects of volunteerism in a 4-year follow-up of a representative U.S. sample of older adults. Volunteering 100 hours or more was associated with greater increases in well-being than found among non-volunteers. Volunteering 200 or more hours was associated with lesser hypertension risk.

C330**ALTERING GENETIC DISEASE RISK: WHO BELIEVES BEHAVIOR MATTERS?**Tammy K. Stump¹, Lisa G. Aspinwall¹, Rebecca L. Stoffel¹¹*University of Utah*

To examine perceptions that behavior modifies genetic risk, we asked university students to estimate disease risk of targets with varying behaviors and genetic risks. Even at high genetic risk, both healthy and unhealthy behaviors modified risk estimates. Among participants with stronger beliefs that genes determine outcomes, health behaviors were less influential.

C331**DO WE CONTROL OUR OWN HEALTH? AN EXAMINATION OF THE ROLE OF HEALTH BEHAVIORS IN MEDIATING THE EXTRAVERSION-HEALTH LINK**Susan K. Whitbourne¹, Catherine A. Sanderson²¹University of Massachusetts Amherst; ²Amherst College

We tested the role of health behaviors in mediating the links between personality and perceived health in an online survey of adults ages 18 to 84 (N = 705). Extraversion was positively associated with weekly exercise frequency, willingness to walk upstairs, alcohol use, and perceived current health, and negatively associated with

Psychophysiology/Genetics**C332****NEUROPHYSIOLOGICAL CORRELATES OF TASK ENGAGEMENT: SUSTAINED PROCESSING MODULATES THE LATE POSITIVE**David L. Adams¹, Philip A. Gable¹¹The University of Alabama

The LPP is a neurophysiological evoked-response predominantly evoked with affective stimuli and thought to reflect motivated attentional engagement. We tested whether the LPP would be modulated by non-affective tasks varying in attentional engagement. Results indicate continued attentional engagement enhanced the sustained LPP in a manner consistent with task-irrelevant affective stimuli.

C333**CARDIOVASCULAR IMPLICATIONS OF POSTURE AND ENVIRONMENT**Jessica Cornick¹, Debra Bunyan¹, James Blascovich¹¹UC Santa Barbara

This research examined whether posture and environment impacted cardiovascular responses. Cardiovascular responses were collected while sitting, lying, or lying while immersed in a virtual fMRI scanner. Lying while immersed induced cardiovascular reactivity profiles of threat while no significant differences in the non-immersed lying and sitting conditions were found.

C334**ANDROGEN RECEPTOR GENE AND ESTROGEN RECEPTOR BETA POLYMORPHISMS PREDICT PERSONALITY TRAITS AND SELF-ESTEEM IN MEN AND WOMEN**Lameese Eldesouky¹, Laura R. Saslow², Robb Willer¹, Matthew Feinberg¹, Katharine Clark³, Dacher Keltner¹, Sarina R. Saturn⁴¹University of California, Berkeley; ²University of California, San Francisco; ³University of Colorado, Boulder; ⁴Oregon State University

This study explored implications of variability in the androgen receptor (AR) and estrogen receptor (ER β) genes, using self-report and genetic material. The AR gene was related to sociosexuality, extraversion, and aggression, while the ER gene was related to self-esteem. Results suggest that sex hormone variability may influence psychological factors.

C335**PSYCHOLOGICAL RESPONSES TO GENETIC TESTING FOR AN INHERITED CANCER SYNDROME: THE IMPACT OF FAMILY MEMBERS' TEST RESULTS**Dina Eliezer¹, Donald W. Hadley¹, Laura M. Koehly¹¹National Human Genome Research Institute

We examined how the family environment shaped psychological responses to genetic testing for an inherited cancer syndrome (Lynch syndrome). Overall, results suggested that participants who carried a cancer predisposing mutation experienced the most distress when a high proportion of their family did not carry a cancer predisposing mutation.

C336**EXAMINING THE BIO-PSYCHOLOGICAL BASIS OF MORALITY: STRESS AND DISGUST AS PRECURSORS TO PHYSICAL CONSERVATISM**Deshani B. Ganegoda¹, Cynthia S. Wang², Jayanth Narayanan³, Michael J. Zyphur⁴, Brian Nosek⁵, Gerald Koh³, David Koh³¹Australian National University; ²Oklahoma State University; ³National University of Singapore; ⁴University of Melbourne; ⁵University of Virginia

The present study investigated whether individuals' levels of stress affect their sensitivity to disgust and their subsequent moral beliefs and attitudes. Results of two studies revealed that individuals' levels of stress affect their sensitivity to disgust and their subsequent moral beliefs and attitudes, indicating a bio-psychological basis for individuals' morality.

C337**IS THERE DIFFERENTIAL SUSCEPTIBILITY IN THE INFLUENCE OF BULLYING ON DEPRESSION? INFLUENCE OF THE GENETIC POLYMORPHISM 5-HTTLPR ON THE VICTIMIZATION-DEPRESSION LINK**Priya A. Iyer¹, Jordan Irvin¹, Kayleigh Chapman¹, Maria Guarneri-White¹, Allyson Arana¹, Lauri A. Jensen-Campbell¹¹University of Texas at Arlington

Using a GxE approach, this study examined the influence of a genetic polymorphism in the serotonin transport gene (5-HTTLPR) on the victimization-depression link. For adolescents with the S/S,L variants, victimization was positively related to depression. No relationship between victimization and depression was found for children with the L,L variant.

C338**SATISFACTION WITH SOCIAL NETWORK SUPPORT MODERATES THE EFFECT OF DAILY SPOUSAL CONFLICT ON DIURNAL CORTISOL**Elizabeth Keneski¹, Taylor A. Morgan¹, Lisa A. Neff¹, Timothy J. Loving¹¹University of Texas at Austin

Newlyweds completed a measure of satisfaction with their social network support, reported daily marital conflict, and provided daily waking and evening saliva samples for assessing cortisol. Spouses who were more (versus less) satisfied with network support experienced healthier diurnal cortisol slopes on days in which they experienced greater marital conflict.

C339**NAME-LIKING AND SUBJECTIVE WELL-BEING: A TWIN STUDY**Yu L.L. Luo¹, Huajian Cai¹¹Institute of Psychology, Chinese Academy of Science

The genetic and environmental origins of the name-liking effect were investigated by comparing monozygotic and dizygotic twins. Individuals' liking of their family name was moderately heritable, while their liking of their given name was environmentally determined. Furthermore, the preference for one's own names predicted subjective well-being partly for genetic reasons.

Poster Session D

Friday, January 18, 6:30 pm – 8:00 pm, Hall B-1

Social Judgment/Decision-Making

D1

INTENTIONAL HARMS ARE WORSE, EVEN WHEN THEY'RE NOT

Daniel L. Ames¹, Susan T. Fiske¹

¹Princeton University

A series of experiments demonstrates that people see intended harms as worse than unintended harms, even when the two harms are identical. This bias is observed for both objective and subjective harms, and when participants are financially incentivized to be accurate. The effect is fully mediated by blame motivation.

D2

PUNISHMENT OF PERCEIVED MORAL TRANSGRESSIONS IS DETERRED BY COSTS INCURRED: A DISCONFIRMATION OF THE MORAL IMPERATIVE HYPOTHESIS

Justin T. Aoki¹, Dominic J. Packer¹

¹Lehigh University

It is commonly assumed that moral attitudes and judgments function as imperatives, driving behavior irrespective of consequences. Three experiments tested the imperative hypothesis by examining how pragmatic costs affect willingness to punish a perceived moral transgression. Across studies, punishment was deterred by high costs, thereby challenging the imperative hypothesis.

D3

LET THERE BE CHOICE: THE EFFECTS OF INCREASING CHOICE ON EMOTIONAL REGULATION AND DECISIONS TO DONATE

Nathaniel J. S. Ashby¹, Stephan Dickert¹, Andreas Glöckner¹, Paul Slovic²

¹Max Planck Institute for Research on Collective Goods; ²Decision Research

Does increasing the number of potential donation recipients affect emotional responses and the amount donated to a single self-selected recipient? Overall, the results suggest that cognitive resources influence when decisions are felt to be difficult, which in turn increases emotional regulation and pro-social behavior.

D4

FRAMING EFFECTS IN INTERTEMPORAL CHOICE

Maxim Babush², Abraham M. Rutchick²

¹sps; ²California State University, Northridge

Two studies examined framing in intertemporal choice paradigms. In deciding between two products, participants in a loss frame were more likely to sacrifice present for future utility. In deciding between two life-saving programs, participants in a gain frame were more likely to sacrifice present for future utility.

D5

COLD BEHAVIORS RESULTS IN NEGATIVITY BIAS ONLY FOR MEN

Martin Backstrom¹

¹Lund University

The present research studied if personality ratings of men and women were affected by negativity bias to the same extent. It was found that cold behaviors resulted in a clear negativity bias for men, but this was not found for women, there was no difference for warm behaviors.

D6

APPLICATION OF NUTRITIONAL KNOWLEDGE AND CONSCIOUSNESS HELPS IN SELECTION OF FEWER CALORIES FROM A MOCK MENU

Ashley C. Baker¹, Classen Natalie¹, Quilici Jill¹

¹California State University, Northridge

We examined the relationships between total calories chosen from a mock menu and the following predictors: nutritional knowledge, application of that knowledge and awareness of such knowledge. Participants who utilized nutritional knowledge and were aware

of applying it during their food choice subsequently selected fewer calories from the menu.

D7

MAKING SENSE OF AN UNJUST WORLD BY THREAT-REGULATORY AVOIDANCE OF MOTIVATED APPROACH OF INNOCENT VICTIMS

Michèlle Bal¹

¹Department of Social Psychology, Utrecht University

Three studies revealed that a high BJW threat increased avoidance and decreased approach motivation toward a victim. Furthermore, inducing an avoidance motivation enhanced negative, defensive reactions toward innocent victims, whereas an approach motivation increased victim helping. Threat-regulatory avoidance motivation thus further specifies how people make sense of unjust events.

D8

WHEN IRRATIONAL PEOPLE THINK OTHER IRRATIONAL PEOPLE ARE RATIONAL

Claire E. Baxter¹, Ian Newby-Clark¹

¹University of Guelph

Two studies assess the judgment of irrationality. The first study demonstrates that irrational people (low scorers on a logic quiz) judge other irrational people as more rational than rational people. The second study demonstrates that low scorers were less likely to attribute irrationality to a group of rational responders.

D9

BIOLOGY OR BAD CHARACTER? BRAIN SCAN IMAGES INCREASE DETERMINISM AND DECREASE MORAL ATTRIBUTIONS FOR CRIMINAL ACTS

Erica M. Beall¹, Peter Meindl¹, Ravi Iyer¹, Jesse Graham¹, John Monterosso¹, Barry Schwartz²

¹University of Southern California; ²Swarthmore College

Belief in free will versus determinism can be an important factor in attributions of moral responsibility. This research demonstrates that biological imagery (such as pictures of brain scans) can prime an implicit shift toward more deterministic judgments of human behavior, and demonstrates some consequences of this effect for moral judgments.

D10

ECONOMIC INDICATORS PREDICT CHANGES IN COLLEGE STUDENT OPTIMISM FOR LIFE EVENTS

Shane W. Bench¹, Heather C. Lench¹

¹Texas A&M University

College students rated the likelihood of events in their future before, during, and after an economic recession. Changes in economic indicators predicted college student optimism about the length and quality of their futures. Optimism reduced during economic recession, but returned when at least one indicator showed signs of improvement.

D11

EFFECTS OF MORAL CONVICTIONS ON BIASED INFORMATION PROCESSING AND POLITICAL ENGAGEMENT - THE CASE OF THE VIOLENT VIDEO GAMES DEBATE

Jens Bender¹, Tobias Rothmund¹

¹Universität Landau

To test whether moral convictions affect information processing, we conducted a randomized experimental study. In line with our hypotheses, moral convictions regarding harm/care enhanced the willingness to engage in political actions against violent video games, partly because of biased search for scientific evidence indicating detrimental effects of violent video games.

D12**IMPLAUSIBLE ANCHORS AND SHIFTING RANGES**Steven T. Bengel¹, Duane T. Wegener¹¹*The Ohio State University*

Increasingly extreme anchors (beyond reported highest possible target values) led to corresponding increases in target estimates. Extreme anchors also led to shifts in the perceived highest possible value for the target and general domain. These shifts in target and domain ranges independently mediated effects of extreme anchors on target estimates.

D13**THE EFFECTS OF COLLECTIVE APOLOGIES ON COLLECTIVE PUNISHMENT DEPEND ON ONE'S DESIRE FOR RETRIBUTION**Jacques Berent¹, Andrea Pereira¹, Juan Manuel Falomir-Pichastor¹¹*University of Geneva*

In this experiment, we tested the moderating role of one's desire for retribution on the effectiveness of collective apologies following an offense. As predicted, collective apologies reduced the desire to punish an offender's group when participants' desire for retribution was high and remained unsatisfied.

D14**DIFFERENCES IN RISK EVALUATION: A COMPARISON OF YOUNG ADULTS AND OLDER ADULTS**Emily Bonem¹, Phoebe Ellsworth¹, Richard Gonzalez¹¹*University of Michigan*

Risk-taking differs based on group identities and risk domains. Using a sample ranging in age from 18-83, we found that young adults rated social risks as more risky and were less likely to engage in these behaviors while the opposite pattern occurred for health and ethical risks.

D15**DON'T TELL ME WHAT TO DO: PARSING APART THE INTRICACIES OF OTHER DECISION-MAKING**Jill A. Brown¹, Andrew L. Geers¹, Jason P. Rose¹, Heather M. Haught¹, Scott Brown¹, Molly Campbell¹¹*University of Toledo*

Many decisions are made collaboratively: we give advice to others and are the recipient of such recommendations. The present investigation demonstrated that considering others in a decision can be beneficial when thinking about what a significant other would do. However, contemplating what others would recommend led to more detrimental outcomes.

D16**VALUE IS SHAPED BY UNSATISFIED DESIRE: THE INFLUENCE OF TRADEOFF RECALL ON UNRELATED DECISIONS**Stephanie M. Carpenter¹, Brian D. Vickers¹, J. Frank Yates¹¹*University of Michigan*

Sixty-two participants recalled a prior tradeoff situation entailing the satisfaction of one value and the frustration of another value. This recall activated the frustrated values, thereby affecting decisions in irrelevant contexts. Results suggest current value is subject to the systematic influences of prior, unrelated value experiences.

D17**HARMING THE SELF; DEFILING ANOTHER: MORAL DOMAINS ARE DEFINED BY STRUCTURE NOT CONTENT**Aleksandr Chakroff¹, James Dungan², Liane Young²¹*Harvard University*; ²*Boston College*

While moral domain exemplars have been identified (e.g., assault and incest), the defining properties of Harm and Purity violations have not been characterized. Two behavioral studies show that dyadic acts are judged like Harm violations, while self-directed acts are judged like Purity violations, regardless of the content of the act.

D18**COLOUR ME MORALLY: WHITE AND BLACK COLOURS INFLUENCE MORAL BEHAVIOURS**Eugene Y. Chan¹, Jing Wan¹¹*University of Toronto*; ²

Three experiments demonstrate that exposure to white colours activates moral concepts and leads to "doing good", but exposure to black colours activates immoral concepts and leads to "doing bad". We build upon the moral meanings of colours and extend the associations towards understanding the consequences on cognition and behaviour.

D19**"I" VALUE COMPETENCE BUT "WE" VALUE SOCIAL COMPETENCE: THE MODERATING ROLE OF VOTERS' INDIVIDUALISTIC AND COLLECTIVISTIC ORIENTATION IN POLITICAL ELECTIONS**Fang Fang Chen¹, Yiming Jing¹, Jeong Min Lee¹¹*University of Delaware*

We distinguish social competence from intrapersonally oriented competence. We examine the influence of voters' individualism/collectivism orientation on the roles of these two dimensions in predicting actual electoral outcomes. Perceived competence is more important for candidates in the U.S, whereas perceived social competence is more important for candidates in Taiwan.

D20**THE EFFECT OF SEX RATIO ON SAVING, BORROWING AND EXPECTED SPENDING**Jiale Chen¹, Cai Xing¹¹*Renmin University of China*

By manipulating participants' expectations of different sex ratios, the present study examined how sex ratio affects saving, borrowing and expected spending among Chinese population. The results showed that female-biased sex ratio decreased women's desire to save and led women to expect men to spend more for their romantic partner.

D21**DECISION-MAKING FOR NEWNESS: FUTURE ME WILL BE BETTER THAN MYSELF TODAY**Jae Cho¹, Elke U. Weber¹, Sooyun Baik¹¹*Columbia University*

This study examines how temporal distance affects decision-making about new products and people. We found that participants tend to take risks in trusting new people and trying new foods in the future. This research can contribute to understanding decision-making by exploring conflicts of values between temporally different selves.

D22**REGULATORY FOCUS AND MORAL HYPOCRISY**James F. Cornwell¹, Nora Gerien-Chen², E Tory Higgins¹¹*Columbia University*; ²*Duke University*

In our study, chronic prevention focus moderated the tendency for individuals to engage in moral hypocrisy – attenuating moral hypocrisy for self over other and exacerbating it for in-group over out-group. This suggests that distinct motivations underlie moral hypocrisy in favor of the self versus that in favor of one's in-group.

D23**COUNTER-ATTITUDINAL REASONING AND DELAYED RESPONDING AS PREDICTORS OF POLARIZED POLITICAL JUDGMENTS**Daniel Corral¹, John Lurquin¹, Abraham M. Rutchick²¹*University of Colorado Boulder*; ²*California State University Northridge*

Participants responded to a political dilemma. Some subjects provided arguments against their political ideology, whereas others did not; some subjects responded immediately, whereas some responded after a delay. Counter-attitudinal reasoning lead to more polarized judgments for subjects who decided immediately, but less polarized judgments when they decided after a delay.

D24**WHEN “NUDGE” COMES TO SHOVE - THE EFFECT OF DEFAULT POLICIES ON CHOICE CONSTRUAL**Shai Davidai¹, Thomas D. Gilovich¹, Lee D. Ross²¹*Cornell University*; ²*Stanford University*

The effect of default options on choice is a well-established phenomenon. We propose that this effect can be explained by subtle changes in choice construal. Using organ donations as a case study we show how default policies affect what a choice means, not just how it is reached.

D25**PREFERENCE FOR RULE-BASED VS. DISCRETIONARY ALLOCATION SYSTEMS: A THREAT PERSPECTIVE**Rellie R. Derfler-Rozin¹¹*University of Maryland*

In this work I show that the more people compare themselves with others, the less they are likely to prefer/choose discretionary allocation systems and are more likely to prefer rule-based allocation systems. I also document the role of status concerns and affiliation concerns in determining this preference.

D26**HOMOSEXUALITY IS NOT ON TRIAL: JURY DECISION MAKING IN SAME-SEX INTIMATE PARTNER SEXUAL VIOLENCE CASES**Nikoleta M. Despodova¹¹*John Jay College of Criminal Justice*

The study examined the impact of homophobia, rape myth acceptance, and gender role attitudes on the perception of guilt in same-sex partner sexual violence cases. Results revealed that homosexual defendants were less likely to be found guilty than heterosexual male defendants. Homophobia was a significant predictor of not guilty verdicts.

D27**DETECTING THE TRUSTWORTHINESS OF NOVEL PARTNERS IN ECONOMIC EXCHANGE**Leah Dickens¹, David DeSteno¹, Cynthia Breazeal², Jolie Baumann¹, Jin Joo Lee²¹*Northeastern University*; ²*Massachusetts Institute of Technology*

Trust is important in economic exchange. With the use of a robot, this study found support for a set of nonverbal cues that impact perceived trustworthiness. Trustworthiness directly predicted expectations for the number of tokens the robot would give in an exchange and the number of tokens participants gave.

D28**NORMATIVE EXPECTATIONS AND PSYCHOLOGICAL MECHANISMS IN VALUATIONS OF HUMAN LIVES**Stephan Dickert¹¹*Max Planck Institute for Research on Collective Goods*

A central question for philanthropists is how human lives should be valued. A descriptive model highlighting the role of different motivations and the conditions under which cognitions and emotions result in deviations from egalitarian normative valuations of human lives is discussed.

D29**THE PAIN OF KNOWING: THE PSYCHOLOGICAL BARRIERS TO MONEY MANAGEMENT**Grant E. Donnelly¹, Ryan T. Howell¹¹*San Francisco State University*

This study finds that happiness striving through material acquisition is most strongly connected to compulsive buying. This relation is mediated by poor cash and credit management. We discuss the potential ‘Pain of Knowing’ about one’s finances as a possible obstacle to perceived happiness gains through purchasing.

D30**EXPOSURE TO NATURE INCREASES COOPERATION IN A COMMONS DILEMMA**Raelyne L. Dopko¹, John M. Zelenski¹¹*Carleton University*

We examined whether nature exposure could increase cooperation in an environmentally themed commons dilemma (fishing). Participants were randomly assigned to view either a nature or urban video before engaging in the commons dilemma. Overall, the hypothesis was supported offering further insight into managing environmental resources more effectively.

D31**DO I TRUST WOMEN WITH SOCCER? THE IMPACT OF STEREOTYPES ON PERCEIVED INFORMATION VALIDITIES**Angela Dorrough¹, Andreas Glöckner¹¹*Max Planck Institute for Research on Collective Goods*

We investigate the influence of stereotypes in pairwise choice. Study 1 shows that objective cue validities are partially overwritten by gender information causing choice biases. Studies 2 and 3 reveal that previous stereotype activation increases these biases. Our results demonstrate that stereotypes influence cognitive processes unconsciously and against self-interests.

D32**EFFECT OF CONTEXT ON STIGMATIZING INFORMATION**Michael G. Dudley¹, Eric A. Hall¹¹*Southern Illinois University Edwardsville*

This study examined the effect of context on perceptions of stigmatization of individuals. Specifically, 176 participants were randomly assigned to view pictures of individuals represented as either athletic/anorexic, gay/straight, or professional/criminal. As predicted, individuals in each of the stigmatized conditions were rated less positively than those in the non-stigmatized conditions.

D33**CAN'T YOU TAKE A JOKE? THE BOUNDED IMPACT OF FUNNINESS ON MORAL JUDGMENTS**Birte Englich¹, Barbara Stoberock¹¹*University of Cologne, Germany*

In three studies we manipulated funniness independently of a given bullying act and assessed moral judgments. We found consistently more lenient moral judgments on the immoral act if funniness was induced. Most importantly, these effects only emerge if the immoral act does not involve clearly negative consequences for the victim.

D34**A GROUNDED APPROACH TO PERSPECTIVE-TAKING**Thorsten M. Erle¹, Giti Bakhtiari¹, Sascha Topolinski¹¹*University of Würzburg*

It was tested whether perspective-taking within a social context is embodied. Participants were presented with legal cases. Perspective-taking was manipulated by turning stories to angles corresponding to different roles in court (e.g. judge), prompting participants to turn them around before reading. Sentences were modulated according to the assumed roles.

D35**SET-FIT EFFECTS IN CHOICE**Ellen RK. Evers¹, Yoel Inbar¹, Marcel Zeelenberg¹¹*Tilburg University*

We show how the “fit” of an item with a set of similar items affects choice. A preference for sets with a better fit leads to predictable shifts when choosing between sets as opposed to individual items, sometimes even resulting in choices for inferior options over superior ones.

D36**CLANDESTINE CRUELTY: COVERT RETRIBUTIVISM AND PUNITIVENESS TRAPS**Katrina M. Fincher¹, Philip E. Tetlock^{1,2}¹*Department of Psychology, University of Pennsylvania;* ²*Wharton School of Business, University of Pennsylvania*

Four studies indicate that covert punitiveness, when in response to sacred-value violations, can result in punishments deemed otherwise immoral. Studies additionally indicate that covert-retributivists slip into punitiveness traps – becoming more punitive in response to failures to punish, but not less punitive in response to failures to protect the falsely accused.

D37**GENDER GAPS IN OVERESTIMATION OF MATH PERFORMANCE**Sarah A. Flores¹, Heather C. Lench¹, Jeffrey Liew¹¹*Texas A&M University*

Men are more likely to pursue math-intense STEM courses and careers than women. This investigation explored whether positivity bias contributes to this difference. The findings suggest that these gender gaps are not necessarily the result of women underestimating their abilities, but rather may be due to men overestimating their abilities.

D38**POWERFUL AND FREE? - THE ROLE OF AUTONOMY AND SOCIAL CONTROL IN EXPLAINING POWER-EFFECTS ON CONTEXT INDEPENDENT THINKING**Georg Foerster¹¹*University of Wuerzburg*

Autonomy and social control are two aspects of being powerful, that were shown to have diverging effects on a creativity task (generating context-independent items). Priming social control reduced context independence, whereas priming autonomy led to increased context-independence of the generated items.

D39**SHARING BIASING INFORMATION WITH SELF VERSUS OTHERS: PREDICTING CHOICES FROM ANTICIPATED IMPACT AND BELIEF IN FREE WILL**James Friedrich¹, Sarah Schroeder¹¹*Willamette University*

We explored bias blind spot effects through information preferences and ratings of bias potential for materials in a hypothetical scholarship competition. Participants anticipated greater biasing effects and chose less information for others than for themselves. Belief in free will predicted less expected bias and greater information sharing only for others.

D40**LANDSCAPES OF MORAL ATTITUDES**Anup Gampa^{1,2}, Nathan L. Arbuckle³, William A. Cunningham^{4,2}¹*University of Virginia;* ²*The Ohio State University;* ³*Mind Research Network;* ⁴*University of Toronto*

We extend the current research on personality correlates for preferences in moral perspectives to include various theories, not just Utilitarianism and Kantianism. Participants in the research indicate their preferences to various theories and complete a battery of personality measures. Results indicated that different moral philosophies resonated with different personality types.

D41**COME ON BABY, DO THE LOCOMOTION: INFLUENCE OF PERCEIVED MOTION ON RESPONSIBILITY AND REGRET**Micah B. Goldfarb¹, Lisa Libby¹¹*The Ohio State University*

Emerging evidence demonstrates that the understanding of abstract social concepts is influenced by physical experiences. Participants identified a regretted life event and either moved through their

environment or remained stationary (manipulated). As predicted, perceiving oneself as moving through one's environment caused greater perceived responsibility and regret for one's past behavior.

D42**MORALITY IS NOT ALWAYS INTENTION-BASED: CONSTRUAL LEVELS INFLUENCE THE ROLE OF INTENTION IN MORAL JUDGMENT**Han Gong¹, Douglas L. Medin¹¹*Northwestern University*

By experimentally manipulating construal levels, we found that the role of intention in moral judgment is flexible depending on the level of construal. Although the intentionality judgment did not differ across two construal levels, it had greater effects on moral evaluations in the low-level condition than in the high-level condition.

D43**THE BEAUTIFUL AND UNREALISTICALLY OPTIMISTIC: WHY PEOPLE WHO FEEL BEAUTIFUL ARE WORSE AT PLANNING**Margarita Gorlin¹, Zixi Jiang², Jing Xu², Ravi Dhar¹¹*Yale University;* ²*Peking University*

Boosting people's perceptions of their physical attractiveness increases their optimism about their future life outcomes and susceptibility to the planning fallacy. An increase in self-confidence and a decreased focus on potential obstacles drive the tendency for participants who feel more beautiful to make overly optimistic predictions.

D44**NARCISSISTS' VIEWS OF NARCISSISTS**Andrew D. Grotzinger¹, Phillippa Sands¹, Harry Wallace¹¹*Trinity University*

It is unclear how narcissists perceive narcissists. While narcissists could be drawn toward similar individuals, they might find their dispositions aversive in others. To test these competing hypotheses participants rated Facebook profiles reflecting high or low narcissism. Non-narcissists expressed dislike only for narcissists. Conversely, narcissists were generally critical of others.

D45**PEOPLE DIFFERING IN LEVELS OF ANXIETY SHOWED DISTINCT BEHAVIOR PATTERNS AND ELECTROPHYSIOLOGICAL RESPONSES DURING SOCIAL DECISION-MAKING**Ruolei Gu¹, Yi Luo², Yue-jia Luo², Huajian Cai¹¹*Institute of Psychology, Chinese Academy of Sciences;* ²*Institute of Brain and Cognitive Science, Beijing Normal University*

We investigated the influence of anxiety on social decision-making. The ultimatum game paradigm was utilized with EEG recording. During the game, unfair offers (1) were more likely to be rejected by high-anxious participants, and (2) elicited a larger feedback-related negativity in the high- than the low-anxious group.

D46**TO FORGIVE OR NOT TO FORGIVE, THAT IS THE QUESTION: THE EFFECTS OF FORGIVING VS. UNFORGIVING ON REPENTANCE**Joshua R. Guilfoyle¹, Careen Khoury¹, Curtis Phillips¹, Elizabeth van Monsjou¹, C. Ward Struthers¹¹*York University*

The purpose of this research was to investigate the role of a victims' preemptive forgiveness (forgive, revenge, grudge) and expression (implicit, explicit) in facilitating repentance from a transgressor. Two studies supported our prediction that implicit expressions of forgiveness and explicit expressions of unforgiveness are most effective relative to their counterparts.

D47**INVESTIGATION OF INDIVIDUAL DIFFERENCES IN ATTITUDE CHANGE OF WHITE PRIVILEGE: A MULTICULTURAL/PRIVILEGE TRAINING INTERVENTION**Nicole A. Hamilton¹, Kerry S. Kleyman¹¹*Metropolitan State University*

The current study seeks to measure the effects of an intervention on attitude changes toward White Privilege. Various media types were used and the effects were measured by a pre-test and post-test including Social Dominance Orientation. The results indicate that interventions can have positive effects on perceptions of privilege.

D48**IT'S NOT WHAT YOU DO, IT'S WHAT IT SAYS ABOUT YOU: FUNCTIONAL MORAL JUDGMENTS IN INFANCY**Kiley Hamlin¹¹*University of British Columbia*

This talk will provide data from preverbal infants to support claims that fundamental to human morality is the tendency to diagnose individuals as friends or foes, rather than behaviors or outcomes as good or bad. These processes emerge within the first year of life.

D49**JUDGING A BOOK BY ITS WEIGHT: SCORING HIGH ON THE CRT CAN INCREASE INTUITIVE JUDGMENT**David J. Hauser¹, Norbert Schwarz¹¹*University of Michigan, Ann Arbor*

How do embodied priming effects differ by reflective vs. intuitive thought? Participants took the Cognitive Reflection Test (CRT) and evaluated the importance of a physically heavy vs. light book. Physical weight increased perceived importance for high-CRT participants, but influenced low-CRT participants only when supporting information was available.

D50**REEXAMINING LOW-PERFORMERS' SELF AND SOCIAL ASSESSMENT ABILITY ON A GENERAL KNOWLEDGE TASK**Patrick R. Heck¹, Joachim I. Krueger¹¹*Brown University*

Low-performers, commonly thought to be severely lacking in skill assessment ability, accurately placed their own estimated performance below that of 'the average person' on a medium-difficulty trivia quiz. The effects of statistical regression on the accuracy of self- and social-perception processes are discussed.

D51**FEELING MORALLY SUPERIOR: ASYMMETRIC ASSESSMENTS OF MORAL CONFLICT FOR SELF AND OTHER**Chelsea Helton¹, Erik Helzer², Pizarro David¹¹*Cornell University*; ²*Wake Forest University*

Three studies examined why individuals report being more moral than peers. Participants reported that their intentions were significantly purer than their peers', that acting morally requires less self-regulatory effort for the self, and that the self was more likely to behave morally, an effect that was mediated by intentional purity.

D52**SWEET REVENGE: PRIMING OF PARTICULARLY GUSTATORY SWEETNESS YIELDS METAPHOR-CONSISTENT SOCIAL JUDGMENTS**Jens H. Hellmann¹, Deborah F. Thoben²¹*Westfälische Wilhelms-Universität Münster*; ²*Helmut-Schmidt-Universität Hamburg*

We tested the source concept of the metaphor of sweet revenge: Only after participants rated the sweetness of foods (vs. the sweetness of puppies), a particularly vengeful action (vs. an otherwise motivated aggressive act) was evaluated more positively. The results indicate the potential grounded nature of idiomatic metaphors.

D53**MORALIZATION, RISK PERCEPTION, AND SMOKING CESSATION AMONG DANISH AND U.S. SMOKERS**Marie Helweg-Larsen¹¹*Dickinson College*

Representative and longitudinal samples of US and Danish smokers showed that moralization (@T1) was a stronger predictor of change in perceived risk (@T2) rather than the reverse. Furthermore for Danes (but no effects for Americans) moralization (@T1) and risk perception (@T1) predicted smoking behaviors (@T2) but not quitting intentions (@T2).

D54**ON FOREGONE CONCLUSIONS: A SELF/OTHER ASYMMETRY IN DECISION-MAKING PROGRESS**Erik G. Helzer¹, David Dunning²¹*Wake Forest University*; ²*Cornell University*

Decision-makers often arrive at decisions after much doubt and deliberation. Observers may feel they can predict a target's decision with great certainty, seeing it as a foregone conclusion. In two studies, participants reported more conflict and slower progress for their own decisions than for the decisions of a close friend.

D55**WHEN CHANGING THE FONT CHANGES YOUR MIND: DISFLUENCY REDUCES THE CONFIRMATION BIAS**Ivan Hernandez¹¹*University of Illinois, Urbana-Champaign*

Two studies demonstrate that increasing processing difficulty (disfluency) can reduce the confirmation bias by promoting careful analysis. People become more moderate in their judgments about political issues and court verdicts after reading relevant information in a disfluent format. These effects are eliminated under cognitive load supporting an analytic processing explanation.

D56**WHEN MEANING MATTERS: VISUAL PERSPECTIVE MODERATES THE IMPACT OF THE MEANINGFULNESS OF COLLEGE SPORTS OUTCOMES ON AFFECTIVE FORECASTS**Karen A. Hines¹, Lisa K. Libby¹¹*Ohio State University*

Participants adopted an internal first-person or external third-person visual perspective (manipulated) to visualize themselves watching a sports game with a meaningful or meaningless (manipulated) outcome. As predicted, participants forecasted a stronger negative emotional response to a meaningful than meaningless loss when using the third-person, but not the first-person, perspective.

D57**REWARD SENSITIVITY AND MORAL SELF-CONCEPT PREDICT DISHONEST BEHAVIOR**Xiaoqing Hu¹, Narun Pornpattananangkul¹, Robin Nusslock¹, Galen Bodenhausen¹¹*Psychology Department, Northwestern University*

The present study documented the individual differences that contribute to one's dishonest behavior: one's reward sensitivity, as measured by the Behavioral Activation System questionnaire, positively predicted the dishonest behavior. Moreover, participants' moral self-concept, measured by a moral IAT, negatively predicted one's dishonest behavior.

D58**ALTERING THE CREDIBILITY OF A WEBSITE'S INFORMATION: THE SECONDARY SOURCE'S IMPACT**Greggory M. Hundt¹¹*High Point University*

Credibility ratings of information based on the type of website and whether it was a primary source or a secondary source were examined.

A news website reporting information coming from a blog increases the credibility of the information. A blog reporting a news website's information decreases the information's credibility.

D59**THE EFFECTS OF TRANSIENT PHYSICAL WARMTH AND SOCIAL COMPARISONS ON FAIRNESS DECISIONS IN THE ULTIMATUM GAME**

Russell R. Hutter¹, Simon Knight¹, Alice Gilroy¹, Daniel Gordon¹, Emma Ropson¹, Colin Lever²

¹University of Leeds; ²University Of Durham

Briefly holding a hot cup increased acceptances of unequal offers and biased decision-making ease (e.g., after hot-priming, the quickest decision was an acceptance; after cold-priming, a rejection). Responders were averse to low relative standing (social comparisons), increasing likelihood to reject offers when proposers reportedly offered more to other responders.

D60**ASSESSING RISKY SEXUAL BEHAVIOR IN COLLEGE STUDENTS: A STUDY OF CONDOM USE AND SEXUAL PARTNER STYLE**

Heather R. Hyman¹

¹Illinois State University

This study looked at why college students would be perceived not to use condoms across various relationship types (hookups, friends with benefits, and committed relationships) using a vignette survey method. Participants assessed a couples' likelihood of regret, STI or pregnancy likelihood, and reasons for not using condoms.

D61**SEX, LIES, AND POWER: DIFFERENCES IN THE WAY WOMEN ARE GIVEN FEEDBACK MAY CHANGE HOW THEY ARE PERCEIVED**

Lily E. Jampol¹, Vivian Zayas¹

¹Cornell University

Telling an altruistic lie to a subordinate in an asymmetrical power relationship may change the teller's judgments about the target of the lie depending on the target's gender, the type of feedback given, and the participant's beliefs about women in the workplace.

D62**FROM LEARNING TO DOING: THE EFFECTS OF EDUCATING INDIVIDUALS ON THE Pervasiveness OF BIAS**

Jennifer A. Joy-Gaba¹, Brian A. Nosek²

¹Virginia Commonwealth University; ²University of Virginia

The "bias blind spot" (Pronin & Kugler, 2007) suggests that individuals more easily recognize bias in others than themselves. This study investigated whether providing experiential education could shift beliefs about bias. Results suggest that the education caused participants to agree more that bias is pervasive and can occur automatically.

D63**DOES PROBABILITY SHAPE MORAL DECISIONS? PROBABILITY AS PSYCHOLOGICAL DISTANCE**

Haesung Jung¹, Eun-Kyoung Chung², Young Woo Sohn¹

¹Yonsei University; ²Baekseok University

This study investigates the effect of probability on moral decisions. The difference between the two probability conditions was examined through independent samples t-test. Results indicate people base their decisions on general moral principles for highly unlikely moral event while consider situational costs and benefits when the event is highly likely.

D64**THE INFLUENCE OF EMBODIED CUES ON CONFIRMATORY HYPOTHESIS TESTING**

Devlin B. Karbowicz¹, Jesse Chandler¹

¹Princeton University

Replicating earlier research, participants pursued confirmatory strategies when different hypotheses were presented through linguistic means. In contrast, the experience of temperature did not

lead participants to pursue confirmatory strategies. Thus, it appears that confirmatory hypothesis testing is not a mechanism underlying embodied cognition.

D65**UNCONSCIOUS THOUGHT OR DIFFERENCES IN ACCESSING MEMORY: AN INVESTIGATION**

Andrew Karpinski¹, Ross B. Steinman²

¹Temple University; ²Widener University

We investigated whether or not effects attributed to unconscious thought might be due to differences in how information is accessed from memory. Based on our results, we argue that effects attributed to unconscious thought may be due to differences in how information is accessed from short terms vs. long-term memory.

D66**TELLING OTHERS TO BE TOUGH: HOW AND WHY ADVISORS URGE ACTORS TO BE ASSERTIVE**

Kathleen A. Kennedy¹, Daniel R. Ames¹

¹Columbia University

Utilizing multiple methodologies (scenario study, ultimatum game, and recall study), we argue that advisors often urge actors to be more assertive than actors would be themselves. This gap emerges because actors are relatively more focused on anticipated experience (including embarrassment) whereas advisors are relatively more focused on outcomes or gains.

D67**WHAT MOTIVATES YOUR GREEN BEHAVIOR DETERMINES YOUR MORALITY**

Zhi Ao Mark Khei¹

¹Nanyang Technological University, Singapore

Present study showed that motives underlying buying green products (environmental versus economic) mediated the effects of moral licensing. It was found that participants cheated more and donated lesser when they purchased green products under the environmental perspective than when they purchased green products under the economic perspective.

D68**ATTRIBUTION OF MORALITY: RACE OF THE TARGET INDIVIDUAL**

Irina Khusid¹, Jonathan Cooke², Liam McMahon³

¹East Stroudsburg University; ²Mississippi State University; ³New Mexico State University

The present study looked at the attribution of morality pertaining to intentions and dispositional versus situational attributions, as perceived by observers of particular behavior(s). The data supported the hypothesis that race would be a significant factor in morality attribution $F(2,150) = 18.104, p < .01$.

D69**WHAT INFLUENCES THE DECISION IN ANTI-COMMONS DILEMMAS?**

Bora Kim¹, Craig D. Parks¹

¹Washington State University

In an anti-commons dilemma, it was found that owners made a significantly higher bid than those who wish to use the resource. The more potential users, the higher bids were offered. When incidental emotions were elicited, angry people tended to bid the highest amount, while sad people bid the lowest.

D70**THE FAIRNESS PREMIUM IN SOCIAL EVALUATION**

Nadav Klein¹, Nicholas Epley¹

¹University of Chicago

In a series of experiments, we find that people evaluate selfish behavior very negatively, but do not evaluate extremely generous behavior more positively than merely fair behavior. This asymmetry appears to emerge because of a premium given to fair actions, rather than a disregard for generosity.

D71**"LIAR, LIAR, WORDS ON FIRE": LINGUISTIC CHARACTERISTICS OF DECEPTIVE COMMUNICATION**Katy L. Krieger¹, Frank J. Bernieri¹¹*Oregon State University*

We tested the hypotheses that lies should contain fewer first person pronouns (e.g., I and my), more negative emotion words (e.g., guilt and hate), and be less complex. Results confirmed our prediction that these effects would be moderated by whether or not the liar prepared their statements in advance.

D72**CONSTRUAL LEVEL AND CATEGORY WIDTH: LINGUISTIC CUES INFLUENCE THE RANGE OF ATTRIBUTE VALUES ASCRIBED TO AN OBJECT**Tobias Krüger¹, Klaus Fiedler¹¹*University of Heidelberg*

Two studies investigated how construal level affects the formation of mental representations via linguistic cues. In particular, we assessed how the range of attribute values associated with a stimulus (category width) varies as a function of construal level.

D73**THE MINORITY ISN'T BAD – THE MAJORITY IS BETTER! EVIDENCE FOR NOISY AGGREGATION BUT NOT ATTENTION SHIFT IN ILLUSORY CORRELATIONS**Florian L. W. Kutzner¹, Klaus Fiedler²¹*Warwick Business School*; ²*University of Heidelberg*

In real life, learning about social groups is a noisy category-learning process. We present four studies that provide evidence for noisy learning to be sufficient and necessary for illusory correlations to develop. Illusory correlations disappear when reducing noise and the stick-out property of rare information cannot account for our data.

D74**THE FRAMING OF GAINS AND LOSSES FOR SOCIAL VALUE ORIENTATION RESPONSES**Jared L. Ladbury¹, Verlin B. Hines¹¹*North Dakota State University*

Gain-framed SVO questions are expected to lead to more cooperative choices compared to loss-framed questions. Contrary to predictions, gain-framed questions were shown to lead to more competitive choices and loss-framed questions led to more cooperative choices. Question frame is shown to have important implications for cooperative-competitive social value choices.

D75**DISCREPANCY DETECTION AS A MEASURE OF INTUITIVE PERFORMANCE**Talya Lazerus¹, Heather C. Lench²¹*Carnegie Mellon University*; ²*Texas A&M University*

This study offers a potential measure of intuitive performance and insight into people's ability to detect a variety of discrepancies. Findings suggest that intuitive processing is reflected in the ability to detect discrepancies. Results demonstrate how isolating changes in facial features and emotional expressions impact detection ability.

D76**RAINMAKERS: WHY BAD WEATHER MEANS GOOD PRODUCTIVITY**Francesca Gino¹, Brad Staats², Joa J. Lee¹¹*Harvard University*; ²*University of North Carolina Chapel Hill*

Drawing on cognitive psychology research, we propose that bad weather increases individual productivity by eliminating potential cognitive distractions resulting from good weather. When the weather is bad, individuals may focus more on their work rather than thinking about activities they could engage in outside of work.

D77**THE EFFECT OF PRICE ON PREFERENCE CONSISTENCY OVER TIME: VALUE-SEEKING TENDENCY SHIFTS CONSUMER FOCUS FROM CONSTRAINTS TO BENEFITS**Kelly K. Lee¹, Min Zhao²¹*Washington University in St. Louis*; ²*University of Toronto*

Prior research has shown that individuals have inconsistent preferences over time due to their increasing sensitivity to their constraints as time draws near. We propose that highlighting price information induces consistent preferences over time because price shifts individuals' focus from short-term constraints to long-term product benefits in the near future.

D78**THE ROLE OF AFFECT IN THE MORAL-CONVENTIONAL DISTINCTION**Sydney M. Levine¹, David Rose¹¹*Rutgers University*

We provide evidence that the moral-conventional distinction is driven by an affective mechanism, in support of Shaun Nichols's "sentimental norms" theory. We explain why the recent results of Daniel Kelly and colleagues, which seem to suggest otherwise, are mistaken.

D79**BIASED ASSIMILATION AND THE EXPERTISE PARADOX: IS IT KNOWLEDGE OR SELF-PROCLAIMED KNOWLEDGE THAT COUNTS?**Brittany S. Liu¹¹*University of California, Irvine*

Biased assimilation of information was measured across three issues and was regressed on several types of knowledge. Self-perceived knowledge was the only one that predicted greater biased assimilation. The more participants believed they knew about an issue, the more they preferred evidence confirming and denigrated evidence disconfirming their pre-existing beliefs.

D80**OVER THE THRESHOLD: THE INFLUENCE OF ATTITUDES ON TRANSLATION OF GUILT RATING TO VERDICT**Sara M. Locatelli¹¹*Department of Veterans Affairs, Hines, IL*

Jurors weight many factors in reaching a verdict; attitudes may alter the translation of continuous guilt ratings into verdicts. Participants reported legal attitudes, read a trial transcript, and assigned verdicts and continuous guilt ratings. Results suggest how one translates a continuous rating into verdict depends on beliefs about reasonable doubt.

D81**MORAL JUDGMENT OF DANGER POSED TO OTHERS BY DRIVING BEHAVIOR: NOT SIMPLY A MATTER OF RISK**Nathaniel L. Mann¹, Abraham M. Rutchick¹¹*California State University, Northridge*

This study investigated whether ignoring risks posed by normal driving is important in enabling normal driving to be considered morally non-problematic by having participants assess a normal driving scenario before and after assessing a blameworthy scenario of explicitly equal risk (a drunk driving scenario), preventing participants from ignoring the risk.

D82**A SOCIAL-COGNITIVE ACCOUNT OF GENDERED MIND PERCEPTION AND THE SEXUAL DIVISION OF MORAL LABOR**Garrett Marks-Wilt¹¹*University of Missouri-Columbia*

Results of two experiments suggest mental capacities (agency and experience) are disproportionately ascribed to men and women (respectively). Perceived differences in mental capacities, we speculate, could amount to a pre-attributional bias and support disparate moral

perceptions of men and women—specifically, perceptions of men as agents and women as patients.

D83**CAN BODY POSTURE INFLUENCE GLOBAL VERSUS LOCAL PROCESSING STYLES?**

Keisuke Matsuzaki¹, Makoto Numazaki¹, Kazuki Hiram¹, Natsuno Ichinose¹, Hrukazu Ochiai¹

¹*Tokyo Metropolitan University*

We examined whether body posture could influence global versus local processing styles. We found that participants who looked up the display showed decided global features faster and that participants with high promotion focus decided global features faster than local ones. We discussed the relationship between body posture and regulatory focus.

D84**THINGS SEEM LESS FAIR FROM UP HERE: PROXIMITY TO A STANDARD AFFECTS PERCEPTIONS OF FAIRNESS**

Alexander McBairty¹, Patricia Chen¹, Stephen M. Garcia¹

¹*University of Michigan, Ann Arbor*

We hypothesized that proximity to a standard intensifies negative attitudes towards outcome inequality. Three studies showed that highly ranked individuals tend to perceive more unfairness, get more upset, and are less satisfied than their intermediately ranked counterparts when an injustice has been done to them.

D85**BAD ACTIONS OR BAD OUTCOMES? DIFFERENTIATING THE AFFECTIVE CONTRIBUTIONS TO MORAL CONDEMNATION OF HARM**

Ryan M. Miller¹, Ivar A. Hannikainen², Fiery A. Cushman¹

¹*Brown University*; ²*University of Sheffield*

The affect underlying moral condemnation of harm may stem from consideration of the victim's pain ("outcome aversion") or one's aversion to performing the action itself ("action aversion"). In the context of dilemmas that require harming one to save many, we find only action aversion to be uniquely predictive of condemnation.

D86**A LIFE-HISTORY THEORY APPROACH TO OPTIMISTIC AND PESSIMISTIC BIASES**

Chiraag Mittal¹, Vladas Griskevicius¹

¹*University of Minnesota*

Two experiments provide evidence that people show optimistic and pessimistic biases predictably under resource scarcity threats depending on their life history strategies. Specifically, slower strategists under duress tend to become more optimistic about their future financial well-being, whereas faster strategists tend to become more pessimistic.

D87**DOUBTING YOUR DOUBT TO PRODUCE CONFIDENCE**

Josh S. Moncrief¹, Aaron Wichman¹

¹*Western Kentucky University*

When people are exposed to doubt, it affects their behavior, thoughts, and feelings. Exposure to two sources of doubt sequentially can produce decreased levels of uncertainty. Does this double doubt induction allow people to "doubt their doubt?" Results help to further the understanding of self-doubt and offer clinical applications.

D88**SELECTIVE TESTING OF POSSIBLE CAUSES OF RELATIONSHIP PROBLEMS: EFFECTS ON TREATMENT INTENTIONS**

Shannon M. Moore¹, David M. Sanbonmatsu¹, Justin B. Hill¹, Arwen Behrends¹, Bert N. Uchino¹

¹*University of Utah*

In explaining their relationship woes, participants overestimated the responsibility of the possible cause they were randomly assigned to judge. They subsequently reported stronger intentions to treat the

judged cause than alternative causes of their relationship problems, indicating that the selective consideration of the cause biased their personal treatment plans.

D89**THE DUAL EFFECT OF MIRRORS: INCREASING PROSOCIAL AND SPITEFUL BEHAVIOR**

Jayanth Narayanan¹, Kenneth Tai¹, Cynthia S. Wang², Madan Pillutla³

¹*National University of Singapore*; ²*Oklahoma State University*; ³*London Business School*

We examine how increasing self-awareness using mirrors may affect decisions in economic resource allocation games. Our findings suggest that when self-awareness is heightened, increased attention to moral standards may lead to contradictory outcomes in different contexts: in one situation, increasing pro-social behaviour and in another situation, increasing spiteful behavior.

D90**WHEN YOU LOOK AT ME I LOSE MY METACOGNITION: THE EFFECT OF PUBLIC- VS. PRIVATE- SELF-AWARENESS ON METACOGNITIVE BIASES**

Tom Noah¹, Yaacov Schul¹, Ruth Mayo¹

¹*The Hebrew University of Jerusalem, Israel*

Previous research demonstrates that public self-awareness increases judgmental biases. We suggest that this is true for content-based biases, while biases that are based on processing-experience would be reduced. Two experiments demonstrate that metacognitive biases, based on processing experience (ease-of-retrieval and processing fluency), are reduced in public- compared to private- self-awareness.

D91**SOCIAL COMPARISON AND ULTIMATUM GAME**

Nobutoshi Okubo¹

¹*Toyo University*

We examined the relation between comparative mindsets and ultimatum game. First, participants induced to focus on superior or inferior target. After the comparative mindsets manipulation, participants performed the ultimatum game with the anonymous other. Results revealed that a superior target focus led to accept disadvantageous proposals.

D92**DEACTIVATION BY UNPRIMING: DOES DECREASE OF INFLUENCE MEAN LOWERING OF ACTIVATION LEVEL?**

Lay See Ong¹, Yuk-yue Tong¹, Jolene H. Tan¹

¹*Singapore Management University*

Sparrow and Wegner's (2006) unpriming refers to the reduction of influence after expression of primed knowledge. Yet, target word recognition was quicker after unpriming (vs. no unpriming) in a lexical decision task, suggesting that unpriming effects are unlikely to be due to lowered activation level of the primed knowledge.

D93**THE ROLE OF UNIQUENESS EXPRESSION IN THE EFFECTS OF CHOOSING**

Erika A. Patall¹, Ariana Crowther¹, Scott Trimble¹

¹*The University of Texas at Austin*

This study investigated whether defining one's self as unique is required for choices to have motivational benefits. Results suggested that choosing enhanced motivation only when participants believed that their choices were moderately unique. Choosing selections perceived to be highly or not at all unique was no different than not choosing.

D94**BLAME AS "RIGGED" DEDUCTION: BIASING CAUSAL MECHANISMS TO IMPLICATE DISLIKED TARGETS**

Elise J. Percy¹

¹*Indiana University*

This work showed the role of bias in constructing blame: specifically, perceiving how a scoring procedure had weighted speed and accuracy for a task at which a (fictitious) team had performed poorly.

Participants' intuitions about the program's speed/accuracy weighting rules served to implicate the disliked player in the team's failure.

D95

CHARITY REALLY DOES BEGIN AT HOME: GEOGRAPHICAL DISTANCE AND ORDER OF CONTRIBUTION OPTIONS AFFECT CHARITABLE DONATIONS

Apolinar Perez¹, Erin Burgoon¹, Marlene Henderson¹

¹*The University of Texas at Austin*

The present research investigated whether geographical distance of requestors and presented order of contribution options (i.e., a one-time payment or spread out over several months) influences charitable giving. Participants were least likely to donate to geographically distant requestors who gave the option to spread the contribution over several months first.

D96

WHEN CONSIDERING ALTERNATIVES TO ANTICIPATED REALITIES INFLUENCES AFFECT AND PERFORMANCE: A PREFACTUAL POTENCY ANALYSIS

John V. Petrocelli¹, Catherine E. Seta¹, John J. Seta²

¹*Wake Forest University*; ²*University of North Carolina, Greensboro*

Prefactual thoughts are mental simulations of alternatives to anticipated realities. We propose that the "if likelihood" × "then likelihood" interaction (i.e., prefactual potency) determines the influence of prefactuals. Two experiments demonstrate that potency plays a causal role in determining the effects of prefactual thought on anticipated negative affect and performance.

D97

WHO CARES ABOUT HARMLESS NORM VIOLATIONS? DEONTOLOGISTS DO

Jared R. Piazza^{1,2}, Paulo Sousa²

¹*University of Pennsylvania*; ²*Queen's University Belfast*

People differ in their judgments of harmless norm violations. Current models explain this variation in terms of intuitive-vs.-reflective cognitive styles, or sensitivity towards strong emotion (e.g., disgust). We demonstrate, among American and Indian participants, that differences in "deontological commitment" (how strictly a person applies moral rules) better explain this variation.

D98

THAT CERTAIN SOMETHING! FOCUSING ON SIMILARITIES REDUCES JUDGMENTAL UNCERTAINTY

Ann-Christin Posten¹, Thomas Mussweiler¹

¹*University of Cologne*

We demonstrate that similarity-focused (vs. dissimilarity-focused) comparisons reduce judgmental uncertainty. In two judgmental tasks using either certainty-indications (Study 1) or betting behavior (Study 2) as certainty-measures, similarity-focused comparisons reduced uncertainty more than dissimilarity-focused comparisons. Moreover, after being primed with uncertainty (vs. certainty) participants spontaneously focused more on similarities (Study 3).

D99

EFFECT OF SOCIAL STRESS AND TESTOSTERONE ON REACTIONS TO UNFAIRNESS IN THE ULTIMATUM GAME

Smrithi Prasad¹, Jayanth Narayanan¹, Vivien K.G. Lim¹, Pranjal H. Mehta², Gerald Koh¹, David Koh¹

¹*National University of Singapore*; ²*University of Oregon*

We examined how stress moderates the relationship between testosterone and reactions to social provocation (during the presentation of unfair offers) in the Ultimatum Game. Consistent with our predictions, testosterone was positively related to rejection of unfair offers in the no-stress condition, but this effect was suppressed in the stress condition.

D100

THE EFFECT OF VOICE ON THE TENDENCY TO CATEGORIZE

Devon Proudfoot¹, Aaron C. Kay¹, Kees van den Bos², Allan Lind¹

¹*Duke University*; ²*Utrecht University*

Giving people the opportunity to voice their opinions has been lauded as leading to positive outcomes, yet recent social cognitive theory suggests one potential negative consequence of voice. Two studies suggest that voice may lead to an increased reliance on categorical information when making judgments about social and non-social stimuli.

D101

NOT GETTING STUCK IN THE PAST: THE ROLE OF POSITIVE AFFECT AND REDEEMABILITY OF PRIOR INVESTMENT IN SUNK COST BIAS

Jin Seok Pyone¹, Kyle Emich²

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Four studies examined the influence of positive affect on sunk cost bias involving monetary, time, and behavioral effort investment. Results suggest that mild positive (vs. neutral) affect reduces sunk cost bias by helping people see the functional relationship between previously incurred investment (sunk cost) and its influence on future returns.

D102

DIFFERENT VOICES: GENDER DIFFERENCES IN REASONING ABOUT THE LETTER VERSUS THE SPIRIT OF THE LAW

Victor D. Quintanilla¹, Jennifer LaCrosse²

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An experiment examined gender differences in legal decision-making and found that, when solving certain legal problems—where the letter and spirit of the law conflict—women and men judge rule violations differently. Implications of this difference and its relation to gender differences in Relational-Interdependent Self-Construct (Cross, 2000) are discussed.

D103

THE COUNTDOWN IS ON: INFLUENCE OF TEMPORAL DISTANCE ON RUNNERS' RISK ESTIMATES

Martina Raue¹, Bernhard Streicher¹, Eva Lerner¹, Dieter Frey¹

¹*Ludwig Maximilian University Munich*

In a field study we demonstrated that runners' subjective risk estimations of running-related risks change with the point in time of asking. Risk estimates for injuries increase with the run coming closer and are highest after the run. The influence of construal level and action mode are discussed.

D104

HIGHER ATTENTIONAL CONTROL DOES NOT HELP JUDGMENTS REACHED IN THE DELIBERATION-WITHOUT-ATTENTION PARADIGM: SUPPORT FOR AN UNCONSCIOUS THOUGHT INTERPRETATION

Andrew M. Rivers¹, Erin R. Yosai^{2,1}, Ian M. Handley¹, Keith A. Hutchison¹, Kristi Stefani¹, Shane Close^{3,1}, Donald J. Riemer¹

¹*Montana State University*; ²*University of Montana*; ³*University of Toledo*

In contrast to several cognitive accounts, Unconscious Thought Theory asserts that unconscious processes generate sound judgments while conscious processes are distracted, without controlled attention. Consistent with this, participants in a reported experiment made normatively sound ratings following distraction relative to other conditions, yet attentional control did not assist these judgments.

D105

WHY DO CONSERVATIVES AND RELIGIOUS INDIVIDUALS MAKE MORE SEVERE MORAL JUDGMENTS? MEDIATING EFFECTS OF DEONTOLOGICAL AND UTILITARIAN BELIEFS

Jeffrey S. Robinson¹, Jason E. Plaks¹

¹*University of Toronto*

The effect of political orientation on moral judgment was mediated by higher deontological beliefs and lower utilitarian beliefs. The effect of intrinsic religiosity on moral judgment severity was mediated by

deontological beliefs only. These findings help to explain the different ways that political orientation and religiosity influence moral judgment.

D106**COMPARATIVE OPTIMISM, EGOCENTRISM, AND EVENT SKEWNESS**Jason P. Rose¹¹*University of Toledo*

Recent evidence suggests that people rationally show better-than-average effects most when the underlying distribution is skewed (i.e., most people are skilled and a few are unskilled). However, results from two studies on comparative optimism suggest this is primarily true for direct (vs. indirect) measures and support an egocentric-processes account.

D107**COMMUNICATING CONVICTION: THE ADVANTAGE OF DEONTOLOGICAL EXPRESSIONS OF DISAPPROVAL FOR VIOLATIONS OF PURITY AND HARM**Pascale Sophie Russell¹, Jared Piazza²¹*University of Kent*; ²*University of Pennsylvania*

We tested whether deontological expressions of disapprobation communicate more moral conviction than consequentialist-framed expressions, and whether this advantage is stronger for violations of purity than for harm. As predicted, deontological expressions communicated more conviction than utilitarian and consequentialist expressions, and more conviction for transgressions of purity than for harm.

D108**DISADVANTAGE AS MORAL LICENSE**Daniel A. Rynn¹, Joseph Vandello¹¹*University of South Florida*

Participants, operationalized as underdogs through a manipulation in which they experienced an unfair disadvantage in an implied competition, were more likely to experience moral licensing, expressed in the form of cheating on an unrelated task, than those participants who were allowed to complete the implied competition without disadvantage.

D109**DECIDING WHETHER TO DECEIVE: DETERMINANTS OF DECEPTIVE VS. HONEST COMMUNICATION PREFERENCES**Kayo Sakamoto¹, Tei Laine¹, Ilya Farber¹¹*Institute of High Performance Computing, A*STAR, Singapore*

We use everyday scenarios of deceptive communication in order to assess subjects' sensitivity to different levels of cost, benefit, and risk. From three composite determinants extracted from factor analysis, we found that their relative strength differs for loss- vs. gain-focused scenarios, and the subjects' sensitivity profiles fall into three clusters.

D110**JUDGING HARM DEPENDS ON IDEOLOGY AND PROCESSING EFFORT**Matthew A. Sanders¹, Evan Balkcom¹, Wyatt Anderson¹, Martin L. Leonard¹¹*University of Georgia*

Liberals and conservatives reported the same amount of harm in transgressions when responding with their first impression. When induced to consider their second impression, liberals reported less harm. Thus, the tendency for liberals to respond to transgressions more benignly than conservatives appears only when liberals process beyond their initial impression.

D111**THE MYTH OF HARMLESS WRONGS: ALL IMMORALITY IS ROOTED IN PERCEIVED HARM**Chelsea Schein¹, Kurt Gray¹¹*University of North Carolina, Chapel Hill*

Moral typologies (e.g. Moral Foundations Theory) are inspired by the persistent perceived immorality of harmless acts. We suggest, however, that objectively harmless acts remain subjectively harmful,

and morality is unified by perceived harm. Such perceived harm is not limited to Liberal post-hoc justification, but exists both implicitly and for Conservatives.

D112**THE "NUTRITIONISM" EFFECT: PRIVILEGING NUTRIENTS OVER THE FOODS THAT CONTAIN THEM**Jonathon P. Schuldt¹, Adam R. Pearson²¹*Cornell University*; ²*Pomona College*

Exploring diet's role in impression formation, targets were deemed less vulnerable to diet-related diseases (e.g., heart disease, cancer) when described as eating nutrients (potassium, iron) versus whole foods that contain them (bananas, spinach). This "nutritionism" effect was more pronounced when psychologically near (versus distant) targets were judged by health-conscious eaters.

D113**FAULTLESS GODS: WHEN AND WHY DEITIES ARE EXEMPT FROM BLAME**Shane Schweitzer¹, Kurt Gray²¹*University of Maryland, College Park*; ²*University of North Carolina, Chapel Hill*

What moral agents exempted from blame? Experience suggests that certain supernatural beings (e.g., the Christian God) are not blamed for letting people come to harm. Two studies document this effect and provide an explanation based upon mind perception: God is seen to be both benevolent (motivated) and supremely agentic (capable).

D114**THE EFFECT OF CONSTRUAL LEVEL AND TEMPORAL DISTANCE ON ANALOGICAL THINKING**Oren Shapira¹, Nira Liberman¹¹*Tel Aviv University*

Analogical thinking involves perceiving relational similarities across contexts and using them in reasoning and learning. We report four studies that supported the prediction that a high level (vs. a low level) of construal and temporal distance (vs. proximity) promote analogical thinking.

D115**APPLYING CONSTRUAL LEVEL THEORY TO THE DISTINCTION BETWEEN PROXIMAL AND DISTAL SENSES: THE EFFECT OF TASTING VS. SEEING ON ESTIMATION OF SPATIAL AND SOCIAL DISTANCE**Ayelet E. Shpizaizen¹, Nira Liberman¹¹*Tel-Aviv University*

Applying construal level theory to the distinction between proximal and distal senses, two studies showed that seeing (a distal sense) produced higher estimation of social and spatial distances than tasting (a proximal sense).

D116**SOCIAL CONTEXT EFFECTS ON MORAL JUDGMENT**Ain A. Simpson¹, Simon M. Laham¹¹*University of Melbourne, Australia*

The impact of social context on moral judgment is under-researched (Rai & Fiske, 2011). In this study, a violation was judged differently depending on its relational context. This suggests that moral judgements should not be treated as social-context invariant, and highlights the importance of relational cognition in moral psychology.

D117**EFFECT OF PERSPECTIVE TAKING ON COURTROOM DECISIONS**Jeanine L. Skorinko¹, Sean Laurent², Kaitlin Bountress³, Kyi Phyu Nyein⁴, Daniel Kuckuck⁵¹*Worcester Polytechnic Institute*; ²*University of Wyoming*; ³*Arizona State University*; ⁴*Davidson College*; ⁵*University of Chicago*

Four experiments examined whether taking the perspective of a criminal defendant or the victim of a crime increases empathy, and whether empathy mediates perceptions of a defendant's culpability, guilt, and recidivism. Through increasing empathy for defendants

and victims and encouraging leniency, perspective-taking influenced perceptions of defendant culpability, guilt, and recidivism.

D118
THE EFFECT OF DISTANCE ON LEVEL OF CONSTRUAL: A META-ANALYSIS OF CONSTRUAL LEVEL THEORY

Courtney K. Soderberg¹, Shannon P. Callahan¹, Alison Ledgerwood¹
¹*University of California, Davis*

We conducted a meta-analysis to synthesize research on the relationship between psychological distance and level of abstraction. In addition, we also investigated whether variables such as the type of distance and type of DV moderated the effect. Implications of the findings for construal level theory are discussed.

D119
AFFECTIVE FORECASTS FOR CERTAIN OPTIONS, BUT NOT RISKY OPTIONS, EXPLAIN FRAMING EFFECTS

Katherine S. Sorensen¹, Wesley G. Moons¹, Jennifer R. Spoor²
¹*University of California, Davis*; ²*La Trobe University*

The present research shows that affective forecasts for the certain, but not the risky option, mediated framing effects on riskiness. Extremity of outcomes explained the asymmetrical influence of forecasts. Forecasts for moderate outcomes allow for a larger framing effect and, consequently, play a larger mechanistic role.

D120
THE POLITICS OF MORAL JUDGMENT

Jessica A. Stansbury¹, Geoffrey D. Munro¹, Michael W. DeWald¹
¹*Towson University*

Moral judgment in the realm of politics was investigated. Political scenarios of a politician of a corresponding political party (in-group) or an opposing political party (out-group) behaving unethically were evaluated. Participants judged the moral behavior of out-group politicians more harshly than in-group politicians. Implications for political party polarization are discussed.

D121
UNCONSCIOUS THOUGHT IN SYLLOGISTIC REASONING

Andreas Steimer¹, Klaus Fiedler¹, Mandy Hütter¹
¹*University of Heidelberg*

We examined the effect of unconscious Thought (UT) vs. Conscious Thought (CT) on syllogistic reasoning. For conflict problems (believability inconsistent with logical validity), UT was outperformed by CT. For non-conflict problems, UT performed equally well. Thus, elaboration can be superior to distraction when solving rather complex conflict problems.

D122
THE CORRUPTION OF VALUE: NEGATIVE MORAL ASSOCIATIONS DIMINISH THE VALUE OF MONEY

Jennifer E. Stellar¹, Robb B. Willer¹
¹*University of California, Berkeley*

We examine the concept of moral contagion. We demonstrate that money can take on negative moral associations, based on how it was earned by a third party, which can be transferred to the person who acquires it. As a result, morally tainted money is perceived as less desirable and valuable.

D123
LITTLE TO NO EFFORT REQUIRED: NEED-FOR-COGNITION AND DECISION OUTCOMES

Nathan W. Stroh¹, Gary T. McElroy¹
¹*Appalachian State University*

High Need-for-cognition is associated with more thoughtfulness, suggesting more reliance on analytic information. Low Need-for-cognition is associated with less motivation to think, suggesting reliance on heuristics. Need-for-cognition acted as the independent variable, the ADMC as our dependent variable. The findings reveal a complex relationship between Need-for-cognition and decision making.

D124
OPTIMISTIC CUSTOMERS: CONTRASTING ROSE COLORED AND PROBLEM SOLVING LENS VIEWS

Harish Sujjan¹, Meryl Gardner³, David Cranage²
¹*Tulane University*; ²*Penn State University*; ³*University of Delaware*

Research on optimism suggests that optimists are better at problem-solving coping. We evaluated if this implies that they value problem-solving behavior more among those who serve them, e.g., retailers, or are indiscriminately lenient in their judgments. We also evaluated if it is possible to separate optimists from pessimists through conversation.

D125
THE INFLUENCE OF MORAL OUTRAGE ON INTENTIONALITY JUDGMENT

Keisuke Takei¹, Kaori Karasawa¹
¹*The University of Tokyo*; ²*The University of Tokyo*

In the present study, we examined whether moral outrage mediates the process of intentionality judgments. Structural path modeling indicated that the effect of outcome morality on people's intentionality judgments is mediated by moral outrage aimed at the outcome and not at the agent.

D126
LAYPEOPLE'S PERCEIVED POLITICAL ORIENTATION OF PSYCHOLOGISTS MODERATE THEIR JUDGMENT OF PSYCHOLOGISTS' RESPONSIBILITY ATTRIBUTION TO WRONGDOERS

Ying Tang¹, Leonard S. Newman¹
¹*Syracuse University*; ²*Syracuse University*

When laypeople read a situational (compared to dispositional or interactionist) account of wrongdoing, they perceived psychologists to be most exonerating towards the wrongdoer. This effect was moderated by the perceived political orientation of psychologists: The more liberal psychologists were perceived, the more exonerating they were suspected to be.

D127
OVERCONFIDENCE IS SOCIALLY ACCEPTABLE DEPENDING ON DECISION PHASE: A NEED FOR ADVICE VS. ENCOURAGEMENT TO SUCCEED

Elizabeth R. Tenney¹, Jennifer Logg¹, Don A. Moore¹
¹*University of California, Berkeley*

Typically, if perceivers can tell that someone is overconfident—more confident than reality warrants—then perceivers disfavor the overconfident person, an outcome predicted by the Presumption of Calibration hypothesis. Our new research suggests that decision phase and need for advice versus encouragement further determine how overconfidence is evaluated.

D128
KEEPING CHAOS AT BAY: MESSAGES ABOUT COMPREHENSIBLE AND INCOMPREHENSIBLE ORDER REDUCE ERN AMPLITUDE

Brett Grant¹, Alexa Tullett¹, Michael Inzlicht², Aaron C. Kay³
¹*Department of Psychology, University of Alabama*; ²*University of Toronto*; ³*Duke University*

We measured anxiety-related brain activity after exposure to messages about order and randomness. Reading that things happen for a reason, whether comprehensible or incomprehensible, caused decreases in ERN amplitude relative to randomness. This suggests that order can be comforting, even when it remains mysterious.

D129
YOUR COST OR MY BENEFIT?: THE EFFECTS OF CONCESSION PRESENTATION NEGOTIATION PROCESSES AND OUTCOMES

Nazli Turan¹, Rosalind M. Chow¹
¹*Carnegie Mellon University*

Two studies examine the effects of presenting a concession as being costly to the conceiver versus beneficial to the receiver. Concessions emphasizing receiver benefit lead to lower economic, but higher subjective, outcomes for the receiver of the concession. Higher

subjective outcomes are mediated by positive perceptions towards the conceder.

D130
CONSIDERING ROADS TAKEN AND NOT TAKEN: HOW PSYCHOLOGICAL DISTANCE IMPACTS THE FRAMING OF CHOICE EVENTS

Greta Valenti¹, Lisa K. Libby¹

¹*Ohio State University*

After a choice, people can frame that event in terms of the chosen or non-chosen option. The current experiments manipulate psychological distance from a choice event and demonstrate that decreases in distance cause a greater tendency to frame the event in terms of the non-chosen, relative to the chosen, option.

D131
SOFT ASSURANCE: COPING WITH UNCERTAINTY THROUGH HAPTIC SENSATIONS

Femke van . Horen¹, Thomas Mussweiler¹

¹*University of Cologne*

In three experiments, we show that when faced with uncertainty, people seek haptic sensations and choose objects with soft rather than hard properties. In addition, we demonstrate that this seeking for haptic softness is functional in that it reduces feelings of uncertainty.

D132
ONE SHEET IN THE WIND: GROUNDED COGNITION, ALCOHOL CUES, AND PHYSICAL BALANCE

Erin A. VanEnkevort¹, Marielle Kahn¹, Amanda Morin¹, Cathy R. Cox¹, Joshua A. Hicks²

¹*Texas Christian University*; ²*Texas A&M University*

Two studies examined the association between alcohol cues and feelings of balance. Study 1 showed that people exhibit poorer balance in the presence of alcohol versus neutral pictures. Study 2 found that people exhibited a heightened accessibility of alcohol-related thoughts following a manipulation where they felt imbalanced.

D133
Poster withdrawn.

D134
SELF-REGULATION AND THE PERCEIVED WISDOM OF A FALSE CONFESSION TO MURDER

J. Guillermo Villalobos¹, Michael J. Williams¹, Deborah Davis¹

¹*University of Nevada, Reno*

Participants told to assume a suspect was innocent read a transcribed interrogation in which he was accused of murder and urged to confess. Ego-depleted participants were less able to remember evidence against the suspect. Overall, several participants recommended the suspect to falsely confess to avoid or minimize legal consequences.

D135
WAIT A MOMENT! – DELAY MODERATES CONSTRUAL LEVEL EFFECTS ON MORAL JUDGMENTS

Sabine Volk¹, Anita Koerner¹

¹*University of Würzburg*

Combining construal level and dual-process theories of moral judgment, we found that judgment delay moderated the impact of construal on moral judgment. When participants evaluated moral dilemmas immediately, they made more deontological judgments in concrete than abstract construal; however, this pattern reversed when participants evaluated the dilemmas after a delay.

D136
THE INFLUENCE OF TRUST AND EXPERTISE ON PERCEIVED EFFICACY IN PHARMACEUTICAL ADVERTISEMENTS WHEN ENDORSED BY DIFFERENT AUTHORITY FIGURES

Ashley M. Votruba^{1,2}, Virginia S.Y. Kwan¹

¹*Arizona State University*; ²*Sandra Day O'Connor College of Law*

This study examined the power of approval from different authorities in Direct-to-Consumer pharmaceutical advertisements. Results show that the effects of authority specialization depended on whether the authority was an individual or an organization when trust in the authority was made salient but not when relative expertise was made salient.

D137
THINKING BEYOND THE HERE AND NOW: MENTAL SIMULATION ACROSS PSYCHOLOGICAL DISTANCE

Natalie M. Wheeler¹, Eugene M. Caruso¹, Leaf Van Boven²

¹*University of Chicago*; ²*University of Colorado*

We investigated how people engage in mental simulation to traverse the four components of psychological distance. Across spatial, social, and temporal distance participants reported increased mental simulation for proximal events (low construal) than distal ones (high construal); however, the opposite pattern of mental simulation was found for hypothetical distance.

D138
RE-THINKING THE STRUCTURE AND FUNCTION OF THE MORAL FOUNDATIONS: HOW SOCIAL ENVIRONMENTS SHAPE MORAL COGNITION

Jen C. Wright¹

¹*College of Charleston*

Graham et al (2009) argues that moral judgments differ between liberals and conservative. We propose that conservatives are engaging in "motivated social cognition" and that the binding foundations are best understood, not as distinct forms of moral concern, but as indicators of the appropriate psycho-social boundaries of that concern.

D139
THE END-OF-TASK EFFECT IN RISKY DECISION MAKING: PERCEIVED TEMPORAL SCARCITY INCREASES RISK TAKING

Cai Xing¹, Yue Wen¹, Jiajie Cai¹, Jiale Chen¹

¹*Renmin University of China*

Regardless of the expected returns of the risky tasks, time perception of approaching an ending leads to an increased tendency to choose the risky alternatives as individuals were working through a set of investment decision tasks. This tendency was unlikely to be caused by fatigue or practice effect.

D140
CHASING GOOD DEALS: THE ROLE OF PRICES

Michael Zürn¹, Fritz Strack¹

¹*University of Würzburg*

Before choosing consumers evaluate two utilities: acquisition- and transaction-utility. For transaction-utility both sides of a trade-off are compared in terms of value. However, introducing monetary markers (e.g. prices) may increase the weight of transaction-utility. A set of studies indicate differences in judgment style and shifts in revealed preference structures.

Person Perception/Impression Formation

D141

EXPLORING SOCIAL PERCEPTION ASSUMPTIONS: IS CATEGORIZATION REALLY THE DEFAULT RESPONSE?

Joel R. Anderson¹, Leah M. Kaufmann¹, Xochitl de la Piedad Garcia¹

¹*Australian Catholic University; ²Australian Catholic University*

Social categorization is often assumed to be an automatic and inevitable process, but this assumption is largely unexplored. Participants generated a list of descriptors in response to target stimuli varying in their ethnicity, age and gender. Results suggest that social categorization is not the default response in social perception.

D142

IMPLICIT THEORIES AND ATTITUDES TOWARD OBESE PERSONS

Lisa A. Auster-Gussman¹, Jeni L. Burnette¹, Crystal L. Hoyt¹

¹*University of Richmond*

We examined how entity and incremental theories of weight relate to perceptions of obese individuals. Theories were unrelated to negative attitudes, but incremental theories interacted with body mass index in predicting self-concept evaluations. Results are discussed in terms of person perception, self-regulation and goal systems theory.

D143

NO HALOS FOR SEX OFFENDERS: AN EXAMINATION OF THE EFFECTS OF APPEARANCE AND GENDER ON THE PERCEPTION OF SEX OFFENDERS

Adam Austin¹, Karyn Plumm¹, Cheryl Terrance¹, Heather Terrell¹

¹*University of North Dakota*

The current study investigates judgments made about a teacher being accused of criminal sexual contact with a student. The study represents a 2 (gender of teacher) x 2 (gender of participant) x 3 (attractiveness of teacher: attractive, unattractive, no picture) factorial design.

D144

WHAT'S IN A LABEL: WHEN POLITICAL CORRECTNESS LEADS TO NEGATIVE PERCEPTIONS OF PEOPLE WITH SAME SEX ATTRACTIONS

Daria A. Bakina¹, Lindsay R. Kraynak¹, Ryan Todd¹

¹*Syracuse University*

Two studies investigated differences in perceptions of a group depending on the applied label. In Study 1, the label predicted differences on stereotype-relevant traits (e.g., gay men were rated as most dependent). In Study 2, label did not predict differences in attitudes, but, differences did emerge in attitudes toward gay men vs. lesbians.

D145

DOES THE LITTLE RED DRESS COMMUNICATE REPRODUCTIVE SUCCESS? WOMEN MORE LIKELY TO WEAR RED OR PINK AT PEAK FERTILITY

Alec Beall¹

¹*University of British Columbia*

Consistent with theoretical accounts suggesting that red is a sexual signal in women, two studies found that women are substantially more likely to wear red/pink clothing when at peak fertility. These findings suggest that female ovulation may be associated with a visually salient behavioral marker.

D146

OWNING UP TO YOUR MISTAKES: HOW BEING SELF-COMPASSIONATE OR SELF-CRITICAL IMPACTS OTHERS' JUDGMENTS ABOUT YOU

Steven R. Berry¹, Ashley B. Allen¹

¹*University of North Florida*

Although self-compassion is beneficial, society may encourage self-critical responses in moral violators. Participants read a scenario about an individual committing an immoral act who provided either a self-compassionate, self-critical, or no response. Findings showed that any response was better than no response. Additionally, participants rated self-critical Caucasian women more positively.

D147

STANDING TALL AND STRONG: THE ROLE OF PHYSICAL FORMIDABILITY IN THE ASSOCIATION BETWEEN HEIGHT AND LEADERSHIP PERCEPTION

Nancy M. Blaker¹, Thomas V. Pollet¹, Mark Van Vugt^{1,2}

¹*VU University Amsterdam; ²University of Oxford*

We examined the role of physical formidability in the relationship between height and leadership. Results show that muscularity is related to leader perception during competition, but that height is related to leader perception during cooperation and competition. Also, taller individuals can be perceived as leaders for other reasons than their physical formidability.

D148

REGAINING RESPECT: THE EFFECT OF ADMITTING TRANSGRESSIONS

Alexander Blandina¹, Emily Zitek²

¹*University of North Florida; ²Cornell University*

Students read about an athlete who was suspected of using steroids. Participants respected the athlete and thought he handled the situation better when he admitted to using steroids as compared to when he denied it. Possible reasons why people want others to admit their transgressions will be discussed.

D149

BELIEVE ME OR NOT: CREDIBILITY IN DECEPTION SCENARIOS

Geoff Bloom¹, Jordan Clark¹, Frank Bernieri¹

¹*Oregon State University*

Participants (46 male, 73 female) were recorded telling three lies and three truthful statements. Clips of these statements were randomized and shown to six judges who rated the credibility ("truthiness") of each statement. Measures of intelligence correlated significantly with credibility whereas verbal intelligence, emotional intelligence, and interpersonal sensitivity did not.

D150

MENTAL HEALTH JUDGMENTS: PERSPECTIVE-TAKING, VICARIOUS EMOTIONAL AROUSAL AND EMPATHY

Alyssa Boasso¹

¹*Tulane University*

Perspective-taking inversely predicted inferences of depression. A full double mediation model revealed that both empathy and dejection mediate the relation between perspective-taking and depression judgments. Perspective-taking positively predicted both dejection and empathy. Dejection positively predicted depression judgments while empathy did the opposite.

D151

IN THE FACE OF THREAT: PERCEPTION OF AGGRESSIVENESS AND DOMINANCE FROM NEUTRAL FACES BY YOUNGER AND OLDER ADULTS

Jasmine Boshyan¹, Leslie Zebrowitz¹, Robert Franklin¹

¹*Brandeis University*

From schoolyard playgrounds to battlefields, humans demonstrate that they are capable and willing to employ anti-social behaviors. In this study we found that both younger and older adults were able to accurately detect aggressiveness and dominance in neutral male faces and examined what facial cues they use in this process.

D152

DIVERGENT SOCIAL CONSEQUENCES OF EMOTION EXPRESSION FOR HIGH AND LOW POWER INDIVIDUALS

Reeva C. Bradley¹, Daniel A. Catterson¹, Oliver P. John¹

¹*University of California, Berkeley*

We examine the differential social consequences of negative emotion expressions for individuals high and low in social power. Social power not only was associated with reduced negative emotion word usage in written self-disclosures, but also attenuated the social consequences of engaging in negative emotion expression (i.e., reduced liking).

D153**CHILDREN UNDERSTAND POWER RELATIONSHIPS USING NONVERBAL CUES**Elizabeth L. Brey¹, Kristin Shutts¹¹*University of Wisconsin, Madison*

We tested whether 4-6-year-old children attend to nonverbal behaviors (posture, gaze, and facial expressions) when making inferences about social power. Children were able to determine who was “in charge” using only the nonverbal information contained in 30-second video clips of dyadic interactions between adults.

D154**DENSITY EFFECTS IN PERSON PERCEPTION AND PERSON MEMORY**Juliane R. Burghardt¹, Christian Unkelbach¹¹*University of Cologne*

Following the density hypothesis we show valence asymmetries in impression formation and person memory. Two studies show that positive information creates more coherent and consistent impressions whereas negative information has a memory advantage in recognition tasks. At the same time participants exhibit a response bias in favour of positive information.

D155**POLITICS OF THE FACE: THE ROLE OF SEX-TYPICALITY ON TRAIT ASSESSMENTS OF CANDIDATES**Colleen M. Carpinella¹, Kerri L. Johnson¹¹*University of California, Los Angeles*

We test the association between gendered facial cues and politician trait judgments. Among women, facial femininity increased with perceived competence for liberals, but decreased with perceived competence for conservatives. Among men, facial masculinity decreased with perceived warmth for liberals, but had no effect for conservatives.

D156**APPEARANCE-BASED STEREOTYPES DISTORT SOURCE MEMORY**Brittany S. Cassidy¹, Leslie A. Zebrowitz¹, Angela H. Gutchess¹¹*Brandeis University*

We examined how facial stereotypes distort memory, overriding memory for actual behaviors. Memory was least accurate when target behaviors were appearance-incongruent, and when the lure was appearance-congruent. This suggests that memories of others' behaviors can be distorted depending on the traits overgeneralized from facial stereotypes.

D157**DOES PERCEIVED POWER MODERATE THE OWN-AGE BIAS IN FACE RECOGNITION MEMORY?**Lindsay S. Castonguay¹, Christopher R. Poirier¹, Lincoln G. Craton¹¹*Stonehill College*

We explored the effect of power on the own-age bias (OAB) in face recognition memory by testing 52 participants in a recognition task. Young and old target faces were paired with high or low power occupational titles. Participants exhibited an OAB, but high power titles did not reduce the bias.

D158**NATURAL AMBIGUITIES: RACIAL CATEGORIZATION OF MULTIRACIAL INDIVIDUALS**Jacqueline M. Chen¹, David L. Hamilton²¹*University of California, Davis*; ²*University of California, Santa Barbara*

Internal motivation to control prejudice (IMS) facilitates accurate categorization of mixed race targets. Findings are consistent with previous work showing that high IMS leads to better detection of situations in which bias needs to be regulated.

D159**LISTEN, FOLLOW ME: CHANGES IN VOCAL PITCH PREDICT LEADER EMERGENCE**Joey T. Cheng¹, Jessica L. Tracy¹, Simon Ho¹, Joseph Henrich¹¹*University of British Columbia*

Converging research suggests that individuals with lower vocal pitch are preferentially selected as leaders. Building on these findings, we examined within-person changes in pitch during a social interaction. Results showed that individuals whose pitch deepened over time topped the social hierarchy, whereas those whose pitch heightened acquired lower rank.

D160**POLITICAL ACTIONS SPEAK LOUDER THAN POLITICAL RHETORIC: AN INVESTIGATION OF THE RELATIONSHIPS AMONG IDEOLOGY, HYPOCRISY, TRUSTWORTHINESS, FAVORABILITY, AND VOTEWORTHINESS**Brian A. M. Clark¹, Laurent M. Sean²¹*University of Oregon*; ²*University of Wyoming*

Understanding why politicians are viewed as hypocritical can provide insight into dynamics of partisan American politics. Two experiments test a model where perceivers' ideologies and politicians' attitude-behavior sequences interact to affect perceptions of targets' hypocrisy, trustworthiness, favorability, and voteworthiness. Further structural relations among the downstream variables are also specified.

D161**INVESTIGATING THE INFLUENCE OF LINGUISTIC STYLE ON PERCEPTIONS OF CREDIBILITY**Jordan D. Clark¹, Geoff A. Bloom¹, Frank J. Bernieri¹¹*Oregon State University*

A naïve panel of judges rated recordings of deceptive and truthful statements for perceived truthfulness (i.e., credibility). Transcripts were analyzed using LIWC, a text analysis software. Results indicate that an individual's linguistic style (e.g., cognitive complexity, use of future-oriented words) strongly predicts judgments of credibility.

D162**THE SELF-SERVING BIAS AND THE PERCEPTION OF ROMANTIC RELATIONSHIPS**Daniel D. Coppersmith¹, Meghan C. McLean², Jacob E. Bacher¹¹*Connecticut College*; ²*Rutgers University*

The current study examined how 213 participants' perceptions of their own romantic relationships affected their perceptions of another romantic relationship. Our results suggest that self-serving perceptions of one's own relationship can influence perceptions of other relationships.

D163**THE EMBODIED EFFECTS OF HIGH HEELS ON PERCEPTIONS OF POWER**Travis S. Crone¹, Christina Zahratka¹, Kelsey Bogaards¹¹*University of Houston-Downtown*

Women report wearing high heels to feel more powerful, confident, attractive and feminine. Testing for the embodied effects of high heels, participants completed an attitude-based survey either flat footed or mimicking high heels. Women in the embodied condition reported feeling the least powerful, while men reported feeling the most powerful.

D164**STRUCTURE OF PERCEIVER EFFECTS ACROSS DISTINCT LIFE DOMAINS**Michael L. Crowe¹, Dustin Wood¹¹*Wake Forest University*

We examined whether perceiver effects (tendencies to see others positively or negatively) are consistent across life domains. After having participants rate 20 different targets across six life domains, we conclude that perceiver effects were somewhat distinguishable across friend and work domains, but otherwise were extremely consistent across life domains.

D165**MOTHER KNOWS BEST: PERCEPTIONS OF MEN AND WOMEN AS PRIMARY CAREGIVERS**Grace Deason¹, Jennifer A. Fillo², Christopher M. Federico²¹University of Wisconsin - La Crosse; ²University of Minnesota

Prejudice toward mothers at work is mirrored by prejudice against fathers as primary caregivers. Study 1 found that characteristics of the “ideal parent” resemble those of an ideal mother. In Study 2, working fathers, but not working mothers, were expected to perform fewer parenting tasks than stay-at-home parents.

D166**FACIAL WIDTH-TO-HEIGHT RATIO IN EXPRESSIONLESS DISPLAYS OF INTIMIDATION**Matthew P. Deegan¹, Eric Hehman¹, Samuel L. Gaertner¹¹University of Delaware

People change their Facial Width-to-Height Ratio and observers respond. By spontaneously tilting their heads upward or downward, individuals posing as intimidating appeared to have a higher fWHR than when adopting a neutral pose. Further, targets posing with up or downward tilted heads were evaluated as more intimidating than non-tilted faces.

D167**THE EFFECT OF MIMICRY ON CHANGE BLINDNESS**Charles R. Ebersole¹, Carrie E. Hall¹, Kori L. Krueger¹, Michael L. Katz¹¹Miami University

This study investigated behavioral mimicry as a moderator of change blindness. Participants were either mimicked or not prior to encountering a change of interaction partner. Results showed that participants who were mimicked were more likely than participants who were not mimicked to notice that the interaction partner had changed.

D168**MALLEABILITY OF PERCEPTIONS OF WARMTH AND COMPETENCE: THE SUBTLE EFFECTS OF PRONOUNS**Jason D. Ferrell¹, James W. Pennebaker¹¹University of Texas at Austin

Can two people with content-identical emails be perceived differently if they subtly change their pronoun use? Study 1 provided evidence that peoples' natural pronoun use predicted how warm and competent they were perceived. Study 2 provided evidence that subtly manipulating pronouns changed how warm and competent people were perceived.

D169**SPATIAL FREQUENCY INFORMATION AND THE PERCEPTION OF ANGER BY OLDER AND YOUNGER ADULTS**Robert G. Franklin¹, Leslie A. Zebrowitz¹, Kestutis Kveraga²¹Brandeis University; ²Massachusetts General Hospital

Older adults (OA) show deficits in recognizing threatening facial expressions and in perceiving low spatial frequencies, which communicate facial threat. We found that OA emotion perception deficits in perceiving anger were primarily based due to deficits in perceiving low spatial frequencies, providing a possible mechanism for OA emotion perception deficits.

D170**THE INFLUENCE OF COMPETITION/COOPERATION AND AFFECTIVE STATE ON THE IMPRESSION OF A SMILE**Ken Fujiwara^{1,3}, Ikuo Daibo²¹Osaka University; ²Tokyo Future University; ³Japan Society for the Promotion of Science

We examined how competition/cooperation and positive/negative affect influence the impression of a smile. Results showed that compared to participants primed for cooperation, those primed for competition exhibited reluctance toward interaction with a smiling person if positive affect was induced. However, participants were willing to interact if negative affect was induced.

D171**SPARE THE ROD, DAMN HUMANITY: EXTERNAL EXPLANATIONS INCREASE COMPASSION FOR TRANSGRESSORS WHILE REDUCING FAVORABLE IMPRESSIONS OF HUMANITY**Phillip D. Getty¹, Michael J. Gill¹¹Lehigh University

A core finding of attribution theory is that external explanations evoke compassion for transgressors. We present evidence suggesting that these same explanations simultaneously contribute to a cynical view of humanity. However, we also find that reminding people of their own humanity seems to disrupt this newly discovered external explanations/cynicism link.

D172**“THE PEOPLE WHO LIKE ME ARE BEAUTIFUL”: THE EFFECTS OF RECIPROCITY OF LIKING ON PERCEIVED FACIAL SYMMETRY**Ellen R. Gordon¹, Mark D. Alicke¹¹Ohio University

The current study demonstrated the possible influence of reciprocity of attraction on perceptions of physical attractiveness. When participants found out that another person liked them, they reported liking that individual more and recalled that individual as being more attractive by indicating that an enhanced photo was their real picture.

D173**PLEASING EVERYONE OR PLEASING NO ONE? STRATEGIES USED TO MANAGE THE MULTIPLE AUDIENCE PROBLEM**Stephanie C. Grah¹, Beth A. Pontari¹¹Furman University

Attempting to simultaneously make a desirable impression on people who have different expectations or preferences (the multiple audience problem – MAP) is a common but potentially difficult social situation to navigate. Through scenario questions, we filled a gap in the literature by identifying what strategies people use to manage the MAP.

D174**IT COULD HAVE BEEN ME: EFFECTS OF SELF-AWARENESS AND JUST-WORLD BELIEFS IN VICTIM BLAME**Yael Granot¹, Emily Balcetis¹, James S. Uleman¹¹New York University

We explore the contributions of just-world beliefs and focus on the self in victim blame. We find that the interaction of self-focus and just world beliefs produces the highest blame assessments. We suggest that direct threat to the self is a necessary and unique component in the blaming of victims.

D175**HOW DO I KNOW YOU? THE ROLE OF NORMATIVE AND IDIOGRAPHIC FACIAL CUES IN IMPRESSION FORMATION**Gül Günaydin¹, Vivian Zayas¹, Emre Selcuk¹, Cindy Hazan¹¹Cornell University

How do normative cues of trustworthiness (narrower face) and idiographic cues (resemblance to known others) influence snap judgments? When novel men resembled a romantic partner, both resemblance and facial width independently influenced judgments of liking. However, when novel men resembled a newly met acquaintance, only facial width influenced judgments.

D176**ACCURACY OF JUDGING AFFECT AND PERSONALITY: THE RELATIONSHIP BETWEEN FEAR AND NEUROTICISM**Sarah D. Gunnery¹, Judith A. Hall¹¹Northeastern University

We investigated two accuracies rarely studied together: accuracy in judging personality and accuracy in judging affect. Accuracy of identifying fear and judging neuroticism in the same encoders was correlated, $r(120) = .26, p < .05$. This is the first evidence showing that accuracies in these domains have commonalities.

D177**IMPLICIT AFFECTIVE EVALUATIONS OF OTHERS VARYING ON SOCIAL STATUS**Ivo Gyurovski¹, Jasmin Cloutier¹¹*University of Chicago*

In order to test whether high and low social status targets are implicitly construed positively or negatively, participants took part in an implicit affective priming procedure using faces varying on social status. Results indicate that participants responded significantly faster during congruent trials (high status-positive word) relative to incongruent trials.

D178**POWER AND ACCURATE PERSON PERCEPTION: A META-ANALYSIS**Judith A. Hall¹, Marianne Schmid Mast², Ioana-Maria Latu²¹*Northeastern University*; ²*University of Neuchatel, Switzerland*

A meta-analysis (91 studies) was conducted on the relation between several definitions of social power and people's accuracy in remembering or interpreting the behavior of others. Results were generally weak, heterogeneous, and differed according to the methods used. Methodological inconsistencies and weaknesses pose a challenge in this area of research.

D179**IMPRESSIONS OF WORLD OF WARCRAFT (WOW) PLAYERS FROM AVATARS AND USERNAMES**Gabriella M. Harari¹, Lindsay T. Graham¹, Samuel D. Gosling¹¹*The University of Texas at Austin*

We examined impressions formed of World of Warcraft players (N=303) based on players' avatars, usernames, and a combination of both. Consensus and accuracy of impressions formed by WoW-users (N=3) and non-users observers (N=5) were examined. A lens model analysis highlighted cues that were used and diagnostic of target personality.

D180**OLD RELIABLE OR EVIL WEASEL: FACIAL HAIR, BEHAVIORAL EXPECTATIONS, AND RELATIONSHIP INTEREST**Christopher L. Harriman¹, Michael R. Baumann¹¹*The University of Texas at San Antonio*

Research examining facial hair's impact on impression formation has focused on masculinity and perceptions associated therewith. However, a recent study found several trait ratings varied by type of facial hair independently of perceived masculinity. The current effort replicated these findings and extended them to specific behavioral expectations and relationship interest

D181**ROLE OF MORALITY PERCEPTION IN MORAL TYPECASTING**Takaaki Hashimoto^{1,2}, Kaori Karasawa¹¹*The University of Tokyo*; ²*Japan Society for the Promotion of Science*

We compared moral patency perceptions of three characters: agent with a moral motive, agent with a non-moral motive, and moral patient. Stronger moral typecasting emerged with the agent with a moral motive. Further analysis indicated an interaction effect of perceived morality and agency on moral patency.

D182**SMILING AND ANGRY WRINKLES – THE IMPACT OF AGING ON THE CLARITY OF EMOTIONAL FACIAL EXPRESSIONS**Ursula Hess¹¹*Humboldt-University, Berlin*

As we age, wrinkles and folds develop in the face. These wrinkles and folds typically resemble emotion displays – such as wrinkles around the eyes that mimic the wrinkles in laughing and those between the eyes that mimic frowning. This implies that the wrinkles and folds in elderly faces can interfere.

D183**PROACTIVE INTERFERENCE (PI) EFFECTS OF SPONTANEOUS TRAIT INFERENCES: EVIDENCE FROM TWO CLASSIC PI DESIGNS**Nancy C. Higgins¹, Jennifer L. Bennell¹, Daniella DaPonte¹, Aaron Michaux¹, Yuanbo Wang², Douglas Vipond¹, James S. Uleman²¹*St. Thomas University*; ²*New York University*

Two classic proactive interference designs were used in two separate experiments to investigate spontaneous trait inferences (STIs). The structure of the trials in the two designs (Brown-Peterson, and Ascoli & Schmidt, 1969) is different, but both designs revealed clear evidence of proactive interference using stimuli pretested to produce STIs.

D184**WHEN ARE APOLOGIES EFFECTIVE: A META-ANALYSIS ON THE OUTCOMES OF APOLOGIES**Krista M. Hill¹, Randall Colvin¹, Tracy Conlon¹¹*Northeastern University*

Three meta-analyses examined the relation between apologies and victims' (1) forgiveness, (2) attributions of positive qualities to the apologizer, and (3) positive emotions toward the apologizer. The relation between apology and outcome was significant in all three analyses. Significant moderators included offers of compensation, empathy, and acknowledgment of violated norms.

D185**CUTE LITTLE THINGS: AN INVESTIGATION INTO THE OBJECTIFICATION OF CHILDREN**Elise Holland¹, Nick Haslam¹¹*University of Melbourne*

While the negative ramifications of objectifying adults are well established, little research has examined whether children can also be objectified. The present study sought to address this gap, investigating the impact of target age and clothing type on attributions of mind and moral status.

D186**THOU SHALL NOT COMPARE: COMPARISON NEGLECT IN LAYPEOPLE**Vera Hoorens¹¹*University of Leuven*

Revealing that laypeople are unaware of the comparative nature of human judgment, participants endorsed non-comparative self-descriptions more than comparative ones, agreed more with statements describing men and women independently than with gender comparisons, and judged individuals who described men and women non-comparatively more favorably than individuals who explicitly compared genders.

D187**ROMANTIC PROCESSES IN PERSON PERCEPTION**Lucy Hunt¹, Paul Eastwick¹¹*University of Texas at Austin*

The current study is the first to examine whether romantic impressions systematically differ across rating context (photographs vs. face-to-face). As predicted, in the concrete (i.e., face-to-face) context, social relations model analyses revealed that participants demonstrated less assimilation, more consensus, and more unique variance relative to the abstract (i.e., photographic) context.

D188**BEING THE TARGET OF SCHADENFREUDE AND EMPATHIC CONCERN: THE IMPACT OF PERCEIVED HOSTILE AND PROSOCIAL EMOTION ON PERSON PERCEPTION**Kyu Hee Jung¹, Kaori Karasawa¹¹*University of Tokyo*

The current study examined whether people can perceive other persons' schadenfreude and empathic concern when they are experiencing misfortune. Also the mechanism of how the inferred intentions by

perceiving emotions influence impression of the counterpart on the two dimensions of person perception (warmth and competence) was demonstrated.

D189**OBSERVERS' INFERENCES FROM MIMICRY ABOUT TARGET'S TRUSTWORTHINESS DEPEND ON MODEL'S MORAL REPUTATION AND TARGET'S KNOWLEDGE ABOUT IT**

Liam C. Kavanagh¹, Giti Bakhtiari^{2,3}, Christopher L. Suhler¹, Rob Holland², Patricia S. Churchland¹, Piotr Winkielman¹

¹University of California, San Diego; ²Radboud University Nijmegen; ³University of Wuerzburg

Poster presents experiments on inferences drawn from watching mimicry in a third-party dyadic interaction. Results show that inferences are complex, as inferences from mimicry are moderated by previous information about the parties involved, as well as the knowledge state of the mimics. Implications for theory are discussed.

D190**I DON'T KNOW WHAT I SAW, BUT I KNOW WHAT HAPPENED: STORY PERCEPTION WITHOUT CONSCIOUS AWARENESS**

Naoaki Kawakami¹, Fujio Yoshida²

¹University of Tsukuba; ²Tokyo Seitoku University

We demonstrated that story perception occurs without conscious awareness. In the experiments, participants were subliminally presented with sequential pictures that represented a certain story. Although the participants could not report having seen the pictures, their automatic mental associations were shifted to line up with the story.

D191**NAME BIAS IN 'AMERICANNES' PERCEPTIONS AND WHO SHOULD BE GRANTED U.S. CITIZENSHIP**

Dushiyanthini Kenthirarajah¹, Gregory M. Walton¹, Geoffrey L. Cohen¹

¹Stanford University

Names can signal cultural affiliation and powerfully shape social judgments. Ethnic minorities were viewed as more American when they had an Anglo first name than ethnic name. This effect was stronger for immigrants than U.S. Citizens. People were more willing to grant U.S. Citizenship to legal immigrants with Anglo names.

D192**A PSYCHOPHYSIOLOGICAL STUDY OF POSITIVE EXPECTANCY VIOLATIONS**

Peter Khooshabeh^{2,1}, C. Brooks Volkman¹, Kyle O'Donnell¹, Marlo Verket¹, Jonathan Gratch², Jim Blascovich¹

¹University of California, Santa Barbara; ²University of Southern California, Institute for Creative Technologies

Participants viewed either Black or White individuals responding to job interview questions in British or California accents. As expectancy violation theory hypothesized, Blacks with a British-accent evoked more positive evaluations. However, physiological results suggest that accent evoked non-conscious motivational processes in the opposite direction.

D193**ACCURACY AND BIAS EYE GAZE MEMORY: ROLE OF SOCIAL ECOLOGY AND MOTIVATION**

Sarah A. Lamer¹, Max Weisbuch², Annemieke Lagerwaard², Brett Ford³, Masako Kikuchi²

¹Connecticut College; ²University of Denver; ³University of California, Berkeley

The present study tested whether people can remember others' eye-gaze and how emotional context might shape eye-gaze memory. Participants were able to remember faces for eye-gaze regardless of facial emotion. However, participants exhibited a clear bias toward thinking that faces had direct-gaze.

D194**AUTOMATIC AND CONTROLLED PROCESSES IN SPONTANEOUS TRAIT INFERENCE (STI) AND TRANSFERENCE (STT)**

Hajin Lee¹, James S. Uleman¹

¹New York University

We analyzed valence effects for both spontaneous trait inference (STI) and transference (STT), using PDP analyses in a false recognition paradigm. Both controlled and automatic processes contributed to STI and STT. Different valence effects occurred for each, and the contributions of automatic and control processes to these effects differed.

D195**ECOLOGICAL ESSENTIALITY AND VALIDITY OF CULTURAL TOTEMS AND STEREOTYPES**

Yueh-Ting Lee¹, Sydney Chan¹, Krystal Jing. Chen¹

¹University of Toledo

Accuracy and inaccuracy/bias have been major issues in personality and social psychology for over half a century. Based on the EPA (evaluation-potency-accuracy) model, Lee and colleagues' two studies quantitatively and qualitatively demonstrate ecological accuracy and cultural validity of totems and human stereotypes.

D196**HOLISTIC JUDGMENTS OF FACIAL ATTRACTION**

Jerome A. Lewis¹, Rowland S. Miller¹

¹Sam Houston State University

This study suggests there is a difference in the judgments of facial attraction for specific parts of the face depending on the sex of the judge. Certain facial features may play different roles for males and females in judging attractiveness. Attraction ratings suggest a holistic approach in making judgments.

D197**SOCIAL STATUS AND ATTENTION ALLOCATION**

Tianyi Li¹, Jasmin Cloutier¹

¹University of Chicago

The current research provides direct evidence of the top-down influence of perceivers' social status on attention allocation using a dot probe task. An interaction between gender and subjective status was found, suggesting distinct mechanisms for status perception as a function of gender.

D198**DELIBERATE CHANGES TO GENDERED BODY MOTIONS INFLUENCE BASIC SOCIAL PERCEPTIONS**

David J. Lick¹, Kerri L. Johnson¹

¹University of California, Los Angeles

In two studies, deliberately gendered body motions altered basic social perceptions. Perceivers were most accurate when categorizing the sex and sexual orientation of targets who enacted gender-typical gaits, followed by natural, accelerated, and gender-atypical gaits. Perceivers were especially likely to miscategorize lesbian/gay targets who altered their gaits.

D199**SAVING FACE: CONCERNS ABOUT GROUP IMPROVEMENT INFLUENCE REACTIONS TO WHISTLEBLOWERS**

Penelope Lockwood¹, Nadia Y. Bashir¹, Alison L. Chasteen¹, Beatrice Bejan¹, Man-On Tong¹, Leah McSpadden¹

¹University of Toronto

Four studies examined reactions to whistleblowing. Participants derogated the whistleblower but also expressed concern about group improvement (Studies 1 and 2), particularly when the whistleblowing implicated their group (Study 3) and the wrongdoing was exposed publicly (Study 4). The perceived threat of the whistleblowing to participants' group mediated these effects.

D200**SOCIAL PERCEPTION OF MOTIVATIONS AND HAPPINESS FOR PURCHASES**Lea M. Lunden¹, Ryan T. Howell¹¹*San Francisco State University*

Motivations behind material and experiential purchases are investigated. Based on judges' evaluations of a recent purchase, material consumption is perceived as more extrinsically motivated and to lead to less happiness during reflection. We conclude that the perceptions of material, as opposed to experiential, purchases are relatively unfavorable.

D201**SEEING BENEATH THE SKIN: OBSERVERS ACCURATELY PERCEIVE OTHERS' AFFECTIVE EXPERIENCE AND STRESS PHYSIOLOGY DURING THE TRIER SOCIAL STRESS TEST**Ashley E. Mason^{1,3}, Charles Raison¹, David A. Sbarra¹, Matthias R. Mehl¹, Thaddeus W. W. Pace²¹*The University of Arizona*; ²*Emory University*; ³*VA Palo Alto Healthcare System*

Data indicated that observers accurately perceived targets' (1) self-reported (SR) tension and (2) stress physiology (Interleukin-6; IL6) during the Trier Social Stress Test. The latter correlation held after accounting for target SR, suggesting that observers accurately perceived not only target SR tension, but also what targets did not accurately perceive (target IL6 levels).

D202**THE INFLUENCE OF A TARGET'S HAIR LENGTH AND COLOR ON ATTENTIONAL FOCUS**Hillary B. Manning¹, David C. Matz¹, Paul Rebman²¹*Augsburg College*; ²*Macalester College*

We tested the hypothesis that variants in hair length and color might influence how perceivers attend to different features of a female target. The preliminary results of an eye tracking study indicate mid-length hair and darker hair is associated with increased attention to facial features.

D203**CREEPINESS**Francis T. McAndrew¹, Sara S. Koehnke¹¹*Knox College*

An online survey (N=1341) revealed that males are creepier than females and that females associate creepiness with sexual threat. Behavioral unpredictability and some occupations and hobbies are predictors of creepiness as well. Being "creeped out" may be an adaptive emotional response to uncertainty about the presence of threat.

D204**IMPRESSION GENERALIZATION IN GROUPS: JUDGED BY THE COMPANY YOU KEEP**Timothy C. McCall¹, Megan K. McCarty¹, Donal E. Carlston¹¹*Purdue University*

We investigated whether impressions of one group member generalize to other members. As hypothesized, the more members of a group implicated by a trait-implying description, the more likely non-implicated group members were viewed as having the implied trait; entitativity did not matter. Both misremembering and "guilt by association" contribute to the effect.

D205**ABOUT CHARMING MEN AND TOUGH WOMEN: STEREOTYPE INCONSISTENCY CAN HAVE POSITIVE CONSEQUENCES**Maartje Meijs¹, Joris Lammers¹, Kate Ratliff²¹*Tilburg University*; ²*University of Florida*

Three studies show that stereotype-inconsistent behaviors are not always judged more negatively than stereotype-consistent behaviors. Inconsistency can also be seen as positive. When slight immoralities are inconsistent with gender roles, this inconsistency is experienced

as creative and smart and therefore the behavior is seen as less unacceptable.

D206**TO B.S. OR NOT TO B.S.: BULLSHIT AS A STRATEGY FOR IMPRESSION MANAGEMENT**Matthew R. Montoya¹, Jack Bauer¹¹*University of Dayton*; ²*University of Dayton*

Philosophers have defined bullshitting as speaking for the purpose of impression management rather than veracity (Frankfurt, 2005). Results from two studies confirmed the expectations of philosophers, such that bullshitting was associated with (a) restored self-esteem after rejection and (b) more positive evaluations in the eyes of others.

D207**PICTORIAL REPRESENTATIONS OF DISPOSITIONAL INFERENCES**Sanne Nauts¹, Ron Dotsch¹, Oliver Langner², Daniel H.J. Wigboldus¹¹*Radboud University Nijmegen*; ²*Friedrich Schiller University Jena*

Using a Reverse Correlation Image Classification Task and a new Compose-a-Face-Task, we reveal that perceivers form inferences of behavior that are apparent in their mental image of a target. Data driven, pictorial measures such as these may allow researchers to more fully capture the complexity of first impressions.

D208**CULTURAL DIFFERENCES IN CROSS-RACE EFFECT AND OWN-GROUP BIAS IN FACE RECOGNITION**Andy H. Ng¹, Jennifer R. Steele¹¹*York University*

We investigate cultural differences in the cross-race effect (CRE) and the own-group bias (OGB) in face recognition. Consistent with cultural psychological theories, we found that European Canadians (ECs), but not East Asian Canadians (EACs), exhibited the OGB and the degree of CRE was marginally smaller among EACs than among ECs.

D209**DISCREPANCY BETWEEN SELF AND FRIENDS' PERCEPTIONS OF NARCISSISTS' PERSONALITY CHARACTERISTICS**Sun Park¹, C. Randall Colvin¹¹*Northeastern University*

Narcissists' self- and friend-perceptions of personality were compared. Narcissists' self-ratings were very positive whereas friends' ratings were relatively negative. Both self and friends rated narcissists high on agency but the results for communion were less clear.

D210**SHE LOVES ME, SHE LOVES ME NOT: MINDSET INFLUENCES TEMPORAL STABILITY OF EVALUATIONS BASED ON MIXED-VALENCED IMPRESSIONS OF A SOCIAL TARGET**Steven S. Parkin¹, Robin R. Vallacher¹¹*Florida Atlantic University*

Evaluations based on mixed-valence impressions of a social target are influenced by the mindset under which initial impressions are formed, challenging perceiver's ability to form and maintain a stable evaluation over time. From a dynamical systems perspective, high-level impressions function as "attractors" that constrain the influence of contradictory information.

D211**SEX AND FASHION: MEDIATING THE EFFECTS OF RED AND BLACK ON PHYSICAL ATTRACTIVENESS**Adam D. Pazda¹, Andrew J. Elliot¹¹*University of Rochester*

We tested the hypothesis that wearing red or black, relative to white, clothing would bolster women's attractiveness ratings from men, but two separate mechanisms would be responsible for this effect. Results indicated that perceived sexual receptivity mediated the red-attraction effect, and perceived fashion mediated the black-attraction effect.

D212**THE EFFECT OF SELF-CONTROL ON DISCRIMINATION AGAINST VARIOUS GROUPS**W. Q. Elaine Perunovic¹, Mihailo Perunovic²¹University of New Brunswick; ²St. Thomas University

This study experimentally manipulates self-control to assess its effect on discrimination. Lower self-control led to less discrimination towards controllable stigma groups, more discrimination towards uncontrollable stigma groups, and no difference towards stigma irrelevant groups. Implications are discussed in terms of the role of empathy and depth of processing in discrimination.

D213**THE IMPACT OF RACIAL AND CONTEXTUAL CUES ON REAL-TIME EMOTION CATEGORIZATION PROCESS**Devin R. Pierce¹¹Texas A&M University - Commerce

In the current work, we asked if racial and contextual cues signaling threat might impact real-time processes involved with categorizing emotional expressions displayed by others? Our results provide evidence that these cues can work synergistically and impact real-time emotion categorization processes.

D214**RESTORING BALANCE WITHIN COGNITIVE UNIT OR DESERVINGNESS EVALUATION? THE ROLE OF ATTITUDES AND DESERVINGNESS IN SHAPING EMOTIONAL REACTIONS TO OTHERS' OUTCOMES**Agnieszka Pietraszkiewicz¹¹University of Social Sciences and Humanities, Warsaw

Based on Heider's theory I presumed that personal attitudes are stronger predictors of emotional responses to others' outcomes than deservingness evaluation. I manipulated outcome, attitude and deservingness experimentally, and measured specific emotions. It appeared deservingness to play a secondary role in eliciting joy and sorrow when interpersonal attitudes were involved.

D215**THE CORNERED CAT: PERCEIVING HYPOCRISY IN RESPONSE TO SOCIAL THREATS**Willie J. Hale¹, David R. Pillow¹¹University of Texas at San Antonio

Participants considered instances of others' hypocritical behavior and answered items assessing the degree to which the hypocrite's violation of Fiske's five core social needs (BUCET) influenced their perceptions of hypocrisy. A five-factor model emerged, confirming Fiske's model and providing new insights into motivations underlying moral outrage and perceptions of hypocrisy.

D216**PERSONAL AND COLLECTIVE SELF-ESTEEM MODERATE THE VISUAL REPRESENTATION OF INGROUP MEMBERS**Kyle G. Ratner^{1,2}, Ron Dotsch³, Daniel H. J. Wigboldus³, David M. Amodio²¹The Ohio State University; ²New York University; ³Radboud University Nijmegen

Recent research suggests that people visually represent ingroup members as more trustworthy than outgroup members. We demonstrate that this effect is moderated by self-esteem. Specifically, people with greater personal self-esteem and three forms of collective self-esteem (private, identity, and membership) formulated more trustworthy ingroup, but not outgroup, visual representations.

D217**REPRESENTING AND CONTROLLING OTHER MINDS**Travis A. Riddle¹, Betsy Sparrow¹¹Columbia University

Writing about a fictional character is an underexplored psychological phenomena. We report data from a series of studies in which participants were randomly assigned to write about characters viewed from different perspectives. Results indicate that perceived difficulty of writing is an important determinant numerous measures of interest.

D218**FOCUS, ACTIVATE, AND BIND (FAB): A 3-STAGE MODEL OF SPONTANEOUS TRAIT INFERENCE**SoYon Rim¹, James S. Uleman²¹Harvard Kennedy School; ²New York University

A 3-stage model of spontaneous trait inferences (STIs) highlights the flexibility of STI. An initial mindset focuses STIs' function and differentially affects activation and binding stages. For example, an affiliation goal leads to a general focus on traits at activation and then to greater binding of positive than negative

D219**INCREASED FACIAL CONTRAST MAKES FACES LOOK YOUNGER AS WELL AS MORE FEMININE**Richard Russell¹, Aurélie Porcheron², Emmanuelle Mauger²¹Gettysburg College; ²CE.R.I.E.S. – the CHANEL R&T research center on healthy skin

Facial contrast is greater in female faces than male faces and is exaggerated through cosmetics (Russell 2009). Here we show that facial contrast decreases with age, and artificially increasing facial contrast makes a face look younger, demonstrating that facial contrast is a cue for perceiving age as well as gender.

D220**WHEN (GROUP) SIZE MATTERS: ATTENTION THEORY AND THE FORMATION OF MINORITY STEREOTYPES**Dario L. M. Sacchi¹, Jeffrey W. Sherman¹¹University of California, Davis

Society commonly ascribes stronger stereotypes to minority compared to majority groups; our research suggests that basic learning mechanisms underlie this disparity. After encountering two new groups of different size, participants formed stronger stereotypes about the smaller one. Additionally, these beliefs were more resistant to change when faced with disconfirming evidence.

D221**JUDGED BY THE COMPANY ONE KEEPS: TRAIT INFERENCES ON THE BASIS OF THE SIZE OF SOMEONE'S SOCIAL NETWORK**Gillian M. Sandstrom¹, Mark Schaller¹, Jeremy C. Biesanz¹¹University of British Columbia

A study assessed the extent to which personality traits are inferred from the size of someone's social network, and compared inferences to actual correlations between traits and social network size. Results indicate that people perceive social network size to be broadly diagnostic of personality (even though it actually isn't).

D222**THE ROLE OF LANGUAGE IN PREDICTING INTERPERSONAL PERCEPTION**Carson J. Sandy¹, Eliane M. Boucher²¹The University of Texas at Austin; ²The University of Texas of the Permian Basin

The present study investigated the role of language in interpersonal perception. Unacquainted same-sex dyads participated in an online chat in which each person was assigned a dominant or subordinate role. Results revealed that the degree to which conversation partners matched each other's language predicted greater accuracy in interpersonal perceptions.

matched each other's language predicted greater accuracy in interpersonal perceptions.

D223**VALENCE AND FLUENCY IN STEREOTYPE (DIS)CONFIRMATION**

Lisa Schubert¹, Giti Bakhtiar¹, Thorsten Erle¹, Sascha Topolinski¹, Fritz Strack¹

¹*University of Wuerzburg*

Stereotype confirmation should lead to more positive target evaluations than disconfirming information due to semantic coherence and fluency. Stereotype (in)consistency was manipulated orthogonally to valence of stereotypes and (dis)confirming information (e.g., aggressive vs. caring hooligan; caring vs. aggressive nurse). Across three experiments only valence and not consistency influenced target evaluations.

D224**IT'S NOT WHAT YOU SAY, IT'S HOW YOU SAY IT: EMPLOYABILITY AND LANGUAGE USE ON FACEBOOK**

Graham G. Scott¹, Gillian Bruce²

¹*University of Bedfordshire*; ²*University of the West of Scotland*

We investigated the language used in Facebook posts, rather than the content of the posts themselves. Profile owners using correct language were rated higher on measures of task attractiveness than those using misspelled words or text speak. These findings highlight an important aspect of social networking relating to employability.

D225**RACE-BASED FACIAL FEATURES INFLUENCE ASCRPTIONS OF HUMANITY**

Pirita E. See¹, Kurt Hugenberg¹

¹*Miami University*

In four studies, we investigated whether subtle race-based facial cues influence ascriptions of humanity outside of participants' awareness. White participants judged chimpanzee faces morphed inconspicuously (30 % morph) with Black human faces as having less humanlike traits than White-morphed faces, without being aware that the faces were morphed stimuli.

D226**EVIDENCE OF COMBAT ADAPTATIONS: THE VISUAL AND AUDITORY ASSESSMENT OF FIGHTING ABILITY**

Aaron Sell¹

¹*Griffith University*

Animals with an evolutionary history of aggression are likely to have been designed by natural selection to assess fighting ability in their conspecifics. Here I argue that humans assess fighting ability through at least three channels: visual assessment of the body, visual assessment of the face, and auditory assessment of the voice.

D227**PERCEIVED DIMENSIONS OF ANIMALS**

Verónica Sevillano¹, Susan T. Fiske²

¹*Autónoma University of Madrid*; ²*Princeton University*

Three studies applied the Stereotype Content Model (SCM; Fiske, Cuddy, Glick, & Xu, 2002) to animals. Using multidimensional scaling and cluster analysis, 25 animals clearly reproduced SCM dimensions. These results extend the applicability of warmth and competence as dimensions of social perception to nonhumans.

D228**YOU'RE MEAN, HE'S NICE: VISUAL ATTENTION DURING IMPRESSION FORMATION**

Amanda Sharples¹, Amanda Williams², Corey Lipman², Jennifer R. Steele²

¹*University of Toronto*; ¹*University of Toronto*; ²*York University*

Across two studies participants' visual attention was monitored as they assigned valenced attributes to White and Black targets. Differences emerged with White participants giving greater visual attention to White child and adult targets (study 1 & 2) during negative trials and to Black adult targets during positive trials (study 2).

D229**PERCEPTIONS OF SEX OFFENDERS: IMPACT OF TYPE OF SEX OFFENSE, HISTORY OF SEXUAL ABUSE, AND FREQUENCY OF OFFENSE**

Shannon M. Sommer¹, Karyn M. Plumm¹

¹*University of North Dakota*

This study investigated the effects of a history of sexual abuse, the type of sexual offense (statutory vs. forcible rape), and frequency of offense on perceptions of sex offenders. Results indicated increased victim blame in statutory rape conditions and increased conviction, registration, imprisonment, and institutionalization ratings in forcible rape conditions.

D230**THE NARCISSIST YOU LOVE: CORRELATES OF ROMANTIC PARTNERS' JUDGMENTS OF WILLFUL AND HYPERSENSITIVE NARCISSISM**

Jana S. Spain¹

¹*High Point University*

How do narcissists' romantic partners view them? Targets, their spouses and dating partners provided ratings of narcissism, the Big Five, self-esteem, affect, attachment, and social skills. Narcissists' partners' described them as neurotic, disagreeable, introverted, unhappy, insecurely attached individuals with low social skills. Implications for understanding narcissism and relationships are discussed.

D231**MORE FUN, BUT LESS RELIABLE: IMPRESSIONS OF PROMOTION AND PREVENTION-FOCUSED TARGETS**

Jennifer R. Spoor¹

¹*La Trobe University*

This study examined observers' perceptions of regulatory focus and found that promotion-focused targets were rated as more open, extraverted, and emotionally stable—but less conscientious—than prevention-focused targets. Some differences were larger for ingroup targets. Perceivers view promotion and prevention differently and may be less positive toward prevention-focused ingroup members.

D232**SELF REFLECTION: AN EYE MOVEMENT STUDY OF HOW WE LOOK AT OURSELVES AND OTHERS**

Chris N.H. Street¹, Richard C. Clark¹, Beau Lotto¹, Francis Rice¹, Daniel C. Richardson¹

¹*University College London*

Participants were shown movies and pictures of faces, including one of their own. We tracked their gaze, measured how long they looked at eye and mouths, and administered a range of individual difference measures. The way participants looked at themselves and others was influenced by their' sex, mood and personality.

D233**NICE BUT DUMB, OK. NICE BUT MEAN....??!! INCONSISTENCY ACROSS TRAIT DIMENSIONS INDIVIDUATES OTHERS**

Jillian K. Swencionis¹, Susan T. Fiske¹

¹*Princeton University*

Inconsistency within a single trait dimension (warmth or competence) is confusing (judged surprising and inconsistent), so it should limit individuation, defined as forming a responsive impression. Warmth, the primary dimension, determines impressions only when inconsistency spans trait dimensions, allowing individuation, not true for inconsistency within dimensions, which allows only averaging.

D234**SPEED OF MOTION IS ASSOCIATED WITH ASSERTIVENESS IN PERSON PERCEPTION**

Nassim Tabri^{1,2}, Michael Conway^{1,2}

¹*Concordia University*; ²*Center for Research in Human Development*

In social interactions, the speed of a target individual's non-verbal behavior provides observers with information about the target's interpersonal characteristics. This study demonstrates that ratings

of assertiveness and warmth vary according to the target's speed of movement. Slower and faster moving targets were rated as more assertive and less warm.

D235**THE INFLUENCE OF TWO PERFORMERS' GAZE AND VERBAL ADDRESSING ON PARA-SOCIAL INTERACTION AND IMPRESSIONS FROM VIEWERS**

Takao Funato¹, Koji Hasegawa², Tetsuo Naito³, Minoru Karasawa¹
¹Nagoya University; ²Shinshu University; ³Fukushima College

This study empirically examined how the two newscasters' gaze and verbal addressing affect viewers' impressions about the newscasters. Participants were asked to watch a news video featuring the two newscasters, and rated more positively when the newscasters gazed at and talked to the viewers than when they did not.

D236**HUMAN SEXUAL SIGNALING: ON SIGNALING CHANNELS, MALE SEXUAL INTENTS, AND FEMALE SOCIOSEXUAL ORIENTATIONS**

Chia Niap Tan¹, Fen-Fang Tsai¹

¹National University of Singapore

Successful mating hinges upon successful sexual signaling. This study manipulates three components that collectively encompass human male-to-female sexual signaling: signaler intention, signaling channel, and sociosexual orientation. Results show that contextually-appropriate male sexual intent and inferred male mate quality were most preferred, and sexually promiscuous females were most selective in mating.

D237**IDENTIFYING TYPES OF SITUATIONS IN TWO CULTURALLY DIVERSE SAMPLES**

Brittany M. Thompson¹, Ashley Jones¹, Ryne A. Sherman¹

¹Florida Atlantic University

Self-reported characteristics of recently experienced situations were analyzed using data collected from one U.S. sample and one Indian sample. Inverse factor analyses indicate the existence of distinct situational properties or factors across both cultures. Results reported could help elucidate psychological properties of situations, an area currently understudied and under-researched.

D238**LONGEVITY CAN BE PREDICTED FROM FACIAL APPEARANCE**

Man-On Tong¹, Nicholas O. Rule¹, Chen-Bo B. Zhong²

¹University of Toronto; ²Rotman School of Management, University of Toronto

Participants viewed portraits from an early 20th century yearbook and were asked to estimate how long each target lived. Estimates accurately predicted age at death, and further analyses suggested that perceived wealth, health, and power guided these judgments. Results support an ecological model of social perception.

D239**IN YOUR FACE: DOMINANCE IS INFERRED FROM BODILY STRENGTH PERCEIVED IN THE FACE**

Hugo Toscano¹, Thomas Schubert¹

¹ISCTE-IUL, Lisbon

Both bodily strength and social dominance are judged from perceiving the face alone. It has been argued but not shown before that dominance judgments rely on strength judgments. We show this relation empirically and identify the facial features that mediate the inference of social dominance from bodily strength.

D240**YOUR FAMILY DOESN'T FIT: CATEGORIZATION AND PERCEPTION OF "MODERN" FAMILY STRUCTURES**

Crystal T. Tse¹, David R. Kille¹, Steven J. Spencer¹

¹University of Waterloo

We demonstrated that people view modern families—interracial or same-sex-parent families—as poor examples of the “family” concept,

and the consequences of not fitting into the prototype. Participants had greater difficulty categorizing modern (vs. traditional) families as a “family,” and rated them lower on prototypical family-like traits.

D241**PERCEIVING THE INVISIBLE DISEASE: PROCESS AND OUTCOMES**

Konstantin O. Tskhay¹, Nicholas O. Rule¹

¹University of Toronto

The behavioral immune system is a cognitive process that protects humans from encountering infectious agents and parasites. In three studies, we demonstrated that the behavioral immune system detects the presence of diseases that lack physical cues (i.e., HIV). Thus, our cognitive system may protect us from obvious and “invisible” diseases.

D242**SPOTTING A CONSTRAINED LIAR**

Anna E. van 't Veer¹, Mariëlle Stel¹, Ilja van Beest¹

¹Tilburg University

In this study, liars were found easier to detect if they had increased cognitive load due to constraints imposed on their lie. We also tested whether on a more intuitive level (i.e. with indirect questions), participants were better able to infer veracity from videos with truths, lies, and constrained lies.

D243**SEEING THE SELF IN OTHERS: THE IMPACT OF SELF-OTHER SIMILARITY ON VISUAL ATTENTION**

Oth Vilaythong¹, Kerry Kawakami¹, David Sidhu¹, Amanda Williams¹, Rosa Rodriguez-Bailon², Elena Canadas²

¹York University; ²University of Grenada

The present research investigated the impact of self-other similarity on visual attention to facial features with an eye tracker. The results demonstrate a linear effect of similarity on eye gaze. Specifically, the more similar the target was to the participants, the longer they attend to the targets' eyes.

D244**DOES JUDGMENT TYPE MODERATE USE OF NONVERBAL SOCIAL CUES IN JUDGMENTS OF THREAT, STATUS & EMOTION?**

Brittany R. Vincente¹, Daniel N. McIntosh¹, Catherine L. Reed^{1,2}

¹University of Denver; ²Claremont McKenna College

This study investigated how different elements of nonverbal communication affect judgments of threat, status and emotion. Facial expression influenced all three judgments. Expanded body posture affected threat and status; forward affected emotion and threat. The influence of body posture and lean is contingent upon the type of judgment being made.

D245**CHILDREN'S ANTICIPATED RESPONSES TO TWO STORYBOOK CHARACTERS: EVIDENCE FOR (DE)STIGMATIZATION BY ASSOCIATION**

Taylor W. Wadian¹, Mark A. Barnett¹, Tammy L. Sonnentag¹

¹Kansas State University

Children were read a storybook that described a typical boy who interacted with a stigmatized (effeminate or obese) boy for one of various reasons. Results indicated that the children's anticipated responses to the storybook characters were influenced by the type of stigmatization depicted and the reason given for the interaction.

D246**CORRESPONDENCE BETWEEN SELF AND FRIEND PERCEPTIONS OF PERSONALITY AND INTELLECT**

Rose Mary Webb¹, Lyndsay A. Nelson², Timothy Huelsman¹, April Bleske-Rechek³

¹Appalachian State University; ²East Tennessee State University; ³University of Wisconsin-Eau Claire

Using 197 target-friend dyads of different compositions (sex; relationship type), we compared targets' self-ratings with their friends' ratings of targets' traits. There was strong agreement between targets

and friends on targets' personality and intellect. Romantically involved pairs exhibited slightly stronger agreement than platonic pairs on most traits.

D247**CANDIDATE WORD COUNT DURING REPUBLICAN PRESIDENTIAL PRIMARY DEBATES PREDICTS SUBSEQUENT POLLING OUTCOMES**

Jeffrey D. Whitaker¹, Colton B. Christian¹

¹*University of Oregon*

Previous research has demonstrated a relationship between word count and social dominance. Here, debate responses from the 2008 and 2012 republican primaries were analyzed for word count. As candidate word count increased so too did poll rankings, even while accounting for early expectations of candidate performance.

D248**BELIEFS ABOUT THE GENETICS OF RACE MODERATE THE CROSS RACE RECOGNITION DEFICIT**

John Paul. Wilson¹, Kurt Hugenberg¹

¹*Miami University*

Participants were told either that race has a strong genetic basis, or that race is not reliably related to genetics before performing a face recognition task. Participants who were led to believe that race is not reliably related to genetics showed a reduction in the cross-race recognition deficit.

D249**DON'T TELL ANYONE...: THE INFLUENCE OF ANTICIPATORY CUES ON SELF-REPORT AND PHYSIOLOGICAL RESPONSES TO REVELATIONS OF SECRET INFORMATION**

Sarah E. Wood¹, Jessica K. Swanner², Brock Bollin¹, Jacob Achtemeier¹, Michael P. W. Donnelly¹, Hillary J. Noll¹, Shelby Hagedorn¹, Jesse A. Bruce¹, Hilary J. Olson¹, Taylor L. Adams¹

¹*University of Wisconsin - Stout*; ²*University of Texas - El Paso*

Confederates revealed either a mundane or exciting secret; sometimes preceded by the anticipatory cue, 'don't tell anyone'. Results suggest that anticipatory cues alter perceptions of secret information and people who reveal it. This has implications for the role of gossip in developing interpersonal relationships.

D250**THE IMPLICIT TEDDY-BEAR EFFECT: AUTOMATIC ASSOCIATIONS OF BABY-FACED BLACK MALES WITH WARMTH BUT NOT LEADERSHIP**

Kaiyuan Xu¹

¹*University of Washington*

Inspired by the finding that babyfaced appearance benefits Black CEOs, this study examined the effects of babyfacedness on implicit measures. The Brief Implicit Association Test (BIAT) was used to show that babyfaced Black males were more likely to be implicitly associated with warmth but not leadership than mature-faced Black males.

D251**THE EFFECTS OF POWER ON ACTIVATION AND BINDING STAGES OF SPONTANEOUS TRAIT INFERENCES**

Min Zhang¹, SoYon Rim², James S. Uleman¹

¹*New York University*; ²*Harvard University*

We explored the effect of power, manipulated via semantic and procedural primes, on trait activation. Differences between the effects of the two primes on trait activation are discussed, with respect to a two-stage model of spontaneous trait inference in which traits are first activated and then bound to actor representations.

D252**SIGNALING SOCIAL CLASS ONLINE: A LOOK AT CLASS-BASED DIFFERENCES ON FACEBOOK**

Rachel Zisman¹, Michelle L. Rheinschmidt¹, Michael W. Kraus², Dacher Keltner¹

¹*University of California, Berkeley*; ²*University of Illinois, Urbana-Champaign*

Naïve observers accurately discerned the self-reported social class backgrounds of student and adult social networkers on Facebook.com after viewing 10 or fewer participant profile pictures. Observers' SES ratings correlated with parent-oriented indicators (e.g., early household income, parental education) among students and individual-oriented indicators (e.g., current salary, personal education) among adults.

Attitudes/Persuasion**D253****MIXED EVIDENCE, PRIOR ATTITUDES, AND POLITICAL IDEOLOGY: A RECIPE FOR ATTITUDE POLARIZATION?**

Jessica M. Barber¹, Natalie J. Shook²

¹*The University of Scranton*; ²*West Virginia University*

Effects of political ideology and attitude extremity on persuasion were assessed. Those with moderate environmental preservation attitudes demonstrated more positive attitude change following a message than extreme attitude holders; this pattern was more pronounced among liberals than conservatives. Results differed for college versus non-college participants. Implications for persuasion are discussed.

D254**THE ROLE OF IDENTITY SALIENCE IN VICARIOUS DISSONANCE**

Shane F. Blackman¹, Joel Cooper¹

¹*Princeton University*

To investigate the role of social identity in vicarious dissonance, participants witnessed an ingroup member's counter-attitudinal behavior after being primed with an individual or group identity. While a salient individual identity resulted in greater attitude change, group identity prompted reducing dissonance through changing perceptions of the self and other's representativeness.

D255**CHANGING ATTITUDES TOWARDS SPIDERS THROUGH EVALUATIVE CONDITIONING: IMPLICATIONS OF THE IMPLICIT MISATTRIBUTION MODEL**

Elise T. Bui¹, Christopher R. Jones^{2,1}, Russell H. Fazio¹

¹*The Ohio State University*; ²*University of Illinois at Urbana-Champaign*

Evaluative conditioning decreased negativity towards spiders, but only when relatively positively-rated images of spiders served as CS and only among participants reporting relatively low initial fear. The findings highlight the importance of confusability regarding the source of the positivity evoked by the US, supporting the implicit misattribution model of EC.

D256**IMPLICIT ATTITUDE AND STEREOTYPE ARE ENVIRONMENTALLY ESTABLISHED:EVIDENCE FROM A TWIN STUDY**

Huajian Cai¹, Yu L. L. Luo¹

¹*Chinese Academy of Sciences*; ²*Chinese Academy of Sciences*

We examined the heritability of implicit gender stereotype and implicit attitudes towards the self, race, smoking and drinking in comparison with their explicit counterparts by investigating 304 pairs of twins. Results showed that implicit attitudes and stereotypes are totally environmentally determined, but their explicit counterparts were moderately heritable

D257**TO PARTITION OR NOT TO PARTITION EVALUATIVE JUDGEMENTS: COMPARING MEASURES OF STRUCTURAL AMBIVALENCE**Catherine M. Calnan¹, Erica J. Reffling¹, Leandre R. Fabrigar¹, Tara K. MacDonald¹, Victoria C. Johnson¹, Steven M. Smith²¹Queen's University; ²Saint Mary's University

We compared two common measures of structural ambivalence. Both measures separately assess positive and negative components of ambivalence, however, in one approach participants must partition opposite valenced evaluations. Results indicated that the non-partitioned measure was more sensitive to manipulations of attitudinal ambivalence and was a better predictor of subjective ambivalence.

D258**COMMITMENT CAN INCREASE OR DECREASE INFORMATION PROCESSING AND RESISTANCE TO PERSUASION**Jean-François Campourcy¹, Pablo Briñol², Fabien Girandola¹, Richard E. Petty³¹Aix-Marseille Université; ²Universidad Autónoma de Madrid, Spain; ³The Ohio State University, USA

Previous research suggests that commitment can hinder information processing and increased resistance to change. The present research examined whether commitment can also enhance information processing and attitude change. We found that commitment reduced processing when personal relevance was relatively high but decreased processing when relevance was relatively low.

D259**THE PRESENT PROJECTS PAST BEHAVIOR INTO THE FUTURE WHILE THE PAST PROJECTS ATTITUDES INTO THE FUTURE: HOW VERB TENSE MODERATES PREDICTORS OF DRINKING INTENTIONS**Pilar Carrera¹, Amparo Caballero¹, Dolores Muñoz¹, Itziar Fernández³, Dolores Albarracín²¹Universidad Autónoma de Madrid, Spain; ²University of Illinois at Urbana-Champaign, USA; ³Universidad Nacional de Educación a Distancia, Spain

Experiment 1 revealed stronger influence of past behaviors on intention when participants self-reported an episode of excessive drinking using present tense, but stronger influence of attitudes toward intention when the report was in past tense. Experiments 2 and 3 suggested that this effect is explained by changes in construal level.

D260**IN THE EYE OF THE BEHOLDER: EYE CONTACT INCREASES RESISTANCE TO PERSUASION**Frances S. Chen¹, Julia A. Minson², Maren Schöne¹, Markus Heinrichs¹¹University of Freiburg; ²University of Pennsylvania

In two studies, participants watched videos of speakers expressing various views on controversial socio-political issues. More eye contact between the listener and speaker during communication of a counter-attitudinal message predicted less persuasion. These findings suggest that striving to maintain eye contact may be counter-productive across a variety of persuasion contexts.

D261**LIBERAL/CONSERVATIVE DIFFERENCES IN IDEOLOGICAL COGNITION**Justin S. Cheng¹, Victor C. Ottati¹, Erika D. Price¹¹Loyola University Chicago

Is ideological content used the same way on the political right and left? In two studies, we find that ideological framing of a policy proposal strongly influenced the policy attitudes of Liberal-Democrats, but did not influence the policy attitudes of Conservative-Republicans. Theoretical and methodological implications of these findings are discussed.

D262**LINGUISTIC CONTENT DIFFERENCES IN COGNITIVE DISSONANCE**Wen Cheng¹¹Center for Teacher Education, National Sun Yat-sen University, Taiwan

Cognitive dissonance was found to exist in linguistic facets among essays written by participants in the Counter-Attitudinal Advocacy Paradigm. Certain types of words were used more frequently in certain dissonance conditions. The data supported the mediation model where the linguistic content variables mediated the relationships between conditions and attitude changes.

D263**SOCIAL SUPPORT FROM THE INTERNET: THE ROLE OF PERCEIVED REALITY OF ONLINE INTERACTIONS**Jenna L. Clark¹, Melanie C. Green¹¹University of North Carolina, Chapel Hill

Individuals vary in attitudes toward the value of Internet interactions, a construct we label 'perceived reality of online interactions'. Undergraduates and Amazon Mturk participants completed personality and relationship measures to test the validity of this construct. Initial results suggest that perceived reality is predictive of social support from Internet relationships.

D264**PERCEPTIONS OF DANGER AND SOCIAL CONSERVATISM**Russ Clay¹, Natalie J. Shook²¹University of Richmond; ²West Virginia University

Two studies investigated the relation between social conservatism and perceptions of danger. Study 1 indicated a pervasive link between perceptions of danger and social conservatism (RWA, Political Ideology), but in Study 2, manipulating perceptions of danger did not produce systematic differences in social conservatism. Implications for future research are addressed.

D265**RESTORING TRUSTWORTHINESS AFTER POLITICAL SCANDAL: THE IMPACT OF HYPOCRISY**David JY. Combs¹, Caitlin A.J. Powell², C Howell²¹US Naval Research Laboratory; ²Georgia College and State University

Political leaders can restore post scandal trustworthiness by avoiding common scandal responses (e.g. blaming others) and instead self-imposing punishment (Combs, 2010). This project examined whether self-punishment, compared to other more common approaches, can restore trustworthiness following a hypocrisy-laced scandal. Self-punishment restored trustworthiness compared to misdirection.

D266**QUESTION-BEHAVIOR EFFECT: MEDIATING ROLE OF ATTITUDE ACCESSIBILITY**Mark Conner¹, Chantelle Wood², Tracy Sandberg¹, Paschal Sheeran², Gaston Godin³¹University of Leeds, UK; ²University of Sheffield, UK; ³Laval University, Canada

Measuring intentions and other cognitions can significantly increase the likelihood of performance of the target behavior (the question-behavior effect). We report an experiment demonstrating this effect in relation to objectively assessed healthy eating and show the question-behavior effect is mediated by changes in attitude accessibility.

D267**ATTITUDES TOWARD HUMAN GERMLINE ENGINEERING**Brock J. Criger¹, Cynthia Fekken¹¹Queen's University

Germline engineering allows expectant parents to alter or improve their child's phenotype by making heritable changes to eggs, sperm, or early embryos. As hypothesized, American adults are more approving of modifying physical than psychological traits and of modifications considered therapies versus enhancements. Reliable individual differences predicted these differences.

D268**IMPLICIT AMBIVALENCE AND DIFFERENCES IN INFORMATION PROCESSING: ATTRIBUTIONS OF NEW INFORMATION PREDICT DIFFERENCES IN RESOLVING ATTITUDE DISCREPANCIES**Geoffrey R. O. Durso¹, Robert J. Rydell², Richard E. Petty¹¹*The Ohio State University*; ²*Indiana University*

How is new attitude-relevant information used differently to resolve implicit-explicit discrepancies? We had participants form discrepant attitudes toward a novel individual, Bob (Rydell & Durso, 2012), later presenting them with mixed-valence information attributed to Bob, or a novel person. Attribution differences caused valence-selective processing and changes in attitudes and discomfort.

D269**VISUAL IMAGE STRENGTH PREDICTS POLARIZATION OF ATTITUDES ABOUT CATEGORIES OF PEOPLE**John D. Edwards¹, Patrick R. Harrison¹¹*Loyola University Chicago*

Expanding upon our previous research this study found that strength (vividness, accessibility, stability, speed) of visual images about 8 categories of people e.g., atheists, Hispanics, is related to extremity of affective, cognitive, and behavioral dispositions toward those people, thereby further establishing the role of visual imagery in socially relevant attitudes.

D270**SOURCE CREDIBILITY AND SELF-VALIDATION: IMPLICATIONS FOR PERSUASION VIA COUNTERATTITUDINAL MESSAGES**Abigail T. Evans¹, Jason K. Clark¹¹*University of Iowa*

When messages are proattitudinal, research has shown that credible sources validate thoughts more than advocates which lack credibility. We postulated that the opposite may occur when information is counterattitudinal. Experimental results showed greater confidence and attitudes that were more reflective of thoughts when source credibility was low compared to high.

D271**THE MODERATING ROLES OF SOCIOECONOMIC STATUS AND POLITICAL ORIENTATION IN REACTIONS TO WHITE PRIVILEGE**Lea A. Folsom¹¹*Kansas State University*

How Whites react to thinking about White privilege may depend on social standing and political orientation. Our study demonstrates that, when racial inequality is framed as ingroup advantage compared to outgroup disadvantage, more conservative Whites of higher socioeconomic status perceive higher personal and social costs to addressing White privilege.

D272**COGNITIVE STRUCTURE FOR THE BRAND**Fumiaki Katsumura¹, Koji Murata¹¹*Hitotsubashi University*

This study aimed to verify the validity of the model that consumers' brand attitude is structured into three elements: "cognition" "longing" and "attachment". We studied 18 brands in three categories. The result showed that consumers have the above elements. Moreover, the "attachment" has given the highest impact on brand attitude.

D273**EVALUATIVE CONDITIONING IS MODULATED BY MEMORY OF THE CS-US PAIRINGS AT THE TIME OF TESTING**Anne Gast¹, Jan De Houwer¹, Maarten De Schryver¹¹*Ghent University*

The influence of contingency knowledge on evaluative conditioning (EC) was investigated in two-session-studies. Conditioning took place in the first session; the EC effect was assessed several days later. Memory for the pairings was measured in both sessions. The EC effect depended on memory during measurement.

D274**YOU'RE A RACIST BUT I "LIKE" IT: PREDICTORS OF AGREEMENT WITH RACE-RELATED MESSAGES ON FACEBOOK**Joseph Gustin¹, Jose Rincon¹, Patrick Cheng¹, Shannon M. Rauch¹¹*Providence College*

We examined factors that could potentially predict agreement with race-related Facebook posts. Frequency of Facebook use and collective angst related positively to attitudes toward racist messages, particularly an overt racist message. Racial ambivalence related to increased favorability toward a subtle racist message, but not an overt message.

D275**MATCHING AND MISMATCHING VOCAL AFFECT WITH MESSAGE CONTENT**Joshua J. Guyer¹, Leandre R. Fabrigar¹, Clement Tang¹¹*Queen's University*

We examined how the interplay between vocal affect and the content of an affective message influenced attitude change based on the extent to which voice matched the message's intent. Analyses revealed significantly more persuasion for the partial and fully mismatched vocal qualities relative to the fully matched and written passage.

D276**AUTOMATIC LEARNING OF ATTITUDES: EVIDENCE FOR DUAL CODING?**Georg Halbeisen¹, Eva Walther¹¹*University of Trier*

Are attitudes learned without processing costs? We predicted and found that the brain's modal systems impose boundary conditions on attitude learning mechanisms: attitude acquisition was impaired by a secondary task only if task-modalities matched. Implications for research on automaticity and a Dual Coding framework (Paivio, 1986) for attitudes are discussed.

D277**THE "CULTURE WARS" IN EVERYDAY LIFE: INVESTIGATING MORAL CONFLICT IN ANTICIPATED SOCIAL INTERACTIONS**Brittany Hanson¹, Linda J. Skitka¹¹*The University of Illinois at Chicago*

This research investigated how people react to moralized political conflict in everyday conversations. In imagined but not actual interactions, disagreeing participants (versus agreeing) had more negative expectations, desire to avoid the conversation, and expected the interaction to be more demanding when they were morally convicted about the issue.

D278**POSITIVE PEOPLE PRIORITIZE POSITIVE INFORMATION: DISPOSITIONAL ATTITUDES PREDICT PROCESSING ORDER FOR POSITIVE VERSUS NEGATIVE INFORMATION**Justin Hepler¹, Dolores Albarracín¹¹*University of Illinois at Urbana-Champaign*

In two studies, we measured individuals' dispositions to form positive or negative attitudes, exposed them to a variety of stimuli, and recorded the order in which they processed positive and negative stimulus-related information. Participants with positive (negative) dispositional attitudes processed positive (negative) information first, and processing order affected explicit attitudes.

D279**ON THE AUTOMATIC ACTIVATION OF ATTITUDES: A QUARTER CENTURY OF EVALUATIVE PRIMING RESEARCH**David R. Herring¹, Katherine R. White², Linsa N. Jabeen¹, Stephen L. Crites¹¹*University of Texas at El Paso*; ²*Columbus State University*

The evaluative priming paradigm is a frequently used measure of automatic evaluation. We meta-analyzed 125 effect sizes across 72 studies. The major finding, through analysis of the judgments participants make, suggested that both encoding and response processes contribute to evaluative priming. Neither perspective, however, completely accounted for the findings.

D280**EFFECT OF RELIGIOUS ANTI-GAY MESSAGES ON ATTITUDES TOWARD SEXUAL AND RELIGIOUS GROUPS**Neil R. Hester¹, Kenneth G. DeMarree¹¹*Texas Tech University*

We examined the effects of attributing prejudicial (anti-gay) messages to either ingroup (Christianity) or outgroup (Islam) religions on attitudes toward Muslims. Consistent with balance theory, people high in religious fundamentalism (who have negative attitudes toward gay people and Muslims) became less negative toward Muslims when anti-gay messages came from Muslims.

D281**DISSONANCE IN BLACK AND WHITE: DOUBLE-CONSCIOUSNESS AND RACIAL DIFFERENCES IN THE EXPERIENCE OF COGNITIVE DISSONANCE**Diana M. Hill¹, Joel Cooper²¹*Washington University in St. Louis*; ²*Princeton University*

Five decades of research have shown that when people choose to act in ways that are contrary to their attitudes, cognitive dissonance ensues and people change their attitudes to accommodate their behavior. In this poster, we question whether the induced compliance phenomenon is true for whites but not blacks.

D282**FEELING CONFLICTED AND DECISION-MAKING PROCESS: THE EFFECTS OF ATTITUDINAL AMBIVALENCE ON INFORMATION SEARCH AND ELABORATION**Taro Hirashima¹, Koji Tsuchiya², Tadahiro Motoyoshi³, Toshikazu Yoshida¹¹*Nagoya University*; ²*Nanzan University*; ³*Kansai University*

We examined the effects of attitudinal ambivalence on decision-making process. Results indicated that feeling conflicted led to unbiased processing and increased levels of elaboration among participants with a structurally ambivalent attitude. Findings suggest that feeling conflicted promotes unbiased systematic processing only when people attribute the conflict to their own attitude.

D283**DOES PERSONALITY INFLUENCE PHILOSOPHICAL BELIEF?**Geoffrey S. Holtzman¹¹*The Graduate Center, City University of New York*

Why do philosophical arguments that seem so plausible to some people always fail to persuade others? In this study, Big Five personality factors predicted the response professional philosophers gave to six of the nine philosophical questions tested. This suggests that philosophical belief in part an expression of personality.

D284**APPLYING THE THEORY OF PLANNED BEHAVIOR TO DESCRIBE AND PREDICT PRO-ENVIRONMENTAL ACTIONS RELATED TO CLIMATE CHANGE**Kristina Howansky^{1,2}, Paul Harris¹, Jenifer Collins¹, Melissa Scartozzi¹¹*Rollins College*; ²*New York University*

Our study applied the theory of planned behavior (TPB) to assess relationships between environmental attitudes and actions. A survey of 153 college students revealed significant correlations between climate change attitudes, social norms (beliefs of friends and parents), perceived control, and intention and action to intended to help reduce climate change.

D285**RETREATING TO THE PARTY LINES: PRIMING POLITICAL IDENTITY INCREASES POLARIZATION**Devin E. Howington¹, Ezra M. Markowitz¹, Azim F. Shariff¹¹*University of Oregon*

When issues become politicized, group identity maintenance and belongingness needs may influence party members to become hyperpolarized. Supporting this hypothesis, participants who were primed with their party membership were more polarized than a

control group of participants on attitudinal and policy preference questions regarding climate change and affirmative action.

D286**CAN WE (ALWAYS) RESIST? ON THE (UN)CONTROLLABILITY OF EVALUATIVE CONDITIONING**Mandy Hütter¹, Steven Sweldens²¹*University of Heidelberg*; ²*INSEAD, Fontainebleau*

A long-standing question is whether evaluative conditioning can change attitudes via automatic learning processes. We develop a multinomial process dissociation procedure to distinguish controllable from uncontrollable processes during learning. In three experiments both controllable and uncontrollable learning mechanisms contributed to the evaluative conditioning effect, supporting dual-process theories of attitudinal learning.

D287**CONSTRUAL LEVEL AND MORTALITY SALIENCE**Gen Ito¹, Yohtaro Takano¹¹*The University of Tokyo*

We propose that abstract construal level should make reminders of death less threatening and reduce cultural worldview defense after mortality salience (MS). MS led to cultural worldview defense unless participants had induced an abstract mindset. An abstract mindset didn't reduce death thought accessibility. MS fostered concrete construal level.

D288**MEASURING FEDERAL AND LOCAL TRUST IN AUTHORITIES FOR PROTECTION AGAINST EXTERNAL THREATS**Linsa N. Jabeen¹, Stephen L. Crites¹, Jessica M. Shenberger¹, Luke R. Engé¹, Osvaldo F. Morera¹¹*University of Texas El Paso*

A Trust in Authorities Scale for protection against external threats and an Attitudes toward Authorities Scale were developed. A confirmatory factor analysis revealed that a higher-order factor model adequately described the data suggesting that examining federal and local authorities separately and distinguishing trust and attitudes are both important.

D289**CONFIDENCE VERSUS DOUBT: DIFFERENTIAL PROCESSING OF PROATTITUDINAL AND COUNTERATTITUDINAL INFORMATION**Sean J. Jules¹, Jason K. Clark¹, Duane T. Wegener², Zakary L. Tormala³¹*University of Iowa*; ²*Ohio State University*; ³*Stanford University*

A wealth of previous research suggests that people process information more deeply in states of low compared to high confidence. The results of the current study suggest that low confidence can increase or decrease processing depending on the pro- versus counterattitudinal nature of the information.

D290**IT'S THE END OF THE WORLD AS WE KNOW IT: PREDICTORS OF APOCALYPTIC THINKING**Danny Kamps¹, Kristen Eyssell¹¹*University of Baltimore*

The study assessed the relationship between dogmatism, religious fundamentalism education and belief in a just world on apocalyptic beliefs. Apocalyptic thinking was positively related to religious fundamentalism and negatively correlated to dogmatism as well as education. The hypothesis was partially supported.

D291**IMPACT OF TELEVISED SAFE-SEX MESSAGES ON DECISIONS TO USE CONDOMS**Sukhjit Kaur¹, Kristina Hood², Natalie Shook³¹Virginia Commonwealth University; ²Mississippi State University; ³West Virginia University

Mass media can effectively deliver public health messages to diverse audiences (Whittingham et al., 2008). This study examined what features of condom advertisements promoted condom use. Participants preferred advertisements that were funny, simple, thought-provoking, frequent, and delivered by celebrities. Findings can aid in the development of effective safe-sex messages.

D292**POLARIZATION BLINDNESS: UNDERESTIMATING THE EFFECT OF GROUP DISCUSSION ON POLITICAL POLARIZATION**Jessica L. Keating¹, Leaf Van Boven¹, Charles Judd¹¹University of Colorado Boulder

Limited awareness of what shapes one's attitudes may lead to underestimating the polarizing effects of group discussions. In two studies, participants discussed political topics with like-minded others. Group discussion polarized participants' attitudes. Moreover, participants underestimated how much their attitudes polarized and misremembered pre-discussion attitudes as less extreme.

D293**FREE CHOICE MISATTRIBUTION**Kyle Keller¹, Joel Cooper¹¹Princeton University

Brehm's (1956) free choice paradigm stands as a seminal example of Festinger's (1957) cognitive dissonance theory. Recent research (Chen & Risen, 2010) impugns the classic dissonance interpretation of these results. The present research uses misattribution of arousal to provide evidence in favor of a cognitive dissonance interpretation of free choice.

D294**ON THE PREVENTION OF EVALUATIVELY CONDITIONED ATTITUDES**Richard V. Kendrick¹, Michael A. Olson¹¹University of Tennessee

The research discussed here demonstrates that associative attitude formation via an established EC paradigm can be prevented, as demonstrated on implicit and explicit attitude measures. Specifically, participants told to prevent the contamination of their attitudes towards novel objects evidenced less evaluative conditioning than those individuals not presented with this goal.

D295**PREDICTING ATTITUDES USING MORAL FOUNDATIONS THEORY**Ciara K. Kidder¹, Katherine R. White¹, Stephen L. Crites, Jr.¹¹University of Texas at El Paso

The current study replicated recent research demonstrating that individual differences in moral foundations predict attitudes. It also extended this research by demonstrating that the extent to which individuals believe moral foundations are related to an issue predict attitudes better than individual differences in moral foundations.

D296**THE IMPORTANCE OF STIMULI VALENCE AND COGNITIVE RESPONSES IN SUSCEPTIBILITY TO EVALUATIVE CONDITIONING**Laura G. Kiken¹, Natalie J. Shook²¹University of North Carolina at Chapel Hill; ²West Virginia University

Two studies examined the roles of cognition and valence in susceptibility to evaluative conditioning (EC). Greater thought processing predicted less EC susceptibility with positive stimuli but greater EC susceptibility with negative stimuli and greater valence asymmetry. Further, on average participants demonstrated a valence asymmetry in EC susceptibility.

D297**HOW SELFISH IS MY PARTY?: SELF-INTERESTED THINKING IS IDEOLOGICAL THINKING FOR CONSERVATIVES**Anita Kim¹, Stacey Rieck¹¹Texas A&M University

We found evidence that self-interested thinking is part of conservatives' abstract ideological worldview, but not that of liberals. Conservatives' self-interest predicted their attitudes for two hypothetical policies, but not when they were presented as real. Symbolic Politics, Construal Level Theory, the norm of self-interest, and deception in experiments are discussed.

D298**MORAL ELEVATION REDUCES IMPLICIT PREJUDICE TOWARD GAY PEOPLE**Calvin K. Lai¹, Jonathan Haidt², Brian A. Nosek¹¹University of Virginia; ²New York University - Stern School of Business

In four studies, we tested the hypothesis that moral elevation would 'undo' disgust and consequently reduce implicit prejudice toward gay people. We found that elevation reduces implicit prejudice if the outgroup elicits disgust (i.e., gay people), but not if the outgroup elicits other negative emotions (i.e., Black people).

D299**SOCIAL NORMS AND POLITICAL IDEOLOGY: NORMATIVE INFORMATION CAN INCREASE THE GAP BETWEEN LIBERALS AND CONSERVATIVES**Rebecca Littman¹, Elizabeth L. Paluck¹¹Princeton University

Do individuals respond to social norms differently, depending on their political ideology? We test an idea suggested by recent field experiments on social norms messaging: normative information consistent with an individual's ideology can motivate norm-consistent behavior, while normative information inconsistent with an individual's ideology can cause reactance.

D300**INTOXICATED PREJUDICE: THE INFLUENCE OF ALCOHOL CONSUMPTION ON IMPLICIT AND EXPLICIT MEASURES OF RACIAL ATTITUDES**Chris Loersch¹, Bruce D. Bartholow², Mark Manning², Jimmy Calanchini³, Jeffrey W. Sherman³¹University of Colorado; ²University of Missouri; ³University of California, Davis

We examined the influence of alcohol consumption on implicit and explicit measures of prejudice, and their correlation. Alcohol appeared to alter the information used to construct explicit reports of bias, creating a substantial relationship between implicit and explicit measures that did not exist under placebo or control conditions.

D301**INVESTIGATING THE RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION, PREVIOUS EXPERIENCE, AND PRESENT ATTITUDES TOWARDS PEOPLE WITH PHYSICAL DISABILITIES**Tierza E. Loskota¹, Kerry Kleyman¹¹Metropolitan State University

The current study examined the relationship between an individual's experience with physical disabilities, social dominance orientation, and their present attitudes towards physically disabled individuals. Participants were 250 undergraduate college students. A regression analyses demonstrated that previous experience and SDO are useful predictors of attitudes towards physically disabled people.

D302**RELATIVE ACCESSIBILITY OF THOUGHTS MEDIATES THE EFFECTS OF SELF-PERSUASION ON ATTITUDES TOWARD UNDESIRABLE BEHAVIORS**Tong Lu¹, Charles G. Lord¹¹Texas Christian University

The present study tested the effect of deliberate self-persuasion on attitudes toward cellphone use while driving, and measured thoughts

associated with the attitudes using free association. Changes in the accessibility of different types of associated thoughts mediated attitude changes. Theoretical and practical implications for deliberate self-persuasion are discussed.

D303**PERCEIVED BASES FOR ATTITUDE CERTAINTY AND RESISTANCE TO PERSUASIVE COMMUNICATION**

Andrew L. Luttrell¹, Richard E. Petty¹

¹*The Ohio State University*

Although attitude certainty generally predicts whether a person resists a persuasive message, the bases underlying that certainty were hypothesized to have implications for the process of resistance. Results confirmed this hypothesis, showing that stronger (vs. weaker) reasons for being certain were associated with a more thoughtful process of resisting persuasion.

D304**EDUCATION AND ATTITUDE CHANGE TOWARD LGBT TARGETS: MORE EFFECTIVE FOR THOSE HIGH IN SOCIAL DOMINANCE... AND ONLY FOR GAY AND LESBIAN TARGETS**

Sara Michelle Mansoori-Rostam¹, Charlotte Chuck Tate¹

¹*San Francisco State University*

This study examined education and audience characteristics as predictors of attitude change toward LGBT targets. Participants enrolled in either a sexuality or neurology course, to vary education. Results showed a significant social dominance by education interaction: participants high in social dominance in the sexuality course showed more positive attitude change.

D305**PROVOCATIONS AND DETERRENENTS OF PRO-ENVIRONMENTAL BEHAVIOURAL SPILLOVER**

Elise A. Margetts¹, Yoshihisa Kashima¹, Angela Paladino¹

¹*University of Melbourne*

A process for changing patterns of unsustainable behaviour is the idea that performing one environmentally friendly behaviour might 'spillover' to increase the likelihood of performing another. Factors that can promote this spillover were the focus of the present study. Results illustrate the importance of higher-order constructs in facilitating this process.

D306**THE HIDDEN CATASTROPHE IN SOCIAL INTERACTIONS: ASYMMETRIC ATTITUDE REACTION TO DISAGREEMENT VERSUS AGREEMENT**

Jay L. Michaels¹, Robin R. Vallacher²

¹*Presbyterian College*; ²*Florida Atlantic University*

The current research examines attitude evolution in response to agreement versus disagreement. Exposed to alternating intervals of agreement/disagreement, participants exhibited greater attitude change in response to disagreement. Agreement evoked no response regardless of interaction history. The results verify a dynamic model's predictions and providing insight into the conflict process.

D307**THE AESTHETICS OF INFORMATION: VISUAL SYMMETRY AS A PRIME FOR TOPIC RELEVANCE**

Brianna L. Middlewood¹, Karen Gasper¹

¹*Pennsylvania State University*

Two studies investigated the effect of text presentation on appeal and perceived personal relevance of an article. Participants found an article more appealing and, in turn, perceived it to be more personally relevant, when it was presented symmetrically vs. asymmetrically. Results suggest perceived personal relevance is influenced by visual cues.

D308**AN EXAMINATION OF THE MORAL FOUNDATIONS UNDERLYING ENVIRONMENTAL ATTITUDES AND INTENTIONS**

Sean E. Moore¹, Christopher Robblee¹

¹*University of Alberta-Augustana Campus*

Little work has examined the moral foundations of environmental attitudes. In this study, we found that environmental concern was positively correlated with harm and fairness moral foundations. We also found that intentions to engage in pro-environmental actions were increased by priming participants with concepts that matched their primary moral concerns.

D309**TWO SIDES OF THE SAME COIN: EXAMINING HOW MERITOCRACY BELIEFS CAN SERVE AS BOTH A HIERARCHY-ENHANCING AND HIERARCHY-ATTENUATING IDEOLOGY**

Yanikka Morgan¹, Patricia N. Gilbert¹, Laurie T. O'Brien¹

¹*Tulane University*

The present research examines two distinct conceptualizations of meritocracy— the Perception that Meritocracy Exists (PME) and the Preference for the Merit Principle (PMP). PME functioned as a hierarchy-enhancing ideology and was positively correlated with PWE whereas PMP functioned as a hierarchy-attenuating ideology and was positively related to egalitarianism.

D310**THE EFFECT OF MORTALITY SALIENCE ON RECYCLING ATTITUDES: AN EXAMINATION OF MODERATING FACTORS**

Monica E. Munoz¹, Veena Prasad¹

¹*Texas A&M International University*

This study examined effects of mortality salience on recycling attitudes. Mortality salience was expected to improve recycling attitudes, especially for individuals with low self-esteem and low recycling awareness. However, mortality salience produced more negative attitudes, with no moderating influence of self-esteem or recycling awareness. Implications of these findings are discussed.

D311**THE EFFECTS OF INVOLVEMENT AND INFORMATION PROCESSING ON LATITUDES OF ACCEPTANCE**

Renee A. Murray¹, Kevin L. Blankenship¹

¹*Iowa State University*

We examined the role of involvement and information processing on latitudes of acceptance. Exposure to an involving message resulted in wider latitudes of acceptance and strong arguments being more persuasive than weak arguments. When the same message was framed as uninvolved, argument quality had no effect on attitudes and latitudes.

D312**ON THE INTERNET, SHE'S CREDIBLE TO HIM BUT UNLIKEABLE TO HER**

Nicole L. Muscanell¹, Rosanna E. Guadagno²

¹*University of Alabama*; ²*National Science Foundation*

The current study examined gender and communication modality (face-to-face vs. email interactions) differences in persuasion. Results suggest that gender related social role expectations and communication modality interact to influence how likable, friendly, competent, and credible men and women perceive each other to be. These perceptions in turn affect persuasion.

D313**PREDICTING ATTITUDES TOWARD THE FINANCIAL CRISIS FROM TEMPORAL PERSPECTIVE**

David P. Nalbone¹

¹*Purdue University Calumet*

I examined the role of mortality salience and time perspective on attitudes toward the federal debt and deficit crises in the U.S.

Respondents who were future-oriented were more worried about the economic impact of the crises, and more in favor of reforming discretionary spending, than those who were present-oriented.

D314**WHEN TWO IS NOT BETTER THAN ONE: THE IMPACT OF MULTIPLE SOCIAL INFLUENCE TACTICS ON ATTITUDE CHANGE**Bradley M. Okdie¹, Rosanna E. Guadagno²¹*The Ohio State University at Newark*; ²*The National Science Foundation*

This study examined attitude change after exposure to a single or concurrent influence tactics. Participants exposed to a single influence tactic reported significantly greater attitude change than those who exposed to multiple influence techniques suggesting that concurrent influence tactics may produce less attitude change than those used in isolation.

D315**APPLYING REGULATORY FOCUS THEORY TO CHANGE ATTITUDES TOWARD BREASTFEEDING: REACHING WOMEN WHO OTHERWISE MIGHT NOT BREASTFEED**Jessica Parks¹, Aaron L. Wichman¹¹*Western Kentucky University*

We tested how breastfeeding advocacy messages could be constructed to improve attitudes toward breastfeeding. Women varying in their breastfeeding confidence were exposed to messages varying in regulatory fit. Women with low breastfeeding confidence were most persuaded by prevention focused, loss-framed messages, expanding on previous findings demonstrating regulatory fit effects.

D316**PRELIMINARY ANALYSIS OF THE INVENTORY ON ATTITUDES AND BELIEFS TOWARDS CELL PHONES**Emmanuel J. Perez¹, Sarah Savoy¹¹*Stephen F. Austin State University*

The first validation attempt at a measure on attitudes and behaviors towards cell phones has been made. Four factors emerged (need for information, beliefs about consequences of cell phone use, acceptability beliefs, and expertise). The results look promising for the future development and revising of the measure.

D317**UNIQUE VALENCE BIAS PREDICT JUDGMENTS REGARDING THE PAST VERSUS FUTURE**Evava S. Pietri¹, Russell H. Fazio¹¹*The Ohio State University*

We examined whether unique valence biases predict judgments about past versus future. How well participants learned which objects produced positive versus negative outcomes (learning bias) related to judgments about past positive/negative events. How they weighted valence information when generalizing these attitudes to novel objects (weighting bias) correlated with future assessments.

D318**THE SOCIAL VALUE OF ATTITUDINAL AMBIVALENCE**Vincent Pillaud¹, Nicoletta Cavazza², Fabrizio Butera¹¹*University of Lausanne*; ²*University of Modena-Reggio Emilia*

Four studies showed that, when expressed on controversial issues (immigration, Study 1 and death penalty, Study 2), ambivalence was valued on social utility, although not on social desirability. However, this was not the case when being expressed on more consensual issues (recycling, Study 3 and organic products, Study 4).

D319**NATIONAL PRIDE AND TOLERANCE: IDEOLOGY AS A MODERATOR**Erika D. Price¹, Victor C. Ottati¹¹*Loyola University Chicago*

Research suggests that modest national pride promotes tolerance, while high pride promotes intolerance. In the present study, participants

were primed with national identity (or control) and tolerance was assessed. Nationalism, patriotism, political ideology, and political party were explored as possible moderators of the effect of national pride on tolerance.

D320**DIFFERING EFFECTS OF INITIAL PREJUDICES AS A FUNCTION OF INDIVIDUAL DIFFERENCES IN THE WEIGHTING OF POSITIVE VERSUS NEGATIVE**Matthew D. Rocklage¹, Russell H. Fazio¹¹*Ohio State University*

Individuals differ in the extent to which they weight positive versus negative information – their weighting bias. Despite initially receiving the same invalid evaluative information about a novel environment, individuals subsequently interacted differently with that environment as a function of their weighting bias. This differential behavior, in turn, produced divergent evaluations.

D321**PARALLEL EXISTENCE BIASES MODERATED BY RESISTANCE TO CHANGE AND NOVELTY SEEKING**Rebecca K. Rosen¹, Ellie Shockley¹, Kimberly Rios¹¹*University of Chicago*

Existence Bias is a heuristic in which old/ prevalent objects are evaluated more positively. However, examples of preference for new/ rare objects persist. We show across three studies that Existence Bias is moderated by two individual difference variables: it manifests among “change resisters” and tends to reverse among “novelty seekers.”

D322**ATTITUDES ABOUT SOCIOPOLITICAL ISSUES IN RELATION TO FREE WILL AND DETERMINISM BELIEFS**Lisa Sandberg¹, John Edwards¹, Linda Heath¹¹*Loyola University, Chicago*

The multi-faceted construct of belief in free will (BFW) in relation to sociopolitical attitudes was examined. The construct validity of two measures of BFW was also examined. The measures showed good construct validity; general free will and determinism were unrelated to each other and both related positively to conservative attitudes.

D323**ATTITUDE UNCERTAINTY UNDERMINES ATTRACTION TO SIMILAR OTHERS**Vanessa Sawicki¹, Duane T. Wegener¹¹*Ohio State University*

Little past research has examined boundary conditions of the well-documented link between attitude similarity and attraction. The current research examines a previously unexplored moderator of attitude similarity effects on attraction, attitude uncertainty. When the (un)shared attitude was associated with uncertainty (rather than certainty), the classic similarity effects were eliminated.

D324**UNDER WHAT CONDITIONS DO IMPLICIT RACE ATTITUDES PREDICT SOCIAL JUDGMENT?**Kathleen Schmidt¹, Matt Motyl¹, Brian A. Nosek¹¹*University of Virginia*

Implicit measures of race attitudes predict social judgment and behavior, but prediction moderators are unknown. Data from the 2008 American National Election Study revealed that racial attitudes as measured by the Brief Implicit Association Test show more incremental predictive validity over self-reported racial attitudes for affective and well-elaborated social judgments.

D325**MIND OVER MATTER: ON THE IMPACT OF JUDGMENTAL RELEVANCE ON THE RESISTANCE OF ATTITUDES**Birga M. Schumpe^{1,2}, Arie W. Kruglanski², Hans-Peter Erb¹¹*Helmut-Schmidt University*; ²*University of Maryland*; ³*Helmut-Schmidt University*

We propose that the judgmental relevance of persuasive evidence determines attitude resistance. In line with our predictions, we found attitudes based on relevant evidence to be more resistant than attitudes based on less relevant evidence. This holds for both message arguments (Experiment 1) and cue information (Experiment 2).

D326**WHEN MESSAGE TAILORING BACKFIRES: MESSAGE OPPONENTS COUNTER-ARGUE TAILORED INFORMATION MORE INTENSELY THAN NON-TAILORED INFORMATION**(Ya Hui) Michelle See¹, Greta Valenti², Michelle S.Q. Tan¹¹*National University of Singapore*; ²*The Ohio State University*

We examined the interaction effects of initial attitudes and message type on counter-arguing. Among message opponents (whose initial attitudes are highly incongruent with the message position) but not among those with relatively neutral attitudes, a tailored/cognitive message that targeted recipients' beliefs-focused attitudes elicited more intense counter-arguing than the non-tailored/affective message.

D327**HAVING EXPLICIT-IMPLICIT EVALUATION DISCREPANCIES TRIGGERS MOTIVATED REASONING**Tonya M. Shoda¹, Allen R. McConnell¹, Robert J. Rydell²¹*Miami University*; ²*Indiana University*

We investigated how explicit-implicit racial evaluation discrepancies trigger motivated reasoning and instigate bias against minority group members. These evaluative discrepancies produced bias against African Americans in setting competence standards (Study 1) and resulted in greater biased assimilation and attitude polarization after reading persuasive appeals from African American authors (Study 2).

D328**VALENCE OF PERSPECTIVE-TAKING PRODUCES DIVERGENT ATTITUDINAL EFFECTS**Bryan Sim^{1,2}, Lora E. Park¹¹*University at Buffalo, The State University of New York*; ²*New York University*

Two studies showed that focusing on the positive or negative aspects of a person's life while perspective-taking resulted in less empathy and greater just world beliefs (Study 1), although feeling similar to the target and taking their perspective led to more favorable trait ratings of the target (Study 2).

D329**DIVIDED OPINION AS AN AFFILIATIVE THREAT**Joseph J. P. Simons¹, Melanie C. Green¹¹*University of North Carolina at Chapel Hill*

Discussion topics which divide social opinion pose a number of social challenges (such as increased interpersonal uncertainty). As such, these topics may conflict with social goals. The current research presents evidence that the thought of discussing divisive issues (but not more consensual topics) is threatening and anxiety-provoking.

D330**RISK ASSESSMENT IN THE WILD: PREDICTORS OF PERCEIVED SAFETY IN APPROACHING A GRIZZLY IN A NATIONAL PARK**Camille B. Lalasz¹, Victoria A. Springer¹, Daniel J. Weige¹¹*University of Nevada, Reno*

The influence of attitudes, social norms, sensation seeking and other factors are investigated as predictors of the assessment of risk involved in approaching a grizzly bear (to take a picture) in a national park. Favorable attitudes and norms were associated with safer (less risky) assessments, whereas sensation seeking was not.

D331**MODERATING ROLE OF BIOLOGICAL EXPLANATION IN RELATIONSHIP BETWEEN MEN'S GENDER SELF-ESTEEM AND ATTITUDES TOWARD LESBIANS**Ayako Suzuki¹, Tomoko Ikegami¹¹*Osaka City University*

This study investigated how biological explanations influence the relationship between heterosexual men's gender self-esteem and their attitudes toward lesbians. Our results showed that the relationship between the two changed depending on whether they were led to believe that homosexuality is biologically determined.

D332**DO "SCARE TACTICS" WORK? A META-ANALYTIC EXAMINATION OF FEAR APPEAL THEORIES**Melanie B. Tannenbaum¹, Dolores Albarracín^{4,1}, Rick Zimmerman², Lindsey Kurland³, Samantha Jacobs³, Kristina Wilson¹¹*University of Illinois at Urbana-Champaign*; ²*George Mason University*; ³*Virginia Commonwealth University*; ⁴*University of Pennsylvania*

The present meta-analysis was designed to rigorously test a comprehensive set of fear appeal theories. Overall, we found a positive, linear effect of fear on positive outcomes, especially (a) in combination with efficacy messages, (b) on one-time-only behaviors, and (c) in older and more educated populations.

D333**THE EFFECTS OF NARRATIVE TRANSPORTATION ON PERSUASION BY CONFLICTING NARRATIVES**Stephanie B. Thomas¹, Joseph P. Simons¹, Melanie C. Green¹¹*University of North Carolina, Chapel Hill*

We examined the effect of narrative transportation and relevance on decision-making when people are presented with conflicting medical testimonials. Participants' treatment decisions for a target case were most influenced by the relevant narrative. However, variations in narrative quality can reduce decision quality even when relevant information is available.

D334**WHEN SPOILING A PUNCHLINE DOES NOT RUIN A JOKE**Sascha Topolinski¹, Thorsten Erle¹, Giti Bakhtiari¹¹*University of Wuerzburg*

While common knowledge holds that giving away a punchline spoils a joke, psychological research has shown that prior exposure of stimuli increases the positivity of those stimuli. Consequently, in two experiments it was found that prior exposure of punchlines actually increased the funniness of jokes.

D335**SHALL I REL-EYE UPON YOU? :THE ROLE OF THE OBSERVER-TARGET RELATIONSHIP IN MIMETIC DESIRES**Evelyne Treinen¹, Olivier Corneille¹¹*Université Catholique de Louvain*

We examined the moderating role of target trustworthiness and social exclusion on mimetic desires. Looked-at-stimuli are more positively rated than stimuli that are looked away from (1) when they are associated with a trustworthy (vs. untrustworthy) face and (2) when participants were previously ostracized (vs. included).

D336**ANTI-EGALITARIAN BELIEFS AND RESILIENCE AMONG INDIVIDUALS HIGH IN TRAIT-NEUROTICISM**Shona M. Tritt¹, Michael Inzlicht¹, Jordan B. Peterson¹¹*University of Toronto*

In study 1, egalitarian beliefs predicted psychological and somatic symptoms among neurotic individuals. In follow-up study 2, experimentally induced anti-egalitarian beliefs led participants to report less psychological and physical symptomatology. This effect

was most evident among individuals high in trait neuroticism. Anti-egalitarian beliefs may serve anxiety-buffering psychological functions.

D337**CHALLENGES TO DELIBERATE THINKING UNDERMINE THE ENDORSEMENT OF EQUALITY**

Laura D. Van Berkel¹, Christian S. Crandall¹

¹*University of Kansas*

We investigated the primacy of conservative values associated with hierarchy. Participants rated hierarchical and egalitarian values while either intoxicated (Study 1) or instructed to think either superficially or deliberately (Study 2). In both studies, low-effort thinkers devalued equality, and tended to endorse more hierarchical, conservative values.

D338**FORCING THE ISSUE: MORAL CONVICTION AND PERCEPTIONS OF VALUE VIOLATION IN RESPONSE TO SITUATIONAL CONSTRAINT**

Anthony N. Washburn¹, Geoffrey Wetherell¹, Caitlyn Yantis², Christine Reyna¹

¹*DePaul University*; ²*University of Illinois at Chicago*

When forced into close proximity to attitude violators, people may alter moral conviction and perceptions of value violation, making situations easier. Participants increased moral conviction about opposing beliefs, but saw dissimilar others as less value violating in these circumstances.

D339**ATTITUDES TOWARDS PHYSICAL AND PSYCHOLOGICAL AGGRESSION BETWEEN INTIMATE PARTNERS: A FACTORIAL VIGNETTE ANALYSIS**

Ashley Waters¹

¹*Auburn University*

The current study examined participant judgments of interpersonal violence (IPV) in intimate relationships. Participant gender and measures of social desirability accounted for significant variability in attitudes towards IPV. Additionally, gender of the perpetrator, prior history of IPV, use of alcohol, and similarity of the aggressive acts accounted for significant variability.

D340**GETTING ONE'S WIRES UNCROSSED: DISSIMILARITY PRIMING REDUCES EFFECTS IN THE AFFECT MISATTRIBUTION PROCEDURE**

Rebecca Weil¹, Tomás A. Palma², Bertram Gawronski³

¹*University of Trier*; ²*Utrecht University*; ³*University of Western Ontario*

The present research investigated a boundary condition of misattribution within the Affect Misattribution Procedure (AMP; Payne, Cheng, Govorun, & Stewart, 2005). Three experiments provided evidence that a procedurally primed dissimilarity focus of prime and target led to reduction of priming effects within the AMP.

D341**FORCES OF REASON AND PASSION IN MORALITY: AN ASSESSMENT OF ASSOCIATIVE AND PROPOSITIONAL PROCESSES IN MORAL JUDGMENT**

Elliot Weiner¹

¹*Metropolitan State University*

The present study explores the interaction between automatic, intuitive processes and more deliberative, propositional processes in moral judgment. Mindset priming is used to modulate the extent to which participants rely on automatically activated intuitions in moral judgments, and differences as a function of political ideology are also assessed.

D342**ATTITUDE CERTAINTY IS AN EMOTION: MISATTRIBUTIONS OF EMOTION PROCESSING, ATTITUDE CERTAINTY AND RESPONSE TO PERSUASION**

Melanie B. Whitmire¹, John V. Petrocelli¹

¹*Wake Forest University*

This study provides evidence that processing emotions of social targets is an antecedent to attitude certainty that operates similarly to established antecedents, particularly with response to persuasion. Processing anger during attitude formation led to greater resistance to persuasion than did processing sadness. This effect was also mediated by attitude certainty.

D343**STUDY OF VERBAL AND NONVERBAL BEHAVIORS IN FACE-TO-FACE PERSUASION AND THEIR EFFECTS**

Hitomi Yokoyama¹, Ikuo Daibo²

¹*Tohoku University*; ²*Tokyo Future University*

We examined how people persuade others and what types of behaviors affect their partners' attitude. Results showed people gave their opinion more in the persuasive condition than the control condition. Moreover, people's gaze, offering suggestions and opinions, and asking for their partners' inputs positively changed their partner's attitudes when persuading.

Poster Session E

Saturday, January 19, 8:00 am – 9:30 am, Hall B-1

Self-Identity

E1

FINDING MEANING IN MEANINGLESSNESS? THE IMPACT OF EXISTENTIAL THREAT ON THE EXISTENTIALLY INDIFFERENT

Andrew A. Abeyta¹, Tom Pyszczynski²

¹North Dakota State University; ²University of Colorado Colorado Springs

This study investigated whether or not existentially indifferent individuals display typical cultural worldview defense in terror management theory. Participants were split into meaning types (i.e., existentially indifferent or meaningful), were reminded of death or pain, and completed a worldview defense measure. Results revealed that the existentially indifferent defended counter-cultural values.

E2

HOW CAN I BE REAL IF I CANNOT COUNT ON YOU? SELF-PRESENTATION AS A FUNCTION OF RELATIONSHIP TYPE, TRUST AND CONTINGENT SELF-ESTEEM

Linda K. Acitelli¹, Camilla S. Overup¹, Lindsey Rodriguez¹, Angelo M. DiBello¹
¹University of Houston

Students completed questions concerning self-presentation to familiar targets and measures on various interpersonal factors. Results indicate that lack of predictability of other (trust) predicted engaging in self-presentation, and this was moderated by friendship-contingent self-esteem. We may self-present in an attempt to maintain our relationship with our interaction partner.

E3

THE "I" IN BRAIN: IDENTIFYING WHERE THE SELF IS LOCATED

Hajo Adam¹, Otilia Obodaru¹, Adam Galinsky²

¹Rice University; ²Columbia University

While the self-concept is generally studied in an abstract way, we study it from a concrete, embodied perspective. Across seven studies, we found consistent evidence that the brain is the part of the body perceived to be most strongly connected to the self-concept.

E4

INFLUENCE OF RELIGIOUS MOTIVATIONS ON ANTECEDENTS, IDENTIFICATION, AND OUTCOMES OF GLOBAL CITIZENSHIP

Natalia Assis¹, Shonda A. Gibson¹, Stephen Reysen¹, Iva Katzarska-Miller²

¹Texas A&M University-Commerce; ²Transylvania University

We examined the influence of religiosity and motivation to be religious on antecedents, identification, and outcomes of global citizenship. The current study (N = 916) found that a quest religious motivation predicted greater global awareness and normative environment leading to greater identification with global citizens and an increased pro-social values.

E5

MY COUNTRY, MY SELF: HONOR, IDENTITY, AND AGGRESSIVE OPPOSITION TO NATIONAL THREATS

Collin D. Barnes¹, Ryan P. Brown², Mauricio Carvallo², Joshua Lenes³, Jennifer Bosson³

¹Hillsdale College; ²University of Oklahoma; ³University of South Florida

In a student sample and a separate adult sample, endorsement of honor values predicted aggressive opposition to national threats. This association was mediated by internalization of national identity and national threats, suggesting that the intertwining of personal and ingroup identities encouraged by honor norms facilitates aggressive responses to outgroup provocations.

E6

THE EFFECT OF UNSEEN OTHERS ON SELF-PERCEPTIONS

Asaf Beasley¹, Eliot R. Smith¹

¹Indiana University, Bloomington

People tend to automatically adopt the thoughts, emotions, and behaviors of similar others. We found this tendency impacts self-perceptions of math skills. Self-perceptions were better predicted by performance on math problems that people believed similar others saw, than problems they believed were seen by out-group members or nobody else.

E7

HOW TO CHANGE YET STAY THE SAME: SENSE OF SELF-CONTINUITY ACROSS CULTURES

Maja Becker¹, Vivian L. Vignoles², Members of Culture and Identity Research Network³

¹Université de Toulouse; ²University of Sussex; ³Culture and Identity Research Network

We investigated ways of constructing feelings of self-continuity—stability, narrative, associative links to past—across 64 cultural groups in 36 nations. Irrespective of culture, individuals with stronger immutability beliefs derived continuity more from stability; irrespective of personal beliefs, members of cultures with weaker immutability beliefs derived continuity more through narrative.

E8

PERCEPTIONS OF SOCIAL CLASS AS CONTROLLABLE, STABLE, AND GLOBAL UNIQUELY MEDIATES THE RELATIONSHIP BETWEEN IMPLICIT THEORIES OF INTELLIGENCE AND PERCEIVED STEREOTYPE-RELEVANCY

Jill Bennett¹, Denise Sekaquaptewa¹

¹University of Michigan

Participants reported the perceived stability, controllability, and globality of several social identities. Results suggest a unique aspect of social class identity attributions (compared to other important identities), such that the relationship between implicit theories of intelligence and perceived relevancy of social class stereotypes is mediated by these attributions.

E9

THE OVERLAP OF PERSONAL AND GROUP CHARACTERISTICS: SELF-STEREOTYPING OR SELF-ANCHORING?

Robin Bergh¹, Nazar Akrami¹

¹Uppsala University

Social identity research suggests that when individuals identify with a group they define themselves and the group with similar attributes. This could reflect that people apply the group stereotype to themselves (self-stereotyping), or, that people ascribe their personal characteristics to the group (self-anchoring). The current examination supported the latter alternative.

E10

WHEN I AM UNSURE OF YOU, WHO AM I? THREATS TO SIGNIFICANT-OTHER-CONCEPT CLARITY NEGATIVELY IMPACT THE SELF AND RELATIONSHIPS

Scott A. Beymer¹, Lora E. Park¹

¹University at Buffalo, The State University of New York

Two studies investigated the impact of threats to knowledge about a romantic partner on self-concept clarity and affective, cognitive, and relational outcomes. Path analyses revealed that participants who received a threat to partner certainty experienced lower self-concept clarity, lower relationship quality, more negative affect, and impaired cognitive functioning.

E11**HISTORY AS A RESOURCE: EFFECTS OF NARRATIVE CONSTRUCTIONS OF GROUP HISTORY ON INTELLECTUAL PERFORMANCE**Nida Bikmen¹, Brittney Lockett¹, Kidus Mezgebu¹¹*Denison University*

The negative association between racial centrality of African American students and their test performance under stereotype threat was reversed when students were reminded of the historical resilience of their group before taking the test. History of marginalized groups can act as a buffer against current challenges.

E12**SELF-CONCEPT CLARITY THREATS EVOKE WORLDVIEW DEFENSE**Helen C. Boucher¹, Thomas Bloch¹¹*Bates College*

Consistent with other research on meaning maintenance (e.g., terror management theory), individuals whose self-concept clarity was threatened showed worldview defense relative to a control group, by polarizing their ratings of complimentary and critical essays about their college. This effect was especially prominent among high self-esteem individuals.

E13**CHOICE AS SELF-AFFIRMATION: A TRIVIAL PERSONAL CHOICE CAN BUFFER AGAINST STRESS**Shannon T. Brady¹, Anita Shankar¹, Aurelia T. Alston¹, Geoffrey L. Cohen¹¹*Stanford University*

Even trivial choice can be self-affirming. In a field study, Americans completed a stressor, then either made a seemingly trivial personal choice (selecting a pen) or not. Participants in the choice condition reported higher confidence in their ability to cope with the stressor and a stronger sense of personal agency.

E14**CUEING THE STUDENT IN ME: THE EFFECTS OF CONTEXTUAL FRAMING ON IDENTITY SALIENCE AND ACADEMIC MOTIVATION AMONG LOW INCOME COLLEGE STUDENTS**Alexander S. Browman¹, Mesmin Destin¹¹*Northwestern University*

We tested whether the socioeconomic framing of the college environment could influence identity salience and academic motivation among students from low socioeconomic backgrounds. After reading about their college as being socioeconomically diverse (versus high-income), low SES participants implicitly identified more with high achievement, and reported greater academic belonging and motivation.

E15**THE LOCAL DOMINANCE EFFECT AND CONSTRUAL LEVEL: WHEN GLOBAL COMPARISONS MATTER**Kathryn Bruchmann¹, Abigail T. Evans¹¹*University of Iowa*

When forming self-evaluations, people often place disproportionate weight on comparison information from individuals and underutilize comparison information from aggregates (see Zell & Alicke, 2010). However, two studies suggest that when induced to think abstractly rather than concretely, participants' self-evaluations are influenced more by aggregate than individual comparison information.

E16**IT TAKES ONE TO KNOW ONE: HOW SELF-VIEWS COLOR OUR UNDERSTANDING OF SELF-VERIFICATION STRIVINGS**Michael D. Buhrmester¹, William B. Swann, Jr.¹¹*University of Texas at Austin*

Across three studies, we show that perceptions of self-enhancement and self-verification motives are colored by the valence of people's own self-views. Whereas perceivers with negative self-views imputed self-verifying motives to both negative and positive self-view targets,

perceivers with positive self-views imputed self-enhancement motives to all targets irrespective of self-views.

E17**EXPLORING THE RELATION BETWEEN PARTICIPATION IN A NEW CULTURE AND IDENTIFICATION: TWO STUDIES WITH LATIN-AMERICAN IMMIGRANTS**Diana Cárdenas¹, Roxane de la Sablonnière¹¹*Université de Montréal*

Research on immigrants generally equates participation in the new culture with identification to it. Two studies with different methodologies (quantitative/qualitative) were designed to establish whether they are the same or different. Both studies found them to be different concepts, and that participation in the culture predicts identification.

E18**PSEUDO SELF-FORGIVENESS: SELF-AFFIRMATION REDUCES RESPONSIBILITY AVOIDANCE AND DEFENSIVE SELF-FORGIVENESS**Thomas P. Carpenter¹, Jo-Ann Tsang¹¹*Baylor University*

Apparent self-forgiveness may at times reflect defensive responsibility avoidance. Participants were induced to offend a fictitious partner after first receiving affirming or non-affirming feedback to reduce defensiveness. For men, affirmation reduced self-forgiveness by increasing responsibility attributions. Results suggest some apparent self-forgiveness is defensive, rather than compassionate, in nature.

E19**FALLING FROM GREAT (AND NOT SO GREAT) HEIGHTS: HOW INITIAL STATUS POSITION INFLUENCES PERSISTENCE AFTER STATUS LOSS**Jennifer Carson Marr¹, Stefan Thau²¹*Georgia Institute of Technology*; ²*London Business School*

Despite all the benefits of having status, we argue high-status individuals experience more self-threat and, consequently, experience more performance failures after status loss than low-status individuals who experience a comparable status loss. A field study of professional baseball players and two experiments provide support for our hypotheses.

E20**SELF-AFFIRMATION REDUCES THE STRENGTH OF THE RELATIONSHIP BETWEEN PROCESSING OF A THREATENING MESSAGE AND INDICATORS OF SELF-THREAT**Jennifer L. Cerully¹, Claire Lyons², William M. P. Klein²¹*RAND*; ²*Division of Cancer Control and Population Sciences, National Cancer Institute*

We predicted that self-affirmed participants would extract the gist of a threatening health message more easily than non-affirmed participants. Self-affirmation led to reduced correlations between gist and measures of self-threat, but did not generally facilitate the extraction of the gist.

E21**THE DISTINCTION BETWEEN SOCIAL AND COLLECTIVE IDENTITY ORIENTATIONS IN THE ASPECTS OF IDENTITY QUESTIONNAIRE**Jonathan M. Cheek¹, Linda R. Tropp², Marion K. Underwood³, Nathan N. Cheek⁴¹*Wellesley College*; ²*University of Massachusetts, Amherst*; ³*The University of Texas at Dallas*; ⁴*Swarthmore College*

Abrams (1988) criticized the social identity orientation scale — intended to represent James' (1890) social me — for not capturing social identity theory's emphasis on group membership. Factor analysis of social and collective identity scales, ethnic group differences in collective but not social identity, and differential correlations support maintaining two distinct scales.

E22**EGOCENTRIC SOCIAL COMPARISONS: WHAT REACTION TIMES HAVE TO SAY**Colton B. Christian¹, Sara D. Hodges¹¹*University of Oregon*

Past research shows that information about the standing of others influences comparative judgments less than information about the self (Kruger et al., 2008). However, our study (n=138) demonstrates that making ratings of others prior to comparative judgments facilitates the speed of those comparisons more than making self-ratings.

E23**A LANGUAGE OF HOPE: AN EMPIRICAL INVESTIGATION OF PRESIDENT OBAMA'S RHETORIC THROUGHOUT HIS POLITICAL CAREER**Miles Conant¹, Barbara Luka¹¹*Bard College*

The present study examines President Obama's emotional, cognitive, and psychological states through his use of words. Through the classification of speech samples based on content, distinct language patterns were found among various topics of discourse. The results suggest that Mr. Obama exhibits unique linguistic styles when discussing certain issues.

E24**IDEAL SELF JUDGMENT AND THE MODERATING ROLE OF MODESTY**Corey L. Guenther¹, Mark D. Alicke², Karen Vanderzanden¹¹*Creighton University*; ²*Ohio University*

Proposes that, implicitly, self-judgment involves identifying the self with idealized trait standards. Supporting this model, no differences emerged between absolute self and absolute ideal trait ratings across dimensions. Such similarity did not arise when comparing average-peer and ideal ratings, or, when self and ideal ratings were made in explicit comparison.

E25**RACIAL AND GENDER EXCLUSION AFFECT NOVEL GROUP IDENTITY**Charisse L. Corsbie-Massay¹¹*University of Southern California*

The demographic composition of a group provides important cues regarding future acceptance. Drawing on social identity, ostracism, and discrimination, the current research features independently produced videos that systematically omit specific racial and gender groups to investigate the effects of racial and gender exclusion on viewer self-concepts, identity, and attitudes.

E26**IN OR OUT OF CONTROL? SENSE OF AGENCY, ACTION PLANNING AND ACTION SELECTION IN THE PRESENCE OF OTHERS**Tom G.E. Damen¹, Rick B. Van Baaren¹, Ap Dijksterhuis¹¹*Radboud University Nijmegen*; ²*Ghent University*; ³*Max Planck Institute for Human Development*

In several studies we investigated sense of agency in settings of obedience and freedom of choice, using both explicit and implicit agency paradigms. Our findings show agency both affected by internal planning and external commands, and that the action planning and selection phase is crucial to feelings of agency.

E27**IMPLICIT-EXPLICIT ACADEMIC MAJOR CERTAINTY AND AUTONOMY**Cody R. DeHaan¹, Edward L. Deci¹, Richard Ryan¹¹*University of Rochester*

This study showed the moderating role of satisfaction of the basic psychological need for autonomy on discrepancy between implicit and explicit academic major certainty for a sample of undergraduates. High autonomy need satisfaction relates to less discrepancy between implicit and explicit major certainty. Implications for integration are explored.

E28**UNDERSTANDING THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SELF-CLARITY: THE ROLE OF ACTUAL-DESIRED SELF-ESTEEM DISCREPANCIES**Kenneth G. DeMarree¹, Kimberly Rios²¹*Texas Tech University*; ²*University of Chicago*

We examined a novel predictor of self-clarity: actual-desired self-esteem discrepancies. Such discrepancies are larger among individuals low in self-esteem and might account for the previously-documented relationship between self-esteem level and self-clarity. Correlational and experimental studies support the idea that actual-desired self-esteem

E29**THE "LIGHT WEIGHT": THE INFLUENCE OF SOCIAL OSTRACISM ON DRINKING AS A SOCIAL IDENTITY AMONG WOMEN IN COLLEGE**Danielle D. Dickens¹, Jennifer J. Haman¹¹*Colorado State University*

The current study extended the social identity theory to examine whether college women's drinking behaviors are associated with a group identity (light or heavy drinker), and whether they are likely to identify with their in-group and derogate out-group members when faced with social ostracism using an online experiment.

E30**TORN BY THE POWERS AT WORK: WORKPLACE ENVIRONMENT MODERATES THE ASSOCIATION OF FEAR OF STIGMA-DISCLOSURE AND THE PSYCHOLOGICAL BARRIER BETWEEN PUBLIC AND PRIVATE SELVES**Ray G. Edwards¹, Nicholas P. Camp², Rainer Romero-Canyas¹, Ryan M. Walker¹, Valerie Purdie-Vaughns¹¹*Columbia University*; ²*Stanford University*

Features of workplace environments and dispositional stigma-disclosure concerns create psychological boundaries between public and private selves. Workplaces where the approval of superiors is crucial foment this public-private division among those with stigmatized social identities. In less risky environments, dispositional stigma-disclosure concerns should drive this division. Two studies support these hypotheses.

E31**RELIGIOUS, BUT NOT MORAL IDENTITY AROUSAL, LOWERS EVALUATIONS OF OUTGROUP TARGETS, ESPECIALLY THOSE BELIEVED TO BE HOSTILE TOWARDS THE INGROUP**Amanda ElBassiouny¹, Lloyd R. Sloan¹, Debbie Van Camp¹¹*Howard University*

Christian participants' moral versus religious identity was primed before evaluating a Christian or Muslim applicant. Religious (versus moral) identity priming produced decreased liking for outgroup but equal acceptance of an ingroup member, especially when participants believed targets were chronically negative toward Christians, suggesting moral identity arousal produces more unconditional acceptance.

E32**"THAT POWER BECOMES YOU": WHEN AND WHY SUBORDINATES TRIGGER SELF-OBJECTIFICATION AMONG THE POWERFUL**M. Ena Enesi¹, Sunyoung Lee¹, Kimberly Rios²¹*London Business School*; ²*University of Chicago*

This research proposes that power-holders are subject to self-objectification. After receiving a subordinate's favor, power-holders are more likely to define themselves and base their self-esteem on power-relevant traits. Further, they are willing to pay more for status goods, which is driven by their beliefs.

E33

THE SELF IN THE BODY, THE SELF IN CONTEXT: HOW APPROACHING AND AVOIDING SOMEONE SHAPES ONE'S SELF-EVALUATIONMarie-Pierre Fayant¹, Dominique Muller¹, Cécile Nurra¹, Theodore Alexopoulos², Richard Palluel-Germain¹¹University of Grenoble; ²Université Paris Descartes

Three studies show that approach/avoidance induces self-evaluative assimilation and contrast effects. A fourth study replicates these results on motivation. A fifth study shows that approach versus avoidance fosters the inclusion of other in the self-representation. We discuss these results in regard to the goal literature.

E34

WHO I AM WHEN I'M WITH YOU: RELATIONAL SELF AS A SOURCE OF MEANING IN LIFEMuping Gan¹, Serena Chen¹¹University of California Berkeley

Two studies examined self-construal's (SC) effect on meaning in life (MIL). Relational SC enhanced MIL judgments compared to individual SC (Study 1&2), and SC valence only affected MIL for individual SC (Study 2). A salient relational SC appears to infuse life with more meaning than contemplating one's stand-alone attributes.

E35

EFFECTS OF ALLY IDENTITY ON BEHAVIORJulie A. Garcia¹, Carrie A. Langner¹¹California Polytechnic State University, San Luis Obispo

We examined if ally identification predicted different responses to watching a video where someone was negatively either because of their membership in a stigmatized group or for a non-specified reason. As predicted, people who identified as allies were more likely to support identity-relevant clubs compared to those who did not.

E36

DOWN-REGULATING THE NARCISSISTIC SYSTEM: INCREASED INTERDEPENDENCE REDUCES NARCISSISMMiranda Giacomini¹, Christian H. Jordan¹¹Wilfrid Laurier University

If narcissism is a self-regulatory system, changes in one element of narcissism may affect changes in narcissism overall. Three studies suggest that increasing interdependent self-construal—changing a typical narcissistic lack of communal orientation—significantly decreases narcissism. These changes further mediate changes in desire for fame and perceptions related to helpfulness.

E37

EFFECTS OF FACTUAL GLOBAL KNOWLEDGE OF THE WORLD AND THE ANTECEDENTS, IDENTIFICATION, AND OUTCOMES OF GLOBAL CITIZENSHIPShonda A. Gibson¹, Iva Katzarska-Miller², Stephen Reysen¹, Braken Hobson²¹Texas A&M University-Commerce; ²Transylvania University

In two studies, we explored the association between factual global knowledge of the world and the antecedents, identification, and outcomes of global citizenship. The findings support the model of antecedents and outcomes of global citizenship, showing antecedents predicted global citizenship identification, and identification with global citizens predicted pro-social outcomes.

E38

THE VALUE IS IN NOT TURNING AWAY: NEUROSCIENTIFIC EVIDENCE ON MINDFUL RESPONSES TO THREATRobert J. Goodman¹, Jordan Quaglia¹, Kirk W. Brown¹¹Virginia Commonwealth University

Current theories of emotion regulation emphasize reappraisal and distraction as effective threat regulation strategies. We present two studies that suggest mindfulness can also facilitate adaptive psychological and physiological threat responses. These studies found that mindfulness blunted electrocortical responses to unpleasant visual

stimuli, and attenuated neuroendocrine responses following social evaluative threat.

E39

A DIFFERENT PERSPECTIVE: THE EFFECTS OF SELF - CONSTRUAL ON PERSPECTIVE TAKING AND POWER TACTICSAki M. Gormezano¹, Melanie M. Henderson², Cynthia M. Frantz¹¹Oberlin College; ²University of Michigan

What are the effects of collectivist self-perceptions on perspective taking and the way one recognizes and utilizes power? Findings suggest that having a collectivist self-perception is associated with greater perspective taking, more inclusive power recognition, and the use of more relational power tactics.

E40

WHO WANTS TO BE FAMOUS AND WHY: EXPLORING MOTIVATIONS FOR FAME AND VIEWS OF SELFDara Greenwood¹, Christopher R. Long², Sonya Dal Cin³¹Vassar College; ²Quachita Baptist University; ³University of Michigan

Two survey studies explored Motivations for Fame and views of self. Three distinct fame factors emerged: desire to be Seen, to have Wealth, and to do Good. Narcissism and need to belong were associated with Seen and Wealth. Fame motivations were also linked to self-worth, empathy, and basic psychological needs.

E41

CREATION AND INITIAL VALIDATION OF A MEDIA FANHOOD MEASURESamantha L. Groene¹, Vanessa E. Hettinger¹, Jennifer K. Bosson¹¹University of South Florida

A new 20-item scale measuring media fan identification was constructed through self-creation, adaption from existing measures, and ratings from a sample of self-identified fans. Administrations of the Fanhood Measure to an online media fan sample and a sample of undergraduates have demonstrated the internal and test-retest reliability of the measure.

E42

KNOW THYSELF: SELF-CONCEPT CLARITY AND SELF-DESCRIPTIONJean Guerrettaz², Robert M. Arkin¹¹The Ohio State University

Self-concept clarity may create expectations about how confidently one can define his or her self-concept. When those expectations go unquestioned, low clarity individuals are more affected by the experience of describing the self. However, when expectations are more explicitly primed, this experience has a greater impact on high clarity individuals.

E43

DOES POWER MAGNIFY THE EXPRESSION OF DISPOSITIONS?Ana Guinote¹, Mario Weick², Alice Cai¹¹University College London; ²University of Kent

Conventional wisdom holds that power-holders act more in line with their dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in the situation. In three experiments, participants' chronic dispositions were assessed.

E44

INDIVIDUAL DIFFERENCES IN SELF-ENHANCEMENT AND SELF-PROTECTION STRATEGIES: THE ROLES OF PERSONALITY AND CULTUREErica Hepper^{1,2}, Constantine Sedikides¹¹University of Southampton; ²University of Surrey

We examined the underlying structure and predictors of the many strategies by which people self-enhance and self-protect. Study 1 identified 4 factors. Study 2 examined regulatory focus, self-esteem, and narcissism. Study 3 replicated the structure and individual differences in China, with cultural differences in levels of strategies.

E45**INCLUSION OF HOMETOWN IN THE SELF: IMPLICATIONS FOR WELL-BEING DURING TRANSITIONS**Kelly A. Hirsch¹, Rebecca J. Schlegel¹¹Texas A&M University

Recent research suggests that residential mobility negatively affects well-being. This research examines a specific individual difference that may predict adjustment levels following a move. Two correlational studies examined whether inclusion of hometown in one's self predicts well-being among college freshmen. Results showed that high self/hometown interconnectedness negatively predicts well-being.

E46**STIGMA MEDIATES THE RELATIONSHIP BETWEEN BMI AND WELLBEING**Jeffrey M. Hunger¹, Brenda Major¹¹University of California, Santa Barbara

Higher BMI is linked, often directly, to poorer psychological and physical wellbeing. However, weight stigma may explain much of this relationship. In a community sample stigma mediated the relationship between BMI and both psychological and physical wellbeing. Thus, reducing weight stigma may also reduce negative outcomes associated with weight.

E47**SELF-OTHER SIMILARITY PERCEPTION: THE ROLE OF INGROUP IDENTIFICATION AND GROUP STATUS**Vincenzo Iacoviello¹, Fabio Lorenzi-Cioldi¹¹University of Geneva

The present research shows that the often claimed positive relationship between ingroup identification and perception of self-other ingroup similarities is contingent upon the group standing in the social hierarchy. In 2 studies, the inferior group, but not the superior group, emphasized ingroup similarity following ingroup identification.

E48**EGALITARIAN OPTIMISTS OR SOCIAL VIGILANTES: WHO CONFRONTS PREJUDICE?**Jesi E. Johnson¹, H. Colleen Sinclair¹¹Mississippi State University

We examined if egalitarian optimists or social vigilantes were more likely to confront prejudice in a staged political discussion featuring at least one "bigot" confederate. Across conditions, it was the egalitarian optimists, not social vigilantes, who stood up for their beliefs and confronted prejudice, even when facing a group.

E49**SWITCHING BETWEEN NON-INTEGRATED IDENTITIES CONSUMES MORE SELF-REGULATORY RESOURCES THAN SWITCHING BETWEEN INTEGRATED IDENTITIES**Priya Kamat¹, Wendi L. Gardner²¹Northwestern University

Participants switched between two identities that they experienced as either integrated (i.e., fitting together harmoniously) or non-integrated (i.e., clashing). Compared to participants in the integrated condition, participants in the non-integrated condition were more depleted, as indicated by significantly weaker confidence in a subsequent task.

E50**WEIGHING THE COSTS AND BENEFITS OF YOUR IDENTITY; A THEORY OF IDENTITY AS SOCIAL CURRENCY**Katherine Aumer¹, Brendan Ito¹, Kristin Pauker²¹Hawaii Pacific University; ²University of Hawaii at Manoa

A theory of racial identity as social currency is proposed. It was found that participants were more likely to identify with a racial group if it is higher in status and able to obtain more wealth and social value than other racial groups that are portrayed as less socially desirable.

E51**RELATIONSHIP DISSOLUTION AND SEXUAL ORIENTATION OF EX-PARTNER AS AN INTERPERSONAL THREAT TO PUBLIC IDENTITY**Iva Katzarska-Miller¹, Stephen Reysen²¹Transylvania University; ²Texas A&M University-Commerce

We examined the effect of participants' beliefs regarding immutability of sexual orientation and the sexual orientation of a partner initiating the termination of a relationship on participants' emotional experience and perceived harm to one's public identity. Results support the notion that relationship breakups can threaten one's public identity.

E52**THE SELF AND RELIGIOUS EXPERIENCE: RELIGIOUS ORIENTATION INFLUENCES RELIGIOUS EXPERIENCE**Michael B. Kitchens¹¹Lebanon Valley College

Research shows that variations in religious internalization (the degree to which one incorporates religion into the self) and intrinsic religiosity predict mental health. This study addressed how these orientations predicted experiences with religion. The results showed incorporating religion into the self predicted positive experiences with religion.

E53**MORTALITY SALIENCE AND DEFENSIVE RISK BELIEFS IN SMOKERS**William M. Klein¹, Amber R. Koblit¹, Annette R. Kaufman¹, Jamie Arndt², Kenneth E. Vail²¹National Cancer Institute; ²University of Missouri-Columbia

One hundred thirty-seven college/community smokers randomly assigned to mortality salience or control conditions, estimated risk of lung cancer in the next 10-30 years. Smokers with mortality salience underestimated risk compared to control condition; they expected a linear, not exponential, risk increase. Heightening death salience in smokers may

E54**CONTEXTUAL FACTORS RELATED TO SOCIAL IDENTITY COMPLEXITY IN URBAN MIDDLE SCHOOLS**Casey A. Knifsend¹, Jaana Juvonen¹¹University of California, Los Angeles

This study investigates school contextual factors related to young adolescents' social identity complexity. Social identity complexity refers to the perceived overlap among groups with which a person aligns him- or herself. Adolescents attending schools with a greater number of cross-ethnic peers perceived higher complexity only if they had cross-ethnic friendships.

E55**EVALUATING THE EFFECTIVENESS OF AN EXPERIMENTAL SELF-COMPLEXITY MANIPULATION**Erika Koch¹¹St. Francis Xavier University

Participants completed one of four essays: high self-complexity/high role harmony, high self-complexity/low role harmony, low self-complexity, and control. Significantly higher self-complexity scores emerged in the high/low versus low and control conditions, but the high/high condition did not differ from the low and control conditions. The manipulation thus demonstrated some success.

E56**SYMBOLIC SELF-COMPLETION - A PURELY REFLECTIVE PROCESS?**Anand Krishna¹, Fritz Strack¹¹Julius-Maximilian-University, Wuerzburg

Symbolic self-completion is assumed to require rule-based processing, but we propose that associative processing may suffice. Participants who were subjected to negative intelligence feedback were expected to select ideographs unconsciously associated with intelligence more often and rate them more positively. Although selection frequency was marginally increased, ratings were unaffected.

E57**SELF-AFFIRMATION INCREASES PEER-RATED HUMILITY**Elliott T. Kruse¹, Joseph Chancellor¹, Sonja Lyubomirsky¹¹*University of California, Riverside*

We proposed that self-affirmation would increase humility. In three experiments, participants first either affirmed their top value or did not; they then responded to an open-ended prompt. Responses were rated by independent judges for humility. Across all studies, affirming a personal value increased peer-rated humility, compared to a control group.

E58**AUTONOMY SATISFIES THE NEED FOR POWER**Joris Lammers¹, Janka I. Stoker², Floor Rink², Adam D. Galinsky³¹*Tilburg University, The Netherlands*; ²*Groningen University, The Netherlands*;³*Northwestern University, Evanston*

Four studies explore what drives the need for power. Older theories hold that people need power to influence others, but we show that the need for power is a need for autonomy—to be uninfluenced. People desire to be master of their own fate; not to be master of others.

E59**PERCEPTIONS OF SELF-COMPASSION IN BURDENSOME GROUP MEMBERS**Allison M. Landgraf¹, Inna Kleynshteyn¹, Ashley B. Allen¹¹*University of North Florida*

Research shows that self-compassion is beneficial for one's emotional well-being; however, no research has addressed how self-compassion impacts one's relational value. Burdensome group members who respond self-compassionately might be evaluated negatively because they fail to give a socially appropriate response. Our research partially supported this hypothesis.

E60**HELPING THE SELF HELP OTHERS: SELF-AFFIRMATION INCREASES SELF-COMPASSION AND PRO-SOCIAL BEHAVIORS**Emily K. Lindsay¹, J. David. Creswell¹¹*Carnegie Mellon University*

Self-affirmation has been shown to increase feelings of love and connection. In two studies, we find that self-affirmation increases explicit self- (but not other-) directed compassionate feelings, which explain increased helping behavior to a laboratory shelf-collapse incident. This work suggests that self-compassion may be a promising mechanism for self-affirmation effects.

E61**DO AUTONOMOUS INDIVIDUALS STRIVE FOR SELF-POSITIVITY? A TEST OF THE UNIVERSAL NATURE OF SELF-ENHANCEMENT**Bridget P. Lynch¹, Erin M. O'Mara¹¹*University of Dayton*

We examined the association between self-enhancement and autonomy. Participants (N = 175) completed measures of (a) approach and avoidant self-enhancement strategies, and (b) autonomy. Results demonstrate that individuals high in autonomy utilize approach—but not avoidance—oriented self-enhancement strategies. These findings support the universality of self-enhancement.

E62**STEREOTYPE THREAT PERSEVERANCE: A PROCESS OVER TIME**Kody J. Manke¹, Geoffrey L. Cohen¹¹*Stanford University*

Do stereotype threat effects persevere? Across studies, math-identified female participants in both overt and subtle stereotype threat conditions performed worse than controls a week later on a math test, while also reporting decreased math efficacy and gender identification. A year followup suggested these results persisted, even outside the lab.

E63**THINKING ABOUT THE FUTURE AFFECTS MOTIVATION AND SOCIAL INTERACTIONS AMONG LOW SES**Vida M. Manzo¹, Mesmin Destin¹, Sarah Townsend¹¹*Northwestern University*

We used an intervention in which we prime low SES students' future identity versus their past identity to reduce threat and anxiety and increase motivation on academic tasks. Low SES students primed with their future identity displayed significantly less anxiety after mock student-professor interactions. We examine nonverbal and neuroendocrine reactivity.

E64**SUBTYPING AS A SELF-CONCEPT MAINTENANCE MECHANISM**Rachel Meisinger¹, Ciara Karski¹, Corey Guenther¹¹*Creighton University*

The current study explored whether "subtyping" processes are employed to protect the self when faced with preference-inconsistent self-relevant feedback. Consistent with this view, participants generalized unfavorable intelligence test feedback to their self-concept to a lesser extent when this feedback was accompanied by an additional, test-neutral attribute.

E65**CAN THE BENEFICIAL EFFECTS OF RELIGIOUSNESS ON RISK BEHAVIOR BE EXPLAINED PURELY IN SECULAR TERMS?**Wendi A. Miller¹, James A. Shepperd¹¹*University of Florida*

We tested two secular explanations for the link between religiousness and adolescent risk behavior. Tenth-graders (N=1253) completed an online questionnaire that included measures of religiousness, secular explanations of religiousness, and risk behavior. Religiousness continued to predict unique variance in risk behavior even after controlling for the secular variables.

E66**ANTECEDENTS AND MODERATORS OF RELATIONAL IDENTIFICATION IN THE WORKPLACE: THE SPECIFICATIONS OF ROLE-RELATIONSHIPS AND TARGETS OF IDENTIFICATION**Shora Moteabbed¹¹*ESSEC Business School*

This paper first qualitatively investigates the dimensions of relational identification and the factors which influence them. After generating hypotheses based on this first study it then tests quantitatively how identification motives (as antecedents) and role-related factors and identification target specifications (as moderators) relate differently to these dimensions of relational identification.

E67**WRITING ABOUT EXPANDING ACTIVITIES: EFFECTS ON PERCEPTIONS OF SELF AND CLOSE OTHERS**Natalie Nardone^{1,2}, Arthur Aron¹¹*Stony Brook University*; ²*University of California San Francisco*

Participants completed an experiment writing about expanding, rediscovery or control activities with their closest other. Self-concept clarity and inclusion of other in self were significantly greater in the rediscovery vs. expansion condition. When about a romantic partner, self-concept clarity was significantly greater in the rediscovery vs. expansion or control conditions.

E68**WEIGHT-GROUP IDENTIFICATION PREDICTS STRATEGIC RESPONSES TO STIGMA AND WELL-BEING AMONG FAT WOMEN**Michelle R. Nario-Redmond¹, Olivia J. Lindly², Jeffrey G. Noel³¹*Hiram College*; ²*Reed College*; ³*Missouri Institute of Mental Health, University of Missouri*; ⁴

A survey of coping strategies revealed that fat women (N=50) who highly identified with their weight group valued their bodies and

supported fat-acceptance policies while those less identified encouraged weight-loss, avoided affiliating with fat people and asserted antifat attitudes. Weight-group identification also predicted several measures of self-worth and body satisfaction.

E69

WOMEN'S SOCIAL IDENTITIES: A QUALITATIVE LOOK AT HOW WOMEN CHOOSE, NEGOTIATE, AND PERFORM THEIR SOCIAL IDENTITIES

Annie Neimand¹

¹*University of Florida*

Using feminist methodology, I explore social identity theory beyond its traditionally defined characteristics, and describe the process of choosing, negotiating and performing one's social identity(s). By exploring social identities as the product of an interactive process, I demonstrate the fluidity and complexities of developing one's sense of self.

E70

NO REALLY, I AM A LESBIAN! NEGATIVE EFFECTS OF BELIEVING LESBIAN IDENTITY IS ACHIEVED VS. ASCRIBED

Ellen E. Newell¹, Shannon K. McCoy¹

¹*University of Maine*

At times seemingly stable ascribed statuses (e.g. gender) can be challenged. Lesbians may feel they have to prove they are 'real' lesbians to other lesbians. Lesbians, who felt their identity was achieved, had lower self-esteem, poorer self-reported health, felt less accepted, and like less worthy members of the lesbian community.

E71

ASIAN AMERICAN IDENTITY AND EMOTIONAL SENSITIVITY TO MAJORITY AND MINORITY GROUP MEMBERS

Brandon W. Ng¹, James P. Morris¹

¹*University of Virginia*

In the present study, Asian Americans had their American identity threatened or were in a control condition. They then completed an emotional perception task and a prosocial behavior task. Results showed that, regardless of condition, Asian American participants were more emotionally accurate for Caucasian expressions relative to Asian.

E72

I'LL BE AN ADULT AT 21, DOES THAT MATTER FOR MATH NOW, I AM JUST 9?

Cecile Nurra¹, Daphna Oyserman²

¹*University of Grenoble*; ²*University of Michigan*

Children can imagine their adult future-self but they often fail to take action to support their future-self. Building on identity-based motivation theory (Oyserman, 2007), an accessible future-self is predicted to cue current action only if it feels connected to the current-self. Three studies, involving children aged 9-12, support this prediction

E73

MODESTY DIFFERENTIALLY SUPPRESSES EXPRESSIONS OF SELF-ENHANCEMENT THAT VARY IN THE INVOLVEMENT OF OTHERS

Erin M. O'Mara¹, Lowell Gaertner², Bridget Lynch¹, Adrienne Anderson¹, Nicholette Smith¹

¹*University of Dayton*; ²*University of Tennessee*

Data from 106 undergraduates indicate that modesty mediates the effects of independent and interdependent self-construal on pursuits of self-enhancement involving other persons but not pursuits devoid of others. Self-enhancement involving others (a) increased with independent self-construal via decreased modesty concerns and (b) decreased with interdependent self-construal via increased modesty concerns.

E74

ACTIVATION OF THE SELF IS MODERATED BY SELF-ESTEEM IN EYE TRACKING STUDIES OF ONLINE VIDEO CHATS

Carrie A. Pappas¹, Curtis D. Hardin^{2,1}, Elizabeth F. Chua^{2,1}

¹*Graduate Center, City University of New York*; ²*Brooklyn College, City University of New York*

Activation of the self during ongoing conversation is moderated by self-esteem in eye tracking studies of online video chats in which participants see their own image and that of their conversation partner. Although self-activation among low self-esteem participants occurs under conversational self-threat, self-activation among high self-esteem participants occurs under conversational self-bolstering.

E75

SOCIAL EXCLUSION INCREASES PREVENTION MOTIVATION AND DECREASES PROMOTION MOTIVATION

Jina Park¹, Roy Baumeister¹

¹*Florida State University*

The present research examined the impact of social exclusion on motivations for promotion and prevention. Study 1-3 demonstrated that social exclusion decreases promotion motivation and increases prevention motivation. Study 4 indicates that the changes in motivations following social exclusion are automatic rather than deliberate.

E76

ASSESSING THE PERSONALITY OF THE 21ST CENTURY GEEK

Russell E. Phillips¹, Jarad Bell²

¹*University of Pittsburgh at Greensburg*; ²*Missouri Western State University*

The present study created a measure of knowledge concerning geek interests using Item Response Theory. The measure was moderately associated with geek self-identification. When controlling for geek self-identity, the geek interests measure was positively correlated with openness to experience, and inversely associated with empathy, conscientiousness, and agreeableness.

E77

AFFIRMING THE SELF: THE GAY IAT AND PERCEPTIONS OF INTERGROUP CONTACT

Ellen E. Newell¹, Joseph D. Wellman², Shannon K. McCoy¹, Sarah E. Porter¹

¹*University of Maine*; ²*Wesleyan University*

In the current research affirming ones self-concept following administration of a gay male IAT was found to eliminate the IAT's relationship to self-reported intergroup anxiety and justification of group inequality. The implication for the measure's predictive validity and intergroup threat research are discussed.

E78

I KISSED A GIRL, BUT IT'S OKAY: AN INDIVIDUAL DIFFERENCE ACCOUNT OF THE IMPACT OF IDENTITY-INCONSISTENT SEXUAL EXPERIENCES

Mariana A. Preciado¹, Letitia Anne Peplau¹, Kerri L. Johnson¹

¹*University of California, Los Angeles*

The meaning people assign to identity-inconsistent sexual experiences varies. We examined the relationship between reports of how easily participants could justify identity-inconsistent sexual experiences and their self-perceived sexual orientation. Results suggest participants who can more easily justify experiences are less likely to report that their sexual orientation includes same-sex sexuality.

E79

TELL ME ABOUT YOUR GREATEST WEAKNESS: SOCIAL COMPARISONS HELP PEOPLE DOWNPLAY THEIR NEGATIVE CHARACTERISTICS

Gregory S. Preuss¹, Michael Frechen², Mark D. Alicke²

¹*Washburn University*; ²*Ohio University*

Participants evaluated their faults relative to those of others. Results indicated that participants thought their own faults were less severe than the same faults of others. Participants were more optimistic about the degree to which their own faults would dissipate compared to control participants evaluating the faults of acquaintances.

E80**SELF-ENHANCEMENT, SELF-PROTECTION AND IN-GROUP BIAS**Michael R. Ransom¹, Chris Kast², Robert K. Shelly³¹Fairmont State University; ²Iowa State University; ³Ohio University

The present study investigated how self-enhancement and self-protection mechanisms function within a group context by examining participants' ingroup/outgroup judgments. The most interesting finding was that participants were actually self-critical at times and in some cases engaged in self-derogation, rating themselves lower on positive traits and higher on negative traits.

E81**SELF-AFFIRMATION EFFECTS OVER TIME: SPONTANEOUS SELF-AFFIRMATION UNDER STRESS**Stephanie L. Reeves¹, Shannon T. Brady¹, Valerie Purdie-Vaughns², Julio Garcia³, Suzanne Taborsky-Barba³, Sarah Tomassetti³, Geoffrey L. Cohen¹¹Stanford University; ²Columbia University; ³University of Colorado, Boulder

This study examines the long-term impact of a self-affirmation exercise on people's ability to cope with stress. Participants completed either a self-affirmation (writing about important values) or a control exercise. Those who self-affirmed were more likely to spontaneously affirm themselves in response to a stressor two years later.

E82**GIVE ME MORE, GIVE ME MORE: THE DARK SIDE OF SELF EXPANSION**John K. Rempel¹, Christopher T. Burris¹¹St. Jerome's University

Growing the self via acquisition at others' expense may represent the dark side of self-expansion. A measure of Spatial-symbolic engulfment (the tendency to acquire tangible self-identity markers) was associated with lower Agreeableness and Conscientiousness, greater endorsement of self-serving values, and greater endorsement of greed related statements.

E83**GLOBAL CITIZEN VERSUS HUMAN: COMPARISON OF SUPERORDINATE IDENTITY CONTENT**Stephen Reysen¹, Lindsey Pierce¹, Caramy J. Spencer¹, Iva Katzarska-Miller²¹Texas A&M University-Commerce; ²Transylvania University

We examined the association between identification with superordinate identities (e.g., global citizen, human) and pro-social values (e.g., valuing diversity, environmental sustainability). Global citizenship identification uniquely predicted greater endorsement of pro-social values beyond identification with humans.

E84**ON THE MALLEABILITY OF SELF-IMAGE IN INDIVIDUALS WITH A WEAK SENSE OF SELF**Rebecca L. Robinson¹, Ronen Cuperman¹, William Ickes¹¹University of Texas at Arlington

A series of studies found support for the claim that weak sense-of-self individuals have highly malleable self-images. Weak sense-of-self individuals were more likely to change personality ratings towards their strong sense-of-self partners' ratings after a brief interaction and were likely to accept generic personality statements as being very self-descriptive.

E85**BELIEFS ABOUT CHANGE: HOW EMOTION AND INTELLIGENCE BELIEFS PREDICT IMPORTANT ACADEMIC AND EMOTIONAL TRAJECTORIES**Carissa Romero¹, Allison Master², Dave Paunesku¹, James J. Gross¹, Carol S. Dweck¹¹Stanford University; ²University of Washington

We tracked middle school students' academic and emotional trajectories. Students who believed that intelligence could be changed were more likely to move to advanced math courses. Students with lower well-being in 6th grade were more likely to show improved well-being if they believed emotions could be changed.

E86**COMING OUT AS LGB: THE LASTING IMPACT OF INITIAL DISCLOSURE EXPERIENCES**William S. Ryan¹, Brett W. Ouimette¹, Netta Weinstein², Nikki Legate³¹University of California, Santa Barbara; ²University of Essex; ³University of Rochester

Relational support following initial disclosure of an LGB identity related to lower depression, increased self-esteem, and more overall outness. Negative responses led to higher depression and lower self-esteem. Support from mother, father, and best friend had similar well-being outcomes and led to higher perceptions of autonomy support in these relationships.

E87**CHRISTIAN RELIGIOUS PRIMING INCREASES INTOLERANCE OF AMBIGUITY**Christina Sagioglou¹, Matthias Forstmann²¹University of Innsbruck; ²University of Cologne

In 4 studies we found that priming Christian religious concepts increases intolerance of ambiguity. Using a scrambled sentences priming procedure, semantically activating Christian religious concepts lead to higher self-reported intolerance of ambiguity, greater dislike for an ambiguous (vs. nonambiguous) drawing, and a stronger tendency to cognitively reduce perceived ambiguity.

E88**IS SELF-COMPASSION MORE THAN THE SUM OF ITS PARTS?**Jessica L. Sastre¹, Ashley Batts Allen¹¹University of North Florida

Self-compassion promotes adaptive cognitive, behavioral, and emotional processes across the lifespan. Self-compassion has 3 components: self-kindness, common humanity, and mindfulness. We examined whether the combined effect of these components accounted for additional variance in emotional outcomes. The findings provide partial support for self-compassion as a unique predictor.

E89**FAILURE TO MEET STANDARDS INCREASES SUICIDE THOUGHTS ACCESSIBILITY**Leila Selimbegovic¹, Armand Chatard¹¹University of Poitiers

Six experiments were conducted to test the hypothesis whereby confrontation with failure to attain important cultural standards leads to increased suicide thought accessibility. Results provide support for predictions, and suggest that these effects reflect motivation to escape from negative self-awareness. Implications for escape and terror management theories are discussed.

E90**EMOTIONALLY UNSKILLED, UNAWARE, AND DISINTERESTED IN LEARNING MORE: BIASED SELF-ASSESSMENTS OF EMOTIONAL INTELLIGENCE**Oliver J. Sheldon¹, Daniel R. Ames², David A. Dunning³¹Rutgers University; ²Columbia University; ³Cornell University

Despite the importance of self-awareness, many people hold overly-optimistic views of their intellectual abilities—particularly the least skilled. We examine whether this same pattern extends to appraisals of emotional intelligence. We also examine how differences in self-awareness affect reactions to feedback, documenting the role of motivated reasoning.

E91**A MEASUREMENT SCALE OF DISRESPECT FOR ADOLESCENTS AND YOUNG ADULTS**David W. Shwalb¹, Tyler D. Hunt²¹Southern Utah University; ²University of Utah

111 students generated 892 examples of disrespect, which were sorted into 32 prototypes. 861 students then rated themselves on the

prototypes. Exploratory/confirmatory factor analyses revealed two disrespect dimensions: “Interpersonal” and “Sense of Superiority.” The Disrespect Scale exhibited reliability, measurement invariance across gender/age, and convergent validity with self-esteem, self-worth, and self-respect.

E92**THE STRUCTURAL/SUBJECTIVE DISTINCTION OF OUGHT SELF-DISCREPANCIES**

Ariel Silver¹, Leandre R. Fabrigar¹, Ya Hui Michelle See², Richard Petty³
¹Queen's University; ²National University of Singapore; ³Ohio State University

We examined how two measures of ought self-discrepancy, one structural and one subjective, differentially predicted agitation based on the degree of deliberativeness. Regression analyses comparing the ability of these two scales did provide evidence of differences in their predictive ability depending on the deliberativeness of the emotional judgments.

E93**FACULTY CONSTRUCTIONS: EXAMINATION OF INSTRUCTOR'S PRESENTATIONS AND ATTITUDES TOWARD GLOBAL EDUCATION TOPICS**

Andrea Slobodnikova¹, Shonda A. Gibson¹, Stephen Reysen¹, Iva Katzarska-Miller²

¹Texas A&M University-Commerce; ²Transylvania University

We explored university instructors (N = 101) presentation and attitudes toward topics related to global education (global citizenship, globalization, diversity, and culture). Global citizenship was reported as the least discussed and applicable topic, and instructors felt less knowledgeable, less motivated to include, and were most uncomfortable expressing their personal views.

E94**WHO AM I WHEN YOU'RE AROUND? MODERATORS OF MOTIVATED SELF-CONCEPT MALLEABILITY**

Erica B. Slotter¹, Wendi L. Gardner², Gale M. Lucas³

¹Villanova University; ²Northwestern University; ³University of Portland

Individuals adopt attributes of romantic partners because they are motivated to do so. The current research examined two moderators of this phenomenon. Two studies demonstrated that elevated attachment anxiety and greater perception that the self-concept is malleable predicted individuals spontaneously altering themselves to be more similar to desired romantic partners.

E95**A NARRATIVE ANALYSIS OF MORTALITY SALIENCE RESPONSES: CERTAINTY IN AN AFTERLIFE PREDICTS MEANING IN LIFE**

Christina M. Smith¹, Rebecca J. Schlegel¹, William E. Davis¹

¹Texas A&M University

In three studies, responses to mortality salience prompts were content-coded for participants' certainty in an afterlife. Results revealed that certainty in an afterlife predicted meaning in life under existential threat. These results suggest that being certain about an afterlife can potentially serve as a buffer against mortality salience.

E96**ARE YOU SMARTER THAN A CETACEAN? INVESTIGATING THE RELATIONSHIP BETWEEN REMINDERS OF DEATH AND CONCERNS ABOUT HUMAN INTELLIGENCE**

Melissa Soenke¹, Jeff Greenberg¹

¹University of Arizona

According to terror management theory, humans cope with awareness of mortality by believing we are superior to other species, which may justify poor treatment of them. We therefore tested whether people reminded of death would be less willing to believe dolphins are smarter than humans. Results supported this hypothesis.

E97**LOST WITHOUT EACH OTHER: THE INFLUENCE OF GROUP IDENTITY LOSS ON THE SELF-CONCEPT**

Nadya I. Soto Fernandez¹, Erica B. Slotter¹, Laura Winger¹

¹Villanova University

Individuals' social relationships influence their self-concepts. Our research examined whether loss of group membership has an impact on the self-concept. Participants who experienced a threat to their group membership and were strongly identified with a group reported reduced self-concept clarity, greater self-concept change, and reduced self-esteem compared to other participants.

E98**MAPPING THE SELF: THE RELATIONSHIP BETWEEN CULTURAL, INTERPERSONAL AND PERSONAL IDENTITIES**

Melissa P. Stawski¹, Galina L. Gorburokova², Roxane de la Sablonnière¹, Donald M. Taylor³, John E. Lydon³, Mark W. Baldwin³

¹Université de Montréal; ²American University of Central Asia; ³McGill University

Our goal is to understand the role of cultural identity in building identities. We propose that a clear cultural identity predicts clarity in the definition of one's personal and interpersonal identity, and in turn, predicts markers of psychological well-being. Two field studies confirmed our hypothesis. Implications are discussed.

E99**FEMALE EMPOWERMENT: FINDING STRENGTH IN SELF-COMPASSION**

Olivia Stevenson¹, Ashley B. Allen¹

¹The University of North Florida

Given its numerous benefits, self-compassion may also be an empowering process. Participants wrote about a negative relationship event self-compassionately or following generic prompts. Participants in the self-compassion condition reported more assertive, autonomous, and confrontational behavior if a fight occurred again. Findings indicate self-compassion is an effective tool for empowerment.

E100**INFLUENCING PERCEPTIONS OF MENTAL VS. PHYSICAL EXPERIENCES**

Jacinth J. X. Tan¹, Christopher R. Jones², Dolores Albarracín^{1,2}

¹University of Illinois at Urbana-Champaign; ²University of Pennsylvania

We examined whether perceptions of common experiences (e.g., nervousness) as mental or physical can be manipulated by inducing participants to focus on thoughtful aspects, sensational aspects, or no aspects while writing about their experiences. We found that mental or physical perceptions of their experiences were indeed affected by the manipulation.

E101**THE SELF-EVALUATIVE END-STATE MODEL: PREDICTORS OF INACCURATE SELF-EVALUATION**

Meredith L. Terry¹, Mark R. Leary¹

¹Duke University

Two studies tested a new model of self-evaluative inaccuracy. In Study 1, participants wrote about an experience of self-evaluative inaccuracy. In Study 2, participants responded to hypothetical feedback. Results identified factors that distinguish between different self-evaluative reactions to feedback (e.g., previous self-evaluations, emotional reaction to

E102**RELATIVE AUTONOMY AND REACTIVITY TO MOTIVATION THREAT**

Tara M. Thacher¹, Daniel S. Baillis¹

¹University of Manitoba

People higher in relative autonomy (value-congruent action) often exhibit lower defensiveness under threat. Participants received feedback warning them about future accident proneness (control condition) or low career motivation (threat). Higher autonomy participants appeared to be uniquely energized by motivation threat, showing an enhanced desire for a variety of actions.

E103**THE EFFECTS OF VALUE AFFIRMATION VERSUS MORAL PRIMING ON ETHICAL BEHAVIOR**Jenna S. Thomas¹, Carolin J. Showers¹¹*University of Oklahoma*

This study examines whether a value self-affirmation leads to more unethical behavior than recalling a past moral behavior. Results revealed that relative to individuals in the moral behavior condition, individuals in the value-affirmation condition cheated more on a math task, suggesting that value-affirmations may sometimes lead to moral licensing.

E104**EFFECTS OF EXCUSES, JUSTIFICATIONS, AND EXCEPTIONS ON BEHAVIOR CHANGE**Kaitlin Toner¹, Mark R. Leary¹¹*Duke University*

Two studies examined accounts—explanations for undesirable behaviors—and subsequent behavior improvement, focusing on the effects of using excuses, justification, and exceptions. Intentions to improve future behavior were lower following justifications and exceptions and greater following excuses. However, participants expected that their accounts would not be entirely successful.

E105**IDENTITY-RELEVANT FLUID COMPENSATION: MORAL IDENTITY MODERATES THE EFFECTS OF MEANING THREATS ON MORAL SELF-PERCEPTION**Daryl R. Van Tongeren¹, Jeffrey D. Green², Timothy L. Hulsey²¹*Hope College*; ²*Virginia Commonwealth University*

Morality may be a source of meaning in life. Individuals high in moral identity rated themselves as highly moral (Experiment 1) and virtuous (Experiment 2). Importantly, this relationship was stronger in the meaning threat condition. This suggests identity-relevant fluid compensation and provides evidence for strategic moral compensation to regain meaning.

E106**PERFECTIONISM AND PSYCHOLOGICAL ADJUSTMENT OF ATHLETES AND STUDENTS: THE MEDIATING ROLE OF PASSION**Jeremie Verner-Filion¹, Robert J. Vallerand¹¹*Universite du Quebec a Montreal*

This research program examined the mediating role of passion in the association between perfectionism and psychological adjustment. Results showed that harmonious passion mediated the positive relation between self-oriented perfectionism and psychological adjustment. In addition, obsessive passion mediated the negative relations of both self-oriented and socially prescribed perfectionism with psychological adjustment.

E107**THE STABILITY OF INCREMENTAL THEORISTS AND THE MALLEABILITY OF ENTITY THEORISTS: IMPLICIT/LAY THEORIES AND PERCEPTIONS OF CORE (VS. PERIPHERAL) ATTRIBUTE STABILITY**Cindy L. Ward¹, Anne E. Wilson¹¹*Wilfrid Laurier University*

Participants pictorially diagrammed their core and peripheral personal strengths and weaknesses. Results indicate that incremental theorists identify fixed aspects of the self (their core strengths) and entity theorists identify malleable aspects (their peripheral weaknesses). This study provides additional complexity to the notion of implicit/lay theories of personal stability and change.

E108**BODY TALK AMONG UNDERGRADUATE WOMEN: WHY CONVERSATIONS ABOUT EXERCISE AND WEIGHT LOSS DIFFERENTIALLY PREDICT BODY APPRECIATION**Louise Wasylkiw¹, Nicole A. Butler¹¹*Mount Allison University*

Undergraduate women (N = 143) reported more conversations about weight-loss versus exercise and talk type differentially predicted body appreciation. The positive relationship between exercise talk and body appreciation was mediated by the object-process dichotomy whereas the inverse relationship between weight-loss talk and body appreciation was not explained by object-process orientations.

E109**SOCIAL CLASS IDENTITY: CONCEPTUAL FRAMEWORK AND PSYCHOLOGICAL ASSESSMENT TOOL**Felecia R. Webb¹¹*University of Michigan - Ann Arbor*

Study presents conceptual framework for understanding the psychological experience of social class and multi-dimensional tool for assessing social class identity. Results indicate that individuals report significantly different affective experiences and importance around their social class. Implications for social identity literature and the psychological experience of social class will be discussed.

E110**TERROR AND THE TEA: THE MISATTRIBUTION OF AROUSAL PREVENTS DEATH-THOUGHT ACCESSIBILITY AND WORLDVIEW DEFENSE FOLLOWING WORLDVIEW THREAT**David Webber¹, Jeff Schimmel¹, Erik H. Faucher¹, Joseph Hayes², Andy Martens³¹*University of Alberta*; ²*Colby College*; ³*University of Canterbury*

We used a misattribution of arousal paradigm to examine if increased death-thought accessibility (DTA) after a worldview threat is a function of arousal. Increased DTA (Study 1) and worldview defense (Study 2) following worldview threat were eliminated when arousal associated with the threat could be attributed to a neutral source.

E111**AUTOBIOGRAPHICAL MEMORIES AND CLOSENESS: IS SHARING REALLY CARING?**Nicole R. Wentling¹, Dr. Denise Beike¹¹*University of Arkansas*

The present study experimentally tested whether disclosing specific autobiographical memories increases closeness. Forty-eight dyads were randomly assigned to discuss specific memories or general self-knowledge. Discussing specific memories increased feelings of closeness in the dyad, whether the dyad member mainly talked or mainly listened. Implications for theories of self-disclosure are discussed.

E112**A SILVER LINING OF SELF-CONCEPT: REGULATORY CONSEQUENCES OF A LAY BELIEF THAT ASSOCIATES IMPULSIVITY AND CREATIVITY**Alexandra E. Wesnousky¹, Gabriele Oettingen^{1,2}, Peter M. Gollwitzer^{1,3}¹*New York University*; ²*University of Hamburg*; ³*University of Konstanz*

Having a positive association to a negative self-concept—a silver lining lay belief—may influence which behaviors people regulate. We manipulated both the self-concept of impulsivity, and its association to creativity. Impulsive individuals with a silver lining performed impulsively, but had higher creative fluency than those without a silver lining.

E113**WHEN CLOSENESS BREEDS CONTEMPT: PERCEPTION OF PHYSICAL CLOSENESS LEADS TO INTERGROUP DISCRIMINATION**Y. Jenny Xiao¹, Jay J. Van Bavel¹¹*New York University*

We show that distance perceptual serves as one potential mechanism between intergroup threat and discrimination. In Study 1, a strong intergroup barrier can eliminated effect of intergroup threat on perceptual closeness. In Study 2, manipulation of distance perception moderated the relationship between collective in-group identification and discriminatory attitudes.

E114**BATMAN TO THE RESCUE! THE PROTECTIVE EFFECTS OF PARASOCIAL RELATIONSHIPS WITH MUSCULAR SUPERHEROES ON MEN'S BODY IMAGE**Ariana F. Young¹, Shira Gabriel¹, Jordan L. Hollar¹¹*University at Buffalo, SUNY*

We examined the effects of superheroes on men's body image, with parasocial relationship status (PSR; one-sided psychological bond) as a moderator. We found that exposure to non-PSR muscular superheroes decreased body satisfaction. However, exposure to PSR muscular superheroes did not have this harmful effect, and actually increased men's physical strength.

E115**ABIDE WITH ME: RELIGIOUS IDENTIFICATION AMONGST OLDER ADULTS PROMOTES WELL-BEING BY MAINTAINING MULTIPLE GROUP MEMBERSHIPS**Renate Ysseldyk^{1,2}, S. Alexander. Haslam^{1,3}, Catherine Haslam^{1,3}¹*University of Exeter*; ²*Carleton University*; ³*University of Queensland*

Religious identification may help withstand well-being challenges amongst older adults, partly because it promotes additional social networks. In two studies, religious identification was associated with well-being, and multiple group memberships mediated. Religious identification's role in supporting well-being directly and by promoting additional (non-religious) group memberships is discussed.

E116**PERCEIVED DISCRIMINATION AND WELL BEING: THE ROLE OF RELIGIOUS IDENTITY**Sadia Zafar¹, Michaela Hynie¹¹*York University*

We examined whether religious identity (RI) moderated the effect of perceived religious discrimination on psychological well-being among Christian (n = 81), Jewish (n = 60) and Muslim, (n = 66) Canadian students. Discrimination negatively and RI positively predicted well-being but, as predicted, RI significantly reduced the impact of discrimination.

E117**"I THINK I CAN! ... IF THEY ASK ME.": THE SOCIAL NETWORK OF SELF-EFFICACY**Lysann Zander¹¹*Freie Universität Berlin*

According to Bandura, self-efficacy beliefs (SEB) are determined by interpretations rather than objective information from individual and social sources. We find objective information from social sources, i.e., indegree in social advice network (social persuasion) and –among girls– competence of comparison partner (vicarious experience) to predict SEB as well.

E118**WEAK STUDENTS OVERRATE THEIR COMPETENCE: NEW EVIDENCE FROM SELF-OTHER ASYMMETRIES**Ethan Zell¹, Parnia Haj²¹*University of North Carolina at Greensboro*; ²*University of North Carolina at Wilmington*

Research shows that incompetent people overestimate how well they have performed on recent tasks. The current research utilized a novel self-other asymmetry paradigm to explore whether weak students overrate their competence relative to ratings of them made by dispassionate observers.

E119**DIRECTED ABSTRACTION SHAPES SELF-INFERENCES REGARDING A PAST SUCCESS**Peter Zunick¹, Russell H. Fazio¹¹*The Ohio State University*

Individuals low in self-competence may fail to draw positive conclusions about their abilities following a success experience. Our directed abstraction writing manipulation was able to overcome this tendency for participants low in self-competence, who then generalized more from a recalled public speaking success to positive judgments about their speaking ability.

Individual Differences**E120****PATHOLOGICAL NARCISSISM AND ROMANTIC RELATIONSHIP BELIEFS**Robert A. Ackerman¹¹*The University of Texas at Dallas*

This research investigated relationship knowledge structures connected with grandiose and vulnerable narcissism. College students (n = 227) completed the Pathological Narcissism Inventory, the Implicit Theories of Relationships Scale, and the Romantic Beliefs Scale. Results suggest that grandiosity and vulnerability are linked to relatively distinct romantic ideals and relationship theories.

E121**LANGUAGE USE IN THE DAILY LIVES OF PEOPLE WITH BORDERLINE PERSONALITY PATHOLOGY**Xia Allen¹, R. Michael. Furr¹, Michelle Anderson¹, Elizabeth Mayfield. Arnold², William Fleeson¹¹*Wake Forest University*; ²*Wake Forest University Medical School*

We examined language use associated with borderline personality pathology. People suffering from borderline pathology reported symptoms daily and wore devices recording sounds of daily life. Language use was transcribed and analyzed via text-analysis. Many word categories were correlated with symptoms, indicating language profiles of borderline that may impact interpersonal life.

E122**INDIVIDUAL DIFFERENCES IN UNCERTAINTY NAVIGATION**Sara E. Andrews¹, Kate Sweeny¹¹*University of California, Riverside*

A longitudinal study of people taking the California bar exam revealed that intolerance of uncertainty (IU) predicted greater anxiety and rumination and lower performance estimates during the waiting period between exam and results. Longitudinal growth curve analyses revealed that IU also influenced patterns of anxiety, rumination, and expectations over time.

E123**INDIVIDUAL DIFFERENCES IN DESIRES FOR TELEVISION AND VIDEO/ COMPUTER GAME USE FOLLOWING DAILY NEGATIVE EVENTS**Amber M. Anthenien¹, Cynthia D. Mohr², Cameron T. McCabe², Stephen R. Armeli³, Howard Tennen⁴¹Colorado State University; ²Portland State University; ³Fairleigh Dickinson University; ⁴University of Connecticut Health Center

This three-week daily diary study examined the effects of negative school and social events on desires for media use. Men, relative to women, expressed greater desires to lose oneself in television and video/computer games following negative social events. These findings inform researchers of daily stressors leading to desires for media.

E124**WAIT YOUR TURN: VALIDATION OF AFFECT INTENSITY FOR ANGER AND FRUSTRATION MEASURE**Meghan J. Babcock¹, William Ickes¹¹University of Texas at Arlington

The current study examines whether scores on two newly developed measures (i.e., Affect Intensity for Anger and Frustration, Thin-Skinned Ego-Defensiveness) correlate positively with a mood-rating index of anger and frustration following the experience of an unexpectedly long wait time in which later arrivals are tested first.

E125**LEADERSHIP STYLE PREDICTS INTERPERSONAL SENSITIVITY**Leyla Bagheri^{1,2}, Yana Yanovski¹, Sonia K. Kang²¹York University; ²University of Toronto

Previous research links leadership to both high and low interpersonal sensitivity. We investigated the relationship between interpersonal sensitivity and leadership style. Interpersonal sensitivity was positively correlated with considerate (people-focused) leadership, but not correlated with initiating-structure (task-focused) leadership. These findings demonstrate the importance of leadership style in predicting leader interpersonal sensitivity.

E126**BEHAVIORAL INHIBITION AND APPROACH SENSITIVITY PROFILES AND SMOKING BEHAVIOR AMONG COLLEGE STUDENTS**Michael R. Baumann¹, Raymond T. Garza¹, Stella Lopez¹¹The University of Texas at San Antonio

In the United States, nearly 41% of 18-25 year olds are current tobacco users (SAMHSA, 2011). We compared Behavioral Inhibition and Behavioral Approach System sensitivity (BIS / BAS) among current smokers, former smokers, and those who have never smoked, and found different profiles for each group.

E127**PERSONALITY AS A MODERATOR OF TREATMENT OUTCOME FOR SOCIAL ANXIETY DISORDER**Keila Cristina Brockveld¹, Loma Peters¹¹Macquarie University, Sydney, Australia

The goal of the study was to examine whether five-factor model personality traits moderate cognitive behavioural treatment outcome for social anxiety disorder. Subjects with high levels of social anxiety, agreeableness and extraversion at pre-treatment were found to have more improvement in their social anxiety than participants low in agreeableness and extraversion at pre-treatment.

E128**TYPE D PERSONALITY PREDICTS LEVEL OF ALCOHOL DEPENDENCE BUT NOT WEEKLY CONSUMPTION IN THE GENERAL POPULATION**Gillian Bruce¹, Graham G. Scott¹, Lynn Williams¹¹University of Bedfordshire; ¹University of the West of Scotland

This study investigated the relationship between Type D personality (which is characterized by the conjoint effects of negative affect and social inhibition) and alcohol use in the general population. We found

that while Type D predicted level of alcohol dependence it did not predict weekly alcohol consumption.

E129**EXTRAVERSION AS A BUFFER BETWEEN FACEBOOK USE AND ANXIETY**Jennifer Bryan¹, Mai-Ly Nguyen¹, Dawn W. Foster¹¹University of Houston

The present research examined associations between extraversion, time on Facebook, basing one's self-esteem from others, and anxiety among college students. Results demonstrated a moderating effect of self-esteem based on others' approval such that those high in need for approval but low in extraversion experienced higher anxiety.

E130**SHAPING REALITY VS. HIDING FROM REALITY: RECONSIDERING THE EFFECTS OF TRAIT NEED FOR CLOSURE ON INFORMATION SEARCH**Kelly A. Burton¹, William Hart¹, John Adams¹, Wyley Shreves¹, James Hamilton¹¹University of Alabama

Three studies revealed that individuals with high (vs. low) trait need for closure selected more decision-supportive information and less decision-challenging information for tentative and final decisions. This effect functioned independent of authoritarianism and dogmatism and was mediated by a current concern to get closure on the experimental issue.

E131**I AM (UN)HAPPY BUT I DON'T KNOW WHY: SUBLIMINAL POSITIVE SELF-STATEMENTS EFFECTS**Gaelle M. Bustin¹, Joel Weinberger²¹University of Liège; ²Adelphi University

Subliminal positive self-statements seems to provide a boost in mood for people with less happy dispositions. Opposite effects were found for participants who had joyful dispositions. Such results suggest that subliminal messages can affect emotions and highlight the necessity of taking personality into account in unconscious cognition research.

E132**SECURE ATTACHMENT IS SIMILAR TO THE SELF IN SOCIAL ENERGY IN RELATIONAL AND PSYCHOLOGICAL VARIABLES**Donnah Canavan¹, Jessica Rolincik¹, Charles Robinson¹¹Boston College

This study correlated ratings of attachment style with 'self in social energy' (SISE), a set of social, psychological and task variables that result reliably from shared enthusiasm. For 100 female undergraduates, Secure attachment ratings correlated positively with social and psychological but not task factors.

E133**OBLIGATION AND ENTITLEMENT DIFFERENCES IN POLITICAL AND RELIGIOUS AFFILIATIONS**Patrick Creedon¹, Bradley J. Brummel¹¹The University of Tulsa

Responses from over 10,000 participants were used to investigate the role of obligation and entitlement in political and religious affiliations. Liberals were highest on Entitlement but did not differ from conservatives on Obligation. Libertarians were lowest on both. Religious participants were most obligated. Spiritual participants were more entitled than atheist/agnostics.

E134**DEPRESSION AND THE REDUCED TENDENCY TO ASSOCIATE SOCIAL DISTANCE WITH ABSTRACTION**Katherine Darwent¹, Gifford Weary¹, Kentaro Fujita¹¹Ohio State University

People associate social distance with abstraction (Trope & Liberman, 2003); however, depression can impact person perception. We measured associations between social distance and abstraction and

found that depressed individuals show a reduced tendency to associate social distance with abstraction relative to nondepressed individuals.

E135**CHANGES IN THINKING STYLES OVER ONE YEAR**Jieqiong Fan¹¹*The University of Hong Kong*

To examine the malleability of styles, the present study assessed more than seven hundreds university students' thinking styles before and after one academic year, and then selected 29 students for follow-up interviews. Results showed that freshmen and juniors changed their thinking styles in different directions and with different reasons.

E136**PERSONAL VALUES AND MORALITY: AN INTEGRATED VIEW**Gilad Feldman¹¹*Hong Kong University of Science and Technology*

Despite strong theoretical links between personal values and moral principles the relationship between the two has remained largely unexplored. Results from three studies show the sinusoidal relationship of values dimensions with moral perspectives. Endorsement of self-transcendence and conservation values appears more moral than others yet exhibit differing views of morality.

E137**ARE YOU IN YOUR HEAD OR YOUR HEART?: METAPHORIC SELF-LOCATIONS AND THEIR CONSEQUENCES**Adam K. Fetterman¹, Brian P. Meier², Michael D. Robinson¹¹*North Dakota State University*; ²*Gettysburg College*

In a metaphorical sense, the head is the presumed locus of rationality and the heart is the presumed locus of emotionality. An individual difference measure of head versus heart self-location was created. This measure predicted performance on trivia questions, GPA, responses to moral dilemmas, and daily negative emotionality.

E138**STATE EMPATHIC CONCERN MEDIATES THE RELATION BETWEEN FACTOR 1 PSYCHOPATHY AND HELPING**Scott D. Frankowski¹, Anne D. Herlache², David A. Lishner³¹*University of Texas at El Paso*; ²*Iowa State University*; ³*University of Wisconsin Oshkosh*

Use of a realistic helping paradigm revealed a negative association between Factor 1 psychopathy and volunteering to help a person in need, an effect that was mediated by feeling empathic concern. Factor 2 psychopathy, social dominance orientation, and authoritarianism predicted Factor 1 psychopathy and feeling empathic concern, but not helping.

E139**CAUSAL UNCERTAINTY AND CULTURAL DIFFERENCES BETWEEN HISPANIC/LATINOS AND EUROPEAN AMERICANS**Cristina Gonzalez¹, Eliane Boucher²¹*University of Texas of the Permian Basin*; ²*Providence College*

This study explored possible differences in causal uncertainty, or doubts people have about their ability to understand causes of social events, among European-Americans and Hispanic/Latino-Americans. Hispanic/Latino participants reported significantly higher levels of causal uncertainty, but there were no significant differences for causal importance or tolerance of uncertainty across groups.

E140**THE LIMITATIONS OF MORAL FOUNDATIONS THEORY FOR EXPLAINING LIBERAL-CONSERVATIVE DIFFERENCES: EMPIRICAL TESTS BASED ON THE VALUES THEORY AND DUAL PROCESS MODELS OF IDEOLOGY**Jeff S. Sinn¹, Matthew Hayes¹¹*Winthrop University*

Moral Foundations Theory (MFT) suggests liberals embrace "Individualizing" foundations whereas conservatives also endorse "Binding" foundations. Drawing on values research, we argue for

relabeling the first axis universalism. Additionally, drawing on Duckitt's Dual Process Model (2001) we show MFT is largely relabeling the more established constructs of SDO and RWA.

E141**IMAGINE-OTHER, BUT NOT IMAGINE-SELF PERSPECTIVE-TAKING REDUCES PREJUDICE AMONG NARCISSISTS**Anthony D. Hermann¹, Austin Simpson¹¹*Bradley University*

An experiment investigated the efficacy of two forms of perspective-taking on trait narcissists' attitudes towards immigrants. Participants wrote about an immigrant's daily life while imagining his feelings (imagine-other), imagining how they would feel as the target (imagine-self), or remaining objective. Only the imagine-self condition decreased narcissists' anti-immigrant attitudes.

E142**THE ENERGY MOBILIZER: HOW TRAIT LOCOMOTION AFFECTS DIURNAL CORTISOL IN COLLEGE STUDENTS**Michelle A. Herrera¹, Gertraud Stadler¹, Grace Jackson², Patrick Shrout², Niall Bolger¹¹*Columbia University*; ²*New York University*

Cortisol patterns vary within person and between persons, indicating differences in physiological arousal. We hypothesized that locomotion motivation, the preference for movement from state to state, would explain some of this variation, mirroring a higher readiness to act. Higher locomotion motivation predicted higher cortisol levels over 4 days.

E143**GRANDIOSE AND VULNERABLE NARCISSISTS' RESPONSES TO ACHIEVEMENT THREAT**Robert S. Horton¹¹*Wabash College*

This project investigated how grandiose and vulnerable narcissism predict emotional and physiological responses to achievement threat. Participants completed anagrams that varied in difficulty and reported their emotions while galvanic skin response was being assessed. Vulnerable, but not grandiose, narcissism predicted more negative emotions but decreased GSR when subjected to threat.

E144**HOOKED ON A THEORY: THE RELATIONSHIPS AMONG DIFFERENT IMPLICIT THEORIES ACROSS DOMAINS**Amy E. Houlihan¹, Adrienne Fowler¹, Keisha-Marie Aldridge¹, Steven D. Seidel¹¹*Texas A & M University - Corpus Christi*

Participants completed measures of self-esteem, happiness, and 7 different implicit theories. As predicted, participants were consistent in their use of implicit theories across domains. Those that adopted malleable theories exhibited greater happiness and self-esteem. Fixed theories were generally better predictors of unhappiness than malleable scales were as predictors of happiness.

E145**SENSITIVE SOULS NOT NECESSARILY NEGATIVE : THE RELATIONSHIP BETWEEN SENSORY-PROCESSING SENSITIVITY AND EMOTIONAL REACTIVITY**Jadzia Jagiellowic¹, Aron Arthur¹, Elaine N. Aron¹¹*Stony Brook University*

The temperament trait of sensory-processing sensitivity (SPS) interacted with childhood environment to predict brain response to emotional stimuli. High, (versus low) SPS participants with positive childhoods showed more activation in parts of the striatum and in a fronto-temporal network in response to positive versus neutral pictures.

E146**THE RESILIENCE COMPOSITE INVENTORY: DEVELOPMENT OF A CORE MEASURE OF RESILIENCE**Whitney Jeter¹, Satoris Culbertson¹¹*Kansas State University*

The current poster describes results of two independent studies designed to develop and validate the Resilience Composite Inventory (RCI), an 11-item measure of seven attributes of resilience. Information is provided on the factor structure, construct-related and criterion-related validity, as well as the application of the RCI in measuring resilience.

E147**KEEPING MENTAL STATES IN MIND: BEHAVIOR EXPLANATION IN AUTISM SPECTRUM DISORDERS**Joanna Korman¹, Bertram F. Malle¹¹*Brown University*

This study explored how adults with autism spectrum disorders (ASDs) explain behavior using mental states. Although they referred to many mental states (reasons) when explaining behavior, they did so less frequently than typically developing adults, and with less sensitivity to the degree to which the behaviors conformed to social scripts.

E148**MAKING THE DECISION TO HELP (ALL) THE CHILDREN**Lindsay R. Kraynak¹, Daria A. Bakina¹, Kristin Wiegand¹¹*Syracuse University*

This study examines the relationship between ideology and prosocial behavior. Results indicated that participants reported willingness to help with fundraising efforts and give \$10 of their own money to not just one but two non-profit organizations. Religiosity and perceived legitimacy predicted choice of vaccines/school supplies on a forced-choice item.

E149**THE EXPERIENCES OF MATERIALISTS**Masha Ksendzova¹, Darwin A. Guevarra¹, Ryan T. Howell¹¹*San Francisco State University*

Some life experiences appeal particularly to materialists. This study aimed to determine the experiential purchase preferences of materialists. Results from two independent samples (BeyondThePurchase.org [n=148] and Amazon's mTurk [n=516]) suggest that materialists prefer highly-pleasurable experiences, especially attending bars and clubbing, that may convey social status.

E150**GRANDIOSE AND VULNERABLE NARCISSISM: TWO UNIQUELY UNHELPFUL FACES**Daniel G. Lannin¹, Max Guyl¹, Zlatan Krizan¹, Stephanie Madon¹, Marilyn Comish¹¹*Iowa State University*

We hypothesized that both narcissistic grandiosity and vulnerability would both be associated with unhelpfulness, but that they would differ in how that unhelpfulness was expressed. Results revealed that grandiosity was associated with direct and overt refusals to help, whereas vulnerability predicted unhelpfulness under more anonymous and covert conditions.

E151**NOT EROTIC, SO NEUROTIC? NEUROTICISM AS AN EVOLVED RESPONSE TO RELATIONSHIP EXCLUSION**David Lewis¹, David M. Buss¹¹*University of Texas at Austin*

This study tests the hypothesis that neuroticism is an evolved response to relationship exclusion. Individuals' relationship desirability predicted their exclusion, which predicted their neuroticism. Moreover, exposing men to their mates' fidelity, unknown fidelity, and infidelity led to neuroticism levels that tracked relationship threat. This suggests evolved mechanisms adaptively produce neuroticism.

E152**PHYSICAL ATTRACTIVENESS AND FORMIDABILITY CALIBRATE A WIDE ARRAY OF PERSONALITY DIMENSIONS**Aaron W. Lukaszewski¹, James R. Roney²¹*Loyola Marymount University*; ²*University of California, Santa Barbara*

Why do people differ in their personalities? From an adaptationist perspective, trait dimensions should be facultatively calibrated in response to environmental and somatic cues that predicted optimal trait levels under ancestral conditions. Discoveries highlight the promise of an evolutionary approach to elucidating personality variation.

E153**PSYCHOPATHIC TRAITS MODERATE THE DEVALUING OF PERSONAL RELATIONSHIPS DUE TO REDUCED SOCIAL ACCEPTANCE**Keita Masui¹, Mitsuhiro Ura¹¹*Hiroshima University*

The moderating effects of psychopathic traits on the relationship between lacking social acceptance and the subsequent value of personal relationships were investigated. Results indicated that the lack of social acceptance decreases the value of personal relationships only in participants with high psychopathic traits.

E154**TRAIT SCHEMAS PREDICT RELIABILITY**Nicole D. Mayer¹, Daniel Cervone¹¹*University of Illinois at Chicago*

Reliability is conceptualized as a property of measurement instruments. Alternatively, it could be conceived as a property of persons and their responses. Thus, we hypothesize that trait schematics will be more internally consistent than aschematics. The hypothesis was supported; schematics displayed significantly higher reliability than aschematics on two trait measures.

E155**DOES THE OPTIMISTIC BIRD THINK S/HE WILL GET THE WORM OR DOES THE IDEAL SITUATION ENCOURAGE WORM-HUNTING? AN INVESTIGATION OF DISPOSITIONAL AND SITUATIONAL OPTIMISM ON JOB SEEKING STRATEGIES**Kimberly K. McAdams¹¹*Boise State University*

The interaction between trait and state-level optimism in the job market was investigated by randomly assigning participants to an optimistic, pessimistic, or control condition. Dispositional optimism was associated with job-specific optimism in the optimistic and control conditions and with satisfaction across conditions. Dispositional optimism appears to benefit job-seekers across situations.

E156**THE OPEN-MINDED HEDGEHOG: SEPARATING NEED FOR CLOSURE AND BELIEF IN BASIC PRINCIPLES IN THE HEDGEHOG-FOX DISTINCTION**Sarah Emlen H. Metz¹, Philip E. Metz¹¹*University of Pennsylvania*

The hedgehog-fox distinction, first operationalized as an individual difference by Tetlock (2005), suggests that so-called "hedgehogs" are committed to a few big ideas, while "foxes" draw explanations from many domains and accept ambiguity. Two studies suggest this distinction confounds two orthogonal dimensions, need for closure and belief in basic principles.

E157**MEANINGFULNESS IN LIFE: MEASUREMENT DEVELOPMENT**Jacob H. Meyers¹, Sharon Glazer¹¹*University of Maryland*

A validation study was conducted on a new meaningfulness in life measure completed by 48 students (Study 1) and 299 nurses (Study 2). Analyses supported a 9-item measure that significantly correlated with strains, but not stressors. Implications for stress research are discussed.

E158**##!%ING RUDENESS: PREDICTING THE PROPENSITY TO VERBALLY ABUSE STRANGERS**Anna E. Park¹, Rebecca L. Robinson¹, William Ickes¹¹*University of Texas at Arlington*

In an online study, demographic and personality variables were used to predict scores on the Rudeness Scale. We found that individuals high in ego defensiveness and affect intensity for anger and frustration, low in conventional morality, and those who were Hispanic/Latino or Black, were predisposed to verbally abuse strangers.

E159**RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION AND STATE AND TRAIT MORAL ELEVATION**Walter T. Piper¹, Laura Saslow², Jillian Garrison¹, Sarina R. Saturn¹¹*School of Psychological Science, Oregon State University, Corvallis, Oregon;*²*Osher Center for Integrative Medicine, University of California, San Francisco*

This present study investigated social dominance orientation's (SDO) relationship to moral elevation. During induction of moral elevation, SDO was significantly associated with respiratory sinus arrhythmia (RSA), an index of vagal control of the heart. Trait elevation was assessed using a two-factor scale, each of which related to differential social motivations.

E160**DISTINGUISHING THE EFFECTS OF PATHOLOGICAL AND HEALTHY FANTASY ENGAGEMENT ON WELL-BEING**Courtney Plante¹, Stephen Reysen², Kathy C. Gerbasi³¹*University of Waterloo;* ²*Texas A&M University - Commerce;* ³*Niagara County Community College*

Two surveys of more than 2,000 fantasy fans revealed a distinction between pathological and healthy fantasy engagement rarely made in past research, with differential effects on several well-being measures. The importance of studying healthy fantasy engagement and revising pathological definitions of fantasy in research on fantasy's psychological functions are discussed.

E161**"YOU'RE SO VAIN": GENDER DIFFERENCES IN NARCISSISM AMONG MUSICIANS**Brian M. Quigley¹, Kathleen E. Miller¹¹*University at Buffalo*

A sample of 226 self-identified musicians was surveyed regarding personality traits and musical background. For males, there were no differences in Narcissism or Impulsivity based on musical genre. Females performing in Intense/Energetic Genres (rock, rap, etc.) scored higher on these traits than females who played other genres of music.

E162**THE ROLE OF ACCESSIBLE FUTURE-EVENT EXPECTANCIES IN IRONIC EFFECTS ON SOCIAL JUDGMENTS**J. Adam. Randell¹, Darcy Reich¹, Robert Mather²¹*Texas Tech University;* ²*University of Central Oklahoma*

In two studies, we examined how chronically-accessible thoughts (future-event expectancies) moderate the ironic effects of suppression. Participants suppressed either negative or positive thoughts while forming their impressions of a child completing an ability test. When expectancies and to-be-suppressed content were consistent in valence, ironic effects on social judgments were enhanced.

E163**FACTS OR FACE: DYSPHORIA AND ACCURACY FOR EYEWITNESS INFORMATION OR FACIAL RECOGNITION**Kevin Rounding¹, Jill A. Jacobson¹, R.C.L. Lindsay¹¹*Queen's University*

Previous research has shown that dysphoria is associated with greater facial recognition accuracy, but no research has examined if dysphoria

also leads to greater accuracy in eyewitness misinformation paradigms. As predicted, higher levels of dysphoria were related to greater facial recognition accuracy as well as less susceptibility to misinformation.

E164**HOW WOMEN'S SEXUAL ORIENTATION AFFECTS JUDGMENTS OF SEXUAL ORIENTATION AND THOUGHTS AND FEELINGS OF OTHER WOMEN: DO WE KNOW OUR OWN KIND BEST?**Mollie A. Ruben¹, Krista Hill¹, Judith A. Hall¹¹*Northeastern University*

Straight and lesbian women watched videotapes and made judgments of other women. Lesbians were more accurate than straight women at judging lesbians' sexual orientation. Straight women were more accurate than lesbians at judging straight women's sexual orientation. Self-identified more homosexual women were less accurate at judging straight women's thoughts and feelings.

E165**THE FACTORS OF MALADAPTIVE CONSUMPTION: EXPLORING THEORIES OF IMPULSIVE AND COMPULSIVE BUYING**Amy H. Sanchez¹, Masha Ksendzova¹, Qian Jiang¹, Kathryn Cooper¹, Robin Miller¹, Ryan T. Howell¹¹*San Francisco State University*

This study distinguishes compulsive and impulsive buying by correlating materialism, self-control, and emotionality with both constructs. Our results suggest that self-control leads to unplanned maladaptive consumption while materialism leads to emotionally based maladaptive consumption. Also, negative emotionality is more strongly related to the results of maladaptive consumption than its antecedents.

E166**I'LL CONFESS TO BELONG: PERSONALITY CORRELATES OF FALSE CONFESSIONS**Kathryn N. Schrantz¹, Mickie Vanhoy¹, Alicia Limke²¹*University of Central Oklahoma;* ²*Southern Nazarene University*

40 undergraduates completed personality measures and a computer crash paradigm. Researchers coded both whether or not a confession was offered following the crash as well as whether participants explained their fault to a confederate following the study. Need to belong was a significant predictor of false confessions.

E167**CULTURAL PRIDE AND REINFORCEMENT RACIAL SOCIALIZATION MESSAGES MODERATE THE INFLUENCE OF STATE MINDFULNESS AND RACE-RELATED STRESSORS ON COPING STRATEGY PREFERENCES**Lloyd R. Sloan¹, Veronica Y. Womack²¹*Howard University;* ²*Northwestern University Feinberg School of Medicine*

Participants (124) completed racial socialization measures and were randomly assigned to mindfulness and stressor type manipulated conditions. Cultural pride and reinforcement racial socialization messages (CPR) moderated the mindfulness x stressor interaction's influence upon instrumental social support coping (ISS). Mindfulness influenced ISS negatively for low CPR during race-related stressors.

E168**DO ALL TYPES OF SENSORY PROCESSING SENSITIVITY PREDICT UNFAVOURABLE LIFE OUTCOMES?**Karin Sobocko¹, John M. Zelenski¹¹*Carleton University*

Research indicated that, contrary to its description, the Highly Sensitive Person scale is a multidimensional measure of sensory processing sensitivities. We were able to support this view by showing the distinctive character of the Aesthetic Sensitivity subscale, which produced unique correlations with multiple personality, affect, and happiness measures.

E169**NEED FOR COGNITION MODULATES EVALUATIVE CONSEQUENCES OF FLUENCY**Nicholas Sosa¹, Steven G. Young¹¹*Fairleigh Dickinson University*

Fluent (easily processed) stimuli are typically preferred to disfluent stimuli. The current research shows that a preference for fluency is modulated by individual differences in Need for Cognition (willingness to engage in effortful thinking). Specifically, in two studies, Need for Cognition is negatively related to liking for fluent stimuli.

E170**MILGRAM 2.0: EMOTIONAL DISTRESS AND NEUROTICISM INFLUENCE THE RELUCTANCE TO ENGAGE IN DESTRUCTIVE OBEDIENCE**Ashton C. Southard¹, Virgil Zeigler-Hill², Patrick Donohoe¹, Lindsey Archer¹¹*University of Southern Mississippi*; ²*Oakland University*

Individual differences in obedience to authority were examined in a more benign version of the Milgram paradigm using noise blasts as punishment. Results revealed that individuals who were most reluctant to obey the authority of the experimenter were those low in neuroticism who reported being emotionally distressed during the session.

E171**POLITICAL ATTITUDES AND SOCIAL DECISIONS: ARE CONSERVATIVES OR LIBERALS MORE COOPERATIVE?**Adam Stivers¹, Michael Kuhlman¹¹*University of Delaware*

As part of a growing body of literature investigating how psychological factors affect political attitudes, we were interested in whether individuals with different political ideology, affiliations, and attitudes are more or less inclined to engage in prosocial behavior that involves trusting and cooperating with others.

E172**DIGIT RATIO AND MEN'S INTERPERSONAL BEHAVIOUR WITH WOMEN IN DAILY LIFE**Rachel Sutton¹, D. S. Moskowitz¹, David C. Zuroff¹, Simon Young¹¹*McGill University*

There is some evidence that a lower digit ratio is linked to reproductive success in men. This study examined the link between digit ratio and daily interpersonal behaviour. Men with a lower digit ratio perceived more warmth and reported more agreeable and less quarrelsome behaviour when interacting with women.

E173**DARWINIZING MARX: INDIVIDUAL DIFFERENCES IN ATTITUDES ABOUT INCOME DISTRIBUTION FROM AN EVOLUTIONARY PERSPECTIVE**Daniel Sznycer¹, Michael Bang Petersen², Aaron Sell³, John Tooby¹, Leda Cosmides¹¹*University of California, Santa Barbara*; ²*Aarhus University*; ³*Griffith University*

Although irrelevant in national politics, formidability was consequential in ancestral small-scale resource allocation. Upper body strength and support for income redistribution correlates positively among low SES individuals, and negatively among high SES individuals. This effect was found in three countries – US, Denmark, and Argentina – and was specific to males.

E174**COMPATIBILISM AND THE SEMANTIC ORGANIZATION OF FREE WILL AND DETERMINISM CONCEPTS**Jolene H. Tan¹¹*Max Planck Institute for Human Development, Centre for Adaptive Behavior and Cognition*

Individuals differ in their beliefs about whether free will and determinism are compatible and this impacts their memory organization of related concepts. Using a lexical decision task, it was

found that compatibilists organized free will and determinism concepts together in memory while incompatibilists organized them separately.

E175**PERSONALITY ATTRIBUTES IN CLINICAL PRESENTATION AND TREATMENT**Amber Gayle Thalmyer¹¹*University of Oregon*

Psychotherapy is sought for many problems, but about half who begin therapy drop out, and only about half who complete therapy experience lasting improvement. Here, self-report scores on personality attribute dimensions predict therapy usage and outcome in a community clinic. Knowledge of personality could help therapists more successfully guide treatment.

E176**"I DON'T KNOW WHY I FEEL THIS WAY SO I'LL IGNORE IT": CAUSAL UNCERTAINTY AND DENIAL OF HEALTH PROBLEMS**Stephanie J. Tobin¹, John A. Edwards², Qian Lu³¹*University of Queensland*; ²*Oregon State University*; ³*University of Houston*

Two studies revealed that uncertainty about the causes of health problems (health CU) is positively associated with ignoring one's health problems via denial and substance use coping. Initial levels of health CU also predicted increases in denial and substance use coping over time. These strategies likely minimize CU-related distress.

E177**RELIGIOSITY PREDICTS LOWER LEVELS OF SCIENTIFIC REASONING, EMPATHY AND THEORY OF MIND**Jennifer Vonk¹¹*Oakland University*

Various aspects of religiosity and decision-making were related to measures of perspective-taking, empathy, emotional intelligence, and causal reasoning. Individuals higher in aspects of religiosity, such as fundamentalism, dogmatism, intrinsic religion, and emotionally based religiosity scored lower on measures of emotional intelligence, empathy, causal reasoning and perspective-taking.

E178**NARCISSISM AND TARGET-SHOOTING PERFORMANCE PATTERNS UNDER PRESSURE**Harry Wallace¹, Paige Ottoson¹, Kaileigh Byrne¹¹*Trinity University*

Our study used a novel and very difficult broomball-like task to assess the relationship between trait narcissism and changes in motor performance under pressure. Narcissism predicted missing short under pressure, which we attribute to narcissists' efforts to consciously control their performance following prior failures.

E179**SHYNESS AND REJECTION SENSITIVITY IN CHINESE YOUTH: THE ROLE OF AVERSION TO ALONENESS**Jennifer Wang¹, Kenneth H. Rubin¹, Hao Liu²¹*University of Maryland, College Park*; ²*Capital Normal University, Beijing, China*

We examined the moderating role of aversion to aloneness in the relation between shyness and rejection sensitivity (RS) in youth living in urban China. Results from path analysis demonstrated that shyness was most highly associated with RS for youth who were the most averse to being alone.

E180**A REGULATORY FOCUS PERSPECTIVE ON SOCIAL CONFLICTS AND THEIR RESOLUTIONS**Christine E. Webb¹, E Tory Higgins¹¹*Columbia University*

This work applies Regulatory Focus Theory (RFT) to the study of conflict resolution by examining when and why different interpersonal

conflicts motivate us to reconcile. The overall goal is to investigate whether promotion-concern conflicts or prevention-concern conflicts are more important to resolve in particular situations or to certain people.

E181**ASSOCIATING MATURE FAITH AND RELIGIOUS CONCEPTUALIZATIONS**Matthew Weeks¹¹*Centenary College of Louisiana*

Using an IAT, we examined the Faith Maturity conceptualization of religion and the association between its Horizontal dimension and the concepts of “Religion” and “Christianity”. Associations were examined in light of key individual differences in personal religious devotion. The study provides useful insights into the pervasive representation of religion.

E182**BROODING HINDERS BUT REFLECTION FACILITATES FEMALES' REBOUND FROM FAILURE OVER TIME**Ronald C. Whiteman^{2,3}, Jennifer A. Mangels^{1,2}¹*Baruch College, CUNY*; ²*The City College of New York, CUNY*; ³*The CUNY Graduate Center, CUNY*

This study investigated the relationship between trait rumination and rebound from failure, as a function of gender and time. For females only, brooding predicted changes for the worse in thoughts, feelings, and error correction later in a challenging test–feedback–surprise retest paradigm. Reflection, however, predicted greater increases in females' error correction.

E183**MONETARY REMINDERS & PERSONALITY: A PERSON BY SITUATION APPROACH**Carol L. Wilson¹, Emily Loker¹, Christine Harding¹¹*The Pennsylvania State University, Erie*

We hypothesized that characteristics associated with reduced sensitivity toward others and/or self-focus would increase susceptibility to money reminders. Undergraduates viewed a money or fish screensaver before completing interpersonal tasks and impossible anagrams. As expected, personality (e.g., insecure attachment, egoism) moderated the effects of money on task persistence and interpersonal sensitivity.

E184**THE RELATIONSHIP BETWEEN USE OF FACEBOOK, NARCISSISM, EMPATHY, AND PERSPECTIVE-TAKING**Carrie L. Wyland¹, Megan McCartney¹, Ayesha Sujjan¹, Sofia Roggeveen¹¹*Tulane University*

The present study explored the relationship between narcissism, empathy, Facebook use, and perspective-taking. Contrary to predictions, it was found that greater use of the site Facebook.com was associated with higher scores on a measure of perspective taking and was not associated with scores of narcissism or empathy.

E185**MEANING VIOLATIONS ARE NOT ALWAYS AVERSIVE: IN ART, LIBERALS PREFER ABSURDITY OVER CONVENTION**Xiaowen Xu¹, Jason E. Plaks¹¹*University of Toronto*

Participants rated paintings depicting either meaningful or meaningless scenes. The results revealed that politically liberal individuals rated meaningless paintings more favorably than meaningful paintings. Whereas previous work has emphasized the general aversiveness of meaningless stimuli, these data suggest that certain individuals prefer meaning violations over conventionality.

Personality Processes**E186****SELF-CENTRIC PERCEPTIONS OF THE VISUAL WORLD AT HIGH LEVELS OF INTERPERSONAL COLDNESS**Ryan L. Boyd¹, Michael D. Robinson¹¹*North Dakota State University*

Two studies (total N = 166) pursued the hypothesis that high levels of interpersonal coldness are characterized by perceptual egocentrism. A cognitive probe in which auditory primes created momentary self-states favoring one lateral side demonstrated that egocentrism was observed at high, but not low, levels of interpersonal coldness.

E187**SEE NO, HEAR NO, SPEAK NO EVIL: THE ROLE OF AGREEABLENESS IN PERCEPTIONS OF RELATIONAL THREAT**Sara E. Branch¹, Matthew P. Kassner¹, Marisa A. Nowicki², William G. Graziano¹¹*Purdue University*; ²*Indiana Wesleyan University*

We examined how agreeableness interacts with situational factors (severity of a conflict) to influence perceptions of relational threat. When conflict severity was perceived as low, agreeableness negatively related to perceived threat to the relationship. When conflict severity was high, agreeableness was unrelated to perceived threat.

E188**DIFFERENCES IN SITUATIONAL PERCEPTION MODERATED BY PRESENCE (ABSENCE) OF OTHERS**Nicolas A. Brown¹, David Serfass¹, Ryne A. Sherman¹¹*Florida Atlantic University*

Research on situational assessment assumes that situations are entirely interpersonal. It is possible, however, that experiences of situations while alone are still meaningful. This study found that situational experiences when alone, while different from experiences with others, are still psychologically meaningful. Situations should not be classified as only interpersonal encounters.

E189**A NEW MEASURE OF INTERPERSONAL EXPLOITATIVENESS**Amy B. Brunell¹, Mark S. Davis², Daniel Schley²¹*Ohio State University at Mansfield*; ²*Ohio State University*

This study presents the Interpersonal Exploitativeness Scale (IES) and examines its predictive validity using a commons dilemma. Results revealed that people with higher IES scores were less cooperative and harvested more over time than those scoring lower on the IES—even when controlling for psychological entitlement.

E190**BELIEVING IS ACHIEVING: BELIEF AS A PREDICTOR OF ATHLETIC SUCCESS FOR COLLEGIATE ATHLETES**Tissyana C. Camacho¹, Daniel Corral², Marc Grover³, Mark P. Otten³¹*University of Michigan*; ²*University of Colorado Boulder*; ³*California State University Northridge*

Previous findings indicate that people's attitudes and beliefs can affect achievement outcomes. The current study attempts to extend such findings to better understand differences between collegiate athletes. The results suggest that variables such as sport confidence, perceived control, and self-esteem figure prominently in predicting athletic success at the collegiate level.

E191**PERSONALITY AND INTERVIEW SUCCESS IN FACE-TO-FACE AND COMPUTER INTERVIEWS**Joseph R. Castro¹¹*Syracuse University*

Interviews determine important aspects of life, including academic admission and employment. Technology is changing interview procedures and possibly their outcomes. The relation between

interviewee personality and perceived success was examined in two interview contexts. Success was predicted by Extraversion and Agreeableness during face-to-face interviews, but by Openness in computer-conducted interviews.

E192**RATERS FROM WEALTHY NATIONS PERCEIVE ADOLESCENTS' PERSONALITY PROFILE LESS FAVORABLY**Wayne Chan¹, Antonio Terracciano¹¹*National Institute on Aging*

We examine whether perceptions of adolescent personality traits vary across cultures, and whether differences relate to national wealth. Raters from 26 countries (N=3,323) rated typical adolescents using an FFM personality measure. Raters from wealthier countries judged adolescents more harshly, perceiving them as less conscientious, close-minded, neurotic, and introverted.

E193**A TYPOLOGICAL STUDY OF PERSONALITY AND GENDER AMONG WILKES HONORS COLLEGE STUDENTS**Daniel Dickson¹, Kevin Lanning¹¹*Florida Atlantic University*

We investigated relationships between gender, personality, academic success and satisfaction among undergraduates. Successful males expressed more Agreeableness and lower Openness than the average male. Typical females were higher in Agreeableness. Three types were identified: Intellectual undercontrollers, Organized overcontrollers, and Socially skilled extraverts, with undercontrollers reporting lower grades and more dissatisfaction.

E194**AVOIDANCE TEMPERAMENT MODERATES SKIN CONDUCTANCE RESPONSE TO MODERATELY AROUSING NEGATIVE PICTURES**John T. Dombrowski¹, Amanda Fuller¹, Paul Kieffaber¹, Todd M. Thrash¹, Andrew J. Elliot²¹*Department of Psychology, College of William and Mary*; ²*Department of Clinical and Social Sciences in Psychology, University of Rochester*

Seventy-seven participants completed an avoidance temperament questionnaire and viewed pictures while skin conductance responses (SCRs) were recorded. As predicted, SCRs to moderately arousing negative pictures were moderated by the affective reactivity component of avoidance temperament. Highly arousing negative pictures had strong main effects that overwhelmed individual differences in avoidance temperament.

E195**PERSONALITY AND SLEEP TRAJECTORIES**Katherine A. Duggan¹, Chandra A. Reynolds¹, Howard S. Friedman¹¹*University of California, Riverside*

The ability of childhood personality to predict sleep trajectories was examined in the archival Terman Life Cycle study, following 1,528 children since 1921. Using growth-curve models, childhood energy and mood permanence (low neuroticism) predicted average sleep duration but not change, suggesting sleep may be a stable component of later well-being.

E196**OVERCOMING SOCIAL COMPARISON: AN ALTERNATIVE MEASURE OF PERSONAL VALUES**Andrey Elster¹, Lilach Sagiv¹, Sonia Roccas²¹*The Hebrew University of Jerusalem*; ²*The Open University of Israel*

We suggest an alternative measure of values that aims to overcome the problem of social comparison by incorporating it in the evaluation process. The structure of the alternative measure was virtually identical to the prototypical structure. The alternative and the original measures significantly predicted religiosity one beyond the other.

E197**THE RELATIONSHIP BETWEEN HUMOR STYLES AND MORAL ELEVATION INDUCTION**Megan E. Eng¹, Walter T. Piper¹, Jillian L. Garrison¹, Michael J. Brydone-Jack¹, Laura R. Saslow², Sarina R. Satum¹¹*School of Psychological Science, Oregon State University*; ²*Osher Center for Integrative Medicine, University of California, San Francisco*

This study examined how individual differences in humor styles relate to moral elevation, the emotional state triggered by witnessing or learning of the compassionate behavior of other people. Using the Humor Styles Questionnaire, we investigated how Self-enhancing and Affiliative uses of humor relate to the affective states induced by moral elevation.

E198**MAXIMIZING THE COLLEGE EXPERIENCE: EXTRAVERSION AND CONSCIENTIOUSNESS AND PREDICTION OF COLLEGE ADJUSTMENT OUTCOMES**Brian D. Gnerre¹, Kayla Y. Kosaki¹, Erik E. Nofle¹¹*Willamette University*

Expectations, desires, perceptions, and actual patterns of change in facets of extraversion and conscientiousness were examined across college freshman year (N=237). Results revealed that mean levels and changes in facets of energy, confidence, optimism, dependability, and industry were the most robust predictors of personal, social, and academic adjustment outcomes.

E199**THE RELATION BETWEEN INTROVERSION AND MEASURES OF SUBCLINICAL EXPRESSIONS OF CLINICAL CONDITIONS**Jennifer O. Grimes¹, Jonathan M. Cheek¹, Nathan N. Cheek², Julie K. Norem¹¹*Wellesley College*; ²*Swarthmore College*

The many meanings of introversion complicate attempts to explicate its relation to subclinical expressions of clinical conditions. In a sample of 274 college students, we found that a composite of schizotypy, autism spectrum, and alexithymia measures correlated strongly with anxious introversion, moderately with social introversion, and near-zero with thinking introversion.

E200**AN EXPERIMENTAL ANALYSIS OF THE FIVE FACTOR AND CONTEXTUAL ASSESSMENT OF PERSONALITY CHANGE**Anselma G. Hartley¹, Jack C. Wright¹¹*Brown University*

This study used an experimental approach to examine how trait-based assessments and contextual measures distinguish between distinct patterns of personality change. Although five-factor assessments were sensitive primarily to changes in overall behavior rather than reaction patterns, participants were able to accurately report on such context-specific changes when explicitly asked.

E201**HOW DO COLLEGE STUDENTS TALK ABOUT PERSONALITY CHANGE?**Kenneth A. Held¹, Jennifer Lodi-Smith¹, Brent W. Roberts², Richard W. Robins³¹*Canisius College*; ²*University of Illinois, Urbana-Champaign*; ³*University of California, Davis*

The present research longitudinally examines 170 stories of personality change during college. Findings support the hypothesis that maturation in both themes and word use in narratives of personality change parallels personality trait maturation and perceived personality trait change.

E202**PERSONALITY CHANGE PRE- TO POST- LOSS IN SPOUSAL CAREGIVERS OF PATIENTS WITH TERMINAL LUNG CANCER**Michael Hoerger¹, Benjamin P. Chapman¹, Paul R. Duberstein¹¹*University of Rochester Medical Center*

Using a case-control design (N = 124), we found that from pre- to post- loss, spousal caregivers of patients with terminal lung cancer experienced changes in each of five established domains of personality – neuroticism, extraversion, openness, agreeableness, and conscientiousness – whereas a comparison group of primary care patients did not.

E203**INHIBITION OF PERSONALLY-RELEVANT EMOTIONAL DISTRACTORS MODERATES THE EFFECTS OF EMPATHY ON INTERPERSONAL FUNCTIONING**Vanessa Iacono^{2,1}, Alexa L. Wilson^{2,1}, Philip Desormeau^{2,1}, Ellenbogen A. Mark^{2,1}¹*Concordia University*; ²*Centre for Research in Human Development*

In eighty healthy young adults, higher empathy was associated with better concurrent interpersonal outcomes, but only for those who were able to successfully inhibit the distracting personally-relevant stimuli. These data suggest that some degree of cognitive inhibition is necessary to restrain excessive empathizing with others and ensure adaptive social functioning.

E204**A CONFIRMATORY FACTOR ANALYSIS OF THE SHORT FORM FOR THE IPIP-NEO FIVE-FACTOR MODEL PERSONALITY SCALE**Ross Jacobucci¹, John E. Williams¹, Indrani Thiruselvam²¹*University of Northern Iowa*; ²*Marquette University*

The aim in this study was to examine the psychometric properties of the IPIP-NEO-120 using confirmatory factor analysis. Results were consistent with previous research on the fit of Big Five measures. The IPIP-NEO-120 demonstrated strong reliability and convergent validity coefficients, supporting its utility as a measure of the Big Five.

E205**CONTRA HARTSHONE AND MAY, MORAL BEHAVIORS ARE EVEN MORE CONSISTENT THAN TRAIT-RELEVANT BEHAVIORS**Eranda Jayawickreme¹, Peter Meindl², William Fleeson¹, Michael Furr¹¹*Wake Forest University*; ²*University of Southern California*

Do individuals differ in morally-relevant behaviors and thoughts? A novel method of assessing moral behaviors and thoughts was developed and employed in two experience sampling studies. Morally-relevant behaviors were more consistent than traits in general were in previous studies, both at the single-behavior and distribution level.

E206**EXAMINING THE FACTOR STRUCTURE OF THE RIVERSIDE SITUATIONAL Q-SORT IN TWO CULTURALLY DIVERSE SAMPLES**Ashley Bell Jones¹, Brittany M. Thompson¹, Ryne A. Sherman¹¹*Florida Atlantic University*

The factor structure of a recently developed measure of psychological properties of situations is examined in both Indian and U.S. samples. Results indicate that the RSQ shows convergent factor structures in both samples, however subtle differences emerged. The U.S. sample returns a higher number of factors than the Indian sample.

E207**THE DEVELOPMENT OF SELF-CRITICISM AND DEPENDENCY IN EARLY ADOLESCENCE AND THEIR RELATIONSHIP TO INTERNALIZING SYMPTOMS**Daniel C. Kopala-Sibley¹, David C. Zuroff¹, Benjamin L. Hankin², John RZ. Abela⁴¹*McGill University*; ²*University of Denver*; ⁴*Rutgers University*

We examined the role of domain-specific events in the development of Self-Criticism and Dependency, and the relationship of each to

internalizing symptoms in early adolescence. Over two years, self-definition-oriented events predicted change in Self-Criticism which subsequently predicted depression, while relatedness-oriented events predicted change in Dependency, which subsequently predicted anxiety.

E208**PURSuing THE “HOW” AND “WHY” OF PERSONALITY CHANGE: POTENTIAL CHANGE MECHANISMS AND EFFECTS ON WELL-BEING IN FIRST YEAR COLLEGE STUDENTS**Kayla Y. Kosaki¹, Brian D. Gnerre¹, Erik E. Nofhle¹¹*Willamette University*

The present study introduces a novel set of five potential change mechanisms that contextualize social-cognitive constructs within aspects of personality change across freshman year of college (N=237). Results revealed significant relationships between the mechanisms, personality change aspects, and later well-being, and that the mechanisms were sometimes mediators of change-well-being relationships.

E209**GET ME OUT OF HERE! NEUROTICISM AND DISTANCE-ENHANCING PERCEPTIONS**Tianwei Liu¹, Scott Ode², Michael D. Robinson¹¹*North Dakota State University*; ²*Medica Research Institute*

Neuroticism has been theoretically linked to avoidant self-regulation, which may result in perceptual distancing. Consistent with this hypothesis, participants higher in neuroticism perceived upcoming events as further in the future (Study 1), words as smaller in font size (study 2), and thought objects were shrinking faster than growing (Study 3).

E210**THE RELATIONSHIP BETWEEN PERFECTIONISM AND THEMES OF AGENCY AND COMMUNION IN AUTOBIOGRAPHICAL NARRATIVES**Sean P. Mackinnon¹, Simon B. Sherry¹, Michael W. Pratt²¹*Dalhousie University*; ²*Wilfrid Laurier University*

Theory suggests perfectionists narrate their lives in prototypical ways. Emerging adults transitioning to university participated in a 2-wave, 130-day, mixed methods, longitudinal design. Perfectionism was positively correlated with agentic themes and uncorrelated with communal themes coded from autobiographical narratives. Results highlight the importance of agency in the narratives of perfectionists.

E211**THE NARCISSISTIC UNDERPINNINGS OF ETHICAL RISK TAKING AND MORAL DISENGAGEMENT**Silvia Mari¹, Federica Durante¹, Simona Boneschi¹¹*University of Milano-Bicocca*

The relationship between Narcissism, conceived as both intra-personal sense of grandiosity and an interpersonal sense of entitlement, with ethical risk taking was explored. Findings of a web-survey (N = 279) revealed that civic and moral disengagement partially mediate the effect of narcissism on ethical risk taking.

E212**THE EFFECT OF CHANGING SELF-EXPRESSIONS ON ADAPTIVE INTERPERSONAL COMMUNICATION**Saki Matsuyama¹, Ikuo Daibo², Junichi Taniguchi³¹*Osaka University*; ²*Tokyo Future University*; ³*Tezukayama University*

This study investigates how expression can be made effective despite personality differences between conversational partners. Observations of undergraduates engaged in a 12-minute conversation showed that larger changes in self-expression increased intimacy and conversational satisfaction. The effect of changing self-expressions on adaptive interpersonal communication was discussed.

E213**TAKING OFF THE MASK: DIFFERENTIATING BETWEEN MASKED AND AUTHENTIC NARCISSISM**Jessica L. McCain^{1,2}, Josh D. Foster²¹University of Georgia; ²University of South Alabama

A manipulation was designed to persuade narcissists to disclose whether they actively misrepresent themselves to others as more confident than they actually are, a process we call mask wearing. This manipulation was administered to 102 undergraduate students. Findings support theories of narcissism subtypes and have important implications for narcissism measurement.

E214**PERFECTIONISM AND HEALTH IN COUPLES: A DYADIC APPROACH TO DISENGAGEMENT AND DISCONNECTION**Danielle S. Molnar¹, Gordon L. Flett¹, Stan W. Sadava³, Paul L. Hewitt²¹York University; ²University of British Columbia; ³Brock University

Perfectionism, relationship engagement, and health were examined in a community sample of couples. Socially prescribed perfectionism (SPP) was associated with poorer health in men and women while self-oriented perfectionism was linked with better health. Women's SPP was associated poorer health and less relationship engagement in men.

E215**PERFORMANCE OF NARCISSISTS IN GROUP SETTINGS: ARE NARCISSISTS PERFORM BETTER WHEN THEY GET GLORY?**Rumiko Nakayama¹¹Mie university

This study focused on narcissist's concern about higher public evaluation in group settings when they were evaluated as a group member. For this purpose, the effects of feedback conditions on narcissistic undergraduates in group settings were examined. (3 conditions: public feedback, private feedback, no feedback = no evaluation).

E216**CONFLICT LIES IN THE EYES OF THE BEHOLDER: HOW GROUP PERSONALITY COMPOSITION AFFECTS CONFLICT ASYMMETRY?**Niranjan S. Janardhanan¹, Ruchi Sinha¹¹Indian School of Business

We propose that conflict asymmetry mediates the relationship between group personality composition and team outcomes. Results support our hypothesis that variation in team composition of agreeableness predicts asymmetry in relationship conflict perceptions among team members, which in turn predicts team performance and satisfaction over and above mean conflict levels.

E217**SOCIALLY DISTRIBUTED MEMORY: CONSEQUENCES AND BENEFITS OF SCAFFOLDING MEMORY WORK ONTO OTHERS**Tomas A. Palma^{1,2}, Gün R. Semin^{2,3}, Margarida V. Garrido^{1,2}¹CIS-ISCTE Lisbon University Institute, Portugal; ²Utrecht University, the Netherlands; ³Koç University, Turkey

Humans use their social environment to facilitate processing and reduce memory workload. We show that distributing recall responsibility reduces subsequent memory for the items assigned to a partner in a collaborative dyad and enhances memory for items that neither member of the collaborative-dyad was responsible for.

E218**I AM RUBBER AND YOU ARE GLUE: SENSITIVITY TO CRITICISM AND SMOKING BEHAVIOR**Sara K. Richardson¹, Helen C. Harton¹¹University of Northern Iowa

Are smokers less sensitive to criticism than people who don't smoke? This study examined the relationship between personality traits, perceived stigma against the self (for self-identified smokers), perceived stigma against smokers by others (for self-identified non-smokers), and

sensitivity to criticism in both United States citizens and non-United States citizens.

E219**NEURAL CORRELATES OF NEUROTICISM DURING MOTOR RESPONSE CONTROL USING FUNCTIONAL NEAR-INFRARED SPECTROSCOPY (FNIRS)**Achala H. Rodrigo¹, Stefano I. Di Domenico¹, Anthony C. Ruocco¹¹University of Toronto Scarborough

The present study explored the neural correlates of neuroticism during motor response control. Neuroticism was significantly associated with activation in the right inferior frontal gyrus, a region strongly implicated in response inhibition. This relationship was not moderated by heightened negative emotional intensity but instead by subtrait motor impulsiveness.

E220**PERSONALITY AND COGNITIVE ASSESSMENT: THE BIG FIVE PREDICTS DIRECTLY OBSERVED BEHAVIOR**Kyle S. Sauerberger¹, Christopher S. Nave¹, Sarah E. Hampson², Lewis R. Goldberg^{2,3}¹Rutgers, The State University of New Jersey; ²Oregon Research Institute; ³University of Oregon

The current study analyzes data from the Hawaii Personality and Health Cohort and links self-rated Big Five personality with directly observed behavior from a videotaped oral cognitive test. Analyses indicate that personality traits predict future behaviors, particularly with respect to the Big Five components of Conscientiousness, Extraversion, and Openness.

E221**APOLOGIZE OR JUSTIFY? TRANSGRESSORS' THEORIES OF PERSONALITY PREDICT THEIR RESPONSES TO VICTIMS**Karina Schumann¹, Carol Dweck¹¹Stanford University

We examined whether transgressors' theories about the malleability of personality influence how they respond to victims after committing an offense. Across three studies, we found support for our hypothesis that transgressing entity and incremental theorists would differ in their perceptions and use of apologies, justifications, and admissions of responsibility.

E222**PROPERTIES OF SITUATIONS RELATED TO EVOLVED GOALS**David G. Serfass¹, Ryne A. Sherman¹, Brittany Thompson¹¹Florida Atlantic University

Using an online sample, the Riverside Situational Q-Sort (RSQ) is used to measure the characteristics of six evolutionarily relevant domains. Many theoretically predicted relationships were found between the RSQ and these domains. The RSQ provides a useful tool for quantifying theoretically important properties of situations.

E223**ASSOCIATIONS BETWEEN SELF-REPORTED NARCISSISM, SELF-ESTEEM, AND SOCIAL-EMOTIONAL FUNCTIONS OF FACEBOOK**Elizabeth Seto¹¹Texas A&M University

Few studies have explored the interaction between narcissism and self-esteem and one's emotional connection to Facebook. Participants completed self-reported personality measures and a Facebook Activity Questionnaire. An aggregate "Facebook Emotional Connection" variable was created. Regression analysis did not reveal a significant interaction between narcissism and self-esteem and Facebook Emotional Connection.

E224**PERFECTIONISM, STRESS, AND HEALTH: A META-ANALYTIC APPROACH**Fuschia M. Sirois¹¹*Bishop's University*

This paper extends research on perfectionism and health by testing the associations between perfectionism dimensions and health-related outcomes in eight samples. A meta-analysis of the effects revealed that maladaptive but not personal standards perfectionism was consistently linked to stress, poor wellness behaviors, and health problems.

E225**THE MORAL FOUNDATIONS OF RIGHT-WING AUTHORITARIANISM**Sean T. Stevens¹, Elizabeth R. Salib¹, Benjamin J. Baron¹, David Wilder¹¹*Rutgers University*

An ingroup advantage for complex emotion recognition was replicated and extended by examining the perceived threat-value of errors as compared to correct responses. White participants erred toward applying more threatening labels to threatening looking black faces than threatening looking white faces, whereas African Americans showed no such differences.

E226**CHANGE IN CONSCIENTIOUSNESS DURING LATE CHILDHOOD TO ADOLESCENCE**Allison Tackman¹, Sanjay Srivastava¹, Jennifer Pfeifer¹, Mirella Dapretto²¹*University of Oregon*; ²*University of California, Los Angeles*

This longitudinal study examined mean-level change and rank-order stability of conscientiousness during late childhood to early adolescence. Results indicated small mean-level decreases in conscientiousness from age 10 to 13; however, this finding was more pronounced for males ($d = .30$) than females ($d = .18$). Rank order stability was modest.

E227**THE ASSOCIATION BETWEEN MUSICAL PREFERENCE AND INTRAPERSONAL AND INTERPERSONAL TRAITS**Tanisha Flowers¹, Joseph Salib¹, Kelly Campbell¹¹*California State University, San Bernardino*

We examined the associations between musical preference and individual and relational characteristics. Our sample included 2014 individuals from across the U.S. Several characteristics were associated with music choice including that older participants had preference for Reflective and Complex music, and women were more likely to prefer Energetic and Rhythmic music.

E228**ARE AGNOSTIC INDIVIDUALS RELIGIOUS EXPLORES? DIFFERENCES IN EXPLORATION AND COMMITMENT OF IDENTITY BETWEEN AGNOSTIC AND ATHEIST INDIVIDUALS**Carson P. Taylor¹, Jin Wen Ling¹, Alicia Limke²¹*University of Central Oklahoma*; ²*Southern Nazarene University*

The goal of the present study was to examine differences in the identity statuses of agnostic and atheist individuals. Individuals identifying themselves as agnostic reported higher levels of ego exploration than individuals identifying themselves as atheist. There were no differences in ego commitment found.

E229**ESCAPING THE WORLD: LINGUISTIC INDICATORS OF SUICIDE ATTEMPTS IN POETS**Jerzy Trzebiński¹, Katarzyna Pająk¹¹*Warsaw School of Social Science and Humanities*; ²*Warsaw School of Social Sciences and Humanities*

Suicidal vs nonsuicidal Polish poetry were treated by LIWC. Logical regression revealed suicide predictors: higher percentage of words self-oriented, related to death, negative emotions, ambiguity, exclusion, and lower percentage of words related to others, experiencing the world, world entitativity, and positive emotions.

E230**TRAIT AFFILIATION, ASPECTS OF THE BIG FIVE, AND THE INTERPERSONAL CIRCUMPLEX**Yanna J. Weisberg¹, Colin G. DeYoung², Lena C. Quilty³, Jordan B. Peterson⁴¹*Linfield College*; ²*University of Minnesota*; ³*Centre for Addiction and Mental Health*; ⁴*University of Toronto*

Using three samples, we investigated the circumplex structure of trait affiliation and the aspects of the Big Five. The aspects of Extraversion and Agreeableness demonstrate circumplex structure similar to the interpersonal circumplex, with trait affiliation residing between the Enthusiasm aspect of Extraversion and the Compassion aspect of Agreeableness.

E231**DO INTROVERTS UNDER-PREDICT THE EMOTIONAL BENEFITS OF ACTING EXTRAVERTED?**Deanna C. Whelan¹, John M. Zelenski¹, Helena Sillanpää¹¹*Carleton University*

Research shows that acting extraverted causes positive affect in almost everyone. We explore one reason why introverts may not behave extraverted; they under-predict these hedonic benefits. Supporting hypotheses, trait introverts (vs. extraverts) forecast less positive affect and more negative affect when imagining acting extraverted (vs. introverted) across five situations.

E232**THE TRANSIENT DYNAMICS OF A STABLE SENSE OF IDENTITY**Alexander Wong¹¹*Florida Atlantic University*

This study sought to identify the recurrence patterns underlying the construct of self-concept clarity. For women, self-concept clarity was significantly negatively correlated with recurrence stability (Kendall's $\tau = -.18$, $p = .032$). This finding suggests the less stable women's patterns of self-evaluation, the more stable their sense of identity.

E233**CROSS-CULTURAL SIMILARITIES AND DIFFERENCES IN FUTURE EXPECTATIONS AND DESIRES FOR PERSONALITY CHANGE**Rachel A. Woods¹, Erik E. Noftle¹, Sofya Nartova-Bochaver², Oliver C. Robinson³¹*Willamette University*; ²*Moscow State University of Psychology and Education*; ³*University of Greenwich*

This study examines cross-cultural expectations and desires to change one's Big Five personality traits across the next four years. Emerging adults from the US ($N=237$), Japan ($N=74$), and Russia ($N=104$) were surveyed. Results revealed both cross-cultural similarity and specificity. Implications for an active account of personality change are discussed.

E234**TRAIT DESIRABILITY PREDICTS GROUP DIFFERENCES IN PERSONALITY**Jessica Wortman¹, Dustin Wood²¹*Michigan State University*; ²*Wake Forest University*

Using a large, cross-sectional internet sample of adults, we show that variation in a trait's desirability regularly mediate associations between sex and geographical region and personality trait levels. Individual differences in a trait's desirability are likely to mediate many of the differences across individuals and groups in personality traits.

E235**THAT SINKING FEELING: SOCIAL HYPERSENSITIVITY AND REACTIONS TO BRIEF PAUSES IN CONVERSATIONS**Kaite Yang¹, Joan Girgus¹¹*Princeton University*

People who are more socially hypersensitive -compared to those less socially hypersensitive -reacted with less self-esteem after reading conversation scripts in which they imagined a brief silence following something they said, and when other participants in the conversation

expressed explicit negative feedback or uncertainty without a brief silence.

E236**THE IMPACT OF LOCUS OF CONTROL ON CAUSAL ATTRIBUTION AND SELF-ESTEEM**

Paul Zarnoth¹, Chloe M. Doan¹, Kathleen J. Burnett¹, Aurelia T. Alston¹
¹*Saint Mary's College of California*

Locus of control (LOC) was explored in a group setting. Internal LOC was positively correlated with personal self-esteem. Participants demonstrated self-serving and group-serving biases, and these biases in attribution were most pronounced among those with an internal LOC. The biases, in turn, bolstered and protected personal and collective self-esteem.

E237**OUTPERFORMING A NARCISSISTIC, SOCIOTROPIC, OR AUTONOMOUS FRIEND: STRATEGIES PEOPLE USE TO HANDLE THIS STICKY SITUATION AND THEIR ASSOCIATED OUTCOMES**

Anne L. Zell¹, Melanie A. Jerke¹

¹*Augustana College, SD; ²Augustana College, SD*

A hidden-camera study of competition between friends found that winners' behavior (self-deprecating, self-promoting, etc.) combined with losers' sociotropy, autonomy, and narcissism predicted losers' attitudes toward the winner and about their own performance. E.g., outperformed narcissists were less threatened when winners self-deprecated and more threatened when winners offered reassuring words.

Self-Esteem

E238**AVOIDING TERROR: MORTALITY SALIENCE ENGENDERS AVOIDANCE MOTIVATION FOR PEOPLE WITH LOW SELF-ESTEEM**

Dmitrij Agroskin¹, Eva Jonas¹

¹*University of Salzburg*

In accord with terror management theory, mortality salience provoked avoidance motivation – as indicated by right frontal brain asymmetry – for people with low self-esteem. Thus, maladaptive behaviors related to inhibited growth (e.g., reluctance to explore novelty) occurring in people with low self-esteem after mortality salience may be due to avoidance motivation.

E239**SELF-ESTEEM AS AN INTERPERSONAL SIGNAL: SELF-ESTEEM IMPRESSIONS INFLUENCE ANTICIPATED LIKING**

Alexandra A. Allary¹, Jessica J. Cameron¹

¹*University of Manitoba*

To investigate whether self-esteem acts as an interpersonal signal, a community sample reported their general impressions and anticipated liking of low and high self-esteem people. People who more negatively viewed low self-esteem individuals relative to high self-esteem individuals anticipated liking people with higher self-esteem more than those with low.

E240**DEFENSIVE SELF-ESTEEM AND VIGILANCE FOR SELF-THREATENING INFORMATION**

Jennifer L. S. Borton¹, Mark A. Oakes², Beril Esen¹, José M. Mendez¹, Susannah R. Parkin¹

¹*Hamilton College; ²St. Lawrence University*

In the current study, women with defensive self-esteem more quickly distinguished between rejecting faces and smiling faces than did either women with secure self-esteem or men. Women with defensive self-esteem appear highly vigilant toward information signaling social rejection.

E241**TOP DOG OR BOTTOM OF THE BARREL: THE EFFECT OF NAME VERTICALITY ON STATE SELF-ESTEEM**

Rebecca M. Carey¹, Kevin P. McIntyre¹

¹*Trinity University*

This study examines the name verticality effect, which describes how state self-esteem is affected by the vertical positioning of individuals' names. Across three experiments, we found that participants reported lower state self-esteem after looking down at their own names, compared to participants whose names were presented at other vertical positions.

E242**AN IAT MEASURE OF SELF-ESTEEM AND SELF-CONCEPTS FOR PRESCHOOLERS**

Dario Cvencek¹, Anthony G. Greenwald², Andrew N. Meltzoff¹

¹*University of Washington, Institute for Learning & Brain Sciences; ²University of Washington, Department of Psychology*

In three studies, 234 5-year-olds completed the Preschool IAT (PSIAT) measures of gender self-concept, self-esteem, and gender attitudes. Theoretically expected principles of affective-cognitive consistency (Greenwald et al., 2002) were found to operate in preschool children, such that children who had positive self-esteem and strong gender self-concepts also displayed own-gender positivity.

E243**EXTERNAL CONTINGENT SELF-WORTH PREDICTS POOR ADJUSTMENT TO A NATURAL DISASTER**

Melike Eger¹, Ian Sherwood¹, Rebecca Thompson^{1,2}, James C. Hamilton¹

¹*University of Alabama; ²University of California, Irvine*

Contingent self-worth has been identified as a risk factor for extreme reactions to ego threats. We report on the influence of prospectively measured contingent self-worth on adjustment 6 months following an EF-4 tornado that affected most of those who provided CSW data. External contingencies predicted poorer adjustment.

E244**DOES SELF-ESTEEM PREDICT PERFORMANCE ON A VERTICAL LINE BISECTION TASK?**

Jonathan M. Gallegos¹, Kevin P. McIntyre¹, Shannon M. Rauch²

¹*Trinity University; ²Providence College*

This study examines whether self-esteem influences visual perception along the vertical dimension. Given the commonality of up=good, bad=down metaphors, we hypothesize that self-esteem positively correlates with errors on a vertical-line-bisection (VLB) task. Results show VLB errors positively correlate with explicit measure (Study 1), and implicit measures of self-esteem (Study 2).

E245**PHYSIOLOGICAL REACTIVITY WHEN THE SELF IS "ON THE LINE": NARCISSISM VERSUS TRAIT SELF-ENHANCEMENT**

Richard H. Gramzow¹, Lauren S. Miller¹, Joseph R. Castro¹, Gaven A. Ehrlich¹

¹*Syracuse University*

Self-enhancement is one defining feature of narcissism; however, enhancement is not necessarily maladaptive or defensive. Trait self-enhancement can be associated with adaptive psychological, physiological, and behavioral responses under threat. This research examined whether narcissism and self-enhancement predict different patterns of physiological reactivity and psychological response under threat.

E246**WHY DO YOU LIKE YOURSELF? AGE DIFFERENCES IN SELF-ESTEEM AMONG 5-10-YEAR-OLDS**

Michelle A. Harris¹, Kali H. Trzesniewski¹, Richard W. Robins¹

¹*University of California, Davis*

We investigated development of global self-evaluations in children aged 5 to 10 through a new measure and qualitative interviews

prompting explanations for self-views. Results provide new insights into the question of how self-esteem develops by documenting similarities and differences across ages in correlates of self-esteem and children's explanations of self-attitudes.

E247**SCHADENFREUDE IS SELF-ESTEEM MORE THAN SELF-CONCEPT**Steven J. Hoekstra¹¹*Kansas Wesleyan University*

Undergraduates evaluated a student from a rival school after the target's failure in academics, athletics, or fine arts. Schadenfreude (joy at the misfortune of others) and related constructs were related to participants' self-esteem, but not related to either the self-relevance of the domain or the degree of discrepancy between schools.

E248**FRAGILE SELF-ESTEEM AND PERSONALITY FACTORS**Christopher J. Holden¹, Virgil Zeigler-Hill¹¹*Oakland University*

The present research investigated the relationship between fragile self-esteem and personality using the five-factor model. Self-esteem level was positively associated with extraversion, agreeableness, conscientiousness, and emotional stability. Self-esteem instability was negatively associated with agreeableness, conscientiousness, and emotional stability. Discussion will focus on the connection between self-esteem and personality features.

E249**HOW LOW CAN YOU GO? AN INVESTIGATION OF SELF-ESTEEM FROM A LAYPERSON PERSPECTIVE**Christine L. Hole¹, Jessica J. Cameron¹¹*University of Manitoba*

The present research explored what laypeople assume about other's self-esteem. Participants believed that the numerical representation of low self-esteem was much lower than scores researchers use to proclaim low self-esteem. Participants in general, though especially those with low self-esteem themselves, greatly overestimated the prevalence of low self-esteem in society.

E250**SELF-ESTEEM EFFECTS ON PHYSIOLOGICAL CHANGES IN RISKY SOCIAL SITUATIONS**Eric T. Huang¹, Danu A. Stinson¹¹*University of Victoria*

We examined physiological responses to social risk for higher self-esteem (HSEs) and lower self-esteem (LSEs) individuals. Compared to baseline, risk caused HSEs' heart rates to increase but caused LSEs' heart rates to decrease. These physiological findings suggest that the social regulatory function of self-esteem is connected to basic psychological processes.

E251**IMPLICIT SELF-LIKING AND IMPLICIT SELF-COMPETENCE: DIFFERENT DIMENSIONS OF IMPLICIT SELF-ESTEEM, DIFFERENT REACTIONS TO NEGATIVE EXPERIENCES**Tao Jiang^{1,2}, Liuna Geng²¹*Eastern Kentucky University*; ²*Nanjing University*

This study examined whether different negative experiences affected implicit self-liking and implicit self-competence differently. The subjects were randomly assigned into one of three conditions. The BIAT was employed to measure implicit self-liking and implicit self-competence. Results showed that the two dimensions of implicit self-esteem reacted differently to different negative experiences.

E252**WHY DOES DISCREPANT HIGH SELF-ESTEEM PREDICT DEFENSIVENESS? A MODEL OF SIMULTANEOUS ACCESSIBILITY**Christian H. Jordan¹, Christine Logel^{2,3}, Steven J. Spencer³, Mark P. Zanna³¹*Wilfrid Laurier University*; ²*Renison University College*; ³*University of Waterloo*

Why is high explicit combined with low implicit self-esteem associated with defensiveness? We propose a model of simultaneous accessibility. When people become simultaneously aware of inconsistent cognitions they experience discomfort that they are motivated to reduce by resolving the inconsistency. We review evidence that people are sometimes aware of implicit self-esteem.

E253**CAN YOU SHIFT SELF-ESTEEM TO A SAFE PLACE?: VALIDATION OF THE STRATEGIC ENGAGEMENT REGULATION SCALE**Jordan B. Leitner¹, Eric Hehman², James M. Jones¹¹*University of Delaware*; ²*Dartmouth College*

Individuals self-enhance through Engagement Regulation, the selective engagement of self-esteem with evaluative domains. We created the Strategic Engagement Regulation Scale, a measure of strategic engagement to successes, and strategic disengagement from failures. The scale has good model fit, and strategic disengagement attenuated the negative effect of social exclusion on self-esteem.

E254**POLITICS, RACIAL CUES, AND SELF-ESTEEM**Monique L. Lyle¹¹*Vanderbilt University*

This study examines how racial cues in American politics affect racial self-esteem among African Americans and White Americans. Results suggest that anti-Black political messages tend to negatively affect racial self-esteem among African Americans, but can positively affect racial self-esteem among White Americans, confirming the role of politics in racial self-esteem.

E255**ALTERNATIVE SOURCES OF SOCIAL VALUE: STATUS AND INCLUSION INDEPENDENTLY PREDICT SELF-ESTEEM**Nikhila Mahadevan¹, Aiden P. Gregg¹¹*University of Southampton*

Dominometer theory proposes that self-esteem evolved to track, not only inclusion, but also status, both alternative sources of social value. Supporting dominometer theory, status and self-esteem covaried, controlling for inclusion; self-esteem covaried with assertive behaviour, controlling for agreeable behavior; and expected status experimentally affected state self-esteem, independently of expected inclusion.

E256**SUFFERING IN SILENCE MAKES THE RELATIONSHIP SUFFER: SELF-ESTEEM AND DIRECT VS. INDIRECT COMMUNICATION OF RELATIONSHIP PROBLEMS**Megan H. McCarthy¹, Joanne V. Wood¹, John G. Holmes¹, Lara K. Kammrath²¹*University of Waterloo*; ²*Wake Forest University*

We hypothesized that low self-esteem individuals' (LSEs) characteristic self-protectiveness would lead them to avoid directly communicating relationship dissatisfactions, for fear of partners' rejection. Indeed, LSEs were more likely than high self-esteem people (HSEs) to slam doors and withdraw. Yet such indirect strategies predicted increased dissatisfaction, meaning that LSEs' self-protectiveness backfired.

E257**FIXATED ON REJECTION: ATTENTIONAL BLINDNESS FOLLOWING SOCIALLY REJECTING FACES IN PEOPLE WITH DEFENSIVE SELF-ESTEEM**Mark A. Oakes¹, Jennifer L.S. Borton², Arielle M. Berti², Ellen A. Doernberg², Ashley L. Sutton²¹*St. Lawrence University*; ²*Hamilton College*

People with defensive self-esteem displayed attentional blindness for target stimuli after viewing socially rejecting faces during a rapid serial visual presentation. This effect was not detected for accepting faces or negative control images. It appears that people with defensive self-esteem have difficulty disengaging attention when processing negative self-relevant stimuli.

E258**THE EFFECTS OF SEXUAL HARASSMENT INCIDENTS ON REPORTED SELF ESTEEM AND SELF OBJECTIFICATION**Afroditi Pina¹, Kassy Japp¹¹*University of Kent*

In this study, four types of sexual harassment were presented to female participants (touching by superior or equal, sexist e-mails by superior or equal) and the relationship of the reported coping styles towards the presented harassment (passive vs active) with participants' self-esteem and self-objectification was examined.

E259**QUESTIONING GOOD NEWS: SOCIAL RISK INFLUENCES FEEDBACK-SEEKING IN LOW SELF-ESTEEM INDIVIDUALS**Lisa B. Reddoch¹¹*University of Victoria*

Receiving self-concept inconsistent feedback prompts additional feedback-seeking (Swann, 1987). We hypothesized that social risk would influence the feedback-seeking by prompting self-verification when risk is present and prompting testing feedback accuracy when risk is irrelevant. This hypothesis was supported when low self-esteem individuals were given self-esteem inconsistent feedback.

E260**AN EASY FEELING: DEATH-THOUGHTS DECREASE THE SEARCH FOR MEANING IN LIFE WHEN EXAMPLES OF CULTURAL VALUE ADHERENCE ARE EASY TO GENERATE**Ross E. Rogers¹, Matthew Vess¹¹*Ohio University*

Guided by Terror Management Theory, this research found that death-thoughts decrease the search for meaning in life when stable meaning structures are perceived to exist. Participants who experienced metacognitive-ease when generating examples of cultural value adherence evidenced lower search for meaning in life following reminders of death (vs. pain).

E261**SELF-ESTEEM AS A PREDICTOR OF MODEST FINANCIAL GOALS**Rachel Sackman¹, Jonathan Lew¹, Ryan Howell¹¹*San Francisco State University*

The current study has found that self-esteem is positively correlated with the setting of modest financial goals ($r(168) = .283, p < .001$). We discuss the role of materialism in relation to self-esteem to explain why those with higher self-esteem would strive for more modest financial outcomes.

E262**THE ROLE OF EXTRINSIC CONTINGENCY FOCUS IN CONSUMER PRODUCT PREFERENCES**Todd J. Williams¹, Kevin Lehnert¹, Kelly Cowart¹, Jeff Schimmel², Joseph Hayes³¹*Grand Valley State University*; ²*University of Alberta*; ³*Wilfrid Laurier University*

Two studies examine the relationship between extrinsic contingency focus and consumer product preferences. Study 1 shows that ECF

predicts preference for the image-oriented qualities of consumer products. Study 2 extends these results by demonstrating that ECF is related to an increased preference for high (vs. low) status consumer products.

E263**SENSE OF HOME FUNCTIONS AS A BUFFER OF SELF-THREATS**Xitong Yue^{2,1}, Huajian Cai¹, Yu L. Luo¹¹*Institute of Psychology, Chinese Academy of Sciences*; ²*Graduate University of Chinese Academy of Sciences*

We tested whether sense of home may serve as a buffer of self-threat. Two studies showed that induced sense of home curtailed the negative influence of stereotype threat on female's leadership (study 1) and spatial rotation ability (study 2). The findings support the protecting function of sense of home.

E264**FRAGILE SELF-ESTEEM AND ACADEMIC ENGAGEMENT**Virgil Zeigler-Hill¹¹*Oakland University*

This poster will concern the links between self-esteem instability (a marker of fragile self-esteem) and academic outcomes. Unstable high self-esteem was associated with academic disengagement for American students but not Chinese students. These results suggest that fragile self-esteem may be associated with different outcomes

E265**THE USE AND MISUSE OF MONEY: THE SUBSTITUTION BETWEEN MONETARY UTILITY AND SELF-ESTEEM UTILITY IN INTERPERSONAL CONFLICTS**Liqing Zhang¹¹*Peking University*

Three experiments were conducted to explore under which conditions monetary compensation produced more satisfaction than apology after people's items were damaged or after they were verbally abused. The results showed that monetary compensation was necessary in some situations, but it reduced the victims' satisfaction when it was misused.

E266**THE ROLE OF AWARENESS IN IMPLICIT SELF-EVALUATION: EVIDENCE FROM CONTINUOUS FLASH SUPPRESSION**Shen Zhang¹, Ran Tao², Qi Li², Haiyan Geng²¹*University of Wisconsin-Whitewater*; ²*Peking University*

High and low self-esteem participants showed self- and other-positivity bias, respectively, when subliminally primed with self- and other faces with the Continuous Flash Suppression paradigm (Experiment 1). But all participants showed the self-positivity bias with supraliminally presented face stimuli (Experiment 2), demonstrating the moderating role of awareness in implicit self-evaluation.

Evolution**E267****PRONATALIST NATION: THE DEVELOPMENT AND VALIDATION OF THE CULTURAL PRESSURES FOR PARENTHOOD SCALE**Lora Adair¹, Satoris Culbertson¹¹*Kansas State University*

Two independent studies through which the Cultural Pressures for Parenthood Scale (CPPS) was developed and validated are presented, and a predictive model of fertility decision-making is proposed. The factor structure, reliability, construct and criterion-related validity of the 33-item CPPS are provided. Inclusion of the CPPS produced a strong predictive model.

E268**SEX BEGETS VIOLENCE: MATING MOTIVES, SOCIAL DOMINANCE, AND PHYSICAL AGGRESSION IN MEN**Sarah E. Ainsworth¹, Jon K. Maner¹¹*Florida State University*

This research provides rigorous experimental evidence that mating motives cause men to behave violently toward other men. A mating prime increased aggression in men, but not women, toward a same-sex (but not opposite-sex) partner. Findings suggest mating-induced male violence is motivated by a desire to assert dominance over other men.

E269**DO BABIES' FACES SIGNAL THEIR PARENTS' FITNESS?**Rodrigo A. Cárdenas¹, Lauren J. Harris², Reginald B. Adams, Jr.¹¹*The Pennsylvania State University*; ²*Michigan State University*

Women rated the attractiveness of presumed parents whose faces were shown alone or with a child (either their own or an adopted child). Results showed that offspring attractiveness was used to recalibrate judgments of a parent's attractiveness and that this effect was most evident for adult-infant pairs identified as biologically-related.

E270**AN EXPERIMENTAL MANIPULATION OF PARENTAL INVESTMENT: USING ECONOMIC HEADLINES TO PRIME RESOURCE AVAILABILITY**Randy Corpuz¹, Daphne B. Bugental¹¹*University of California, Santa Barbara*

Parents of high and low health risk toddlers were primed with headlines that differed in the suggested health of the economy. Mothers and fathers demonstrated predicted patterns of resource investment. High health risk children were preferentially invested in only when parents perceived the health of the economy to be improving.

E271**DO YOU SEE WHAT I SEE? FATHER ABSENCE AND WOMEN'S SEXUAL THOUGHTS AND PERCEPTIONS**Danielle J. DelPriore¹, Sarah E. Hill¹¹*TCU*

We examined the effects of father absence cues on women's sexual cognitions. In two experiments, women primed with father absence (vs. a control state) demonstrated greater activation of sexual thoughts on a word stem task (Experiment 1) and perceived greater sexual intent in men's actions and faces (Experiment 2).

E272**STRATEGIC DEFERENCE: DOMINANT COMPETITORS INHIBIT CREATIVE DISPLAY**Daniel Gambacorta¹, Timothy Ketelaar¹¹*New Mexico State University*

Male participants were videotaped during a dating game scenario in which they were led to believe that they were competing against either a dominant (strong) or subordinate (scrawny) competitor. Participants competing against a dominant competitor produced fewer and lower quality creative displays than participants competing against a subordinate competitor.

E273**HEIGHT AND BODY MASS AS PREDICTORS OF LIFETIME SEX PARTNER NUMBER**Brooke N. Gentle¹, David A. Frederick¹¹*Chapman University*

For men, body mass and height are qualities that may serve as cues to dominance and social status. Because women find these qualities attractive, we predicted and found that men who were a healthy weight or overweight had more sex partners. Similarly, men who were taller had more sex partners.

E274**FERTILE WOMEN SEEKING HIGH MUSCLE MASS: THE RELATIONSHIP BETWEEN CONCEPTION LIKELIHOOD AND ATTRACTION TO MEN'S MUSCLE MASS**Ashalee C. Hurst¹, Darcy A. Reich¹, Robert D. Mather²¹*Texas Tech University*; ²*University of Central Oklahoma*

We investigated the relationship between conception likelihood, estimated by actuarial data, and women's attraction to men's muscle mass. Participants rated the attractiveness of four body types varying in muscularity. A positive relationship between conception likelihood and attraction to high muscle appeared, as did a main effect of muscle on attraction.

E275**DOES FERTILITY STATUS INFLUENCE WOMEN'S INTERTEMPORAL CHOICE IN A MATING CONTEXT?**Famaz Kaighobadi^{1,3}, Jeffrey R. Stevens^{2,3}, Diana M. Lopez⁴, Cassandra F. De Paula Silva⁴¹*Columbia University*; ²*University of Nebraska-Lincoln*; ³*Max Planck Institute for Human Development*; ⁴*Florida Atlantic University*

The results of a series of controlled experiments, informed by evolutionary psychological perspectives, showed fertility status effects on women's intertemporal discounting in a mating context. Women at peak fertility became more impulsive in the intertemporal choice task after viewing images of attractive men compared to after viewing neutral images.

E276**THE LEPER COLONY EFFECT: DISEASE CONCERNS INFLUENCE PERCEPTIONS OF GROUP IDENTITY**Saul L. Miller¹¹*University of Kentucky*

This research examines whether individuals stereotypically associated with disease are excluded from ingroup membership. In a minimal group paradigm, disease concerns caused White participants to perceive elderly and Black individuals as outgroup members. Additionally, disease concerns caused US residents to implicitly associate obese individuals with a foreign national identity.

E277**THE CLOCK IS TICKING: HOW THE PRESENCE OF A TICKING CLOCK INFLUENCES ATTITUDES ABOUT REPRODUCTIVE TIMING**Justin H. Moss¹, Jon K. Maner¹¹*Florida State University*

We examined whether the presence of a ticking clock would prime the metaphor of a biological clock and, in turn, speed up women's attitudes towards their reproductive timing. We found that the ticking clock led women, particularly women from poorer childhood backgrounds, to desire having children at an earlier age.

E278**THREAT-BASED CHANGES IN PERSONALITY: A LIFE HISTORY PERSPECTIVE**John Myers E. Myers¹, Jeffrey A. Simpson¹, Vidas Griskevicius¹¹*University of Minnesota*

This study tested whether environmental threats influence personality in ways predicted by Life History Theory. Mortality threat was primed in half of the participants. Significant experimental condition x life history strategy interactions emerged for several theoretically-relevant personality facets.

E279

CREATIVE VIRTUOSITY: HAS IT EVOLVED AS AN ADAPTION OF SEXUAL SELECTION, ACTING AS A FITNESS INDICATOR OF UNDERLYING DESIREABLE TRAITS TO POTENTIAL MATES?Ashley E. O'Hearn¹¹*New Mexico State University, Las Cruces*

Speculatively, creative intelligent persons are more desirable mates than noncreative persons due to an adaption through sexual selection. Vignettes were utilized as well as a survey to collect relationship preferences from participants. The theory was supported; female participants desired a short-term relationship with a creative target over a noncreative target.

E280

HOT AND BOTHERED: THE EFFECTS OF AMBIENT TEMPERATURE ON DISGUST SENSITIVITYElizabeth A. Osborne¹¹*Arizona State University*

This study examined whether disgust sensitivity is stronger in a high ambient temperature environment. Participants completed a self-report measure of disgust sensitivity and a food avoidance task in a hot room or a neutral room. Outside temperature correlated with disgust sensitivity but indoor changes in temperature had little effect.

E281

OVULATION AFFECTS LESBIAN AND HETEROSEXUAL WOMEN'S SEXUAL ATTRACTION TO GAY AND BISEXUAL MENAngela G. Pirlott¹, Rebecca Neel², Gabrielle Filip-Crawford², Craig Nagoshi²¹*University of Wisconsin-Eau Claire*; ²*Arizona State University*

55 naturally cycling lesbian, bisexual, and heterosexual women rated their attraction to gay, bisexual, and heterosexual men and women. Ovulation suppressed attraction towards gay and bisexual men for heterosexual and lesbian (but not bisexual) women, suggesting that ovulation may suppress attraction towards poor long-term, but reproductively viable, targets.

E282

SHE'S NOT ONE OF US: GROUP MEMBERSHIP MODERATES THE EFFECT OF FERTILITY CUES ON ATTRACTIVENESS RATINGSNatasha D. Tidwell¹, Paul W. Eastwick²¹*Texas A&M*; ²*The University of Texas- Austin*

Male participants rated female ingroup (i.e., same primary language and/or university) vocal samples as more attractive as targets' fertility increased, but they rated samples gathered from an outgroup (different primary language and/or university) as less attractive as targets' fertility increased. Thus, ingroup/outgroup status moderates previously documented ovulatory vocal attraction effects.

E283

SIGNALLING BELIEF WITH CREDIBILITY ENHANCING DISPLAYSAiyana K. Willard¹, Ara Norenzayan¹, Joseph Henrich^{1,2}¹*Department of Psychology, the University of British Columbia*; ²*Department of Economics, the University of British Columbia*

Participants watched a confederate endorse belief in a set of news stories, and bet money on the truth of these stories. Participants who watched the credible display (betting) were more likely to bet on the same stories the confederate bet on, over conditions where only a verbal endorsement was made.

E284

WHY HUMANS FLAUNT ATTRACTIVE AND DESIRABLE MATESBo M. Winegard¹, Ben M. Winegard², David C. Geary²¹*Florida State*; ²*University of Missouri*

Nonindependent mate choice, or mate choice that is affected by the mating decisions of same sex peers, has been found in many species including humans. We use signaling theory to explain why this happens in humans. According to this perspective, mates can function as costly signals that convey important information to others.

Methods/Statistics

E285

EARLY BIRD ALSO GIVES THE WORM: THE EFFECT OF ACADEMIC CALENDAR ON DATA QUALITYJeff C. Cho¹¹*University of California, Irvine*

Despite social psychology's reliance on undergraduate samples, researchers have rarely investigated the impact of academic calendar on data quality. After compiling data from over two thousand participants over 3 years, the current research found that data quality sharply decreases over time during the course of an academic quarter.

E286

HOW ACCURATE ARE MEDIATION REPORTS? AN EQUIVALENCE TEST ANALYSIS OF ERRORS IN MEDIATIONJoshua J. Clarkson¹, John V. Petrocelli², Melanie B. Whitmire², Paul E. Moon²¹*University of Cincinnati*; ²*Wake Forest University*

How accurate are mediation reports? Analysis of 156 models published in JESP, JPSP, and PSPB during 2011 revealed that 24% failed an equivalence test ($ab = c - c'$). Common sources of errors, recommendations for enhanced accuracy, and implications for alternative methods of arguing causality are addressed.

E287

WHAT DOES AMERICAN LOOK LIKE?Brettany Clemens¹, Angela-MinhTu Nguyen¹¹*California State University, Fullerton*

To identify images and narratives used to express "Americanness," we conducted a literature review and incorporated feedback from undergraduate students and expert researchers. The resulting coding scheme for "Americanness" may be used to content analyze the degree to which individuals present themselves as "American" in personal profiles, biographies, websites, etc.

E288

RELATIONSHIPS BETWEEN TEMPORAL FACTORS AND RESEARCH PARTICIPANT NO-SHOW RATESRandall A. Gordon¹, Eric E. Hessler¹, Laura E. Holmberg¹, Jordan R. Wiertzema¹¹*University of Minnesota, Duluth*

We examined relationships between temporal factors and the likelihood that participants would fail to show up for an experimental session. Participant no-show rates increased significantly over the course of a semester. No-show rates for the first, second, and third five-week periods of the semester were 14.12%, 20.53%, and 31.46%, respectively.

E289

RE-CONCEPTUALIZING REACTIVITY TO ECOLOGICAL MOMENTARY ASSESSMENT PROCEDURESNisha C. Gottfredson¹, Erin K. Davison¹, Rick H. Hoyle¹¹*Duke University*

We present a method for evaluating whether participant behavior changes as a result of ecological momentary assessment procedures. Conscientiousness predicts individual differences in reactivity to a study on daily ego-depletion on subsequent alcohol use. Failing to account for reactivity leads to misleading parameter estimates; this method corrects for reactivity bias.

E290

FACTORS INFLUENCING PARTICIPANT COMPREHENSION AND TASK PERFORMANCE: INSTRUCTION DETAIL AND FORM COMPLEXITYJeremy D. Heider¹, Emmanuel J. Perez², John E. Edlund³, Jessica L. Hartnett⁴¹*Southeast Missouri State University*; ²*Stephen F. Austin State University*; ³*Rochester Institute of Technology*; ⁴*Gannon University*

We examined how consent form complexity (simple, complex jargon) and detail of verbal instructions (simple, elaborate) affected participant comprehension and task performance. Participants who received the simple form spent more time on a difficult task, and they recalled more

procedural details when given an elaborate verbal explanation of the experiment.

E291**MATHEMATICAL MODEL OF SOCIAL PROCESSES FOR ANALYZING DAILY DIARY OBSERVATIONS**

Jakub K. Kominiarczuk¹, Natalia K. Kominiarczuk², Ryan T. Howell²

¹University of California at Berkeley; ²San Francisco State University

We present a novel methodology allowing the study of social processes, using a combination of the daily diary method and Monte Carlo simulation. We provide the necessary algorithmic details and illustrate the method using data from a pilot study of happiness contagion, the spread of happiness through a social network.

E292**CHANGES IN COUPLES SATISFACTION INDEX SCORES AFTER CONTROLLING FOR RESPONSE AND POSSIBLE MEDIATORS BIAS IN 21 COUNTRIES**

Emily M. Maywood¹, Gian C. Gonzaga¹, Erina Lee¹, Heather Setrakian¹

¹eHarmony Labs

This research uses 11,479 heterosexual, married or cohabitating couples across 21 countries to assess patterns of response bias regarding relationship satisfaction. Significant changes in CSI scores and rankings were found. We used multilevel modeling to discuss whether country-level variables (i.e. individualism) moderated this effect.

E293**SEARCHING FOR SOLUTIONS: APPLYING A NOVEL PERSON-CENTERED ANALYSIS TO THE PROBLEM OF LOW ATTENDANCE AT BEHAVIORAL PARENT TRAINING**

Jessica A. Minney¹, John E. Lochman¹, Rosanna E. Guadagno²

¹University of Alabama; ²National Science Foundation

Risk factors for low parent attendance at behavioral parent training were analyzed using a novel person-centered analysis (SEARCH) to create mutually exclusive subgroups, which differentially predicted attendance. Final groups were classified based on parents' level of social support and frequency of stressful life events. Strengths of person-centered approaches are discussed.

E294**ANCHORING VIGNETTES: A HANDLE ON SYSTEMATIC BIASES IN SELF-REPORTS**

René Möttus², Jüri Allik¹, Anu Realo¹

¹University of Tartu; ²University of Edinburgh

The presentation argues that systematic self-report biases can be handled by using a simple technique that allows for separating biases-related variance from substantive variance. The technique is demonstrated on cross-cultural comparisons of Conscientiousness, but it can be used in various types of studies that involve comparisons of self-reports across groups.

E295**HAIR CORTISOL AS BIOMARKER OF CHRONIC PSYCHOSOCIAL STRESS**

Kymerlee M. O'Brien¹, Celia L. Moore²

¹UMass Boston/Harvard Medical; ²UMass Boston

Hair cortisol is a new biomarker for chronic stress; is it associated with objective/subjective psychosocial, affective, and cognitive stressors? CORT, health, and acute measures were obtained from 180 adults (18-30; 39% minority). CORT was associated with cumulative social stress, discrimination, and psychosocial indices. Social identification with heritage group moderated stress.

E296**MORE THAN WHAT'S BETWEEN YOUR LEGS? TESTING GENDER AS THE DISTINGUISHING ROLE IN ROMANTIC RELATIONSHIPS**

Ben Porter¹, Lindsey M. Rodriguez¹, Hadden W. Benjamin¹, C. Raymond Knee¹

¹University of Houston

The convention in relationship research has been to use gender to distinguish members in heterosexual dating relationships. The

current research uses 'hidden distinguishability' to create latent distinguishability from three separate samples of heterosexual dyads. Gender was then correlated with the resulting class assignment to assess the degree of agreement.

E297**3-FORM PLANNED MISSING DATA DESIGNS FOR PERSONALITY AND SOCIAL PSYCHOLOGY**

Graham G. Rifenbark^{1,2}, Alexander M. Schoemann^{1,2}, Wei Wu^{1,2,3}, Todd D. Little^{1,2,3}

¹University of Kansas; ²Center for Research Methods & Data Analysis; ³Department of Psychology

The Three-Form Design (TFD) is a planned missing data design that alleviates participant fatigue, practice effects, and cost. We will show, via a simulation that utilization of TFD leads toward unbiased results and minimal loss of power and discuss recommendations for implementing a TFD in social and personality psychology research.

E298**SOCIAL DESIRABILITY BIAS IN MOTIVATION RESEARCH: A NEW INTERPRETATION OF DIFFERENCE SCORES**

Annie Smeding¹, Emanuele Meier¹, Benoit Dompnier¹, Bernard Baumberger², Fabrizio Butera¹

¹University of Lausanne, Switzerland; ²Higher Pedagogical School Vaud, Switzerland

Contrary to the prevalent view in research on social desirability (SD) bias and self-report measures, we hypothesized and found that difference scores between standard and faking good instructions correlated negatively with responses on a SD scale. This finding questions the neutrality of standard instructions in motivation and personality research.

E299**IS THAT RELATIONSHIP REALLY LINEAR? COMPARING LINEAR AND ADDITIVE MODELS**

Seth M. Spain¹, Kristin L. Sotak¹, Joey C.-Y. Tsai¹, Peter D. Harms²

¹State University of New York at Binghamton; ²University of Nebraska - Lincoln

We present techniques to test whether relationships are truly linear by comparing regression models to additive models. Additive models are a form of nonparametric multiple regression that relaxes the assumptions of linear relationships in the regressors. The outcome is represented as a sum of these nonlinear functions.

E300**HOW TO INCREASE SURVEY RESPONSE RATES AND PARTICIPANT APPRECIATION FOR RESEARCH**

Danielle B. Stuck¹, Wayva Lyons¹, Helen C. Harton¹

¹University of Northern Iowa

We examined the effects of researcher status and consent form presentation on response rates, data quality, and participant attitudes in an online survey of undergraduates. Researchers should consider using simplified consent information at the beginning of a survey rather than in the recruitment materials and stressing their similarity to participants.

E301**FACIAL EMOTION RECOGNITION ACCURACY AS A FUNCTION OF EMOTION, PRESENTATION ANGLE, AND PRESENTATION TIME**

Michael F. Wagner¹, Joel S. Milner¹, Julie L. Crouch¹, John J. Skowronski¹, Thomas R. McCanne¹

¹Northern Illinois University

Research on facial emotion recognition accuracy as a function of emotion has produced mixed results, which we hypothesized derive from methodological differences across studies. As expected, results indicated that facial emotion recognition accuracy is significantly impacted by emotion, presentation angle, presentation time, and the interactions of these variables.

E302**DESIGNING A METHOD FOR INDUCING GRATITUDE IN THE LABORATORY**Susanna Wong¹, Acacia C. Parks¹, Sarah D. Pressman², Tamlin S. Conner³¹Hiram College; ²University of Kansas; ³University of Otago

This study pilot tested a laboratory gratitude induction. Participants (N=18) wrote in detail about their gratitude towards an individual and reported mood before and after on a 100-point visual analogue scale. Participants experienced a significant increase in gratitude, but not in other positive emotions, suggesting that the induction has specificity.

Traits**E303****PERSONALITY-RELATED PROBLEMS AND THE FIVE-FACTOR MODEL**Michael Boudreaux¹, Daniel Ozer¹¹University of California, Riverside

This research identifies problems associated with high and low scores on each Big Five personality trait. High Conscientiousness, for example, was associated with “having trouble accepting loss or failure” and “needing to do things perfectly,” whereas high Extraversion was associated with “flirting with others too much” and “excessively seeking thrills.”

E304**SEIZURE AND FORECLOSURE**Carolyn Dylla¹, Chip Knee¹, Robert Wickham¹¹University of Houston

Two orthogonal scales were developed capturing foreclosure, which reflects reclusion from life experiences, and seizure, reflecting a “carpe diem” immersion in experiences. Data from 145 undergraduates supported internal reliability, orthogonality, and convergent and discriminant validity. Seizure was associated with greater- whereas foreclosure was associated with weaker appeal for risk.

E305**DOES VOLUNTARY MASS TESTING INTRODUCE A SELECTION EFFECT IN SUBJECT POOL SAMPLING?**Glen T. Howell¹, Deanna C. Whelan¹, John M. Zelenski¹¹Carleton University

We compared participants' personality and gender as a function of whether they completed mass testing. Mass testing participants were more often female, conscientious, open, and, if male, more extraverted. Mass testing may be added to a growing list of subject pool selection effects. We suggest caution when generalizing results.

E306**EFFECTS OF NARCISSISM ON PERCEIVED SOCIAL SUPPORT UNDER EGO THREAT**Jin Kato¹, Toshikazu Yoshida¹¹Nagoya University

This study demonstrates the effects of narcissism on perceived support under ego threat. An analysis used to examine the influence of narcissism on the differences in perceived support scores before and after ego-threat manipulation revealed its significant negative effect on feelings of “desire for support” and “mental debt”.

E307**DISPOSITIONAL AND SITUATIONAL OPTIMISM AS PREDICTORS OF RELATIONSHIP COPING BEHAVIORS**Julia Koch¹¹Claremont Graduate University

This study examined an interpersonal aspect of optimism within mentor-protégé relationships. The hypothesis that situational optimism scores would moderate the relationship between dispositional optimism scores and self reported coping behaviors was supported. Participants were professors who serve as advisors to graduate students within the life sciences (n=121).

E308**WHAT ASPECTS OF TRAITS CORRELATE WITH SUBJECTIVE WELL-BEING?**Neil Lutsky¹¹Carleton College

How informative are constructs examining the personality/SWB relationship at given levels of generality? Participants (N = 116) completed measures of personality and SWB. Expected correlations between traits and SWB were found, but only N-withdrawal was consistently related to SWB and E-aspects correlated with SWB depending on the SWB dimension considered.

E309**UNPACKING THE COMPLEXITY OF TRAIT INDEBTEDNESS: AN EXPLORATORY ANALYSIS**Maureen A. Mathews¹¹Saint Leo University

An exploratory factor analysis indicated three factors to indebtedness: norm acceptance, reciprocation wariness, and gift anxiety. Norm acceptance correlated with positive affect, gratitude, and helping intentions. Reciprocation wariness and gift anxiety negatively correlated with gratitude; reciprocation wariness negatively correlated with helping intentions. These data suggest a multi-faceted approach to indebtedness.

E310**GENDER SCHEMA THEORY AND THE APPRAISAL OF STRESSORS, TWO SEM STUDIES**Eric Mayor², Oriane Sarrasin¹, Klea Faniko³¹University of Lausanne; ²University of Neuchatel; ³University of Geneva

Stressors are appraised as neutral, threatening or challenging, with documented sex differences. Drawing on gender schema theory, two studies show that these differences originate in traits traditionally expected for men or women. Study 1 explores the mediating impact of locus of control (LOC). Study 2 considers the impact on perceived stress.

E311**NARCISSISTIC PERFECTIONISM AND INTERPERSONAL CONFLICT: EVIDENCE FROM A 28-DAY DIARY STUDY**Logan J. Nealis¹, Simon B. Sherry¹, Matthew A. MacNeil¹, Sherry H. Stewart¹, Dayna L. Sherry²¹Dalhousie University; ²QEII Health Sciences Centre

Narcissistic perfectionists direct their need for perfection outward onto others in a grandiose, entitled, demanding, and hypercritical way. This study tested the effect of narcissistic perfectionism on interpersonal conflict. Growth-curve analyses showed narcissistic perfectionists experienced increased conflict over a 28-day period, even when controlling for other forms of maladaptive perfectionism.

E312**SUBCLINICAL PSYCHOPATHY AND THE MAJOR DIMENSIONS OF PERSONALITY: A PERSPECTIVE BASED ON THE HEXACO MODEL**Joao P. Oliveira¹¹Universidade Lusofona

The purpose of this study was to estimate subclinical psychopathy from normal personality traits according to the HEXACO Model of personality within a population of university students. Results clearly support the validity of the HEXACO model for providing additional understanding of the nature and personality framework of the psychopathic profile.

E313**BIG FIVE, LITTLE SIX: CONTINUITY AND CHANGE IN PERSONALITY STRUCTURE FROM AGES 3 TO 20**

Christopher J. Soto¹, Josephine Liang¹, Cale Wardell¹, Oliver P. John²
¹Colby College; ²University of California, Berkeley

How does personality structure develop from childhood to adulthood? The current study analyzed 16,000 personality parent-reports made using a broadband measure of youths' personal characteristics. A six-dimensional structure--the Big Five plus activity level--was generally consistent from ages 5 to 20. However, some dimensions' meanings changed with age.

E314**AGREEABLENESS AND A HELPING PRIME INTERACT TO INFLUENCE HELPING BEHAVIOR**

Rebecca Szar¹, Rhonda J. Swickert¹, Branden Abushanab¹, Nada Joudeh¹
¹College of Charleston

Participants were randomly assigned to write about a super-hero or a dorm room and then respond to scenarios involving helping. It was predicted that high Agreeableness individuals would be more susceptible to the super-hero prime and would report greater helping than those low Agreeableness. The data analyses supported this prediction.

E315**CONNECTING PERSONALITY AND AFFECT: TRAIT-MODERATED RESPONSIVENESS TO INDUCED AFFECT**

Barbara Wood Roberts¹, Tera D. Letzring¹
¹Idaho State University

Following Larsen and Ketelaar's (1991) examination of how personality moderated responsiveness to affect inductions, our study found high (vs. low) conscientiousness participants reported higher positive affect for negative and neutral inductions. Low (vs. high) conscientiousness participants reported higher negative affect in negative inductions, implying higher resilience among the highly-conscientious.

E316**SOCIAL DOMINANCE ORIENTATION, EQUITY SENSITIVITY AND HARM AVOIDANCE AS PREDICTORS OF PERCEIVED ABILITY TO DECEIVE OTHERS**

Hayden J.R. Woodley¹, Travis Schneider¹
¹Western University

The current study investigated social dominance orientation (SDO), equity sensitivity (ES) and harm avoidance (HA) as predictors of an individual's perceived ability to deceive others (PATD). Results demonstrate strong bivariate and multivariate relations between SDO, ES, HA, and PATD. This study contributes by examining the nomological network of PATD.

Assessment**E317****ESTIMATING THE IMPACT OF DIFFERENTIAL ITEM FUNCTIONING IN SELF-REPORT RELATIONSHIP SATISFACTION MEASURES ACROSS 13 COUNTRIES AND 10 LANGUAGES**

Jonathan P. Beber¹, Gian C. Gonzaga¹, Erina Lee¹
¹eHarmony Labs

Assessing measurement bias when comparing a construct between groups is a necessity that is often overlooked. As shown in this study, measurement bias can have detrimental effects on the magnitude of mean-level differences and associations with anchor scales between groups. Methods of controlling for measurement bias are discussed.

E318**DETECTING FAKERS ON SELF-REPORT PERSONALITY INVENTORIES USING ITEM RESPONSE PATTERNS**

Christine E. Lambert¹, Ron Holden¹
¹Queen's University

This experiment tested a cognitive overload model of faking using a positivity-item order correlation. 294 undergraduates, randomly assigned to faking conditions, completed the NEO Five-Factor Inventory. Groups differed significantly in their positivity-item order correlation. Analysis significantly classified respondents above chance levels as either honest, faking good, or faking bad.

E319**PSYCHOMETRIC PROPERTIES OF D. N. JACKSON'S FORCED-CHOICE PERSONALITY MEASURE**

Stephanie Law¹, Thomas A. O'Neill¹, Rhys J. Lewis³, Julie J. Carswell³
¹Department of Psychology, University of Calgary; ²Sigma Assessment Systems; ³Sigma Assessment Systems, Port Huron, MI

The problem we are focused on remedying is pre-employment personality test faking. This is an issue for both academicians and practitioners, as accurate personality measurement is needed for advancing the science and practice of personality testing in personnel selection. Construct validity of forced-choice personality tests is a solution we investigated.

E320**A SEX-BASED HEAD-TO-HEAD COMPARISON OF DARK TRIAD MEASURES: MEASUREMENT INVARIANCE ACROSS MEN AND WOMEN**

Matthew J.W. McLarnon¹
¹University of Western Ontario

This study fills a fundamental gap in the literature by examining the measurement invariance of the Dark Triad personality traits across men and women. Results, presented in a didactic manner to researchers interested in measurement invariance, suggest strict invariance, facilitating the interpretation of observed mean differences across the sexes.

E321**HOW WELL DOES YOUR CHILDHOOD TEACHER KNOW YOU?: PREDICTING ADULT TEST-TAKING BEHAVIOR FROM TEACHER RATINGS 40 YEARS EARLIER**

Theresa Murzyn¹, Christopher S. Nave¹, Kyle Sauerberger¹, Sarah E. Hampson², Lewis R. Goldberg²
¹Rutgers University - Camden; ²Oregon Research Institute

This longitudinal study sought to identify whether children's classification as ARCH types (e.g., ego resilience and control) meaningfully predicts directly observed behavior during a cognitive assessment over 40 years later. The study demonstrates that personality can transcend decades to predict both behavior and cognitive performance in potentially stress-inducing adult contexts.

E322**EVALUATING THE ACCEPTABILITY AND FEASIBILITY OF A PERSONALITY ASSESSMENT FEEDBACK INTERVENTION FOR VETERANS ENTERING SUBSTANCE ABUSE TREATMENT**

Amy E. Wytiaz^{1,2}, Daniel M. Blonigen¹
¹Veterans Affairs Palo Alto Health Care System; ²Palo Alto University, CA

We evaluated the acceptability/feasibility of an assessment feedback intervention (using the Multidimensional Personality Questionnaire) to increase substance abuse treatment engagement. Using self-report questionnaires and qualitative interviews, participants reported the feedback as helpful, positive, and accurate. Findings support the acceptability/feasibility of the intervention with veterans, which may enhance treatment engagement.

Social Development

E323

THE SOCIAL FUNCTION OF PURCHASE MEMORIES

Laura L. Buckner¹, Darwin A. Guevarra¹, Ryan T. Howell¹

¹*San Francisco State University*

We examined the social function of purchase memories for three purchase types: material, material items which provide experiences, and experiential. Results indicate that memories from experiential purchases, compared to material items and material items which provide experiences, are used more frequently to develop and nurture social relationships.

E324

THE DEVELOPMENT OF FIRST IMPRESSIONS FROM FACES

Emily Cogsdill¹, Elizabeth E. Spelke¹, Mahzarin R. Banaji¹

¹*Harvard University*

judged faces on goodness, trust, dominance and competence. Data showed early emergence and near adult-like consensus on trust and goodness judgments, with dominance and competence assessments emerging gradually. Results suggest that basic face-trait evaluations do not require social experience.

E325

BETRAYAL TRAUMA AND SELF COMPASSION: OPPOSING ASSOCIATIONS WITH SOCIAL CONSTRUCTS

Jillian L. Garrison¹, Walter T. Piper¹, Kathryn Becker-Blease¹, Sarina R. Saturn¹

¹*Oregon State University, Corvallis*

This study investigated relationships between betrayal trauma and self-compassion with positive and negative social constructs. We found that betrayal trauma has a positive significant relationship with alienation, and negative associations with belonging, love, trust and paternal bonding. Interestingly, the opposite pattern was found between self-compassion and these constructs.

E326

DEVELOPMENTAL ANTECEDENTS IN THE NEED TO BELONG AND THE FEAR OF NEGATIVE EVALUATION

G. Tarcan Kumkale¹, Sebnem Nasir¹

¹*Koç University, Istanbul*

This study explores some of the developmental antecedents of differences in the need to belong and fear of negative evaluation. In particular, the importance of temperament and parental psychological control are demonstrated using data from 283 university students.

E327

ARE YOU SURE THAT IS THE RIGHT COLLEGE FOR YOU? PARENTAL INFLUENCE, PSYCHOLOGICAL NEED SATISFACTION, AND THE COLLEGE DECISION PROCESS

Kenzie A. Snyder¹, M. Joy McClure¹, Joy H. Xu², Niall P. Bolger¹

¹*Columbia University*; ²*New York University*

College freshmen were followed from July-December to investigate how the college decision process affects satisfaction of psychological needs over time. Increased decision confidence was associated with increased self-esteem, competence, and relatedness. Increased parental influence was associated with decreased autonomy, decreased decision confidence, and increased stress.

E328

THE EFFECTS OF MONEY PRIMING ON PERSISTENCY IN WORK IN YOUNG CHILDREN

Tomasz Zaleskiewicz¹, Agata Gasiorowska¹

¹*University of Social Sciences and Humanities*

In previous studies we found that money priming caused self-sufficient orientation (reduced helpfulness) in preschoolers. To test if the positive side of self-sufficiency (persistence) might be also observed, we conducted two experiments on children aged 4 to 8. After money activation, children worked longer than controls before requesting help.

Lifespan Development

E329

LONGITUDINAL PATTERNS OF SELF-CONCEPT CLARITY ACROSS THE LIFESPAN

Kimberly Cologgi¹, Jennifer Lodi-Smith¹, Seth M. Spain², Brent W. Roberts³

¹*Canisius College*; ²*SUNY Binghamton*; ³*University of Illinois, Urbana-Champaign*

The current research examines longitudinal patterns of self-concept clarity (SCC) in 461 adults ages 18-94. SCC was assessed twice over 2.5 years. Findings suggest that individual differences in change in SCC correspond with changes in limitations in social role engagement due to poor health, particularly in old age.

E330

THE EFFECTS OF THINKING ABOUT DEATH ON ADOLESCENT'S TIME ATTITUDE

Ryo Ishii¹

¹*Nagoya University*

This experiment examined the effects of thinking about death on adolescent's time attitude. Undergraduates (n=127) completed a questionnaire before and after thinking about death, life, or something unrelated to life and death. The results of 2 (time) × 3 (groups) ANOVA showed that thinking about death affected their time attitude.

E331

TIME KEEPS ON SLIPPING? AGE DIFFERENCES IN THE SUBJECTIVE COMPRESSION OF FUTURE TIME

Joshua L. Rutt¹, Corinna E. Löckenhoff¹

¹*Cornell University*

We examined age differences in subjective perceptions of time. Participants rated the perceived distance of three future time intervals. Although there were no age differences in average distance to the future, older versus younger adults perceived the time points as increasingly closer together as they extended farther into the future.

E332

UNDERSTANDING THE SOCIAL AND PERSONAL RISK FACTORS FOR DEVELOPING THE DARK TRIAD PERSONALITY TRAITS

Rebecca Stead¹, G. Cynthia Fekken¹

¹*Queen's University*

Self-reported risk factors related to childhood social environments and dispositions predicted the presence of Dark Triad personality traits in adulthood (N=546). Poor parents and childhood trauma increased anxious attachment. Trauma also reduced self-control, which positively influenced the Dark Triad. Our results represent a preliminary developmental trajectory of the Dark Triad.

E333

ATTRIBUTING HEART ATTACK/STROKE TO 'OLD AGE:' IMPLICATIONS FOR HEALTH OUTCOMES

Tara L. Stewart¹, Judy G. Chipperfield²

¹*Idaho State University*; ²*University of Manitoba*

Stereotypes about older adults lead to the belief that "illness is a natural part of aging." This study examined health-related consequences for older adults (ages 73-98) who attribute heart attack/stroke to "old age." Longitudinal findings suggest a negative relationship between "old age" attribution and objective health outcomes (physician visits; hospitalization).

Poster Session F

Saturday, January 19, 12:30 pm – 2:00 pm, Hall B-1

Motivation/Goals

F1

AFFECTIVE STATE DURING GOAL ADOPTION: DOES IT MATTER?

Katherine Adams¹, Nate Moss¹, HALEY Cole¹, R. Brian Giesler¹

¹Butler University

After being induced into a positive or neutral affective state, participants were asked to adopt the goal of maximizing performance on a task. After a waiting period, all participants then completed the task. The positive affect group performed significantly better, suggesting that affective state during goal adoption influences goal achievement.

F2

THE IMPACT OF PROJECTING ONE'S GOAL IN NEGOTIATIONS

Janet N. Ahn¹, Sharyu Hanmantgad¹, Peter M. Gollwitzer¹, Gabriele Oettingen¹

¹New York University

What happens when we project our goal and assume others shares the same goal in negotiations? Results show those who project their goal onto their negotiating partners are less successful in reaching integrative solutions, which worsens bargaining outcomes for the dyad. Goal projection also has consequences for projector-target relations.

F3

PARENTING GOALS AS A PREDICTOR OF PARENTING STYLES

Marie-Pier Allen¹, Julien S. Bureau¹, Geneviève A. Mageau¹

¹Université de Montréal

The relations among parental achievement goals (Elliot et al., 2001) and self-reported autonomy support and controlling parenting were investigated. Results from structural equation modeling showed that parents who displayed higher mastery goals also displayed higher autonomy support whereas performance-approach goals negatively predicted autonomy support and contributed to controlling behaviors.

F4

THE ROLE OF GROUP NORMS AND BEHAVIORAL CONGRUENCE IN THE INTERNALISATION OF SOCIAL BEHAVIORS

Catherine E. Amiot¹, Sophie Sansfaçon¹, Winnifred R. Louis², Martin Yelle³

¹Université du Québec à Montréal; ²The University of Queensland, School of Psychology; ³Université du Québec en Outaouais

Three studies investigated how ingroup norms and individuals' congruence with these norms predicted self-determination to pursue these behaviors. The manipulated norms significantly influenced group members' behaviors. When the norm was parity, participants whose behavior was congruent with this norm reported more self-determination. Results align with humanistic motivational theories.

F5

PROJECTING GOALS: YOU WANT WHAT I WANT

Brittan P. Badenhop², Janet N. Ahn², Gabriele Oettingen², Peter M. Gollwitzer²

²New York University

Goal projection is the non-conscious assumption that others share one's goals. We examine whether people project their buying goals onto others at a park and supermarket. Results demonstrate that people who are highly committed to the goal of purchasing an item will project their buying decisions onto perceived similar others.

F6

MOTIVATIONS OF THE ONLINE USER: HOW REGULATORY FOCUS INFLUENCES "SCREENER" PERFORMANCE

Allison T. Bajger¹, James Cornwell¹, E. Tory Higgins¹

¹Columbia University

Researchers use Instrumental manipulation checks (IMCs) or "Screeners" to detect and eliminate "non-diligent" participants. However, our current findings suggest that "Screeners" success is

also related to chronic prevention focus, suggesting a potential for psychological bias in the results of research that uses IMCs.

F7

CAN SERVICE LEARNING ATTRACT PEOPLE TO STEM? COMMUNAL GOAL AFFORDANCES PREDICT POSITIVITY TOWARD TAKING AN ENGINEERING COURSE

Aimee L. Belanger¹, Amanda B. Diekman¹

¹Miami University

We investigate whether service learning cues communal goal affordances, thereby increasing the attractiveness of STEM. Participants preferred a service-learning engineering course over a traditional course to the extent that they believed the service-learning course would fulfill more communal goals. Increasing communal goal affordances may improve student recruitment into STEM.

F8

BY ALL MEANS? ARE YOU SURE? HOW EXPECTANCY OF GOAL-ACHIEVEMENT GUIDES MEANS PREFERENCES FOR PASSIONATE INDIVIDUALS

Jocelyn J. Belanger¹, He Wang¹, David Jeffrey², Marc-Andre K. Lafreniere³, Arie W. Kruglanski¹

¹University of Maryland; ²University of Michigan; ³Université du Québec à Montréal

Selecting means that promise goal-attainment is part and parcel of goal-pursuit. Some means maximize value (multifinal means), others maximize expectancy (counterfinal means). The present research sought to demonstrate that passionate individuals have differential concerns for value and expectancy and thus, prefer means that fit their motivational concerns.

F9

USING HIGH-LEVEL CONSTRUAL TO PROMOTE SELF-CHANGE OVER SELF-PROTECTION IN RESPONSE TO NEGATIVE FEEDBACK

Jennifer N. Belding¹, Kentaro Fujita¹, Karen Z. Naufel²

¹The Ohio State University; ²Georgia Southern University

People's construal level determines whether they choose to accept or reject diagnostic negative information. Whereas high-level construal promotes long-term self-change motivation, low-level construal promotes short-term self-protection motivation. In two studies, we manipulated construal level, presented participants with a threatening health message, and showed that high-level construal leads to increased receptiveness.

F10

INTRINSIC MOTIVATION IS ALWAYS BETTER... ISN'T IT? CONTRASTING EXTRINSIC AND INTRINSIC MOTIVES TO EXERCISE

Silvio Borrero^{2,1}, Harish Sujjan¹

¹Tulane University; ²Icesi University

Self-determination theory suggests that people are better motivated by competence than by recognition. However, we find that with sedentary students, recognition is actually a more powerful motive to initiate exercise than competence, because exercising is an intrinsically appealing behavior only to those who are already engaged in active exercising.

F11

UPWARD AND DOWNWARD MENTAL SIMULATIONS OF MORTALITY SALIENCE MANAGE TERROR DIFFERENTLY

Patrick E.K. Boyd¹, Charlotte C. Tate¹

¹San Francisco State University

Using a mental simulations approach, participants were asked to consider "better than" and "worse than" futures concerning thoughts

of their mortality—in addition to the classic mortality salience manipulation. Results replicated the effects of past research, and showed that the direction of simulation either attenuated or amplified these effects.

F12

WHEN LIARS FOOL THEMSELVES: MOTIVE TO IMPRESS ALTERS MEMORY FOR ONE'S OWN PAST EVALUATIVE ACTIONS

Sara E. Brady¹

¹*Texas Christian University*

In two studies, participants lied about and later misremembered their previous survey responses when they expected to meet an attractive opposite-sex person who was known to have responded differently from them. The results have relevance for theories of audience tuning, source monitoring, and strategic use of communal norms.

F13

FUTURE FOCUSED THOUGHT AND WELLBEING: WHAT ARE THE DIFFERENT EFFECTS OF PLANNING VERSUS FANTASY THINKING?

Kelsey E. Brooks¹, Frederick M.E. Grouzet¹, Elliott S. Lee¹

¹*University of Victoria*

Two forms of repetitive thought, planning and fantasy thinking were examined as predictor of daily wellbeing. Individuals instructed to fantasize reported immediately higher levels of hope, happiness and perceived meaning, but higher levels of daily negative affect overall. While fantasizing has immediate benefits it also has negative long term consequences.

F14

HONESTY IN ADOLESCENTS: A COST-BENEFIT ANALYSIS AS A FUNCTION OF PARENTING STYLE

Julien S. Bureau¹, Geneviève A. Mageau¹

¹*Université de Montréal*

This study investigates how parents can positively influence their adolescents' honesty in the parent-adolescent relationship. Structural equation modeling shows that parental valuation of honesty and autonomy support facilitate adolescents' honesty. These effects were mediated by adolescents' integration of the honesty value and their perception of the costs/benefits of being honest.

F15

"HEALTH AT EVERY SIZE" MESSAGE: BENEFITS FOR BODY IMAGE BUT COSTS FOR EATING BEHAVIOR?

Jeni L. Burnette¹, Lisa A. Auster-Gussman¹, Eli J. Finkel²

¹*University of Richmond*; ²*Northwestern University*

We examined how entity, incremental and health-at-every-size (HAES) messages affect eating behavior. Participants in the HAES condition reported better body-image, but they also ate more calories. The effect of the HAES message on calorie consumption was mediated through positive body image. Results are discussed in terms of goal systems theory.

F16

ATTENTIONAL FLEXIBILITY DURING APPROACH AND AVOIDANCE MOTIVATIONAL STATES

Rebecca D. Calcott¹, Elliot T. Berkman¹

¹*University of Oregon*

Two studies investigated the influence of approach and avoidance motivation on attentional flexibility using a modified version of the composite figures task. Results suggest that avoidance states enable participants to better shift their attention to the dominant level, whereas approach motivation leads to enhanced flexibility on a trial-by-trial basis.

F17

YOU CAN'T PROVE ME WRONG: THE PSYCHOLOGICAL UTILITY AND ATTRACTIVENESS OF UNFALSIFIABLE BELIEFS

Troy H. Campbell¹, Justin Friesen², Aaron C. Kay¹

¹*Duke University*; ²*University of Waterloo*

People often hold beliefs to meet psychological needs. We find, when threatened, people orchestrate these beliefs as unfalsifiable. Further, people more zealously commit to beliefs when presented as unfalsifiable, yet only when the beliefs serve psychological needs. In sum, unfalsifiability can be desirable as it can protect beliefs from threat.

F18

PERCEIVING VICARIOUS GOAL SUPPORT IN CLOSE FEMALE FRIENDSHIPS: THE ROLE OF INDIVIDUAL DIFFERENCES IN CULTURAL ORIENTATION AND RELATIONAL INTERDEPENDENT SELF-CONSTRUAL

Noémie Carbonneau¹, Marina Milyavskaya¹, Sook N. Chua¹, Richard F. Koestner¹

¹*McGill University*

The purpose of this research was to examine potential antecedents and consequences of perceiving vicarious goal support in close female friendships. Results reveal that individuals from relatively more collectivistic (vs. individualistic) cultures and those with a highly relational self-construal seem predisposed to perceive more vicarious goal support from their friend.

F19

SOCIAL FACILITATION AND THE N-EFFECT: AN INVERTED-U RELATIONSHIP BETWEEN NUMBER OF COMPETITORS AND PERFORMANCE

Christina Carino¹, Stephen Garcia¹, Avishalom Tor²

¹*University of Michigan*; ²*University of Notre Dame*

Social facilitation research has demonstrated that individuals perform better in the presence of a few others vs. alone. More recently, the N-Effect has demonstrated a decline in performance as the number of others increases from few to many. Our work finds an inverse-u relationship between number of competitors and performance.

F20

PRESENTING STIMULI AS PICTURES VS. WORDS CAN IMPACT IAT RESPONSES

Jessica J. Carnevale¹, Kentaro Fujita¹, Anna Han², Elinor Amit³

¹*The Ohio State University*; ²*St. Mary's College of Maryland*; ³*Harvard University*

Implicit Association Tests (IATs) may be sensitive to whether stimuli are presented as pictures or words, as these representations are more concrete and abstract, respectively. Participants completed either a picture or word vegetable/dessert IAT. Those who completed a word IAT had more negative associations towards desserts, but only among dieters.

F21

ACCOMMODATING TO THE LEARNING ENVIRONMENT: SECONDARY CONTROL, SELF-DETERMINED MOTIVATION, AND ACADEMIC ENGAGEMENT

Kathryn E. Chaffee¹, Kimberly A. Noels¹, Maya Sugita¹

¹*University of Alberta*

The capacity to adapt oneself to the academic environment, or "secondary control," was shown to be related to more self-determined motivation, greater academic engagement, and lower anxiety in 72 foreign language students. Secondary control also moderated some of the negative effects of a controlling instructor on engagement and anxiety.

F22**FROM GOAL INTENTION TO EFFECTIVE IMPLEMENTATION: HIGH-DETAIL COPING PLANNING USERS AND HABITUAL EXERCISERS SHOW BETTER ADHERENCE TO THEIR PLANS**Pier-Eric Chamberland¹, Paule Miquelon¹, Laurence Dumont²
¹University of Quebec in Trois-Rivieres; ²University of Montreal

This study investigates the effects of habit, motivation and detail of coping planning in the regulation of exercise goals. Over two months, 67 goal-setters filled questionnaires measuring these variables, as well as exercise frequency and plan adherence. Results highlight the importance of details and rehearsal in maintenance of goal performance.

F23**SEEING IS (DIS)BELIEVING: MOTIVATIONAL ORIENTATION AFFECTS ILLUSORY PERCEPTION**Kai Qin Chan¹, Rob Holland¹, Ad van Knippenberg¹
¹Radboud University Nijmegen

Participants viewed objects masked with visual noise while in an approach or avoidance state. As hypothesized, avoidance people who took more time tend to report seeing meaningful objects where none exists (illusory perception). However, these people tend to miss the hidden objects when the objects were actually present.

F24**I KNOW I CAN: THE EFFECT OF BELIEF IN LUCK ON CREATIVITY**Ning Chen¹
¹Clarion University of Pennsylvania

The current research explores the relationship between belief in luck and creativity. Study 1 demonstrated that when a luck belief was activated, individuals were more creative than were those in the control condition. Study 2 indicated that belief in luck positively affected creative ideation via creative self-efficacy.

F25**SYNERGISTIC EFFECTS OF SOCIAL COMPARISON AND EVALUATION APPREHENSION IN COMPETITIVE MOTIVATION**Patricia Chen¹, Stephen M. Garcia¹, Richard Gonzalez¹, Tyson Gersh¹
¹University of Michigan, Ann Arbor

Past literature has continuously pit social comparison and evaluation apprehension processes against one another to explain facilitated competitive performance. Here, we tested the hypothesis that social comparison and evaluation apprehension work synergistically, rather than antagonistically or in isolation, to drive competitive motivation.

F26**RATHER GLITTERING THAN USEFUL; NARCISSISM AND CONSUMER CHOICES**Sylwia Z. Cisek¹, Constantine Sedikides¹, Claire M. Hart¹
¹University of Southampton

Empirical studies carried out to investigate consumer decisions of narcissists revealed that narcissists in comparison to non-narcissists (a) demonstrate a stronger preference for symbolic (flashy and ostentatious) products than utilitarian (common and practical) ones and (b) pay more attention to pictorial than descriptive information in their consumer choices.

F27**YOU AREN'T SO BEAUTIFUL TO ME: BIASED PERCEPTIONS OF TEMPTATIONS AS LESS APPEALING**Shana L. Cole¹, Emily Balcetis¹, Yaacov Trope¹
¹New York University

This work explores whether, during self-control conflicts, visual perception is biased such that temptations appear less appealing. In two studies, we found that, compared to single people, people in committed relationships literally see other attractive individuals as less attractive. Biased perceptual representations may help to resolve self-control conflicts.

F28**THE DEVELOPMENT OF ACHIEVEMENT GOALS THROUGHOUT COLLEGE**Katherine S. Corker¹, M. Brent Donnellan², Ryan P. Bowles²
¹Kenyon College; ²Michigan State University

We investigated the development of achievement goals over four years of college in a randomly selected sample (N = 527). Results showed that all goals demonstrated mean-level declines throughout college, except performance approach goals did not show mean-level changes. Rank-order stabilities were moderate over the four-year period (rs = .32-.57).

F29**ON THE RELATIONSHIP BETWEEN PERFORMANCE-APPROACH GOALS AND TASK PERFORMANCE: THE MODERATING ROLE OF WORKING MEMORY CAPACITY**Marie Crouzevalle¹, Anniq Smeding¹, Fabrizio Butera¹
¹University of Lausanne

We examined whether manipulating performance-approach goals (i.e., the desire to achieve above others) prior to complex task solving could lead individuals to perform differently as a function of their working memory capacity. Our results demonstrate that performance-approach goals are more interfering for high- than for low-working memory capacity individuals.

F30**SMILING IN THE FACE OF DEATH: MORTALITY-SALIENCE INCREASES COGNITIVE ACCESSIBILITY OF WORLDVIEW-IRRELEVANT REWARD WORDS**Shane S. DeLury¹, Michael J. Poulin¹, Colin Holbrook²
¹University at Buffalo, The State University of New York; ²University of California, Los Angeles

This study (N = 63) tested divergent accounts of responses to mortality-salience. Results indicated that mortality-salience led to significantly faster response latencies to worldview-irrelevant reward words than to neutral words. There was no such effect for worldview-relevant reward words or threat words. Mortality-salience may increase focus on any valenced information.

F31**WHEN PERFORMANCE-APPROACH GOALS PREDICT ACADEMIC ACHIEVEMENT AND WHEN THEY DO NOT: A SOCIAL VALUE APPROACH**Benoit Dompnier¹, Celine Darnon², Fabrizio Butera¹
¹University of Lausanne; ²University of Clermont

Research on achievement goals has shown that performance-approach goals consistently predict academic grades. However this study shows that this relationship depends on the students' perception of performance-approach goals' social value: it is inhibited by the increase of these goals' social desirability and facilitated by the increase of their social utility.

F32**THE INFLUENCES OF RESPONSE STYLES ON EXCUSE-MAKER'S MOTIVATION**Jonatan Eto¹, Kenji Shimizu², Tetsuo Naito³, Minoru Karasawa¹
¹Nagoya University; ²Shinshu University; ³Fukushima College

The purpose of the present study was to examine the role of eye contact in excuse communication. Participants were more motivated to continue a task when the excuse-receiver had an eye contact, regardless of the perceived politeness of the message.

F33**RELIGIOUS MOTIVE AND RELIGIOUS ORIENTATION ON VALUING RELIGIOUS STRENGTH**Kristen M. Eysell¹, John Bates¹, Brian Lanza¹
¹University of Baltimore

The present study investigated the impact of religious motives and orientation on religious convictions. Participants provided information about their religious orientation before writing brief essays about religious motives. Those with a high Quest orientation who wrote

about existential motives reported greater belief in the value of strong religious convictions.

F34

THE EFFECTS OF GENDER AND PRIMING ON HAND-WASHING BEHAVIOR

Sally D. Farley¹, Erin Coolahan¹, Katie Lewis¹, Elysia Amoroso¹

¹University of Baltimore

The purpose of this field experiment was to determine the extent to which disease-prevention priming influences healthy behavior. Bathroom visitors exposed to an educational flyer about the spread of germs spent significantly more time washing their hands than did those in a control condition. Women washed for longer than did men.

F35

ACHIEVEMENT GOAL STABILITY AND CHANGE AS PREDICTORS OF ACADEMIC PERFORMANCE

James W. Fryer¹, Andrew J. Elliot²

¹State University of New York at Potsdam; ²University of Rochester

The current research assessed achievement goal endorsement in students as they moved from grade five (final year of elementary school) through grade seven (second year of middle school), and examined how within-person measurements of stability and change (profile consistency and dispersion) related to academic performance and perceptions of competence.

F36

HELPING OLDER ADULTS SUSTAIN THEIR GAINS: A THEORY-BASED INTERVENTION TO PROMOTE ADHERENCE TO HOME EXERCISE FOLLOWING PHYSICAL THERAPY

Kristel M. Gallagher¹, John A. Updegraff²

¹Keystone College; ²Kent State University

A theoretically-grounded approach to promoting exercise adherence following physical therapy was tested. Older adults received one of two messages informed by socioemotional selectivity theory (SST). Two-week adherence was measured. There were no differences in adherence, but differences in additional exercise. SST may be a useful tool in health behavior change.

F37

OPTIONAL AND MANDATORY FLEXIBILITY IN CONSCIOUS AND NONCONSCIOUS GOAL STRIVING

Ana P. Gantman¹, Peter M. Gollwitzer¹, Gabriele Oettingen¹

¹New York University

We hypothesize and find that both conscious and nonconscious goal strivers exhibit optional and mandatory flexibility in task performance compared to participants with no goal to perform well on the task at hand. We suggest that flexibility in goal striving is among the similarities between conscious and nonconscious goal pursuit.

F38

LUST IS BLIND: PHYSICAL ATTRACTION, SEXUAL INTENTIONS, AND INFORMATION AVOIDANCE IN SEXUAL RISK-TAKING

Carlos O. Garrido², James A. Shepperd¹

¹University Of Florida; ²The Pennsylvania State University

In two studies we show that physical attraction promotes avoidance of sexual risk information among straight (N = 358) and gay (N = 162) men. Sexual intentions partially mediated the effects: the greater sexual intentions the men had, the less likely they were to ask about sexual risk behavior.

F39

DAILY CONTACT WITH CLOSE OTHERS PREDICTS SELF-IMPROVEMENT

Jonathan S. Gore¹

¹Eastern Kentucky University

A diary study (n = 49) tested the hypotheses that contact with close others predicts motivation toward self-improvement goals, which is moderated by relational self-construal and agreeableness. Contact with

close others was associated with effort among high relationals, but only contact with parents was associated with effort for agreeable people.

F40

INTERRELATIONS BETWEEN SOCIAL SUPPORT, SELF ORIENTATION, EDUCATIONAL VALUES, AND SCHOOL MOTIVATION

Isabelle Green-Demers¹, Genevieve Mageau², Daniel Pelletier¹

¹University of Quebec in Outaouais; ²University of Montreal

This study examined the associations between social support from teachers and parents, students' self orientation, educational values, and high school motivation. Participants (N=700) completed a questionnaire package. SEM results revealed that social support and self orientation offer complementary contributions to the prediction of school values and motivation.

F41

THE IMPACT OF ENTITY AND INCREMENTAL IMPLICIT THEORY ACTIVATION ON THE PRIORITIZATION OF PERSONAL GOALS

Elliott S. Lee¹, Jessica A. Abrami¹, Frederick M.E. Grouzet¹

¹University of Victoria

Belief in the malleability vs. stability of personality was investigated in relation to life goals. In three experimental studies, participants rated goals after activation of incremental vs. entity implicit theory. Findings support the valuing of intrinsic goals after incremental theory activation and valuing of extrinsic goals after entity theory activation.

F42

THE BEHAVIORAL BENEFITS OF OTHER PEOPLE'S FAILURES

Brian C. Gunia¹, Sun Young Kim²

¹Johns Hopkins University; ²Northwestern University

In many organizational failures, many employees are uninvolved. We examined their responses, showing that failures create dissonance, which they alleviate by working harder. Three studies supported this prediction, showing that increased effort facilitates psychological disconnection. These findings extend dissonance theory and suggest that organizational failures may have unexpected benefits.

F43

REGULATORY FOCUS AND TREND-REVERSAL PREDICTIONS

Tieyuan Guo¹

¹University of Macau

Regulatory focus may influence how people make predictions. The data showed that people were more likely to make trend-reversal predictions when focusing on prevention than when focusing on promotion (Study 1) and sense of control mediated the influence of regulatory focus on making trend-reversal predictions (Study 2).

F44

ACTION AND INACTION GOALS MODERATE WHICH EXPECTATIONS BIAS PERCEPTION

Ian M. Handley¹, Janine M. Jackson¹

¹Montana State University

Stimulus perceptions are often influenced more by expectations derived from prior stimulus experiences than subsequent external information. The current experiment tested and supported the prediction that general action and inaction goals moderate the influence of external information on perceptions depending on individuals' prior stimulus experience.

F45

OTHERS' PREPARATION STRATEGIES INFLUENCE HOW DEFENSIVE PESSIMISTS FEEL

Tiffany K. Hardy¹

¹Francis Marion University

Defensive Pessimism and Strategic Optimism are common strategies people use to prepare. In two studies, I investigate how others' preparation strategies influence individuals' anxiety as they prepare for a task. I propose that others' strategies affect one's anxiety through social comparison of one's own preferred strategy to others' preferred strategy.

F46**BODILY REGULATION OF COGNITIVE CONTROL: THE INFLUENCE OF APPROACH-AVOIDANCE MOVEMENTS ON COGNITIVE CONTROL**Maikel Hengstler¹, Rob W. Holland¹, Henk van Steenbergen², Ad van Knippenberg¹¹*Radboud University Nijmegen*; ²*Leiden University*

Research showed that, compared to approach, avoidance movements elicit increased cognitive control (reduced compatibility effects). In two studies, we extended these findings by showing that avoidance movements also (and independently) increased conflict adaptation, i.e., enhanced performance on trials following incongruent compared to congruent trials.

F47**NO PAIN, NO GAIN? HOW POSITIVE AND NEGATIVE AFFECT IMPACT THE EVALUATION OF MEANS OF GOAL PURSUIT**Marie Hennecke¹, Gerald L. Clore¹, Alexandra M. Freund²¹*University of Virginia*; ²*University of Zurich*

We will report evidence that people consider means of goal pursuit as more valuable and instrumental if they associate their deployment with the experience of negative rather than positive affect.

F48**BOOSTING BEAUTY IN AN ECONOMIC DECLINE: MATING, SPENDING, AND THE LIPSTICK EFFECT**Sarah E. Hill¹, Christopher D. Rodeheffer¹, Vidas Griskevicius², Kristina Durante³, Andrew E. White⁴¹*Texas Christian University*; ²*University of Minnesota*; ³*University of Texas at San Antonio*; ⁴*Arizona State University*

Although consumer spending typically declines in economic recessions, some observers have noted that recessions appear to increase women's spending on beauty products – the so-called lipstick effect. Using both historical spending data and rigorous experiments, we examine how and why economic recessions influence women's consumer behavior.

F49**PURSuing HAPPINESS IN ALL THE RIGHT PLACES: THE BENEFICIAL EFFECTS OF INTERPERSONAL GOAL PROGRESS ON WELL-BEING**Nora H. Hope¹, Richard Koestner¹, Marina Milyavskaya¹, Natasha Lokes¹¹*McGill University*

In two prospective studies involving over 300 university students, we found that the relationship between goal progress and well-being is moderated by specific goal content. Both studies found that progressing on interpersonal goals significantly contributed to increased well-being over time, while academic goal progress was unrelated to changes in well-being.

F50**BRINGING BALANCE TO THE FORCE: SELF-CONCORDANCE OF EQUALITY NARROWS GAP BETWEEN LIBERALS' AND CONSERVATIVES' SUPPORT OF FEMINISM**Jeffrey Hughes¹, Daniel A. Nadolny¹, Abigail A. Scholer¹¹*University of Waterloo*

Writing about how inequality related to their values made liberals and conservatives equally likely to identify as feminist and indicate interest in a charity supporting women. In contrast, in a control condition liberals endorsed these items more than conservatives. Making equality self-concordant may reduce the political divide regarding feminist identification.

F51**NOT ALL SCIENCE VALUES ARE EQUAL: THE UNIQUE ROLE OF ATTAINMENT VALUE IN PREDICTING NATIVE AMERICAN STUDENT MOTIVATION FOR SCIENCE AND ENGINEERING**Meghan I. Huntoon¹, Christina Moyer², Jessi L. Smith¹, Erin Cech³, Anneke Metz⁴¹*Montana State University*; ²*Northern Arizona University*; ³*Stanford University*; ⁴*Southern Illinois University School of Medicine*

A longitudinal study with Native American STEM majors tested the unique and joint influence of seeing the utility-value and attainment-value of STEM. Results revealed time1 attainment-value to significantly predict time2 science identity, intrinsic motivation, and career interest. Possible tools for broadening participation of Native American students in STEM are discussed.

F52**HEALTH (TOO) IS A TRUISTIC VALUE: THE EFFECTS OF THINKING ABOUT HEALTH ON EXERCISE AND DIET**Gabriela M. Jiga-Boy¹, Katy Tapper⁴, Geoffrey Haddock², Gregory R. Maio², Carmen Valle³¹*Swansea University, UK*; ²*Cardiff University, UK*; ³*Universidad San Pablo CEU de Madrid, Spain*; ⁴*City University London, UK*

Experiment 1 found support for the hypothesis that health values function as truisms, using a paradigm that examined the effects of analysing reasons for health values. Experiment 2 found that the addition of cognitive support for health values increased vigorous exercise and decreased food intake one week later.

F53**IT'S ALL RELATIVE: COMPARISON CREATES COMPETITION**Camille S. Johnson¹¹*San Jose State University*

Social comparison information can motivate better performance, in particular when those comparisons elicit competition. The present research describes how and when social comparisons influence goal pursuit and performance. These studies show that comparisons that challenge positive self-evaluations influence subsequent performance, particularly when surpassing the accomplishments of the competitor is

F54**MORE IS NOT ALWAYS BETTER: THE EFFECT OF COGNITIVE RESOURCES ON MOTIVATED BIASES**David J. Johnson^{1,2}, Jocelyn J. Bélanger², Arie W. Kruglanski²¹*Michigan State University*; ²*University of Maryland, College Park*

Biases can unconsciously distort information towards desired outcomes. We tested whether this tendency required cognitive resources. When decision information was difficult to distort, biased judgments required ample resources. Biases occurred during information elaboration, and did not reflect encoding differences. In certain cases, fewer resources can attenuate biases.

F55**PERFORMANCE-AVOIDANCE GOALS ENDORSMENT: INTERACTION BETWEEN PREVIOUS PERFORMANCE AND SOCIO-ECONOMIC STATUS**Mickaël Jury¹, Anniq Smeding², Céline Darnon¹¹*Clermont Universités*, *Université Blaise Pascal*; ²*Université de Lausanne*

In three studies, performance-avoidance goal endorsement, socio-economic status, and previous performance were measured. Results showed that low SES students reported a higher level of performance-avoidance goals than high SES students. Moreover, for low SES students, a high previous performance was not sufficient to reduce performance-avoidance goal endorsement.

F56

POWERFUL OR POWERLESS: SEEKING REVENGE OR HOLDING A GRUDGECareen Khoury¹, C. Ward Struthers¹, Curtis Phillips¹, Elizabeth Van Monsjou¹, Joshua Guilfoyle¹¹York University, Toronto, Canada

This research investigated the effect of power on revenge, grudge, and forgiveness and the role of approach/inhibition in explaining these effects. Results showed that power had a positive effect on revenge due to approach motivation, a negative effect on grudge due to inhibition motivation, and no effect on forgiveness.

F57

LEAD ME NOT INTO TEMPTATION: THE EFFECT OF GOAL-CONFLICT FRAMING ON NEGATIVE AFFECTDavid R. Kille¹, Abigail A. Scholer¹¹University of Waterloo

We examine affective reactions as a function of goal-conflict framing. We presented participants with a goal-conflict (e.g., academics vs. partying) framed either as a “vertical” conflict (goal vs. temptation) or as a “horizontal” conflict (between two goals). When choosing the temptation, participants reported less negative affect under a horizontal frame.

F58

WHEN “RIGHTNESS” IS WRONG? CARDIOVASCULAR RESPONSES TO REGULATORY FITCheryl L. Kondrak¹, Lauren Campise¹, Mark D. Seery¹¹State University of New York at Buffalo

Cardiovascular markers of challenge/threat were measured during regulatory fit and non-fit situations to assess psychological states during task performance. Participants in fit situations exhibited greater threat (a negative state) compared to those in non-fit situations, suggesting that not all occurrences of fit necessarily lead to a positive experience.

F59

THE INTERGENERATIONAL TRANSMISSION OF FEAR OF FAILURE AND PERCEIVED COMPETENCE IN ELEMENTARY SCHOOL CHILDREN AND THEIR PARENTSRachel M. Korn¹, Andrew J. Elliot¹, Adam A. Augustine¹¹University of Rochester

This poster focuses on the intergenerational transmission of fear of failure and perceived competence in elementary school children and their mothers and fathers. Whether the relationships between the focal variables differ as a function of grade and as a function of child and parent gender is also explored.

F60

THE PRICE OF VALUING MONEY ON WELL-BEINGKimdy Le¹, Rhianna L. Grumeretz², Olivia C. Pavlov², M Brent. Donnellan³, Rand D. Conger⁴¹Indiana University Purdue University Columbus; ²Indiana University Bloomington; ³Michigan State University; ⁴Iowa State University

Could the content of one’s goals influence well-being over time? Studies conducted by Kasser and Ryan (1993) suggested that individuals who value financial success had lower well-being. We tested this in a large non-student sample and found that extrinsic goals were associated with lowered well-being over time.

F61

AUTONOMY PROMOTES INTEGRATION OF THE COLLECTIVE SELFLisa Legault¹, Netta Weinstein¹¹Clarkson University

We examined the antecedents and consequences of group identity integration (i.e., the acknowledgment of both positive and negative ingroup identities). Autonomous (but not controlled) motivation predicted integration of both positive and negative ingroup attributes.

Moreover, autonomy (but not control) predicted group cohesion, regardless of the valence of activated identity.

F62

THE EFFECT OF RED ON DETAIL-ORIENTED TASK PERFORMANCEStephanie Lichtenfeld¹, Markus A. Maier¹, Andrew J. Elliot^{2,1}¹University of Munich; ²University of Rochester

Recent research demonstrated that the perception of the color red impairs subsequent IQ performance. The present experiment examines the effect of the color red on detail-oriented performance. In contrast to performance on IQ tests, the results of the present study show that red enhances performance on these types of tasks.

F63

GROUP NORMS FOR DISCRIMINATION AFFECT WELL-BEING AND ALTER THE POLITICAL EXPRESSION OF MORAL VALUESWinnifred R. Louis¹, Catherine E. Amiot², Stephen T. La Macchia¹¹The University of Queensland, School of Psychology; ²Université du Québec à Montréal, Department of Psychology

Two experiments (Ns = 125, 114) tested the power of discriminatory group norms to promote discrimination but lower well-being, vs to elicit egalitarian resistance. The experiments address well-being and intergroup harm, the psychology of resistance vs internalisation of norms, and the mobilization of moral values as group norms change.

F64

PLACING OBJECTS LEFT TO FEEL RIGHT: SPONTANEOUS MANIFESTATIONS OF NONCONSCIOUS EMOTION REGULATIONSean Malahy¹, Oriana Aragón², John Bargh², Margaret Clark²¹Stanford University; ²Yale University

People adjust the physical position of objects to be on their left or on their right, depending jointly on the emotional state they currently desire and the emotion that is elicited by that object. This tendency to lateralize stimuli occurs spontaneously and without conscious intention. Emotion goals predict these responses.

F65

IMPLICIT GOAL IDENTIFICATION AND POSITIVITY: AN INTERACTIVE MODEL OF GOAL PURSUITThomas C. Mann¹, Melissa J. Ferguson¹¹Cornell University

This work examined the interactive effect of implicit associations between a goal and the self, and between the goal and positivity, on goal pursuit. Conditioning procedures demonstrated that discrepant identity and affective feedback was particularly motivating on an achievement goal, whereas promotion of congruent (non-discrepant) associations produced lower motivation.

F66

HOW OBJECTS BECOME GOALSHans Marien¹, Henk Aarts¹, Ruud Custers^{2,1}¹Utrecht University, The Netherlands; ²University College London, United Kingdom

We manipulated whether objects were represented as the outcome of an action. In two experiments it was found that participants wanted to obtain positively shaped objects more rapidly and more frequently when these objects were also represented as an outcome of the participants’ action, which is indicative of goal-directed behavior.

F67

PERFECTIONISM AND ACHIEVEMENT GOALS ON A TYPING TEST: SPEED OR ACCURACY?Kira O. McCabe¹¹University of Groningen

The purpose of this study was to determine whether achievement goals predict performance on a typing test. Participants completed two typing tests, rating goals in between the tests. Performance goals predicted typing speed and mastery goals predicted fewer mistakes. Relationships with trait and state perfectionism also were tested.

F68**GENUINE MASTERY GOAL ENDORSEMENT PREDICTS ACHIEVEMENT TROUGH HIGH TASK INVOLVEMENT**Emanuele Meier¹, Anniq Smeding¹, Benoit Dompnier¹, Bernard Baumberger², Fabrizio Butera¹¹University of Lausanne; ²Pedagogical high school of Lausanne

This study shows that genuine mastery goals endorsement (contrary to fake endorsement) predicts academic achievement because of a high involvement in learning: The less students perceive mastery goals as socially desirable, the higher the time they spend reading the materials and the higher their performance on a reading comprehension test.

F69**THE ROLE OF SOCIOCOGNITIVE CONFLICT IN INTEREST DEVELOPMENT: MODERATION BY ACHIEVEMENT GOALS AND POTENTIAL MEDIATORS**Maria Mens¹, Chris Rozek², Judith Harackiewicz²¹Carnegie Mellon University; ²University of Wisconsin - Madison

We examined how achievement goals moderated the effect of sociocognitive conflict on intrinsic motivation. With a mastery goal, conflict enhanced motivation, in contrast to a negative effect on motivation with a performance goal. Perceived competence and task involvement mediated these effects, consistent with Harackiewicz and Sansone's model of intrinsic motivation.

F70**GRAPHICAL ANALYSIS OF EXERCISERS' MOTIVATIONAL PROFILES USING R AND GGLOT2**Paule Miquelon¹, Pier-Eric Chamberland¹, Laurence Dumont²¹University of Quebec in Trois-Rivieres; ²University of Montreal

Using R and ggplot2, the goal of this study is to provide visual insight on specific motivational profiles of exercisers, combined with different levels of intention, perceived behavioural control, barrier self-efficacy, implementation intentions, coping planning and habit. Results will assist clinicians and researchers in understanding behaviour change mechanisms.

F71**INDIVIDUALS GET "THE CHILLS" FROM POEMS THAT AROUSE THEIR IMPLICIT MOTIVES**Emil Moldovan¹, Laura Maruskin², Amanda K. Fuller¹, Todd Thrash¹¹College of William and Mary; ²Stanford

"The chills" refers to bodily responses (e.g., goosebumps) that sometimes accompany strong emotion. We found that individuals' implicit (but not explicit) needs for power and achievement interact with corresponding contents of poems to predict chills responses. Thus, individuals may gain feedback about their implicit motives by attending to chills responses.

F72**THE STABILITY OF GOAL SELF-CONCORDANCE AS A FUNCTION OF SELF-SCHEMA STATUS**Patrick J. Morse^{1,2}, Deborah Kendzierski²¹University of California, Riverside; ²Villanova University

This research examined the stability of exercise goal self-concordance among exerciser schematics and nonschematics undergoing identity (exerciser/student) salience manipulations. Schematics had more stable perceptions of autonomous motivation, a component of self-concordance, than nonschematics, suggesting that an individual difference in self-concept may play a role in the stability of autonomous motivation.

F73**SELF-EVALUATION THREAT AND ATTENTIONAL FOCUSING: A COMPETITION/ COOPERATION MINDSET MODERATES THE EFFECT OF SOCIAL COMPARISON ON ATTENTIONAL FOCUSING**Dominique Muller^{1,2}, Simona Lastrego^{1,3}, Lucie Colpaert^{1,3}, Marie-Pierre Fayant¹, Fabrizio Butera³¹Pierre Mendès France University at Grenoble (France); ²University Institute of France; ³University of Lausanne (Switzerland)

Previous work showed that upward comparison, more than downward comparison, represents a self-evaluation threat that induces attentional focusing. If self-evaluation threat is a key factor we should be able to reverse this pattern in a cooperative instead of a comparative mindset. Our four studies support this reasoning.

F74**EXPECTED TO WIN OR LOSE? THE POSITIVE EFFECTS OF AN UNDERDOG IDENTITY ON PERFORMANCE**Samir Nurmohamed¹¹University of Michigan

Underdogs are pervasive in competitive environments, but our understanding of them remains limited. In three studies, I examine the effects of an underdog identity on effort and performance.

F75**IMPLICIT THEORIES OF INTEREST**Paul A. O'Keefe¹, Carol S. Dweck¹, Gregory M. Walton¹¹Stanford University

This research examined implicit theories of interest—the beliefs that personal interests are either fixed (inherent and discovered) or malleable (developed and changeable). Results suggest that a malleable theory leads to stronger interest and better comprehension of topics outside of their self-identified core interests.

F76**THE ROLE OF RELATIONSHIPS AND PERSONALITY IN PERSONAL PROJECT STATUS DURING EMERGING ADULTHOOD**Dianne K. Palladino¹, Vicki S. Helgeson¹¹Carnegie Mellon University

Personal project analysis was used to examine the association of parent and friend relationships and personality with project completion and dimensions after one year for 138 emerging adults with and without type 1 diabetes. Several personality factors and relationships with parents, but not with friends, were related to project status.

F77**COGNITIVE ELABORATION AND ATTRIBUTIONAL RETRAINING: ASSISTING ACADEMIC ADJUSTMENT USING A COGNITIVE-MOTIVATION TREATMENT**Patti C. Parker¹, Raymond P. Perry¹, Jeremy M. Hamm¹, Judith G. Chipperfield¹, Steve Hladkyj¹, Jason Leboe-McGowan¹, Launa Leboe-McGowan¹¹University of Manitoba

The longitudinal effects of a motivation-enhancing treatment called Attributional Retraining (AR), was examined for low and high cognitive-elaborators in a blended learning environment. For low elaborators only, those receiving AR had higher perceived control, optimism, test performance, and final course grades compared to their no-AR peers.

F78**VALUES AND NEED SATISFACTION ACROSS 20 WORLD REGIONS**Mike Prentice¹, Kennon Sheldon¹, Cecilia Cheng²¹University of Missouri; ²University of Hong Kong

Intrinsic valuing predicts the satisfaction of psychological needs (Niemiec, Ryan, & Deci, 2009). We conceptually replicate and extend this finding across 20 world regions. In multi-level models, Schwartz's (1992) self-transcendence value was positively related to autonomy, competence, and relatedness satisfaction, even when controlling for the Big Five.

F79**SEEING (AND THEN DOING) THE WORST: IMAGINING FAILURES FROM THIRD-PERSON PERSPECTIVE UNDERMINES MOTIVATION**Jessica N. Rea¹, Lisa K. Libby¹¹*The Ohio State University*

Using third-person perspective to imagine goal-related successes makes us act more in line with our goals (Libby, Schaeffer, Eibach, & Slemmer, 2007); can third-person perspective also make us act less in line with our goals? Results indicate imagining goal-related failures from third-person undermines motivation when another goal was recently activated.

F80**THE INFLUENCE OF ATTENTIONAL SCOPE ON DISTANCE PERCEPTION AND GOAL-RELEVANT BEHAVIOR**Matthew T. Riccio^{1,2}, Shana Cole¹, Emily Balcetis¹¹*New York University*; ²*Columbia University*

We tested whether attentional style biased egocentric distance perception to a goal-relevant target. Results suggest that not only can focused attention make distances seem closer and, in turn, target-related tasks more manageable, but by doing so will also encourage subsequent goal-pursuant behavior such as faster, more intense action.

F81**CHALLENGE AND THREAT IN DIFFERENT LEARNING CONTEXTS**Christopher S. Rozek¹, Judith M. Harackiewicz¹¹*University of Wisconsin-Madison*

These studies examined the role of challenge/threat responses within different learning contexts. Under performance pressure, participant confidence moderated the effects of conflict; confident participants showed a challenge response and less confident participants showed a threat response. When given a mastery goal, all participants showed positive responses to conflict.

F82**HOW POWER RELATES TO GOAL CONFLICT**Petra C. Schmid^{1,2}, Marianne Schmid Mast²¹*New York University*; ²*University of Neuchatel*

We tested with two studies how power relates to goal conflict. Powerless people experienced their personal goals as more conflicting with each other. When two goals were conflicting, powerful people prioritized the more easily accessible task and neglected the other task, whereas powerless people tried to perform both tasks simultaneously.

F83**DEVELOPMENT AND VALIDATION OF A NEW AFFECTIVE COMMITMENT SCALE**Kristina Schoemmel¹, Hans Jeppe Jeppesen¹¹*Aarhus University, Denmark*

The motivational field lacks a scale that can measure affective commitment to any target to which an individual can become committed (e.g., job, goals). To further develop motivational research, a new operationalization of affective commitment applicable to any target is developed and validated within the healthcare system in Denmark.

F84**ON THE ROAD TO RECONCILIATION: SELF-REGULATION OF CONCILIATORY GESTURES**Jana Schrage¹, Gabriele Oettingen^{1,2}¹*University of Hamburg*; ²*New York University*

Conciliatory gestures are an important step towards reconciliation in the aftermath of an interpersonal transgression. The self-regulatory strategy of mental contrasting (Oettingen, 2012) the desired future (e.g. restored relationship) with the present reality (e.g. too proud to apologize) enables offenders to perform behavior that facilitates the well-being of both parties.

F85**A GOAL PURSUIT ANTECEDENT TO SOCIAL NETWORK STRUCTURE**Catherine T. Shea¹, Grainne Fitzsimons¹¹*Duke University*

Survey, experimental and longitudinal field research examines goals as antecedent to social network structure. Individualistic goals lead to the development of less dense networks, whereas affiliation goals lead to the development of denser networks. Pursuing both individualistic and affiliation goals simultaneously leads to the development of significantly denser social networks.

F86**SEEKING ORDER IN FINANCIAL CHAOS: THE COMPENSATORY CONTROL FUNCTION OF THE CONSERVATIVE BELIEF IN THE INVISIBLE HAND**Steven Shepherd¹, Aaron C. Kay¹¹*Duke University: The Fuqua School of Business*

The current studies show that the belief in the “invisible hand” and a self-regulating market serves a compensatory control function, such that under personal control threat, those who believe in the invisible hand saw the economy as more predictable, reliable, and showed more lax attitudes toward money management.

F87**IF I CAN IMAGINE IT, THEN IT HAPPENED: THE EFFECT OF VIVID AND DESIRED REPRESENTATIONS ON IMPLICIT TRUTH VALUE**Daniella Shidlovski¹, Ruth Mayo¹, Yaacov Schul¹¹*The Hebrew University of Jerusalem*

Using an IAT-based method, we measure the strength of associations between different event representations and concepts of true and false, and demonstrate that increasing the vividness of an event by imagination and increasing its desirability strengthen its association with truth, regardless of one's explicit judgment.

F88**THE INFLUENCE OF INTERPRETATIONS OF DIFFICULTY ON ENGAGEMENT WITH ACADEMIC AND HEALTH BEHAVIORS**George C. Smith¹, Daphna Oyserman¹¹*University of Michigan*

Identity Based Motivation (Oyserman, 2007) proposes that for identity congruent tasks, difficulty signals importance and people persevere, whereas identity incongruence signals the futility of effort. We test this across school and health domains, demonstrating that those who interpret difficulty as importance as congruent with their identity show more effort.

F89**FROM UNIVERSITY TO VIDEO GAMES: DYNAMICS OF MOTIVATIONAL SOCIALIZATION**Nicolas Sommet¹, Vincent Pillaud¹, Fabrizio Butera¹¹*University of Lausanne, Switzerland*

Two studies showed that the motivational orientation of group leaders influenced that of their subordinates. Across time, performance goals of thesis supervisors (Study 1) and of video game team leaders (Study 2) were found to respectively predict that of their PhD students and that of their team member.

F90**SELF-DETERMINATION THEORY IN AN EXERCISE CONTEXT: IS INTRINSIC MOTIVATION OPTIMAL?**Adam M. Sondag¹, Steven R. Wininger¹¹*Western Kentucky University*

Intrinsic motivation (IM) has been viewed as the optimal regulation subtype on the SDT continuum. Does the IM subtype explain the most variance in exercise? A quantitative synthesis of SDT regulation subtypes with exercise as an outcome variable was conducted. Four subtypes accounted for important levels of variance for exercise.

F91**INCREASING INTEREST IN STEM AMONG HIGH SCHOOL STUDENTS: A TEST OF THE GOAL CONGRUITY MODEL**Mia Steinberg¹, Amanda B. Diekman¹, Emily K. Clark¹¹*Miami University*

We explored whether exposure to a video about engineers helping people would increase interest in STEM among high school students. Communal goal endorsement predicted interest in an engineering camp and project, suggesting that highly communal individuals may be more interested in STEM if they see more communal affordances.

F92**PLANNING TO FAIL? THE ROLE OF IMPLEMENTATION INTENTIONS IN EMOTIONAL AND BEHAVIORAL RESPONSES TO GOAL FAILURE**Stornelli Jason¹, J. Frank Yates¹¹*University of Michigan*

We examine the implications of implementation intentions after plan failure and reveal two paradoxical “dark sides.” Implementation intentions increased post-failure regret over goal setting and achievement, which we argue stems from salience of intention-behavior inconsistencies. Further, despite perseverance and future achievement expectations, planning encouraged goal abandonment and lower self-efficacy perceptions.

F93**ZEN MEDITATION AND ACCESS TO INFORMATION IN THE UNCONSCIOUS**Madelijn Strick¹, Tirza H. J. van Noorden², Rients R. Ritskes³, Jan R. de Ruiter⁴, Ap Dijksterhuis²¹*Utrecht University*; ²*Radboud University Nijmegen*; ³*Zen.nl*; ⁴*Durham University*

Two experiments tested the hypothesis that Zen meditation increases access to accessible but unconscious information. Zen practitioners who meditated in the lab performed better on the Remote Associate Test and used subliminally primed words more than Zen practitioners who did not meditate.

F94**BEING CORRECT OR BEING CREATIVE: THE EFFECT OF FEEDBACK AND TASK TYPE ON MEASURES OF WELL-BEING AND MOTIVATION**Ayesha Sujan¹, Carrie Wyland¹¹*Tulane University*

The present study compared the effects of two different types of positive feedback (creativity versus accuracy) and examined the effects of engaging in either a task of creative or analytic ability. The results indicate that the framing of feedback and of task type can influence persistence and perceptions of abilities.

F95**THE RELATIONSHIP BETWEEN VIDEO GAME MOTIVATIONS AND PERSONALITY**Andrew Moore¹, Joshua M. Sukeena¹, Meredith Minear¹¹*The College of Idaho*

Is there a link between people’s motivations for playing video games and their personalities? We developed a set of questions to measure possible reasons for gaming. Using EFA, we identified 3 factors, social, addictive and immersive categories. We also examined their relationships with elements of the Big 5 personality inventory.

F96**MOTIVATION AND ATTENTIONAL TUNING REVISITED: ELECTROPHYSIOLOGICAL EVIDENCE THAT APPROACH (RELATIVE TO AVOIDANCE) MOTIVATION FACILITATES ATTENDING TO TASK-IRRELEVANT INFORMATION**Allison Sweeney¹, Antonio L. Freitas¹¹*State University of New York at Stony Brook*

Does approach versus avoidance motivation broaden or narrow attention? Assessing an event-related-potential component, the P2, that contemporaneously indexes attention allocation, this study found

more-prominent P2 responses to novel words when participants contemplated attaining desired (versus avoiding undesired) characteristics. Relative to avoidance motivation, then, approach motivation augments attention to task-irrelevant information.

F97**THE EFFECT OF CONSTRUAL LEVEL ON THE ALLOCATION OF REGULATORY RESOURCE AMONG GOALS**Hiroki Takehashi¹, Yousuke Hattori², Keiji Takasawa³, Chika Harada⁴¹*Tokyo Future University*; ²*The University of Tokyo*; ³*Yokohama College of Welfare and Child Care*; ⁴*Meijo University*

This study examined whether the allocation of regulatory resource (e.g., time) among several goals was influenced by construal level. Results indicated that the activation of high level construal led undergraduates to spend more time on academic goal and less time on other activities than the activation of low level construal.

F98**THE MOTIVATED BEHAVIOR SYSTEM AND WHO PAYS ON A DATE, HAS A ROVING EYE, AND WHY**Jennifer R. Talevich¹¹*University of Southern California*

Presents a connectionist model of motivated behavior that integrates attachment theory, appraisal models of emotion, and goal systems theory. The model is validated by four human-data studies that predict mate seeking, courtship behaviors, and interpersonal communication.

F99**SOCIAL ROLES IN GROUP MEMBERSHIPS: SOCIAL ROLES AS MECHANISMS FOR PSYCHOLOGICAL WELL-BEING**Amelia E. Talley¹¹*University of Missouri*

Using self-determination theory, we hypothesized that competence need fulfillment within valued roles (e.g., parent, worker) would partially account for associations among autonomy/relatedness need fulfillment and psychological health. In two community samples, evidence supported this hypothesis. Findings support that social roles provide opportunity for need fulfillment within groups.

F100**DEVELOPMENT OF THE CREATIVE TRAIT MOTIVATION SCALE**Christa L. Taylor¹, James C. Kaufman²¹*University at Albany, SUNY*; ²*California State University, San Bernardino*

Three versions of the Creative Trait Motivation Scale were created to assess individual differences in creative motivation (artistic, scientific, and everyday). Each of the 24-item scales contain three identical dimensions: intrinsic motivation, extrinsic motivation, and amotivation. All versions demonstrate strong internal consistency and evidence for construct validity.

F101**FROM BENCH TO BEDSIDE: THE VALUE OF COMMUNAL GOAL AFFORDANCE FOR BIOMEDICAL CAREER INTEREST FOR UNDERREPRESENTED MINORITY RESEARCH ASSISTANTS**Dustin B. Thoman¹, Jessi L. Smith², Elizabeth R. Brown², Joo Young Lee¹, Lisa Zaworsky¹¹*California State University, Long Beach*; ²*Montana State University*

Grounded in Goal-Congruency Theory, a longitudinal survey of undergraduate biomedical research assistants revealed that when underrepresented minority students, but not White or Asian students, perceived that scientific research met their communal purpose goals, feelings of belonging with research increased, which in turn predicted intent to pursue a biomedical career.

F102**CLOSING ACHIEVEMENT GAPS IN UNDERGRADUATE BIOLOGY AND CHEMISTRY COURSES WITH VALUE INTERVENTIONS**Yoi Tibbetts¹, Elizabeth Rempe¹¹*University of Wisconsin-Madison*

We conducted an experimental study to test the effectiveness of a values affirmation intervention in large-enrollment college classes for threatened groups (underrepresented ethnic minorities, first-generation students, and women in chemistry). Our preliminary results suggest that the VA intervention reduced the achievement gap for first-generation students by 49%.

F103**MINDFULNESS MODERATES THE EFFECT OF PROCESSING FLUENCY ON CONTINUING TASKS FOR ENJOYMENT**Leigh Ann Vaughn¹, Abigail Dubovi¹, N. Paul Niño¹¹*Ithaca College*

Processing fluency is more enjoyable than processing dysfluency, and it can promote continuing tasks for enjoyment. Two studies showed that participants higher in trait mindfulness (a tendency to be aware and attentive to current experience) showed a stronger positive effect for manipulated processing fluency on continuation of enjoyable idea-generation tasks.

F104**THE EFFECT OF A NEAR VERSUS DISTANT SIGNIFICANT OTHER ON THE SEARCH FOR MEANING IN LIFE**Anna Vazeou-Nieuwenhuis¹, Edward Orehek¹¹*University of Pittsburgh*

These studies showed that the construal level at which individuals represent their friends influences the extent to which they search for meaning in life. Individuals searched for more meaning when they perceived their friend at a higher-level construal, and this was mediated by the degree of abstraction in their thinking.

F105**THE REAL ME: AUTONOMY SUPPORTIVE CLIMATES FOSTER SELF-INTEGRATION**Netta Weinstein¹, Madoka Kumashiro²¹*University of Essex*; ²*Goldsmiths, University of London*

Autonomy supportive environments have been shown to increase well-being and relationship quality in previous work, but the present research suggests they may also be beneficial to self-integration processes. This talk will explore potential mechanisms for this phenomenon.

F106**UNDERSTANDING ENTREPRENEURIAL GOAL ADJUSTMENT PROCESSES: THE ROLE OF REGULATORY FOCUS AND SELF-ESTEEM**Isabell Welpe¹, Daniela Blettner², Jon Carr³¹*Technische Universität München*; ²*Simon Fraser University*; ³*Texas Christian University*

Although goal adaptation is essential to the success of entrepreneurial ventures not enough is known about its personality-based and cognitive antecedents. Based on a survey data from 300 German entrepreneurs we examine the effect of self-esteem, regulatory focus, and self-efficacy on satisfaction with goal attainment discrepancy and goal adjustment.

F107**EFFECTS OF GOAL CONTENT AND GOAL ATTAINMENT ON BASIC PSYCHOLOGICAL NEED SATISFACTION AND SUBJECTIVE WELL-BEING**Kaitlyn M. Werner¹, Christopher P. Niemiec¹¹*University of Rochester*

The present research examined the interactive effect of goal content and goal attainment on need satisfaction and subjective well-being. Results revealed that those who recalled an experience of intrinsic goal attainment reported higher levels of need satisfaction, whereas there was no such effect in the extrinsic goal attainment condition.

F108**BETTER LATE THAN NEVER? THE RELATIONSHIP BETWEEN ADAPTIVE AND MALADAPTIVE PROCRASTINATION STYLES, ALCOHOL USE, AND ACADEMIC PERFORMANCE**Erin C. Westgate¹, Stephanie V. Wormington², Kathryn C. Oleson³, Kristen P. Lindgren⁴¹*University of Virginia*; ²*Duke University*; ³*Reed College*; ⁴*University of Washington*

Undergraduates completed measures to identify maladaptive and adaptive procrastination styles, along with measures of alcohol use and GPA. Procrastination profiles, created using cluster analysis, predicted alcohol and academic outcomes. Non-academic mixed (productive and unproductive) procrastinators reported more hazardous drinking, and non-academic mixed procrastinators and unproductive procrastinators reported lower GPAs.

F109**MONEY VS. TIME REMINDERS: SUNK COST EFFECTS FOR MOTIVATION**Jessica Wiese¹, Roger Buehler¹¹*Wilfrid Laurier University*

Two experiments found that money (vs. time) investment reminders increased extrinsic motivation by leading students to think about obtaining a job after university that would provide a return on their initial investment. Furthermore, when the possibility of obtaining a future job was threatened, money reminders no longer increased extrinsic motivation.

F110**INTERPERSONAL INFLUENCES ON SELF-EFFICACY FOR PORTION CONTROL: IF MY PARTNER EATS LESS DOES THAT MEAN I CAN HAVE SECONDS?**Jhon Wlaschin¹, Jeni L. Burnette², Jennifer J. Harman³, Lindsey Harkabus⁴¹*University of Minnesota*; ²*University of Richmond*; ³*Colorado State University*; ⁴*Troy University*

50 romantic couples reported their self-regulation strategies three times during a 12 week weight loss attempt. Perceived partner support tended to increase self-efficacy for portion control but the more individuals restricted their diet, ate healthier and weighed themselves, the more their partners' own portion control efficacy decreased.

F111**GETTING AHEAD: VISUAL PERCEPTIVE CUES AUTOMATICALLY ACTIVATE GOAL CONCEPTS**Kaitlin Woolley¹, Melissa J. Ferguson²¹*University of Chicago*; ²*Cornell University*

When presented with visual cues of forward motion, participants showed an increase in implicit positivity toward fitness goals and then toward academic goals, if they valued fitness. This suggests the link between forward motion and achievement operates for goals in general, as long as the goal is seen as important.

F112**DO WE CONFESS TO ALLEVIATE OUR GUILT? EFFECTS OF THE CONFIDANT'S TRUSTWORTHINESS**Carmen Yap¹, Michael Wenzel¹, Nathan Weber¹¹*Flinders University*

In order to understand motivations to confess wrongdoing, participants were induced to believe they damaged a camera, while the experimenter's trustworthiness was manipulated. Participants' guilt was measured by self-report and implicit measurement. Individuals were more likely to confess wrongdoing to someone trustworthy, irrespective of their moral emotions.

F113**ANTI-FEMINIST BACKLASH: THE ROLE OF SYSTEM JUSTIFICATION MOTIVE AND TARGET'S FEMINIST SELF-IDENTIFICATION**Amy W.Y. Yeung¹, Aaron C. Kay², Jennifer M. Peach³¹University of Waterloo; ²Duke University; ³Director General Military Personnel Research and Analysis

Two studies tested whether anti-feminist backlash is motivated by system justification. SJ motive and target's feminist self-identification were manipulated, while social closeness and agreement with target were measured. Participants agreed less to (identical) gender issues statements made by the feminist target than the non-feminist target only under heightened SJ motive.

Self-Regulation**F114****APPROACHING GOOD OR AVOIDING BAD? UNDERSTANDING MORALLY MOTIVATED COLLECTIVE ACTION**Rafael Aguilera¹, Brittany Hanson², Linda J. Skitka²¹University of Texas at El Paso; ²University of Illinois at Chicago

This study investigated if individuals' moral conviction predicted collective action intentions to a greater extent when there was regulatory fit between their preferred regulatory style and the goal of the collective action. Results indicated people take action in the name of their moral beliefs regardless of regulatory style or fit.

F115**THE POT CALLING THE KETTLE BLACK: DISTANCING RESPONSE TO ETHICAL DISSONANCE**Shahar Ayal¹, Rachel Barkan², Francesca Gino³, Dan Ariely⁴¹IDC Herzliya; ²Ben-Gurion University of the Negev; ³Harvard University; ⁴Duke University

Five studies demonstrate the "pot calling the kettle black" phenomenon whereby people are guilty of the very fault they identify in others. Recalling an undeniable ethical failure, people experience ethical dissonance between their moral values and their behavioral misconduct. Our findings indicate that to reduce ethical dissonance, individuals use a double-distancing mechanism.

F116**DOES WORLDVIEW DEFENSE DEplete SELF-CONTROL RESOURCES?**Jamin E. Blatter¹, Tom A. Pyszczynski¹¹University of Colorado at Colorado Springs

The present research examined whether mortality reminders are depleting due to managing the fear associated with the reminder. Results indicate that death reminders lead to reduced self-control, regardless of worldview defense opportunity. However, participants felt more depleted if not allowed to defend, implying that worldview defense may restore self-regulatory resources.

F117**VISUAL STRATEGIES INVOLVED IN EMOTION REGULATION**Dario Bombari¹, Kevin N. Ochsner¹¹Columbia University, New York

We analyzed the role of eye movements and timing of instructions while participants reappraised the meaning of emotional images. The timing of instructions had an influence on eye movements. In addition, there was a positive relation between the time spent looking at relevant emotional areas and regulatory success.

F118**AN EXAMINATION OF FEAR OF POSITIVE AND NEGATIVE EVALUATION AS POTENTIAL MEDIATORS BETWEEN SOCIAL ANXIETY AND SELF-CONTROL**Kelly E. Brown¹, Cody Dandy¹, Ginette Blackhart¹¹East Tennessee State University

This research sought to determine potential mediation by fear of positive and negative evaluation in the relationship between self-

control and social anxiety. Results show a significant relationship between self-control and social anxiety, but neither fear of positive evaluation nor fear of negative evaluation mediated this relationship.

F119**IF YOU HAVE IT, SPEND IT! TRAIT SELF-CONTROL, DEPLETION, AND VALUATION OF EGO RESOURCES**Jacek Buczny¹, Rebekah L. Layton², Mark Muraven²¹Warsaw School of Social Sciences and Humanities; ²University at Albany, SUNY

High trait self-control may mean that more resources are available for use, moderating the depletion effect. Losing a large proportion of ego resources may cause one to value remaining ego resources more. As hypothesized, the interaction of trait self-control with condition was significant on valuation of ego resources.

F120**ACCOUNTING FOR METHOD-VARIANCE AND CONSTRUCT-VARIANCE ON THE IAT**Jimmy Calanchini¹, Jeffrey W. Sherman¹, Lovina Fernandes¹, Karl C. Klauer²¹University of California, Davis; ²Albert-Ludwigs-Universität Freiburg

Though the IAT was designed to measure automatically-activated associations, it is possible that IAT performance also reflects method-specific variance. Using the Quad model, we found evidence for two domain-general processes that account for method variance across unrelated IATs and two domain-specific processes that account for construct-specific variance across conceptually-related IATs.

F121**STATE SELF-CONTROL IN THE PREDICTION OF DECISIONAL FORGIVENESS, AND THE MODERATING ROLE OF HONESTY-HUMILITY**Patrick C. Carmody¹, Kristina Gordon¹, Jessica Hughes¹¹University of Tennessee, Knoxville

We analyzed daily reports from 63 undergraduates, each of whom reported a daily offense they had suffered for two weeks. Participants low in self control were more likely to be decisionally forgiving. Additionally, honesty-humility moderated this relationship, such that high honesty-humility consistently predicted decisional forgiveness at all levels of self-control.

F122**GREATER AGENCY REDUCES BELIEF IN PRESENTED INFORMATION – THE SENSE OF CONTROL AND SKEPTICISM**Ljubica Chatman¹, Betsy J. Sparrow¹¹Columbia University

When people have more control over what information is presented to them, they reject untested and uncertain information more than when it was presented randomly or assigned. Furthermore, disbelieving information when choosing is enhanced when the intentional agent is more salient in the environment.

F123**A QUALITATIVE AND QUANTITATIVE LOOK AT THE EFFECTS OF THE IMPOSTER SYNDROME AND SELF-HANDICAPPING IN A DIVERSE COLLEGE SAMPLE**Melissa Y. Christian¹, Carolyn B. Murray¹¹University of California, Riverside

According to self-handicapping theory, people who are uncertain about their ability to succeed may cope by externalizing failure or internalizing success. The imposter syndrome describes an individual who is unable to internalize their accomplishments. The present study examined the relationship between these two coping strategies in a diverse college sample.

F124**MINDFULNESS MEDITATION IS EGO-DEPLETING FOR NOVICE MEDITATORS**Kimberly A. Coffey¹, Barbara L. Fredrickson¹¹*University of North Carolina, Chapel Hill*

This laboratory-based experimental study explored the possibility that mindfulness practice requires self-regulatory resources and is ego depleting for novice meditators. Results indicated that participants randomly assigned to mindfulness meditation differed from those assigned to lovingkindness meditation on measures of effortful self-control during the meditation. Baseline self-regulatory resources moderated this relationship.

F125**TRAIT APPROACH MOTIVATION MODERATES THE AFTEREFFECTS OF EXERCISING SELF-CONTROL**Adrienne L. Crowell¹, Nicholas J. Kelley¹, Brandon J. Schmeichel¹¹*Texas A&M University*

We tested the hypothesis that exercising self-control increases approach-motivated impulse strength. Exercising self-control led to increased optimism and biased attention toward rewarding versus threatening images, but only among individuals higher in trait approach motivation. These findings suggest that approach motivation is important to understanding the aftereffects of self-control.

F126**THE EFFECT OF LYING ON SELF-CONTROL**Madeleine T. D'Agata¹, Jill A. Jacobson¹, Kevin Rounding¹¹*Queen's University*

To determine if lying is more self-control depleting than telling the truth, participants either lied or told the truth about a favorite movie or personal problem. Contrary to expectations, no difference was observed in the movie condition, and lying about a problem was actually less depleting than telling the truth.

F127**WHAT'S FUNNY TO WHOM AND WHEN? JOKE TYPE, EGO-STRENGTH, AND GENDER MATTER**Stuart J. Daman¹, Mark Muraven¹¹*University At Albany, SUNY*

Participants rated funniness of jokes. Males found jokes funnier when not ego-depleted, whereas females did when ego-depleted. This may be because ego-control requires the dorsolateral prefrontal cortex, as does male humor processing. Female humor processing may be more rewarding when depleted. These effects may be specific to non-vulgar jokes.

F128**PAIN AND SELF-REGULATION: EATING THE PAIN AWAY?**Kathleen E. Darbor¹, Heather C. Lench¹¹*Texas A&M University*

Aversive states, such as pain, have the ability to affect behavior in unrelated domains. Participants pain or no pain, and their consumption of cheesecake was measured. Pain resulted in greater consumption, reflecting impaired regulation. The findings demonstrate the importance of physically aversive states in decision making.

F129**REPLENISHMENT AND DEPLETION OF SELF-CONTROL CAPACITY THROUGH EVERYDAY BEHAVIORS**Erin K. Davison¹, Rick H. Hoyle¹¹*Duke University*

We report on a study in which participants rated behaviors on the degree to which they are replenishing, are habitual, require self-control by inhibition, and require self-control by initiation. Our results reveal that behaviors demanding inhibition are also seen as replenishing and support a distinction between two forms of self-control.

F130**APPRAISAL OF INTENDED AND UNINTENDED SELF-CONTROL SUCCESSES AND FAILURES**Julie E. Delose¹, Michelle VanDellen¹¹*University of Georgia*

This study investigated evaluations of intended and unintended self-control successes and failures. Participants felt more disappointed in themselves and perceived having exerted less self-control if they imagined ordering a donut rather than an egg sandwich. Participants who were unable to order what they chose were unaffected by food choice.

F131**DEPLETION, SELF-CONTROL, AND TASK FRAMING: A CONSTRUAL-MATCHING PERSPECTIVE**Patrick M. Egan¹, Da Hee Han¹, Edward R. Hirt¹¹*Indiana University*

Two studies show that ego depletion (and low-level construals) can lead to improved self-regulation when the self-control task in question is framed in relatively low-level terms. Such findings suggest that explicit reframing can increase (decrease) the self-regulatory success of individuals normally susceptible (not susceptible) to short-term temptations.

F132**TRAIT SELF-CONTROL AND THE MINIMIZATION OF TEMPTATION**Michael R. Ent¹, Roy F. Baumeister¹¹*Florida State University*

People high (vs. low) in trait self-control reported that they tend to engage more in behaviors that are thought to minimize temptation. These behaviors include avoiding tempting situations and choosing to work in distraction-free environments. People high (vs. low) in self-control also reported that they experience less temptation.

F133**THE ROLE OF SELF-REGULATION IN ROMANTIC PARTNERS' WILLINGNESS TO SACRIFICE**Matthew B. Findley¹, Mauricio Carvallo¹, Christopher Bartak¹¹*University of Oklahoma*

Two studies explored how self-regulation influences romantic partners' willingness to sacrifice. The first study revealed a positive relationship between trait self-control and willingness to sacrifice. The second study revealed that depletion of self-regulatory resources leads to less sacrifice in situations that require a relatively greater degree of sacrifice.

F134**ENTITY THEORIES OF SELF-CONTROL PREDICT BIAS AGAINST SMOKERS**Nicholas Freeman¹, Dikla Blumberg², Mark Muraven³¹*University of North Carolina, Pembroke*; ²*EMMES Corporation*; ³*State University of New York at Albany*

Participants with entity theories of self-control made harsher judgments towards smokers and expressed greater support for policies that discriminate against smokers, even when controlling for more general lay theories. These results suggest that lay theories about self-control predict bias directed at those who have failed in a self-control domain.

F135**I DON'T CARE ABOUT MY INTELLIGENCE, BUT I CARE ABOUT MONEY. THE SYMBOLIC POWER OF MONEY AS THE SUBSTITUTE FOR INTRAPERSONAL RESOURCES**Agata Gasiorowska¹, Tomasz Zaleskiewicz¹¹*University of Social Sciences and Humanities in Warsaw, Poland*

Recent studies showed that money might be important in intrapersonal regulation. In two experiments, we tested the hypothesis that money serves as an efficient substitute of intelligence. People primed with

money believed they performed worse in reasoning tests compared to controls, and ignored feedback on their performance in such tests.

F136**CAN REWARD CONTINGENCY DIMINISH EGO DEPLETION AFTER CONFLICT PROCESSING?**

Takayuki Goto^{1,2}, Takashi Kusumi¹

¹*Kyoto University*; ²*Japan Society for the Promotion of Science*

We examined whether reward-contingency between stimuli and response diminishes ego depletion after the Stroop task. Participants previously rewarded for responding to Stroop-color stimuli were less depleted after the Stroop task. This result suggests that they needed less control during conflict processing, as reward-contingent colors spontaneously evoked correct responses.

F137**CONTINGENT SELF-ESTEEM AND PERCEIVED ABILITY FUEL SELF-REGULATION**

Sara Greaves¹, Gwendolyn Seidman¹

¹*Albright College*

For most self-worth contingencies, one's belief of effective self-regulation in a domain was related to how contingent one's self-esteem is on that domain; this effect was partially mediated by perceived ability. When perceived ability is high, the relationship is the strongest. High contingent self-esteem can be a successful motivator.

F138**HEALTH THREATS PROMPT SELF-SERVING BIAS: WHEN RISK PERCEPTION IS REDUCED AND HEALTH SELF-ESTEEM INCREASED**

Hannah Greving¹, Kai Sassenberg¹

¹*Knowledge Media Research Center, Tübingen, Germany*

Health threats elicit a defensive preference for self-serving content. We investigated how this preference affected health-related Internet searches and mental representations of health. In three studies (experimental and longitudinal), health threats elicited a preference for information promising improvements and, thereby, distorted representations of health threats but increased health self-esteem.

F139**EFFECTS OF EVERYDAY CUES ON WILLPOWER**

Kyla Haimovitz¹, Ezgi N. Akcinar¹, Gregory M. Walton¹, Carol S. Dweck¹

¹*Stanford University*

We examined how everyday energy-related cues affect people's implicit beliefs about willpower as a limited or non-limited resource. Telling participants that they might receive a break during a taxing cognitive task increased their endorsement of a limited theory of willpower compared to participants who were not told about the break.

F140**THE BIAS BLIND SPOT AND MAKING OBJECTIVE DECISIONS DESPITE IT**

Katherine E. Hansen¹, Emily Pronin¹

¹*Princeton University*

Researchers investigated the psychological effects of knowingly using a biased decision-making strategy. Despite recognizing bias in their strategy, participants still saw their decision outcome as objective (even though they had actually been biased). Researchers addressed this bias blind spot by manipulating perspective taking, significantly reducing bias.

F141**TO LIVE NOW OR TO SACRIFICE FOR THE FUTURE? THE EFFECT OF LIFE SATISFACTION ON WILLINGNESS TO SACRIFICE, AND THE MEDIATING ROLES OF DEATH-THOUGHT ACCESSIBILITY AND FUTURE EXPECTATIONS**

Joseph Hayes¹, Cindy Ward²

¹*Colby College*; ²*Wilfrid Laurier University*

Results from an online survey indicate that low life satisfaction is associated with high death-thought accessibility and, in turn, less willingness to sacrifice short-term pleasure for long-term gain.

By contrast, high life satisfaction is associated with higher future-expectations, which is predictive of more willingness to sacrifice for the future.

F142**THE INFLUENCE OF IDENTIFYING SELF-CONTROL CONFLICT ON SELF-REGULATION**

Osamu Higuchi¹

¹*Hitotsubashi University*

This research explored whether identifying self-control conflict promote a goal pursuit. We predicted that identifying the conflict between a temptation and a goal lead to self-regulation. Results showed those who identified the conflict were devalued allure of the fatty food. The influence of identifying self-control conflict on self-regulation is discussed.

F143**EXPLORING THE RELATIONSHIP BETWEEN EGO DEPLETION AND EXECUTIVE FUNCTIONING**

Cameron R. Hopkin¹

¹*Duke University*

Ego-depletion (ED) is linked to executive function (EF), but how? This adaptation of the classic two-task study shows that different EFs have unique predictive power on ED performance, which suggests that ED, and self-control more broadly, may not be determined by a single resource as previously theorized.

F144**INSPIRATIONAL OR SELF-DEFLATING: THE ROLE OF SELF-EFFICACY IN ELITE ROLE MODEL EFFECTIVENESS**

Crystal L. Hoyt¹

¹*University of Richmond*

This experimental research examines the role of self-efficacy in women's responses to elite leadership role models. Findings revealed that women with low leadership self-efficacy were less inspired by the successful role models and showed deflating contrast effects. The impact of these role models on self-views mediated behavioral performance.

F145**"SOUL" FOOD: HOW ANTHROPOMORPHIZATION AFFECTS SELF-CONTROL**

Julia D. Hur¹, Wilhelm Hofmann², Minjung Koo³

¹*Kellogg School of Management, Northwestern University*; ²*Booth School of Business, University of Chicago*; ³*SKK Graduate School of Business, Sungkyunkwan University*

Two experiments demonstrated that anthropomorphizing temptation hampers goal-conflict identification and impairs self-control. Participants evaluated high-calorie cookies which were either anthropomorphized (anthropomorphism condition) or not (control). Participants in the anthropomorphism condition displayed lower levels of goal-conflicts and were more likely to give in to temptation than those in the control condition.

F146**DID I DO THAT? MEMORY FOR ENACTED AND INTENDED BEHAVIOR**

Christopher R. Jones¹

¹*University of Pennsylvania*

Though intentions generally facilitate desired behavior, we hypothesized that for brief, easily enacted, and frequent behaviors, difficulty distinguishing intention and enactment leads to intentions being misremembered as enactments. Experiments employing a novel procedure demonstrated intentions creating false memories of behavior especially for frequently occurring behaviors, leading to failures to act.

F147**IMPROVEMENT IN SELF-CONTROL STRENGTH WITH TRAINING**Lauren E. Kahn¹, Junaid S. Merchant¹, Elliot T. Berkman¹¹University of Oregon

Several theories predict that self-control can improve with practice. Participants practiced a task requiring self-control or a control task ten times over three weeks. Self-control ability was assessed pre- and post-training using the stop-signal task. Compared to the control group, those who trained on the task showed improved stop-signal times.

F148**THE SELF-HELP PARADOX: WHY WE THINK WE'RE THE BEST AT SOLVING OUR WORST PROBLEMS**Jennifer S. Labrecque¹, Wendy Wood¹, David T. Neal²¹University of Southern California; ²Empirica Research

People often struggle to change habitual problem behaviors. Because habits are activated outside of conscious awareness, limited insight into the cause of the behavior may undermine people's choice of an effective change strategy. A study of self-help programs revealed people's flawed intuitions about habits and ironic overconfidence during change attempts.

F149**EGO DEPLETION AND VIOLENT VIDEO GAMES**John O. LeMay¹, Amy Hackney¹¹Georgia Southern University

This research focuses on how a state of weakened self-control may be replenished. The study sought to determine if video games, given their popularity, might aid replenishment of limited cognitive resources. Contrary to expectations, findings indicate that non-violent games replenished individuals in an ego depleted state more than violent games.

F150**NUCLEUS ACCUMBENS ACTIVITY IN RESPONSE TO APPETIZING FOOD CUES PREDICTS FAILURE TO RESIST FOOD DESIRES IN EVERYDAY LIFE**Richard Lopez¹, Wilhelm Hofmann², Dylan Wagner¹, William Kelley¹, Todd Heatherton¹¹Dartmouth College; ²University of Chicago

In a combined fMRI and experience sampling study, nucleus accumbens (NAcc.) activity during exposure to appetizing food cues predicted enactment of food desires in everyday life. It is possible that food specific reward signals in the NAcc. make it more difficult for some people to resist their food desires.

F151**DEVELOPMENT OF THE TEMPTATION COPING STRATEGY SCALE IN ACADEMIC SITUATION**Kobayashi Mai¹¹Toyo University

In this study, Temptation Coping Strategy Scale in Academic situation (TCSA) was developed for showing up the individual differences of self-control strategy in the achievement situation. The results of factor analysis showed four factor solution (Goal Verification, Distraction, Temptation Avoidance, and Goal Execution).

F152**DEFAULTS AS PSYCHOLOGICAL BARRIERS TO DISHONESTY**Nina Mazar¹, Scott Hawkins¹¹University of Toronto

We explore the role defaults can play in encouraging honest behavior. Across two studies we show that it is psychologically harder to cheat when it requires overriding a default, correct answer rather than simply giving an incorrect answer despite the same amount of physical costs that the cheating requires.

F153**WILL MY IMPLICIT ASSOCIATIONS MAKE ME FAT? REDUCING CHOCOLATE CONSUMPTION USING IMPLEMENTATION INTENTIONS**Eleanor Miles¹, Paschal Sheeran¹, Thomas L. Webb¹, Peter R. Harris²¹University of Sheffield, UK; ²University of Sussex, UK

Could forming an if-then plan to eat less chocolate help people to overcome their automatic approach tendencies? Participants without plans ate more chocolate when their implicit tendencies favored chocolate, regardless of their explicit attitudes. However, when participants formed plans, explicit attitudes predicted chocolate consumption, and less chocolate was consumed.

F154**EXERTING SELF-CONTROL: THE EFFECTS OF AUTONOMOUS VS. CONTROLLED MOTIVATION ON PROCESSING OF GOAL-RELEVANT STIMULI AND SUBSEQUENT EGO-DEPLETION**Marina Milyavskaya¹, Anaïs Thibault-Landry¹, Richard Koestner¹¹McGill University

Participants with a healthy eating goal completed a food-related AMP with images of healthy and unhealthy (tempting) foods and the stroop task. Results showed that participants with a controlled (rather than autonomous) motivation are inhibiting their initial positive reactions to unhealthy but tempting food, and are subsequently more ego-depleted.

F155**THE INFLUENCE OF MONITORING HEALTH STATUS ON SELF-REGULATION**Emi Niida¹¹Toyo University

Recent research showed that healthy eating increases hunger because it signals that the health goal is met. We predicted that healthy drinking makes one hunger only when motivation for monitoring health status is low. As predicted, healthy drinking increased hunger only when the motivation was low.

F156**WHEN LESS IS MORE: SELF-CONTROL DEPLETION DECREASES TOLERATION OF POOR DECISIONS**Jeffrey M. Osgood¹¹University at Albany

Low self-control was shown to produce better outcomes than high self-control in an experiment where important decisions were made on subjects' behalf by an ineffectual decision-maker. Depleted subjects ousted the poor decision-maker so to begin making their own decisions sooner than control subjects.

F157**BODY-FOCUSED NARRATION OF SEDENTARY ACTIVITY REDUCES SUBSEQUENT CALORIC INTAKE**Monisha Pasupathi¹, Frank A. Drews¹, Jeanine Stefanucci¹, Cecilia Wainryb¹¹University of Utah

Do different ways of narrating mental work and seated rest influence subsequent caloric consumption? Across two sessions, participants engaged in mental work and seated rest, and narrated these activities with either a mental or physical focus. Those narrating with a physical focus consumed fewer calories.

F158**VALIDATION OF THE SITUATIONISM SCALE AND PREDICTIVE CONSEQUENCES FOR EATING AND ALCOHOL USE**Megan E. Roberts^{1,3}, Frederick X. Gibbons², Meg Gerrard²¹Brown University; ²University of Connecticut; ³Dartmouth College

The term situationism refers to an individual's belief in the importance of a behavior's context. This study describes the creation and validation of the first Situationism Scale, and results support its psychometric validity and predictive utility under both self-report and laboratory conditions.

F159**OH THE PLACES YOU'LL GO: REGULATORY MODE PREDICTS A HIGHER PREFERENCE FOR CHANGE IN DAILY LIFE**Sandra Rodgin¹, Gabriella Ahle², Gertraud Stadler³, Abigail Scholer⁴, Baruch Eitam⁵¹University of Rochester; ²Barnard College; ³Columbia University; ⁴University of Waterloo; ⁵University of Haifa

Does a preference for change – operationalized as locomotion motivation – influence the places people go? We found that locomotion motivation predicted the number of places students visited seven months later; with each additional point in mean locomotion, participants frequented more eateries, more grocery stores, and more bars.

F160**THE STRENGTH TO FACE THE FACTS: THE EFFECTS OF SELF-CONTROL DEPLETION AND TRAIT SELF-CONTROL ON MOTIVATED REASONING**Rachel L. Ruttan¹, Lorán F. Nordgren¹¹Northwestern University

Three studies demonstrate that nonmotivated reasoning requires self-regulation. Participants high (vs. low) in trait and state self-control were more likely to describe a cognitive test as being relevant and valid after receiving negative feedback (Studies 1, 2). Self-control defends against motivated reasoning only in domains of high self-relevance (Study 3).

F161**I 'THINK', THEREFORE I 'CHOKE': EVIDENCE TOWARDS ADAPTIVE AND MALADAPTIVE INFORMATION PROCESSING STYLES IN DETERMINING SPORTS PERFORMANCE**Sindhuja Sankaran¹, Ulrich von. Hecker¹¹Cardiff University

This study examined the bidirectional nature of information processing in predicting sports performance. It was argued that low/high levels of traits like rumination, maladaptive perfectionism and anxiety along with a positivity bias or a negativity bias towards any information would result in adaptive or maladaptive processing styles respectively amongst athletes.

F162**SELF-REGULATION: GOOD SELF-CONTROL FILTERS OUT DISTRACTION**Timothy P. Schofield¹, Thomas F. Denson¹¹University of New South Wales

Self-control is typically conceptualised as a reactive strategy for overcoming one's impulses. We propose that self-control also occurs proactively by filtering out goal-irrelevant information. When self-control was trained participants were less likely to explicitly detect and implicitly process unexpected distractors, and their attention was less readily captured by sudden onsets.

F163**LOWERING CLASSROOM CELL PHONE USAGE THROUGH FEEDBACK OF SELF-CONTROL BEHAVIOR**Steve D. Seidel¹, Lisa Comparini¹, Lynn M. Fahey², Amie C. Mackay¹¹Texas A&M University-Corpus Christi; ²Rice University

Classroom cell phone use was reduced in a 2 part procedure. Survey results (N=123) revealed cell-phone usage to be correlated with negative self-control behaviors. This information was presented to a general psychology class (N=156). Compared to a previous class (N=132), cell phone use was dramatically lower in the experimental group.

F164**SPONTANEOUS MENTAL CONTRASTING: SITUATIONAL AND PERSON PREDICTORS**A. Timur Sevincer¹, Gabriele Oettingen^{2,1}¹University of Hamburg; ²New York University

Whereas previous research manipulated mental contrasting, we measured its spontaneous occurrence. Surprisingly, we found that people indulged in their fantasies or dwelled on reality rather than mental contrasted. However, people use mental contrasting when

the situation demands effective self-regulation and people have the willingness and competence to do so.

F165**POLITICAL CONSERVATISM AND IMPLICIT THEORIES OF SELF-REGULATION**Erin D. Solomon¹, Christina M. Brown²¹Saint Louis University; ²Arcadia University

Whether one experiences depletion after an act of self-control depends on one's beliefs about the nature of self-control, but where do those beliefs come from? This study found that manipulating conservatism affects implicit theories of self-regulation, with high conservatism increasing the belief that self-control is an unlimited resource.

F166**THE EFFECTS OF PERCEIVED SELF-ESTEEM AND SELF-CONTROL ON JUDGMENTS OF OTHERS' HEALTH RISK**Juliann Stalls¹, John Granecki¹, Heather Deckelman¹, Derrick Wirtz¹¹East Carolina University

Do people associate self-esteem or self-control with good health? Perceptions of another person's self-esteem and self-control were experimentally varied before participants rated the person's cancer risk. A person high (vs. low) in self-esteem was viewed as having a lower cancer risk only when also perceived to be high in self-control.

F167**DO SOME TYPES OF SELF CONTROL IMPROVE AS WE AGE?**Brandon D. Stewart¹¹University of Birmingham, UK

Most research on aging has demonstrated that older adults have poorer executive control than younger adults. We demonstrated that some types of self control increase with age, and this control correlates with better psychological adjustment and happiness, even after controlling for impression management.

F168**SELF-FOCUSED THINKING AND AUTONOMIC ACTIVITY IN DAILY LIFE: AN ECOLOGICAL MOMENTARY ASSESSMENT STUDY**Keisuke Takano¹, Yoshihiko Tanno²¹Nihon University; ²The University of Tokyo

The association between self-focused thinking and autonomic activities was examined using the ecological momentary assessment with ambulatory monitoring of heart rate variability (HRV). Self-focus was associated with decreased HRV, and this association was particularly strong in the evening. Evening self-focus might disturb autonomic system recovery and relaxation during nighttime.

F169**SELF-CONCEALMENT DEPLETES REGULATORY RESOURCES**Ahmet Uysal¹¹Middle East Technical University

Participants (N = 58) completed daily measures of self-concealment, vitality, and self-control for 14 days. On the days the individuals reported higher self-concealment, they also reported lower vitality and lower self-control. The association between self-concealment and self-control was partially mediated by vitality.

F170**A COMPARISON OF MEDITATION AND SELF-REGULATION TECHNIQUES FOR REDUCING ANGRY AFFECT AND COGNITION**Marie Walker¹, Karl Brudvig¹, Emily Lindberg¹, Amy Beck¹, Patrick Clark¹, Rebecca Jimenez¹¹Gustavus Adolphus College

Mindfulness meditation, self-distancing and focused self-distraction were compared for effect in reducing angry affect and cognition. Fifty-four participants recalled an anger-inducing event and completed anger scales and word completions. Self-distancing was the least effective angry affect reduction strategy. Meditation was most effective at reducing angry cognitions (an implicit anger measure).

F171**THE ROLE OF MINDFULNESS IN REDUCING IMPULSIVE AND UNHEALTHY FOOD CHOICE**Wan Wang¹, Christian Jordan¹¹*Wilfrid Laurier University*

We explored whether mindfulness reduces impulsivity in choosing snacks. Results revealed that less mindful people chose snacks more quickly when they implicitly preferred sweets to fruit and were more likely to choose sweets. More mindful people did not show these patterns. Mindfulness may thus reduce impulsivity and promote healthful eating.

F172**SELF-CONCEALMENT AND COGNITIVE PREOCCUPATION: THE TOXIC ELEMENTS IN THE RELATION BETWEEN KEEPING SECRETS AND WELL-BEING**Andreas A.J. Wismeijer¹¹*University of Tilburg*

The relation between keeping secrets and well-being is poorly understood. In a sample of seropositive patients that concealed their serostatus we investigated if cognitive preoccupation mediates or moderates this relation. We found that the disposition to conceal personal information and to ruminate about secrets are important toxic elements of secrecy.

F173**HOW DO COLLEGE STUDENTS APPROACH DIFFICULT ACADEMIC TASKS? A QUALITATIVE INVESTIGATION**Stephanie V. Wormington¹, Erin C. Westgate², Kathryn C. Oleson³¹*Duke University*; ²*University of Virginia*; ³*Reed College*

In the present study, 114 college students described how they react to difficult academic assignments. Students were categorized as non-procrastinators, academic procrastinators, incubating procrastinators, non-academic procrastinators, or mixed approach. These groups differed significantly in affective responses and perceived academic outcomes, suggesting that the varying strategies have meaningfully different consequences.

F174**THE MODERATING ROLE OF POWER IN SELF-REGULATORY OUTSOURCING**Christy Zhou¹, Grainne Fitzsimons¹¹*Duke University*

In two studies, we showed that compared to low power people, high power people recalled more social others who can be helpful for a goal pursuit. Although high power people were less invested in any particular relationship with instrumental others, they were more reliant on others overall for goal achievement.

Well-Being**F175****MINDFULNESS, PSYCHOPHYSIOLOGICAL REACTIVITY, AND SELF-REPORTED THREAT DURING A STRESSFUL INTERVIEW**Kathryn C. Adair¹, Elizabeth Wagstaff¹, Barbara L. Fredrickson¹¹*UNC Chapel Hill*

We hypothesized that trait mindfulness would predict reduced psychophysiological reactivity and self-reported threat during a stressful interview. As hypothesized, mindfulness significantly predicted lower heart rate reactivity, as well as self-reports of feeling more comfortable and having less desire to leave the interview. However, mindfulness also predicted feeling more threatened.

F176**TESTING SET-POINT THEORY IN A SWISS NATIONAL SAMPLE: REACTION AND ADAPTATION TO MAJOR LIFE EVENTS**Ivana Anusic¹, Stevie C.Y. Yap¹, Richard E. Lucas¹¹*Michigan State University*

Set-point theory posits that happiness changes with major life events, but quickly returns to baseline in the years that follow. We tested the extent of adaptation following marriage, childbirth, widowhood, unemployment and disability in a large longitudinal dataset. Results suggest that people adapt to some, but not all life events.

F177**MATERIALISTIC VALUES AND PERCEPTIONS ABOUT WELL-BEING**Parneet Bhatia¹¹*San Francisco State University*

The importance of lay beliefs about well-being and how they affect consumer value systems are explored in the current study. Consumption values are examined aside lay-conceptions of well-being to uncover any differences across different well-being dimensions.

F178**DOES EUDAIMONIA BUFFER AGAINST HIGH RATES OF STUDENT BINGE-DRINKING?**Tyler M. Carey¹, Frederick M.E. Grouzet¹, Kenneth E. Hart², Phillip A. Ianni²¹*University of Victoria, British Columbia*; ²*University of Windsor, Ontario*

We tested whether eudaimonia (e.g. personal expressiveness) buffers against university student binge-drinking. A total of 290 undergraduates completed eudaimonia and weekend binge-drinking measures during September and December. Findings from a cross-lag analysis (SEM) showed that early eudaimonia predicts reductions in weekend binge-drinking during the semester.

F179**MINDFULNESS AND WELL BEING: THE MEDIATING ROLE OF BASIC PSYCHOLOGICAL NEEDS FULFILLMENT**Jen-Ho Chang¹, Yi-Cheng Lin¹, Chin-Lan Huang²¹*National Taiwan University*; ²*National Taiwan University of Science and Technology*

The present studies test that basic psychological needs fulfillment as the mediator between mindfulness, hedonic and eudaimonic well-being. Study 1 (n = 194) revealed needs fulfillment mediated the relationship between mindfulness and hedonic well-being. Study 2 (n = 281) revealed needs fulfillment mediated the relationship between mindfulness and eudaimonic well-being.

F180**A LONGITUDINAL ANALYSIS OF STATE-LEVEL ECONOMIC INDICATORS AND SUBJECTIVE WELL-BEING**Felix Cheung¹, Richard E. Lucas¹¹*Michigan State University*

Drawing from a sample of 1.6 million Americans, the current study showed that higher unemployment rate and higher Gini coefficient (which reflects degree of income inequality) are associated greater decline in subjective well-being from 2005 to 2009. The current study provides insight into how the recent recession influences people's well-being.

F181**DEFINING STRESS OPERATIONALLY FOR DIVERSE WOMEN: A STRUCTURAL EQUATION MODELING APPROACH TO PRENATAL MATERNAL STRESS**Ceylan Cizmeli¹, Marci Lobel¹, Audrey Saftlas²¹*Stony Brook University*; ²*University of Iowa*

We examined the validity of a multivariate stress model in a sample of 2,709 pregnant women diverse in education, income, ethnicity, age, gravidity, employment, and pregnancy intendedness. Using structural equation modeling, the model was shown to be invariant across groups

and enabled meaningful tests of hypothesized group differences in stress.

F182**SWEET REMEMBRANCE: THE ROLE OF NOSTALGIA IN SOCIAL MEDIA AND WELL-BEING**

Cathy R. Cox¹, Erin M. Brown¹, Clay Routledge²

¹Texas Christian University; ²North Dakota State University

Recent research suggests that nostalgia, a sentimental longing for the past, provides many psychological benefits. Building on this work, the present research is the first to examine whether social media websites increase feelings of nostalgia, and whether these heightened nostalgic experiences increase psychological well-being (e.g., self-esteem) and relationship satisfaction.

F183**TRYING TO BE HAPPIER REALLY CAN WORK: TWO EXPERIMENTS**

Yuna L. Ferguson^{1,3}, Kennon M. Sheldon²

¹Penn State Shenango; ²University of Missouri; ³Knox College

Whether the explicit attempt to be happier facilitates or obstructs the actual experience of happiness is being debated among researchers. Two experiments show that trying to feel happy actually facilitates positive mood when listening to positively valenced music (Study 1) and increases subjective happiness over a 2-week period (Study 2).

F184**EXTREME AND REALISTIC OPTIMISM: LINKS TO DEFENSIVE STYLES AND DEPRESSION**

Christi Ferrill¹, Alicia Limke¹, Paul C. Jones¹

¹Southern Nazarene University

The current study examined the link between extreme and realistic optimism, depression, and defense styles. Those who had extreme optimism scores reported greater use of humor and anticipation (mature defenses) but also denial, dissociation, rationalization, and splitting (immature defenses) than those with realistic optimism scores.

F185**IMPLICIT MATERIALISM AND ITS RELATIONSHIP TO WELL-BEING**

Jun Fukukura¹, Vivian Zayaz², Melissa J. Ferguson²

¹Wake Forest University; ²Cornell University

Although studies have established a negative relationship between materialism and well-being, research in this area is limited in that it is correlational and uses explicit methods. Using implicit methods like mouse-tracking, and manipulating people's vulnerability, we show that the relationship between materialism and well-being is more complex than previously claimed.

F186**A STUDY ON COLLECTIVE PROPERTIES OF HAPPINESS THROUGH THE QUESTIONNAIRE SURVEY IN JAPAN**

Shintaro Fukushima¹, Izuru Saizen¹, Yukiko Uchida¹, Katsunori Kondo²

¹Kyoto University; ²Nihon Fukushi University

This study examined the collective properties of happiness using the responses of 16,698 older people. Analyses showed that happiness was related to income more closely at area levels than at individual level, and the mean and standard deviation of happiness at area levels were negatively related to each other.

F187**THE EFFECTS OF MINDFULNESS MEDITATION ON STRESS AND COPING IN COLLEGE STUDENTS**

Ellen A. Gott¹, Makenzie Ellsworth¹, Kelley Fitzpatrick¹, Jake Mamer¹, Meredith Minear¹

¹The College of Idaho

We tested whether a short 6 week mindfulness meditation course would affect levels of stress, anxiety, positive and negative affect, trait mindfulness, coping and hope in undergraduates. We found greater decreases in stress and avoidance coping in students participating in mindfulness meditation group than in a yoga control group.

F188**RESILIENCE IN FAMILIES OF WHICH A CHILD IS BULLIED**

Abraham P. Greeff¹, Estelle Van den Berg¹

¹University of Stellenbosch

The study aimed to identify family resilience characteristics where a child has been bullied. The qualitative data showed that families coped with the bullying by talking to a school representative, or the bullied child. The quantitative results highlighted family communication, the strength of the family unit, and family togetherness.

F189**THE IMPACT OF DAILY NOSTALGIA ON HOMESICK STUDENTS' WELL-BEING**

Kassandra Plante¹, Frederick M.E. Grouzet¹, Elliott S. Lee¹

¹University of Victoria

The present study investigated the effect of daily activation of nostalgia on homesickness and wellbeing. Findings from an experimental, 3-week daily diary indicated that nostalgia is a positive experience that may serve as a psychological resource for homesick students, especially during reading break.

F190**SELF-PERCEPTIONS OF HUMANNESS PREDICT WELL-BEING**

Heather M. Haught¹, Jason Rose¹

¹University of Toledo

People perceive humanness as consisting of two orthogonal dimensions, human nature (HN) and human uniqueness (HU). We examined how self-attribution of these dimensions affect well-being. Results revealed that self-attributions of HN and HU differentially predict life satisfaction, affect, and self-esteem. Effects were moderated by trait valence and self-construal.

F191**LOTTERY WINNERS AND ACCIDENT SURVIVORS: HAPPINESS IS RELATIVE**

H'Sien Hayward¹

¹Harvard University

Two replications of the classic study on happiness by Brickman, Coates, and Janoff-Bulman (1978) were performed, comparing the happiness levels of lottery winners, people with traumatic-onset paralysis, and control participants. No differences in present happiness were found between the three groups, using the original and additional measures.

F192**DAILY MEANING IN LIFE VARIES WITH THE WEATHER**

Samantha J. Heintzelman¹, Laura A. King¹

¹University of Missouri, Columbia

We conducted a daily diary study (N=394) to examine the relationships among daily weather conditions, meaning in life, and positive affect. Multilevel modeling showed that the comfort of the weather (a composite variable accounting for temperature, humidity, and wind speed) was a significant predictor of meaning but not affect.

F193**CURIOSITY, MOOD REGULATION, AND WELL-BEING**

Nicola Hermanto¹, Myriam Mongrain²

¹McGill University; ²York University

The well-being benefits and mechanisms of curiosity were examined in a large, international sample. Results revealed a significant relationship between curiosity and well-being that is partially mediated by the ability to regulate negative emotions. Findings suggest curious individuals attain positive psychological functioning through their self-regulatory capacity for alleviating negative mood.

F194**LESS IS MORE: INEXPENSIVE EXPERIENCES ENGENDER MORE RELATEDNESS THAN LUXURY EXPERIENCES**Graham Hill¹, Ryan T. Howell¹¹*San Francisco State University*

This study examines whether people's purchase preferences align with the recommendation to buy frequent, small experiences. Participants from BeyondThePurchase.org ranked their preferences for various purchase options. Results suggest that thrifter purchases may increase happiness by making relationships more salient to people than they are for luxury items.

F195**ASPIRATIONS AND WELL-BEING: A STUDY OF HIGH SCHOOL STUDENTS**Katherine Jacobs Bao¹, Layous Kristin¹, Sonja Lyubomirsky¹¹*University of California, Riverside*

Aspirations and well-being in high school students were tracked across the school year. Height of aspirations, aspiration fulfillment, and the interaction between them predicted changes in well-being. Height of aspirations predicted later aspiration fulfillment. Consequently, the positive relationship between aspirations and well-being is dependent on the continued fulfillment of aspirations.

F196**EFFECTS OF SOCIAL STATUS ON BUYING HABITS AND HAPPINESS WHILE SPENDING MONEY**Aekyoung Kim¹, Ryan T. Howell¹¹*San Francisco State University*

We examine the role of sociometric and socioeconomic status in buying habits and happiness while spending money. Sociometric status decreases materialism and increases happiness about purchases regardless of product types. Low income in childhood leads to lasting materialism and higher happiness from possessions than experiences, despite improved income or status.

F197**CROSS-CULTURAL EVIDENCE FOR THE INFLUENCE OF POSITIVE SELF-EVALUATION ON CROSS-CULTURAL DIFFERENCES IN WELL-BEING**Hyunji Kim¹, Ulrich Schimmack¹, Aleksandr Kogan¹, Cecilia Cheng²¹*University of Toronto*; ²*University of Hong Kong*

We propose that cultural norms about realism and hedonism contribute to the cross-cultural differences in well-being over and above differences in objective living conditions. To test this hypothesis, we used samples from China and the United States. Results supported the mediating role of positive evaluative bias in cross-cultural differences in well-being.

F198**FORECASTING VERSUS RECALLING: TEMPORAL SHIFTS IN THE VALUE OF PLEASURE AND MEANING FOR HEDONIC JUDGMENTS**Jinhyung Kim¹, Jennifer Kim², Incheol Choi²¹*Texas A&M University*; ²*Seoul National University*

The present research explored what roles pleasure and meaning play in hedonic judgments across temporal perspectives. Our findings indicate that whereas pleasure is deemed more important for happiness when contemplating the future, meaning figures critically into happiness judgments when reflecting on the past.

F199**CHECKING EMAIL LESS OFTEN REDUCES STRESS, LEADING TO INCREASED WELL-BEING**Kostadin Kushlev¹, Elizabeth W. Dunn¹¹*University of British Columbia*

Does checking email less frequently decrease stress, leading to enhanced well-being? Participants checked their email three times a day for one week and, during another week, checked it as many times as possible. When they checked their email less, people experienced less stress, which predicted greater well-being.

F200**THE MEANINGFULNESS OF PARENTHOOD AND ITS IMPACT ON DEPRESSION DURING INFERTILITY TREATMENT**Elizabeth Lauro¹, Sarah R. Holley¹, Lauri A. Pasch², Maria E. Bleil², Nancy E. Adler², Patricia K. Katz²¹*San Francisco State University*; ²*University of California, San Francisco*

The present study examined whether the meaning attached to a successful pregnancy outcome was associated with levels of depression in women seeking infertility treatment. After controlling for perceived stress, self-reported meaningfulness was associated with higher levels of depression. Results further showed a significant interaction between meaningfulness and perceived stress.

F201**CULTURE MATTERS WHEN DESIGNING THE PERFECT POSITIVE ACTIVITY: A COMPARISON OF THE U.S. AND SOUTH KOREA**Kristin Layous¹, HyunJung Lee², Incheol Choi², Sonja Lyubomirsky¹¹*University of California, Riverside*; ²*Seoul National University*

Our cross-cultural study explored whether the sequence of positive activities moderates their benefits for well-being. U.S. participants benefitted most from expressing gratitude as their first activity, whereas South Korean participants benefitted most from performing kind acts first. Also, effort predicted increases in well-being in U.S. but not South Korean participants.

F202**WHAT MADE YOU HAPPY EASTER DAY? EXPLORING UNDERGRADUATES' DAILY POSITIVE AFFECT REGULATION USING DRM APPROACH**Hwaryung Lee¹, Randy J. Larsen¹¹*Washington University in St. Louis*

This study explored how people create and maintain positive feelings in daily life using the Daily Reconstruction Method. After chronicling undergraduates' daily activities, we extracted eight components of positive affect regulation. The frequency of three components, each related to socializing (e.g., in-depth conversation), correlated with participants' personality or happiness.

F203**POSITIVE AND NEGATIVE LIFE CHANGE POST-EARTHQUAKE: OCCURRENCE AND STABILITY**Emma M. Marshall¹, Roeline G. Kuijer¹¹*University of Canterbury*

This study examined the temporal course of posttraumatic life change following two major earthquakes in New Zealand. The occurrence and stability of self-reported life changes post-earthquakes differed across life domains (relationships, personal growth, and world beliefs). Variables that predicted stability also differed across life domains. Theoretical implications will be discussed.

F204**GROUP NORMS, PERSONAL PRIORITIES AND TEMPORAL FIDELITY: ASPECTS OF IMPLICIT-EXPLICIT MOTIVE CONGRUENCE AND IMPLICATIONS FOR WELL-BEING**Chris C. Martin¹, Amanda K. Fuller¹, Todd M. Thrash¹¹*College of William and Mary*

Implicit-explicit motive congruence has hitherto been measured normatively. We examined not only normative congruence, but also temporal congruence (covariation of implicit and explicit motives across time) and configural congruence (covariation across content domains). Across two studies, configural congruence was the only form of congruence that consistently predicted better well-being.

F205**EXAMINING THE POSITIVE COGNITIVE TRIAD: A LINK BETWEEN RESILIENCE AND WELL-BEING**Mansi H. Mehta¹, Rachel L. Grover¹, Theresa E. DiDonato¹, Matthew W. Kirkhart¹¹Loyola University Maryland

We investigated whether three positive cognitive factors mediated the link between resilience and well-being. Results from this study of 198 individuals in graduate school supported our hypotheses that self-esteem, world-view, and hope, each partially mediated this link, indicating a pathway between resilience and well-being.

F206**BENEFITS OF WRITING: A COMPARISON BETWEEN GRATITUDE VERSUS PRIDE FOCUSED WRITING**Anjali Mishra¹, Robert Emmons¹¹University of California, Davis

Grateful writing promotes well-being, but few studies have compared it with other positive forms of writing. In this 4-day daily diary study (including a pretest, post-test and four weekly follow-up surveys) the grateful writing group showed significantly more positive affect and well-being over time, compared to the other experimental groups.

F207**A RANDOMIZED-CONTROLLED TRIAL OF THE MINDFUL SELF-COMPASSION PROGRAM**Kristin D. Neff¹, Christopher Germer²¹University of Texas at Austin; ²Harvard Medical School

A randomized controlled trial evaluated the effectiveness of the Mindful Self-Compassion (MSC) program, an 8-week workshop designed to teach self-compassion skills. MSC participants (N = 25) were compared to waitlist controls (N = 27). MSC yielded significant improvements in self-compassion, mindfulness, other-compassion, and wellbeing, with gains maintained one year later.

F208**SELF-AFFIRMATION AND SUBJECTIVE WELL-BEING: AFFIRMING CORE VALUES ENHANCES LIFE SATISFACTION AND POSITIVE AFFECT, AND DECREASES NEGATIVE AFFECT**S. Katherine Nelson¹, Joshua A. Fuller², Incheol Choi², Sonja Lyubomirsky¹¹University of California, Riverside; ²Seoul National University

We conducted two studies in two different cultures to extend past work on self-affirmation to include well-being outcomes. In two studies, self-affirmation led to improvements in well-being, including enhanced satisfaction, meaning, positive affect, and need satisfaction (Study 1), as well as reductions in negative affect (Study 2).

F209**PERCEIVED QUALITY OF LIFE FOR PEOPLE LIVING NEAR A DUMPSITE IN NIGERIA**Peter O. Olapegba¹, Erhabor S. Idemudia¹¹North - West University, South Africa

This cross-sectional study examined perceived quality of life as influenced by self-esteem, learned helplessness and environmental adaptation among people living near refuse dumpsite in Lagos, Nigeria. Structural Equation Modeling partially supported our hypothesized explanatory model. Self-esteem had direct and indirect effect on perceived quality of life, with environmental adaptation mediating.

F210**GIVE ME LIBERTY AND GIVE ME HEALTH: GENDER DIFFERENCES IN CIVIL LIBERTIES PREDICTING AUTONOMY AND HEALTH IN 76 COUNTRIES**Brett W. Quimette¹, William S. Ryan¹, Netta Weinstein²¹University of California, Santa Barbara; ²University of Essex

Living in a country with limited civil liberties is associated with deficits in autonomy and health-related outcomes. This relationship is

particularly strong in women, such that they experience greater deficits to autonomy and health than do men. Autonomy support mediates this relation between civil liberties and health.

F211**PREDICTIONS OF SELF DIMENSIONS ON WELL-BEING**Joonha Park¹¹The University of Tokyo

Multiple self dimensions, individualism, collectivism, affective relationism, fear of reputation and adaptation to others, were included in the model predicting Korean undergraduates' subjective well-being. Following individualism, affective relationism was also significant. Fear of reputation of interdependence was a negative predictor on SWB. Neither collectivism nor economic status was significant.

F212**IMPACT OF ATTITUDES TOWARDS THE PURSUIT OF HAPPINESS ON RESPONSE TO HAPPINESS-BASED SELF-HELP**Acacia C. Parks¹, Rebecca K. Szanto¹, Katherine Canada²¹Hiram College; ²Reed College

This study examines the impact of self-reported attitudes towards the pursuit of happiness (APH) on the extent to which one benefits from using a happiness-based self-help book. Positive-APH participants improved on depressive symptoms over 8 weeks, but negative-APH individuals did not, despite equal average compliance levels in both groups.

F213**FEMININE ARCHETYPE INTERNALIZATION, PSYCHOLOGICAL WELL-BEING, AND REDUCTION OF NEGATIVE MOOD**Jennifer K. Pryse¹, Alicia Limke¹, Paul C. Jones¹¹Southern Nazarene University

This study examined the association between internalization of a feminine archetype, psychological well-being, and mood. As internalization increased, well-being and positive mood increased and negative mood decreased. As expected, individuals exposed to a feminine archetype reported lower levels of negative mood than individuals exposed to a masculine archetype.

F214**FIVE-FACTOR PERSONALITY IN OLDER ADULTS: IMPLICATIONS FOR CAREGIVER SUBJECTIVE HEALTH**Catherine Riffin¹, Corinna E. Löckenhoff¹, Karl Pillemer¹, Bruce Friedman², Paul T. Costa, Jr.³¹Cornell University, Department of Human Development; ²University of Rochester, Department of Community and Preventive Medicine; ³Duke University School of Medicine, Behavioral Medicine Research Center, and Department of Psychiatry and Behavioral Sciences

This study investigated associations between care recipients' five-factor personality traits and caregivers' physical and emotional health. Analyses of 269 dyads of older adults and their informal caregivers found that care recipient agreeableness was associated with better caregiver physical health, as were the personality styles "easygoing" and "well-intuited" but not "leadership."

F215**CAN PASSION BE POLYAMOROUS? THE IMPACT OF HARMONIOUS AND OBSESSIVE PASSION FOR MULTIPLE ACTIVITIES ON HEDONIC AND EUDAIMONIC WELL-BEING**Benjamin J. I. Schellenberg¹, Daniel S. Baillis¹¹University of Manitoba

We examined the influence of harmonious (HP) and obsessive passion (OP) for multiple activities on measures of well-being. Results obtained from undergraduate students (N = 199) suggested that being passionate for a second activity does not contribute to overall well-being, and may paradoxically increase negative affect.

F216**HOW CAN WE HELP? IDENTIFYING CRUCIAL ELEMENTS OF SOCIAL SUPPORT FOLLOWING TRAUMA INCREASES EFFECTIVENESS OF PSYCHOLOGICAL TREATMENT**Scott P. Secor¹, Alicia Limke¹, Ronald W. Wright¹¹*Southern Nazarene University*

Individuals were asked to identify specific aspects of the helping relationship that they felt were necessary to their healing and progression following trauma. Qualitative analyses identified three main themes used to create the Elements of Social Support Questionnaire. Validating analyses show support for the structure of the newly created scale.

F217**LEADERSHIP IS ASSOCIATED WITH LOWER LEVELS OF STRESS**Gary D. Sherman¹, Joa J. Lee¹, Amy J. C. Cuddy¹, Jonathan Renshon¹, Christopher Oveis³, James J. Gross², Jennifer S. Lerner¹¹*Harvard University*; ²*Stanford University*; ³*University of California, San Diego*

We explored the relationship among leadership, sense of control, and stress. Leaders had lower cortisol and less anxiety than non-leaders. In a second study, leaders holding more powerful positions felt a greater sense of control and consequently had lower cortisol and less anxiety than did leaders holding less powerful positions.

F218**IN OR OUT OF MY CONTROL?: RELATIONSHIP BETWEEN PERCEPTION OF CONTROL AND SUBJECTIVE WELL-BEING**So-Hyeon Shim¹, Adam Galinsky¹¹*Northwestern University*

This research examined how perception of control affects subjective well-being (SWB). The findings show that thinking of having control increases happiness, whereas thinking about lack of control decreases happiness, and that optimism is the mechanism underlying the effects.

F219**ATTACHMENT, WORKING ALLIANCE, AND EXPLORATION IN PSYCHOTHERAPY**Katherine Smith¹, Alicia Limke¹, Ronald W. Wright¹¹*Southern Nazarene University*

Clients and therapists answered questions regarding the working alliance, and clients completed measures of romantic attachment, attachment to therapist, environmental mastery, and purpose in life. Results indicate that therapists' perceptions of the working alliance predict clients' reports of environmental mastery. Attachment to therapist also predicts clients' reports of environmental mastery.

F220**COMPARING THE BENEFITS OF POSITIVE VERSUS COGNITIVE-BEHAVIORAL SELF-HELP STRATEGIES**Rebecca K. Szanto¹, Acacia C. Parks¹¹*Hiram College*

We tested the relative efficacy and effectiveness of positive (POS) versus cognitive-behavioral (CB) strategies as compared with naturally-occurring mood-managing behaviors. Both self-help approaches beat the control group. Trends indicate that while CB outperformed POS on depressive symptom reduction (i.e. efficacy), POS outperformed CB on participant preference and compliance (i.e. effectiveness).

F221**PARENTS' ATTITUDES TOWARDS CHILD WELFARE PREDICTS SUBSEQUENT PARENT-CHILD RECONCILIATION**Corby P. Thompson¹, Limke Alicia¹, Paul C. Jones¹¹*Southern Nazarene University*

Parents court ordered to be involved with the child welfare programs in Oklahoma volunteered to complete five measures designed to assess themes in perception, including a measure created for this study. Positive perceptions of the child welfare system predicted the probability of reunification within a six-month period.

F222**HAPPINESS BEFORE AND AFTER THE GREAT EAST JAPAN EARTHQUAKE: THE RESILIENCE OF YOUTH**Yukiko Uchida¹, Yoshiaki Takahashi², Kentaro Kawahara³¹*Kyoto University*; ²*Japan International Cooperation Agency*; ³*Economic and Social Research Institute, Cabinet Office, Government of Japan*

This paper presents the results of a longitudinal survey study (N=10744) that examines how the Great East Japan earthquake of March 2011 has affected the happiness of young people in Japan. People who were thinking about the earthquake when they completed the second survey were happier after the earthquake.

F223**BRIDGING THE HAPPINESS GAP: SELF-ENHANCEMENT EXPLAINS THE IDEOLOGICAL DIFFERENCES IN SELF-REPORTED HAPPINESS**Sean P. Wojcik¹, Peter H. Ditto¹, Jonathan Haidt², Jesse Graham³, Spassena Koleva³, Ravi Iyer³, Matt Motyl⁴¹*University of California, Irvine*; ²*New York University*; ³*University of Southern California*; ⁴*University of Virginia*

A large Internet sample revealed higher levels of self-enhancement bias among political conservatives than political liberals. Mediation analyses indicated that this tendency explains the well-documented relationship between conservatism and self-reported happiness. Implications for group-level comparisons of self-report data are discussed, particularly within the domain of subjective-well being.

F224**I EMPATHIZE, THEREFORE YOU ARE OKAY: EMPATHY IN SOCIAL SUPPORT AS THE MOST IMPORTANT PREDICTOR OF WELL-BEING FOLLOWING TRAUMA**Ronald W. Wright¹, Scott P. Secor¹, Alicia Limke¹¹*Southern Nazarene University*

This study addressed the specific aspects of social support that are linked to well-being. Specifically, the less impactful the trauma and the greater the indicated elements of friend empathy/presence support, the higher the reported overall psychological well-being.

F225**HAPPINESS INCREASING STRATEGIES: WHAT DO PEOPLE DO IN EVERYDAY LIFE TO FEEL HAPPY?**Youyou Wu¹¹*University of Cambridge*

This study examined what people do in everyday life to maintain or promote their happiness. From a survey of one hundred university students, eight general "happiness increasing strategies" were derived. We also found that the effectiveness of the strategies to a large extent depends on people's personality.

F226**THE PRESENT IS WHERE HAPPY FEELINGS LIE: THE IMPACT OF TIME PERSPECTIVES IN ASSESSING HAPPINESS**Jiah Yoo¹, Young-Woo Sohn¹¹*Yonsei University*

Experiencing positive feelings are important components of greater happiness. However, our minds are not always optimally calibrated to be able to recognize and rejoicing these positive feelings. The present research examines that time perspectives determine the degree to which positive feelings influence a person's assessment of his or her own happiness.

F227**COPING STRATEGIES AS MEDIATORS ON THE RELATIONSHIPS BETWEEN HOPE, BASIC TRUST AND STRESS RELATED-GROWTH**Mariusz Zieba¹¹*Warsaw School of Social Sciences and Humanities, Poland*

This study (N=80) evaluated the mediator role of coping strategies on the relationships between hope, basic trust and stress related-growth. Results show that positive effect of basic trust on SRG is mediated by

positive reinterpretation & religion coping. Relationship between hope and SRG is mediated by use of social support.

F228
TOWARDS AN INTEGRATED THEORY OF THE NATURE AND MEASUREMENT OF WELL-BEING: A MULTIPLE-INDICATOR-MULTIPLE-RATER MODEL

Christopher Zou¹

¹University of Toronto

The present study examines the validity of well-being ratings made by multiple raters. The main findings were that self-ratings and informant ratings are equally valid, about one-third of the variance in self-report measures is valid, and aggregation across four raters can increase the amount of valid variance to about two-thirds of the variance.

Social Neuroscience

F229
VISUAL ATTENTION AND MEMORY IN REPRESSIVE COPING STYLE

Lauren L. Alston¹, Anthony Singhal¹, Andrea T. Shafer¹, Esther Fujiwara¹

¹University of Alberta

People with a repressive coping style display early vigilance followed by attentional avoidance of threat information along with reduced later memory. Using eye-tracking during encoding we tested subsequent memory and found viewing time predicted later memory for negative pictures in non-repressive but not repressive coping style.

F230
THE SOCIAL BRAIN: ANATOMY, ENDOCRINOLOGY AND FUNCTION

Shir Atzil^{1,2,4}, Talma Hendler^{2,3}, Ruth Feldman^{1,5}

¹Bar-Ilan University, Israel; ²Tel-Aviv Sourasky Medical Center, Israel; ³Tel Aviv University, Israel; ⁴Northeastern University, Boston; ⁵Yale University

Biobehavioral synchrony is hypothesized to serve as a social-affiliation mechanism, and the neural attributes that underlie synchrony were explored. Behaving synchronously and perceiving synchrony in others involve neural attributes of social-cognition, reward and oxytocin. These results support the hypothesis that synchrony is an efficient mechanism for human affiliation.

F231
HYPERSENSITIVITY IN BRAIN SYSTEMS ASSOCIATED WITH DISTRESS DURING SOCIAL EXCLUSION PREDICTS NARCISSISM ABOVE AND BEYOND SELF-REPORTED FEELINGS OF DISTRESS

Christopher N. Cascio¹, Sara Konrath¹, Emily B. Falk¹

¹University of Michigan

The current study tested the hypothesis that narcissists' hypersensitivity to social exclusion might be a function of hypersensitivity in brain systems associated with distress. Activity in social pain regions during exclusion was significantly associated with narcissism, and explained variance above and beyond that explained by self-reported distress during exclusion.

F232
DOES THE MEDIAL PREFRONTAL CORTEX DIFFERENTIATE SELF FROM MOTHER IN CHINESE?

Pin-Hao A. Chen¹, Dylan D. Wagner¹, Kelley M. William¹, Katherine E. Powers¹, Todd F. Heatherton¹

¹Psychological and Brain Science, Dartmouth College

The current study examined whether the MPFC can differentiate self from mother in both Chinese and English for Chinese students. Our findings revealed that the MPFC strongly differentiated between self and mother in both languages, suggesting that those Chinese who are willing to go abroad might be inherently more independent.

F233
THE INTERACTIVE EFFECT OF SOCIAL PAIN AND EXECUTIVE FUNCTIONING ON AGGRESSION: AN FMRI EXPERIMENT

David S. Chester¹, Naomi I. Eisenberger², Richard S. Pond¹, Stephanie B. Richman¹, C. Nathan DeWall¹

¹University of Kentucky; ²University of California, Los Angeles

We tested whether social pain, as evidenced by dorsal anterior cingulate cortex (dACC) activation in response to social rejection, predicts greater aggression and if executive-functioning moderates this link. Participants with low executive-functioning showed a positive association between dACC and aggression whereas those with high executive-functioning showed a negative association.

F234
MANIPULATED CORTICAL ACTIVATION MODULATES LOCAL-GLOBAL ATTENTIONAL SCOPE

Mary S. Cook¹, Bryan D. Poole¹, Philip A. Gable¹

¹The University of Alabama

Hand contractions were used to manipulate contralateral cortical activity of the motor strip prior to measures of local and global attentional scope. Manipulating left- as opposed to right-cortical activity enhanced processing of local targets in the left hemisphere and narrowed attentional scope.

F235
LEARNING IN THE FACE OF NEGATIVE SOCIAL FEEDBACK: A NEUROCOGNITIVE APPROACH

Christopher M. Crew¹, Oita Hoxha², Geraldine Downey¹, Jennifer Mangels²

¹Columbia University; ²Baruch College

We compared neural (event-related potential) responses to social and nonsocial negative feedback in a general knowledge task. Social feedback predicted earlier and larger feedback-related negativity (FRN). Although the FRN was not associated with learning, a later, sustained response over parietal regions (Late Positive Potential) positively predicted learning for social feedback.

F236
ERN SENSITIVITY TO POTENTIAL EXPRESSIONS OF RACIAL BIAS: AN EXPANDED WEAPONS IDENTIFICATION PARADIGM

Emily L. Dix¹, Ki Jin Kim¹, Laura Ramos¹, Cassandra Vega¹, Rebecca J. Compton¹

¹Haverford College

An expanded Weapons Identification Task (Payne, 2001) in conjunction with EEG recording examined whether sensitivity of the error-related negativity (ERN) to racially biased errors (e.g., Amodio et al., 2004) generalizes to different stereotypes (positive and Asian). Results supported ERN sensitivity to racial information, manifested differently in Black and Asian blocks.

F237
SOCIAL EXCLUSION LEADS TO REDUCED RISK-TAKING

Vita Droutman¹, Stephen Read¹, Ellen O'Connor¹, John Shen¹

¹University of Southern California

This work examines the effect of social exclusion on risky decision-making and explores neural components responsible for this effect. It suggests that social exclusion leads to less risk taking and that activation of the insular cortex may mediate between social deprivation and risk preference.

F238
NEURAL ACTIVITY PREDICTS BOX OFFICE PERFORMANCE OF MAINSTREAM FILMS

Benjamin C. Gunter¹, Locke Welborn¹, Stephanie Vezich¹, Matthew D. Lieberman¹

¹University of California, Los Angeles

Neural response to persuasive stimuli predicts future change in population-level behavior more accurately than self-report alone. We scanned participants while they viewed trailers advertising unreleased

films. Preliminary analyses reveal several regions that are tied to future box office performance beyond self-reported estimation and liking of trailers.

F239**NEURAL PROCESSING OF UNCERTAINTY AND THREAT: THE ROLE OF THE HUMAN AMYGDALA**

Ingrid J. Haas¹, William A. Cunningham²

¹The Ohio State University; ²University of Toronto

We argue that responses to uncertainty are context-dependent, and may differ as a function of the presence or absence of threat. To test this, we experimentally manipulated threat and uncertainty during functional Magnetic Resonance Imaging (fMRI). Results show that the amygdala responds differently to uncertainty as a function of threat.

F240**CONNECTION BETWEEN ONESELF AND FAMILY MEMBERS IN THE HUMAN BRAIN**

Gang Wang¹, Yina Ma¹

¹Peking University

We investigated how family members are associated with oneself in the human brain. We scanned 14 middle-aged couples, using functional MRI, during trait judgments on oneself/spouse/child and a celebrity. We found overlapped activation in the medial prefrontal cortex during oneself/spouse/child judgments, suggesting shared neural representations of oneself and family members.

F241**SEX-RELATED EFFECTS OF OXYTOCIN ON INTERPERSONAL CLOSENESS AND EMOTIONAL ACCURACY**

Kathryn J. Hawley¹, Katherine D. Reilly², Violetta K. Schaan³, Wendy Berry Mendes¹

¹University of California, San Francisco; ²New York University; ³University of Luxembourg

The effects of oxytocin might be sexual dimorphic. Male and female participants (N=122; 49% females) were tested using intranasal spray in a double-blind randomized, OT vs. placebo-controlled trial. OT-men reported an increase in interpersonal closeness and higher emotional accuracy relative to OT-women; placebo conditions did not yield sex differences.

F242**THE IMPACT OF AMBIVALENCE ON CUE-REACTIVITY IN CIGARETTE SMOKERS**

Sarah E. Henderson¹, Catherine J. Norris¹

¹Dartmouth College

Smokers were shown pleasant and unpleasant smoking images paired with positive or negative text while undergoing fMRI. Activity in the nucleus accumbens to pleasant/positive-pairings decreased as participants reported greater ambivalence about their smoking habits, and this greater ambivalence was also correlated with higher ratings of ambivalence for the pleasant/positive category.

F243**ALCOHOL PLACEBO EFFECTS ON COGNITIVE CONTROL OF RACE BIAS: INVESTIGATING NEURAL MECHANISMS**

Joseph B. Hilgard¹, John G. Kerns¹, Bruce D. Bartholow¹

¹University of Missouri - Columbia

Participants consumed placebo alcohol or a control beverage and then performed the Weapons Identification Task (Payne, 2004) while brain activity was measured using fMRI. Placebo participants demonstrated a chronic increase in control and increased reactions to errors, recruiting areas such as anterior cingulate cortex and lateral prefrontal cortex.

F244**WHY ARE YOU SMILING? IN A STRATEGIC CONTEXT, PEOPLE'S FACIAL RESPONSES REFLECT THE MEANING OF ANDROID FACIAL EXPRESSIONS**

Galit Hofree¹, Paul Ruvolo², Chris Reinert¹, Marian S. Bartlett², Piotr Winkielman¹

¹Department of Psychology, University of California, San Diego; ²The Institute for Neural Computation, University of California, San Diego

Facial expressions play an important role in human emotional communication. Our current study provides evidence for contextual modulation of human responses to facial expressions of a hyper-realistic android. These findings suggest a high level of sophistication in facial communication between humans and robots.

F245**SOCIAL MANIPULATION OF PREFERENCES IN THE HUMAN BRAIN**

Keise Izuma^{1,2}, Ralph Adolphs¹

¹California Institute of Technology; ²Tamagawa University

Heider's (1946) balance theory states that our preferences are influenced by those of other people, as well as our attitude towards those other people. An fMRI study to elucidate the underlying neural substrates found that dmPFC tracked the degree of cognitive imbalance and was strongly associated with subsequent preference change.

F246**INDIVIDUAL DIFFERENCES IN MOTIVATION TO CONTROL PREJUDICE AND THE PROCESSING OF EMOTION IN RACIALLY AMBIGUOUS FACES**

Julie A. Kittel¹, Cheryl L. Dickter¹

¹College of William and Mary

Participants categorized angry, happy, and neutral racially ambiguous faces while EEG data were recorded. Participants high in internal motivation to control prejudice (IMS) showed differences in neural processing of angry compared to happy or neutral faces, indicating that individual differences in motivation can affect the neural processing of contextual features.

F247**PERSON ATTRIBUTIONS UNDER STRESS**

Jennifer T. Kubota¹, Rachel Mojdehbakhsh¹, Candace Raio¹, Tobias Brosch², Jim Uleman¹, Elizabeth Phelps¹

¹New York University; ²University of Geneva

To explore the effects of stress on person attributions, participants were physiologically stressed or not before completing an attribution task and cortisol samples were collected throughout. Stress resulted in increased cortisol and exacerbated the fundamental attribution error such that individuals made more dispositional than situational attributions compared with no stress.

F248**EMPATHY FOR PAIN AND ALEXITHYMIA: A RTMS STUDY**

Morgan Lemaire¹

¹University of Liège, Belgium

In the present study, we investigated the electrodermal response of alexithymic participants during an empathy for pain task before and after an inhibiting rTMS on the right DLPFC to facilitate the ACC activation, with the aim to enhance the emotional expression for alexithymic population.

F249**MOTHER IS GOOD BUT OTHERS NOT: NEURO-MECHANISM SHOWED BY ERPS**

Lili Wu¹, Huajian Cai¹, Yu Y.Y. Luo¹, Ruolei Gu¹

¹Key Laboratory of Behavioral Science, Institute of Psychology, Chinese Academy of Sciences

Neural basis underlying differential attitudes toward mother and others were examined by using the ERPs. Behavioral revealed positive attitude toward mother but not toward others. ERPs showed that the differentiation between mother and others manifested on perceptual

features first and then valence information as shown by P200 and LPP, respectively.

F250
WHO FEELS GOOD ABOUT THE SELF? SOCIOECONOMIC STATUS MODULATES REWARD ACTIVITY DURING SELF-REFLECTION

Yina Ma^{1,2}, Shihui Han¹

¹*Peking University*; ²*Dartmouth College*

To study whether people equally get reward from self-reflection, we scanned 42 adults, using functional MRI, during self-reflection. Participants reporting high vs. low SSS showed greater activity in the bilateral caudate/thalamus and medial prefrontal cortex during self-reflection. Thus individuals with high but not low SSS get reward from self-reflection.

F251
SELF-CONSTRUAL AND SOCIO-EMOTIONAL PROCESSING

Junaid S. Merchant¹

¹*University of Oregon*

Few studies have examined how self-construal moderates basic social and emotional processes. The present fMRI study combined face and text versions of the Emotional Stroop Task to differentiate social-emotional and valence sensitivity related to self-construal. Results suggest that self-construal modulates valence sensitivity most for social information.

F252
BETWEEN A ROCK AND A HARD PLACE: AN FMRI STUDY ON AMBIVALENT DECISION-MAKING AND ITS CONSEQUENCES

Hannah Nohlen¹, Frenk van Harreveld¹, Eveline Crone²

¹*University of Amsterdam*; ²*Leiden University*

In an fMRI study (N=43) we investigated the brain processes involved in ambivalent decision-making. Ambivalence leads to higher activation in the TPJ, insula (both bilaterally), and ACC, areas related to perspective-taking, emotion and conflict processing. The stronger these activations, the less ambivalence individuals experienced subsequently, probably due to dissonance reduction.

F253
COMBINING SENTIMENT ANALYSIS AND NEUROIMAGING DATA TO GAIN SOCIAL PSYCHOLOGICAL INSIGHT

Matthew Brook. O'Donnell¹, Emily B. Falk², Matthew D. Lieberman³

¹*Institute for Social Research, University of Michigan*; ²*Department of Communication & Institute for Social Research, University of Michigan*; ³*Department of Psychology, UCLA*

We demonstrate the synergy of automated language analysis with fMRI data in a study where subjects were exposed to socially relevant stimuli and asked to provide free-form post-scan language samples. Positive sentiment in text is associated with activation in neural regions associated with self-related processing, social cognition and memory encoding.

F254
ANTICIPATING SOCIAL FEEDBACK ENGAGES THE NUCLEUS ACCUMBENS AND MEDIAL PREFRONTAL CORTEX

Katherine E. Powers¹, Leah H. Somerville², William M. Kelley¹, Todd F. Heatherton¹

¹*Dartmouth College*; ²*Harvard University*

This study examined neural activity during expectations of social evaluation and modulation by individual differences in rejection sensitivity. Anticipating social feedback recruited the nucleus accumbens and medial prefrontal cortex. Individuals high in rejection sensitivity displayed increased neural reactivity when facing potential negative evaluation, and remembered receiving negative feedback more accurately.

F255
CARDIAC VAGAL TONE MODERATES THE EFFECT OF OXYTOCIN ON SOCIAL PERCEPTION

Katherine D. Reilly¹, Kathryn Hawley², Violetta Schaan², Wendy B. Mendes²

¹*New York University*; ²*University of California, San Francisco*

We measured participants' cardiac vagal tone and administered oxytocin or a placebo before participants completed a task assessing person perception accuracy. There was a significant interaction between vagal tone and drug condition. These results provide support for the hypothesis that vagal tone moderates oxytocin's effects on social perception.

F256
A META-ANALYSIS OF NEUROIMAGING STUDIES OF AFFECT ACROSS THE MODALITIES

Ajay B. Satpute¹, Tamina Daruwala¹, Tor D. Wager³, Lisa Feldman Barrett^{1,2}

¹*Northeastern University*; ²*Massachusetts General Hospital*; ³*University of Colorado, Boulder*

Embodied and constructivist theories of emotion suggest that a complete account for the neural basis of affective experience relies on understanding both core affective circuitry and modality specific circuitry. We analyzed over 400 emotion neuroimaging studies to examine whether modality specific regions are also engaged by manipulations of affect.

F257
THE GOOD, THE BAD, AND THE OXYTOCIN: CONTEXT-SPECIFIC FACILITATION OF HELPING

Violetta K. Schaan¹, Katherine D. Reilly², Kathryn J. Hawley³, Wendy Berry Mendes³

¹*University of Luxembourg*; ²*New York University*; ³*University of California, San Francisco*

Evidence suggests that oxytocin might facilitate helping behavior. Participants (N =122) were tested in a double-blind randomized placebo-controlled trial with intranasal oxytocin. Helping behavior was 1) shaped by stimulus valence, 2) triggered by social stimuli and 3) sensitive to social group (animals vs. humans).

F258
A NOVEL PARADIGM FOR INVESTIGATING THE NEURAL AND COMPUTATIONAL MECHANISMS OF THEORY OF MIND

Damian A. Stanley¹, Cendri A. Hutcherson¹, Ghoncheh Ayazi¹, Ralph Adolphs¹

¹*California Institute of Technology*

We present a paradigm that enables computational modeling of Theory of Mind (ToM) learning while maintaining features of traditional ToM tasks (e.g. false beliefs). Behavioral analyses found that high-functioning adults with Autism were able to predict others' decisions, but, compared to controls, were worse at evaluating others' beliefs and desires.

F259
CHOOSE AND IT BECOMES PART OF YOU: NEURAL CONSTRUCTION OF INDEPENDENT SELVES

Steven R. Thompson¹, Hannah Faye Chua¹, Shinobu Kitayama¹

¹*University of Michigan*

We used functional magnetic resonance imaging (fMRI) to test whether individuals with independent self-construals would incorporate choices into their neural representation of self. Participants showed greater activity for chosen (vs. rejected) CDs in regions related to self-processing, and this difference was greater for individuals with strong independent (vs. interdependent) self-construals.

F260**NEURAL BASES OF MESSAGE PROPAGATION**Stephanie Vezich¹, Benjamin C. Gunter¹, Locke Welborn¹, Matthew D. Lieberman¹¹*University of California, Los Angeles*

The present study investigates neural correlates of message propagation using fMRI. Participants viewed trailers for unreleased films, then could share information about each film. Sharing was associated with MPFC, precuneus, and ventral striatum activity, suggesting support for our theory that participants spontaneously encode information about certain films as socially valuable.

F261**NEURAL CORRELATES OF THE FALSE CONSENSUS EFFECT: AN FMRI STUDY**Benjamin Locke. Welborn¹, Stephanie Vezich¹, Benjamin Gunter¹, Matthew D. Lieberman¹¹*University of California, Los Angeles*

Using fMRI, we investigated the neural basis of the false consensus effect in a study of the social, political, and personal attitudes of 28 UCLA undergraduates. Involvement of brain regions implicated in mentalizing and affective processes bolsters an account of consensus bias in terms of motivated reasoning.

F262**PREVENTION FOCUS ORIENTATION FACILITATES THE NEURAL PROCESS OF SUPPRESSING AGAINST MORTALITY SALIENCE**Kuniaki Yanagisawa^{1,2}, Emiko S. Kashima³, Hiroki Moriya^{2,4}, Keita Masui^{2,4}, Kaichiro Furutani⁵, Hiroshi Yoshida⁵, Mitsuhiro Ura⁴, Michio Nomura¹¹*Kyoto University*; ²*Japan Society for the Promotion of Science*; ³*La Trobe University*; ⁴*Hiroshima University*; ⁵*Hijiyama University*

Neuroimaging studies suggested the right ventrolateral prefrontal cortex (rVLPFC) activity plays a key role in suppression process. We examined whether prevention focus orientation affects rVLPFC activity during mortality salience. Prevention focus positively associated with rVLPFC activity during death prime condition, but not pain.

F263**CORTISOL RESPONSE TO FEMALE HAPPY FACES NEGATIVELY CORRELATES WITH SUBSEQUENT COGNITIVE PERFORMANCE IN MEN**Samuele Zilioli¹, Evan Caldbick¹, Neil V. Watson¹¹*Simon Fraser University*

In a sample of eighty healthy adult men, we show how extended exposure to happy female faces, compared to happy and angry male faces, leads to a rapid increase in salivary cortisol as well as a poorer performance on a mental rotation task.

Mental Health

F264**IMMIGRATION, LOSS, AND COPING: THE EFFECTS OF COPING RESOURCES ON PSYCHOLOGICAL WELL-BEING OF IMMIGRANTS AND REFUGEES**Maho Aikawa¹, Kerry S. Kleyman¹¹*Metropolitan State University*

The purpose of the current study was to examine the effect of coping with resource loss on the psychological well-being of immigrants and refugees. One hundred and fifty immigrants and refugees participated. Through SEM, coping skills were a strong predictor of well-being, indicating the importance of coping and support.

F265**THE EFFECTS OF HOPE AND COUNTERFACTUAL THINKING ON PREPAREDNESS FOR FUTURE EVENTS AND AFFECT**Emilia R. Brown¹, Paul Kwon¹, Alison N. Oviatt¹, Michelle Nakamura¹, Hannah Garcia¹, Samantha Story¹, Tyler J. Smith¹, Kate Lovejoy¹¹*Washington State University*

Researched the effects of event-specific hope and counterfactual subtype on affective change and preparedness following recollection of negative academic and relational events. Regression analyses revealed significant effects of relational hope on affect and of counterfactual subtype on preparedness. No interactions between hope and counterfactual subtype were found.

F266**PERCEIVED DISCRIMINATION IS A POTENTIAL CONTRIBUTING FACTOR TO SUBSTANCE USE AND MENTAL HEALTH PROBLEMS: EVIDENCE FROM PRIMARY CARE PATIENTS IN CHILE**Nicole M. Capezza¹, Caron Zlotnick², Robert Kohn², Benjamin Vicente³, Sandra Saldivia³¹*Stonehill College*; ²*Brown University*; ³*University of Concepción*

Participants from Chile (N=2839) reporting discrimination in the past six months were significantly more likely to be diagnosed with MDD, PTSD, hazardous alcohol use, and illegal drug use than participants not reporting discrimination. This study highlights the importance of perceived discrimination as a potential contributing factor to health problems.

F267**PRIMING OF COURAGEOUS BEHAVIOR: CONTRAST EFFECTS IN SPIDER FEARFUL WOMEN**Jesse R. Coughle¹, Kirsten A. Hawkins¹¹*Florida State University*

Spider fearful undergraduate women were administered a courage or neutral word search prime and then completed an approach task involving a tarantula. Among those reporting lower dispositional courage, the courage prime led to reduced approach behavior relative to the neutral prime. No differences were found among those high in courage.

F268**RELIGION, STRESSORS, AND WELL-BEING: RELIGIOSITY BOTH HELPS AND HURTS**Michael J. Doane¹, Marta Elliott¹¹*University of Nevada, Reno*

This study demonstrates how religiosity moderates the influence of stressors on well-being with National Co-morbidity Survey panel data (N=5,001). The results indicate that public religiosity alleviates the effect of financial hardship but exacerbates the effects of job stress and interpersonal conflict. Additionally, private religiosity intensifies the effect of job stress.

F269**ATTITUDES TOWARD MENTAL HEALTH HELP SEEKING AS A FUNCTION OF GROUP MEMBERSHIP**Brian Eiler¹, Whitney Raglin¹, Farrah Jacquez¹, Christina Luberto¹¹*University of Cincinnati*

This study examined the effects of sex and perceived control on attitudes toward seeking mental health services as a function of ethnic group membership. Results demonstrated Hispanic and Caucasian females as having more favorable attitudes toward seeking mental health services than males, however, only internal control influenced Caucasian females.

F270

SMOKING MOTIVES: THE RELATIONSHIP BETWEEN ETHNICITY AND QUIT ATTEMPTSIris Y. Guzman¹, Guadalupe A. Bacio¹, Jenessa R. Shapiro¹, Lara A. Ray¹¹University of California, Los Angeles

We examined whether smoking motives explains differences in quit attempts between Black and White smokers. Results showed that Black compared to White smokers, reported less motivation to smoke and that this partially explained the relationship between race and quit attempts. Findings suggest that race should be addressed in cessation interventions.

F271

PERCEIVED FAMILY SUPPORT, CORTICOTROPHIN RELEASING HORMONE (CRH), AND DEPRESSIVE SYMPTOMS POSTPARTUM (PPD): A BIOLOGICAL MEDIATION MODELJennifer Hahn-Holbrook¹, Christine Dunkel Schetter¹, Chander Arora², Hobel Cal²¹University of California, Los Angeles; ²Cedars-Sinai Medical Center

It is unknown whether social support influences stress hormones during pregnancy or what mediates the effects of social support on PPD. Perceived family support at 29 weeks gestation reduced the increase in the stress hormone pCRH between 29-37 weeks in 187 women, and mediated the effects of support on PPD.

F272

SELF-DISCLOSURE OF DUTY-RELATED TRAUMATIC EXPERIENCES TO COLLEAGUES AND FAMILY, AND THE MENTAL HEALTH OF FIREFIGHTERSMiho Hatanaka^{1,2}¹University of California, Irvine; ²Meijo University

The relationship between self-disclosure of duty-related trauma and the well-being of firefighters was investigated. A significant interaction was found between "coworker disclosure" and "family disclosure", suggesting that well-being deteriorated when firefighters disclosed neither to colleagues nor to the family. Results are discussed in terms of stress management for first responders.

F273

THE MEDIATING ROLE OF APPRAISAL AND COPING STRATEGIES IN RELATION TO ANXIETY AND DEPRESSIONJesse W. Howell¹, Robert Gabrys¹, Hymie Anisman¹¹Carleton University

As emotional responses to stressful situations may result from the appraisal and coping strategies employed, emotions may also influence cognition and coping strategies. Our findings suggest that anxiety influences threat appraisals and coping methods sequentially in response to potential stressors that, in turn, might favor the development of depressive symptoms.

F274

CROSS-NATIONAL PERCEPTIONS OF SOCIAL DOMINANCE AND PREVALENCE OF MANIAKaja R. Johnson¹, Sheri L. Johnson¹¹University of California, Berkeley

We tested whether bipolar I disorder (BD) is more prevalent in nations with greater potential for social dominance. Using Hofstede's (1983) Power Distance (PD) scores and epidemiological estimates of BD prevalence for 8 countries, we found that lower PD predicted more prevalent BD. Findings indicate cultural risk factors of BD.

F275

DEPRESSION, FAMILISM, AND HELP SEEKING PERCEPTIONS OF HISPANICS: MEDITATIONAL ELUCIDATION WITH IMPLICATIONS FOR INTERVENTIONAmanda R. Keeler¹, Jason T. Siegel¹, Eusebio M. Alvaro¹¹Claremont Graduate University

This study explored a possible indirect path for increasing help seeking in depressed Hispanics. Results indicate familism acts as a partial

mediator between depression and help seeking. Thereby, one possible way to increase help seeking behaviors from family is to increase or reestablishing familistic values.

F276

WE CAN MAKE IT BETTER: "WE" MODERATE THE RELATIONSHIP BETWEEN COMPROMISING STYLE AND WELL-BEINGWei-Fang Lin¹, Yi-Cheng Lin¹, Chin-Lan Huang², Lung Hung Chen³¹National Taiwan University; ²National Taiwan University of Science and Technology; ³National Taiwan Sport University

Though compromising style is a useful strategy dealing with conflict, it does not necessarily increase individual well-being. We found relational focus played as a moderator. Specifically, the more individual taking relational focus, indeed, use more "we" while describe the conflict experience, the stronger relationship between compromising style and individual well-being.

F277

PERFECTIONISTS DON'T PLAY NICELY WITH OTHERS: PERFECTIONISM, CONFLICT, AND DEPRESSION IN A 7-DAY, 14 OCCASION EXPERIENCE SAMPLING STUDYMatthew A. Macneil¹, Simon B. Sherry¹, Aislin R. Mushquash¹, Martin A. Antony², Sherry H. Stewart¹, Dayna L. Sherry³¹Dalhousie University; ²Ryerson University; ³Queen Elizabeth II Health Sciences Centre

Why are perfectionism and depression related? This study tested and supported the perfectionism social disconnection model using a 7-day, 14-occasion daily diary study of 317 undergraduates. As hypothesized, perfectionism contributed to social problems (i.e., conflict) which, in turn, resulted in depression. Perfectionism is associated with a depressogenic interpersonal environment.

F278

PERSONALITY TRAITS AND THE CHARACTERISTICS OF AND MOTIVATIONS FOR SUICIDE ATTEMPTSAlexis M. May¹, E. David Klonsky¹¹University of British Columbia

Personality traits, such as Mistrust, Exhibitionism, and Negative Temperament, predict some characteristics of suicide attempts (i.e. age of onset, intervention likelihood) and help explain why an individual attempts (i.e. to escape, to communicate). Understanding the relationship between personality traits and suicide attempts may improve interventions and inform theories of suicidality.

F279

EARLY-LIFE ADVERSITY AND DEPRESSION: EXAMINING THE ROLE OF ATTACHMENT AND UNSUPPORTIVE RELATIONSHIPSRobyn J. McQuaid¹, Opal A. McInnis¹, Kimberly Matheson¹, Hymie Anisman¹¹Carleton University

Among university students (N = 260) self-reported childhood maltreatment predicted depression scores, and this relationship was mediated by lower trust and greater alienation in relation to parents and peers. Unsupportive responses from parents (but not from peers) moderated these relationships in that high unsupport was associated with exaggerated depressive symptoms.

F280

DRIVEN TO DYSREGULATION: AFFECTIVE AND PHYSIOLOGICAL RESPONSES DURING GOAL PURSUIT IN BIPOLAR DISORDERLuma Muhtadie¹, Sheri L. Johnson¹¹University of California, Berkeley

Bipolar Disorder is characterized by dramatic affective and cognitive shifts. To test a model of reactivity during goal pursuit, 25 bipolar participants completed a cognitive task framed as an intelligence test while psychophysiology was assessed. Bipolar participants showed greater affective and cardiovascular "threat" reactivity and worse cognitive performance than controls.

F281**IS IT A MATTER OF FACT? THE IMPACT OF PRESENTATION STYLE ON SCHIZOPHRENIA KNOWLEDGE & STIGMATIZATION**John R. Purcell¹, Jana S. Spain¹¹*High Point University*

Participants reported their attitudes before and after viewing one of two PowerPoint presentations about schizophrenia. Presentations contained different perspectives and information about schizophrenia. Findings suggest that schizophrenia knowledge can be gained regardless of information presented, but desires for social distance and reported empathic willingness were not affected by knowledge increases.

F282**THE ROLE OF AFFECT AND COGNITION IN JUDGMENTS ABOUT THE NEED FOR MENTAL HEALTH TREATMENT AND WILLINGNESS TO HELP**Jessica Richardson¹, Stephen Rice¹, David Trafimow¹, Jamie Hughes²¹*New Mexico State University*; ²*University of Texas of the Permian Basin*

Public perceptions of the need for mental health treatment and the public's willingness to help those with mental illnesses were investigated. Affective responses elicited by the presence of mental illness resulted in evaluations of greater treatment needs. However, when personal responsibility for helping was requested, cognitive processes were utilized.

F283**MORE THAN JUST CONTRACEPTION: BIRTH CONTROL PROTECTS AGAINST RISK FOR SUICIDE**April Smith¹, Saul Miller²¹*Miami University*; ²*University of Kentucky*

Controlling for relevant variables, Study 1 found that women on birth control are less likely to have attempted suicide than women not on birth control ($p = .04$). Study 2 found a significant, negative relationship between both progesterone and prolactin and burdensomeness (p

Miscellaneous**F284****TIME-REFERENT HAND-ARM MOVEMENTS INFLUENCE PERCEIVED TEMPORAL DISTANCE TO PAST EVENTS**Stephanie Blom¹¹*Utrecht University*

In a study, we show that hand-arm movements (HAM's) influence temporal judgments. As "left is associated with earlier and right with later times", performing left (right) HAM's on the left (right) side of the body while thinking about a past event increases (decreases) the perceived temporal distance to the event.

F285**CULPABLE CONTROL AND UNDESIRE SIDE EFFECTS**Dorian Bloom¹, David Rose², Mark Alicke¹¹*Ohio University*; ²*Rutgers University*

The purpose of the present research was to demonstrate that evaluative footprints are stamped on virtually every component of the Knobe effect, and that these differences in evaluation account for the effect, as the culpable control model of blame would suggest.

F286**GRADUATE STUDENT PRODUCTIVITY FOR THE ACADEMIC JOB MARKET: CONGRUENCE BETWEEN ADVISOR EXPECTATIONS AND SEARCH COMMITTEE PREFERENCES**Jill A. Brown¹, Kathryn Bollich¹¹*SPSP Graduate Student Committee*

How do graduate advisor expectations and faculty position qualifications compare? SPSP faculty weigh in on this question. These data provide an informative gauge for students as they map out their career track, assess their skill set, and examine the demands of search committees in the academic job market.

F287**UNWANTED KINDNESS: HOW BENEVOLENT AGEISM CAN UNDERMINE OLDER ADULTS AND GO UNRECOGNIZED**Alison L. Chasteen¹, Jessica D. Remedios², Sarah Skyvington³, Lindsey Cary¹, Jonathan Cadieux¹¹*University of Toronto*; ²*Tufts University*; ³*University of Waterloo*

Paternalistic prejudice against older adults remains largely unexplored. We addressed this gap by developing a measure of benevolent ageism (Study 1) and by examining reactions to benevolent ageism expressed against older adults (Study 2). Our results demonstrate how ageism can go unnoticed when older adults are rejected for paternalistic reasons.

F288**THE ROLE OF PARENTING TOWARD CHILDREN'S FRUGALITY AND PRO-ENVIRONMENTAL BEHAVIORS**Ruey-Ling Chu¹¹*Academia Sinica, Taiwan*

The study examined the role of parenting toward frugality attitude and pro-environmental behaviors (PEBs). Data from 1255 Taiwan children (age 11-14) indicated that either responsiveness or demanding parenting style was positively correlated with children's frugality and PEBs. Frugality, as well as consciousness personality, effectively restrained children from daily waste and consumption.

F289**DIFFERENTIATING BETWEEN SPIRITUALITY AND RELIGIOSITY: IMPLICATIONS FOR SELF-REGULATION AND HEALTH**Haley Cole¹, Jenna Wheaton¹, R. Brian Giesler¹¹*Butler University*

A questionnaire containing measures of spirituality, religiosity, self-regulatory ability and physical health was administered to a sample of young adults. Self-regulatory ability was found to partially mediate the significant religiosity-health and spirituality-health associations. Although spirituality and religiosity were correlated, spirituality appeared to play a more significant role in these relationships.

F290**SHARING WHAT OTHERS BELIEVE: SEPARATING INFORMATION NORMATIVENESS AND COMPLEXITY IN COMMUNICATION**Elizabeth C. Collins¹, Ana Filipa Cunha¹, Filipa Santos¹, Patrícia Silva¹, Eliot R. Smith²¹*ISCTE-IUL*; ²*Indiana University, Bloomington*

Three studies examined the communication of information varying in complexity and normativeness depending on the relationship between communicators (emotional closeness and time spent together). Results suggest feelings of closeness are important to communication of all information when imagining the self, but when imagining others, results are more complex.

F291**DO LITERATURE REVIEW SKILLS TRANSFER FROM ONE CLASS TO ANOTHER?**Kathleen E. Cook¹¹*Seattle University*

Do literature review skills learned in one class transfer to another? Students were taught to write reviews in a 200-level psychology writing course, and without additional instruction, wrote reviews again in a 300-level course. Reviews from both courses were compared using a within-subjects design. Students' 300-level reviews were significantly improved.

F292**CHEMOSIGNALS COMMUNICATE HUMAN EMOTIONS**Jasper J.H.B. deGroot¹¹*Utrecht University*

In this study we show that humans communicate emotional states via chemosignals. In a double-blind experiment, we examined facial reactions, sensory-regulation processes, and visual search in response

to chemosignals (sweat). While fear-chemosignals generated a fearful facial expression and sensory acquisition, disgust-chemosignals evoked a disgusted facial expression and sensory rejection.

F293

DAY TO DAY LINKS BETWEEN TESTOSTERONE AND SEX DRIVE: ARE SOME WOMEN MORE SENSITIVE TO TESTOSTERONE THAN OTHERS?

Janna A. Dickenson¹, Lisa M. Diamond¹

¹University of Utah

Among women, the relation between testosterone and average sex drive has proven inconsistent. This study examines whether individual differences in testosterone-sensitivity (i.e., the degree to which within-person changes in testosterone levels are associated with corresponding within-person changes in sex drive) moderate the between-person link of testosterone and sex drive.

F294

DECONSTRUCTING CREATIVITY: HOW CREATIVITY RELIES ON SEEING THE FOREST AND THE TREES

Elizabeth A. Dyczewski¹

¹Ohio University

It is typically assumed that creativity is aided by global processing and hindered by local processing. However, two studies that focus on different components of the RAT demonstrate that performance requires both local (Study 1) and global (Study 2) processing. We discuss creativity from a flexible information processing perspective.

F295

“THINK HAPPY THOUGHTS”: ATTENUATING THE EFFECTS OF RACIAL DISCRIMINATION THROUGH POSITIVE EMOTIONS

Dawn Espy¹, Anthony Burrow², Anthony Ong²

¹University of Michigan; ²Cornell University

The study used a daily-diary approach to examine the extent to which positive emotions protect against the effects of daily racial discrimination in the lives of African American doctoral students. Psychological and emotional outcomes were analyzed on days with experiences of discrimination compared to days without experiences of discrimination.

F296

SPATIAL GROUNDING OF POLITICS

Ana Rita Farias¹, Margarida Vaz Garrido¹, Gün R. Semin²

¹CIS/ISCTE-IUL & Utrecht University; ²Utrecht University & Koç University

We examined if concepts related to politics are spatially grounded. We show that conservatism and socialism related words were classified faster when presented in a spatial position that is congruent with their political meaning (Study 1) and that this classification is not due to a response-key congruence bias (Study 2).

F297

THE IMPACT OF VIDEO GAME OUTCOMES AND CHOICE ON LOCUS OF CONTROL

Katrina Fong¹, Raymond A. Mar¹

¹York University

We investigated the impact of videogame outcomes (success or failure) and opportunity to choose one's avatar on locus of control. The results suggest that game outcomes do not influence locus of control. However, choice during gameplay impacted perceived external locus of control, particularly with regard to influence from powerful others.

F298

MULTIMODAL GROUNDING OF SOCIAL CONCEPTS

Margarida V. Garrido^{1,2}, Ana Rita Farias¹

¹CIS/ISCTE-University Institute of Lisbon; ²Utrecht University

We examined the multimodal grounding of an abstract category (politics) across semantic, visual and auditory tasks. Participants judged conservatism-related words as appearing more to the right and as being louder in the right-ear relative to socialism-related

words. Further, an overlapping pattern across amodal (semantic) and modality-specific representations (visual/auditory) was observed.

F299

SITUATIONAL NORMS ALL F'ED UP (SNAFU): PROFANITY, NORMATIVE INFLUENCE, AND SELF-CONTROL

Seth A. Gitter¹, Roy F. Baumeister², Lauren E. Brewer², Diane M. Tice²

¹US Army Research Institute for the Behavioral Sciences; ²Florida State University

Observing rule violations can lead observers to behave in a disorderly manner. Three studies tested the effect of profanity on individuals holding permissive or restrictive attitudes of swearing. Exposure to profanity can alter self-control usage among individuals depending on personal attitudes and the level of public support for the profanity.

F300

INSTITUTIONAL AND PERSONAL SPIRITUALITY/RELIGIOSITY AND PSYCHOSOCIAL ADJUSTMENT IN ADOLESCENCE: WITHIN- AND ACROSS-TIME ASSOCIATIONS

Marie Good^{1,2}, Teena Willoughby²

¹University of Toronto; ²Brock University

This longitudinal study examined unique and interactive associations between two dimensions of spirituality/religiosity (S/R) - institutional and personal - and several domains of psychosocial adjustment in 756 adolescents. Results imply that personal and institutional S/R are differentially associated with adjustment at both the within- and across-time levels.

F301

DOES MICRO-BLOGGING INCREASE OR DECREASE LONELINESS? AN ONLINE SOCIAL NETWORKING EXPERIMENT

Fenne L. Grosse Deters¹, Matthias R. Mehl²

¹Freie Universität Berlin; ²University of Arizona, Tucson

In an online experiment, the psychological effects of micro-blogging on Facebook were assessed. Participants added a “Research Profile” as a Facebook friend allowing for objective documentation of protocol compliance, and friends' responses. The experimentally-induced increase in micro-blogging activity resulted in reduced loneliness independent of direct social feedback by friends.

F302

IS MY IPAD A MATERIAL OR EXPERIENTIAL PURCHASE? EXPLORING THE BENEFITS OF MATERIAL PURCHASES THAT PROVIDE EXPERIENCES

Darwin A. Guevarra¹, Ryan T. Howell¹

¹San Francisco State University

Experiential purchases make people happier than material ones. However, the benefits of material purchases that provide experiences have remained unexplored. Our results indicate that material items which provide experiences have similar benefits as experiential purchases and both purchases result in more hedonic and economic benefits than material items.

F303

THE INTERNATIONAL SITUATIONS PROJECT: AN EXAMINATION OF BEHAVIORS AND SITUATIONS ACROSS CULTURES

Esther Guillaume¹, Elysia Todd¹, David Funder¹

¹University of California, Riverside

Unlike personality and behaviors, few measures exist to help conceptualize situations. The purpose of our research is to utilize the Riverside Situational Q-sort (RSQ) in order to measure the psychologically salient aspects of situations both within the U.S. and across cultures.

F304

EMBODIED COGNITION: TIGHTEN BELT

Emily K. Hong¹, Jong An Choi¹, Incheol Choi¹

¹Seoul National University

The idiom “tightening one's belt” means cutting back on spending. In current research, we examined whether tightening people's body

reduces spending. Two experiments support the hypotheses that physical tightness is negatively associated with spending. Participants in tight conditions were willing to pay less than the control group.

F305**SELF-AFFIRMATION COUNTERS THE EFFECTS OF COGNITIVE RESOURCE DEPLETION ON HEIGHT PERCEPTION**Stefan Huynh¹, Jeanine Stefanucci¹, Lisa Aspinwall¹¹University of Utah

Participants performed either a self-regulation task or a control task and viewed a height that can be acted upon (Experiments 1a and 1b). Those who performed the self-regulation task estimated the height to be taller. Experiment 2 shows that a self-affirmation manipulation can counteract the depletion effects.

F306**EXTREMISM AND COMMITTING CRIMES FOR THE GREATER GOOD: EXAMPLES FROM ECO-TERRORISM AND ANIMAL RIGHTS EXTREMISTS**Daniel N. Jones¹, Chi Zhang²¹University of Texas, El Paso; ²University of Nebraska, Lincoln

Extremism, even in the name of good, can lead to destructive behavior. Two studies investigated the desire to activist groups. Individuals with dark personalities and extremist views, even if those views are prosocial, may break the law to achieve a socially desired end.

F307**SIMULATED APPROACH ENHANCES SUBJECTIVE EXPERIENCES OF PERCEPTUAL FLUENCY TOWARD IN- AND OUT-GROUP MEMBERS**Isaiah F. Jones¹, Heather M. Claypool¹, Meghan K. Housley¹¹Miami University

Recent work illustrates that fluency affects the motor system. Not only does fluency prompt approach behavior, but both actual and simulated approach enhance experiences of fluency. This study finds the latter phenomenon regardless of whether the approached object is represented in one's self concept.

F308**EMOTIONAL RESPONSE PATTERNS TO RACIAL DISCRIMINATION: SITUATIONAL AND PHYSIOLOGICAL CORRELATES**Shawn C.T. Jones¹, Enrique W. Neblett, Jr.¹¹University of North Carolina Chapel Hill

Experiences with racial discrimination have profound effects on the physical, psychological, and emotional well-being of African Americans. The present study employed auditory racism analogues to examine the association between patterns of emotional responses to racial discrimination and psycho-physiological responses to these discriminatory events.

F309**FINDING MEANING IN MISERY: AFFECTIVELY NEGATIVE SITUATIONS CAN PROVIDE EXISTENTIAL COMFORT**Jacob Juhl¹, Clay Routledge¹¹North Dakota State University

Although previous research demonstrates that people experience meaning in life when they are in positive moods, there may be theoretically interesting situations characterized by negative affect that lead to meaning. Supporting this, two studies demonstrated that the affectively negative experience of being stressed about college increases meaning in life.

F310**SOCIALLY SITUATED INFERENCES FROM THIRD-PARTY MIMICRY**Liam Kavanagh¹, Giti Bakhtiari^{2,3}, Christopher Suhler¹, Rob Holland³, Patricia Churchland¹, Piotr Winkielman¹¹University of California, San Diego; ²University of Wuerzburg; ³Radboud University Nijmegen

Mimicry acts, by its nature, as a signal showing affiliation. Though most research focuses on signaling within the dyad, third party observers can also use mimicry as a basis for social judgements. I will

discuss studies showing that third-party observers can (unconsciously) use observed mimicry to draw negative as well as positive conclusions about mimics.

F311**DOES ANGER IMBUE LIFE WITH PURPOSE IN THE FACE OF SOCIAL ISOLATION?**Nicholas J. Kelley¹, David Tang¹, Eddie Harmon-Jones², Joshua A. Hicks¹¹Texas A&M University; ²University of New South Wales

Similarities between anger and positive affect allow for a potentially complex relationship between anger and purpose in life. Anger and purpose in life were assessed in a group of socially isolated older adults. Results reveal that moderate levels of anger were associated with the highest levels of purpose in life.

F312**HOW DOES GOAL SOURCE AND LOW GOAL PROGRESS AFFECT STEREOTYPE ACTIVATION?**L.F. Kimberley¹, B.D. Stewart¹, K.A. Quinn¹¹University of Birmingham, UK

We examined how goals influence automatic stereotype activation. The source of the goal (i.e., internal or external) may matter for people who have yet to achieve their goal. Participants primed with an internal egalitarian goal exhibited stereotype control whereas participants primed with an external egalitarian goal exhibited stereotype activation.

F313**EXPERIMENTAL MANIPULATION AND DOWNSTREAM EFFECTS OF FLOW**Amey S. Kulkarni¹, Leonard L. Martin¹¹University of Georgia

We ran a study to validate an experimental manipulation of flow, a state of complete immersion in the current activity. Participants reported feelings of flow and assigned blame to an innocent victim in accord with their previously measured just-world beliefs. Flow allowed participants to maintain use of their pre-existing concepts.

F314**IS NEGLIGENCE A FIRST COUSIN TO INTENTIONALITY? LAY CONCEPTIONS OF NEGLIGENCE AND ITS RELATIONSHIP TO INTENTIONALITY**Sean M. Laurent¹, Narina L. Nunez¹, Jennifer M. Gray¹¹University of Wyoming

Three studies examined lay conceptions of negligence. Study 1 showed high agreement on what constitutes negligence versus accidents. Study 2 examined people's definitions of negligence, uncovering features similar to the "standard" intentionality model. Study 3 manipulated knowledge and awareness, finding that these components of intentionality also affect judgments of negligence.

F315**SMOOTH MOVES: THE LITERAL "SMOOTHNESS" OF NONVERBAL BEHAVIORAL MIMICRY**Judith Rachl¹, Pontus Leander¹, Tanya Chartrand²¹University of Groningen; ²Duke University

Social "smoothness" is often associated with being charming and curiously persuasive (e.g., a "smooth operator"). Drawing on past research suggesting that nonverbal behavioral mimicry heightens the perceived smoothness of interactions (Chartrand & Bargh, 1999), our work shows that mimicry directly primes the concept of smoothness, affecting cognition and behavior.

F316**WHY SPOILERS DON'T SPOIL STORIES**Jonathan D. Leavitt¹, Nicholas J.S. Christenfeld¹¹University of California, San Diego

If spoilers truly make stories more enjoyable, is it because spoiled stories are more fluent, or because readers derive greater aesthetic pleasure when they are less focused on outcomes? Three experiments

found spoilers that describe endings – or even beginnings – can increase fluency if they are well-matched to story complexity.

F317**RESPONDING TO BAD NEWS: AGREEMENT BETWEEN SELF AND FRIEND RATINGS**

Angela M. Legg¹, Kate Sweeny¹

¹*University of California, Riverside*

People can respond to bad news with active change, watchful waiting, acceptance, or denial. Participants recalled a time when they received bad news and completed the bad news response scale. The severity, controllability, and inevitability of the news predicted participants' responses, as suggested by the bad news response model.

F318**SELF-PRESERVATION? THE COGNITIVE COSTS OF EMOTION REGULATION WHEN CONTENDING WITH DISCRIMINATION**

Dorainne J. Levy¹, Jennifer A. Richeson¹

¹*Northwestern University*

The current research examines the effects of recalling an experience with racial discrimination from either a self-immersed or self-distanced perspective on racial minority individuals' cognitive functioning and risk-taking behavior. Results revealed that participants who were self-immersed were less cognitively depleted and engaged in less risk-taking.

F319**THE INFLUENCE OF LIFE PERSPECTIVE ON INATTENTIONAL BLINDNESS**

Nobuko Mizoguchi¹, Keith D. Markman²

¹*Whitman College*; ²*Ohio University*

This study examines how adopting a broad vs. narrow life perspective influences inattentional blindness. Participants who transcended "here" and "now" by thinking about the vast world that extends beyond everyday affairs directed attention to a greater visual field, and they were more likely to notice an unexpected stimuli.

F320**WHAT ARE WE BUILT TO CARE ABOUT? FUNDAMENTAL MOTIVES AND PERSON-SITUATION INTERACTIONS**

Rebecca Neel¹, Douglas T. Kenrick¹, Steven L. Neuberg¹

¹*Arizona State University*

Individual differences in Fundamental Motives – affiliation, status, kin care, etc. – should lead people to differently perceive, respond to, and take advantage of situations. We present data on predicted differences in these motives (e.g., age and sex), discussing implications for person-situation interactions and behavior over the lifespan.

F321**THEORIES OF INTELLIGENCE AND THE AVOIDANCE OF PERFORMANCE FEEDBACK**

Corinne A. Novell¹, James A. Shepperd¹, Gregory D. Webster¹

¹*University of Florida*

Do people vary in their avoidance of intelligence feedback? Study 1 (correlational) demonstrated that people avoid intelligence feedback more if they view intelligence as fixed (entity view) than as modifiable (incremental view). Study 2 (experimental) showed this effect occurs particularly following failure; perceived coping resources and feedback utility were mediators.

F322**SADOMASOCHISM WITHOUT SEX: PAIN AS A CATALYST TO TRANSCEND THE SELF**

Brad J. Sagarin¹, Evelyn M. Comber¹, Sarah A. Hanson¹, Kathryn Klement¹, Ellen M. Lee¹, David Wietting¹, James K. Ambler¹, Michael Wagner¹, Valerie Burns¹, Eric Linddeen¹

¹*Northern Illinois University*

Sadomasochism is often conceptualized as inherently sexual and deviant. We challenge this with a study on the "Dance of Souls," a 3.5-hour event during which many participants received temporary

piercings and danced to music provided by drummers. Participants conceptualized the event as more spiritual than sadomasochistic or sexual.

F323**BETTER STAY COOL, IF YOU WANT TO UNDERSTAND THEM... EXPERIENCING COLD TEMPERATURE FACILITATES PERSPECTIVE TAKING**

Claudia Sassenrath¹, Kai Sassenberg²

¹*University of Ulm*; ²*Knowledge Media Research Center (Tuebingen)*

Successful perspective taking requires sufficient self-other differentiation. In three studies, we show that cold temperature conditions relative to warm temperature conditions foster perspective taking – both in a self-report as well as in two different performance measures – because self-other differentiation is enhanced under cold temperature conditions.

F324**DOIN' IT WELL: DEVELOPMENT OF A NEW MEASURE OF SEXUAL SATISFACTION USING ITEM RESPONSE THEORY**

Amanda M. Shaw¹, Ronald D. Rogge¹

¹*University of Rochester*

EFA and IRT analyses (N=3193) were used to develop a new measure of sexual satisfaction that, compared to commonly cited existing scales, demonstrated increased precision in measuring satisfaction and greater power for detecting differences in levels of sexual satisfaction, and was significantly more responsive to change over a 2-month period.

F325**SLEEP REACTIVITY IN CHRONIC INSOMNIA**

Brook M. Sims¹, Adriane M. Soehner², Allison G. Harvey²

¹*Alabama A&M University*; ²*University of California, Berkeley*

The study investigated differences in insomnia course, severity, sleep characteristics, and cognitive maintaining mechanisms between High and Low Sleep Reactive groups. Groups did not substantially differ in sleep characteristics, severity or insomnia course. The high sleep reactivity group exhibited poorer sleep efficiency, greater sleep-related impairment, and severe cognitive mechanisms maintaining insomnia.

F326**EFFECTS OF MIMICRY ON THE ELICITATION OF STEREOTYPE CONSISTENT BEHAVIOR**

Marielle Stel¹

¹*Tilburg University*

Mimicking other people's behaviors leads to feeling more similar to the mimicked person. Therefore, it is conceivable that mimicking a person belonging to a specific category influences people's behavior accordingly. The poster presents evidence that mimicry elicits stereotypical behaviors associated with the category the mimicked person belongs to.

F327**ENROLLING AT HOGWARTS: SOCIAL SURROGATE USE AND THE COLLECTIVE SELF**

Jennifer Valenti¹, Shira Gabriel¹, Ariana Young¹, Jaye Derrick¹

¹*University at Buffalo, SUNY*

Research examined the mechanism by which social surrogates (e.g., books, movies, television) fill social needs. Four studies utilizing correlation, daily diary, and experimental techniques all found that social surrogates are related to the collective, but not relational self, and fulfill social needs by increasing a sense of connection to collectives.

F328**THE IMPACT OF NOSTALGIA ON CREATIVITY**

Jared Vineyard¹, Kathleen C. McCulloch²

¹*Idaho State University*; ²*Lancaster University*

Little is known about the impact of nostalgia on creativity. We hypothesized that the nostalgic experience may lead to thinking "inside the box." Participants were exposed to 30 song clips, or 30

random tones, then completed the Guilford Alternative Use Task. Results showed that nostalgia lowered creative output.

F329**MACHIAVELLIAN MORALS: UNCOVERING THE TRUE NATURE OF BINDING VERSUS INDIVIDUALIZING MORALS**

Laura N. Young¹, Liane Young¹

¹*Boston College*

The relationships between clusters of moral values, Machiavellianism and cooperation were examined in three studies. The results suggest links between prosociality and individualizing values (harm/care and fairness), on the one hand, and binding values (ingroup loyalty, deference to authority, purity) and Machiavellianism (e.g., manipulative duplicity), on the other hand.

F330**COMMITTED ON FACEBOOK: AN INVESTMENT MODEL ANALYSIS OF SOCIAL NETWORKING BEHAVIOR IN CLOSE RELATIONSHIPS**

Benjamin Le¹, Lydia F. Emery¹

¹*Haverford College*

We looked at relationship behavior on Facebook through an Investment Model framework. Recent and global Facebook communication with one's partner predicted satisfaction; a dyadic profile picture, a Facebook relationship status, and overlapping friends predicted investments; and poking attractive individuals and recent Facebook communication with a former partner predicted alternatives.

F331**LOVE YOUR ENEMIES: THE EFFECT OF POSITIVE BEHAVIOR ON EXPERIENCES OF HATE AND DISLIKE**

Siobhan Torrie¹, John K. Rempel¹

¹*St. Jerome's University*

Does "loving our enemies" change how we feel about them? Participants primed with hate or dislike judged the feelings of a character that voluntarily or involuntarily acted positively towards a criminal. When primed with hate, not dislike, and compelled to act positively towards a criminal participants reported increased negative feelings.

F332**TOO MUCH (SELF) TO LOSE: SELF-EXPANSION AS A RELATIONSHIP INVESTMENT**

Brent A. Mattingly¹, Gary W. Lewandowski, Jr.²

¹*Ashland University*; ²*Monmouth University*

We examined whether self-expansion, which results in the acquisition and enhancement of perspectives, identities, capabilities, and resources, may serve as a relationship maintenance mechanism. As predicted, self-expansion was positively associated with both investment size and commitment, and investment size fully mediated the association between self-expansion and commitment.

Poster Session G

Saturday, January 19, 6:15 pm – 7:45 pm, Hall B-1

Applied Social Psychology

G1

WHAT IS EMPOWERING ABOUT EMPOWERMENT INTERVENTIONS? A SELF-DETERMINATION THEORY PERSPECTIVE

Kennon Sheldon¹, Ann Bettencourt¹

¹University of Missouri

This paper utilizes self-determination theory (SDT) to understand the mechanisms underlying the process of becoming empowered. To determine whether SDT provides an efficient framework to understand the process of empowerment, the author selected and reviewed the procedures of 18 representative empowerment interventions.

G2

HAVE A LITTLE FAITH IN ME: PERCEIVED CLIMATE SUPPORT CAN SUSTAIN INTENTION TO PURSUE A RESEARCH CAREER FOR MINORITY TRAINING PROGRAM STUDENTS WITH LITTLE CONFIDENCE

Maria A. Aguilar¹, Anna Woodcock², Paul R. Hernandez², Mica Estrada¹, P Wesley. Schultz¹

¹California State University San Marcos; ²Purdue University; ³Colorado State University

African Americans and Latinos are chronically underrepresented in science. Data suggests that minorities' confidence in scientific ability interacts with perceived scientific climate support to affect intention to pursue a research career. These effects are moderated by minority training program membership. Results concerning retention of minorities in the sciences are discussed.

G3

LONELINESS, SOCIAL CONTEXT, AND HEALTH BEHAVIOR: THE INFLUENCE OF GENDER AND PERCEPTIONS OF SUPPORT ON RESPONSES TO DAILY LONELINESS

Sarah N. Arpin¹, Cynthia D. Mohr¹, Debi Brannan²

¹Portland State University; ²Western Oregon University

This study utilized a daily diary methodology to investigate context-specific responses to loneliness (N=49). Results indicated that loneliness predicted increases in subsequent solitary consumption, decreases social consumption, and decreased time spent interacting with others. Further, these within-person associations were significantly influenced by gender and perceived social support.

G4

DETERMINANT FACTORS OF THE ATTITUDE TOWARDS WEBSITES ON JAPANESE GREEN TEA

Masami Asakawa¹, Masao Okano¹

¹Bunkyo University

938 participants were asked to rate their impressions of four websites on Japanese green tea. As a result, the following six dimensions were extracted: "Stimulus," "Elegance," "Simplicity," "Explanation," "Screen Design," and "Feeling." Furthermore, multiple regression analysis revealed the determinant factors for the degree of like and dislike of the websites.

G5

UNINTENDED CONSEQUENCES OF A POVERTY SIMULATION

Thomas C. Ball¹, Michelle R. Nario-Redmond¹

¹Hiram College

The efficacy of simulative exercises, designed to reduce prejudice toward stigmatized groups, is often taken for granted. In an attempt to empirically evaluate the efficacy of one such simulation, questionnaires assessing attitudes and beliefs about poor people were given to participants immediately before and after a poverty simulation.

G6

PERCEIVED RISK AND GENETIC TESTING DECISIONS: A META-ANALYSIS

Brittany L. Bannon¹

¹University of California, Riverside

We meta-analytically reviewed the empirical literature on perceived risk as a determinant of genetic testing decisions. Objective disease risk and measure of genetic testing uptake were tested as moderators. The relationship between perceived risk and genetic test uptake was small, significant and strongest among individuals with higher objective risk.

G7

KOKO CREATES GOOD KARMA: USING EFFECTIVE MATERIALS CREATES POSITIVE ATTITUDES TOWARDS ANIMAL COGNITION AND ENVIRONMENTAL CONSERVATION

Aubrie H. Bayless¹, Alicia Limke¹, Ronald W. Wright¹

¹Southern Nazarene University

13 students viewed a video depicting Koko the gorilla whereas 12 students viewed a video of nature scenes. Then all participants completed a measure of attitudes towards animal cognition and environmental conservation. Students watching Koko reported more favorable attitudes than students watching nature scenes, even controlling for social desirability.

G8

TRAINING PERCEIVERS TO LOOK BEYOND A PARALYZED FACE WHEN FORMING IMPRESSIONS

Kathleen R. Bogart¹, Linda Tickle-Degnen², Nalini Ambady³

¹Oregon State University; ²Tufts University; ³Stanford University

We examined whether perceivers could be trained to improve their impressions of people with facial paralysis (PWFP). Perceivers watched clips of PWFP and rated their extraversion. Instructing perceivers to attend to nonface channels lead them to consciously reduce their bias but did not improve accuracy, a more implicit task.

G9

STRAIGHTFORWARD AFFIRMATIVE MESSAGE FRAMING PREDICTS RECOGNITION MEMORY PERFORMANCE

Phil Brüll¹, Bernadette M. Jansma¹, Rob Ruiters¹

¹Maastricht University

Sentences were presented word-by-word in a serial visual presentation mode. Goal framing (gain/loss frame) was combined with valence framing (affirmation/negation) in four conditions, aiming to remember target words. Event-related potentials and behavioral results indicate that the most straightforward formulation facilitates semantic processing and memory performance.

G10

Poster withdrawn.

G11

THE ASSOCIATION BETWEEN EARLY SEXUAL INITIATION AND RISKY SEXUAL BEHAVIOR IN AFRICAN AMERICAN WOMEN

Alison E. Burgujian¹, Kristina Hood², Natalie J. Shook³

¹Fairleigh Dickinson University; ²Mississippi State University; ³West Virginia University

The present study examined whether age of sexual initiation predicted risky sexual behavior in African American women. Women who initiated sex earlier had less intent to use a condom after controlling for sexual activity, HIV testing, and attitudes. These results show that age of first sex influences later sexual behavior.

G12**I'LL HAVE ANOTHER HELPING: PROMOTING HEALTHY FOOD CHOICE WITH VARIETY AND EXPLORING CHOICE JUSTIFICATIONS**Rachel J. Burns¹, Alexander J. Rothman¹, Sarah Mott¹¹*University of Minnesota Twin Cities*

After having eaten a piece of fruit earlier in the day, participants who were offered a different fruit, relative to those offered the same fruit, were more likely to choose fruit over candy. Participants who chose the same piece of fruit offered particularly strong nutrition-related justifications for their choice.

G13**WHEN EATING WRONG FEELS RIGHT: PREFERENCE FOR UNHEALTHY FOOD IN A HEALTHY ENVIRONMENT**Anthony Butler¹, Joshua Hahn¹, Caleigh Rhew¹, Katherine Timberlake¹, Steve D. Seidel¹¹*Texas A&M University-Corpus Christi*

Researchers hypothesized that in absence of external justification, participants eating less healthy food (chocolate) in an environment promoting health (fitness center) would experience guilt and report that the food tasted better to relieve dissonance. Resulting data confirmed the researchers' expectations.

G14**TO ADD OR NOT TO ADD: DETERMINANTS OF CHILDBEARING EXPECTATIONS**Zeljka Buturovic¹¹*IBOPE Inteligencia*

Two surveys showed a significant positive relationship between desired number of children and a belief that children whose mothers gave up their careers were better off than children of working mothers. A belief that the planet was overpopulated was the strongest predictor of a desired number of children.

G15**PHENOTYPE PROTOTYPICALITY TRADE-OFFS IN BIRACIAL TARGETS**George F. Chavez¹, Lisa Giamo², Diana T. Sanchez¹¹*Rutgers, The State University of New Jersey*; ²*Simon Fraser University*

Canadian (94 White, 95 Asian) participants judged internship job applicants for whom phenotype and ancestry were manipulated. Path analysis provided support for the authors' proposed phenotype prototypicality trade-off model: Perceivers judged phenotype prototypical biracial targets as more worthy for diversity benefits, but simultaneously rated targets as more stereotype conforming.

G16**SUPPORTING SELF-DETERMINATION NEEDS MAKES COMMUNICATING ABOUT CLIMATE CHANGE MORE EFFECTIVE**Anna N. Cooke¹, Kelly S. Fielding¹, Winnifred R. Louis¹¹*The University of Queensland*

We applied self-determination theory techniques to communicating information about climate change, through a carbon footprint activity, and an information brochure. In Study 1, perceived autonomy and relatedness predicted pro-environmental promotion activity engagement, autonomy predicted intentions for future behaviour. In Study 2, relatedness predicted engagement, intentions, motivation, and information seeking behaviour.

G17

Poster withdrawn.

G18**JUST-WORLD STRATEGIES AS A DETERMINANT OF SOCIAL DISTANCE**Rachel E. Costello¹, Ruth H. Warner¹, Anna R.D. Pope¹, Molly J. VanDeursen¹¹*Saint Louis University*

Participants were randomly assigned to read a testimonial by a robbery victim who either attributed the robbery to their own character or their own behavior. Higher social distance was desired when the victim attributed their victimization to their character compared to behavior.

G19**EXPLORING FOUR BARRIERS EXPERIENCED BY AFRICAN AMERICANS IN HEALTHCARE: PERCEIVED DISCRIMINATION, MEDICAL MISTRUST, RACE DISCORDANCE, AND POOR COMMUNICATION**Adolfo G. Cuevas¹, Kerth O'Brien¹, Somnath Saha²¹*Portland State University*; ²*Oregon Health & Science University*

This analysis applied Social Identity Theory to enhance the understanding of how perceived discrimination, medical mistrust, race discordance, and poor communication play a role in patient-provider relationships in primary care for African Americans. Recommendations are proposed for healthcare providers as to how they can deliver quality care.

G20**EXPLORING PREDICTORS AND CORRELATES OF VOTES ON A STATE CONSTITUTIONAL AMENDMENT BANNING GAY MARRIAGE**Patrick J. Curme¹¹*Metropolitan State University*

The present study examined whether respondent's vote on a state constitutional amendment defining marriage was correlated with their Social Dominance Orientation and other sociopolitical and religious measures. Participants were 300 undergraduate college students. A regression analysis demonstrated that the measures employed were useful predictors of the person's vote.

G21**TEACHER UNDERSTANDING AND VALIDATION OF STUDENTS LEADS STUDENTS TO WORK HARDER**Omar Davila¹, Oriana R. Aragon², Mark Graham², Margaret S. Clark²¹*California State University-Monterey Bay*; ²*Yale University*

We predicted that teachers who convey understanding and validation to their students will: a) be better liked, b) be better able to form relationships with students and c) cause students to work harder. Two studies, one correlational and one experimental in nature, supported all three hypotheses.

G22**ORGAN DONATION DECISION MAKING AMONG NON-CATHOLIC CHRISTIANS: AN EXPANSION OF THE THEORY OF PLANNED BEHAVIOR**Erin Dobbins¹, Courtney Rocheleau^{2,1}, Raffaella Sale¹, Denise Martz¹, Lisa Curtin¹¹*Appalachian State University*; ²*Metropolitan State University of Denver*

The organ donation waiting list in the U.S. has reached 112,267 people. Religion has a paradoxical influence on donation. To improve understanding of religion's influence the Theory of Planned Behavior (TPB) was used to predict donation intentions among non-catholic Christians. Moral norms, religious attitudes, and affect expanded the original model.

G23**EXAMINING DEFENSIVE AVOIDANCE OF POINT-OF-CARE TESTING DEVICES THROUGH A TERROR MANAGEMENT THEORY FRAMEWORK**Simon Dunne¹, Pamela Gallagher¹, Anne Matthews¹¹*Dublin City University*

Three studies examined if mortality reminders would elicit more avoidant responses towards a novel device for indicating Cardiovascular Disease risk than control topics. The results demonstrate that such devices may have a beneficial effect on the uptake of screening behaviours and highlight the potential for cross-cultural variability towards TMT methodologies.

G24**THE WRITING ON THE WALL: ENVIRONMENTAL MEANING, ACADEMIC ACHIEVEMENT AND SOCIAL REPRODUCTION IN PUBLIC SCHOOL BUILDINGS**Valkiria Duran-Narucki¹¹*William Paterson University*

It is important to determine what makes a public school building functional, welcoming, and safe to understand its role in academic outcomes. As academic outcomes are linked to student success, it is relevant to ask: What is it about the physical environment of the school that helps or hinders academic outcomes?

G25**SELECTIVE ATTENTION TO STIGMATIZING HEALTH INFORMATION AMONG DISENFRANCHISED GROUPS**Allison Earl¹, Dolores Albarracín²¹*University of Michigan*; ²*University of Pennsylvania*

Two studies examined selective attention to stigmatizing (versus control) health information for members of disenfranchised groups. Study 1 used unobtrusive observation in a public health department waiting room. Study 2 used ERP. Both studies indicate that disenfranchised groups pay significantly less attention to stigmatizing compared to control health information.

G26**FOOL ME ONCE, SHAME ON WHOM? TRUST AND BETRAYAL IN SOCIAL AND POLITICAL CONTEXTS**Pierce Ekstrom¹, Penny S. Visser²¹*University of Minnesota*; ²*University of Chicago*

This study investigates trust in social and political contexts and the role of trust in individuals' responses to scandal. We found that more trusting individuals reacted to a scandalous news story with more negative emotion. The scandal manipulation, however, did not significantly affect participants' interpersonal or political trust.

G27**EFFECTS OF POSITIONING & PAIRING REQUESTS FROM WELL-KNOWN & LESSER-KNOWN NONPROFITS ON DONOR INTENTIONS**Kim Ernst¹, Frances Sweeney¹¹*Loyola University New Orleans*

Examined donation intentions to charitable organizations. Participants (N = 122) were randomly assigned to 1 of 6 conditions varying organization (well-known, lesser-known), position of organization request (first, second, together), and request justification (present, absent). Results indicated that donations to both organizations are influenced by position effects but not request justifications.

G28**TERROR MANAGEMENT IN THE REAL WORLD: COMPARING LABORATORY-PRIMED AND NATURALLY OCCURRING MORTALITY SALIENCE**Bella Etingen^{1,2}, Sherri L. LaVela^{2,3}, Scott Tindale¹¹*Loyola University Chicago*; ²*Edward J. Hines Jr. VA Hospital*; ³*Northwestern University*

The present study examines the effects of chronic, naturally occurring mortality salience (as a function of occupational duties) on individual's

level of mortality threat. Results revealed greater levels of subconscious death-thought accessibility following naturally occurring, as opposed to laboratory-induced, mortality threats.

G29**MOTIVATIONS TO ADOPT AMONG LESBIAN, GAY, AND HETEROSEXUAL PARENTS: ASSOCIATIONS WITH COPARENTING AND MENTAL HEALTH**Rachel H. Farr¹¹*University of Massachusetts, Amherst*

Little research exists about lesbian and gay (LG) adoption, despite increasing visibility. What are LG and heterosexual couples' motivations to adopt, and how do motivations affect adjustment? Results showed different motivations across couples, linked with coparenting, mental health, and LG-specific outcomes (greater "outness"). Policy and practice implications are addressed.

G30**EFFECTS OF SELF-ESTEEM AND MORTALITY SALIENCE ON NATIONALISTIC ATTITUDES: EXPLORING THE SIGNIFICANCE OF IMPLICIT-EXPLICIT AND PERSONAL-COLLECTIVE DISTINCTIONS**Emily-Ana Filardo^{1,2}, David R. Mandel², Oshin Vartanian²¹*Humansystems Incorporated*; ²*Defence Research & Development Canada - Toronto*

A Terror Management Theory framework was used to assess the impact of personal and collective mortality salience threat as well as implicit and explicit personal and collective self-esteem on commitment to one's country, beliefs about others' obligations toward their country and attitudes pertaining to domestic and foreign policies.

G31**DO LAWS THAT MEMORIALIZE CRIME VICTIMS (E.G., JESSICA'S LAW) HAVE ADVANTAGES AT THE BALLOT BOX?**Joshua D. Foster¹, Jessica W. Shenese¹¹*University of South Alabama*

We present four experiments showing that memorial laws (i.e., laws named in memory of crime victims; e.g., Jessica's Law) consistently outperform identical, but non-memorialized laws in terms of voter support. Legal memorialization has the capacity to make voters vote for laws that they otherwise would not.

G32**I THINK I CAN..OR CAN'T: THE ADAPTIVE NATURE OF A REALISTIC ORIENTATION**Christine Frank¹, Christopher G. Davis¹¹*Carleton University*

Students were randomly assigned to either anticipate both positive and negative outcomes (realistic orientation) or only positive outcomes (positive orientation) of an upcoming test. Those with realistic orientations more accurately assessed their performance than those with positive orientations, suggesting that a realistic orientation is adaptive when feedback is withheld.

G33**CULTURAL WORLDVIEWS, CULTURAL ARTISTIC PRODUCTS, AND CONTEMPORARY POPULAR MUSIC**Mike Friedman¹, Leila Selimbegovic², Armand Chatard²¹*UCL-Mons*; ²*Université de Poitiers*

Terror Management Theory was used to study reactions to cultural artistic products. Participants were exposed to a mortality salience (MS) or control manipulation, and then listened to foreign vs. domestic music. MS was found to impact music evaluation, but only for highly authoritarian participants.

G34**DON'T TELL ME HOW TO FEEL ABOUT AFFIRMATIVE ACTION**Madeleine A. Fugere¹, Raena M. Beetham¹¹*Eastern Connecticut State University*

We assessed whether an alternate policy label and education about legal practices improved perceptions of affirmative action. The "diversity"

policy was rated more favorably than the “affirmative action” policy; however, participants rated both policies less favorably after reading the educational information, showing psychological reactance and/or belief perseverance.

G35**THE SOCIAL CONTEXT OF CHILDREN'S REACTIONS TO THE 2010 8.8 MAGNITUDE CHILEAN EARTHQUAKE**

Dana R. Garfin¹, Roxane Cohen Silver¹, Virginia Gil-Rivas², Javier Guzman Pina³, Michael J. Murphy⁴, Felix Cova⁵, Paulina Paz Rincon⁵, María Paz Guzmán Llona³, Ana María Squicciarini Navarro³, Myriam George³

¹University of California, Irvine; ²University of North Carolina, Charlotte; ³Chilean National Board of Assistance and Scholarships (JUNAEB), Santiago, Chile; ⁴Massachusetts General Hospital; ⁵Universidad de Concepción, Chile

Contextual factors in the social environment were examined as potential correlates of psychological distress in children (N=117) exposed to the 2010 8.8 magnitude Chilean earthquake. Negative relationships with caregivers and qualitative characteristics of the community response (i.e., witnessing looting) were positively associated with distress following this highly stressful event.

G36**RELATIONSHIP BETWEEN BECOMING A MANAGER AND FORMER PLAYING POSITION IN MAJOR LEAGUE BASEBALL (MLB): THE THEORY OF FORMAL STRUCTURE VS. THE INCREASED INTERACTION HYPOTHESIS**

Nadav Goldschmied¹, Anne Heaton¹

¹University of San Diego

Utilizing archival data for two MLB seasons (2009-2011), we found that catchers were more likely – and pitchers less likely – to become team managers when they finished their careers as players. We propose that it is the interaction time with management as a player that determines this trend.

G37**INCREMENTAL MESSAGE OF BODY-WEIGHT VIA GAMING: BENEFITS FOR SELF-REGULATION?**

Kelsey Greenfield¹, Dylan Vavra¹, Elizabeth Crawford¹, Jeni L. Burnette¹

¹University of Richmond

Building on implicit theories, we examined if an avatar influenced self-regulation. Participants in the incremental (avatar's weight changed), relative to entity (avatar's weight was fixed) condition reported a more incremental theory and subsequently greater goal engagement after hypothetical dieting setbacks, but only with a message included. We discuss intervention implications.

G38**A CROSS-SECTIONAL AND LONGITUDINAL EXAMINATION OF THE PHYSICAL ACTIVITY-ALCOHOL RELATIONSHIP IN COLLEGE STUDENTS: ACTIVITY TYPE MATTERS**

Lindsey C. Harkabus¹, Jennifer J. Harman¹

¹Colorado State University

Research has demonstrated an incongruous positive relationship between alcohol consumption and physical activity concurrently among college students (Lisha & Sussman, 2010; Musselman & Rutledge, 2010). This study examined the relationship between alcohol use and multiple forms of physical activity (cross sectionally and longitudinally); both positive and negative relationships were found.

G39**TESTING DISENGAGEMENT: A CULTURAL APPROACH TO SOCIOECONOMIC STATUS AND DECISION MAKING IN EDUCATION**

Sarah D. Herrmann¹, Virginia S.Y. Kwan¹, Morris A. Okun¹

¹Arizona State University

A longitudinal study examined how introductory psychology students' engagement, utilization of supplemental resources, and grades varied by socioeconomic status (SES). Compared to high SES students, low

SES students utilized resources less after receiving a poor grade on the first examination, showing an initial sign of academic disengagement.

G40**THE RELATIONSHIPS BETWEEN VOTING INTENTIONS, PERSONALITY, AND MORAL VALUES IN THE 2008 PRESIDENTIAL ELECTION**

Kathryn Holcomb¹

¹Indiana University Kokomo

The relationships between personality, moral values, religiosity, and voting intentions in the 2008 American Presidential election were examined. Corresponding to previous research, participants reported a greater correlation between their personality and that of the candidate for whom they intended to vote. Participation in religious activities also related to voters' intentions.

G41**THE RELATIONSHIP BETWEEN PERSONALITY AND STATE AFFECT VARIABILITY ACROSS SITUATIONS**

Kelsi S. Holloway¹, Ron C. Bean¹, Jessica L. Jones¹, Tera D. Letzring¹

¹Idaho State University

Emotions are dynamic, and this variability is likely related to personality. Self and acquaintance reports of personality were obtained and state affect was assessed eight times. Negative affect variability was positively related to neuroticism and negatively related to dominance and life satisfaction. Positive affect variability was negatively related to openness.

G42**“DOCTORSHIP” STYLES: CLINICIANS' PATTERNED APPROACH TO PATIENT CARE EXAMINED IN A CLINICAL SETTING**

Ho P. Huynh¹, Kate Sweeny¹, Sunil Saini²

¹University of California, Riverside; ²Inland Empire Allergy Clinics

Research suggests that clinicians must motivate their patients to adhere to treatment recommendations. We examined how leadership theories can help clinicians improve on this facet of care. Our findings suggest that patients can distinguish variations in motivational “doctorship” styles, and these styles differentially predict important patient outcomes.

G43**LGBT PATIENTS' COMMITMENT TO PRIMARY CARE PHYSICIANS: AN INVESTMENT MODEL ANALYSIS**

Michael Ioerger¹, Justin J. Lehmler²

¹Colorado State University; ²Harvard University

This study examined LGBT patients' commitment to their primary care providers using a modified version of Rusbult's (1980) Investment Model Scale. Satisfaction, investments, and alternatives were each significant and unique predictors of patient-provider commitment and accounted for a large portion of the variance, consistent with other Investment Model applications.

G44**THE EFFECTS OF EXPRESSIVE WRITING ON TEST PERFORMANCE, STRESS, AND INTERPERSONAL RELATIONSHIPS IN ELEMENTARY SCHOOL STUDENTS**

Yuna Ishiyama¹, Naoto Suzuki¹

¹Doshisha University

This study examined the effect of expressive writing on elementary school students' test scores in arithmetic and Japanese, stress in daily life, and relationships with their classmates. The results indicated that students who wrote about conflict with classmates had higher test scores and reduced stress but not improved relationships.

G45

Poster withdrawn.

G46**DO NATIONAL FOOTBALL LEAGUE (NFL) FANS AND OFFICIALS THINK ALIKE WHEN EVALUATING REFEREEING? SUPPORT FOR ACTOR-OBSERVER ASYMMETRY IN THE BIG ARENA**Sonya James¹, Nadav Goldschmied¹¹*University of San Diego*

National Football League officials and fans were queried about the home-field advantage in the league. Fans thought that they were influential in biasing the officials in favoring the home-team, while officials did not acknowledge this influence. Also, fans thought that more games were decided in error across three professional leagues.

G47**EFFECTS OF REGULATORY FIT ON TACTICS AND THE PERFORMANCE OF TABLE TENNIS PLAYERS**Celina S. Kacperski^{1,2}, Florian Kutzner¹¹*University of Heidelberg*; ²*University of Western Ontario*

Does regulatory fit improve athletic performance? Tabletennis players received regulatory verbal frames in an experimental within-subject design in order to study the underlying mechanisms. We could show that regulatory fit allows players to concentrate on their preferred tactic, facilitating proceduralized executions, and improving performance. Active implementation of regulatory fit in real life is discussed.

G48**ELONGATION REDUCES CALORIES? : SHORT AND WIDE SHAPED FOODS ARE PERCEIVED TO HAVE GREATER VOLUME AND CALORIES THAN LONG AND LEAN ONES**Donggeun Kim¹, Hyunjin Song², Eunok M. Suh¹¹*Yonsei University*; ²*Arizona State University*

The present research demonstrated that people perceive short and wide hexahedron-shaped food items as heavier and having more calories than long and lean ones of the same volume. This phenomenon may be explained by metaphoric association between shape of foods and shape of human body.

G49**LABELING IN THE CLASSROOM**Catherine J. Kozlowski¹¹*University of Phoenix*

The Self-fulfilling Prophecy is an important affect in labelling students. This study is a qualitative research study that researched two different high school classrooms and coded the nonverbal and verbal different linguistic features of each classroom. The results concluded that the same teacher treated each group of students differently.

G50**SMALL ACTIONS, BIG RESULTS: "GOING GREEN" SPILLS OVER INTO POLITICAL ATTITUDES AND ACTIONS**Katherine Lacasse¹¹*Clark University*

Does "going green" spillover into people's political life? Experimental participants performed a new green behavior for three weeks, and political attitudes regarding climate change were measured before and after. Experimental participants increased their climate concern, increased support for related policies, and mailed postcards to their Senator more than control participants.

G51**CONCEPTUALIZING MARRIAGE AND EXPLORING DIFFERENCES ACROSS MARRIAGE TYPE AND LEVEL OF SUPPORT FOR SAME-SEX MARRIAGE**Christopher S. Lamb¹, Brianna A. Lienemann¹, William D. Crano¹¹*Claremont Graduate University*

The current study explores the underlying attitude structure of marriage, and explores attitude differences across three marriage types given support of same-sex marriage. Five conceptual categories related to marriage were created. Results provide a wealth of information relevant to marriage research, construal, and the current debate regarding marriage equality.

G52**SENSE OF BELONGING AND RETENTION OF WOMEN IN THE CANADIAN FORCES**Joelle Laplante¹, Alla Skomorovsky¹¹*Defence Research and Development Canada*

Women's representation in the military has increased yet it remains male-dominated. Women may question whether they belong and contemplate leaving. Results of SEM, conducted among 204 women in the Canadian Forces, suggest that the effect of belonging on retention is mediated by lowered depressive symptoms and satisfaction with military life.

G53**LONGITUDINAL TEST OF PASSION AT WORK AND WORKERS' EVALUATION OF JOB DEMANDS AND RESOURCES**Genevieve L. Lavigne¹, Jacques Forest², Claude Fernet³, Laurence Crevier-Braud²¹*Simon-Fraser University, Vancouver, Canada*; ²*Universite du Quebec a Montreal, Montreal, Canada*; ³*Universite du Quebec a Trois-Riviere, Trois-Riviere, Canada*

Vallerand et al. (2003) developed a Dualistic Model of Passion where two types of passion are proposed: harmonious and obsessive passion. In this study, we examine whether the type of passion that employees hold toward work influences their evaluations of job demands and resources. A longitudinal study is presented.

G54**THE IMPORTANCE OF SOCIAL SUPPORT DURING THE TRANSITION TO COLLEGE: A PRELIMINARY EVALUATION OF A PROGRAM TO PROMOTE STUDENT RESILIENCE**Kevin A. Leary¹, Melissa E. DeRosier¹, Lauren Raab¹, Ashley B. Craig¹¹*3-C Institute for Social Development*

This study served as a preliminary evaluation of a program designed to promote student resilience during the transition to college. Results showed that participants did not experience the increase in stress typically observed during the transition to college. Social support and cognitive style were found to independently predict students' resilience.

G55**FREE RIDING AND PUNISHMENT IN AN ENERGY SHARING CONTEXT: EFFECTS OF ANONYMITY AND AFFECT**Caroline Leygue¹, Anya Skatova¹, Alexa Spence¹, Eamonn Ferguson¹¹*University of Nottingham*

We explore free riding and altruistic punishment theories in an energy sharing situation. Participants read a scenario where one person uses too much energy and saw different types of energy displays. Increasing anonymity in the displays reduces sanction and free riding (energy use) intentions. These effects are mediated by emotions.

G56**RACIAL IDENTIFICATION AND RACIOETHNIC SIMILARITY AS MODERATORS OF THE RELATIONSHIP BETWEEN INSTITUTIONAL WORKPLACE DISCRIMINATION AND PHYSICAL HEALTH SYMPTOMS AMONG RACIOETHNIC MINORITIES**Benjamin Liberman¹¹*Columbia University*

This study examined the moderating effects of racial identification and racioethnic similarity on the negative relationship between institutional workplace discrimination and physical health symptoms among racioethnic minorities. Data revealed interaction effects on physical health symptoms, suggesting that these variables ameliorate the negative effects of institutional discrimination on physical health symptoms.

G57**SPRING BREAK VERSUS SPRING BROKEN: PREDICTIVE UTILITY OF SPRING BREAK ALCOHOL INTENTIONS AND WILLINGNESS AT TWO LEVELS OF EXTREMITY**Dana M. Litt¹, Melissa A. Lewis¹, Lindsey Rodriguez², Clayton Neighbors²¹*University of Washington*; ²*University of Houston*

The present study evaluated the predictive utility of willingness and intention, two important constructs within the Prototype Willingness model, in relation to Spring Break drinking when assessed at both high and low levels of alcohol-related risk.

G58**CAN S(HE) DELEGATE?: GENDER EFFECTS OF LEADER DELEGATION ON EMPLOYEES' IMPRESSION FORMATION**Gesche T.F. Lotzkat¹, Isabell M. Welpe¹¹*Technische Universitaet Muenchen*

We investigated gender stereotypes and impression formation in the context of delegative interactions between leaders and followers. Results (N=195) showed that leaders received more favorable evaluations when showing a high amount of delegation. This effect was specified by a three way interaction of leader and follower gender and delegation.

G59**AN APPLICATION OF THE THEORY OF PLANNED BEHAVIOR TO EVALUATE A LONGITUDINAL STUDY OF PEOPLE ATTENDING A SPEED AWARENESS COURSE**Robin Martin¹¹*Aston University*

207 clients attending a Speed Awareness Course completed surveys; one week before, one week after and a month after the course. Results supported the Theory of Planned Behaviour with all components (attitude, subjective norms, perceived behavioural control) predicting intention not to speed with the best predictor, longitudinally, was descriptive norm.

G60**COMMUNITY CONNECTEDNESS PREDICTS INTENT TO ENGAGE IN NEIGHBORHOOD WATCH**Debra Mashek¹¹*Harvey Mudd College*

This study, conducted in collaboration with an urban police department, evaluated predictors of intent to engage in Neighborhood Watch. Data from the 155 community participants revealed that community connectedness fully mediated the relationship between the number of neighbors talked with and intent to attend a future Neighborhood Watch meeting.

G61**SYNCHRONY, SELF-VIEW, AND IMPRESSION FORMATION**Akiko Matsuo¹¹*Illinois State University*

We investigated how similarity and synchronous behavior affect self-perceptions and impressions of others. Half of the participants were led to feel similar to their partner and half shook maracas together. Synchronous activity led dissimilar (but not similar) dyads to feel more bonded to each other.

G62**PROXIMITY, PERSUASION, SOCIAL NORMS AND COMMUTING TO UNIVERSITY: EVALUATING A POSTCARD INTERVENTION TO REDUCE DRIVING**Dominika Mazur¹, Carol Werner¹, Barbara B. Brown¹¹*University of Utah, Salt Lake City*

This study evaluated an intervention designed to reduce car commuting to the University of Utah campus by tracking the number of parking passes purchased by students. Results show that students who received the intervention bought fewer parking permits compared to students in control group.

G63**THE COGNITIVE SOCIAL STRUCTURE OF TEAMS: PERSONALITY, SOCIAL NETWORK PERCEPTIONS, AND TEAMWORK ATTITUDES**Daniel J. McAllister¹, Angeline C. Lim², Ruolian Fang¹, Shuhua Sun¹¹*National University of Singapore*; ²*Center for Creative Leadership*

We examine the implications of personality dimensions from the five-factor model and self-esteem for team-related attitudes, through their effects on perceptions of intra-team social network ties. Our findings reveal that beliefs about others' positive regard partially mediate the effects of agreeableness and self-esteem on team satisfaction, commitment and psychological ownership.

G64**UNREALISTIC OPTIMISM ABOUT EARTHQUAKES: WHAT HAPPENS WHEN AN EARTHQUAKE HAPPENS WHERE IS IT NOT EXPECTED**John McClure¹, David Johnston²¹*Victoria University of Wellington*; ²*Massey University*

This research examined unrealistic optimism about earthquakes before and after the recent earthquakes in Canterbury. It compared participants in the affected city and in two other cities, including one where earthquakes were expected. Optimism differed regarding the target regions but showed few differences between the participants in the three cities.

G65**SELF-EXPANSION AT WORK: IMPLICATIONS FOR JOB SATISFACTION, COMMITMENT, AND SELF-ESTEEM AMONG THE EMPLOYED AND UNEMPLOYED**Dorothy A. Simpson¹, Kevin P. McIntyre¹, Brent A. Mattingly², Gary W. Lewandowski, Jr.³¹*Trinity University*; ²*Ashland University*; ³*Monmouth University*

This study examines whether jobs can promote self-expansion, similar to what occurs in close relationships, when individuals learn skills, acquire perspectives, and have novel experiences. Study 1 revealed a positive correlation between workplace self-expansion and job satisfaction and commitment. Study 2 revealed losing a self-expanding job leads to diminished self-esteem.

G66

Poster withdrawn.

G67**STEREOTYPE FIT IN THE LEGAL SYSTEM: THE IMPACT OF ATTORNEY GENDER AND PRESENTATIONAL STYLE ON JUROR DECISION-MAKING**Saaïd A. Mendoza¹, Rebecca A. Ojserkis¹¹*Amherst College*

Undergraduates heard a male or female attorney deliver a closing statement in a powerful or powerless manner. We predicted that powerful and powerless female attorneys would receive less favorable verdicts and evaluations than male attorneys due to stereotype fit. Results supported the powerless attorney prediction regarding evaluations but not verdicts.

G68**NONCONSCIOUS AND CONSCIOUS PRIMING OF A COMPLEX BEHAVIOR: EXERCISE**Matthew W. Miller¹, Seppo E. Iso-Ahola²¹*Auburn University*; ²*University of Maryland*

We studied if exercise can be primed nonconsciously and if such priming is more likely to decrease or increase exercise, if exercise can be primed consciously, and how the priming types compare in efficacy. Results showed that nonconscious priming decreased, but not increased, exercise, while conscious priming increased exercise.

G69**THE BUFFERING EFFECTS OF DISCRETE POSITIVE MOODS ON ALCOHOL USE**Cynthia D. Mohr¹, Debi Brannan^{1,2}, Staci Wendt³, Robert Wright⁴, Laurie Jacobs¹, Sarah Arpin¹¹*Portland State University*; ²*Western Oregon University*; ³*RMC Research Corporation*; ⁴*Oregon Health Sciences University*

The purpose of this study was to examine the buffering effects of positive moods on negative mood-drinking relationships. Using daily diary data and HLM, results revealed evidence for positive mood buffering, depending on activation level of mood and social context of drinking.

G70**IMPROVING THE EFFICACY OF APPEARANCE-BASED SUN EXPOSURE INTERVENTIONS WITH MORTALITY AWARENESS**Kasey Lynn Morris¹, Douglas P. Cooper², Jamie L. Goldenberg¹, Jamie Arndt³¹*University of South Florida*; ²*Johnson C. Smith University*; ³*University of Missouri*

Supporting the terror management health model, a tanning intervention targeting appearance (UV-filtered photos of participants' faces) was more effective when combined with a mortality salience manipulation. Additionally, framing the UV photo as appearance-relevant resulted in greater sun protection intentions under mortality salience, but framing the photo as health-relevant did not.

G71**IS STRICT LIABILITY TOO STRICT?: LAY INTUITIONS ABOUT INTENTIONALITY AND INSTITUTIONAL CHOICE**Pam A. Mueller¹, Susan T. Fiske¹, Lawrence M. Solan², John M. Darley¹¹*Princeton University*; ²*Brooklyn Law School*

Some harmful acts can result in either criminal charges or civil lawsuits. We investigated lay intuitions about the appropriateness of each. Participants found criminal charges to be less just than civil suits for harms committed without actual intent; they also inferred that criminally-charged harmdoers acted more intentionally than civilly-sued harmdoers.

G72**THE OLD GREEN EYE OF NARCISSUS: ENVY MODERATES THE AGE-NARCISSISM LINK**Kris Munakash¹, Joseph Salib¹, Carlos Flores¹, Kelly Campbell¹¹*California State University at San Bernardino*

Research demonstrates a negative relationship between age and narcissism, with envy being a characteristic of narcissism. We predicted

envy would moderate the negative relationship between age and narcissism. Results suggest narcissism is negatively associated with age, and individuals with high scores on envy maintain higher levels of narcissism as they age.

G73**FEELING THE ACTIONS COMPLETED: MANIPULATING THE VERB TENSE TO CHANGE CONSTRUAL LEVEL**Dolores Muñoz¹, Pilar Carrera¹, Amparo Caballero¹, Dolores Albarracín², Itziar Fernandez³¹*Universidad Autónoma de Madrid*; ²*University of Illinois at Urbana-Champaign*; ³*Universidad Nacional de Educación a Distancia*

The present study explores how verb tense influences on details remembered and emotional experienced induced. Manipulating verb tense used to describe an episode of binge drinking we found that participants in past-tense condition (versus present condition) remember less details about the episode and report a lower emotional experience.

G74**SOCIAL COMPARISON AND HEALTH RISK**Barbara J. Nagel¹, Jason P. Rose¹¹*University of Toledo, Toledo, Ohio*

In making health decisions, there is a wealth of information to consider. We suggest that people will seek social comparative information even when more relevant information is available. A process tracing study revealed that participants searched for comparison information as long as more objective information following a health risk scenario.

G75**TYPICAL CONTEXTUAL CUES IN HEALTHCARE SETTINGS CAN PRIME STIGMA TOWARD ILLNESS**Karen Z. Naufel¹, Kathryn Cook¹, Jeff Klibert¹¹*Georgia Southern University*

The present study investigated if contextual cues, such as a doctor's privacy guidelines, activate stigma for an illness. People who reviewed information about privacy in healthcare settings were more likely to stigmatize an illness than those who did not review such information, suggesting that healthcare practices may elicit stigmatizing beliefs

G76**THE ROLE OF SOCIAL IDENTITY IN THE RECEPTION OF EMPIRICAL RESEARCH FINDINGS IN VIDEOGAME PLAYERS**Peter Nauroth¹, Mario Gollwitzer¹¹*Philipps-Universität Marburg*

The present research tests the hypothesis that identity threat and social identification processes influence people's understanding of and engaging with science using the example of the debate on the effects of violent videogames (VVGs).

G77**'BLINDED' BY ANGER WHILE DRIVING?: INFLUENCE OF NEGATIVE AFFECT ON INFORMATION PROCESSING**Sunde M. Nesbit¹, Kevin L. Blankenship²¹*University of Northern Iowa*; ²*Iowa State University*

We investigated the role of negative emotion on information processing within a simulated driving context. Participants imagined a provoking or neutral driving scenario while listening to strong or weak messages; those imagining the provoking scenario processed information relevant to the driving situation more deeply than those in the neutral condition.

G78**THE EFFECT OF EFFICACY FRAMING AND SYSTEM THREAT ON SUPPORT FOR ADDRESSING SOCIAL INJUSTICE**Katelin H. Neufeld¹, Danielle Gaucher³, Gregory D. Boese², Katherine B. Starzyk⁴¹University of Manitoba; ²Simon Fraser University; ³University of Winnipeg; ⁴Mount Royal University

Many homes in Canadian First Nations' communities lack clean running water. We examined whether attitudes toward the issue depend on the solution's feasibility and issue's location. Feasibility mattered when the issue affected relevant systems, but not irrelevant systems, and attitudes were generally more positive when the problem affected irrelevant systems.

G79**THE EFFECT OF LEADER STEREOTYPE THREAT ON DECISION-MAKING**Austin Lee Nichols¹¹Euromed Management

Research has yet to focus on stereotype threat effects related to leadership and followership. In general, participants primed with the leader stereotype were more confident, accurate, and riskier than unprimed participants; participants primed with the follow stereotype were less confident, accurate, and risky. In addition, gender often moderated these effects.

G80**MATHEMATICAL MODEL OF THE DYNAMICS OF PSYCHOTHERAPY: AN EMPIRICAL VALIDATION**Michael D. Norman¹, Larry S. Liebovitch², Paul R. Peluso¹, Urszula Strawinska-Zanko², John M. Gottman³¹Florida Atlantic University; ²Queens College, CUNY; ³University of Washington, Seattle

The mathematics of complex systems can shed new light on social interactions. We developed a mathematical model of psychotherapy that predicts important properties of the therapist-client dyad. The validity of the model was experimentally tested. The results show how some simple dynamical features underlie important aspects of the therapist-client dyad.

G81**ARE MORE KNOWLEDGEABLE EMPLOYEES LESS SUSCEPTIBLE TO THEIR LEADERS' INFLUENCE?**Madeline Ong¹, Yong Hyun Kim¹¹University of Michigan

Employees' level of existing knowledge may determine the extent to which their leaders influence them. A survey study of 1,041 Korean government officials finds that less knowledgeable employees were influenced by their leaders while more knowledgeable employees showed reactance toward their leaders.

G82

Poster withdrawn.

G83**PERCEIVED PARTNER TRANSGRESSIONS AND TRUST: THE MODERATING ROLE OF ADULT ROMANTIC ATTACHMENT**Katherine Pascuzzo¹, Émilie Auger¹, John Lydon¹¹McGill University

Results showed that more avoidantly attached individuals consistently reported lower trust towards partner, regardless of reported daily transgressions. However, anxious attachment moderated the relationship between reported transgressions and trust, such that more anxiously attached individuals experienced a greater decline in partner trust on more conflict-ridden days compared to less conflict-ridden days.

G84**MEDIA EXPOSURE AND PAST SEXUAL EXPERIENCE: COLLEGE STUDENTS' WILLINGNESS TO ENGAGE IN SEX UNDER THE INFLUENCE OF ALCOHOL**Laurel M. Peterson¹, Michelle L. Stock¹¹The George Washington University

College students viewed television depicting sex under the influence of alcohol, television without this behavior, or no television. Willingness to have sex under the influence was highest among participants who had recently engaged in sex under the influence who viewed this televised behavior, suggesting that past behavior moderates media impact.

G85**MOTIVATED REASONING AND EMPIRICAL PHILOSOPHY OF SCIENCE: WHY PSYCHOLOGICAL INTERVENTIONS GO UNUSED**Joseph T. Powers¹, Shannon T. Brady¹, David S. Yeager², Geoffrey L. Cohen¹¹Stanford University; ²University of Texas at Austin

A field experiment investigated motivated and Bayesian reasoning among applied social scientists. In a 2 (social-psychological vs. intuitive intervention) × 2 (experimental evaluation vs. qualitative evaluation) experiment, 135 education researchers at an annual conference preferred large and intuitive interventions over brief, social-psychological interventions, regardless of the strength of evidence.

G86**INFLUENTIAL BRANDS ON TWITTER: AN EMPIRICAL STUDY**Veronica Ravaglia¹¹Università Cattolica del Sacro Cuore, Milano

The interactive nature of social networking websites reinforce brand engagement. In this contest, Twitter offers great opportunities to promote brands as trusted partners among followers. The paper is a first systematic, methodological contribution to the analysis of Twitter as viral marketing tool and provides relevant insights to managerial practices.

G87**CAN COGNITIVE REAPPRAISAL CHANGE POLITICAL ATTITUDES IN INTRACTABLE CONFLICTS? FROM THE LABORATORY TO THE FIELD**Roni Porat¹, Eran Halperin^{2,1}, Maya Tamir², James J. Gross³¹Interdisciplinary Center – Herzliya; ²The Hebrew University; ³Stanford University

We examined whether a cognitive process of emotion regulation, namely cognitive reappraisal, would decrease negative emotion and increase support for policies aligned with conflict resolution.

G88**POOR OR LAZY?: ATTRIBUTE FRAMING EFFECTS AND ENGAGEMENT OF CORRESPONDENCE BIAS**Rachael C. Rosenberg¹, Amy Hackney¹, Victoria Allen¹¹Georgia Southern University

Framing and political affiliation were examined and found to have a significant effect on agreement with Social Security/Welfare policies. Further analysis suggested that Republicans' agreement with Welfare policy was greater when framed as a contribution rather than a tax, but no effect of framing for Democrats/Independents was found.

G89**THE ROLE OF BENEVOLENT SEXISM IN COPARENTING ATTITUDES**Josefa J. Ruiz-Romero¹¹University of Granada

The findings of two studies reveal that it is possible to identify gender specific factors associated with attitudes toward coparenting; negative influences such as poor coparenting in the family of origin, for men, and sexism benevolent, for women.

G90**DISTANCE, PREVENTION, AND RESILIENCE IN DECISIONS ABOUT NATIONAL SECURITY RISKS**Amber M. Sanchez¹, Abraham M. Rutchick¹¹*California State University, Northridge*

This research applied Construal Level Theory to decision-making in a national security context. Temporal distance and abstract construals increased preferences for resilience-focused approaches relative to prevention-focused approaches. These findings suggest that increased distance may influence the way a threat to national security is addressed.

G91**THE EFFECT OF PAY-FOR-PERFORMANCE ON EMPLOYEES' ROLE DEFINITION, EFFORT, AND STRESS**Yuki Sato¹, Toshikazu Yoshida¹¹*Nagoya University*

Investigating the effect of pay-for-performance, we found that the proportion of variable pay makes employees perceive objective tasks to be in-role; pressure from variable pay enhances their efforts in such tasks. However, this pressure makes employees perceive non-objective tasks to be not in-role, and increases their stress.

G92**EFFECTS OF IMPLICIT AND EXPLICIT HEALTH MESSAGES ON FOOD CHOICE**Heather Scherschel¹, Maryhope Howland¹, Traci Mann¹¹*University of Minnesota*

In two field studies, we manipulated foods signs so that they explicitly stated the food was healthy, implicitly suggested it, or did not mention health. In both studies, participants were more likely to choose the healthy option when it was labeled implicitly compared to explicitly or with a control message.

G93**EFFECTS OF PERPETUAL INGROUP VICTIMHOOD ORIENTATION ON COGNITION IN CURRENT CONFLICTS**Noa Schori-Eyal¹, Yechiel Klar², Sonia Roccas³¹*University of Maryland*; ²*Tel-Aviv University*; ³*The Open University*

Three studies conducted in the context of the Israeli-Palestinian conflict demonstrate how perpetual ingroup victimhood orientation (PIVO) affects cognition. High PIVO is associated with biases in categorization (outcome and RT), increased attribution of responsibility for violent exchanges to outgroup members, and attribution of hostile intentions in ambiguous social situations.

G94**THE FABLE OF FREE AGENCY: THE FORCES OF SOCIAL COMPARISON AND RANKING**Christopher J. Shu¹, Michael J. Shain¹, Yun Suk Paik¹¹*The University of Michigan*

We found that social comparison brought about vis-à-vis the ranking of a free agent's home institution and that of the would-be home institution engenders competition between the institutions so that the free agent is not necessarily the real broker but rather a pawn of these larger organizations, within professional sports.

G95**WEALTH AND SOCIAL PERCEPTIONS**Kimberly B. Simmons¹, Harry Wallace¹¹*Trinity University*

We want to determine if the independence that forms when people are made to think about money is a result of feeling more self-sufficient or if the effect of money makes people view others whom are not familiar more negatively.

G96**IDEAL AFFECT SHAPES EVALUATION OF EMOTIONALLY FRAMED HEALTH CARE OPTIONS**Tamara Sims¹, Jeanne L. Tsai¹, Birgit Koopmann-Holm¹, Ewart A.C. Thomas¹, Mary K. Goldstein^{1,2}¹*Stanford University*; ²*VA Palo Alto Health Care System*

Is how people actually feel ("actual affect") or how they ideally want to feel ("ideal affect") more relevant to evaluating health information? Across three studies participants' ideal affect predicted preferences for emotionally-framed healthcare options, while actual affect did not. Considering ideal affect may enhance patient receptiveness to health information.

G97**JUROR BIAS TOWARDS VETERANS WITH PTSD**Brandt A. Smith¹¹*University of Texas at El Paso*

We examined the effects of veteran status, PTSD, crime severity, and SDO on mock jurors' verdicts. The new veterans' courts attempt to treat veterans accused of crimes and treat the causes. We found that jurors preferred to divert veterans with PTSD into treatment programs instead of finding them guilty.

G98**THE RECIPROCAL TOLERANCE HYPOTHESIS**Nathanael G. Sumaktoyo¹, Victor Ottati¹¹*Loyola University Chicago*

This study examined the effect of priming the reciprocity norm on tolerance judgments. Individuals high in authoritarianism-related constructs were predicted to be less likely to act reciprocally. Consistent with this assumption, this study found that the reciprocity prime increased tolerance, but only among participants who were arguably low in authoritarianism.

G99**BELIEFS ABOUT MOOD-ENHANCING BENEFITS OF SUN EXPOSURE PREDICT BEHAVIOR AMONG ADULTS AGED 18 TO 88**Jennifer M. Taber¹, Lisa G. Aspinwall¹¹*University of Utah*

We examined attitudes underlying sun exposure among 337 adults. Factor analysis yielded six factors of appearance, health, and mood costs and benefits. Although appearance benefits was the strongest predictor of sun exposure, perceived mood benefits also independently predicted sun exposure. Future interventions might target beliefs that sun exposure improves mood.

G100**"IT'S A BIRD! IT'S A PLANE! IT'S A ROLE MODEL!": MALE AND FEMALE SUPERHEROES AS GENDER ROLE MODELS**Paige A. Threlkeld¹, Lea Folsom¹, Stuart S. Miller¹, Donald A. Saucier¹¹*Kansas State University*

We examined how superheroes represent gender roles. Male superheroes represented masculinity, while female superheroes represented androgyny. Both male and female superheroes were perceived as objectively high in agency. Superheroes may serve as gender role models, particular in female superheroes' modeling of masculinity and agency for girls and women.

G101**ANIMATED DISPLAYS OF RESOURCE USE DESIGNED TO INSTILL EMPATHY PROMOTE CHANGE IN PERCEIVED SCOPE OF RESPONSIBILITY AND CAUSALITY**Evan Tincknell¹, Christopher Canning¹, Cynthia McPhearson. Frantz¹, John Petersen¹¹*Oberlin College*

We hypothesized that exposure to a web-based model of a city animated with real-time data on water and electricity flows could expand the breadth of connections made between resource-use decisions and

their implications. Results suggest the scope of these perceptions is malleable in response to the visual delivery of information.

G102

Moved to F331

G103**LANGUAGE CHAMELEON: LANGUAGE STYLE MATCHING AS VERBAL MIMICRY**

Yu-Wen Tou¹

¹*National Taiwan University*

Present study adopted Language Style Matching (LSM) as index for verbal mimicry, and discussed the role it played during the persuasion process. Results revealed that LSM could predict participants' purchase intention, and this relation was mediated by participants' degree of liking toward the blogger.

G104**IMPROVING ORAL HEALTH BEHAVIOR WITH MESSAGE FRAMING**

John A. Updegraff¹, David K. Sherman²

¹*Kent State University*; ²*University of California Santa Barbara*

Tailoring the gain vs. loss frame of a health message to people's perceptions of health risk increases its effectiveness. This conclusion comes from a large, ethnically diverse, longitudinal field study of Americans who viewed framed oral health videos over the internet, with oral health behavior assessed across 6 months.

G105**AMBITIOUS VERSUS TASK AGENCY FOR WOMEN LEADERS**

Ella F. Washington¹, Robert W. Livingston¹

¹*Northwestern University*

Previous research has explored the agency penalty for women by dichotomously labeling leaders as communal or agentic. The current research questions whether different levels of agentic behaviors also exist for leaders. We find that agentic women shy away from leadership roles when they are deemed too ambitious versus task oriented.

G106**POLARIZING MESSAGES CHANGE NOTHING: A REALISTIC LOOK AT MESSAGING EFFECTS ON ENVIRONMENTAL ATTITUDES**

John F. Weaver², Lindsey C. Harkabus¹

¹*Colorado State University*; ²*Cooperative Institute for Research in the Atmosphere (CIRA) Colorado State University*

This study examined how messages framed in ways that emphasize different consequences of global warming (e.g., provide messages about environmental threats using fear appeals versus mild informational) could differentially effect individual's attitudes toward the environment, global warming, and climate knowledge.

G107**SOCIAL, PERSONAL, AND HUMANITARIAN MOTIVES AND THE RETENTION OF HOMELESS SERVICE PROVIDERS**

Carolyn Weisz¹, Renee Houston¹

¹*University of Puget Sound*

This study extended research on motives for volunteering to work in human services. Social motives for working predicted higher job satisfaction and lower intent to quit, while humanitarian and financial motives predicted higher intent to quit. The findings have implications for job burnout and turnover in the social service organizations.

G108**EFFECTS OF INSTRUCTOR ATTRACTIVENESS ON CLASSROOM LEARNING**

R. Shane Westfall¹, Murray Millar¹

¹*University of Nevada, Las Vegas*

While there have been multiple studies examining the effects of physical attractiveness on human interaction, this study aims to provide an empirical look at the impact of teacher attractiveness on learning. As predicted, there was a statistically significant difference in scores when participants believed their instructor to be physically attractive.

G109**REDUCING CULTURAL AND PSYCHOLOGICAL BARRIERS TO LATINO ENROLLMENT IN HIV-PREVENTION COUNSELING: INITIAL DATA ON AN ENROLLMENT META-INTERVENTION**

Kristina Wilson^{1,2}, Marta Durantini¹, Julia Albarracin³, Candi Crause⁴, Dolores Albarracin¹

¹*University of Pennsylvania*; ²*Duval County Health Department*; ³*Western Illinois University*; ⁴*Champaign Urbana Public Health District*

We examined the efficacy of a meta-intervention designed to increase enrollment by changing the motivational factors that comprise intentions to enroll in HIV-prevention counseling among Latinos. Our findings suggest that a culturally tailored meta-intervention addressing barriers to enrollment has the potential to dramatically increase Latino participation in HIV-prevention counseling.

G110**AN EMPIRICAL STUDY OF REGULATORY FOCUS AS THE MEDIATOR OF POWER AND RISK TAKING CONNECTION**

Xiaojing Xu¹, Craig D. Parks¹

¹*Washington State University*

This study empirically tested regulatory focus as a mediator of the power-risk taking connection. Participants' chronic regulatory focus was also considered. Results showed a significant three-way interaction between power, regulatory focus manipulation, and framing, and that participants took more risks when the imposed regulatory focus matched their chronic regulatory focus.

G111**EATING DURING SLEEP LOSS IS MODERATED BY ROMANTIC RELATIONSHIP INTERDEPENDENCE, CLOSENESS, AND SELF-EXPANSION**

Xiaomeng Xu^{4,1,2}, Suzanne Riehl^{4,3}

¹*Alpert Medical School, Brown University*; ²*Weight Control and Diabetes Research Center, The Miriam Hospital*; ³*Psychology Department, New York University*; ⁴*Psychology Department, Stony Brook University*

Thirty-one undergraduates (in relationships >1yr) were sleep deprived for 12 hours; ad libitum eating was covertly measured. Caloric consumption was negatively correlated with commitment, satisfaction, investment size, closeness, and self-expansion, and positively correlated with quality of alternatives. Results remained significant after partialling out age, sex, BMI, relationship length, and mood.

G112**THE IMPORTANCE OF PSYCHOSOCIAL SUPPORT IN THE PREDICTION OF CROSS-RACE MENTORING INITIATION**

Keith L. Zabel¹, Boris B. Baltes¹, Kevin L. Zabel²

¹*Wayne State University*; ²*University of Tennessee*

Results suggest perceptions of psychosocial support are the best predictor among African-Americans of entering a mentoring relationship with a Caucasian. Results also suggest that perceived overall similarity is the best predictor among Caucasians of entering a mentoring relationship with a Caucasian mentor.

Groups/Intragroup Processes**G113****CROSSING RACE AND GENDER BOUNDARIES: DEGRADATION IN WITHIN-GROUP VS. BETWEEN-GROUP PORNOGRAPHY**

Carlie M. Allison¹, William Cox¹, Janet Hyde¹, Patricia Devine¹

¹*University of Wisconsin-Madison*

We propose that the mechanism behind violence, unsafe sex and degradation (VUSADs) in pornography is intergroup dynamics. We coded popular pornography from four categories (Straight-Same Race, Straight-Interracial, Gay-Same Race, Gay-Interracial) for negative and positive sexual behaviors. Results supported hypotheses, such that videos that had any intergroup barrier had more VUSADs.

G114**HEROISM, LEADERSHIP, AND HEROIC LEADERSHIP: CONCEPTUAL DISTINCTIONS AND INTEGRATION**Scott T. Allison¹, Athena Hensel¹¹*University of Richmond*

We propose a model for distinguishing between heroism and leadership and report three studies that support key features of the model. Our results suggest that heroes and leaders differ on the dimensions of morality, temporality, prevalence, fluidity, dimensionality, directness, abstractness, need fulfillment, inspiration, and consensus.

G115**REACTIONS TO A LOSS OF ECONOMIC MOBILITY: NEGATIVE AFFECT GIVES WAY TO INCREASED MERITOCRACY AND NATIONAL IDENTITY**Hannah Archer¹, Lucas Slater¹, Chris Goode¹, Ludwin E. Molina¹¹*The University of Kansas*

Recent research shows that low personal control can be compensated for by increased endorsement of merit based prescriptions for economic success. We further that work by showing that threats to individual economic mobility result in negative reactions, greater endorsement of meritocratic values, and an increased identification with the nation.

G116**EFFECTS OF PRIMING GENDER IN INTERRACIAL INTERACTIONS**Laura G. Babbitt¹, Michael Hall¹, Samuel R. Sommers¹¹*Tufts University*

Can activating the positive stereotypes associated with women in social interactions help allay concerns normally felt by Whites in interracial interactions? White female participants who had their gender identity made salient or identified more strongly with being female had more positive expectations and affect ahead of an anticipated interracial interaction.

G117**GOSSIP FOR BETTER OR FOR WORSE: HOW BOTH PROSELF AND PROSOCIAL MOTIVES CAN DRIVE GOSSIP BEHAVIOR**Bianca Beersma¹, Gerben van Kleef¹¹*University of Amsterdam*

We challenge the view of gossip as immoral behavior by presenting four studies that show that whereas gossip sometimes serves egoistic, proself goals, it can also serve prosocial goals by controlling self-serving behavior that harms the group. Although mostly viewed negatively, gossip may thus be essential for groups' survival.

G118**RESPECT FROM YOUR ETHNIC GROUP: HOW ETHNIC MINORITIES' PERCEPTIONS OF INTRAGROUP STATUS AND ACCEPTANCE SHAPE THEIR WELL-BEING**Christopher Begeny¹¹*University of California, Los Angeles*

To better understand ethnic minorities' psychological well-being, the current study examines ethnic intragroup respect, defined as feelings that one is valued and accepted by members of his or her ethnic group. Using survey data from Black, Latino and Asian respondents, we find that intragroup respect predicts self-esteem and psychological stress.

G119**CAN 'EATING WITH THE ENEMY' CREATE HIGHER-VALUE DEALS? A TEST OF TWO COMPETING PERSPECTIVES ON FOOD SHARING**Peter V. Belmi², Margaret Neale²²*Stanford Graduate School of Business*

Sharing food is assumed to have positive consequences in conflict and negotiation settings. Does sharing food during negotiation lead to higher-value deals? We propose that sharing food is beneficial to value creation in competitive negotiations, but detrimental to value creation in cooperative negotiations. Two experiments found support for this hypothesis.

G120**IMPROVING ATTITUDES BY ENACTING INTERESTS: HOW INTERGROUP CONTACT CAN SPARK INTEREST IN AN OUTGROUP'S CULTURE AND REDUCE PREJUDICE**Tiffany N. Brannon¹, Gregory M. Walton¹¹*Stanford University*

The present research proposes and tests a process by which intergroup contact can reduce prejudice. Six studies provide correlational and experimental evidence that cues of social connectedness to a member of another social group can spark an interest in that group's culture which, when freely enacted, can improve intergroup attitudes.

G121**DISCRIMINATION ACROSS ELEMENTARY SCHOOL: PERCEPTIONS OF LATINO CHILDREN IN VARYING SCHOOL CONTEXTS**Christia Spears Brown¹¹*University of Kentucky*

Discrimination is perceived by children, and negatively impacts their lives, by the middle of elementary school. Perceived discrimination, coming from peers, the teacher, and the community, diminishes the academic attitudes and outcomes of Latino children across two years of elementary school. School context, however, is an important moderator.

G122**"LOOK OUT, THEY'VE GOT A FLAG!" GROUP SYMBOLS INCREASE PERCEIVED THREAT BY ENHANCING ENTITATIVITY**Shannon P. Callahan¹, Alison Ledgerwood¹¹*University of California, Davis*

Group symbols may influence how people view and act towards groups by increasing perceived entitativity. In this study, novel groups (Greebles) with symbols were rated as more threatening than groups without symbols because those with symbols were perceived as more real and entitative. This suggests symbols can importantly influence group perception.

G123**MIND-READING MOTIVATION AND THE MUTUAL LEADERSHIP**Jordan Carpenter¹, Tanya Vacharkulksemsuk¹¹*UNC-Chapel Hill*

Mind-Reading Motivation (MRM) refers to tendencies to exert effort in considering others' thoughts. During a series of dyadic tasks, higher MRM led to stronger assessments of co-leadership both in the self and in the partner. Levels of perceived co-leadership mediated MRM's predictive effect on the speed of completing the tasks.

G124**DIVIDE AND CONQUER: WHEN LEADERS CUT OFF THE LINES OF COMMUNICATION AMONG SUBORDINATES**Charleen R. Case¹, Jon K. Maner¹¹*Florida State University*

Dominant leaders are strongly motivated to protect their power. One strategy leaders might use is preventing communication among subordinates. Leaders high (but not low) in dominance responded to unstable power (but not stable power) by limiting communication among subordinates. Findings provide insight into factors that influence how leaders misuse power.

G125**ONLY ROBOTS DON'T LIKE KIDS: THE DEHUMANIZATION OF THE CHILDLESS BY CHOICE**Lann K. Chan¹, Eric D. Splan¹, Avi Ben-Zeev¹¹*San Francisco State University*

Are people who choose to not have children subject to societal repercussions – being perceived as more machine-like; a form of dehumanization? We present evidence that such dehumanization is directed towards out-groups (e.g., male observers; female target) but not in-groups (e.g., male observers; male target) and situate findings in meaning threat.

G126**DO PEOPLE WANT A MORE LIBERAL (OR MORE CONSERVATIVE) PRESIDENT? WHEN PRO-NORMATIVE DEVIANTS GET MORE SUPPORT THAN NORMATIVE MEMBERS**Jin Wook Chang¹, Nazli Turan¹, Rosalind Chow¹¹*Carnegie Mellon University*

Group members' evaluations of in-group deviance can vary according to its type and context. In a study about the 2012 Presidential election, we demonstrated that participants supported pro-normative deviants who deviated in the direction of group norms more than normative members when they want to emphasize the group's distinctiveness.

G127**GROUPS OUTPERFORM INDIVIDUALS IN TACIT COORDINATION BY USING CONSENSUAL AND DISJUNCTIVE SALIENCE**Christopher R. Chartier¹, Susanne Abele¹¹*Miami University*

We investigated the tacit coordination success of interacting groups compared to interacting individuals. Across two studies we found that interacting groups are more successful in tacit coordination than interacting individuals. This advantage derives from two novel forms of coordination salience which are unique to groups: consensual salience and disjunctive salience.

G128**IN-GROUP DEVIANCE: FRIEND OF POWER, FOE OF STATUS**Peggy Chekroun¹, Rui Moreira¹, Markus Brauer², Armelle Nugier²¹*University Paris Ouest, Laboratoire Parisien de Psychologie Sociale;* ²*Clermont Université & CNRS*

Two experiments explored the differential effects that group power (control over outcomes) and group social status (prestige) have on reactions to in-group deviance. Members of low power groups and high status groups are less tolerant to deviance than members of high power groups (who also laughed about deviance most often).

G129**CORRELATES OF INGROUP IDENTIFICATION STRENGTH**Lauren E. Coursey¹, Jared B. Kenworthy¹¹*University of Texas at Arlington*

Meta-analytic results indicated a positive relationship between ingroup identification strength and individual self-esteem, ingroup attitudes, and ingroup homogeneity. As identification increases, so does self-esteem, ingroup attitudes, and perceived ingroup homogeneity. Degree of intergroup conflict, as judged by independent coders, negatively moderates the above relationships.

G130**MAVERICK LEADERSHIP: IMPLICIT THEORIES AND LAY-CONCEPTIONS OF CATEGORICAL STRUCTURE**Jennifer Darsie¹, Scott T. Allison¹¹*University of Richmond*

Maverick leadership refers to an unconventional style of leadership that promotes organizational change. We report three studies that illuminate implicit theories of maverick leadership. Our data reveal what types of maverick leaders are effective and what role these leaders play in producing innovative change in groups.

G131**MORE BALLS THAN MOST: OUTPERFORMING OTHERS IN A COMPETITIVE GAME OF CYBERBALL OR CLAIMBALL**Wendy De Waal-Andrews¹, Ilja Van Beest¹¹*Tilburg University*

Participants won or lost a virtual ball-toss competition by receiving balls from other players (competitive cyberball) or by claiming them from others (competitive claimball). Relative to loss, victory in claimball made people feel more competent but not warmer, but victory in cyberball made people feel both more competent and warmer.

G132**GOAL SYSTEMS AND MULTIPLE MEANS TO A SINGLE GOAL: EXPLORING IMPLICATIONS FOR GROUP IDENTIFICATION**Michelle Dugas¹, Arie W. Kruglanski¹¹*University of Maryland*

We propose a goal systemic approach to group identification where identification is a function of a group's instrumentality to a goal. This study found mixed support for the hypotheses that the instrumentality of and, in turn, identification with a group is strongest when no alternative means are available.

G133**EXTREME LANGUAGE, EXTREME HATRED: THE AFFECTIVE MECHANISM OF DEHUMANIZATION**Fade R. Eadeh¹, Alan J. Lambert¹, Stephanie A. Peak¹¹*Washington University in St. Louis*

When people are "dehumanized", how does affect play a role in this process, and what kinds of specific emotions are involved? In the present research, we provide strong evidence for the meditational role of anger, which was especially true for targets whose behaviors strongly, rather than moderately, violated moral standards.

G134**MEDIA EFFECTS ON IMPLICIT AND EXPLICIT ATTITUDES: AN INVESTIGATION OF THE LINGUISTIC INTERGROUP BIAS**Patrick J. Ewell¹, Rosanna E. Guadagno²¹*University of Alabama;* ²*The National Science Foundation*

The impact of abstraction in language on racial attitudes or Linguistic Intergroup Bias was investigated. Results indicate that high levels of abstraction resulted in a replication of the LIB in target descriptions, along with increased negative explicit attitudes towards African Americans and increased believability in story content.

G135**NEWS FRAME, IMMIGRANT ORIGIN AND LANGUAGE USE**Itziar Fernandez¹, Juan-Jose Igartua², Dolores Muñoz³¹*Universidad Nacional de Educación a Distancia;* ²*Universidad de Salamanca;* ³*Universidad Autónoma de Madrid*

The purpose was to analyse how the media can influence individuals' specific language use in news on immigration (N=523). Analysis revealed that abstract and negative affective language were frequent of participants assigned to the news frame on crime. Complex language was commonly used when news frame referring to economic contribution

G136**GETTING SATISFACTION FROM "GETTING EVEN"?**Friederike Funk¹, Victoria McGeer¹, John M. Darley¹, Mario Gollwitzer²¹*Princeton University;* ²*Philipps-University Marburg*

Findings from two experiments show that punishment can be satisfactory for the victim when it includes a message from the wrongdoer. We manipulated whether the wrongdoer understands why he is being punished, whether punishment is costly versus free, and whether the wrongdoer shows a change in attitude.

G137

Poster withdrawn.

G138**PROMOTION AND PREVENTION MINDSETS IN GROUPS AND THEIR INFLUENCE ON RELATIONAL DYNAMICS**Monica Gamez-Djokic¹, Daniel C. Molden¹¹*Northwestern University*

A study found that groups formed to maintain security displayed greater concerns with consensus in a decision-making task, leading members to share less private information. However, groups formed to attain advancement displayed greater willingness to upset consensus and risk conflict by sharing more private information to make a better decision.

G139**SOCIAL INFLUENCES ON TASK MOTIVATION**Robert J. Garcia¹¹*University of California, Irvine*

Examined motivation via persistence on impossible tasks as a function of individual differences and normative social influence created by confederate peers. Results suggest a conformity effect in situations with norms of late goal disengagement. Individual difference variables had little predictive value, suggesting the primacy of social variables in determining motivation.

G140**THE IMPACT OF COLLECTIVE ANGST ON THE EXCLUSION OF DEVIANT GROUP MEMBERS**Benjamin Giguère¹, Michael J. A. Wohl², Donald M. Taylor³¹*University of Guelph*; ²*Carleton University*; ³*McGill University*

In two studies it was observed that a threat to the vitality of a group hampered the willingness of group members to exclude a deviant member. The influence of vitality threat was mediated by the experience of collective angst.

G141**MULTIPLE IDENTITIES AS A RESOURCE FOR UNDERSTANDING AND IMPACTING BEHAVIOURS IN THE DIGITAL WORLD- UNDERSTANDING THE ROLE OF VIRTUAL MULTIPLE IDENTITIES ON RESILIENCE**Ilka H. Gleibs¹, Neil Wilson²¹*London School of Economics*; ²*University of Surrey*; ³*University of Exeter*

We examine whether identities that are established virtually (i.e. through Second Life, online gaming, chat forums etc) can have the same resilience function as identities constructed offline. The question which then arises is how much of the resilience afforded by multiple identities can be drawn from identities established online?

G142**A COMPENSATORY CONTROL FUNCTION OF MERITOCRACY**Chris Goode¹, Ludwin E. Molina¹, Lucas A. Keefer¹¹*The University of Kansas*

The present studies demonstrate that meritocratic values can fill a compensatory control role and allow confidence regarding economic futures, especially when personal control is lowered. Over 3 studies we show that belief in a meritocratic ideology is strongly tied to individual perceptions of control and perceived economic outcomes.

G143**EXPOSURE TO THE CHRISTIAN CROSS AND RELIGIOUS PREJUDICE: THE EFFECTS OF RELIGIOUS ORIENTATION AND PRIMING METHOD**Joanna Goplen¹, E. Ashby Plant¹¹*Florida State University*

Religious orientation and method of exposing the Christian cross affected the religious tolerance of Christians. Intrinsic religiosity correlated with religious intolerance but not when Christians were subliminally exposed to the cross. At high levels of extrinsic religiosity, however, Christians reported more prejudice toward Muslims after supraliminal exposure to the cross.

G144**HIERARCHY MAINTENANCE & IN-GROUP REJECTION: WHEN APPEASING THE OUT-GROUP MEANS REJECTING FELLOW IN-GROUP MEMBERS**Lucia E. Guillory¹, Brian S. Lowery¹¹*Stanford University*

Across 3 studies we find that dominant groups that are concerned about maintaining their position may reject their most loyal and committed members in an effort to avoid conflicts with subordinate groups.

G145**A CHANGE OF HEART: THE EFFECT OF REINCLUSION ON RESPONSES TO OSTRACISM**Andrew Hales¹, Kipling D. Williams¹¹*Purdue University*

Two studies experimentally tested the effects of being reincluded by a group following a period of ostracism. Results indicate that even minor amounts of inclusion are sufficient to improve responses to ostracism. Findings are consistent with recent research showing that seemingly trivial amounts of acknowledgement increase people's sense of belonging.

G146**PREDICTING ASSOCIATION AND DISSOCIATION AMONG RACIAL MINORITY INGROUPS**Elliott D. Hammer¹, Rabelle M. Triplett¹¹*Xavier University of Louisiana*

We examined the effect of valence (positive vs. negative) and domain (performance vs. morality) on African Americans' association or dissociation with ingroup members. Positive performance impacted responses more than either negative performance or negative morality. We discuss implications for social identity theory and the black sheep effect among minority groups.

G147**WHO'S THE BOSS? A SELF-REGULATION APPROACH TO HIERARCHY**Melvyn R. W. Hamstra¹, N. Pontus Leander¹¹*University of Groningen*

What may guide dominance-submissiveness tendencies in collaborations? First, hierarchy is perceived more clearly in groups consisting of both promotion-focused and prevention-focused individuals (relative to homogeneous groups). Second, whereas promotion-focused individuals prefer acting dominantly, prevention-focused individuals prefer acting submissively. Third, interacting with another who takes on individuals' preferred role requires self-control.

G148**PREDICTING REFLECTIVE RESPONSES TO REJECTION UTILIZING THE MULTIMOTIVE MODEL OF RELATIONAL CONSTRUALS**Abigail L. Harris¹, Nicholas Schwab¹¹*University of Northern Iowa*

This study investigated theoretical relational construals as predictors of reaction to rejection. It was hypothesized that high value lab-based relationships would elicit pro-social behaviors following rejection and low value lab-based relationships would elicit anti-social behavior. Analysis indicates the opposite pattern occurred. Measures of individual differences will be discussed.

G149**FEAR AND LOATHING UNDER UNCERTAINTY: A CAUSAL EXPLORATION OF SELF-ESTEEM, SELF-UNCERTAINTY, AND MORTALITY SALIENCE**Zachary P. Hohman¹¹*Claremont Graduate University*

We hypothesized that uncertainty would moderate the relationship between self-esteem and mortality salience on ingroup identification and defense. Self-esteem, mortality salience, and self-uncertainty were

experimentally manipulated ($N = 294$) and ingroup identification and defense were measured. As predicted, only under high uncertainty are typical terror management theory results demonstrated.

G150**HOW LEADERS' MOODS IMPACT GROUP PERFORMANCE ON TWO DIFFERENT TASKS**

Nicole E. Iannone¹, Megan K. McCarty¹, Janice R. Kelly¹

¹*Purdue University*

Leaders of a group were induced into positive or negative moods and led their group in a creativity or decision-making task. Results showed that female groups followed the naïve theories, negative moods were better for decision-making tasks and positive moods better for creativity tasks, suggesting females may understand emotions better.

G151**THE EFFECT OF INDEBTEDNESS, SOCIAL SKILL, AND LEADERSHIP ON EXTRA-ROLE BEHAVIOR AND ORGANIZATIONAL CITIZENSHIP-BEHAVIOR**

Kanako Ishizaki¹, Toshikazu Yoshida¹

¹*Graduate School of Education and Human Development, Nagoya University*

This study examined the effects of indebtedness, social skill, and leadership on extra-role behavior and organizational citizenship behavior (OCB), along with the relationship between these behaviors. Multiple regression analysis indicated that extra-role behavior and OCB are positively correlated, but that different factors trigger these behaviors.

G152**THE ROLE OF SOCIAL INFLUENCE IN PROBABILISTIC INFERENCES**

Elizabeth Jacobs¹, Scott Tindale², Rebecca Starkel²

¹*Seton Hill University*; ²*Loyola University Chicago*

Two studies utilizing a Judge-Advisor paradigm experimentally compared the effect of demonstrability of correctness of probabilistic judgments (base rates and conjunctive events) to the effect of conformity to the group on individual estimates. Results indicate that conformity (and not demonstrability) underlie superior group performance in the domain of probability estimation.

G153**THE EFFECT OF COGNITIVE LOAD ON RESPONSES TO GROUP-DIRECTED CRITICISM**

Carla H. Jeffries¹, Robbie M. Sutton²

¹*University of Southern Queensland*; ²*University of Kent*

The current study investigated whether people expend cognitive effort in evaluating the motives of group critics and subsequently deciding to accept criticism. Although cognitive load did not impact on the attribution of motive, results offered support for the notion that the evaluation of a critic's traits involves effortful processing.

G154**SOCIAL CREATIVITY STRATEGIES WHEN FACING DISADVANTAGE: THE ROLE OF GROUP IDENTIFICATION, LEGITIMACY AND DEPENDENCY**

Gloria Jimenez-Moya¹, Rosa Rodriguez-Bailon¹, Russell Spears²

¹*University of Granada*; ²*University of Groningen*

We manipulated the internal legitimacy of the ingroup disadvantage and whether the ingroup's outcomes depended or not on the outgroup. Results showed that high identifiers used social creativity strategies to cope with the group disadvantage, but only under the more threatening circumstances for the ingroup.

G155**MULTIPLE GROUP SALIENCE PROMOTES PERSISTENCE ON COGNITIVE CHALLENGES**

Janelle M. Jones¹, Rupert Brown², Haley Ibbott², Jolanda Jetten³

¹*Simon Fraser University*; ²*University of Sussex*; ³*University of Queensland*

In two studies we manipulated the number (1,5) and the number and types of groups (social categories, non-social categories) participants

thought about before completing cognitive challenges (solvable anagrams, unsolvable anagrams). Only thinking about multiple social categories led to resilient responses (i.e., longer persistence) when facing these cognitive challenges.

G156**ORGANIZATIONAL STRUCTURE AND PERCEPTIONS OF FAIRNESS ON WOMEN'S RELATIONSHIPS IN THE WORKPLACE**

Lindsay P. Juarez¹, Sophie Trawalter¹

¹*University of Virginia*

Women's relationships in the workplace are typified as undermining and duplicitous. In two studies, we find organizational structure and perceptions of fairness drive women's expectations of antagonistic interactions with other female as compared to male coworkers and affect willingness to view female employees' behavior through a stereotypic lens.

G157**THE ROLE OF COLLECTIVE GOAL CLARITY IN FOSTERING INDIVIDUAL GOAL/PROCESS CLARITY, GOAL COMMITMENT AND GOAL ORIENTED BEHAVIOUR: AN HOURLY DIARY STUDY OF ACADEMIC GOALS IN A UNIVERSITY RESIDENCE**

Frank J. Kachanoff¹, Scott Neufeld¹, Donald M. Taylor¹

¹*McGill University*

Seventy university residence students completed an hourly diary study. Collective clarity surrounding academic goals in their residence predicted their commitment to these goals. This relationship was mediated by their individual goal and process clarity surrounding academics. Academic goal commitment and actual academic behaviours were correlated.

G158**PAY IT FORWARD: SOCIAL EXCHANGE STRUCTURES AND PROSOCIAL BEHAVIOR**

James J. Katz¹, Nir Halevy¹

¹*Stanford*

Past research has suggested that generalized exchange structures (e.g. Wikipedia), result in more prosocial feelings than direct exchange structures (e.g. Craigslist). Our research found that generalized exchange structures produced higher levels of behavioral trust as compared with direct exchange structures. Prosocial feelings partially mediated this effect.

G159**ON LINGUISTIC DIVERSITY AND GROUP DECISION MAKING: MULTIPLE EFFECTS ON JURY DELIBERATIONS**

Markus Kemmelmeier¹, H. Lysette Chavez¹

¹*University of Nevada, Reno*

A 2 (monolingual vs. bilingual jury) × 2 (Anglo majority vs. Latino majority jury) mock jury experiment investigated whether the inclusion of Non-English speaking jurors would (a) enhance or undermine the quality of jury deliberation, and (b) increase or decrease intergroup bias. Results mainly show benefits for jury deliberation.

G160**UNLOCKING THE HISPANIC VOTE IN ELECTION 2012: POLITICAL IDEOLOGY IS LESS ASSOCIATED WITH CANDIDATE PREFERENCE AMONG HISPANICS THAN NON-HISPANIC WHITES**

Teri A. Kirby¹, Anthony G. Greenwald¹

¹*University of Washington*

The "Hispanic Vote" is an increasingly sought after fraction of the American vote. To what extent does political ideology influence candidate preference among Hispanics? In a 2012 presidential primary study, the relationship between conservatism and preferences for Republicans was significantly weaker among Hispanics than it was among Whites.

G161**WHEN IT'S BETTER TO BE ON BOTTOM: THE EFFECTS OF STATUS ON STRESS IN STABLE AND UNSTABLE HIERARCHIES**Erik L. Knight¹, Pranjali H. Mehta¹¹*University of Oregon*

Stability of a status hierarchy moderates the subjective and physiological effects of social stress on high and low status individuals. While high status attenuates the stress response compared to low status in stable hierarchies, unstable hierarchies did not show such effects.

G162**EFFECT OF GROUP PROCESSES ON RATIONAL DECISION MAKING IN THE DEFENSE BUDGET DILEMMA**Tomohiro Kumagai¹¹*Otsuma Women's University*

By using the defense budget dilemma, I investigated whether being in the position of a group leader increased concern for group members' expectations and helped leaders make rational decisions. The results showed that participants in the group leader condition obtained greater rewards than those in the individual condition did.

G163**PUNISHING THE BLACK SHEEP: SUBSTITUTABILITY OF DISTANCING STRATEGIES IS MODERATED BY GROUP LEVEL THREAT AND GROUP IDENTIFICATION**Elicia C. Lair¹, Linda M. Isbell¹¹*University of Massachusetts, Amherst*

The black sheep effect is theorized to be either a group-protective or self-protective strategy for dealing with a deviant ingroup member. Recent research suggests that these strategies are substitutable. This study examined whether substitutability translated to downstream, punitive judgments. Group identification level and group threat level moderated the substitutability effect.

G164**WHEN COMPETING MAKES YOU PRO-SOCIAL: ASSOCIATING COMPETITION WITH COOPERATION**Florian Landkammer¹, Kai Sassenberg¹¹*Knowledge Media Research Center*

In three experiments, we demonstrated that pure competition, but not competition that simultaneously contains cooperative demands (termed cooperation in management literature) leads to less information sharing in a subsequent unrelated task. Results suggest that this difference occurs because mental representations of competition involve enhanced association between competition and cooperation.

G165**OPTIMAL DISTINCTIVENESS SIGNALS MEMBERSHIP TRUST**Geoffrey J. Leonardelli¹, Denise Lewin Loyd²¹*University of Toronto*; ²*Massachusetts Institute of Technology*

We argue that evolutionary forces (genetic, structural, or both) have shaped human motivation to seek optimally distinctive (i.e., numerical minority) groups for reasons of membership trust and sustained cooperation. Two studies investigated whether members of such groups are perceived as more trustworthy. Stop by the poster to see results!

G166**SOCIAL PAIN TRIGGERS THE OSTRACISM OF BURDENSOME INDIVIDUALS**Angie S. LeRoy¹, James H. Wirth¹, Michael J. Bernstein²¹*University of North Florida*; ²*Penn State University - Abington*

Does social pain indicate when we should ostracize (exclude and ignore) a burdensome group member? Participants recalled a time they worked with either a burdensome group member or an equally contributing group. Results indicate that humans feel pain when dealing with burdensome individuals, and may ostracize them as a consequence.

G167**OVERCOMING THE PERFORMANCE LIABILITIES OF CONFLICT IN WORK TEAMS: THE BUFFERING EFFECT OF GROUP FAULTLINES**Lindie H. Liang¹, Wendi L. Adair¹, Ivona Hideg², Kirsty X. Chen¹, Frank X. Mu¹, Raina Armstrong¹¹*University of Waterloo*; ²*Wilfrid Laurier University*

We examined the moderating effect of group demographic composition on the association between group conflict and performance. 360 participants forming 45 culturally homogeneous and 45 culture faultline four-person groups engaged in a decision-making task, where conflict was experimentally manipulated. Results suggest group composition moderates the negative effect of conflict on performance.

G168**DEVELOPING A FURTHER UNDERSTANDING ABOUT THE LINK BETWEEN COHESION, MOTIVATION AND PERFORMANCE IN SPORT**Robin Lines¹, Peary Brug¹¹*St. Mary's University College*

The link between cohesion, motivation and performance among athletes in the US and UK was investigated. Results showed task cohesion was a stronger predictor of performance among US athletes, however, UK athletes showed higher levels of collect efficacy. Results are discussed in the context of structural differences within collegiate sports.

G169**TESTOSTERONE, INTERCULTURAL COMMUNICATION APPREHENSION, AND PRESTIGE**Wayna Lyons¹, Robert T. Hitlan¹, Jon Pedersen¹, Mary C. DeSoto¹¹*University of Northern Iowa*

Circulating testosterone, intercultural communication apprehension, and prestige were measured in undergraduates via salivary assay and self-report. Research suggests that testosterone promotes the seeking of social status, and prestige is status based on expertise. Testosterone and intercultural communication apprehension were unrelated; however, lower intercultural communication apprehension was related to higher prestige.

G170**SOCIAL CLASS, PROSOCIAL BEHAVIOR, AND THE HIERARCHY-ATTENUATING EFFECTS OF AWE**Birute Maknyte¹, Paul K. Piff¹, Dacher Keltner¹¹*University of California, Berkeley*

Two studies tested whether feelings of awe – which exert a diminishing effect on the self – would influence the association between social class and prosocial behavior. Whereas upper-class individuals were less prosocial in control conditions, feelings of awe caused upper-class individuals to be as prosocial as their lower-class peers.

G171**THE INTERACTION OF PROTOTYPICALITY AND ENTITATIVITY IN PREDICTING COLLECTIVE NARCISSISM**Monique H. Matelski¹, Heather T. Stopp¹, John H. Haller¹, Michael A. Hogg¹¹*Claremont Graduate University*

Collective narcissism is associated with increased intergroup violence and other negative intergroup relations. Results from our research indicate that an individuals' status within their group and their perceptions of the nature of the group interact to affect negative group attachment.

G172**IDENTITY FUSION AMONG VIETNAM VETERANS: FUSION MODERATES THE EFFECT OF SHARED EXPERIENCE ON SOCIAL ATTITUDES**Miriam Matthews¹¹*University of Oxford*

Identity fusion is a relatively new construct that emphasizes relational ties to a group's members and group-tethered personal agency. Using a sample of Vietnam combat veterans, this study found that fusion

with Vietnam veterans moderated the effect of sharing similar military experiences with another person on attitudes toward this person.

G173**HAPPY BEING OUT OF IT: INFORMATION VALENCE MODERATES REACTIONS TO BEING OUT OF THE LOOP**

Megan K. McCarty¹, Nicole E. Iannone¹, Janice R. Kelly¹, Eric E. Jones²

¹*Purdue University*; ²*Southern Illinois University Carbondale*

Participants imagined scenarios where they were either in or out of the loop on positive or negative information. Valence moderated reactions to being out of the loop. Being out of the loop on negative information was associated with more beneficial outcomes than being out of the loop on positive information.

G174**HARSH CHILDHOOD ENVIRONMENTAL CHARACTERISTICS PREDICT EXPLOITATION AND RETALIATION IN HUMANS**

Michael E. McCullough¹, Eric J. Pedersen¹, Jaclyn M. Schroder¹, Benjamin A. Tabak¹, Charles S. Carver¹

¹*University of Miami*

Across and within societies, people vary in their propensities toward exploitive and retaliatory defection. Here we show that childhood exposure to family neglect, conflict, and violence, and to neighborhood crime, were positively associated with exploitation of an interaction partner and retaliatory defection after that partner began to defect.

G175**MORTALITY SALIENCE AND THE UNIVERSITY WORLDVIEW: EXPLORING THE TERROR MANAGEMENT BENEFITS OF AN INTRINSIC ORIENTATION**

Jean M. McMahon^{1,2}, Kathryn C. Oleson²

¹*Portland State University*; ²*Reed College*

Within a terror management framework, we test whether intrinsic vs. extrinsic orientations toward a college can buffer anxiety upon exposure to mortality salience. A high intrinsic orientation was associated with increased worldview defense, contrary to previous findings with intrinsic religiousness. An intrinsic orientation may not offer analogous benefits across worldviews.

G176**THE ROLE OF EXTERNAL FACTORS ON TEAM DYNAMICS AND INDIVIDUAL SELF-PERCEPTION AMONG COLLEGIATE ATHLETES**

Nicholas McNamara¹, Robin Lines¹, Peary Brug¹

¹*St. Mary's University College*

The impact of external factors on team dynamics and athletes' self-perception in the UK and US was examined. The results showed that while US athletic programs had greater resources and a better infrastructure, which can benefit team performance, this did not relate to significantly better team dynamics or athletic self-perception.

G177**POWER CAUSES SOCIALLY DESTRUCTIVE BEHAVIORS BECAUSE IT UNLEASHES NARCISSISM**

Nicole L. Mead¹, Kathleen D. Vohs², Roy F. Baumeister³

¹*Erasmus University*; ²*University of Minnesota*; ³*Florida State University*

We tested whether narcissism accounts for the much-quoted corrupting effects of power. Power increased scores on the Narcissistic Personality Inventory (NPI), which mediated the effect of power on aggression. Effects were strongest among people with low 2D:4D ratio (high testosterone), suggesting that power corrupts because it releases underlying

G178**MEMELAB: PREDICTING ONLINE SHARING BEHAVIOR**

Ian D. Miller¹

¹*University of Toronto*

What drives online viral phenomena? The investigators built a live meme-generator website for tracking online social transmission. Participants created memes to share with their social networks, and

online sharing behavior was longitudinally monitored. Individual differences in expertise and specific meme features were predictive of social transmission behaviors.

G179**IMPLICIT AND EXPLICIT IN-GROUP BIAS PREDICTED BY SEXUAL ORIENTATION, SOCIO-POLITICAL BELIEFS AND GENDER**

Lauren S. Miller¹, Richard H. Gramzow¹

¹*Syracuse University*

This study examined how group status and socio-political beliefs impact in-group bias. We examined whether the impact of these beliefs on in-group bias differed by sexual orientation, gender, and attitude type (explicit/implicit). Both homosexuals and heterosexuals exhibited explicit and implicit in-group bias, and socio-political beliefs moderated these patterns.

G180**PROCESS TO RELATIONSHIP CONFLICT TRANSFORMATION IN GROUPS: PERSONALITY AND CONTEXTUAL PREDICTORS**

Anubhuti Mishra¹, Ruchi Sinha¹

¹*Indian School of Business*

This study examines factors that accelerate as well as slow down the transformation of process conflict into relationship conflict within teams. Moderating effects of team member personality dispositions (e.g. core self evaluation & conscientiousness) and contextual factors (e.g. group emotional display norms) on conflict transformation have been tested.

G181**THE DARK SIDE OF GROUP MORALITY: CHEATING FOR THE GOOD OF THE GROUP**

Lily A. Morse¹, Taya R. Cohen¹, William B. Swann²

¹*Carnegie Mellon University*; ²*The University of Texas at Austin*

This study examined how behavior differs when people make moral decisions as part of a group versus individually. Findings suggest that concern for the welfare of one's group can motivate individuals to behave unethically, and that identity fusion may be one mechanism through which group morality is activated.

G182**THE RELATIONSHIP BETWEEN VOLUNTARY RESTRAINT AND FUKINSHIN AS A SCAPEGOATING PHENOMENON**

Koshi Murakami², Ako Agata¹, Zentaro Uemura³, Naoki Kugihara¹

¹*Osaka University*; ²*Kobe Yamate University*; ³*Fukuoka University of Education*

Since the earthquake, ordinary behaviors were treated as "fukinshin" like scapegoating and caused people to refrain behaviors. This study examined the references to restraint in personal blogs to examine the relationship between restraint and "fukinshin". The results indicate a 3-week delay between the peak numbers of both articles per week.

G183**PSYCHOLOGICAL DISTANCE AND IMPRESSIONS OF JAPANESE AND AMERICANS HAVING PRO- OR ANTI-WAR OPINIONS**

Mami Muto¹, Naoki Kugihara¹

¹*Osaka University*

The effects of a person's psychological distance to in-group (Japanese) and out-group (American) members on evaluation of these groups was investigated. Participants maintained a psychological distance from in-group members having pro-war opinions and evaluated them negatively and decreased psychological distance to out-group members having anti-war opinions and evaluated them positively.

G184**WHEN PEOPLE WITH SUPERIOR KNOWLEDGE ARE LESS ATTRACTIVE COLLABORATORS: THE ROLE OF META-KNOWLEDGE ABOUT WHAT OTHERS KNOW AND SOCIAL COMPARISONS**Josephine Neugebauer¹, Devin G. Ray¹, Kai Sassenberg¹¹*Knowledge Media Research Center, Tuebingen;* ²*Knowledge Media Research Center, Tuebingen*

Supporting meta-knowledge about what other people know facilitates information exchange in classrooms and organizations but can also introduce problematic social comparisons. We show that such meta-knowledge can also lead to counterproductive responses to upward social comparisons, specifically disengaging with a helpful explanation after becoming aware of the explainer's strong qualifications.

G185**TWO STRIKES: RACE AND DISCIPLINARY ACTION IN K-12 SCHOOLING**Jason Okonofua¹, Jennifer L. Eberhardt¹¹*Stanford University*

Across several studies we find that practicing teachers will discipline a Black student more severely than a White student after just two incidents of misbehavior by way of irritation. Furthermore, they become more likely to label a Black student as a troublemaker and to endorse placing police officers in school.

G186**THE BENEFITS OF SHILLS AND LOYAL LIEUTENANTS: BEHAVIORAL CUES OF DEFERENCE BY ONE FOLLOWER MAKE LEADERS SEEM MORE POWERFUL**Jennifer R. Overbeck¹, Albert Han², Dustin Stanton²¹*University of Utah;* ²*University of Southern California*

Having one follower who shows heightened deference through subtle behavioral cues should reinforce the leader's power more among other group members. In two studies, we demonstrate that one member's showing postural complementarity or physical mimicry toward a leader causes other group members to see that person as higher

G187**SOCIAL BONDS AND ACTIVITIES OF ADOLESCENT WITH MISMATCHED FRIENDS: DOES HETEROGENEITY BREED DEVIANCY?**Daniel Pelletier¹, Alexandre Beaulieu¹¹*University of Quebec*

The aim of this research was to study social bonds and activities of adolescents included in homogeneous or heterogeneous groups of friends. A sample of 1436 participants voluntarily filled out social adaptation questionnaires. Results indicated that heterogeneous peer groups are more likely to be involved in deviant or delinquent activities.

G188**THE HARD-KNOCK LIFE: CLAIMING HARDSHIPS TO PROTECT PRIVILEGE**L Taylor Phillips¹, Brian S. Lowery¹¹*Stanford University*

To succeed, American meritocracy norms dictate hard work or even hardship be involved. But what if success is chalked up to privilege, for instance due to one's race? We show that Whites who read about racial privilege (compared to control) spontaneously claim more life hardships, and these claims are self-enhancing.

G189**ARE ALL VOICES CREATED EQUAL?: DIFFERING EFFECTS OF DIRECT AND INDIRECT FORMS OF PROCEDURAL JUSTICE**Dennis L. Poepel¹, Courtney Hollis¹, Rachel Ricca¹, Caitlin Baker¹, David A. Schroeder¹¹*University of Arkansas*

The current research examined the effects of varying amounts voice during group decision-making on perceptions and future outcomes (e.g., control, trust, certainty). Results suggest that more direct forms

(personal voice) lead to better outcomes compared to those that do not allow a voice or allow a voice indirectly (group voice).

G190**THE SURPRISING FLEXIBILITY OF SANCTITY: HOW POLITICAL IDEOLOGY MODERATES THE INFLUENCE OF GROUP-LEVEL THINKING ON TABOO TRADEOFFS**Jennifer L. Ray¹¹*New York University*

Testing Durkheim's classical theory, we examined the influence of group-level thinking on people's (un)willingness to engage in tradeoffs between the sacred and profane. Contrary to Durkheim's hypothesis, it appears that political ideology moderates taboo tradeoffs: among Conservatives, priming either an individual or collective self-construal amplifies their concern for the sacred.

G191**EXAMINING THE BENEFITS OF COLLECTIVE NOSTALGIA ON THE GROUP**Sara Robertson¹, Martin Bruder², Tim Wildschut¹, Constantine Sedikides¹¹*University of Southampton;* ²*University of Konstanz*

In three studies, we examined the benefits of collective nostalgia on the in-group. Collective nostalgia (but not personal nostalgia) produced favourable in-group evaluations and facilitated in-group benefiting intentions through increased identification. Collective nostalgia confers unique benefits on the in-group, above and beyond those of personal nostalgia.

G192**POWER AND DYADIC COLLABORATION: HOW POWER INFLUENCES THE EXPERIENCE AND THE OUTCOME OF DYADIC WORK EFFORTS**Tammy Rubel - Lifshitz¹, Lilach Sagiv¹¹*The Hebrew University of Jerusalem*

We examine effects of power on dyadic collaboration. Findings indicate that recalled experiences of high, low and equal power differ in both content and affect. Power differences also influenced the subjective contribution of dyad members. Finally, dyads without power differences were more effective and creative, especially in the highly interactive tasks.

G193**TRANSFERRING ABILITIES FROM COLLEGE TO BUSINESS: THE EFFECT OF PRACTICAL INTELLIGENCE ON RELATIONSHIP-MANAGEMENT**Raul J. Ruiz¹, Harish Sujan², Mita Sujan², Manish Kacker³¹*ITESM, Campus Monterrey;* ²*Tulane University;* ³*McMaster University*

In an experiment with student dyads, we found that practical intelligence to manage relationships in college transfers to sales situations, thus allowing students to be successful in different domains. Self-reliance, a form of motivation can substitute for practical intelligence in this task. However, more effort is needed to succeed in disparate domains.

G194**THE IMPACT OF GOALS AND REGULATORY FOCUS ON THE CONFIRMATION BIAS IN GROUP DECISION MAKING**Kai Sassenberg¹, Florian Landkammer¹, Johann Jacoby¹¹*Knowledge Media Research Center*

Four experiments studied the impact of individual versus group level goals and self-regulation strategies in group decision making using the hidden profile paradigm. We predicted and found that a prevention focus (i.e., security based self-regulation) together with an individual goal is particularly detrimental for group decision making performance.

G195**GROUP SIZE AND DIRECTNESS OF ONE'S VOICE AFFECTS GROUP MEMBER SATISFACTION**David A. Schroeder¹, Dennis L. Poepel¹, Savannah Clay¹¹*University of Arkansas*

This study assessed satisfaction of group members when varying the level of personal contribution allowed during a decision-making task

in either small or large groups. More participation in small groups led to more satisfaction across various domains and group size effects were mitigated when allowed to discuss choices.

G196**WHITE CROW EFFECT: THE DEVIANT INFLUENCE ON PEOPLE WITH INITIAL INGROUP DEROGATION**Wen Shan¹, Song Wu², Shenghua Jin², Chi-yue Chiu^{1,3}¹Nanyang Technological University; ²Beijing Normal University; ³University of Illinois at Urbana, Champaign

The research aims to examine group deviant influence among disadvantaged group with ingroup derogation and outgroup favoritism. Contrary to “black sheep effect,” disadvantaged group members with salient identity were more sensitive to positive-ingroup or negative-outgroup deviant information; those without salient identity were more sensitive to negative-ingroup or positive-outgroup deviant information.

G197**HOW DO WE GIVE FEEDBACK TO MINORITY STUDENTS? EXPLICIT RACE ATTITUDE PREDICTS AMOUNT OF HELP WHILE IMPLICIT RACE ATTITUDE PREDICTS THE TONE**Yiqin Alicia Shen¹, Benjamin J. Drury¹, Anthony G. Greenwald¹¹University of Washington

Subjects completed a race attitude IAT and gave feedback on an essay (order counterbalanced) written by either a self-identified African American or a race non-specified writer. Explicit race attitudes predicted the overall amount of help to the African American writer while implicit race attitudes predicted its feedback tone.

G198**SELF-REGULATORY RESOURCES AND TASK CONFLICT**Takuto Shishido¹, Koji Murata²¹Musashino University; ²Hitotsubashi University

The goal is to investigate the effect self-regulatory resources have on task conflict. Results indicated dyads composed of a resource-depleted participant and a non-depleted participant experienced less task conflict than dyads composed of two non-depleted participants and resource-depleted participants more often used the forcing and avoiding style to manage conflict.

G199**DISPLACED REVENGE: CAN REVENGE BE SATISFACTORY IF IT AIMS AT A DIFFERENT TARGET?**Arne Sjöström¹, Mario Gollwitzer¹¹Philipps-University Marburg

This research examines whether revenge directed against a third, uninvolved person and not the original harm-doer can be satisfactory for the avenger. People experience more satisfaction, when the offender group's entitativity was high compared to low. Furthermore, we investigated the motivational roots underlying such acts of “displaced revenge”.

G200**“DITTO HEADS”? DO CONSERVATIVES PERCEIVE GREATER CONSENSUS WITHIN THEIR RANKS THAN LIBERALS?**Chadly Stern¹, John T. Jost¹, Tessa V. West¹, Nicholas O. Rule²¹New York University; ²University of Toronto

Do conservatives' psychological needs affect consensus and efficacy? Participants made non-political judgments. Conservatives (vs. liberals) perceived more ingroup consensus in their judgments (even when consensus did not actually exist), and the desire to share reality mediated this relationship. Perceiving consensus also predicted feelings of group efficacy concerning the 2012 elections.

G201**RACE-EMOTION STEREOTYPES EFFECTS IN COMPLEX EMOTION RECOGNITION**Michael T. Stevenson¹, Reginald B. Adams, Jr.¹¹The Pennsylvania State University

An ingroup advantage for complex emotion recognition was replicated and extended by examining the perceived threat-value of errors as compared to correct responses. White participants erred toward applying more threatening labels to threatening looking black faces than threatening looking white faces, whereas African Americans showed no such differences.

G202**GROUPS BEHAVING BADLY: DO ETHICS MATTER TO FAN AND RELIGIOUS IDENTITY?**Sarah G. Taylor¹, Mark Alicke¹¹Ohio University

Two studies extend research on social identity theory by addressing whether the ethical behavior of sports teams and religions influences group identity. Results indicate that when the in-group behaves unethically, group identification predicts further increases in identification, as well as judgments that individuals are more responsible than the group.

G203**CONSTRUCTING DISTINCT IDENTITIES ACROSS NATIONAL AND LOCAL CULTURAL CONTEXTS**Vivian L. Vignoles¹, Matt Easterbrook¹, Maja Becker², Members of the Culture and Identity Research Network³¹University of Sussex; ²Université Toulouse Le Mirail; ³Culture and Identity Research Network

Multilevel analyses showed the distinctiveness motive guided identity construction across 164 locations in 32 nations; motivational effects on self-presentation, but not self-definition, were moderated by individualism-collectivism. Distinctiveness was associated more with social position in rural and collectivist locations, and more with difference in urban and individualist locations.

G204**POWERLESSNESS INCREASES SYSTEM JUSTIFICATION: ON THE LEGITIMATION OF HIERARCHY AND AUTHORITY**Caroline A. Wilmuth¹, Joanneke van der Toorn², Matthew Feinberg³, John T. Jost⁴, Aaron C. Kay⁵, Tom R. Tyler², Robb Willer³¹Harvard University; ²Yale University; ³University of California, Berkeley; ⁴New York University; ⁵Duke University

Across four methodologically diverse studies we demonstrate that powerlessness predicts the legitimization of authority figures and hierarchical systems. Our findings suggest that through system justification processes, the powerless serve as accomplices in their own subjugation, by endorsing and maintaining—rather than critiquing and challenging—the hierarchical structures that disadvantage them.

G205**REVENGE MAY TASTE SWEET, BUT IT DOESN'T SATIATE: AMERICAN'S REACTIONS TO THE ASSASSINATION OF OSAMA BIN LADEN**Daniel Wisneski¹, Linda J. Skitka¹, Peter Liberman²¹University of Illinois at Chicago; ²Queens College

We investigated whether the assassination of Osama bin Laden appeased or fed American's desire for vengeance for 9/11. Results showed that, although killing bin Laden satisfied American's desire for 9/11 vengeance, achieving vengeance also fed continued desires to seek revenge for the attacks.

G206**THE EFFECT OF A GROUP LABEL ON THE DISCRIMINABILITY OF SOCIAL TARGETS**Alison I. Young¹, Russell H. Fazio¹¹*The Ohio State University*

Participants who were given category labels as they were presented with varying visual exemplars of two groups of alien creatures proved more sensitive to cross-category versus within-category comparisons than did those not given labels. Thus, social category labels affect visual discrimination.

G207**STRATEGIC FOUNDATION OF STATUS DEFERENCE: WHY DO PEOPLE TAKE LOWER STATUS IN GROUPS?**Siyu Yu¹¹*University of California, Berkeley*

This study proposes a novel theory on why individuals prefer lower status. Three laboratory experiments demonstrate that individuals adapt status deference as a strategy to exchange group rewards: Group rewards individuals who appear group motivated by their status deference, and individuals' status deference is in turn enhanced by group rewards.

G208**HOW ASYMMETRIC DEPENDENCE MAINTAINS INEQUALITY AND PRODUCES HIERARCHY JUSTIFYING BELIEFS**Fouad B. Zeineddine¹, Felicia Pratto¹¹*University of Connecticut*

In a game experiment, resource inequality between 5 players was gradually induced then reversed. Inequality increased monotonically in multiple forms of power, partially through dominant players' actions. Structural 'aid' was ineffective. In a dependency constraint condition, 'poor' players could only depend on 'wealthy' players. Dependency constraint eliminated reactivity to inequality.

Prosocial Behavior**G209****THE CASE OF THE U.S. LATINO POPULATION AND RELEVANCE TO THE DYNAMICS OF INTERGROUP HELPING**Silvia Abad-Merino¹, Anna-Kaisa Newheiser², John F. Dovidio¹¹*Yale University*; ²*University of Exeter*

This research focuses on intergroup processes in helping, examining the kind and amount of help that Whites offer to Latinos, Blacks, and Whites. Results indicated that although Modern Racism negatively predicted help offered to all targets, this relationship was significantly stronger for Latina targets than for White or Black targets.

G210**LINGUISTIC MARKERS OF FOCUS OF ATTENTION AS PREDICTORS OF MATERNAL CAREGIVING PRACTICES**Nadia Y. Ahmad¹, Michael H. Farrell¹¹*Medical College of Wisconsin*

This study examined the relationship between mothers' focus of attention and their ongoing caregiving behaviors. Maternal narratives about their infants' newborn screening for disease were analyzed for the prevalence of self-focused and other-focused language (first-person singular and third-person singular pronouns). Both pronoun types were predictive of mothers' self-reported caregiving practices.

G211**SOCIAL CONNECTION AS A KEY CATALYST FOR TURNING GOOD DEEDS INTO GOOD FEELINGS**Lara B. Aknin¹, Elizabeth W. Dunn², Gillian M. Sandstrom², Michael I. Norton³¹*Simon Fraser University*; ²*University of British Columbia*; ³*Harvard Business School*

Is social connection a key catalyst for turning good deeds into good feelings? Previous research has shown that spending money on others

increases happiness. Here, three studies (in which participants spend real money) indicate that these hedonic benefits are most likely to emerge when financial generosity promotes positive social connection.

G212**THE RISK OF REWARD: WHY PEOPLE WITH LOW SELF-ESTEEM DEROGATE A PARTNER'S SACRIFICES**Joanna E. Anderson¹, John G. Holmes², Joanne V. Wood²¹*Cornell University*; ²*University of Waterloo*

We propose that attributions for partner behavior depend on risk perception; assuming too much caring by a partner creates the risk of downstream rejection. Three studies support a model of attribution inversion (relative to classic attribution theory; Kelley, 1967) for a partner's sacrifices: Larger sacrifices are perceived less positively.

G213**THE PRIME WE NEED, NOT THE PRIME WE DESERVE: ATTAINABILITY INCREASES PROSOCIAL MOTIVATION FOR FICTIONAL BUT NOT REAL MORAL EXEMPLARS**Joel B. Armstrong¹, James M. Olson¹¹*The University of Western Ontario*

The present research investigated the moderation of real vs. fictional primes on the effect of attainability of moral primes on prosocial behavior. When primed with a fictional character, people acted more prosocially in the attainable condition, whereas participants primed with a real person acted more prosocially in the unattainable condition.

G214**IT'S THE PROSOCIAL ONES WHO LAUGH BEST!**Ursula Beermann¹, Laura Saslow², Sarina Saturn³, Dacher Keltner¹¹*University of California, Berkeley*; ²*University of California, San Francisco*;³*Oregon State University*

The current study investigates the link between prosociality, sense of humor, and smiles and laughter. Results indicated that participants with higher levels of prosocial attitudes had higher levels of sense of humor and more genuine laughs when exposed to cartoon images, suggesting that humor and laughter could communicate prosocial attitudes.

G215**POSSIBLE SELVES AS GLOBAL CITIZENS**Marion E. Blake¹, Stephen Reysen¹, Iva Katarska-Miller²¹*Texas A&M University-Commerce*; ²*Transylvania University*

We examined the effectiveness of a possible selves manipulation to engender global citizenship identification and related pro-social values. As predicted global citizenship identification was significantly positively correlated with pro-social values and attitudes. The impact of exposure to a possible self manipulation on global citizenship identification and pro-social values is discussed.

G216**A META-ANALYTIC REVIEW OF PSYCHOLOGICAL LICENSING**Irene Blanken¹, Niels van de Ven¹, Marcel Zeelenberg¹¹*Tilburg University*

We conducted a meta-analysis including 51 studies to investigate the effect of psychological licensing, which implies that people engage in indulgent behavior after displaying good behavior. We found a mean moderate effect size, but considerable variance between studies. Important moderators are discussed.

G217**IS CLIMATE CHANGE A JUSTICE ISSUE? PSYCHOLOGICAL IMPACTS OF PERCEIVING HARMS TOWARD PEOPLE, ANIMALS, AND THE PLANET**Brittany Bloodhart¹, Janet K. Swim¹¹*The Pennsylvania State University*

This research examined the psychological mechanisms involved when perceiving harms from climate change. Results from two studies found that high self-transcendence values, empathic perspective taking, and psychologically sensitization led to pro-environmental outcomes such

as increased empathy, greater donations to charities and willingness to engage in behavior and support policies.

G218**ETHICAL CONSUMPTION IN PUBLIC SETTINGS: GAINING STATUS OR BOLSTERING IDENTITY?**

Gregory D. Boese¹, Ian Hudson²

¹Simon Fraser University; ²University of Manitoba

In consumer behavior, a common technique for priming status motivations is to manipulate whether a “purchase” is made in a public or private setting. In this study, participants’ post-purchase responses suggested that identity, more so than status, was responsible for “public” (vs. “private”) participants’ greater preference ethically-produced goods.

G219**DOES ALCOHOL USE IMPAIR BYSTANDER INTERVENTION AGAINST SEXUAL VIOLENCE?**

Amy L. Brown¹

¹University of Louisiana at Lafayette

This study tested the relationship between alcohol use and bystander intervention against sexual violence. Participants completed a modified version of Banyard’s Bystander Behavior Scale. Although typical drinking quantity was related to failure to intervene, event-level drinking data indicated that intoxication was higher when people intervened than when they did not.

G220**CONNECTEDNESS WITH NATURE ENHANCES THE LINK BETWEEN VALUES AND ENVIRONMENTAL BEHAVIOR**

Coral M. Bruni¹, Allen M. Omoto¹

¹Claremont Graduate University

This study extends previous research that has identified environmental values and connectedness with nature as predictors of pro-environmental behaviors. Participants (n = 427) completed measures of value orientation, connectedness with nature, and environmental behaviors frequency. Value orientation predicted pro-environmental behavior, with stronger associations among participants with greater connectedness with nature.

G221**DAY-TO-DAY VARIABILITY IN GENERALIZED TRUST PREDICTS VICTIM DEROGATION AND PERCEPTIONS OF PERSONAL THREAT**

Anne E. Buffone³, Michael J. Poulin³

²University at Buffalo, SUNY; ³University at Buffalo, SUNY

Effects of day-to-day fluctuations in generalized trust on victim derogation and feelings of personal safety were explored longitudinally (n=59). Trust variability predicted derogation of the target and perceptions of the target as personally threatening more strongly than mean level of trust and mean levels or variability in self-esteem.

G222**SEEING THE FOREST MAKES IT OKAY TO HAVE FEWER TREES: ABSTRACTION INFLUENCES ATTRACTION TO CHOICE IN PHILANTHROPY**

Erin Burgoon¹, Marlene Henderson¹

¹University of Texas, Austin

When people consider charitable donations, organizations often present many options for how people can give their time and money (e.g., one-time vs. repeated contributions; to several specific funds vs. a general fund). The present research examined the influence of abstraction on the choices people prefer when considering contributions.

G223**IS A NORM OF RECIPROCITY NECESSARY FOR YOUNG CHILDREN TO HELP?**

Rodolfo C. Barragan¹

¹Stanford University

Is a norm of reciprocity needed for young children to help? Across several studies we show that incidental experiences with reciprocity

promote children’s helpfulness more than experiences that are friendly and fun but which do not include reciprocity.

G224**FORGIVENESS IN THE LAB: ACTUAL AND PERCEIVED OFFENSE SEVERITY**

Robert D. Carlisle¹, Jo-Ann Tsang¹, Tom P. Carpenter¹

¹Baylor University

Our study examined the relationship between forgiveness, offense severity, and perceived offense severity. Using a distribution game with intention held constant, low severity offenses were forgiven more. Manipulations of perceived severity increased subjective ratings of offense severity, and contrary to hypotheses no interaction between actual and perceived severity was found.

G225**GIVING TO WHOM? ALTRUISM IN DIFFERENT TYPES OF RELATIONSHIPS**

Peter DeScioli¹, Siddhi Krishna²

¹Harvard University; ²Brandeis University

We test the hypothesis that altruism is shaped by cognitive models for different types of relationships. We manipulate relationship context by varying hypothetical descriptions of the dictator game while holding real payoffs constant. We find that relationships strongly affect altruistic behavior with modal contributions ranging from 0% to 100%.

G226**CONCERN FOR OTHERS: A DEVELOPMENTAL PERSPECTIVE**

Kristen A. Dunfield¹, Valerie A. Kuhlmeier²

¹The Ohio State University; ²Queen’s University

One way to understand early prosocial behavior is by considering the underlying social evaluations. Here we present a developmental model in which the construct of prosocial behavior is divided into three types of actions (helping, sharing, and comforting) based on the eliciting cue (instrumental need, material desire, or emotional distress).

G227**PROSOCIAL SELF-CONCEPT MODERATES THE INFLUENCE OF PERSON-FOCUSED AND PROCESS-FOCUSED FEEDBACK ON PROSOCIAL BEHAVIOR**

Julie C. Dunsmore¹

¹Virginia Tech

Examined whether prosocial self-concept moderates the influence of process-focused and person-focused feedback on prosocial behavior with 119 undergraduates. Women and men showed more prosocial behavior with person-focused than process-focused feedback. The effect of feedback was greater for women low in prosocial self-concept and lesser for men low in prosocial self-concept.

G228**SELF-ESTEEM MODERATES THE INFLUENCE OF THE EXPERIENCE OF STIGMA-BY-ASSOCIATION ON VOLUNTEERISM**

Patrick C. Dwyer¹, Allen M. Omoto², Mark Snyder¹

¹University of Minnesota; ²Claremont Graduate University

Results from a longitudinal study of 378 AIDS volunteers revealed that greater experiences of stigma-by-association predicted less relative contact with an HIV+ client in public settings for volunteers with lower, but not higher, self-esteem. That is, volunteers with lower self-esteem appear to be particularly sensitive to stigma-by-association.

G229**RACIAL DIFFERENCES IN ATTENTION TO PAIN PREDICTS GROUP DIFFERENCES IN HELPING BEHAVIOR**

Stephanie Echols¹, Jean Decety¹, Joshua Correll¹

¹The University of Chicago

White participants completed a modified Attention Network Task and donated to White and Black patients to determine if attention to pain predicts group differences in helping. An in-group bias in attention to pain emerged in the alerting network. Executive attention bias to out-group pain predicted out-group but not in-group helping.

G230**LOVINGKINDNESS MEDITATION AND PROSOCIAL CONSTRUCT ACCESSIBILITY**Angelica Falkenstein¹, John Edwards¹¹*Oregon State University*

The current study sought to examine how LovingKindness Meditation (LKM) affects the chronic accessibility of prosocial cognitive constructs, as compared to Mindfulness meditation. After eight weeks of meditation practice, those in the LKM group demonstrated greater prosocial construct accessibility than participants in the Mindfulness group.

G231**SOCIALLY EXCLUDED BUT FEELING GUILTY: EVIDENCE THAT SOCIAL EXCLUSION LEADS TO GREATER PROSOCIAL BEHAVIOR WHEN GUILT IS THE EMOTION FELT FROM BEING EXCLUDED**Erik H. Faucher¹, Jeff Schimel¹, David E. Webber¹, Joseph Hayes²¹*University of Alberta*; ²*Colby College*

Our research examined if social exclusion for a specific transgression, which in turn would induce guilt, would lead to greater prosocial behavior than social exclusion for no specific reason. Participants donated more money when they were excluded with guilt (or control) relative to if they were excluded for no reason.

G232**THE CAUSE MATTERS! HOW TO SUCCESSFULLY USE CAUSE-RELATED MARKETING CAMPAIGNS TO REDUCE THE GUILT ASSOCIATED WITH PRODUCTS WITH NEGATIVE EXTERNALITIES**Anne Fries¹, Sarah Müller¹, Nina Mazar²¹*University of Hamburg*; ²*University of Toronto*

As consumers' awareness of products' negative externalities increase, companies use cause marketing campaigns to offer their customers to compensate for these externalities through donations. It is unclear whether it is beneficial for companies to offer to offset a problem directly caused by their products rather than a product-unrelated problem.

G233**THINKING OR FEELING: THE RELATIONSHIP BETWEEN ASPECTS OF EMPATHY AND HELPING**Nancy Frye¹, Simone Brochard¹¹*Long Island University*

Empathy, both cognitive and affective, and helping were examined. Participants were presented with vignettes depicting someone having a mental behavioral illness or a physical illness. Affective – but not cognitive – empathy interacted with vignette. Those high in affective empathy did not differ in willingness to help across vignettes.

G234**AWE TOWARD EQUALITY: AWE-PRONENESS, EGALITARIANISM, AND THE PROSOCIAL TEMPERAMENT**Delia Fuhrmann¹, Pia Dietze², Paul K. Piff², Dacher Keltner²¹*University of St Andrews*; ²*University of California, Berkeley*

Awe is a self-diminishing emotional response to vast perceptual stimuli. We tested whether individual differences in awe-proneness predict attitudes towards egalitarianism and prosociality. Awe-proneness was positively associated with egalitarian social values and prosocial tendencies, even after controlling for other positive emotions. Moreover, egalitarianism mediated the relationship between awe and prosociality.

G235**THE EFFECTS OF EXPERIENCE AND COST ON INTENT TO VOLUNTEER**Ikumi Futamura¹¹*Nagoya University*

The effects of experience and cost on intent to volunteer were examined. Results showed those without volunteer experience prefer low cost

participation, while those with prefer high. This suggests that once people have participated in volunteer work, the deterring effect of cost against participating in high cost volunteer declines.

G236**BELIEF IN THE PRIMACY OF THE INDIVIDUAL VERSUS PRIMACY OF SOCIETY: CONSEQUENCES FOR HELP-GIVING AND VOLUNTEER BEHAVIORS**Eva Susanne B. Gabrielsen¹¹*University of Minnesota*

Belief in the “primacy of the individual” – that individuals are the focus and foundation of society, predicts greater indicated willingness to help across a wide variety of situations. Speeches promoting primacy of the individual (vs. primacy of society) affect people's sense of power to change, and responsibility toward, society.

G237**PROSOCIAL EMOTIONS & BASIC VALUES**Lawrence G. Herringer¹, Terry Miller-Herringer¹¹*California State University, Chico*

We predicted gratitude and empathy from values, first controlling for personality and attachment. Measures of gratitude, empathy, attachment avoidance and anxiety, FFM personality traits, and basic human values (Schwartz, 2003) were completed by 190 students. Self-transcendence values characterized these prosocial emotions above and beyond personality traits and attachment dimensions.

G238**CAN BEING MORE INTERDEPENDENT MAKE YOU MORE ENVIRONMENT CONSCIOUS? YES, IT CAN: THE EFFECT OF SELF-PRIMING ON PRO-ENVIRONMENTAL MEASURES**Hyeyeon Hwang¹¹*University of Central Missouri*

Two studies were conducted to test the effect of interdependent self-priming in relation to different environmental measures, including environmental concern, attitude, and behavior. The results of the studies showed that priming interdependent self-priming increases pro-environmental motivation measures, including pro-environmental concerns and attitudes, as well as pro-environmental behavioral measures.

G239**MORALITY AND PERSONALITY**Alicia B. Jenkins¹, Peter Meindl³, Eranda Jayawickreme¹, William Fleeson¹, R.Michael Furr¹, Ashley Hawkins¹¹*Wake Forest University*; ²*Wake Forest University*; ³*University of Southern California*

Trait- and state-level self-reports of HEXACO behaviors showed that personality is highly predictive of moral behaviors. Increases in state-level HEXACO subfacets corresponded to increases in state-level moral behaviors and indicated that personality accounts roughly half of the variance in honesty, self-reported morality, and our morality composite.

G240**THE INFLUENCE OF GOD-CONCEPTS ON INTENTIONS TO VOLUNTEER**Kathryn A. Johnson¹, Adam B. Cohen¹, Morris A. Okun¹¹*Arizona State University*

A path analysis shows that concepts of a benevolent God and an authoritarian God are differentially associated with beliefs about the self and the world. There was a total positive indirect effect of a benevolent God-concept, but a null total indirect effect of an authoritarian God-concept, on intentions to volunteer.

G241**FEEL GOOD, DO-GOOD!? ON CONSISTENCY AND COMPENSATION IN MORAL SELF-REGULATION**Anne Joosten¹, Marius van Dijke², Alain Van Hiel¹, David De Cremer^{2,3}¹*Ghent University*; ²*Rotterdam School of Management, Erasmus University*; ³*London Business School*

The present study integrates literatures on moral compensation and consistency. Two experiments show that compensation derives from immediate, “gut-level” social impulses, whereas consistency derives from long-term interpersonal considerations that require cognitive resources. Additionally, Experiment 2 showed that these processes are distinctly social in nature (rather than building on moral considerations).

G242**ONE PERSON IN THE BATTLEFIELD IS NOT A WARRIOR: SELF-CONSTRUAL, PERCEIVED ABILITY TO MAKE A DIFFERENCE, AND SOCIALLY RESPONSIBLE BEHAVIOR**Irina Cojuharenco², Gert Cornelissen³, Natalia Karelaia¹¹*INSEAD*; ²*Católica Lisbon School of Business and Economics*; ³*Universitat Pompeu Fabra*

We hypothesize and show that a greater prominence of the interdependent self increases perceived effectiveness of individual action leading thereby to more socially responsible behavior. We further demonstrate that the prominence of the interdependent self raises perceived effectiveness of individual action to the level of perceived effectiveness of collective action.

G243**WHY DO CONSUMERS BUY GREEN?**Elizabeth Keenan¹, On Amir¹, Ayelet Gneezy¹¹*University of California, San Diego*

Using a consequential choice experiment, we determined which of three potential drivers best predicts peoples' decisions to choose green products over equivalent non-green alternatives. Findings show the degree of accessibility to ecofriendly concepts best predicts green preference. Notably, this effect is greater among individuals with stronger existing green constructs.

G244**THE CULTURAL SALIENCE OF MORAL CHARACTER AND VIRTUE DECLINED IN 20TH CENTURY AMERICA**Pelin Kesebir¹, Selin Kesebir²¹*University of Colorado at Colorado Springs*; ²*London Business School*

Considering the well-established cultural trend in the United States toward greater individualism and its implications for the moral domain, we predicted and found in two studies that terms related to moral excellence and virtue appeared with diminishing frequency in a large corpus of American books in the 20th century.

G245**THIRD-PARTY MORALISTIC PUNISHMENT: HOW MUCH IS ENOUGH?**Bryan L. Koenig^{1,2}, Crystal M. Riley³¹*IHPC, A*STAR*; ²*Psychology Department, National University of Singapore*; ³*Psychology Department, Nanyang Technological University*

A series of studies compared (a) the dollar amount that participants assigned to punish a thief, compensate the victim, or both, with (b) how much the thief gained, the victim lost, or the sum of the gain and loss. Amounts differed substantially, but on average punishment exceeded the gain-loss sum.

G246**”SCROOGE AVERSION” AND THE VALUE OF ASKING FOR MORE: FRAMING DONATION APPEALS TO OPTIMIZE CHARITABLE DONATIONS**Gordon T. Kraft-Todd^{1,2}, David Rand¹, Michael Norton³¹*Harvard University*; ²*Massachusetts General Hospital*; ³*Harvard Business School*

We hypothesized a “scrooge aversion”: that people would be averse to giving nothing to charity. In two experiments on mTurk, we confirmed that presenting subjects with a binary choice of giving a relatively large amount or giving nothing would increase the amount of money raised compared to open-ended donation decisions.

G247**WHEN HOLDING BACK HELPS RELATIONSHIPS: SUPPRESSING NEGATIVE EMOTIONS DURING SACRIFICE IS BENEFICIAL FOR THE HIGHLY INTERDEPENDENT**Bonnie M. Le¹, Emily A. Impett¹¹*University of Toronto*

In a 14-day study of people in relationships, it was found that people higher in interdependence experienced boosts in well-being and relationship quality when suppressing their negative emotions during sacrifice whereas those lower in interdependence experienced poorer well-being and relationship quality. Feelings of authenticity for the sacrifice

G248**PERSONAL VALUES PREDICT COOPERATION, REGULATE REPUTATION AND PUNISHMENT, AND EXPLAIN DIFFERENCES AMONG SOCIETIES AND INDIVIDUALS**Sheen S. Levine^{1,3}, Wayne E. Baker²¹*Columbia University*; ²*University of Michigan*; ³*Institute for Advanced Studies*

Cooperation is essential for families, groups, organizations, nations and humanity, especially as we face global challenges. To understand why some people are more cooperative than others, we analyze thousands of cooperation decisions across societies, people and situations. We show that people vary in cooperation due to differences in personal values.

G249**LIFETIME ADVERSITY AND PROSOCIAL BEHAVIOR: A SENSE OF CLOSENESS TO OTHERS IN NEED**Daniel Lim¹, Shane DeLury¹, Michael J. Poulin¹¹*The State University Of New York, University at Buffalo*

Past research suggests that life adversity (e.g. disaster, victimization, illness) is positively correlated with altruistic behavior. Using survey data (N=359), we tested this association along with a set of theoretically-plausible mediators. Findings revealed that perceived self-other overlap between potential volunteers and persons in need significantly mediates this relationship.

G250**MORAL MINDSETS: ABSTRACT THINKING INCREASES A PREFERENCE FOR “INDIVIDUALIZING” OVER “BINDING” MORAL FOUNDATIONS**Jamie B. Lugini¹, Jaime L. Napier¹¹*Yale University*

The effect of construal level on the moral foundations was assessed. When participants were manipulated to think abstractly (vs. concretely), which presumably makes salient their higher-level core values, they significantly increased in their valuations of the individualizing foundations and significantly decreased in their valuations of the binding foundations.

G251**A NEW WAY OF MEASURING MORAL MOTIVATION**Peter Meindl¹, Erica Beall¹, Jesse Graham¹¹*University of Southern California*

In theory, individual differences in moral motivation should predict moral behavior, but empirical demonstrations of this are limited. Thus, we created the “Social/Personal Moral Motivation Assessment” (SPMMA). Analyses suggest that the SPMMA is psychometrically sound, and that it can help predict moral behavior. (47 words)

G252**EFFECTS OF ONLINE SOCIAL NETWORKING ON PERCEIVED SOCIAL SKILLS**Martha J. Munoz¹, Sun-Mee Kang¹¹*California State University, Northridge*

The current study explored how the involvement in online social networking impact face-to-face social interaction. Participants were exposed to unexpected social interactions, which were recorded by a hidden camera. The results revealed that the participants who preferred online communication were perceived less socially skillful than those who chose face-to-face communication.

G253**PROVOKING AND MANAGING THE GENERALIZATION OF THE EMPATHY-ALTRUISM LINK BY PRESENTING THE INDIVIDUAL IN NEED AS ONE AMONG OTHERS**Luis Oceja¹, Tamara Ambrona¹, Belén López-Pérez¹, Sergio Salgado², Eric Stocks³¹*Universidad Autónoma de Madrid*; ²*Universidad Santo Tomás de Santiago*;³*University of Texas at Tyler*

According to the one-among-others effect, presenting an individual in need together with other needy individuals produces the generalization of the empathy-altruism link from the individual in need to the other individuals. The occurrence of prosocial behavior depends to the extent to which the situation allows to fulfill such motivational pattern.

G254**TWO WRONGS MAKE IT RIGHT: WHEN RULE VIOLATIONS RESTORE JUSTICE**Kieran O'Connor¹, Elizabeth Mullen¹¹*Stanford University*

Four studies demonstrated that observers support restorative rule violations—explicit violations of accepted rules in order to compensate a victim of prior injustice. Results suggest that empathy, a pro-social moral emotion, drives both the perceived ethicality of restorative rule violations and perceptions of greater overall justice following such violations.

G255**WHEN DEPLETION CAN SPUR GIVING AND SACRIFICE: DIVERGENT EFFECTS OF DEPLETION IN NEWVERSUS ESTABLISHED RELATIONSHIPS**Johanna Peetz¹, Lara K. Kammrath²¹*Carleton University*; ²*Wake Forest University*

We examine how giving and sacrificing for a romantic partner are affected by depletion. Counterintuitively, after mentally draining tasks, participants in established relationships performed more prorelational behaviors than when not depleted. Prorelational behaviors may be a more automatic response in established relationships compared to new relationships, requiring less effortful processing.

G256**GLOBAL CITIZENSHIP'S RELATIONSHIP WITH OUTGROUP PERCEPTIONS, INTERGROUP BIAS, AND PROSOCIAL VALUES**Lindsey Pierce¹, Stephen Reysen¹, Iva Katarska-Miller²¹*Texas A&M University-Commerce*; ²*Transylvania University*

We examined the relationships between person perceptions, intergroup biases, and global citizenship (GC). We found that GC is associated with

prosocial values, positive judgments, and decreased social distance, as well as, negatively associated with negative outgroup perceptions. This study suggests GC predicts positive attitudes and behaviors and decreases intergroup negativity.

G257**HELPING YOU BY NOT HELPING ME: ALTRUISTIC MOTIVATION FOR REFUSING HELP**Daniel J. Porter¹, Stephanie D. Preston¹¹*University of Michigan*

Previous research on help rejection has primarily focused on selfish motivations. However, the current study demonstrates that some individuals refuse aid for altruistic reasons, and these individuals are less likely to inconvenience a help-giver if that giver is included in their self-identity.

G258**AVOIDANT ATTACHMENT AND PROSOCIAL BEHAVIOR: MOTIVATING THE AVOIDANTLY ATTACHED TO HELP**Stephanie B. Richman¹, C. Nathan DeWall¹¹*University of Kentucky*

Avoidantly attached people experience discomfort with empathy and closeness, which may contribute to their unhelpfulness. This research demonstrates that empathy mediates the relationship between avoidant attachment and decreased prosocial behavior. It also shows that leading avoidantly attached people to believe they will not experience empathy increases their prosocial behavior.

G259**RELIGION AND ITS EFFECT ON ORGAN DONATION INTENTIONS**Rafaella Sale¹, Erin Dobbins¹, Courtney Rocheleau¹¹*Appalachian State University*

The study aimed to distinguish Fundamentalist Christians from Progressive Christians. The effects of Christian Absolutism (CA) and religious orientation on intentions to donate organs were examined. In a series of multiple regressions, intentions were regressed onto CA, each orientation, and their interactions. Findings aid intervention construction to promote organ donation.

G260**IS THERE A MOTIVE WITH THE ULTIMATE GOAL OF INCREASING THE WELFARE OF THE WORLD? THE CASE OF QUIXOTEISM**Sergio Salgado¹, Luis Oceja², Belén López-Pérez², Tamara Ambrona², Eric Stocks³¹*Universidad Diego Portales, Santiago, Chile*; ²*Universidad Autónoma de Madrid, Madrid, España*; ³*University of Texas, Tyler, USA*

Quixoteism refers to a motive whose ultimate goal is to improve the welfare of the world. Results of three studies offers an insight into a new motive that affects prosocial behavior above and beyond self-interest, altruism, collectivism, and principlism.

G261**INTERPERSONAL MOTIVES AND CULTURAL VALUES BEHIND FORGIVENESS: A STUDY IN THE PHILIPPINES AND IN THE US**Henri Carlo Y. Santos¹¹*Georgetown University*

A survey of Filipino and American students revealed that the motive to connect with others during a conflict and low levels of endorsement of hierarchy values predicted forgiveness in both cultural contexts. Yet, the motive to connect led to a decrease in revenge motives only for Filipinos.

G262**MISTAKENLY SEEKING SOLITUDE**Juliana R. Schroeder¹, Nicholas Epley¹¹*University of Chicago Booth School of Business*

Connecting with close others increases happiness but strangers in close proximity routinely ignore each other. In a series of experiments

studying interactions among strangers, results suggest people misunderstand the consequences of social interaction. Connection with strangers is surprisingly pleasant.

G263**THOUGHTS OF THE DISTANT FUTURE INCREASES PROSOCIAL BEHAVIORS**

Simone Tang¹, Francis Flynn²

¹Duke University; ²Stanford University

Compared to thinking about the near future, thinking about the distant future increases prosocial behaviors. Interestingly, this relationship between temporal horizon and helping behavior is moderated by whether the person in need of help is a stranger or someone who has helped the participant in the past (a benefactor).

G264**VIOLENT VIDEO GAMES AND PROSOCIAL BEHAVIOR: IMPORTANT IMPLICATIONS FOR THE APPLIED VALUE OF VIOLENT VIDEO GAME RESEARCH**

Morgan J. Tear¹, Mark Nielsen¹

¹The University of Queensland

Violent video games (VVGs) decrease prosocial behavior, although recent work has failed to replicate the effect using classic video games. We believe the value in VVG research is in using modern and socially relevant video games. We present four experiments that have implications for the applied value of VVG research.

G265**RELATIONSHIP BETWEEN SCHOOLCHILD'S ATTACHMENT TO GUARDIAN AND THEIR SAFETY ACTION**

Junko Toyosawa¹

¹Osaka Kyoiku University

This study examined the relationship between schoolchild's attachment to guardian and their safety actions. 108 schoolchildren participated the study. Safety education was conducted at school. Schoolchild answered the questionnaire before and after the education. The expected results were noticed only upper grade children. Cognitive development might affect the results.

G266**A HELPFUL CUE: EXPERIENCING "ELEVATION" INCREASES THE DESIRE TO VOLUNTEER AMONG THE INSECURELY ATTACHED**

Jordan D. Troisi¹, Nicholas M. Moore¹, Sarah C. Nicksa¹

¹Widener University

Perhaps because they are concerned with others' acceptance, previous research has found that those who are insecurely attached are less helpful. However, this research found that viewing a helpful act between friends (i.e., eliciting the emotion of "elevation") can increase such individuals' desire to help (i.e., volunteer).

G267**PSEUDO-INEFFICACY: STUDIES IN THE ARITHMETIC OF COMPASSION**

Daniel Västfjäll¹, Paul Slovic¹, Marcus Mayorga¹

¹Decision research

What motivates people to help people in danger? Our research documents a tendency that has important implications for pro-social behavior. We suggest that the knowledge of those "out of reach" triggers negative feelings that counter the good feelings from helping, thus demotivating helping action.

G268**DISCRETIONARY VIRTUES: LICENSING FROM "DOING GOOD" VS. "NOT DOING BAD"**

Jing Wan¹, Eugene Chan¹

¹University of Toronto

Three experiments demonstrate that moral licensing only result from initial "doing good" behaviours that are more discretionary than "not doing bad" behaviours. Participants who "did good" subsequently

exhibited more licensing behaviour than those who "didn't do bad", though both groups perceived themselves as equally more moral than a control group.

G269**THANKING DOWN: EXPRESSIONS OF GRATITUDE IMPLY AUTHORITY**

Abbie S. Wazlawek¹

¹Columbia Business School

Thanking can imply authority. An expression of gratitude implies that the efforts of the receiver of gratitude benefited an entity under the thankers' authority. Inappropriate expressions of gratitude, therefore, can be an illegitimate claim to authority. Findings illustrate a novel implication of gratitude expression.

G270**INCREASING EMPATHY SOFTWARE: PLAY A GAME TO INCREASE YOUR EMPATHIC ABILITY**

Matthew P. Winslow¹, George Landon¹, Michael C. Wells¹, Adam C. Crighton¹

¹Eastern Kentucky University; ²Eastern Kentucky University

We believe that empathy is a skill that can be improved. We have developed software to make people better empathizers based on research in developmental psychology. Data from the evaluation of the first of three modules suggest that the software is effective. We intend to create an empathy app.

G271

Poster withdrawn.

G272**AN OCCASION FOR UNSELFING: BEAUTIFUL NATURE LEADS TO GREATER PROSOCIALITY THAN LESS BEAUTIFUL NATURE**

Jia Wei Zhang¹, Paul K. Piff¹, Dacher Keltner¹, Ravi Iyer², Sena Koleva²

¹University of California, Berkeley; ²University of Southern California

Across four studies, we found beautiful nature lead to greater prosocial behaviors relative to less beautiful nature. The differences were mediated by positive emotions and not nature relatedness. Furthermore, individual differences to perceive natural beauty also positively predicted prosocial behaviors and moderated the main effect patterns we found.

Norms and Social Influence

G273**SEX, ALCOHOL, AND EXERCISE: HOW IGNORANCE IMPACTS COLLEGE STUDENTS' HEALTH**

Brooke Ammerman¹, Helen C. Harton¹, Nicholas Schwab¹

¹University of Northern Iowa

Undergraduates completed surveys twice during a semester and reported becoming more accepting of risky behaviors (i.e., drinking, casual sex), but engaging less in healthy behaviors, such as exercising. Gender and personality were not related to these changes. First year students demonstrated greater change than upperclassmen, which may indicate pluralistic ignorance.

G274**WHY A FRYING PAN IS BETTER THAN FLOWERS: A CONSTRUAL LEVEL APPROACH TO GIFT EXCHANGE**

Ernest Baskin¹, Cheryl J. Waksalak², Yaacov Trope³, Nathan Novemsky¹

¹Yale University; ²University of Southern California; ³New York University

In this research, we look at differences in gift evaluation using construal level theory (CLT) as a framework. We propose that givers conceptualize their choices abstractly due to their high distance from the receiver and the eventual use of the gift.

G275**LONGSTANDING INEQUALITY IS LEGITIMATE INEQUALITY**John Blanchar¹, Scott Eidelman¹¹*University of Arkansas*

We test the idea that longevity increases the legitimacy of inequitable social systems. In one study, we compared Indians' and Americans' perceptions of the Indian Caste System after manipulating its longevity. Although Indians were more system dependent, both groups judged the Caste System as more legitimate and justifiable when longstanding.

G276**EGOCENTRIC ETHICS: WHY ACTIONS SERVING OUR INTERESTS FEEL MORAL?**Konrad Bocian¹, Bogdan Wojciszke¹¹*Warsaw School of Social Sciences and Humanities*

Moral responses are biased by the perceiver's self-interest such as persons acting for this interest are evaluated as moral, while persons acting against this interest are evaluated as less moral. The underlying mechanism involves changes in the perceiver's affective states which serve as a mediator of the interest-morality relation.

G277**BEING HONEST OR AVOIDING SANCTIONS: THE INFLUENCE OF AFFECT ON THE ENDORSEMENT OF IDEALISTIC VERSUS PRAGMATIC JUSTIFICATIONS OF NORMS**Axel M. Burger¹, Herbert Bless¹¹*University of Mannheim*

Based on the assumptions that affect influences levels of abstractions at which individuals construe mental representations and that abstract mental representations emphasize idealistic concerns while concrete mental representations emphasize pragmatic concerns, two experiments investigate the influence of affect on the endorsement of idealistic versus pragmatic justifications of norms.

G278**A GOOD EXPERIENCE IS BETTER CO-EXPERIENCED**Bethany A. Burum¹, Devin B. Karbowicz², Daniel T. Gilbert¹¹*Harvard University*; ²*Princeton University*

Participants viewed a sculpture and listened to an audio guide while believing that a confederate was listening to the same (co-experience condition) or a different (solo experience condition) audio guide. Co-experience participants reported feeling more positive emotions, suggesting that we enjoy positive experiences more when we believe they are shared.

G279**THE ROLE OF GROUP SIZE AND CONTEXT-SPECIFIC NORMS IN ALCOHOL CONSUMPTION AND COMPLIANCE DRINKING DURING NATURAL DRINKING EVENTS**Jerry Cullum¹, Megan O'Grady², Stephen Armeli³, Howard Tennen¹¹*University of Connecticut*; ²*Columbia University*; ³*Farleigh Dickinson University*

We examined how group size and context-specific drinking norms corresponded to conformity and compliance alcohol consumption using experience sampling methods. 397 college students reported on their alcohol consumption during natural social drinking events. Context-specific norms moderated the effect of group size on both conformity and compliance drinking levels of alcohol.

G280**MEDICAL DEBT CRISIS AND SOCIAL INFLUENCE: CAN NORMATIVE CUES MITIGATE BAD DEBT AND MEDICAL BANKRUPTCY?**Jonathon RB. Halbesleben¹, Rosanna E. Guadagno¹, Matthew PM. Cybulsky¹¹*The University of Alabama*

Patient-consumers were sent billing correspondence (i.e., an invoice) that included various normative cues suggesting the amount and time-frame in which to make payment on medical bills. Subjects receiving

letters including the normative cues were significantly more likely to pay compared to no normative cue controls

G281**MASCULINITY AND PRO-ENVIRONMENTAL ENGAGEMENT**Julia L. Dahl¹, Janet K. Swim¹, Theresa K. Vescio¹¹*Pennsylvania State University*

Past research suggests men are less likely than women to endorse pro-environmental attitudes or engage in pro-environmental behaviors. The current work reveals that men's avoidance of femininity limits their pro-environmental engagement. In two studies, men—particularly those strongly invested in masculinity—avoid feminine, but not masculine, forms of pro-environmental engagement.

G282**GREEN WITH JEALOUSY: DRINKING PROBLEMS AS A FUNCTION OF JEALOUSY AND DRINKING TO COPE**Angelo M. DiBello¹, Camilla S. Øverup¹, Teri M. Preddy², Lindsey M. Rodriguez¹, Clayton Neighbors¹¹*University of Houston*; ²*University of Tennessee*

Students responded to a series of questions regarding feelings of jealousy in their close interpersonal relationships, motivations for drinking, and alcohol related problems. Results indicated that jealousy significantly predicted negative drinking outcomes. Further, results indicated the relationship between jealousy and problem drinking was partially mediated by drinking to cope.

G283**WHEN DIRECT CONTACT IS NOT ENOUGH: THE ROLE OF NORMATIVE INFLUENCES ON RECONCILIATORY ATTITUDES AND BEHAVIOR IN COMMUNITIES OF INTERGROUP CONFLICT**Lauren Foley¹, Diala R. Hawi¹, Tropp R. Linda¹, David Butz², Mirona Gheorghiu³, Elron Fouten⁴¹*University of Massachusetts, Amherst*; ²*Morehead State University*; ³*Queen's University Belfast*; ⁴*Rhodes University*

Data collected from Northern Ireland, South Africa and Lebanon, highlights the role that normative influences—the attitudes and standards for behavior one perceives from the ingroup—play in intergroup attitudes and behavioral intentions. Data also suggests that trust plays a greater role than anxiety as a mediator of intergroup reconciliation.

G284**THE INFLUENCE OF SOCIAL NORMS ON BEHAVIOUR: A PROCESS MEDIATED BY SELF-REGULATED STRATEGIES**Laura French Bourgeois¹, Roxane de la Sablonnière¹¹*University of Montreal*

Notwithstanding the fact that social norms have been subject to much research, little is known about how they come to influence people's behaviours. We argue that self-regulated strategies are necessary for an individual to act in concert with social norms. Two studies in different contexts confirmed the hypothesis.

G285**INFLUENCE FROM THE FAR RIGHT: THE TEA PARTY MOVEMENT AND POLITICAL POLARIZATION**Amber M. Gaffney¹, David E. Rast, III¹, Justin D. Hackett², Michael A. Hogg¹¹*Clemson University*; ²*University of Houston-Downtown*

We examine the conditions under which the U.S. political movement, the Tea Party, polarizes ideological and attitudinal conservatism in moderate conservatives for whom the Tea Party represents an ingroup minority. The Tea Party wields influence over moderates under conditions of uncertainty and when moderates desire contrast from an outgroup.

G286**INTEGRATIVE COMPLEXITY AND SUCCESS IN POLITICAL ELECTIONS: AN ASSESSMENT OF THE 2004 DEMOCRATIC PRIMARIES**Laura J. Gornick¹, Shannon C. Houck¹, Lucian G. Conway III¹¹*University of Montana*

We compared the integrative complexity of election “winners” from the 2004 U.S. Democratic primary with election “losers.” Candidates tended to decrease in complexity as the election drew closer, but this effect was much stronger for winners ($r = -.25$, $p < .001$) than losers ($r = -.03$, $p > .40$).

G287**THE EFFECTS OF SHARING A MEAL ON AMOUNT OF FOOD CONSUMED**Jennifer C. Isherwood¹, Rick H. Hoyle¹¹*Duke University*

We examined how the number and type of companions at a meal affect reported food consumption. Participants recalled a recent meal they shared with one or more people. They then reported on interpersonal variables, consumption norms, and consumption. Participants ate more with one close companion when meals were similar.

G288**MODELING ACROSS PSYCHOLOGICAL DISTANCE**David A. Kalkstein¹, Yaacov Trope¹¹*New York University*

We explored whether psychological distance to a model influenced the way that the model was emulated. Using a Construal Level Theory (Trope & Liberman, 2003) approach we found participants emulated the high level aspects of a distant model's behavior and the low level aspects of a near model's behavior.

G289**HELPERS AND HARMERS: THE IMPACT OF INTERNALIZED RECIPROCITY NORMS ON SOCIAL BEHAVIOR**Matthew P. Kassner¹, William G. Graziano¹¹*Purdue University*

Three studies explore internalized reciprocity norms. Study 1 establishes a link between positive reciprocity norms and personality traits associated with positive interpersonal exchange (Agreeableness and Conscientiousness), and between negative reciprocity norms and antisocial traits (Dark Triad). In Study 2, negative reciprocity predicts antisocial behavior. In Study 3, positive reciprocity predicts helping.

G290**WHO SPENDS MONEY ON LIFE EXPERIENCES? THE VALUES AND EMOTIONAL VULNERABILITY OF EXPERIENTIAL BUYERS**Natalia K. Kominiarczuk¹, Ryan T. Howell¹, Ravi Iyer²¹*San Francisco State University*; ²*University of Southern California*

Why do people choose to spend money on experiences instead of material purchases? Participants from BeyondThePurchase.org, and YourMorals.org demonstrate that experiential buyers report being impacted by the emotions of others and having a self-transcendent belief system as they value benevolence, universalism, and stimulation.

G291**NONVERBAL BEHAVIOR IN ALCOHOL ADVERTISEMENTS INFLUENCES ALCOHOL ATTITUDES AND INTENTIONS TO DRINK**Annemieke Lagerwaard¹, Max Weisbuch¹¹*University of Denver*

We predicted and found that alcohol advertisements featuring positive nonverbal behavior influenced viewers' subjective norms towards drinking alcohol and—among viewers with strong affiliation needs—increased drinking intentions. We discuss these results as an example of nonverbal influence.

G292**USING VALUES AFFIRMATIONS TO DIMINISH THE EFFECT OF CAMPUS DRINKING NORMS**David J. Lane¹, Michelle L. Stock²¹*Western Illinois University*; ²*George Washington University*

This study examined the potential for values affirmations to weaken the association between drinking norms and behavior. 184 college students reported drinking norms and either affirmed academic values or did not. Perceiving drinking as normative predicted greater willingness to drink, but affirming academic values attenuated that relationship.

G293**NORM CONFLICT PROMOTES INSTRUMENTAL ACTIONS BUT DISCOURAGES SYMBOLIC DEEDS**Rachel I. McDonald¹, Kelly S. Fielding¹, Winnifred R. Louis¹¹*University of Queensland*

Conflicting ingroup norms about the environment can motivate pro-environmental behaviors. However, we show that norm conflicts decrease pro-environmental behaviors when symbolic (in contrast to instrumental) motives are made salient. This suggests norm conflicts motivate pro-environmental behavior via instrumental motives, rather than a symbolic desire to set a positive pro-environmental example.

G294**TOUCHING SAINTLY RELICS: MAGICAL CONTAGION OF SECOND-HAND MORAL LICENSING**Amanda L. Morin¹, Charles G. Lord¹, Sara E. Brady¹¹*Texas Christian University*

Why do religious pilgrims travel to touch relics? Touching such items might confer “second-hand” license to behave less virtuously. Participants behaved less charitably after touching items ostensibly belonging to a saintly woman, but not if they only read her biography. Results extend previous research on moral licensing and irrational contagion.

G295**RELIGIOUSNESS AND RISK BEHAVIOR IN ADOLESCENTS**Kirsten A. Nielsen¹, Wendi A. Miller¹, James A. Shepperd¹¹*University of Florida*

We examined the link between religiousness and risk behavior among ninth graders ($N = 1251$) using the prototype-willingness model as a theoretical framework. Structural equation modeling revealed that religiousness strongly predicted cigarette and marijuana smoking (and less strongly predicted alcohol use) via prototypes and perceptions of friends and parents.

G296**A SELF-CONTROL PERSPECTIVE ON DISSENT WITHIN GROUPS**Dominic J. Packer¹, Christopher T. H. Miners²¹*Lehigh University*; ²*Queen's University*

Several studies test a self-regulation approach to dissent, which posits that dissent decisions involve conflicts between different types of goals (stability vs. change, acceptance vs. influence). Factors influencing goal selection (e.g., construal level) and goal pursuit (e.g., ego depletion) thus affect whether motivated people conform or dissent.

G297**TRUST, JUSTICE, AND ORDERLY ACT: EMPIRICAL RESEARCH ON INTENTION OF ORDERLY ACT**Hyomin Park¹¹*University of South Carolina*

This study shows the mechanism through which people's intention to follow social order is maintained. Focusing on trust and fairness perceptions, it shows that social disorder comes from people's negative perception of others' conforming behaviors, which leads to perception that following the rule is less beneficial than violating.

G298**DEMOCRATIC GROUPS ARE NO LONGER PROTECTED FROM COLLECTIVE PUNISHMENTS WHEN MORALITY IS DRIVING THE JUSTICE JUDGMENT**

Andrea Pereira¹, Alain Quiamzade¹, Jacques Berent¹, Juan Manuel Falomir Pichastor¹

¹*University of Geneva*

Past research has showed that following a group wrongdoing, democratic groups as less collectively punished than nondemocratic groups, because of their superior social value. The present research shows that democratic groups are no longer protected from punishment when the justice judgments are morally driven.

G299**IT'S ALL ABOUT THE RISK: FACEBOOK POSTS AND DRINKING IDENTITY IN COLLEGE STUDENTS**

Lindsey M. Rodriguez¹, Dana Litt², Angelo DiBello¹, Clayton Neighbors¹, Camilla Overup¹

¹*University of Houston*; ²*University of Washington*

The current study evaluated the role of alcohol-related Facebook posts and drinking identities in alcohol consumption. Undergraduates' Facebook profiles were coded for alcohol-related information; drinking identity and alcohol use were assessed online. Increased alcohol-related Facebook posts were associated with increased drinking levels, particularly for those with lower drinking identities.

G300**ATTITUDINAL AGREEMENT INFLUENCES PREFERENCE FOR MORAL REBELS**

Chelsea A. Schnabelrauch¹, Tammy L. Sonnentag¹, Laura A. Brannon¹

¹*Kansas State University*

Past research has found that people like "moral rebels," individuals who stand up for their beliefs in the face of conformity pressures not to do so. The present study demonstrated that this liking is reduced to the extent that the participant doesn't agree with the rebel's beliefs.

G301**CONVERSATIONAL NORMS AMONG FRIENDS, ACQUAINTANCES, AND STRANGERS**

Eric L. Stocks¹, Felicia Mirghassemi¹, Travis Evans¹, Luis Oceja², David A. Lishner³

¹*University of Texas at Tyler*; ²*Universidad Autonoma de Madrid*; ³*University of Wisconsin Oshkosh*

In a series of field and laboratory experiments, a confederate's friends, acquaintances, and complete strangers were engaged in a conversation based on four scripts varying in length and depth of disclosure. Results from both studies suggest participants follow emergent conversational norms, regardless of the type of relationship involved.

G302**PERCEIVED INGROUP NORM – NOT "MY" ATTITUDE – PREDICTS OUTGROUP DEROGATION**

Yufang S. Sun¹, Meghan L. Ferreira¹, Mahzarin R. Banaji¹

¹*Harvard University*

We examined whether our own explicit attitudes or our perception of typical ingroups' attitudes better predict outgroup derogation behavior. Bostonians indicated either their own or "typical" Bostonians' Yankee (outgroup) hate. While their own attitude did NOT predict outgroup derogation behavior, the "typical" ingroup member's attitudes significantly predicted outgroup derogation.

G303**NOT-AGREEING VS. DISAGREEING: A HIGH NEED FOR UNIQUENESS FACILITATES MINORITY INFLUENCE**

Deborah F. Thoben¹, Roland Imhoff², Hans-Peter Erb¹

¹*Helmut-Schmidt-University*; ²*University of Cologne*

What makes a minority's position appealing not despite of its low consensus but because of it? We present evidence that high NfU not only blocks agreement with majorities but facilitates minority influence. Confirming our hypothesis, participants with a high NfU favored the minority's position not only over the majority's position but even over an alternative option.

G304**"THE CONSEQUENCES OF DISBELIEF IN FREE WILL: DIMINISHED MORALITY OR ENHANCED CONFORMITY?"**

Bradley M. Trager¹, Robin R. Vallacher¹, Ryne A. Sherman¹

¹*Florida Atlantic University*

The current study examined the effects of induced disbelief in free-will on cheating, and conformity. Results show that anti free-will statements can be used to increase cheating behavior, but do not appear to increase conformity to others. A main effect for conforming to dishonest behavior was also detected.

G305**MOTIVATING TOLERANCE: INTERNAL AND EXTERNAL MOTIVATIONS TO RESIST PREJUDICIAL NORMS**

Benjamin H. Walker¹, Jesi Johnson¹, H. Colleen Sinclair¹

¹*Mississippi State University*

We examined whether internal and external motivations to respond without prejudice (IMS/EMS) predicted non-conformity in a gay rights discussion. Pro-gay rights participants resisted prejudiced norms when high in IMS but low in EMS. Anti-gay rights participants resisted egalitarian norms when low in EMS and a non-conforming ally was present.

G306**THE EFFECTS OF FRIENDSHIP LEVEL ON THE USE OF THE ANCHORING HEURISTIC: WHO DO YOU TRUST?**

Ryan J. Walker¹, Mareike B. Wieth¹, Andrew N. Christopher¹, Jacque J. Carlson¹

¹*Albion College*

Pairs of friends and strangers individually completed 5 anchoring questions. Participants were led to believe that the anchors were generated by the other participant. Responses showed that friends were more anchored than strangers, indicating that friendship level, and therefore trust, plays an important role in decision making.

G307**THE GREEN EYED MONSTER IS MOTIVATED: HOW INCIDENTAL ENVY TRIGGERS AN AGENTIC ORIENTATION**

Jin Youn¹, Kelly Goldsmith¹

¹*Northwestern University*

Though consumers often experience envy, little is known about how the incidental activation of envy can affect unrelated decisions and behaviors. We demonstrate that priming envy towards others triggers an agentic mindset, and thus leads people to share less, work harder, and engage more in conspicuous consumption.

G308**HOW FUTURE-ORIENTED EXPRESSIONS OF GRATITUDE DETER NORM-VIOLATING BEHAVIOR**Satoko Yuo^{1,2}, Toshikazu Yoshida¹¹*Nagoya University*; ²*The Japan Society for the Promotion of Science*

We examined whether and how future-oriented gratitude expressions deter norm-violating behavior. Confirming the benefits of such expressions, our results showed that participants who saw an example of these expressions, which invoked the norm of reciprocity, (a) were less motivated to act inconsiderately and (b) experienced less reactance.

G309**DUMBING DOWN FOR OTHERS: DIFFERENCES IN SOCIALLY MOTIVATED UNDERACHIEVEMENT BETWEEN WORKING AND MIDDLE CLASS STUDENTS**Lisa M. Zazworsky¹, Dustin B. Thoman¹¹*California State University, Long Beach*

Social class identity's influence on an academic task was evaluated. Confederates failed or performed on average on an anagram task, then remained present or left the room during a participant's performance. Results suggest working class students strategically underperform more than middle class students when social motives for underperformance are salient.

Intergroup Relations**G310****OUTGROUP FEAR: FUNDAMENTAL, PHYSIOLOGICAL, AND MALE-TARGETED**Rachel D. Arnett¹, Jim Sidanius¹, Carlos Navarrete², Melissa McDonald²¹*Harvard University*; ²*Michigan State University*

This study demonstrates that fear of male racial outgroups reflects a general bias against outgroup men that is not applied to outgroup women. Among minimal groups, participants exhibited stronger, longer lasting physiological signs of fear towards outgroup men, compared to ingroup men. This outgroup prejudice was not replicated among women.

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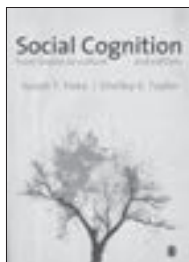
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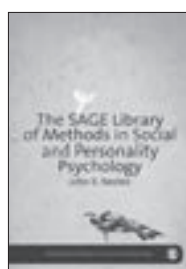
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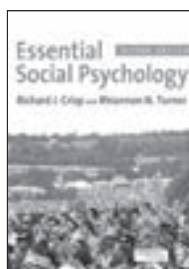
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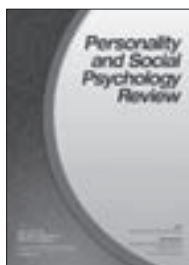
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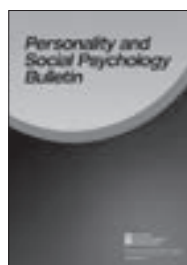
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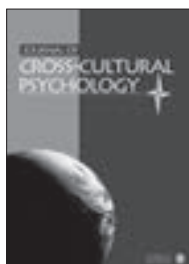
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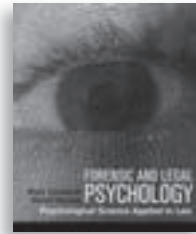


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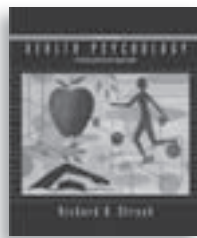
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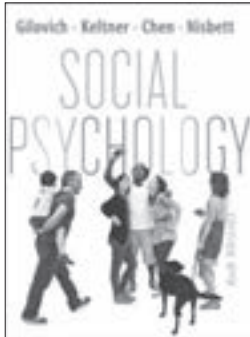
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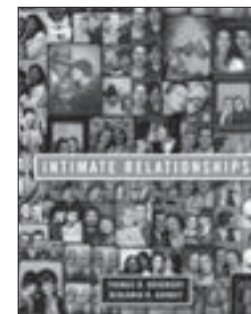


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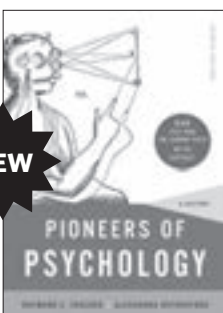
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