

# 2015 Program



The Society for Personality  
and Social Psychology

16<sup>th</sup> Annual Convention

# LONG BEACH

February 26-28, 2015

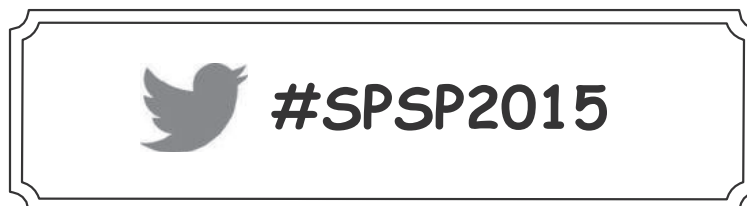
Long Beach Convention  
& Entertainment Center  
Long Beach, CA

[WWW.SPSPMEETING.ORG](http://WWW.SPSPMEETING.ORG)



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# Welcome to SPSP 2015

We are excited to welcome you to the gleaming California sunshine, as we showcase the most **cutting-edge, forward-thinking social and personality science**.

Between presentations, take in the local shops, restaurants, and attractions. Pet a shark at the Aquarium of the Pacific; dock The Queen Mary to catch a glimpse into history; and nibble on some food after riding the Ferris Wheel and a rollercoaster at The Pike at Rainbow Harbor. This year's convention will give you plenty of opportunities to **quench your thirst for science and adventure**.

We kick off the convention with 30 daylong preconference **workshops** on Thursday during the day, followed by the **Presidential Symposium** Thursday evening. A **Welcome Reception** will follow, as will an **Awards Ceremony** – all are invited to both. On Friday and Saturday, Award sessions will honor the recipients of the Campbell Award, the Block Award, and the SPSP Distinguished Scholar Award. We encourage you to attend the **Diversity Reception** on Friday night, as well.

You won't want to miss the Friday and Saturday **data blitz** sessions; they provide bite-sized illustrations of research conducted by several up-and-coming researchers. A panoply of **posters** will adorn the walls of the convention center. Throughout the conference, graduate student poster award winners will have their work featured in the Hall of Fame.

Your registration fee includes lunches that you can enjoy while taking in poster sessions or special scheduled sessions. Friday will include a lunch session devoted to **academic publishing**. Saturday will feature a lunch session that focuses on how to secure **research funding**. As always, the Graduate Student Committee has several informative and fun activities on tap.

The SPSP Convention will harness the power of social media by utilizing a cadre of attendees who will provide real-time updates via Twitter (join the fun by following and tweeting with **#SPSP2015**). You can also use the smart phone app to build your personalized program.

We look forward to a captivating and exciting convention!

Keith Payne (Convention Committee Chair)

Tessa West (Convention Committee)

Nathan DeWall and Simine Vazire (Program Co-Chairs)

# Executives and Committees

## Meet Those Working Behind the Scenes of SPSP!

### 2014 SPSP Executive Committee

<b>President</b>	James W. Pennebaker
<b>Past President</b>	David Funder
<b>President-Elect</b>	Mark Leary
<b>Secretary-Treasurer</b>	Wendy Wood

### Executive Committee Members-at-Large

Jennifer Beer  
Shelly Gable  
Toni Schmader  
Sanjay Srivastava  
Michael Zárate

### APA Division 8 Council Representatives

Paula Pietromonaco  
Terri Vescio

### 2015 SPSP Executive Committee

<b>President</b>	Mark Leary
<b>Past President</b>	James W. Pennebaker
<b>President-Elect</b>	Wendy Wood
<b>Secretary-Treasurer</b>	Shelly Gable

### Executive Committee Members-at-Large

Veronica Benet- Martinez  
Toni Schmader  
Sam Sommers  
Sanjay Srivastava  
Terri Vescio  
Michael Zárate

### APA Division 8 Council Representatives

Paula Pietromonaco

### Executive Office

<b>Executive Director</b>	Chad Rummel
<b>Chief Financial Officer</b>	Susie Schroeder
<b>Communications Director</b>	Jennifer Santisi
<b>Meetings &amp; Events Director</b>	Nate Wambold
<b>Operations Manager</b>	Brian Riddleberger
<b>Operations Intern</b>	Samantha Waldman
<b>Meetings &amp; Events Intern</b>	Meghan Albal
<b>Communications Intern</b>	Michael Swain

### 2014 Committees for the 2015 Long Beach Convention

**Convention Committee** Keith Payne (*Chair*)  
Tessa West

### Convention Committee's Graduate Student Travel Award Panel

Hilary Bergsieker  
Shana Cole  
Corey Cook  
Paul Eastwick  
Chad Forbes  
Larisa Heiphetz  
Kristin Henkel  
Tasuku Igarashi  
Corinne Moss-Racusin  
Lisa Neff  
Jennifer Paterson  
Adam Pearson  
Janessa Shapiro  
Leslie Zorwick

**Program Committee** Nathan DeWall (*Co-Chair*)  
Simine Vazire (*Co-Chair*)  
Eli Finkel  
(*Past Co-Chair*)  
Cheryl Kaiser  
(*Past Co-Chair*)  
Michael Inzlicht  
Jessica Tracy

### Program Committee's Symposium Review Panel

Wiebke Bleidorn  
Jeni Burnette  
Erika Carlson  
Brent Donnellan  
Robin Edelstein  
Jon Freeman  
Jesse Graham  
Madoka Kumashiro  
Brian Lowery  
Batja Mesquita  
Margo Monteith  
Erik Nofle  
Francesca Righetti  
Miachel Robinson  
Joe Simmons  
Jule Specht  
Alexa Tullet  
Mark Van Vught

**Program Committee's Poster Review Panel**

Andrew Beer  
 Kathryn Bollich  
 Tamlin Conner  
 Paul Conway  
 Rodica Damian  
 Jim Hamilton  
 Lauren Human  
 Roos Huttemann  
 Maike Luhmann  
 Tara MacDonald  
 E.J. Mascicampo  
 Daniel Ozer  
 Kimberly Quinn  
 Rebecca Schlegel  
 Erica Schneid  
 Ryne Sherman  
 Richard Slatcher  
 Emily Stark  
 Kate Sweeny  
 Liz Tenney  
 Rimma Tepper  
 Daryl Van Tongren  
 Christian Waugh  
 Gregory Webster

**Other 2014 Committees, Positions, and Representatives**

**APA Division 8 Program**

**2014 Chair** Jonathan Adler

**2015 Chair** Jonathan Adler

**Awards Committee** David Funder (*Chair*)  
 Trish Divine  
 Jeffry Simpson

**Award Nomination Panels**

**Jack Block Award** Simine Vazire (*Chair*)  
 Richard Lucas  
 Robert McCrae

**Donald T. Campbell Award** Jennifer Richeson (*Chair*)  
 Joe Forgas  
 Timothy Wilson

**Career Contribution Award** Mark Leary (*Chair*)  
 Jenny Crocker  
 James Sidanius

**Robert B. Cialdini Award** Richard Larrick (*Chair*)  
 Judith Harackiewicz  
 Steve Neuberg

**Carol and Ed Diener Award in Personality**  
 Shige Oishi (*Chair*)  
 Andrew Elliot  
 Jen Lilgendahl

**Carol and Ed Diener Award in Social Psychology**

Nicole Shelton (*Chair*)  
 Harry Reis  
 Eliot Smith

**Distinguished Scholar Award**

Geraldine Downey (*Chair*)  
 Roy Baumeister  
 Carol Dweck

**Media Awards** Tom Gilovich (*Chair*)  
 Jonathan Haidt  
 Matthew Lieberman  
 Jamil Zaki

**Methodological Innovation Award**

Phoebe Ellsworth (*Chair*)  
 Pat Shrout  
 Anthony Greenwald

**Nalini Ambady Award for Mentoring Excellence**

Stacey Sinclair (*Chair*)  
 Patty Deldin  
 Nicholas Rule

**SPSP Book Prize**

Tom Gilovich (*Chair*)  
 Jonathan Haidt  
 Jamil Zaki

**Daniel M. Wegner Theoretical Innovation Prize**

Jolanda Jetten (*Chair*)  
 Paula Niedenthal  
 Will Cunningham  
 Kurt Gray  
 Jon Maner

**Diversity & Climate Committee**

Victoria Plaut (*Chair*)  
 Sam Sommers  
 Bryant Marks

**Fellows Committee**

Joanne Wood (*Chair*)  
 Laura King  
 Allen McConnell  
 Wendy Mendes  
 Batja Mesquita

**Graduate Student Committee**

Elizabeth Keneski (*President*)  
 Erica Schneid (*Past President*)  
 Nicolas Brown  
 Rebecca Friesdorf  
 Alexa Lord  
 Stefanie Tignor  
 Kaitlyn Werner

**Publications Committee**

John Levine (*Chair*)  
 Judith Harackiewicz  
 Carol Sansone

**PSPB Editor** Duane Wegener

**PSPR Editor** Monica Biernat

**SPPS Consortium Liaison** Jennifer Crocker

**Summer Institute for Social and Personality  
Psychology Committee (SISPP)**

Wendy Mendes (*Co-Chair*)  
Nicole Shelton (*Co-Chair*)  
Veronica Benet-Martinez  
Margaret Clark  
Eli Finkel  
Iris Mauss

**Training Committee** Jon Maner (*Chair*)  
Wiebke Bleidorn  
Jennifer Bosson  
Jenessa Shapiro

**Web Editor** Dave Nussbaum

**FASEB Event Planning Staff**

*Director* Marcella Jackson  
*Meeting Manager* Roya Jaseb  
*Meeting Assistant* Ashley Foster  
*Exhibits Manager* Joni Friedman  
*Registrar* Josie Leftwich

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**We would like to thank all those  
presenters and reviewers who have  
dedicated time to making this  
convention a success. In addition, a big  
thanks goes to the many volunteers  
who have organized special events,  
professional development sessions, and  
preconferences.**

# General Information

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## **Alcohol Policy**

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A number of social activities have been planned where alcoholic beverages will be offered. SPSP and the Long Beach Convention & Entertainment Center 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.

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## **Audiovisual Services**

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**Convention Center – Room 204, Phone: (562) 499-7731**

LCD projectors (e.g., for PowerPoint presentations) will be provided in all session rooms. Computers will NOT be provided. Presenters must bring their own computers and set them up before the start of the session in which they are presenting. Presenters are strongly encouraged to arrive in their scheduled symposium room 15 minutes before their talks to set-up their equipment.

Room 204 will also serve as a speaker ready room. Feel free to stop by this room in advance of your presentation to test your computer connection to a projector, do a dry run through of your slides, or get additional tech support from onsite AV technicians.

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## **Baggage Check**

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

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## **Business Center**

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The Long Beach Convention & Entertainment Center does not have a Business Center. If you are in need of computer or printing services, please use the Business Center located at your hotel or visit the Business Center at the Hyatt Regency Long Beach Hotel, which is adjacent to the Convention Center.

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## **Certificate of Attendance**

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To receive certificates of attendance please visit the Meeting Management Office at the Convention Center in the Main Lobby.

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## **Child Care**

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Formal childcare services will not be provided at the meeting. Attendees should make other arrangements.

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## **Exhibits and Poster Sessions**

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Exhibits and poster sessions will be located in Exhibit Hall B

Thursday, February 26	6:30 pm – 8:30 pm (Opening Reception)
Friday, February 27	8:00 am – 2:00 pm 6:00 pm – 8:00 pm (with Social Hour)
Saturday, February 28	8:00 am – 2:00 pm 6:00 pm – 7:45 pm (with Social Hour)

**Please note: Exhibits will be closed from 2:00 PM – 6:00 PM. During this time, the Exhibit Hall will be open for attendees to use Wi-Fi.**

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## **First Aid**

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First aid is located in the Exhibit Hall B Lobby.

Thursday, February 26	7:00 am – 8:30 pm
Friday, February 27	7:00 am – 8:30 pm
Saturday, February 28	7:00 am – 8:30 pm





## Photography and Videotaping

We ask that you do not photograph, audio record or video tape presentations or posters without the permission of the authors of the presentation.

## Poster Sessions

Poster sessions located in Exhibit Hall B are scheduled on Thursday, February 26; Friday, February 27; and Saturday, February 28. 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 Exhibit Hall B of the Convention Center. Badges are required at all times. The Exhibit Hall will open from 6:30 PM to 8:30 PM on Thursday. On Friday and Saturday from 7:45 AM to 2:00 PM and 6:00 PM to 8:00 PM. You may post your materials on the board assigned to you at the scheduled time. The doors will close by 8:30 PM each evening. Do not leave personal items in the exhibit hall.

Please see the Poster Schedule on page 22 for set-up and take-down times.

Poster check, sponsored by the Graduate Student Committee, is being offered in Room 103C.

## Press Activities

### Convention Center, Room 103B

SPSP is providing a Press Room (Room 103B) for registered members of the media to work and to attend exclusive press briefings.

The Press Room, will include Wi-Fi, and be open during the following hours:

Friday, February 27	8:00 am – 6:00 pm
Saturday, February 28	8:00 am – 6:00 pm

For all press inquiries contact the SPSP Press Office at [press@spsp.org](mailto:press@spsp.org).

Follow us on Twitter! @SPSPnews, #SPSP2015

## Program

If you selected a printed copy of the Program you may pick it up at the registration counter. Programs may

also be found as a PDF on the [spspmeeting.org](http://spspmeeting.org) website. If you would like a second copy, please check at the registration desk on the last day of the convention.

## Registration

### Convention Center – Main Lobby, Phone: (562) 499-7730

The registration desk will be open during the following hours:

Thursday, February 26	12:00 pm – 8:00 pm
Friday, February 27	7:00 am – 6:30 pm
Saturday, February 28	7:00 am – 5:30 pm

### Onsite Fees

Students	\$260
Early Career Member	\$335
Regular Member	\$405
Non-Member	\$530

Your registration fee includes access to all SPSP sponsored sessions, lectures, symposia, poster and oral presentations and the exhibit hall. Continental breakfast, coffee breaks, and (2) boxed lunches or (2) drink tickets are also included.

## Smartphone APP

SPSP 2015 has a Smartphone application available on iOS and Android that makes attending SPSP 2015 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.

*Note: Blackberry, Windows Phone and Desktop users can access the Smartphone APP information via the mobile web.*

## Social Events

The Welcome Reception will be held in Exhibit Hall B at the Convention Center from 7:00 PM – 8:00 PM on Thursday, February 26. Cash bar or drink tickets may be utilized.

The Awards Ceremony and Reception will be held Thursday, February 26 at 7:00 PM at the Convention Center in Room 101 AB.

The Graduate Student Committee is hosting their

Social Event for students at Federal Bar on Thursday, February 26 starting at 8:30pm. More information can be found on page 23 (From Student Highlights).

The Diversity and Climate Committee is hosting their reception in room 104B on Friday, February 27 from 6:30 - 8:00pm. More information is available on page 26 (From Diversity Highlights).

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 with cash bar or drink tickets while viewing the posters.

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## Special Needs

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Registrants with special needs are advised to contact the Meeting Management Office at the Convention Center in the Main Lobby. For specific information on the Convention Center's accessibility, contact Guest Services of the Long Beach Convention & Entertainment Center at 562-499-7541.

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## Student Poster Award Hall of Fame

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The seven winning posters for the Student Poster Award will be displayed for the entirety of the convention in Exhibit Hall B. 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!

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## Transportation

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### Airport

Long Beach Airport (LGB) is approximately 15 minutes driving time from the Long Beach Convention & Entertainment Center.

Los Angeles Airport (LAX) is approximately 30 minutes driving time from the Long Beach Convention & Entertainment Center.

### Airport Shuttle

Shuttle service from the airport to your hotel can be arranged through SuperShuttle. SuperShuttle has partnered with SPSP to provide discounted service to and from all local airports and hotels. Visit <http://groups.supershuttle.com/societyforpersonalitysocialpsychology.html> or call 1-800-258-3826 for more details or to make a reservation.

### Public Transportation

The Passport is a free shuttle bus that serves downtown Long Beach. The bus will connect you to several of the area attractions, restaurants, hotels and of course, the Convention Center. More information is available online at <http://www.lbtransit.com/Services/Passport.aspx>.

### Taxicabs

At the Long Beach Airport (LGB) taxis are available at the taxi stand located outside of the terminal. Approximate fare from LGB to downtown Long Beach is \$23 one way.

At the Los Angeles International Airport (LAX) taxis are available curbside on the Lower/Arrival Level islands in front of each terminal. Approximate fare from LAX to downtown Long Beach is \$60 one way.

All taxis accept major credit cards.

# Office Locations, Hours & Telephone Numbers

## **Meeting Management Office – Convention Center, Main Lobby, Room VIP B**

**Tel: (562) 499-7732**

Thursday, February 26

8:00 am – 6:30 pm

Friday, February 27

7:00 am – 6:30 pm

Saturday, February 28

7:00 am – 5:30 pm

## **Registration & Information – Convention Center, Main Lobby**

**Tel: (562) 499-7730**

Thursday, February 26

12:00 pm– 8:00 pm

Friday, February 27

7:00 am – 6:30 pm

Saturday, February 28

7:00 am – 5:30 pm

## **Audio Visual Office – Convention Center, Room 204**

**Tel: (562) 499-7731**

Thursday, February 26

7:00 am – 8:00 pm

Friday, February 27

7:00 am – 8:00 pm

Saturday, February 28

7:00 am – 5:00 pm

## **Lost and Found**

**Tel: (562) 499-7732, House Phone, x525**

For questions regarding special needs or ADA accessibility, please visit the Meeting Management Office.

# Schedule Overview

## Thursday, February 26, 2015

- 8:00 am – 4:30 pm Pre-Conferences – Various Rooms
- 12:00 pm – 8:00pm Onsite Registration and Advanced Registrant Badge Pickup – Main Lobby
- 5:00 pm – 7:00 pm Opening Session and Presidential Symposium – Grand Ballroom
- 6:30 pm – 8:30 pm Exhibits Open – Hall B
- 7:00 pm – 8:00 pm Welcome Reception – Hall B
- 7:00 pm – 8:15 pm 2014 Award Ceremony and Reception – Room 101 AB
- 7:00 pm – 8:30 pm Poster Session A – Hall B
- 8:30 pm GSC Student Social Night – Federal Bar

## Friday, February 27, 2015

- 6:30 am SPSP SK Fun Run & Walk
- 7:00 am – 6:30 pm Onsite Registration and Advanced Registrant Badge Pickup – Main Lobby
- 8:00 am – 8:30 am Continental Breakfast – Hall B
- 8:00 am – 9:30 am Poster Session B – Hall B
- 8:00 am – 2:00 pm Exhibits Open – Hall B
- 8:15 am – 9:30 am Convention Kick-Off Breakfast, Sponsored by the Diversity & Climate Committee – Room 103 A
- 8:15 am – 9:30 am GSC Special Session, Undergraduate Q & A – Grand Ballroom A
- 9:45 am – 11:00 am Symposium Session A – Various Rooms
- 11:00 am – 11:15 am Coffee Break – Hall B
- 11:15 am – 12:30 pm Symposium Session B and Data Blitz – Various Rooms
- 12:30 pm – 1:30 pm Boxed Lunch Available – Hall B
- 12:30 pm – 2:00 pm Poster Session C – Hall B
- 1:00 pm – 2:00 pm GSC Mentoring Lunch – Room 101 AB
- 1:00 pm – 2:00 pm GASP Mentoring Lunch – Room 102 ABC
- 1:00 pm – 2:00 pm How to Publish: Roundtable Discussion with Journal Editors – Room 104 B
- 2:00 pm – 3:15 pm Symposium Session C – Various Rooms
- 2:00 pm – 6:00 pm Exhibits Closed – Hall B
- 3:15 pm – 3:30 pm Coffee Break – Hall B
- 3:30 pm – 4:45 pm Symposium Session D and Presidential Address– Various Rooms
- 5:00 pm – 6:15 pm Block, Campbell and Distinguished Scholar Award Lectures – Grand Ballroom A
- 6:00 pm – 8:00 pm Exhibits Open – Hall B
- 6:30 pm – 7:15 pm GSC “Speed Data-ing” Event – Grand Ballroom 102 ABC
- 6:30 pm – 8:00 pm Poster Session D with Social Hour – Hall B
- 6:30 pm – 8:00 pm Diversity and Climate Committee Reception – Room 104 B

## Saturday, February 28, 2015

- 7:00 am – 5:30 pm Onsite Registration and Advanced Registrant Badge Pickup – Main Lobby
- 8:00 am – 8:30 am Continental Breakfast – Hall B
- 8:00 am – 9:30 am Poster Session E – Hall B
- 8:15 am – 9:30 am GSC Special Session, Successful Women in Academia – Grand Ballroom A
- 8:00 am – 2:00 pm Exhibits Open – Hall B
- 9:45 am – 11:00 am Symposium Session E – Various Rooms
- 11:00 am – 11:15 am Coffee Break – Hall B
- 11:15 am – 12:30 pm Symposium Session F and Data Blitz – Various Rooms
- 12:30 pm – 1:30 pm Boxed Lunch Available – Hall B
- 12:30 pm – 2:00 pm Poster Session F – Hall B
- 1:00 pm – 2:00 pm GSC Mentoring Lunch – Room 101 AB
- 1:00 pm – 2:00 pm Show Me the Money and How to Get It: Funding Agencies Offer Insight Into How to Fund Your Work – Room 104 B
- 2:00 pm – 3:15 pm Symposium Session G – Various Rooms
- 2:00 pm – 6:00 pm Exhibits Closed – Hall B
- 3:15 pm – 3:30 pm Coffee Break – Hall B
- 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
- 6:15 pm- 7:45 pm Poster Session G with Social Hour – Hall B

# Featured Sessions

## **Opening Session and Presidential Plenary: Cultivating the Relevance of Social and Personality Psychology for Science, Policy, and the Average Person**

*Thursday, February 26, 5:00 PM – 7:00 PM, Grand Ballroom*



### **Welcome Remarks**

Speaker: **Mark Leary**, *Duke University, SPSP President*



### **Relevance Can Be Fostered Through Research Settings, Populations, and Questions**

Speaker: **Robert Cialdini**,  
*Arizona State University*



### **Psychological Science and Policy: Insights From a Year On Capitol Hill**

Speaker: **Jacquelyn W. White**,  
*University of North Carolina at  
Greensboro*



### **The Science of Human Well-Being**

Speaker: **William Fleeson**, *Wake  
Forest University*



### **Reflections on Defending and Nurturing Social- Personality Psychology with Impact and Relevance as the Prize**

Speaker: **William Klein**,  
*National Cancer Institute and  
University of Pittsburgh*

The viability of social and personality psychology rests on the degree to which the field's theory and research have an impact on science, public policy, and the average person's understanding of human behavior. Yet, many social and personality psychologists remain frustrated that the visibility and impact of social and personality psychology are not commensurate with their contributions. The speakers in this session will examine ways to cultivate the relevance of social and personality psychology to its various constituencies. Robert Cialdini will examine ways of fostering relevance by approaching research differently, William Fleeson will focus on the relevance of personality and social psychology for human well-being, Jacquelyn White will draw upon her year as an APA Fellow on Capitol Hill to examine barriers to policy implementation, and William Klein will address ways of publicly describing our work in ways that enhance its relevance.

## Presidential Address



### **Improving Research, Education, and Application in Personality and Social Psychology: Saving the Baby as We Throw Out the Bathwater**

*Friday, February 27, 3:30 PM – 4:45 PM, Grand Ballroom A*

Speaker: **Mark R. Leary**, *Duke University*

Social and personality psychology have been undergoing a period of intense self-examination recently with respect to replicability, data sharing, appropriate statistical analyses, open access publishing, big data, fraud, and other issues. And, of course, the field continues to grapple with long-standing issues involving our relevance to real-world problems and social policy, graduate training, employment, and the relationship between personality and social psychology, among others. Although these are all important topics for conversation, we may be missing the big picture amidst fragmented discussion of specific issues. This presentation takes a broad look at the state of social and personality psychology – what we are doing well, what can be improved, and where we might be hurting ourselves in well-intentioned efforts to solve particular problems. If social and personality psychology were a business that specialized in the creation, dissemination and application of behavioral research, what would an organizational analysis say about how to enhance our performance as a field?

## Invited Symposia

### **The Joy of Giving our Science Away**

*Friday, February 27, 2:00 PM – 3:15 PM, Grand Ballroom A*

This session will emphasize the importance of communicating psychological science to a broad audience. It features David Myers, whose *Introductory Psychology* and *Social Psychology* textbooks have reached millions of students over nearly three decades; Elizabeth Dunn, who is part of a growing generation of social and personality psychologists that have published general interest articles and books; and John Tierney, a science columnist for the *New York Times*, who frequently covers social and personality psychology in articles that are read by millions of people, and who also recently teamed up with a social psychologist (Roy Baumeister) to produce a *New York Times* bestseller that summarized over a decade's worth of research on willpower.



### **Welcome Remarks**

Chair: **C. Nathan DeWall**,  
*Program Committee Co-Chair,*  
*University of Kentucky*



### **The Ethics of Giving Psychology Away: Scientists' Contributions to the Marketplace of Ideas**

Speaker: **Eli J. Finkel**,  
*Northwestern University*



### **On Writing Psychological Science: Some Lessons Learned**

Speaker: **David G. Myers**, *Hope College*



**Sharing Social Psychology with the Public: What I've Learned and How It Changed My Perspective on Our Science**  
 Speaker: **Elizabeth W. Dunn**,  
*University of British Columbia*



**What Replicable Research Looks Like**  
 Speaker: **Joe Simmons**,  
*University of Pennsylvania*



**Turning Data Into Stories: How I Learned to Love Social Psychology**  
 Speaker: **John Tierney**, *New York Times*



**Towards a Predictive Science**  
 Speaker: **Elizabeth Page-Gould**,  
*University of Toronto*

**The Future of Personality and Social Psychology**

*Saturday, February 28, 2:00 PM – 3:15 PM, Grand Ballroom A*

We live in interesting times. Our field is facing unique challenges and opportunities. With these exciting changes in the air, this symposium will focus on positive recommendations for the field of personality/social psychology, with an emphasis on methodological issues and bolstering the integrity of our research findings.



**Trending Toward Marginal? Securing Progress in the Practice of Psychological Science**  
 Speaker: **Jeff Sherman**,  
*University of California, Davis*



**Welcome Remarks**  
 Chair: **Simine Vazire**, *Program Committee Co-Chair, University of California, Davis*



**Going Big: The Future of Discovery in Social-Personality Psychology**  
 Speaker: **Sanjay Srivastava**,  
*University of Oregon*

## Training Committee Symposium

### Think Big! Dig Deeper! Big Data in Social-Personality Psychology

Saturday, February 28, 11:15 AM – 12:30 PM,  
Grand Ballroom B

Co-Chairs: **Wiebke Bleidorn**, *Tilburg University*,  
*University of California, Davis*  
**Jon Maner**, *Kellogg School of  
Management, Northwestern  
University*

Speakers: **Applications of Big Data Psychology**,  
Vishal Singh, *New York University*  
**Predicting Psycho-Demographic  
Profiles from Big Social Data**, Michael  
Kosinski, *University of Cambridge*,  
*Psychometrics Centre*  
**“Big” Data Gone Wild: Using  
Smartphones to Measure Social and  
Psychological Processes in the Real  
World**, Jason Rentfrow, *University of  
Cambridge*

Big data provides excellent opportunities to tackle research questions in ways not afforded by traditional research methods. Over the past two decades, our ability to collect and manage the massive quantities of data that we, as a society, consistently produce has developed exponentially. Improved computing and storage capabilities have led not only to a major push to use big data to create business intelligence; big data is also flourishing in the social sciences. The present symposium showcases how big data can be put to good use in social-personality psychology. Focusing on a wide range of psychological phenomena, Hansen’s talk will illustrate how trails of digitized data can inform research in social psychology. Kosinski explains how variables ranging from personality and IQ to substance use and divorce can be accurately inferred from

digital records. Rentfrow describes a mobile application that allows smartphones to measure social psychological processes in the real world.

## Professional Development Sessions

### Undergraduate Q and A: How to Choose, Apply to, and Successfully Begin a Graduate Program

Friday, February 27, 8:15 AM - 9:30 AM, Grand Ballroom A

Co-chairs: **Nick Brown and Elizabeth Keneski**,  
*SPSP Graduate Student Committee*

Speakers: **Eddy Ameen**, *American Psychological Association of Graduate Students*  
**Nabil El-Ghoroury**, *American Psychological Association of Graduate Students*

Prospective graduate school applicants have ample resources to help them improve their candidacy and submission of winning applications. Guidance on how to find the right program and compare variables across institutions, however, is less accessible. In this special session, presenters from the American Psychological Association of Graduate Students, Eddy Ameen and Nabil El-Ghoroury, will offer a roadmap to choosing, applying to, and successfully beginning a graduate program. We will also discuss ways to evaluate prospective programs based on objective and subjective criteria. Fifteen questions guide the application process, and each will be explained, along with ways to find and compare answers between prospective programs. Finally, this session will explore how individuals can seek to keep graduate costs low by building a funding package that includes scholarships, grants, and loan forgiveness and repayment options. At the



end of the session, there will be an opportunity for attendees to have their questions answered by current graduate students.

*Co-sponsored by APAGS (American Psychological Association of Graduate Students) and SPSP's GSC (Graduate Student Committee)*

### **Forum: Meeting the Needs of Faculty at Predominately Teaching Institutions**

*Friday, February 27, 11:15 AM – 12:30 PM, Room 104 B*

Chair: **Mark Leary**, *Duke University*

Speakers: **Mark Leary**, *Duke University*  
**Elizabeth Haines**, *William Patterson University*

Social and personality psychologists at predominately teaching institutions play an exceptionally important role in the profession through their teaching, research, and mentoring, but SPSP has devoted relatively little attention to the specific needs of members who work at teaching colleges and universities. This session involves an open forum for faculty at predominately teaching institutions and discussion of the report of a Task Force that has been working on these issues.

### **How to Publish: Roundtable Discussion with Journal Editors**

*Friday, February 27, 1:00 PM – 2:00 PM, Room 104 B*

Chair: **Simine Vazire**, *Program Committee Co-Chair, University of California, Davis*

Speakers: **Duane Wegener**, *Personality and Social Psychology Bulletin*  
**Richard Lucas**, *Journal of Research in Personality*  
**Kerry Kawakami**, *Journal of Personality and Social Psychology*

Come discuss the ins and outs of publishing in peer-reviewed social/personality journals with editors of our field's top journals: Duane Wegener, editor in chief of *Personality and Social Psychology Bulletin*, Richard Lucas, editor in chief of *Journal of Research in Personality*, and Kerry Kawakami, incoming editor in chief of *Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes*. Audience members are encouraged to bring questions for the panelists. People of all career stages are welcome.

### **Successful Women in Academia**

*Saturday, February 28, 8:15 AM – 9:30 AM, Grand Ballroom A*

Co-chairs: **Erica Schneid**, *GSC Past President, Lehigh University*  
**Elizabeth Keneski**, *GSC President*

Speakers: **Jennifer Beer**, *University of Texas*  
**Simine Vazire**, *University of California, Davis*  
**Tessa West**, *New York University*

This special session will feature three established female scientists, Jennifer Beer, Tessa West, and Simine Vazire, speaking

about their experiences, their work, and becoming successful in academia. Following a presentation by each of the mentors, the session will include a Q&A and a hands-on activity.

**Show Me the Money and How to Get It:  
Funding Agencies Offer Insights Into How  
to Fund Your Work**

*Saturday, February 28, 1:00 PM – 2:00 PM, Room  
104 B*

Chair: **C. Nathan DeWall**, *Program Committee  
Co-Chair, University of Kentucky*

Speakers: **Nicholas Gibson**, *John Templeton  
Foundation*  
**Sally Dickerson**, *National Science  
Foundation*  
**William Klein**, *National Cancer  
Institute*

Social and personality psychologists flood the world with knowledge that is often interesting, valuable, and practical. But creating knowledge costs money. From toner cartridges to toggle switches, our work requires money. Where does that money come from – and how can you get some of it? Attend this session and you'll hear how from leaders at organizations that fund the most social and personality psychology: John Templeton Foundation, National Science, and National Institute of Health.

## Data Blitz Sessions

### Session 1

Friday, February 27, 11:15 AM - 12:30 PM, Grand Ballroom A

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

Co-chair: **Michael Inzlicht**, *University of Toronto*

Speakers: Michael Maniaci, Felix Cheung, Daniel Randles, Deborah Holoien, Allison Farrell, Emily Cogsdil, Adam Fetterman, Adam Hahn, Konstantin Tskhay, Matthew Rocklage, Philippe Bernard, Tiffany Brannon

### Session 2

Saturday, February 28, 11:15 AM - 12:30 PM, Grand Ballroom A

Chairs **Michael Inzlicht**, *University of Toronto*

Co-chair: **Jessica Tracy**, *University of British Columbia*

Speakers: Miranda Giacomini, Sean Wojcik, Joseph Powers, Anneke Buffone, Dushiyanthini Kenthirarajah, Jennifer Ray, Christine Ma-Kellams, Alec Beall, Keith Welker, Arman Catterson, Gideon Nave, Kathleen Darbor

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 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.

## Block, Campbell, and Distinguished Scholar Award Lectures

Friday, February 27, 5:00 PM - 6:15 PM, Grand Ballroom A

Chair: **Keith Payne**

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP's three highest honors. Mary Rothbart is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Norbert Schwarz is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Edward Deci is the recipient of the SPSP Distinguished Scholar Award.



### Jack Block Award Address Temperament and Personality in Development

Recipient: **Mary Rothbart**  
*University of Oregon*



### Donald T. Campbell Award Address Of Truth and Suspicion: How Subtle Feelings Shape Truth Testing

Recipient: **Norbert Schwarz**  
*University of Southern  
California*



### Distinguished Scholar Award Address

*Title TBD*

Recipient: **Edward Deci**  
*University of Rochester*

# Poster Schedule

Poster sessions are scheduled on Thursday – Saturday, February 26-28 in Exhibit Hall B at the Long Beach Convention & Entertainment Center. 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: Exhibits will be closed from 2:00 PM – 6:00 PM on Friday and Saturday.*

The doors will close and lock for the evening at 8:45 PM on Thursday and 8:00 PM on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the poster room. The following times indicate when you are expected to set-up and take-down your poster. 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	Date & Time	Set Up	Session Begins	Session Ends	Take Down	Topic Areas Being Presented
A	Thursday, February 26	6:30 pm	7:00 pm	8:30 pm	8:45 pm	Aggression/ Anti-Social Behavior; Applied Social Psychology; Attitudes/Persuasion; Motivation/Goals; Person Perception/Impression Formation; Personality Processes/Traits; Psychophysiology/Genetics; Self/Identity; Self-Regulation; Social Development; Special Session; Stereotyping/Prejudice
B	Friday, February 27	7:45 am	8:00 am	9:30 am	9:45 pm	Close Relationships; Culture; Diversity; Gender; Mental Health/Well-Being; Personality Processes/Traits; Religion/Spirituality; Self/Identity; Social Justice; Stereotyping/Prejudice
C	Friday, February 27	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Close Relationships; Culture; Disability; Diversity; Gender; Intergroup Relations; Judgment/Decision-Making; Meta-Analysis; Methods/Statistics; Personality Development; Personality Processes/Traits; Religion/Spirituality; Stereotyping/Prejudice
D	Friday, February 27	6:00 pm	6:30 pm	8:00 pm	8:15 pm	Belonging/Rejection; Emotion; Groups/Intragroup Processes; Individual Differences; Judgment/Decision-Making; Language; Law; Lifespan Development; Mental Health/Well-Being; Person Perception/Impression Formation; Self/Identity; Social Neuroscience
E	Saturday, February 28	7:45 pm	8:00 am	9:30 am	9:45 am	Belonging/Rejection; Close Relationships; Emotion; Evolution; Intergroup Relations; Judgment/Decision-Making; Morality; Norms and Social Influence; Self/Identity; Self-Esteem
F	Saturday, February 28	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Applied Social Psychology; Close Relationships; Emotion; Morality; Motivation/Goals; Organizational Behavior; Prosocial Behavior; Self-Regulation; Stereotyping/Prejudice
G	Saturday, February 28	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Attitudes/Persuasion; Emotion; Field Research/Interventions; Groups/Intragroup Processes; Individual Differences; Nonverbal Behavior; Other; Person Perception/Impression Formation; Physical Health; Politics; Prosocial Behavior

## Student Poster Hall of Fame

Winning posters of the Student Poster Award will be displayed for the entirety of the convention in Exhibit hall B. 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!

# Student Highlights

Hosted by Your Graduate Student Committee (GSC)

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## GSC Symposium

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**Preparing for the Academic Job Market: From Start to Finish**

*Friday, February 27th, 8:15 AM - 9:30 AM, Room 201A*

Co-chairs: Kaitlyn Werner, Alexa Lord, & Elizabeth Keneski

In the past decade, there have been over 3,000 psychology doctoral degrees awarded annually, yet the opportunities for a tenure-track position in academia have become increasingly competitive due to their limited availability. The purpose of this symposium is to guide graduate students through the academic job market in social/personality psychology. Beginning with the job-hunting phase, Dr. Jeremy Jamieson will discuss how to find and decide which jobs to apply. Moving forward to the preparation phase, Dr. Danu Stinson will teach students how to effectively present themselves through their CV, research website, and social media, and Dr. Serena Chen will discuss how to construct teaching and research statements. Finally, Dr. Paul Eastwick will provide advice for the interview phase, including how to prepare a successful job talk. To further engage students, there will be a Q&A at the end of the session.

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## GSC Special Session

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**Undergraduate Q and A: How to Choose, Apply to, and Successfully Begin a Graduate Program**

*Friday, February 27, 2015, 8:15 AM - 9:30 AM, Grand Ballroom A*

Co-chairs: Nick Brown, Elizabeth Keneski

Co-sponsored by APAGS (American Psychological Association of Graduate Students) and SPSP's GSC (Graduate Student Committee)

Prospective graduate school applicants have ample resources to help them improve their candidacy and submission of winning applications. Guidance on how to find the right program and compare variables across institutions, however, is less accessible.

In this special session, presenters from the American Psychological Association of Graduate Students (APAGS), Eddy Ameen and Nabil El-Ghoroury, will offer a roadmap to choosing, applying to, and successfully beginning a graduate program. They will also discuss ways to evaluate prospective programs based on objective and subjective criteria. Fifteen questions guide the application process, and each will be explained, along with ways to find and compare answers between prospective programs. Finally, this session will explore how individuals can seek to keep graduate costs low by building a funding package that includes scholarships, grants, and loan forgiveness and repayment options. There will be an opportunity for Q&A at the end of the session with both the APAGS representatives as well as current graduate students.

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## The GSC Mentoring Luncheon

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*Friday, February 27 and Saturday, February 28, 1:00 pm - 2:00 pm, Room 101AB*

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.**

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## The GSC "Speed Data-ing" Event

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*Friday, February 27, 6:30 pm - 7:15 pm, Room 102ABC*

The convention can be overwhelming to network and meet new people. Now there is a perfect way to do so: come to "Speed Data-ing!" Based on the standard speed-dating paradigm often used in relationship

work, this event will afford you an opportunity to meet and chat with several small groups of your peers over the course of 45 minutes (and still make it to poster session afterwards!).

This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your “elevator speech”! To maximize your potential collaboration opportunities, we will first match attendees by research area; but not to worry, throughout the course of the event you will have the chance to chat with researchers from all different areas of social and personality psychology. Refreshments will be provided. **Pre-registration is required, as space is limited to 100 guests.**

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## **GSC Social Event at Federal Bar**

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*Thursday, February 26, 2015 8:30 pm*

Take some time out of your busy conference schedule to relax and socialize with your graduate student peers at Federal Bar (102 Pine Ave, Long Beach) on Thursday night. Attendees will have exclusive access to a vault from the original bank that previously occupied this historic space. Join us for food and drinks at a local Long Beach hot spot! Cash bar will be available.

The event is partially sponsored by Sona Systems and Millisecond Software.

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## **The Graduate Student Lounge and Poster Check**

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*Room 103C*

*Thursday, February 26, 6:00 pm – 7:30 pm*

*Friday, February 27, 7:30 am – 7:30 pm*

*Saturday, February 28, 7:30 am – 7:30 pm,*

Conferences can be exhausting – don’t forget to rest and 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.

Do you have a poster to present and you’re tired of carrying it around? Or how about when you have to awkwardly sneak out of a talk while yielding a giant poster tube? Fret not! The GSC Lounge will also have a poster-check where you can store your poster until your scheduled session! Simply drop off your poster

in the lounge upon your arrival for the day, pick it up at the time of your poster session, and return it until you leave for the day. This is also an ideal place to meet with your mentor or mentee from the GSC Mentor Match-Up program, or for any quick meetings, (for example, with a potential collaborator or supervisor) that you may need to squeeze in before heading off to the next conference event.

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## **GSC Poster**

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### **Current Perceptions of the Job Market in Social and Personality Psychology**

*Thursday, February 26, 7:00 pm – 8:30 pm, Exhibit Hall B*

Within social and personality psychology there is a growing perception that it is increasingly difficult to secure jobs due to fewer available positions and other economic factors. But there is little research that has empirically investigated perceptions of the job market. The present research was conducted to describe and compare perceptions of the job market among graduate students, postdocs, and faculty members. Participants (N = 120) recruited from SPSP completed a questionnaire assessing how they perceive the job market and what characteristics are desired in a job candidate. Results demonstrated that discrepancies in perceptions of the job market exist according to career stage. For example, graduate students overestimated the number of first-author publications needed to obtain a tenure-track job, but underestimated the number of candidates that apply for a single position in comparison to faculty reports. Come check out these and other findings in the GSC’s poster!.

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## **Graduate Student Poster Awards and Wall of Fame**

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*Thursday, February 26, 7:00 pm – 8:30 pm, Exhibit Hall B*

Poster Session A on Thursday evening will be the scene of intense excitement as the finalists in the Student Poster Award Competition strive to impress secret judges with their innovative research. Come watch them in action, or sign up to be a secret judge and participate in the process! Don’t worry if you miss this event – you can view the seven winning posters all conference long on 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.

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## Outstanding Research Award

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*Friday, February 27, 8:15 am - 9:30 am - Room 201A*

The Outstanding Research Award highlights outstanding student research conducted by graduate student members of SPSP. Submissions will be reviewed by student peers. An initial screening of 10 finalists will be chosen by graduate student reviewers based on the merits of the abstract. Five winners will be chosen by another group of reviewers based on the merits of the entire application. Those chosen for the award will receive a \$100 honorarium. As an additional honor, all winners will be offered the opportunity to meet with a mentor of their choice at some point during the conference. Winners will be announced during the GSC Symposium.

# Diversity Highlights

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## Diversity and Climate Committee Initiatives

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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 SPSP Annual Convention. This year the committee was able to provide financial assistance to over 75 qualified applicants. Awardees will attend a diversity reception where they will have an opportunity to meet and mingle with senior social and personality psychologists in the field, 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.

### Diversity Symposium

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

### Symposium S-H5

#### Detecting and Responding to Inclusion Cues: Implications for Racial Minorities

*Saturday, February 28, 3:30 pm – 4:45 pm, Promenade Ballroom 104B*

Chair: **Teri Kirby**, University of Washington  
Co-chair: Cheryl Kaiser, University of Washington

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## Diversity and Climate Committee Events

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### Convention Kick-Off Breakfast, Sponsored by the Diversity and Climate Committee

*Friday, February 27, 2015, 8:15 AM – 9:30 AM, Room 103A*

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

\*Attendees must bring their breakfast from the Exhibit Hall to this session. Breakfast will not be provided in the session room.

### GASP Mentoring Luncheon

*Friday, February 27, 1:00 pm – 2:00 pm, Room 102 ABC*

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. **Pre-registration for this event is necessary.**

### Diversity and Climate Committee Reception

*Friday, February 27, 6:30 pm – 8:00 pm, Room 104B*

More information is available on the next page.

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## Contributions

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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 SPSP at [info@spsp.org](mailto:info@spsp.org)



# Special Events & Receptions

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## **2014 Awards Ceremony & Reception**

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*Thursday, February 26, 2015, 7:00 PM - 8:15 PM, Room 101AB*

The Awards Ceremony & Reception will immediately follow the Presidential Symposium and will honor the 2014 SPSP and FPSP Award recipients. The event will honor the winners and their achievements and provide you with an opportunity to meet them and their distinguished guests. Stop by and congratulate all of the 2014 winners.

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## **Convention Kick-Off Breakfast, Sponsored by the Diversity and Climate Committee**

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*Friday, February 27, 2015, 8:15 AM - 9:30 AM, Room 103A*

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

\*Attendees must bring their breakfast from the Exhibit Hall to this session. Breakfast will not be provided in the session room.

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## **GSC Mentoring Lunch**

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*Friday, February 27, 2015, 1:00 PM - 2:00 PM, Room 101AB*

*Saturday, February 28, 2015, 1:00 PM - 2:00 PM, Room 101AB*

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.**

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## **GASP Mentoring Lunch**

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*Friday, February 27, 2015, 1:00 PM - 2:00 PM, 102ABC*

Co-sponsored by the SPSP Diversity and Climate Committee, this event features volunteer faculty mentors hosting 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. **Pre-registration for this event is necessary.**

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## **Diversity and Climate Committee Reception**

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*Friday, February 27, 2015, 6:30 PM - 8:00 PM, Room 104B*

Join the Diversity and Climate Committee for a reception to honor the Diversity Fund Graduate Travel Award winners and the Diversity Fund Undergraduate Registration Award winners. This reception brings together graduate and undergraduate students from underrepresented groups and senior social and personality psychologists whom they admire, and whose work has influenced their own intellectual development. If you identify as a member of an underrepresented group within the SPSP Convention, or your work focuses on research concerning these groups, join the DCC for drinks and light refreshments! The reception is open to all interested in attending

# 2014 Award Recipients

## Awards Ceremony and Reception

SPSP is honored to announce our 2014 Award Recipients! Please come by to meet and congratulate them at the Awards Ceremony and Reception Thursday, February 26 at 7:00 PM, following the Presidential Symposium.

Long Beach Convention Center, Room 101 AB  
*Sponsored by SPSP and Sage Publications*



### The 2014 Jack Block Award Mary Rothbart

Mary K. Rothbart (Reed, Stanford, 1967) studies temperament and the development of personality and attention. She has received lifetime awards from the APA, APF and SRCD, and belongs to the American Academy of Arts and Sciences. Her monograph on recent temperament advances is titled, "Becoming who we are: temperament and personality in development."

*Sponsored by SPSP*



### The 2014 Donald T. Campbell Award Norbert Schwarz

Norbert Schwarz (PhD, University of Mannheim, Germany) is Provost Professor of Psychology and Marketing and co-director of the

Mind & Society Center at the University of Southern California. His research explores the context sensitive nature of human judgment and its implications for public opinion, consumer behavior, and social science research.

*Sponsored by SPSP*



### The 2014 Career Contribution Awards Phoebe Ellsworth Letitia Anne Peplau

Phoebe C. Ellsworth is a Distinguished University Professor at the University of Michigan. She is an originator of the appraisal theory of emotion and a founder of the field of Psychology and Law. She

studies relations between emotion and cognition; culture; juries; the death penalty; and research methods.



Letitia Anne Peplau is a Distinguished Research Professor of Psychology at the University of California, Los Angeles. Her work has advanced our understanding of loneliness and close relationships. She has made pioneering contributions to the study of same-sex couples, gender and sexual orientation.

*Sponsored by SPSP*



### The 2014 Distinguished Scholar Award Edward Deci

Edward L. Deci is Gowen Professor at the University of Rochester. His Ph.D. is from Carnegie-Mellon and he did a post-doc at Stanford. He

and Richard M. Ryan are co-founders of self-determination theory. Deci has published ten books and many articles, and has received grants from NIH, NSF, and IES.

*Sponsored by SPSP*



### 2014 Media Achievement Carol Tavris

Carol Tavris has devoted her long career as a social psychologist, writer, and lecturer to bringing the contributions of social psychology to public attention. In her books, articles, op-eds, essays, and reviews, she has sought to promote critical and scientific thinking in a way that is accessible, lively, and accurate.

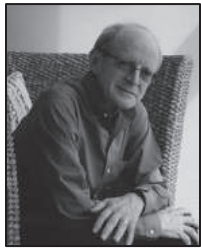
*Sponsored by SPSP*



### The 2014 Media Book Prize for the Promotion of Social and Personality Science Matt Lieberman

Matthew Lieberman received his PhD from Harvard University and is now Professor of Psychology at UCLA. His

work takes a social cognitive neuroscience approach to the study of social cognition, socially-motivated learning, emotion regulation, and persuasion.



### The 2014 Methodological Innovation Award

**James Pennebaker**

Pennebaker is the Regents Centennial Professor at the University of Texas at Austin and past president of SPSP. His research

focuses on how people talk and behave in everyday life as well as during periods of emotional upheavals.

*Sponsored by SPSP*



### Nalini Ambady Award for Mentoring Excellence

**Phoebe Ellsworth**

Phoebe C. Ellsworth is a Distinguished University Professor at the University of Michigan. She is an originator of the appraisal theory

of emotion and a founder of the field of Psychology and Law. She studies relations between emotion and cognition; culture; juries; the death penalty; and research methods.

*Sponsored by SPSP*



### The 2014 SPSP Awards for Distinguished Service to the Society

**Jack Dovidio  
Linda Dovidio  
Don Forsyth**

John (Jack) Dovidio is the Carl Iver Hovland Professor of Psychology at Yale University. He has served as President of SPSP and, more recently, as Executive Officer. Jack has also previously been Editor of *Personality and Social Psychology Bulletin*, *Journal of Personality and Social Psychology* (IRGP section), and *Social Issues and Policy Review*.



Linda Dovidio, after a career in nursing administration and then holding a position as a JPSP Manuscript Coordinator, served as SPSP's Executive Office Coordinator from 2010 to 2014. In this position, Linda had responsibility for helping to

reorganize the administrative and operational SPSP functions, including coordination and support of committees, task forces, and officers.



Donelson (Don) R. Forsyth (University of Florida, 1978) studies group dynamics, leadership, morality, and personality predictors of ethical thought (such as the dark triad and ethical ideologies). His applied interests include change

mechanisms in psychotherapeutic groups, environmental conservation, and the psychology of teaching and learning.

*Sponsored by SPSP*



### The 2014 SPSP Awards for Service on Behalf of Personality & Social Psychology

**Brian Nosek**

Brian Nosek is a professor of Psychology at the University of

Virginia. He investigates the gap between values and practices. Nosek received early career awards from ISCON and SPSSI and co-founded Project Implicit (<http://projectimplicit.net/>) and the Center for Open Science (COS; <http://cos.io/>). COS fosters openness, integrity, and reproducibility of research.

*Sponsored by SPSP*



### The 2014 Daniel M. Wegner Theoretical Innovation Prize

**Fiery Cushman  
Bertram Gawronski  
Joseph Cesario**

Fiery Cushman is Assistant Professor of Psychology at Harvard

University. His research investigates the cognitive mechanisms underlying human morality and their development, evolutionary history and neural basis. He received his BA and PhD from Harvard University, where he also completed a post-doctoral fellowship. He served as Assistant Professor of Cognitive, Linguistic and Psychological Sciences at Brown University from 2011 to 2014.



Dr. Bertram Gawronski is Professor of Psychology at the University of Texas at Austin. His research investigates the antecedents and mental underpinnings of spontaneous and deliberate responses to objects, individuals, groups, and social issues. Sponsored

by FPSP with the generous support of Worth Publishers

*Sponsored by SPSP*

BA at Cornell, a PHD at Stanford.



Kimberly Hartson



Dr. Joseph Cesario is Associate Professor of Psychology at Michigan State University. His research investigates evolutionary influences on automatic cognition, behavior, and physiology.



Kevin Binning

**The 2014 Robert B. Cialdini Award**

**David Sherman, Geoffrey Cohen, Kimberly Hartson, Kevin Binning, Valerie Purdie-Vaughns, Julio Garcia, Suzanne Tabrosky-Barba, Sarah Tomassetti, and David Nussbaum**

For their paper “Deflecting the trajectory and changing the narrative: How self-affirmation affects academic performance and motivation under identity threat” published in the *Journal of Personality and Social Psychology*, 2013, volume 104.

*Funded by FPSP*



Valerie Purdie-Vaughns



David Sherman is a Professor of Psychological & Brain Sciences at the University of California, Santa Barbara. A social and health psychologist, he studies how people cope with threatening events and information. He earned

a BA at Cornell University, a PhD at Stanford University, and completed post-doctoral fellowship at UCLA.



Julio Garcia



Geoffrey Cohen is the James March Professor of Organizational Studies in Education and Business and Professor of Psychology at Stanford. A social psychologist, he develops theory-driven interventions that both help remedy social problems and advance theory about the change process. He earned a



Suzanne Tabrosky-Barba



Sarah Tomassetti



David Nussbaum

moral values, and political beliefs alter our perceptions and evaluations. His research has been supported by grants from the National Science Foundation, the Social Sciences and Humanities Research Council, and the John Templeton Foundation, and received several research awards, including the Early Career Award for Distinguished Contributions in Social Neuroscience.



### The 2014 Carol and Ed Diener Award in Personality Psychology

**Kennon M. Sheldon**

Kennon Sheldon studies motivation, goals, personality, and well-being. He got his Ph.D. with Bob Emmons at U.C. Davis, did a post-doc with Deci and Ryan at the University of Rochester, and is now a Professor at the University of Missouri. He won a Templeton prize in Positive Psychology in 2001.

*Funded by FPSP*



Clayton Critcher is an Assistant Professor of Marketing, Cognitive Science, and Psychology at the University of California, Berkeley, Haas School of Business. He received a PhD in social and personality psychology from Cornell University in 2010, and an

AB in psychology from Yale University in 2005. He works in various areas—self and identity, judgment and decision making, moral psychology, and social cognition—all toward an understanding of how people reason about and behave in ambiguous and challenging social, economic, political, and moral settings. He was the 2014 winner of the Carol D. Soc Distinguished Graduate Mentoring Award.



### The 2014 Carol and Ed Diener Award in Social Psychology

**Lisa Feldman Barrett**

Lisa Feldman Barrett, PhD is University Distinguished Professor of Psychology and Director of the Interdisciplinary Affective Science Laboratory (IASLab) at Northeastern University, and holds research appointments at Harvard Medical School and Massachusetts General Hospital. Dr. Barrett's research focuses on the nature of emotion from both psychological and neuroscience perspectives.

*Funded by FPSP*



Emily Impett is an Assistant Professor of Psychology at the University of Toronto Mississauga. She completed her PhD in Social Psychology at UCLA and completed two postdocs, the most recent at UC Berkeley. Dr. Impett applies and blends social

psychological theories of close relationships and sexuality to understand when "giving" to a partner—both inside and outside of the bedroom—help versus harm relationships. Her research has been supported by grants from the National Institutes of Health, the Social Sciences and Humanities Research Council, the Ontario Ministry of Research and Innovation, and the Canadian Foundation for Innovation, and she has received several research awards, including an award for Early Career Achievement from the International Association for Relationship Research.



### The 2015 SAGE Young Scholar Awards

**Jay Van Bavel**  
**Clayton Critcher**  
**Emily Impett**  
**Nicolas Rule**  
**Jenessa Shapiro**

Jay Van Bavel is an Assistant Professor of Psychology at New York University. He completed his PhD in Psychology at the University of Toronto and a postdoc at The Ohio State University. Dr. Van Bavel blends theory and methods from social psychology and cognitive neuroscience to study how group identities,



Nick Rule is assistant professor of psychology and Canada Research Chair in Social Perception and Cognition at the University of Toronto. He received a PhD in 2010 from Tufts University under the mentorship of Nalini Ambady and an AB from Dartmouth College in

2004 where he worked with Neil Macrae. He was the

2013 recipient of the International Social Cognition Network's Early Career Award and the Ministry of Research and Innovation of Ontario's Early Researcher Award in 2012. His research focuses on processes and outcomes related to person perception, ranging from micro-level phenomena (brain responses) to macro-level phenomena (cultural differences).



Kyle Ratner was recently hired as an assistant professor at UC Santa Barbara. He conducted postdoctoral research at Ohio State and has a Ph.D. from New York University. His work investigates how biological systems interact with social contexts to influence social perception and well-being.



Jenessa Shapiro is an Associate Professor of Psychology and Management at the University of California, Los Angeles (UCLA). She received her PhD in Social Psychology in 2008 from Arizona State University, working with Steven Neuberg. Dr. Shapiro's

research attempts to understand when and why people express vs. conceal prejudices. In addition, she explores the experience of being a target of prejudice, examining topics such as multiple forms of stereotype threat and relations between members of different minority groups. Dr. Shapiro's research has been supported by over \$2.8 million in grant dollars from the National Institutes of Health, the National Science Foundation, the John Templeton Foundation, and the Tobacco-Related Disease Research Program.



Xiaowen Xu is pursuing her PhD in Psychology at the University of Toronto, supervised by Drs. Jason Plaks and Jordan Peterson. Xiaowen is interested in understanding how political differences manifest in people's trait personality and social behaviors, and how political orientation and individual differences influence responses to meaning threats.

These awards support the research of junior colleagues and recognize outstanding young researchers representing the broad spectrum of personality and social psychology research areas.

*Sponsored by FPSP with the generous support of SAGE Publications*

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



**The 2014 Student Publication Award**

**Samantha Joel  
Kyle G. Ratner  
Xiaowen Xu**

Samantha Joel is a Ph.D. candidate in the Psychology Department at the University of Toronto. Her research examines how people make decisions about romantic relationships, such as whether to pursue a love interest, whether to invest in a founding relationship, or whether to break up with a romantic partner.

# 2014 Graduate Student Travel Award Winners



**Nicholas Alt** I am a PhD student in Social Psychology at the University of California, Los Angeles. I recently graduated from the College of William & Mary with an MA in experimental psychology. Currently my work with Prof. Kerri Johnson

focuses on understanding how the intersections of race, gender, and sexuality impact person categorization, person perception, and biases. In addition, I am interested in understanding processes and outcomes related to confronting prejudicial acts and comments.



**Rajen Anderson** received his BS from the University of Florida and his MA from Wake Forest University. He is currently a first year social/personality psychology student at Cornell University. Broadly, he is interested in moral psychology,

judgment and decision making, and emotions.



**Craig Anderson** is a fifth-year PhD student in the Psychology Department at UC Berkeley. His main lines of research examine how the emotion of awe promotes curiosity and how awe, amongst other positive emotions, uniquely contributes to

well-being. Craig has found that physiological measurement is a fruitful way to begin to understand these processes and thus incorporates autonomic physiology, endocrinology, immune function, and genotyping methodologies in his work.



**Stav Atir** is a third year graduate student in social psychology at Cornell University, working mainly with Profs. Melissa Ferguson and Dave Dunning. She received her B.Sc. in Psychology from Yale University in 2010, after which she spent two years

working with Prof. Joe Kable at the University of Pennsylvania. Her research interests broadly include the self and social cognition. She is currently pursuing research on self-control and on self-knowledge.



**Rodolfo Barragan** is a graduate student in Psychology at Stanford University. His research focuses on using everyday experiences to promote interpersonal closeness, trust, and pacifist attitudes throughout development and between cultures.



**Brittney Becker** I am a third year graduate student at Texas A&M University in the Social Psychology Ph.D. program. My research interests include factors that influence categorization and their impact on decision-making (specifically how

preference and choice influence categorization, evaluative scale choice, and behavioral intentions). I am also interested in how counterfactual thinking, or thoughts of "what might have been," influences decision-making, intentions, and behavior.



**Lin Bian** graduated with a Bachelor's degree in Psychology from Zhejiang University, China. Now she is a fourth-year PhD student in Developmental Psychology at the University of Illinois at Urbana-Champaign. She is interested in

examining the effect of generic statements on children's social cognition, as well as in exploring the early precursors of stereotyping and achievement-related theories. In her free time, she enjoys reading, traveling and spending time with friends.



**Bruce Biggs** is a doctoral candidate in organizational leadership at Purdue University, focusing on law enforcement leadership and management. His research interests include applications of social psychology in crime prevention,

employee empowerment strategies in police organizations, and, police-community relations and democratic policing. Bruce holds Master's degrees in criminology and organizational leadership. He served as a law enforcement officer for 23 years, and retired at the rank of Captain.



**Katharina Block** I am 2nd year MA/PhD student at the University of British Columbia who is originally from Germany. My research is focused on understanding how stereotypes and prejudice influence our goals, value and important life decision, for

example between career and family. Currently, I am especially interested in the gender gap in communal goals. I hope to see you at my poster!



**Kathryn Bollich** is a PhD student at Washington University in St. Louis. She uses a multi-method approach (including self-reports, informant reports, acquaintance reports, and naturalistic observation tools) to study personality perception, development, and measurement. Her current research examines self-knowledge of biases in self-perceptions, self- and other-perceptions of moral character, and interpersonal feedback and regulation processes within close relationships.



**Ryan Boyd** is a graduate student in the James Pennebaker lab. His research programs are diverse and largely revolve around the psychology of language. Current and past research includes language analysis, social/personality research, regulatory processes, emotion, machine learning, dreams, values, mental illness, group processes, and more. Visit <http://ryanb.cc>



**Justine Calcagno** received her BA in Psychology and Philosophy from the University of Oregon and began her PhD at the CUNY Graduate Center in 2009. Her work is situated within the areas of group identity and intergroup relations. Her research program examines the social-psychological aspects of how cultural diversity and group difference influences social change. Her dissertation investigates the development of political solidarity for social change between members of low and high status groups.



**Regis Caprara** is a second year M.A. student working with Dr. Kerry Kawakami in the Social/Personality area of Psychology at York University. She is interested in how social categorization influences person perception. Currently, her research is focused on the influence of race on the identification of emotion and the potential consequences for intergroup interactions.



**Jessica Carnevale** received her B.A. in psychology from Boston University and is currently a sixth-year doctoral student at the Ohio State University working primarily with Dr. Kentaro Fujita. She is interested in how motivation shapes the way people perceive, process, and pursue their goals. She is particularly interested in examining how construal level differences between pictures and words impact self-control and whether the ability to construe one's

environment flexibly and strategically predicts judgments and behavior.



**Arman Catterson** Arman Daniel Catterson is a graduate student of personality psychology at UC Berkeley who studies within-person variation in social status and emotion regulation (among other things), lives in Oakland with his wife and cat, and likes baseball, cooking, and hiking (among other things). He is right handed.



**Stephanie Cerce** My research interests include morality, interpersonal processes, the psychology of religion, and political psychology. My current research projects focus on understanding the psychology of blame, including how information regarding a transgressor's personal history influences blame ascriptions. My research also focuses on how perceptions, mindsets, political philosophies, and emotional responses can influence these moral judgments. I think that deepening our understanding of how individuals make moral judgments is a crucial aspect of improving our interpersonal interactions.



**Kathryn Chaffee** is a graduate student studying social and cultural psychology at the University of Alberta (Edmonton, AB, Canada, T6G 2E9) under the supervision of Dr. Kimberly Noels. Three years teaching English in Japan cemented her interests in cultural differences and language learning motivation. Her research examines control strategy use and academic motivation cross-culturally. She is also interested in how individuals choose to seek intercultural contact with a specific culture or linguistic group.



**Pin-Hao Chen** I am from Taiwan and currently a Ph.D. candidate in Cognitive Neuroscience at Dartmouth College. In 2011, I was sponsored by Fulbright scholarship and joined Dr. Heatherton's lab. My primary research interest is to use brain-imaging techniques to develop effective self-regulatory training programs, especially in helping people regulate their eating behaviors. A separate line of my research is to understand the acculturation process within immigrants by taking a brain-as-predictor approach.





**Andrew Christy** I am a second-year doctoral student at Texas A&M, working with Dr. Rebecca Schlegel in the Self and Personality Processes Lab. I did my undergraduate work at SUNY Geneseo, studying psychology and philosophy. My research is broadly concerned with the beliefs and concepts that we use to make sense of our experiences and life events. In this vein, I am pursuing projects on the true-self concept, lay theories of meaning in life, and just-world beliefs.



**Jinseok Chun** I study how the characteristics of a person's interpersonal relationships affect the person's motivation, social perceptions, and behaviors. I am conducting my research both in experimental and field settings.



**Atilla Cidam** is a 4th year graduate student at the University of Connecticut. His primary research focuses on moral motivation in a variety of contexts. In his recent research he has examined changes in moral inspiration as a response to learning about the failings of moral exemplars, constructive and destructive consequences of feeling shame, and individuals' reactions to severe in-group wrongdoing. He is also interested in conceptions of masculinity and sexual assault prevention.



**Smadar Cohen-Chen** is a visiting assistant professor and postdoctoral fellow at the Kellogg School of Management, Northwestern University. She recently submitted her PhD in the psychology department in the University of Sheffield, UK, supervised by Professors Richard Crisp and Eran Halperin. Her research concentrates on examining the role of the emotion of hope in intractable conflicts, namely developing cognitive interventions aimed at inducing hope by changing associated beliefs and appraisals.



**Daniel Crimston** I completed my Bachelor of Psychological Science (Hons) in 2010 at the University of Queensland, Australia. I am currently doing a PhD within the School of Psychology at UQ, under the supervision of Dr. Brock Bastian, Dr. Paul Bain, and Prof. Matthew Hornsey. My research explores the boundaries of our morality, the proclivity to extend moral concern beyond traditional limits, and

the societal and interpersonal factors that shape our moral worlds.



**Christina Crosby** first earned a BA in marketing from the University of Missouri - St. Louis but while working in the world of advertising became increasingly interested in the underlying motivations behind people's behavior. She then received her BA in psychology in 2013, before joining New York University's doctoral program. She works with Dr. Gabriele Oettingen and Dr. Peter Gollwitzer to investigate the gap between intentions/desires and actual behavior, with emphasis on the impact of expectations.



**Julia Dahl** studies at the Pennsylvania State University and is an NSF Graduate Fellow. Julia studies the underrepresentation of members of certain social groups in valued domains (e.g., STEM, leadership) from two perspectives. First, she studies how people respond to underrepresented group members and the subtle ways people may reinforce and perpetuate this underrepresentation. Second, she studies the experience of underrepresented group members and how and why they may disengage when in valued domains.



**Kathleen Darbor** is a 5th year doctoral student at Texas A&M University. She is interested in the relationship between emotions and cognition, with a specific focus on the impact of experienced regret on subsequent decisions. Kathleen applies a functional perspective of emotion to her study of regret, with work examining when and how regret may help people to learn from past mistakes and take action to improve chances of success in future decisions.



**Alexander Daros** is a third-year PhD student in the Department of Psychology at the University of Toronto, supervised by Dr. Anthony C. Ruocco. Alex has primary research interests within the realm of emotion and psychopathology. His dissertation will investigate emotion regulation strategies in borderline personality disorder. He is also interested in the perception of mental illness and whether facial appearance is an accurate identifier of personality and clinical characteristics.



**Jasper de Groot** is currently in the final year of his 3-year PhD project at Utrecht University (UU), the Netherlands, supervised by Monique Smeets and Gün Semin. After graduating with distinction (RMA Social & Health Psychology, UU), he obtained a Research Talent grant from The Netherlands Organisation for Scientific Research. The sense of smell is what fascinates him. In particular, he examines the underlying mechanisms (and boundary conditions) of the human capability to smell fear.



**Leah Dickens** is a fifth-year doctoral candidate in social psychology at Northeastern University, working in the Social Emotions Group under the direction of Dr. David DeSteno. Broadly, her research focuses on the functions of emotions in shaping social behavior and decisions, as well as the interplay of emotions and nonverbal behavior. More specifically, she looks at the effects of discrete positive emotions – like pride and gratitude – on people's social interactions and well-being.



**Brian Don** is a 5th year student in the Social-Health Psychology PhD program at Kent State University. His research examines the interrelation of three general foci: a) social relationships, b) psychological well-being, and c) physical health. He is currently working on a study examining mechanisms underlying the positive association between purpose in life and physical health, as well as a study exploring how self-determined motivations contribute to social support exchanges among intimate relationship partners.



**Angela Dorrough** is a graduate student at the University of Göttingen and the Max Planck Institute for Research on Collective Goods (supervisor: Andreas Glöckner). She is interested in two broad research areas: The influence of situational (e.g., affirmative actions) and personal (e.g., group affiliation) factors on individuals' willingness to cooperate and the influence of stereotype information on decision making. In recent projects she combines both strands by investigating the role of stereotypes in cross-cultural cooperation.



**Marina Drus** was born in Saint-Petersburg, Russia. After graduating with a bachelor's degree in Economics, she immigrated to the US where she received her second bachelor's degree in Finance. After working on Wall Street for several years, she found courage to pursue her passion, psychology. Marina does research on social, economic, cultural, gender, and racial inequalities. She is interested in how perceived or actual inequality affects group processes, attitudes, well-being, and social relationships.



**Korrina Duffy** is a graduate student in the Psychology and Neuroscience Department at Duke University. Broadly, she is interested in how people build affiliation in social interactions. However, she is particularly interested in studying the physiological and neural mechanisms underlying behavioral mimicry.



**Erik Duhaime** I am a PhD student at the MIT Sloan School of Management where I study behavioral and policy sciences. Prior to Sloan, I completed my MPhil degree in human evolutionary studies at the University of Cambridge, UK, and my undergraduate degree in human biology and economics at Brown University.



**James Dungan** was born in San Antonio, Texas. He received his BS in Brain and Cognitive Sciences from the Massachusetts Institute of Technology in 2011. He is currently a 4th year graduate student at Boston College. Working with his advisor, Dr. Liane Young, he investigates the cognitive and neural basis of distinct moral domains. His research combines methods from social psychology and cognitive neuroscience. He is supported by a National Science Foundation Graduate Research Fellowship.



**Geoffrey Durso** My research focuses on the psychological process of evaluation. Specifically, my colleagues and I examine how people integrate conflicting negative and positive information (ambivalence), how they form positive or negative expectancies and respond to subsequent violations, and how and when people exhibit differential sensitivity to positive versus negative information.



**Monica El Gamal** I am a Ph.D. candidate in the social psychology program at Wilfrid Laurier University, working under the supervision of Dr. Roger Buehler. My primary research focuses on how we judge performance trends (e.g., improvement vs. consistency) in the self and others, and what the implications of these judgments are. My research interests also include mental imagery, motivation, and self-relevant predictions.



**Kimin Eom** is currently a doctoral student in social psychology at the University of California, Santa Barbara. Working with Dr. Heejung Kim, he is investigating how culture influences a range of psychological processes and outcomes. Specifically, his research explores 1) cultural influence on judgment, choice, and decision-making, 2) cultural differences in antecedents and consequences of pro-environmental behavior, and 3) cultural differences in meanings and effects of power and status.



**Jamie Fratkin** is a graduate student in Social and Personality psychology at The University of Texas, working with Sam Gosling. Her broad research interests involve understanding the dog-human relationship. Specifically, her research examines personality measurement in dogs and how personality can be used to predict later behavior. Her research also examines if certain characteristics of humans such as personality influences dog behavior and how these characteristics can be used to study the dog-human relationship.



**Rebecca Friesdorf** I am a first-year Master's student in social psychology at Wilfrid Laurier University in Canada working with Dr. Roger Buehler. My research interests include perspective taking, planning, as well as moral judgment and decision-making. One of my current projects investigates how taking a second-person narrative perspective may change how people think and feel about their goals, past, and future.



**Friederike Funk** is a 5th year social psychology graduate student at Princeton University studying the cognitive and interpersonal predictors and ramifications of punishment. Her dissertation examines circumstances under which punishing transgressors leaves victims satisfied. In a second line of research

she investigates the effects of facial appearance on punishment-related outcomes.



**Ana Gantman** is a native New Yorker and 5th year doctoral student at NYU, interested in issues related to responsibility and agency as they relate to morality and action control. She aims to bring motivational principles and morality research together to understand morality in terms of self-regulation.



**Katie Garrison** is a second year graduate student in the M.S. program of Psychological Science at Montana State University. Her research investigates how the mind processes information in creative and non-conscious ways. Additionally, she is interested in the more global phenomenon of self-regulation. Using neuroscience methods (e.g., EEG) to inform her research, Katie hopes to gain insight into the human condition through a lens of cognitive processes.



**Brooke Gentle** is a graduate student at the University of California, Irvine. Her work examines how social relationships influence health behaviors. Brooke is interested in understanding ways to promote and maintain health behaviors and how social interactions play a role in this area.



**Antonya Gonzalez** is originally from Ridgefield, CT, and completed her BA in Psychology at Washington University in St. Louis. In the fall of 2013, she joined the Developmental Psychology program at the University of British Columbia, where she works with Dr. Andrew Baron. Her research interests include the acquisition and malleability of social group attitudes, stereotypes and identity across development. She is also interested in the influence of implicit associations on children's cognition and behavior.



**David Greenberg** is a PhD candidate in Psychology at the University of Cambridge working with Drs. Jason Rentfrow and Simon Baron-Cohen. His research explores the processes that underpin everyday and unique musical experiences. Most recently his work has focused on the ways that music can increase empathy and reflective functioning, and its role in the

lives of people with autism. David continues to play saxophone and performs in various musical settings.



**Rebecca Grunberg** I'm a second year PhD student in the Organization Studies Group at MIT-Sloan. Previously, I worked in the Stanford Psychology Department and received my bachelor's degree from Tufts University. My research interests include intergroup relations, norms, and prosocial behavior.



**Parnia Haj-Mohamadi** I am a first year doctoral student. I earned my Master's degree at UNC-Wilmington and am currently pursuing my doctoral degree in Experimental Psychology at the University of Tennessee. Currently, I am studying shared experiences and shared beliefs with Dr. Garry Shteynberg. Broadly speaking, my other research interests include intergroup relations, cultural norms, and social cognition.



**Nader Hakim** I am a second year student at the University of Kansas, studying primarily with Professors Nyla Branscombe, Glenn Adams, and Ludwin Molina. I am interested in various predictors of intergroup relations, ranging from the directly interpersonal (e.g. Americans' categorization of ethnically ambiguous targets) to the societal (e.g. how collective memory of 9/11 affects intergroup attitudes).



**Andrew Hales** is a social psychology PhD student at Purdue University working under Dr. Kipling Williams. Andrew studies how people respond to ostracism. Specifically, he is interested in interventions that either intensify or dull the momentary pain of ostracism. He is also interested in downstream negative consequences of ostracism. In line with this interest, he has examined whether, and under what circumstances, ostracism leads to a maladaptive interest in extreme or deviant groups.



**Matthew Hammond** is a PhD candidate at the University of Auckland, New Zealand. His research interests are sexist attitudes, power, gender and statistical research methods. His current projects investigate how sexism influences people's perceptions and behavior toward intimate partners across different contexts, including conflict, support and daily

interactions. His research also demonstrates how manifestations of sexism within interpersonal interactions operate to reinforce the roles and stereotypes which exist at the intergroup level.



**David Hauser** is a PhD candidate at the University of Michigan working with Norbert Schwarz, Phoebe Ellsworth, and Stephanie Preston. His research interests include embodiment and conceptual metaphor theory, status and prosocial behavior, and manipulation checks and methods. His work has been published in the *Journal of Experimental Psychology: General* (affiliation and prosocial behavior), *Cognition and Emotion* (conceptual metaphors of time and anger), and the *Journal of Personality and Social Psychology* (conceptual metaphors of divinity).



**Lauren Hawthorne** grew up in Sarasota, Florida and finished her undergraduate degree at the University of Florida. She then received her M.S. at Montana State University. She is currently in her fourth year of her PhD at the University of Maine. Her research focuses on stress among women in male-dominated fields (i.e., leadership, STEM). She is also studying factors contributing to stress resilience in these women such as identification with their group or cultural worldviews.



**Amy Heger** is a third year social psychology doctoral candidate in the Experimental Psychology program at the University of Tennessee. She works under advisor Dr. Lowell Gaertner on research that examines how a group member feels connected to their group (interpersonally and/or collectively), and whether these connections influence likelihood of whistle-blowing (reporting ingroup wrongdoing). Her research interests include intragroup processes, ingroup deviance and social identity.



**John Hildreth** is a doctoral candidate in Organizational Behavior at UC Berkeley's Haas School of Business. His research examines the social psychological effects of power on the powerful and on top team performance and his dissertation focuses on the effects of loyalty on ethical behavior. His research builds on the insights he gained managing senior leadership teams at PricewaterhouseCoopers and aims to better understand individual and group behavior in real-world contexts.



**Mary Himmelstein** is a doctoral student in social and interdisciplinary health psychology at Rutgers, New Brunswick. She manages the SHCR lab under her primary advisor, Dr. Diana Sanchez, and is an active researcher in the DISH (A. Janet Tomiyama, UCLA) and HEART (Kristen Springer, Rutgers) labs. Mary's research concerns three areas as they relate to health, healthcare and stress outcomes: (1) stigma and prejudice, (2) chronic dieting and obesity, and (3) gender beliefs.



**Anne Holding** is currently a second year Ph.D. student in McGill University's Clinical Psychology doctorate program in Montreal, Canada. Before her graduate studies, she completed her B.A in Psychology (Hons) and Philosophy. Anne researches in Dr. Richard Koestner's Human Motivation Lab trying to link Self Determination Theory and Goal Adjustment Theory. Specifically, Anne is fascinated by the motivational states that facilitate or hinder goal disengagement from unattainable goals.



**Suzanne Horwitz** is a graduate student in the Yale social psychology department working with John Dovidio. Broadly, her research examines the role that social psychological processes play in perpetuating societal wealth inequality. She is currently completing her dissertation on the causes and consequences of implicit wealth bias.



**Eric Huang** I am a second year PhD student in Social Psychology at the University of Victoria. My main research focus examines the roles played by self-esteem and physiological arousal in shaping relationship initiation motivations. I observe the relationships between these variables in different contexts, such as in risky social situations. I also study whether these relationships exist differently across cultures.



**Lu Hui** is a PhD student of Psychological Department in Beijing Normal University in China. Her main research area under current investigation: 1) Highly aggressive individuals' unique neural and behavioral response to threatening emotional stimuli. 2) The relationship between

intrinsic motivation, flow proneness and well-being. If you are interested in her research topics, please feel free to contact her via email: christina.luhui@gmail.com



**Jeffrey Hunger** is a doctoral candidate at the University of California, Santa Barbara. He earned a BA in Psychology from the University of Minnesota in 2009 and a MA in Experimental Psychology from California State University, Fullerton in 2011. Broadly speaking he is interested in how being the target of stigma and discrimination influences psychological and physical health. Much of his current research is concerned with explicating the effects of experiencing weight-based social identity threat.



**Brian Johnston** is a doctoral candidate in the social/personality psychology program at The Graduate Center of The City University of New York. His research examines how intergroup threat and contact are related to both negative (e.g., bias) and positive (e.g., helping) behaviors, in addition to the mediating role of emotions (e.g., anger). For example, viewing an outgroup as an obstacle was found to be related to active harm (e.g., harassment), and anger explained this relationship.



**Jillian Jordan** is a second-year graduate student in the Human Cooperation Lab at Yale University. Her research investigates the functions of human social behavior, with a focus on cooperation and morality. She holds a B.A. from Harvard University and is funded by an NSF Graduate Research fellowship.



**Francine Karmali** is a doctoral candidate at York University in Toronto, Canada, working with Dr. Kerry Kawakami. Her primary research concentrates on affective and behavioral forecasting in an intergroup context. Specifically, she compares emotional, cognitive, and behavioral reactions of those who actually witness outgroup racism from those who imagine and predict their responses. Most recently, she has extended this research to include physiological responses, specifically examining heart rate, respiration, electrodermal responses, and hormonal responses.



**Jin Kato** I am a graduate student in a doctoral course of Nagoya University in Japan. My research area is narcissism and online behavior including social network games and social networking service. And, I research about the influence of narcissism on interpersonal maladaptation and the interventional approach toward it.



**Dushiyanthini Kenthirarajah** is a Ph.D. candidate in Social Psychology at Stanford University, working with Gregory Walton and Geoffrey Cohen. Toni's research explores how individuals' names can serve as cues to their cultural affiliation, thereby affecting social stereotyping, and consequently decision making in intergroup contexts. Through this work, Toni's research uncovers powerful effects of names on decisions about citizenship, employment, and the length of criminal sentences assigned to defendants.



**Hyeon Jeong Kim** I am a South Korean graduate student at Chungbuk National University, working with Dr. Sang Hee Park. I have a BA in political science and I am interested in issues related to intergroup relations, political psychology, and gender. My current research focuses on the influence of affect on political judgments, the relationships between personal values and voting behavior, the perception of outgroups. I am also working to develop a new methodology to measure distancing others.



**Hyunji Kim** is a PhD student in the psychology program at the University of Toronto, Canada. Her research broadly focuses on personality, self-enhancement, and cultural differences in well-being. Her current work examines the factors that contribute to cultural differences in well-being and evaluative biases (e.g., self-enhancement, other enhancement).



**Richard Klein** earned his bachelor's degree from Pennsylvania State University in 2011 and is currently a doctoral candidate at the University of Florida. Richard is a research coordinator for Project Implicit ([implicit.harvard.edu](http://implicit.harvard.edu)) and conducts his own research on implicit attitude formation and change. Recently, Richard has been involved in several international replication efforts, including co-leading the "Many Labs" project (Klein et al., 2014), and the expanded follow-up "Many Labs 2" (in progress).



**Jill Knapen** has a Bachelor's degree in Social Psychology and a Research Master's degree in Behavioural Science from Radboud University Nijmegen. Currently, she is pursuing her PhD at the department of Social and Organizational Psychology of VU University Amsterdam. Her research focuses on human height, especially short height in men, which she examines from both a social perception and interpersonal behavior perspective.



**Veronica Lamarche** is a doctoral student in social psychology at the University at Buffalo, the State University of New York. Her research looks at the dynamics between trust and dependence regulation in romantic relationships from a social cognition perspective. She also looks at resilience and physiological responses to threat in relationships.



**Hae Yeon Lee** is a second-year graduate student at the University of Texas at Austin, Department of Psychology. She earned her B.A. of Psychology in Seoul National University. Her research explores social cognitive development in adolescence. Specifically, she is interested in individual differences in implicit theories about self and social world that shape adolescents' reaction to social conflict and peer rejection. With multimethod approach, her research examines the interplay between social cognitions, psychological adjustment, and health.



**Anthony Lee** I am in my 4th year as a postgraduate research student at The University of Queensland in Australia under the supervision of Dr Brendan Zietsch and Prof. Bill von Hippel. My research combines methods from social/evolutionary psychology and behavioural genetics to help understand how sexual selection has influenced human evolution, particularly facial masculinity in men.

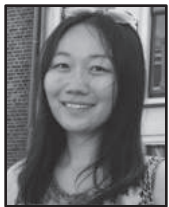


**Ha-yeon Lee** I am a Doctoral student in Social Psychology Program at SungKyunKwan University, Republic of Korea. My primary research area is group processes, and I am currently conducting research on the link between cultural orientations of groups and their collective creativity. Extending previous research on group ideation, I am working on a set of studies examining the role of group culture in

creative production. I am also conducting research on the "black sheep" effect in gorups.



**Emma Levine** is a fourth-year PhD student at Wharton, studying Decision Processes. Emma is interested how people make inferences about others' motives, particularly in the presence of conflicting signals. Her main stream of research focuses on the consequences of prosocial lying. Emma is broadly interested in deception, prosocial behavior, and emotions. Emma earned her BA in Philosophy, Politics, and Economics and her BS in Economics from the University of Pennsylvania.



**Xiaoqian Li** received her Master's degree on Cognitive Neuroscience from Peking University in China in 2007, and Bachelor's degree on Applied Psychology from South China Normal University in 2003. Currently She is a Phd student at Department of Social and Organizational Psychology in Utrecht University in the Netherlands. Her Phd project is about subjective judgments of the speed of time passage. She is also interested in research on sharing economy.



**Emily Lindsay** is a doctoral student in Social & Health Psychology at Carnegie Mellon University. Her current work aims to clarify the active components of mindfulness training that impact stress responding and inflammatory processes. She is broadly interested in studying psychological and biological pathways linking stress and health, and is curious how explicit self-regulatory processes (like mindfulness meditation training) may change implicit and automatic processes to buffer stress responding.

**Rebecca Littman** Bio not available.



**Annemijn Loermans** completed her research master in behavioral science at the Radboud University in Nijmegen, the Netherlands. Her thesis was on the relation between regulatory focus and time metaphors. She continued with a PhD at the VU University in Amsterdam. Her PhD is on cultural differences in the representation and experience of time. She is interested in everything that is related to time but specifically in how language, cognition and culture interact in shaping 'time behavior'.



**Erik Lund** Using an evolutionary approach, I'm currently studying the evolution of religion (and conversely nonbelief) and morality. Particular topics are: how disease threat affects religiosity, as well as how religion influences reproductive success.



**Brenna Malta** is a first year graduate student in NYU's doctoral program in Social Psychology, working primarily with Dr. Tessa West. She received her BA in psychology from UC Santa Barbara in 2012, and spent two years after graduation working with Dr. Brenda Major. Brenna is broadly interested in social class, culture, and intergroup relations, and her current research is focused on examining the role that socioeconomic status plays in intragroup and intergroup interactions.



**Liesbeth Mann** I graduated in Social Psychology and Holocaust and Genocide studies at the University of Amsterdam. After two years of teaching undergraduate Psychology students, I started my phd-project which deals with interpersonal and group-based humiliation. In particular we are interested in the possible link between humiliation and aggression, radicalization and terrorism. Additionally, I was involved in an EU-project on radicalization processes related to violent behavior, called SAFIRE.



**Garrett Marks-Wilt** is in his third year of graduate study, working out of the University of Missouri philosophy department under Philip Robbins. Garrett completed his B.A. in psychology and philosophy at Siena Heights University after which he continued to work under Denise Sekaquaptewa at the University of Michigan. Current research topics include moral psychology, stereotyping, prejudice, and discrimination. His thesis brought empirical data to bear on the relation between moral cognition and social categorization.



**Robyn McQuaid** is a doctoral student in the Department of Neuroscience at Carleton University. She currently holds a Canadian Institute of Health Research doctoral award to study how genetic factors interact with our social environment to influence well-being. Her work has shown that individuals who carry the more prosocial/socially sensitive oxytocin gene variant may thrive in a positive environment but, this

same gene variant may encourage susceptibility in a negative environment.



**Corinna Michels** obtained her MSc degree at the University of Cologne, Germany, in 2013. She is now a 2nd-year PhD student (supervisor: Thomas Mussweiler) at the Social Cognition Center Cologne of the University of Cologne. Corinna's research focuses

on social comparison processes, social exclusion, social hierarchies, and distrust. Currently, she is working on projects investigating the role of social exclusion as well as hierarchical permeability on comparative thinking.



**Allison Mueller** is a third-year social psychology doctoral student at the University of Illinois at Chicago working with Dr. Linda Skitka. Her research interests include the antecedents and consequences of moral conviction. Supported by the UIC Chancellor's Graduate Research Fellowship, she is investigating whether strong moral conviction licenses people to bend the truth to garner support for a moralized cause. She is also interested in exploring why moral convictions transform, particularly during young adulthood.



**Maxine Najle** is a second year Ph.D. student in the Social Psychology program at the University of Kentucky. Her current research focuses on religion, morality, and gender – specifically how religious identity and beliefs influence perceptions of morality, gender, and other religions. Additional research interests include evolutionary and cultural influences on behavior, cognitive dissonance, and perceptions of victims of sexual assault.



**Laura Niemi** is a PhD Candidate in Psychology and Social Neuroscience working with Dr. Liane Young at Boston College. Laura aims to reveal the psychological mechanisms and neural processes underpinning relationships between moral worldviews and things that matter for well-being in everyday life, including prosociality, stigmatization, and recovery after victimization.



**Kuniyuki Nishina** is a first-year graduate student at Tamagawa University Graduate School of Brain Sciences. Kuniyuki is interested in development of pro-social behaviors (e.g., generosity, fairness, and cooperation) and associated psychological/neural basis. Kuniyuki also interested in how mother-infant relationship and siblings affect pro-social behavior in children.



**Kathleen Oltman** is a second-year student with Dr. Jack Dovidio in the Intergroup Relations Lab at Yale University. Prior to joining Dr. Dovidio's lab, she received her B.A. in Psychology and English from the University of Nebraska-Lincoln. Katie's research interests include social categorization strategies and discrimination. Her current work focuses on entitativity. Specifically, she looks at which social environmental factors predict entitativity, and how to manipulate entitativity perceptions to induce positive group attitudes.



**Pete Ondish** is a doctoral student in Social Psychology at the University of Illinois at Urbana-Champaign. He completed his undergraduate degree in Biology at Allegheny College. Pete's primary research interests are related to 1) social class differences in identity, agency, and belonging, and 2) culture and language use.



**Su Hean Park** is a fifth year graduate student in Social Psychology at Duke University. She received a BA from Korea University and a MSc from London School of Economics. Working with her primary advisor, Dr. James Shah, Su's research focuses on the role of self-regulation, temptations and goal pursuit. Specifically, she studies how people's belief about temptations shapes their self-regulation strategies and how their sensitivity to act against temptations affects successful goal pursuit.



**Garrett Pollert** Having received his B.S. at North Dakota State University, Garrett has recently completed two years of graduate study at the University of Arkansas under Dr. Jennifer Veilleux. He is interested in the area of self-regulation, with a particular interest in the domain of eating behavior.





**Smrithi Prasad** is a third year graduate student at the University of Oregon (Department of Psychology). She received her B.S. in psychology and M.S. in business with a research focus on organizational behavior at the National University of Singapore (NUS). She is primarily interested in understanding the biological implications of psychological processes and social behavior in the contexts of economic decision-making and negotiations.



**Elizabeth Price** I am a second year Masters student in the social psychology program at Wilfrid Laurier University, working under the supervision of Dr. Pamela Sadler. I completed my undergraduate degree in psychology at Wilfrid Laurier University. Broadly, my research interests involve the interplay between intra- and inter-personal processes. More specifically, my research examines individual differences in the characteristics of self-talk, and the nature of these differences using an interpersonal theory framework.



**Helena Radke** is a PhD student at the University of Queensland under the supervision of Dr Fiona Kate Barlow and Professor Matthew Hornsey. She is interested in understanding prejudice (primarily racism and sexism) and how social change occurs through collective action. Her PhD is investigating barriers to women engaging in collective action to overcome sexism.



**James Rae** is a third year doctoral student in psychology at the University of Washington working with Dr. Kristina Olson. He received his Bachelor's degree in Political Science from Central Washington University in 2012. His current research interests include prejudice, stigma, and implicit social cognition. More specifically, his current work is examining how diversity influences implicit racial attitudes and the stability of implicit racial attitudes in young children.



**Diego Reinero** is a research coordinator in the Empathy and Relational Science Program at Massachusetts General Hospital, and a research assistant in the Gilbert Lab at Harvard University. He graduated summa cum laude from Skidmore College in 2012 with a B.S. in psychology and a B.S. in business. Broadly, he is interested in empathy,

morality, and prosociality, and how emotional and rational cognitions merge to inform moral judgments and prosocial decisions.



**David Reinhard** is a fourth year graduate student in the Social Psychology department at the University of Virginia. In general, he is interested in studying the relationship between motivation and emotion in social systems. He primarily works with Ben Converse, Gerald Clore, and Tim Wilson. Prior to UVa, David received his B.A. in Psychology from the University of Michigan and then worked as a lab manager at the Institute for Social Research in Ann Arbor.



**Andrew Rivers** is a PhD student in the Department of Psychology at the University of California-Davis. His research explores the dynamic interaction between relatively automatic and controlled cognitive processes in the domains of prejudice, stereotyping/categorization, and evaluation. Andrew's current research utilizes multinomial processing tree models to understand how environmental and intrapersonal conditions impact the oftentimes variegated relationship between automaticity and control.



**Joshua Rottman** research approaches moral psychology from a social cognitive developmental perspective. He has published in journals such as *Cognition* and the *Journal of Experimental Psychology: General*. Joshua is currently finishing his Ph.D. at Boston University, where his work is supported by a National Science Foundation Graduate Research Fellowship.



**Christina Sagioglou** I'm a third-year doctoral student at the University of Innsbruck, Austria. I'm interested in a wide range of topics. Together with Matthias Forstmann (University of Cologne), I study how cognitively activating religious concepts influences thinking styles such as ambiguity tolerance and cognitive dissonance. The topics I investigate with my advisor Dr. Tobias Greitemeyer include the emotional consequences of Facebook use, and the effects of bitter taste experiences on interpersonal behavior, such as hostility.



**Ryosuke Sakurai** I am a graduate student in the Department of Social Psychology at the University of Tokyo, Japan. I received BA in Literature from the University of Tokyo in 2013. My current research interests include self-control and belief in free will. I am working with Dr. Kaori Karasawa and Dr. Takumi Watanabe to examine how and when fulfilled goals function as a license to indulge, and explore the effects of belief in free will on self-control.



**Erika Salomon** is a PhD candidate at the University of Illinois. She received a BA in English from the University of Maryland and an MA in Cognition and Culture from Queen's University Belfast. She studies the ways that heuristic processes influence social judgment and decision-making, including explanation, social categorization, political attitudes, and scientific understanding.



**Chelsea Schein** is a third year student at UNC, Chapel Hill who researches the intersection of morality and mind perception under the mentorship of Dr. Kurt Gray. Her passion for the scientific study of morality was launched at Franklin and Marshall College where she majored in Philosophy of Mind and graduated valedictorian. In her current research, she investigates value-of-life judgments in healthcare decisions and the moralization of objectively "victimless" acts such as masturbation and same-sex marriage.

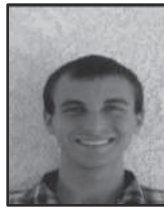


**Fabian Schellhaas** is a second-year student at Yale University, interested in the psychological processes facilitating and preventing social change—specifically, the often-conflicting demands of promoting intergroup harmony and mobilizing collective action. For example, he investigates how to maintain a collective-action orientation in the context of positive intergroup contact, and under what conditions inclusive identities foster solidarity with outgroups. Fabian holds an MSc from the University of Oxford, and a BSc from the University of Groningen.



**Amanda Sharples** I am interested in the structure of intergroup attitudes and how micro (e.g. social interactions, personality) and macro (e.g. media consumption, geographic location) levels of experience influence intergroup attitudes within an

individual and intergroup relations within a society. To tackle my research questions, I use a multi-method approach that combines cognitive, behavioural, and physiological measures with daily diary and experience sampling designs to gain a comprehensive picture of how intergroup processes unfold in daily life.



**Grant Shields** I'm a second-year Ph.D. student at the University of California, Davis, studying how cognitive and motivational processes both influence and are influenced by immune system and hormonal processes. My research presented here was supported by a Provost First-Year Fellowship from UC Davis.



**Faith Shin** is a second year doctoral student in Social Psychology at the University of Illinois at Urbana-Champaign and completed her undergraduate degree in Psychology at the University of Texas at Austin (Hook em!).

**Erika Siegel** Bio not available.



**Stefanie Simon** is a fifth year graduate student and NSF Predoctoral Fellow working with Dr. Laurie O'Brien at Tulane University. Her research centers on the psychology of diversity. In several lines of research she seeks to answer the question: What actions can members of stigmatized and nonstigmatized groups take to reduce prejudice and improve intergroup relations? Her recent research focuses on how gender and race intersect to predict discrimination-claiming behavior in the context of leadership.



**Allison Skinner** is a Doctoral Candidate in the Department of Psychology at the University of Nebraska-Lincoln, specializing in Social Cognitive Neuroscience. Her research program is centered on developing an understanding of the causes and consequences of subtle social bias against diverse social groups. She uses a range of research methods including neurophysiological, behavioral, and self-report measures to investigate how subtle social biases are activated and spread, and their psychological consequences for targets of bias.



**Nadya Soto** is a second-year doctoral student in Social Psychology at University of Connecticut working with Dr. Colin Leach. Her research broadly addresses the issue of social identity in majority and minority groups, examining the impact that group identification has on stereotype content. In addition, her research also examines the relationship between ethnic and national identification in racial groups in the U.S., and how factors such as group satisfaction and perceived discrimination affect this relationship.



**Jehan Sparks** is a second-year Ph.D. student in Dr. Alison Ledgerwood's Attitudes and Group Identity Lab at UC Davis. Her research interests include the psychology of judgment and decision making and behavioral economics. Her current research investigates the sequential and asymmetric effects of message framing.



**Michael Stagnaro** attended the University of San Francisco where he earned a B.A. in Psychology and a minor in Religious Studies. He is currently a second year Ph.D student in psychology at Yale University. His interests involve combining a social cognitive approach with evolutionary game theory to investigate cooperation and conflict, specifically in regards to how people construct and defend their religious and moral beliefs.



**Tamara Sucharyna** I am a second year Ph.D. student at the University of Manitoba under the supervision of Dr. Marian Morry. We investigate the impact of making upward or downward social comparisons to other peoples' relationships and how that might affect one's mood and feelings towards their current relationship. Our research has lead to the development of the Relationship Social Comparison Interpretation scale. In my free time, I enjoy spending time with my 2 year old nephew!



**Jordan Theriault** is a graduate student working with Liane Young in the Department of Psychology at Boston College. He is interested in the cognitive features and neural representation of moral content, particularly, the representation of moral objectivity and subjectivity. To address these questions, he combines traditional behavioral

approaches with neuroscientific methods, such as functional magnetic resonance imaging and transcranial magnetic stimulation.



**Christopher Thorstenson** I earned my B.S. in psychology from Florida State University in 2009 and my M.A. in experimental psychology from Appalachian State University in 2012. I am currently a graduate student at the University of Rochester, working with Dr. Andrew Elliot toward a Ph.D. in social psychology. I am primarily interested in the interplay between affect and perception, mechanics of empathy, and the remote measurement of skin-color properties as indices of physiological and psychological states.



**Rugile Tuskeviciute** graduated from the University of California, Berkeley with a BA in Psychology in 2010. She is currently pursuing a PhD at New York University in Social Psychology. Her research interests include regulation of automatic processes (such as transference) in close relationships, and individual and relational goal pursuit in romantic relationships.



**Laura Van Berkel** I am in my fourth year of the Social Psychology Ph.D. program at the University of Kansas. My research focus is broadly in the domain of political psychology. I am especially interested in examining the cognitive processes underlying ideological reasoning. My current research includes the ease of valuing hierarchy and the status quo; Kansas farmers' reactions to government assistance and climate change; and perceived national identification based on group membership (e.g., race and gender).



**Anne Marthe van der Bles** is a third year PhD candidate at the University of Groningen, the Netherlands. Together with Professor Tom Postmes, she studies collective discontent and Zeitgeist, conceptualized as a collective global-level evaluation of the state of society. Her interests include development (through communication) of collective perceptions, and their consequences (e.g., for voting). She recently visited Professor Jolanda Jetten (University of Queensland, Australia) to extend this work by conducting a large-scale international study.



**Anna van 't Veer** is currently completing her dissertation at Tilburg University. Her research concerns moral decision-making, with a specific focus on intuitive and deliberative processes during moral decision-making, deception and deception detection. Recent papers include studies on cognitive processing capacity needed to tell a lie (published in JDM), intuitive processing during deception detection (see registered report in Frontiers in Cognition), and how awareness of our gut feelings (i.e., interoception) influences moral judgment (this symposium).



**Allison Varley** is a 5th year student in the Arizona State University Social Psychology PhD program. Along with her advisor, Dr. Steven Neuberg, she examines prejudice toward religious and non-religious (e.g., atheists) groups, as well as prejudices stemming from perceived threats to values.



**Anna Vazeou-Nieuwenhuis** is a student in Social and Biological-Health Psychology at the University of Pittsburgh minoring in research methodology. She received Master's degrees from the University of Groningen and the University of Pittsburgh. Her research focuses on the search for life's meaning and cardiovascular response during goal pursuit.



**Ashley Votruba** is a J.D./Ph.D. student at Arizona State University getting a Ph.D. in Social Psychology. Her broad research goal is to apply the theories and principles of social and cultural psychology to our understanding of legal issues and public policy. More specifically, her current research focuses on the influence of differences in cultural cognition (such as attributional styles) on legal judgment and decision-making in a tort context.



**Laura Wallace** is a second year graduate student at Ohio State University working with Duane Wegener. She completed her undergraduate degree at Xavier University in Cincinnati. She is also a 2014 National Science Foundation Graduate Fellow. Some research questions she is currently exploring include: what factors contribute to perceiving an advocate as biased and what factors will push people to work for social change.



**G Weaverling** is a 2nd year Ph.D. student in the social psychology program at the University of Pittsburgh. Ey received eir Bachelor's degree in psychology from the University of Maryland. Eir current research interests include (1) the balance of values and priorities in goal pursuit and goal conflict, (2) decision making in the context of goal pursuit, (3) interpersonal dynamics during goal pursuit, and (4) the interpersonal dynamics of goal conflict.



**Alexa Weiss** I am a doctoral student at the University of Cologne, Germany, working with Dr. Thomas Mussweiler. I received my diploma (equivalent to MSc) in psychology from the University of Cologne in 2013. I study the effects of trust and distrust mindsets, for example on moral judgment and mental state inference. I am also interested in social perceptions of moral judges and decision-making in social dilemmas.



**Alexandria West** is social psychology MA student working with Dr. Joni Sasaki at York University in Toronto. Alexandria researches how biculturals navigate their cultural worlds, and what unique products come out of these experiences. Her research interests include cultural influences on cognition, self-concept, and subjective experience, and the neural mechanisms underlying these phenomena. Beyond academia, Alexandria loves to travel, surf, play videogames, and host parties. For more information, please check out her website: [www.alexandriawest.weebly.com](http://www.alexandriawest.weebly.com)



**Natalie Wheeler** grew up in Fort Collins, Colorado and received her B.A. in Psychology from the University of Colorado. She is currently a fourth year doctoral student in the Behavioral Science program at the University of Chicago, Booth School of Business. Her research focuses on understanding the psychology of planning and preparing for future life events and aims to design interventions to help people plan and prepare more effectively.



**Ashley Whillans** is a PhD Social Psychology student at UBC in Vancouver, Canada conducting research on health and charitable giving. Her research is funded by the New Paths to Purpose Initiative at the

Chicago Booth School of Business. She also consults for charitable organizations. Find her here: <http://www.ashleyatubc.wordpress.com>.



**Youyou Wu** is a second-year PhD student at University of Cambridge. Her work focuses on studying psychological traits using massive online behavioral data, combining machine learning techniques and social/personality psychology. Her current interest is in the comparison between humans' and machines' accuracy in judging personality.



**Marika Yip-Bannicq** is a doctoral student in New York University's Social Psychology Program where she works primarily with Patrick Shrout. Her research broadly focuses on understanding conflict and support processes in romantic relationships, with a particular interest in investigating how construal level affects relationship processes and outcomes. Current projects include studying whether romantic relationships activate a unique mindset and investigating whether construal level can be manipulated at the couple-level to promote constructive conflict engagement.



**Y. Jin Youn** Tiny, happy and of course always curious. Passionate about people and consumers. Mostly interested in how consumers make decisions as social beings; how consumers behave when experiencing envy, when they are excluded, in the face of rivals, and how they evaluate others when they fail or succeed in self control. Most recent interest is in how receiving a product as a gift influences subsequent consumption decisions.



**Chelsie Young** I earned my BA from Eastern Illinois University and my MA from the College of William and Mary. I am currently in my third year in the Social Psychology PhD program at the University of Houston. I am interested in applying social psychology constructs to personalized normative feedback and expressive writing interventions to promote health/reduce risk behaviors. I also enjoy baking, reading, and spending time with my dog Maxwell and my friends and family.



**Siran Zhan** Broadly my research centers on culture, creativity, and innovation, and aims to answer these questions: (1) how do globalization, multiculturalism, and cultural diversity influence individual and group creativity and innovation? (2)

how do cultural values interact with other factors to influence individual and group creative processes and performance? (3) what are the psychological drivers of cross-cultural differences in creativity perception and performance? I hope to use my findings to inform creativity- and innovation-related decision making.



**Ning Zhang** received his B.A. in Humane Studies from Wuhan University and is currently pursuing his Ph.D. in Social and Cultural psychology at Queen's University, Canada, under the mentorship of Dr. Li-Jun Ji. Ning's primary research

interests focusing on cultural differences in judgment and decision-making, subjective well-being. In his dissertation, he is planning to extend previous research on cultural differences in cognition to understand cultural difference in moral judgment and moral behavior.



**Xuan Zhao** is a fourth-year Ph.D. student in social psychology at Brown University. She works with Dr. Bertram Malle on perspective taking and mental state inference. Inspired by the interactive, dynamic nature of social cognition, she examines when

and how people are sensitive to other people's perspective, e.g. whether seeing another person's eye gaze or goal-directed reaching triggers spontaneous and automatic visual perspective taking. She firmly believes that social psychology research should benefit the society.

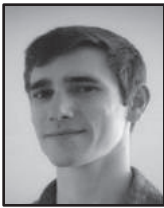
# 2014 Diversity Fund Graduate Award Winners



**Cristina Aelenei** I am a third-year graduate student in Social Psychology at Blaise Pascal University, France, under the supervision of Céline Darnon and Delphine Martinot. My doctoral research focuses on the social reproduction within the educational system. More specifically, I study how “unseen”, subtle cultural marks and processes contribute to gender, ethnic and social disparities in school. I am also interested in the gender paradox in education: girls outperform boys in school, yet have less successful academic tracks.



**Rafael Aguilera** is a first year doctoral student in the social psychology program at the University of Minnesota, where he is also a member of the Center for the Study of Political Psychology. Rafael is actively engaged in political psychology research with people from different fields. Specifically, he is interested in researching morality and prejudice, and the effects that these have on political beliefs and attitudes.



**Jason Anderson** is a second year graduate student working with Shelly Gable in the Department of Psychology at the University of Santa Barbara, California. Jason's research interests include close relationships, emotion regulation, social support, and belonging. Currently, his research focuses on how implicit attitudes towards romantic partners fluctuate over time and impact relationship outcomes. In his spare time, Jason likes to carve wood, play beach volleyball, and snowboard.



**Rachel Arnett** I am a Doctoral Candidate at Harvard University, in an interdisciplinary program between Harvard Business School's Organizational Behavior unit and Harvard's Social Psychology department. My research focuses on professional identity and achievement. Specifically, I research professional identity construction, professional achievement among underrepresented and disadvantaged groups, and high status identity disclosure. My research integrates several literatures, including identity, status, gender, social class, and race.



**Sabahat Bagci** is in the final stage of completing her PhD at Goldsmiths. She is currently teaching at Isik University in Istanbul, Turkey, where she was born. Her work is in the field of social-developmental psychology; she is interested in intergroup relationships, prejudice, and resilience among minority groups. Specifically, she examined cross-ethnic friendships and their effects on children's psychological and academic well-being. Her ultimate research goal is to design interventions promoting resilience among disadvantaged children.



**Yang Bai** I was born and raised in a small county in Southern China. I received my B.A. in Psychology from Beijing Normal University, China in 2010. Currently, I am a fourth year doctoral student in the Social/Personality Psychology program at UC Berkeley working with Dr. Dacher Keltner, Dr. David Whitney and Dr. Kaiping Peng. With my supervisors, I have been investigating how people's perception and experience of emotions, especially awe, are influenced by their culture background.



**Curtis Boykin** is a Chancellor's Fellow and second year doctoral student in the Social and Personality Psychology program at UC-Berkeley. His research interests include mentorship, social networks, STEM education, and Intergroup Relations. Prior to his enrollment at Berkeley, Boykin attained a master's in Social-Organizational Psychology from Teachers College, Columbia University. At Teachers College, he served as a fellow and project manager for ETS's Gordon Commission for the Future of Education Testing.



**Tamara Butler** I am an Indigenous Australian PhD student studying at The University of Queensland in Brisbane, Australia. My research aims to understand why we sometimes hesitate to seek support from important groups in our lives, even though we intuitively understand the benefits of support. My research will allow us to find ways to increase support seeking in a range of applied contexts.



**Jonathan Cadieux** I am a 3rd year Ph.D. student working with Dr. Alison L. Chasteen at the University of Toronto. My research mainly focuses on how confrontation can be used as a tool to reduce antigay prejudice and make a difference in the lives of my fellow LGBT peers. I also have a passion for teaching and hope to transmit my strong values of openness to diversity and acceptance of others through my teaching and my research.



**David Caicedo** is a doctoral candidate in Social-Personality Psychology, at the City University of New York (CUNY) Graduate Center. His research interests include linguistics, social cognition, political ideology, and migration and Latino/Hispanic studies. His dissertation titled, "Alien, illegal, undocumented: The bidirectionality of language and socialization" explores language as both a factor in, and a reflection of, the current U.S. immigration debate amongst community college students, utilizing a mixed methods approach.



**Colin Capaldi** I'm a PhD student in the Department of Psychology at Carleton University. I'm also a first-generation college student. My research examines the beneficial impacts of being connected and exposed to nature. You can connect with me on Twitter (@colincapaldi) where I tweet about new and interesting psychological research.



**Brandon Carlisle** received his undergraduate degree in psychology from California State University, Long Beach. He is currently a doctoral candidate at the University of California, Riverside where he studies academic self-handicapping and its relationship to self-concept, personality, and environmental factors. He is also interested in educational interventions that contribute to sustainable increases in self-efficacy, academic supports, and academic engagement among underrepresented students in higher education.



**Kai Qin Chan** Reality is often not as obvious as we would like. Sometimes the intensity of a stimulus is so low that in order to detect it, we need to push the boundaries of our sensory and perceptual systems. The focus of my graduate work is on how motivational and emotional affects sensory thresholds -- our perceptual limits. This line of research may

explain why individuals have attentional biases towards certain classes of emotional stimuli.



**Robert Chavez** I am a PhD candidate in the Department of Psychological and Brain Sciences at Dartmouth College. My current research focuses on evaluative self-referential cognition and multimodal neuroimaging integration in social neuroscience. Before graduate school, I attended the University of New Mexico in my hometown of Albuquerque.



**Regine Debrosse** Born and raised in cosmopolitan Montreal, I had the opportunity to witness first-hand the culture shock that many immigrants face and the delicate balance that ensures harmonious multiculturalism. A curiosity for issues of identity, diversity and intergroup relations grew out of my experiences, and this eventually drove me to pursue doctoral research at McGill University. In the future, I hope to contribute to the academic literature on minority issues and influence related public policies.



**Kelly Duran-Jordan** is a third year student in the Social Area of the University of Delaware's Department of Psychological and Brain Sciences. Her research broadly focuses on investigating the neurobiological-behavioral intersection of social processes, specifically dealing with stereotyping and stigma. She investigates these phenomena from the perspectives of both the perpetrators of stereotyping and their targets. Primarily her research involves investigating methods for reducing stereotyping in perpetrators and its impact in their targets.



**Fade Eadeh** is a native of Lakewood, Ohio. He received degrees in Political Science and Psychology from John Carroll University in 2008. He is in his fourth year of graduate study in the Social and Personality Psychology Ph.D program at Washington University, under the supervision of Dr. Alan Lambert. He is interested in understanding how emotions influence attitudes and behavior. Fade plans to continue developing her research while pursuing a career in academia.



**Nilüfer Ercan** I am currently a Social Psychology PhD candidate at Middle East Technical University. I also got my undergraduate and M.S. degrees there, one period of which I spent at the University of Groningen. My main

research interests include psychology of gender and women, social representations and self-identity related processes in social media.



**Elizabeth Fles** is currently a second year doctoral student at University of Tennessee at Knoxville with Dr. Garriy Shtyenberg. During her undergraduate training at Grand Valley State University, she studied psychology and applied statistics.

Additionally, she spent six months in Puebla, Mexico where she studied Spanish and anthropology. Broadly speaking, Elizabeth's research interests include cross-cultural self-views, morality, and stigma. More specifically, Elizabeth is currently investigating the effects of stigmatization on one's self-view.

**Jonathan Gallegos** Bio not available.



**Bradlee Gamblin** was born and raised in Madisonville, Kentucky. He is currently a doctoral student at the University of North Dakota working with Dr. Andre Kehn. Previously, he obtained his BS and MS in Psychology from Eastern Kentucky University. His

research explores social identities and prejudice reduction. Specifically, his current research examines the roles of common ingroups and parasocial contact in reducing prejudice, as well as the role of prejudice in courtroom decision-making.



**Sarah Gavac** is a second year doctoral student in social psychology at the University of Wisconsin-Madison. Sarah's main research focus is on normative tightness: the degree social norms are pervasive, clearly defined, and reliably imposed. Currently, Sarah

is looking at how threat and identification with a threatened group are linked to normative tightness. After graduate school, Sarah plans to become a professor and advocate for disadvantaged groups to the general public and policy makers.



**Fiona Ge** is a third year social psychology student at the University of Massachusetts. Under the guidance of Dr. Paula Pietromonaco, she studies the underlying processes between individual factors (e.g., attachment), social factors (e.g., partner perception), physiological factors (e.g., stress and cortisol) and relationship functioning. In addition, Fiona is interested in cultural differences (i.e., the East vs. the West) of communication patterns in the context of

romantic relationships. Outside of research, Fiona enjoys reading and traveling.



**Andrea Haugen** is a third-year graduate student in Social Psychology at Texas A&M University. She received her BS and MS in psychology at Abilene Christian University. She currently works with Dr. Phia Salter on various lines of inquiry within

feminist and cultural psychology and is specifically interested in the intersections of gender, race, and sexuality. Presently this involves investigations into perceptions of rape as well as examining the deployment of certain stereotypical features across marginalized groups.



**Eden Hennessey** I am a 2nd year PhD student in Social Psychology at Wilfrid Laurier University. My passion is researching various issues related to diversity promotion and discrimination reduction. In particular, I study perceptions of excellence and diversity in the context of hiring and responses to perceived gender discrimination in STEM (i.e., science, technology, engineering, math). I'm thrilled to receive an honorable mention and thank the SPSP Diversity and Climate Committee.



**Yuen Wan Ho** is a PhD candidate at the Psychology Department of the Chinese University of Hong Kong. She obtained her BSS and MECON from the University of Hong Kong. Yuen Wan has broad research interests in aging, culture and emotion.

Particularly, she is interested in how people regulate their emotions for pro-social outcomes. Currently, she is a short-term visiting scholar at the Emotion and Emotion Regulation Lab of University of California, Berkeley.



**Lisa Huang** is a 3rd year PhD student at the University of California, Davis, working with Jeff Sherman. She received her B.S. in psychology at Indiana University Bloomington in 2010. Some of her research examines

factors that impede successful intergroup contact from both the majority and minority group perspective. In another line of research, she is examining how people form impressions of people based on features of the contexts in which they are learned.





**Alex Huynh** is a third year graduate student at the University of Waterloo. In 2011, he obtained his B.S. in Psychology and B.A. in Cognitive Science from the University of California, San Diego. His current research interests involve exploring

the effects of social class, inequality, and social hierarchies across cultures. He is also interested in exploring perceived complexity of individuals from different class backgrounds, as well as the consequences of a cultural mismatch during intercultural interactions.



**Ellie Shuo Jin** As a clinical doctoral student at The University of Texas at Austin, Ellie's research center on the interaction of genes, hormones and environment in the onset and maintenance of psychopathology. She is particularly interested in the effect of hormonal administration on social behavior and implications for clinical outcomes.



**Clayton Juarez** is a doctoral student in the Industrial/Organizational Psychology program at the University of Nebraska Omaha. He has wide-ranging research interests, which primarily revolve around workers' identification with their organizations and teams. He is also interested in the application of existential psychology to work-related issues, such as the construction of meaning in life through work and the psychological consequences of losing a job.



**Rasha Kardosh** I am a PhD candidate at the Psychology department in the Hebrew University of Jerusalem, working with Prof. Ran Hassin. I completed my BA in Psychology and MA in Neuropsychology at the Hebrew University. I am interested in the study of non-conscious ideologies. In one line of research I explore how these ideologies affect our perceptions and reasoning styles. In another line I examine the mechanisms through which non-conscious ideologies operate within our cognitive system.

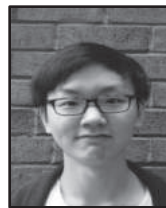


**Mark Khei** Broadly, I'm interested in understanding the influence of culture and social environments in people's decision making. I adopt a multidisciplinary and integrative approach to my research, drawing upon both diverse theories and

methods from fields such as social psychology, behavioral economics, and the evolutionary perspective.



**Dolichan Kollareth** is from Kerala, India. He holds bachelor degrees in psychology, philosophy, and theology and a master degree in psychology from India. He is currently pursuing a Ph.D. in psychology from Boston College, USA. He works with diverse linguistic groups studying emotion concepts relevant in the context of moral judgments. The research, he believes, provides opportunities for an understanding of human nature in multi-cultural context and the knowledge is pertinent in promoting intercultural cooperation.



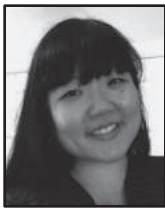
**Franki Kung** completed his Master's degree in industrial/organizational psychology and is currently enrolled in the social and industrial/organizational psychology PhD special program at University of Waterloo. His research interests center on how lay beliefs influence people's motivation and cognition in conflicts and multicultural situations. For instance, Franki is currently studying the implications of lay beliefs in challenging intercultural communication (e.g., negotiation) and is committed to promoting joint benefits and satisfaction for intercultural interactions.



**Calvin Lai** is a doctoral candidate in Social Psychology at the University of Virginia. His research seeks to discover the most effective approaches for changing biases that are outside of conscious awareness or control. He employs a variety of approaches for assessing how to redirect automatic processes, including organizing a research competition for reducing implicit racial prejudice, longitudinal studies of prejudice over time, and a meta-analysis of change in implicit attitudes, stereotypes, and identity.



**Ben Chun Pan Lam** is currently a graduate student in the area of social psychology at Iowa State University. He was born in Hong Kong and received his bachelor and master degrees there. His research mainly focuses on cultural psychology. He is currently working with his adviser Susan Cross to develop a research program that examines how culture influences the development and maintenance of romantic relationships by comparing American and Chinese relationships.



**J. Katherine Lee** is a 2nd year Applied Psychology doctoral student at Portland State University- emphasis in social psychology, minor in quantitative methods, working with Dr. Kimberly Kahn and Dr. Joel Steele. She received her Master's degree

training in psychological research at California State University, Long Beach, working with Dr. Dustin Thoman. Her primary research interests are in social identity related threats and motivation, focusing on the differential experiences of women in sciences.



**Neil Lewis Jr.** is a doctoral student in Social Psychology at the University of Michigan. His research focuses on how and why contextual factors influence people's motivation, and their ability to pursuit and achieve their goals. He studies this primarily

with Denise Sekaquaptewa, Daphna Oyserman, and Allison Earl.



**Sai Li** is a PhD student of social psychology at the University of Cambridge. She received her B.S. in Psychology, and B.E. in Finance from Peking University, China. Sai is prepared to study questions from the realm of prosociality, including the

cognitive mechanisms underlying, the developmental origins and the evolutionary history. In particular, she is interested in how genetics and contextual appraisals affect altruism, using functional brain imaging and gene analyzing methods.



**Mengyao Li** is currently pursuing her PhD at the University of Massachusetts Amherst with a concentration in the psychology of peace and violence. Her research interests mainly center around international conflict, justice, conflict

resolution and reconciliation.



**Shiang-Yi Lin** is a third-year doctoral student working with Dr. Dominic Packer at Lehigh University. She received a MS in Social Psychology from Taiwan's Chung-Cheng University, and worked as a research associate on public issues before

coming to U.S. Her primary line of research investigates how biased attribution processes of group behaviors function as an antecedent of ingroup favoritism. A second line of interest explores how institutional trusts influence biases toward or discrimination against outgroup members.



**Yi Liu** is a Ph.D. candidate at the Department of Psychology, Peking University in China. She is interested in social neuroscience, especially self-related processing and how the neural representation of self affects

individual's performance during social interaction. Recently, she focuses on how oxytocin, a neurotransmitter, modulates neural activity of self-processing and how cultural orientation interacts with oxytocin to modulate self-related neural activity. She published her findings in Biological Psychology etc.



**Xiaoming Ma** completed double degrees in Psychology and Chemistry at Peking University, and is currently in her fifth year of her Ph.D. work in Social Psychology at the University of Wisconsin-Madison. Working with Dr. Yuri Miyamoto, she researches culture

and emotion—specifically, how people's lay beliefs about emotions, shaped by cultural contexts, influence their emotion regulation strategies and subsequent performance on incoming tasks. She is also interested in how ideology (multiculturalism vs. colorblindness) impact intergroup relations.



**Vaishali Mahalingam** is a doctoral researcher in psychology, based at the The Psychometrics Centre, University of Cambridge. Her research focuses on people's decision making behaviour under various contexts. For example,

what kind of decisions do people make when faced with potentially life-threatening situations? Similarly, does exposure to violence in the media influence consumer choices that follow?



**Jes Matsick** At the University of Michigan, I work with Dr. Terri Conley and Dr. Denise Sekaquaptewa as a student in the Psychology and Women's Studies Ph.D. program. My primary line of research examines

minorities' perceptions of dominant groups (e.g., stereotypes about heterosexuals as held by LGBTQ-identified people). Specifically, I evaluate the function of "upward" stereotypes. I also have interest in examining presumed gender differences in sexuality and recruitment strategies to promote diversity in STEM domains.



**Ryuji Matsumoto** I am a first year graduate student at the University of Tokyo, studying with Dr. Kaori Karasawa and her former student Dr. Takumi Watanabe. My research interests focus on the social roles of

belief in free will. For instance, I have conducted several experiments examining the effects of belief in free will on aggression. Additionally, I'm empirically investigating what concept is a threat to our belief in free will, discussing with philosophers.



**Gideon Mazambani** is a doctoral candidate in the Social Research lab at Texas A&M University-Commerce. He holds a Bachelor of Science degree in Computer Information Systems and a Master of Science degree in Computer Science with an emphasis in distributed computing and data mining. Gideon is currently working on his dissertation investigating the propagation of memes in virtual communities. Broadly, his research interests involve the use of big data to test theoretically based hypotheses.



**Darren McGee** I am a second year PhD student at the University of Kent and I am interested in social emotions, namely shame and guilt, and how they relate to different social relationships. More specifically, I am interested in how these emotions differ in relation to different social structures, e.g. vertical and horizontal, and how these social relationships differ relative to internal and external orientations.



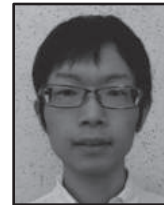
**Chanel Meyers** is a 2nd year graduate student at the University of Hawaii, working under Dr. Kristin Pauker. Her research interests are broadly in race perception and cultural psychology. Specifically, multiracial group members and issues that pertain to this population, including, but not limited to: well-being and inter/intra-group relations, self-identity, and perception. She is also interested in how environment and culture interact within these issues in all populations.



**Lauren Ministero** I am a third-year doctoral student at the University at Buffalo working with Dr. Michael Poulin. My research focuses primarily on prosocial behavior. I am specifically interested in exploring the psychological factors that motivate people to differentially help one versus many victims in situations of large-scale human suffering. Additionally, I am interested in the social-cognitive underpinnings of helping behavior as well as related emotion-regulation processes.



**Chelsea Mitamura** My research explores the benefits and disadvantages of racial/ethnic diversity vs. homogeneity in schools. One major goal is to develop an understanding of the learning/social obstacles posed by framing diversity in terms of affirmative action and to mitigate these obstacles by reframing the setting in ways that cultivate positive outcomes for all students. I am simultaneously exploring the influence of individual differences in diversity beliefs on educational climate and minority/majority student experience.



**Yuki Miyagawa** is a doctoral student at Tezukayama University working under the supervision of Dr. Junichi Taniguchi. Yuki's research focuses primarily on self-compassion. He investigates whether it functions as an adaptive self-attitude in Japanese culture, which values *amae* and self-criticism. His previous research revealed that Japanese benefit from self-compassion, evaluate it positively, and distinguish it from *amae* toward the self. Based on this result, he is currently interested in cultivating self-compassion in Japan.



**Ariel Mosley** received her BA in psychology in 2014 from CSU Sacramento, and she is a first year doctoral student at the University of Kansas. She is a McNair Scholar, a Yale University Leadership Alliance Fellow, and a Sally Cassanova Fellow. She is interested in processes of stereotyping, prejudice, discrimination, and stigma internalization under an existential perspective. Currently, her research examines how individuals assimilate to and derive meaning from traditional gender norms and ideologies.



**Aaron Moss** is a second year graduate student working with Dr. Laurie O'Brien at Tulane University. His research seeks to understand how people make judgments about what constitutes prejudice. In one line of research, he examines what information people use to decide whether a behavior is discrimination. In another line of work, he focuses on understanding how people think about their own prejudice, specifically how people maintain the belief they are free of prejudice.



**Sohad Murrar** is a third year Ph.D. student of social psychology at the University of Wisconsin-Madison. She received her B.A. from Northwestern University and M.A. from the University of Chicago. Her research focuses on group and inter-group processes involving prejudice and identity formation, social interventions, prejudice reduction, and entertainment education. In addition to becoming a professor, she aims to advance the research on prejudice reduction by developing and testing interventions for use in real-world settings.



**Emily Carstens Namie** is a second year graduate student in Montana State University's psychological science master's program. She is currently studying affect and expectation/placebo responding with her primary focus on the development of a scale intended to measure an individual difference shown to moderate expectation effects. Emily received her BA from Washington State University, summa cum laude, in a social science with dual concentrations in psychology and criminal justice.



**Brandon Ng** is a PhD student in Social Psychology at the University of Virginia, where he works with Jamie Morris and Shigehiro Oishi. His research employs a cultural neuroscience perspective to investigate the neural and psychological mechanisms underlying threats to belonging – namely, social exclusion, identity denial, residential mobility, and intergroup prejudice. Brandon graduated Phi Beta Kappa from Northwestern University, where he worked with Joan Chiao and Wendi Gardner, exploring how cultural values influence emotional memory.



**Harrison Oakes** is a first-year master's student in the Social Psychology program at the University of Waterloo. He is interested in masculinity threat and its link to homophobia among heterosexual men, covert manifestations of homophobia in society, and issues faced by aging LGBTQ community members. He is currently working with Drs. Igor Grossmann and Hilary Bergsieker on the effects of status differences on wise reasoning and the impact of strategic communication on impression formation, respectively.



**Yuji Ogiwara** received his M.A. from Kyoto University in 2012, and he is now a PhD candidate at Kyoto University. He is interested in how cultural changes affect human psychology and behavior. Specifically, he is examining how individualization in Japan influences interpersonal relationships and subjective well-being.



**Maria Eugenia Panero** is currently a 2nd year psychology doctoral student at Boston College with the Arts and Mind Lab, under the supervision of Dr. Ellen Winner. Her main research interest includes personality traits of actors (e.g. hypnotizability, dissociation, and absorption) and whether acting could assist non-actors with empathy, theory of mind, and emotion regulation. She was born in Argentina and moved to the United States when she was 7 years old.



**Yaritza Perez** Bio not available.



**Yopina Pertiwi** studies about intergroup relation and social cognition, and how these concepts work in different cultural settings. Yopina is a second year graduate student of Experimental Social Psychology at University of Toledo under the supervision of Dr. Yueh-Ting Lee and a Fulbright Scholar from Indonesia. She received her BA in Psychology from University of Gadjah Mada, Indonesia and she is also a researcher at the Center for Indigenous and Cultural Psychology in Indonesia.



**Christopher Petsko** is a first-year student in social psychology at Northwestern University, where he works with Galen Bodenhausen. Broadly, Chris is interested in gender- and orientation-based stereotypes, and how these stereotypes bias our mental representations of out-groups.



**Anna Pope** is a doctoral candidate at Saint Louis University expected to graduate in May 2015. Anna's primary research interests center on the interaction of morality and religion to produce viewpoints and actions that may seem biased or discriminatory.

Additionally, Anna's work includes research into the reasons behind prejudice towards specific outgroups and the effectiveness of interventions aimed at including and assisting sexual minority groups.



**Corin Ramos** I am an activist. My work reflects my passion and my desire to cause social change. My research focuses on relevant current topics and events. I examine the effect of interethnic ideologies on stereotyping using implicit measures. My studies

on identity threat observe how discriminatory laws like Arizona's SB1070 affect Latinos' ethnic and American identity and how those changes impact civic engagement, such as protesting and voting.



**Dongning Ren** is a PhD student working primarily with Dr. Kip Williams at Purdue University. Her research focuses on social pain, or the hurt feelings caused by social ostracism. In particular, she examines potential moderators of ostracism

effects and consequences of ostracism. She also studies the happy side of social interaction - close relationships. Specifically, she is interested in both situational factors (e.g. taste sensations) and individual differences' (e.g. attachment style) impact on romantic judgments.



**Barbara Wood Roberts** is a second year PhD Student in Idaho State University's Experimental Psychology Program. Her research interests are accuracy of perspective-taking, health disparities, and cross-cultural methodology. Ms. Wood Roberts is

also a course developer in cultural psychology curricula. Her two most recent (and favorite) courses are "Humanity in Psychology," and "Culture and Intelligence." She holds a Master of Science in Higher Education and a Master of Arts in Communication.

**Achala Rodrigo** Bio not available.



**Gina Roussos** is a second-year graduate student in Yale's social psychology program. She works with Jack Dovidio and Yarrow Dunham. Before coming to Yale, she got her B.S. in psychology from the University of

Pittsburgh. She is interested in how individuals' prejudices and stereotypes develop and evolve during childhood and how adults' and children's attitudes and beliefs about stigmatized social groups can be altered by exposure to the media.



**Julian Rucker** is a first year doctoral student at Northwestern University, advised by Drs. Jennifer Richeson and Mesmin Destin. He is primarily interested in factors that influence perceptions of, and subsequent efforts to address, social inequality. Julian

graduated from The University of Texas at Austin with a B.A. in Psychology and served as a lab manager for the Mind & Identity in Context Lab at Indiana University before coming to Northwestern.



**Thomas Saltsman** I am a second year doctoral candidate working under Mark Seery, Ph.D. at the University at Buffalo, The State University of New York. Through a range of methodological approaches, including cardiovascular psychophysiological measures, my research broadly

examines processes of choice, decision-making, and moral reasoning. Specifically, my current interests focus on the experience of choice overload, as well as the motivational processes underlying prosocial intentions and behavior.



**Nicholas Santascioy** is a fourth-year doctoral student. He received his BA in psychology from the University of California at Berkeley. His research emphasizes the catalyzing effect of social cognition (stable beliefs and transient appraisals) on the social psychology of bias. For example, in

one line of work, he examines how lay causal beliefs of stereotyping impact people's total psychological response (cognitive, conative, affective, and behavioral) to their own and others' bias.



**David Sparkman** was born and raised in southeastern Michigan, and attended Eastern Michigan University to double major in Psychology and History. As an undergraduate, David pursued research investigating the link between disgust and morality.

Currently as a second-year PhD student at the University of Arkansas, David is working with Dr. Scott Eidelman and researching the motivational, cognitive, and political attitudinal consequences of intergroup contact and exposure to diverse others.



**Vivian Ta** is a 2nd year doctoral student at the University of Texas at Arlington's experimental psychology program. Her research focuses on latent semantic similarity in initial dyadic interactions in both online and face-to-face interactions. In addition, she is active in research pertaining to personality and mate attraction. Vivian also has a passion for teaching statistics and has instructed statistics courses in both academia and industry.



**Kenneth Tan** grew up in Singapore and received his BA from the National University of Singapore. He is currently a doctoral student at Purdue University working with Dr. Christopher Agnew and Dr. Ximena Arriaga. Kenneth's primary research interests revolve around close relationships, in particular commitment, partner perceptions and relationship dissolution. After earning his degree, Kenneth plans to pursue a career in academia where he can further develop his research program and teach.



**Mingxuan Tan** I was born and raised in Mianzhu, Sichuan in southwestern China. I received my B.S. in Psychology from Beijing Normal University in Beijing, China, in 2009. I'm currently a doctoral candidate at Syracuse University, working with Dr. Leonard S. Newman. I am interested in research on the role of the self as the motivational force in social cognition. I have recently been examining the factors that affect how individuals process self-related information.



**Pirathat Techakesari** was born and raised in Bangkok, Thailand. He is currently a second-year graduate student at the University of Queensland, Australia. His research focuses on the role of cross-group contact in facilitating (or disabling) prejudice, collective action engagement, physical health and psychological well-being among racial and sexual minorities.



**Michael Thai** is a PhD candidate at The University of Queensland, Australia. His research broadly focuses on understanding racial minority group members' responses to prejudice and discrimination. His primary line of research explores the psychological strategies that Asian westerners use to navigate a society in which they are perpetually perceived as

foreigners. He is also interested in the potential negative ramifications of cross-group friendships for racial minority groups.

**Ronald Thomas** is a second year graduate student at WVU working with Dr. Natalie Shook. His research interests include disgust sensitivity and the association it has to various aspects of personality, in addition to how it may differ in different populations. He is a life-span developmental student and is excited to be able to provide a fresh perspective to social psychology as a field.



**Yoi Tibbetts** is a second-generation Asian-American Ph.D. student at the University of Wisconsin-Madison. Growing up, Yoi lived in Boston, Illinois, Kentucky, and California before graduating from Swarthmore College. After graduating, Yoi spent two years working with Professor Ann Renninger to optimize a summer science program designed for inner city youths from Philadelphia. His research interests include school-based interventions addressing academic achievement gaps, motivation, and the effects of social stratification. His current advisor is Judith Harackiewicz.



**Carlie Trott** is a fifth year Applied Social Psychology Ph.D. student at Colorado State University. Her research examines experiences with, and perceptions of structural inequalities (e.g., gender in educational and health contexts) as well as social movement participation (e.g., feminist activism). She is particularly interested in the consequences of alienation and distrust in institutions (e.g., government, universities)—and, more generally, views of authorities and experts—on individuals' political values and behaviors.



**Christina Tworek** studies children's cognitive and social development at the University of Illinois with Dr. Andrei Cimpian and Dr. Eva Pomerantz. Her research with Dr. Cimpian examines how children's and adults' intuitive thinking shapes their understanding of morality, norms, and social groups. In collaboration with Dr. Pomerantz and Dr. Cimpian, Christina is investigating how children's beliefs about ability are shaped by parents' language, and how these beliefs influence their achievement-motivation and success.





**Stephanie Vezich** is a fifth-year student in the Social Psychology PhD program at UCLA, working with Matt Lieberman and Noah Goldstein. Before arriving at UCLA, she earned a BA and MA at Stanford University. Her research uses fMRI to understand the cognitive processes underlying persuasion and social influence.



**Ishabel Vicaria** is a first-generation Cuban-American from Miami, Florida currently pursuing a PhD at Northeastern University. Her research focuses on changes in socioemotional experiences and perceptual processes throughout the adult lifespan. Her passion for psychological research was kindled at Stetson University, and was further developed in a Master's program at the University of Edinburgh. Isha hopes to be a good representative of the Hispanic culture in higher education through her research, teaching, and community outreach.



**Brandilynn Villarreal** is a fifth year graduate student in the Department of Psychology and Social Behavior at the University of California, Irvine. She earned a master's degree in Clinical Psychology in 2009 and is currently collecting data for her dissertation. Her research interests include motivation, self-regulation, and lifespan psychology, with a special emphasis on the transition to adulthood.



**Tuong-Van Vu** has recently started working towards her PhD at the VU University Amsterdam in the Netherlands. She has an undergraduate degree in liberal arts and sciences with a focus on linguistics and psychology from Utrecht University, and a graduate degree in social psychology from the VU. Her research interests are the relationship between one's cultural orientations (& cultural mindsets) and one's understanding of others' thoughts and feelings (theory-of-mind, mind-reading, & perspective-taking).



**Sarah Ward** is currently in her third year in the doctoral program at the University of Missouri-Columbia, where she collaborates with Dr. Laura King. Her research primarily investigates how individual differences, particularly religiosity and reliance on intuitive processing, influence moral behavior and judgments. In another line of research,

she examines how attention to the self influences perceptions of meaning in life.



**Keelah Williams** is a 5th-year graduate student in the joint J.D./Psychology Ph.D. program at Arizona State University, and Editor-in-Chief of the Arizona State Law Journal. Her research applies an evolutionary, affordance management approach to social perception. Current projects explore the impact of ecological factors (e.g., resource availability, sex ratio, pathogen prevalence) on stereotype content, endorsement of the death penalty, and the use of race, sex, and age stereotypes in judicial decision-making.



**Jarryd Willis** is a Social Psychology instructor & PhD-Candidate at the University of Texas at Arlington. His research focus is Political Psychology and he is currently studying Inter-party Compromise. Jarryd is the Creator and President of Dream Factory, a campus organization devoted to encouraging, promoting, and supporting the education of undocumented and DACAmented students. Finally, Jarryd presented for TEDxUTA on the issue of bullying, social pain, and self-harm.



**Matthew Wilmot** is a first-year PhD student at the University of Waterloo. His research interests encompass the realm of social perception in intergroup contexts with a focus on how stigmatized members manage their interpersonal relations with in-group and out-group members. With an interest in the changing demographic landscape, Matthew investigates how intergroup phenomena interact with existing social and professional networks to affect individual efforts in forming intercultural ties between friends.



**Leigh Wilton** is a doctoral candidate in Social Psychology at Rutgers University. Leigh maintains three research lines, all of which examine the social-contextual factors that influence diversity in groups and the self. Specifically, she explores how situational cues and personal beliefs influence: (1) diversity outcomes in group contexts; (2) perception of biracial individuals; and (3) identity, performance and biased at the intersection of race and gender. Leigh received her BA in Psychology from Princeton University.

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**Maurice Yearwood** is a third-year PhD student at the University of Cambridge, where he also completed an MPhil in Social and Developmental Psychology. He holds a Bachelor of Science in Business Management and Marketing, as well as an MBA in Finance; both with Honors from Long Island University. His nine years work experience in the world of Finance inspires his research on work motivation, passion pursuit and employee well-being.



**Nelson C. Y. Yeung** received his BA and MPhil in Psychology at the Chinese University of Hong Kong. He is currently a PhD candidate in Social Psychology at the University of Houston. His research interests include psycho-oncology, couples' adaptation to chronic illnesses, posttraumatic growth, and relationship between masculinity norms and men's health. His goal is to further understand these research areas by examining how psychological processes and cultural factors affect health outcomes among Asian populations.



**Amy Yeung** completed her Honours B.A. in Psychology at the University of Waterloo, Canada, where she was under the supervision of Dr. Aaron Kay and studied the role of system justification motivation in people's rejection of feminism. She is currently a fifth year Ph.D. student at the University of Waterloo under the mentorship of Dr. Richard Eibach, with whom she studies lay people's misconceptions of and biases about benevolent sexism.



**Tara Young** I am a first year master's student at New Mexico State University. I work under Dr. Michael Marks on research regarding sexual health decision making and human sexual behavior. We are currently working on a project involving condom purchasing stigma and emotions related to condom purchasing situations. I also work with Dr. Angela Pirlott from the University of Wisconsin-Eau Claire on mate preferences across sexual orientation groups.



**Michelle Zad** is a graduate student at the University of Denver. She received a BA in social anthropology from UCLA and an MA in psychological anthropology from the University of Chicago. Michelle is primarily interested in investigating the primacy

of behavioral forecasting (social prospection) in social cognition.



**Vanessa Zavala** received a B.A. in Psychology with a minor in French from DePaul University in 2012. Currently, Vanessa is a 3rd year Ph.D. student at the University of California, Los Angeles, where she studies in the Social Relations Lab under Yuen Huo. Her research, funded in part through the Cota-Robles Graduate Fellowship, examines how perceptions of future changes to ethnic/racial group status affects perceptions of threat and belonging in whites and Latinos.



**Mircea Zloteanu** is a graduate student in the Experimental Psychology department at UCL. His research relates to nonverbal communication and deception detection, focusing on uncovering the diagnostic value of the nonverbal behaviours that people exhibit when communicating. His PhD aims to uncover the importance of emotional and cognitive cues in deception detection. Areas of interest expand to the study of body postures, facial expression recognition, judgement and decision making and emotions.



**Linda Zou** is a second-year PhD student in the University of Washington's social psychology program working with Dr. Sapna Cheryan and Dr. Cheryl Kaiser. She earned her BA in Psychology from the College of William & Mary in 2012. She is broadly interested in the dynamics of racial prejudice, stereotyping, and status. Her current research investigates how the experiences of racial minorities may be systematically predicted by the distinct but intersecting dimensions of inferiority and foreignness.



# 2014 Diversity Fund Undergraduate Registration

## Award Winners

Ogue Addeh  
Fabian Alvarez  
Tarsha Arkoh  
Ruby Barraza  
JoEllen Blass  
Christine Boodie  
Kevin Castro-Moino  
Nathan Cheek  
Keer Chen  
Natarshia Corley  
Michael Curtis  
Abraham Dickey III  
Arielle Domenech  
Katherine Finnigan  
Catalina Flaño  
Kristie Garza  
Adriana Germano  
Aaliyah Gibbons  
Maryam Gooyabadi  
Kristophe Green  
Helena Hassen  
Maxwell Hong  
Rhea Howard  
Jordan Huzarevich  
Dahanah Josias Sejour  
Kristy Kay  
Karen Key  
Dasom Kim  
George Knaysi  
Ebony Lambert

Sebastian Lema  
Wenbo Lin  
Daniel Lopez-Chavez  
Juliana Manrique  
Gabriela Manzo  
Joel Martinez  
Laura McLaughlin  
Yu Men  
Brittany Mihalec-Adkins  
Aneta Molenda  
Linnea Ng  
Sara Ortiz-Cubias  
Anthony Osuna  
Kyle Pasquariello  
Amanda Perez  
Tyler Plogher  
Rasika Rajagopalan  
Ramyaa Ravichandra  
Matthew Riccio  
Shanila Sattar  
Ann Shangraw  
Sue Song  
Lawrence Tello  
Cynthia Texidor  
Derrick Till  
Brittany Torrez  
Aeroelay Vinluan  
Jake West  
Alanna Wormwood  
Gary Xia

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# Symposia and Special Session Grid

## Friday, February 27, 2015 – Morning Sessions

Location	GSC Symposium 8:15 am – 9:30 am	Session A 9:45 am – 11:00 am	Session B 11:15 am – 12:30 pm
Grand Ballroom A			S-B01: Data Blitz
Grand Ballroom B		S-A01: New Insights Into Scientific Integrity in the Practice of Personality and Social Psychology	S-B02: Data 2.0: Big Data Insights into Emotion, Altruism, Friendship, Happiness, and Health
Promenade Ballroom 104A		S-A04: The science of mindfulness in social and personality psychology	S-B04: When wanting is not enough: How affect and cognition promote success at self-control
Promenade Ballroom 104B		S-A05: Adapting to the Culture of College: A Cultural Psychological Perspective on First Generation College Students	Forum: Meeting the Needs of Faculty at Predominately Teaching Institutions
Promenade Ballroom 104C		S-A06: Bringing Sleep to Social Psychology: Considering the Effect of Sleep on our Emotions, Relationships and Intergroup Relations	S-B05: Perceiving the partner: How beliefs about others shape the relationship experience
Room 101AB		S-A02: What Neuroscience Can Tell Us About the Psychology of Well-being	
Room 102ABC		S-A03: Emotion Regulation is an Interpersonal Phenomenon	
Room 103A			S-B03: Social Psychology Everywhere: Bridging the Gap Between Industry and Academia (PANEL DISCUSSION)
Room 201A	Preparing for the Academic Job Market: From Start to Finish	S-A07: Life in transition: Implications of common adulthood changes on intra- and interpersonal adjustment.	S-B06: How Multi-Method Assessment of Personality Can Enhance Research on Behavior, Development, and Outcomes
Room 201B		S-A08: The Psychology of Gift Giving and Receiving	S-B07: Spontaneous Thoughts and Images
Room 202ABC		S-A09: Female Aggression: The Often Overlooked, but Functionally Sophisticated, Ways Women Compete	S-B08: Power Impacts Social Identity and The Self-Concept
Room 203ABC		S-A10: The Politics of Inequality and the Inequality of Politics	S-B09: The Origins and Consequences of Reciprocity

## Friday, February 27, 2015 – Afternoon Sessions

Location	Session C 2:00 pm – 3:15 pm	Session D 3:30 pm – 4:45 pm
Grand Ballroom A	S-C01: Putting the "Social" Into Social Psychology	S-D01: Presidential Address: Improving Research, Education, and Application in Personality and Social Psychology: Saving the Baby as We Throw Out the Bathwater
Grand Ballroom B	S-C02: Finding Patterns in a Maze of Data: Four Examples of Building Broad, Integrative Models	S-D02: Finding Psychological Signal in a billion Tweets: Measurement through the Language of Social Media
Promenade Ballroom 104A	S-C04: Hot Topics in Ovulatory Cycle Research: Empirical Syntheses, P-curves, and New Theoretical Directions	S-D05: Functional self-regulation strategies can lead to health hazards: Exploring the dark side of self regulation
Promenade Ballroom 104B		
Promenade Ballroom 104C	S-C05: Connecting and Cutting Social Ties: The Forces That Bind People Together and Tear Them Apart	S-D06: Beyond the Self in Health: Studying Relationships Where They Matter Most
Room 101AB		S-D03: Happy Money 2.0: New Insights into the Relationship between Money and Well-Being
Room 102ABC		S-D04: The Upsides of Negativity: Surprising Benefits Come from Unpleasant, Aversive, or Problematic Starts
Room 103A	S-C03: The psychophysiology of high social standing: (Dys-)functional responses to power and status	
Room 201A	S-C06: Examining the Role of Individual Differences in Physical and Mental Health	S-D07: Personality and place: New perspectives on person-environment links
Room 201B	S-C07: Terra Forma: Novel Insights into How Ecology Shapes Cognition and Behavior	S-D08: Finding Fault in Failure: Mentalizing in evaluations and experiences of failure
Room 202ABC	S-C08: Flexible automaticity: New approaches to understanding social and contextual influences on implicit evaluation	S-D09: The Ethicist in the Crib: Evolutionary, Sociocultural, and Cognitive Influences on the Developmental Emergence of Norms
Room 203ABC	S-C09: Cheater detection: The interplay of personality, motivation, and social cognition	S-D10: Developments in Political Identity Among Latino Immigrants

# Symposia and Special Session Grid

## Saturday, February 28, 2015 – Morning Sessions

Location	Session E 9:45 am – 11:00 am	Session F 11:15 am – 12:30 pm
Grand Ballroom A	S-E01: The meaning of life: Empirically assessing self-actualization, well-being and satisfaction	S-F01: Data Blitz
Grand Ballroom B	S-E02: Innovative Methods for Studying Daily Life: New Tools, Challenges, and Issues	S-F02: Think Big! Dig Deeper!: Big Data in Social-Personality Psychology
Promenade Ballroom 104A	S-E05: Mindfulness and Mind-Wandering: Pros, Cons, and their Surprising Complementarity	
Promenade Ballroom 104B		S-F05: People Perception: Visual Bases of Evaluating Groups
Promenade Ballroom 104C	S-E07: It's Not Just You and Me: How Social Relationships Outside a Couple Impact Processes Within the Couple	S-F06: From Armistice to Synthesis: Emerging Research at the Intersection of Evolutionary and Relationship Science
Room 101AB		
Room 102ABC	S-E03: Temporal dynamics of emotion and emotion regulation	S-F03: Beliefs about emotions: Outcomes at the individual, interpersonal, and cultural levels
Room 103A	S-E04: It's not just about you: The impact of others on perceptions, behavior, and outcomes in social interactions	S-F04: When People Are Objective and Others Are Biased: The Latest Social, Cognitive, Developmental, and Personality Findings on the Bias Blind Spot
Room 201A	S-E08: Challenges of old age: Explaining Personality Development in Advanced Age	S-F07: Using R Statistical Software for Social Science Research
Room 201B	S-E09: Where do Thinking Styles Come From and Why do They Matter? Predictors and Consequences of Analytic-Holistic Cognition	S-F08: Social decision making: A tale of fairness and efficiency
Room 202ABC	S-E10: Identity, belief, and environmental action: The link between environmental identity/belief and environmental behavior and influence of social and cultural factors	S-F09: What Makes for Effective Intergroup Bias Reduction? How to Create Change That Matters
Room 203ABC	S-E11: When, Why and How People Advocate	S-F10: Bringing thought experiments to life: Perspectives on the essence of identity from psychology and philosophy

Award  
Recipients

Symposium  
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## Saturday, February 28, 2015 – 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
Grand Ballroom A	S-G01: The Future of Personality and Social Psychology		
Grand Ballroom B	S-G02: Computational Social Science: Bridging computer science and social psychology	S-H01: Statistical Power and Optimal Design Principles for Improving the Efficiency of Psychological Research	S-I01: A Practical Guide to Navigating Our Transitioning Science
Promenade Ballroom 104A			
Promenade Ballroom 104B	S-G05: Gender Inequality in STEM: Making connections and overcoming stereotypes	S-H05: Detecting and Responding to Inclusion Cues: Implications for Racial Minorities	S-I05: Cultural Psychological Approaches to Intergroup Relations
Promenade Ballroom 104C	S-G06: The benefits and costs of support in close relationships	S-H06: Social Support and Goal Pursuit: A New Perspective	
Room 101AB		S-H02: Economic Inequality, Income Mobility, and Well-being	S-I02: Health Related Decisions: Understanding Patient Choice and Well-being through the Lens of Social Psychology
Room 102ABC	S-G03: The Positive Cost: Personal and Social Costs to Experiencing and Expressing Positive Emotion	S-H03: Is Ignorance Blissful or Stressful?: Documenting Ambivalence Towards Uncertainty	S-I03: Motivational psychophysics
Room 103A	S-G04: Overconfidence: New Insights into Its Roots and Consequences	S-H04: Bias Contagion: Evidence of the Spread of Social Bias Through Subtle Social Cues	S-I04: A big helping of humble pie: Novel benefits and new methods for cultivating humility
Room 201A	S-G07: Accuracy in Perceiving Others: New Findings and Theoretical Advances	S-H07: The Development and Importance of Self-Concept Clarity in Adulthood	S-I06: Does Deviance Breed Inspiration? The Role of Diversifying Experiences and Deviant Personality on Creativity
Room 201B	S-G08: Could Focusing on the Self Make you a Better Person? The Role of Self-Focus in Moral Judgment and Behavior	S-H08: More Money, More Problems? The Powerful Effects of Money on Work, Generosity, Cognition, Emotions, and Taking Care of the World	S-I07: Multilevel and multi-method approaches to understanding how pathogens shape psychology
Room 202ABC	S-G09: Challenging misconceptions about the psychology of food choice	S-H09: Understanding the Dynamics of Beliefs in Genetic and Racial Essences	S-I08: Responses to Dominance Behavior in Others: The Good, the Bad, and the Threatening
Room 203ABC	S-G10: Modeling Morality: Harnessing Computational Models and Big Data to Study Good and Evil	S-H10: Psychological Pitfalls in Social Policy (and How to Fix Them)	S-I09: The Role of Disgust in Morality: It's Complicated

# Symposia and Special Sessions

## GSC Special Session

Friday, February 28, 8:15 am - 9:30 am

### Symposia Session GSC-1

#### PREPARING FOR THE ACADEMIC JOB MARKET: FROM START TO FINISH

Saturday, February 28, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104B

Chair: Kaitlyn Werner, University of Victoria

Co-Chair: Alexandra Lord, Washington University in St. Louis

The purpose of this symposium is to guide graduate students through the academic job market in social/personality psychology. Topics will include how to decide which jobs to apply, how to effectively present yourself, how to construct teaching and research statements, and how to give an effective job talk.

#### ABSTRACTS

#### BEGINNING THE ACADEMIC JOB SEARCH PROCESS: TARGETING POSITIONS, SECURING LETTERS, AND ORGANIZING MATERIALS

Jeremy P. Jamieson<sup>1</sup>

<sup>1</sup>University of Rochester

The transition from graduate school or postdoctoral appointment to a faculty position can be daunting. In this session we will cover the beginning stages of the academic search process. First, applicants must find and target positions to apply for. This requires a realistic assessment of one's strengths and weaknesses, and knowledge about different types of institutions and faculty positions. Second, applicants must secure letters of recommendation well in advance. Thought needs to be put into who the specific referees are and avoiding potential "kiss of death" scenarios. Third, initial stages of the job search process require a high degree of organization and planning on the part of the applicant. There is no "human resources" agent helping to compile all your materials, you alone are responsible. The goal of this session is to start applicants on the path towards a successful job search.

#### SELF-PRESENTATION ON THE ACADEMIC JOB MARKET: CV PREPARATION, PERSONAL WEBSITES, AND SOCIAL MEDIA

Danu Anthony Stinson<sup>1</sup>

<sup>1</sup>University of Victoria

Self-presentation on the academic job market is a challenging balancing act because of the diverse skill-set required to excel in a faculty position. Applicants must sell their desired qualities through self-promotion, but must be careful not to seem narcissistic. Applicants must highlight their individualistic academic and research skills, but must also emphasize their collectivistic interpersonal skills and collegiality. Adding a unique challenge for job-seekers in the small world of social/personality psychology, many of these impressions are formed in advance of the interview, through word of mouth, your CV, and your social-media presence. In this talk, I will discuss some of the ways that you can work to successfully navigate these challenges by fostering connections with others, by creating a comprehensive and clear CV, and through skilled use of the internet and social media.

#### PREPARING TEACHING AND RESEARCH STATEMENTS

Serena Chen<sup>1</sup>

<sup>1</sup>University of California, Berkeley

You've written a personal statement to get into graduate school, but now you're preparing for the big leagues and your skills and experiences have changed a lot since then. How do you craft teaching and research statements that will appropriately encapsulate what your interests, talents, and accomplishments are and make you a competitive job candidate? In this presentation, I will discuss the essential content of teaching and research statements and how to use the content to provide evidence of a cohesive program of research, of your "fit" in an institution, of your teaching effectiveness, and of your long-term potential. I will also address some do's and don'ts in terms of content, planning, writing, and revising. Lastly, I will discuss how you might tailor your statements for different institutions and types of positions.

#### INTERVIEWING AND GIVING A KILLER JOB TALK

Paul Eastwick<sup>1</sup>

<sup>1</sup>University of Texas at Austin

The prospect of giving your first academic job talk can be scary, even if you are generally comfortable in interview settings, and it can be hard to know exactly what to expect and how to prepare. Fortunately, there are several things that anyone can (and should) do to maximize the likelihood of making a positive impression on prospective colleagues. This talk will focus on what you can do in the weeks leading up to the job talk, both in terms of calibrating your expectations and taking concrete steps that will put you in the best position possible to nail the interview. Topics will include: What and whom to research before your visit, questions you are likely to get, questions you should be prepared to ask, how to craft an impressive and coherent job talk, and the wisdom of adapting your presentation for your audience.

## Symposia Session A

Friday, February 27, 2015, 9:45 am - 11:00 am

### Symposia Session S-A1

#### NEW INSIGHTS INTO SCIENTIFIC INTEGRITY IN THE PRACTICE OF PERSONALITY AND SOCIAL PSYCHOLOGY

Friday, February 27, 2015, 9:45 am - 11:00 am, Grand Ballroom B

Chair: Jon Krosnick, Stanford University

Co-Chair: Lee Jussim, Rutgers University

During the last year, NSF's SBE Directorate hosted a workshop on scientific replication, and CASBS hosted a year-long working group focused on the issue, as did President Obama's P-CAST. This symposium will present a review of the insights gained from these efforts and point to directions for improving scientific practice.

#### ABSTRACTS

#### GENERAL LESSONS LEARNED ABOUT BEST PRACTICES FROM AN EXAMINATION OF IMPLICIT PREJUDICE

Hart Blanton<sup>1</sup>

<sup>1</sup>University of Connecticut

Almost 50 years ago, Wicker (1969) noted that attitude measures rarely predicted behavior and caused a crisis in attitude research. Social psychologists therefore developed new methods and theories

to confront the challenges that Wicker highlighted. But the implicit attitude literature has largely ignored those insights. Questionable inferences have been made using implicit attitude measures in educational, organizational, and legal settings. And researchers will continue to reach misleading conclusions unless we deal with the psychometric limitations of implicit measures, including (1) misidentified measurement and causal models, (2) treatment of arbitrary psychological metrics as if they are meaningful, and (3) psychological assessments that fall short of standard psychometric conventions. I will close by discussing how these problematic approaches may occur in other domains of inquiry as well as by identifying some forces that might cause unusually weak methods to inspire unusually strong enthusiasm and by suggesting ways of improving scientific inquiry.

### THE "WOW EFFECT": DATA INTERPRETATION AND SCIENTIFIC STORY-TELLING AS ISSUES OF RESEARCH INTEGRITY

Lee J Jussim<sup>1</sup>

<sup>1</sup>*Rutgers University*

Data misinterpretation is an under-recognized threat to the integrity of psychology. Remarkably often, false conclusions have been reached on the basis of statistically and methodologically pristine research due to apparently motivated misinterpretation by scientists. Many incentives encourage researchers to propose "Wow Effects," which are apparently innovative and groundbreaking findings, yet many such effects are false. This talk reviews questionable interpretive practices (QIPs) that have yielded and perpetuated distortions in the "received wisdom" of social psychology: 1. Cherry-picking. Giving selective preference to findings that supports Wow Effects and blind spots (ignoring or dismissing findings suggesting that such effects are weak or irreplicable). 2. Mythmaking. Touting small and difficult-to-replicate effects as Wow Effects, and dismissing large and broadly replicable effects as uninteresting or unimportant if they contest Wow Effects. 3. Double standards. Reaching mutually exclusive or logically incoherent conclusions if both support Wow Effects. Examples from research on stereotypes and expectancy effects will be discussed.

### SCIENTIFIC INTEGRITY: THE PROBLEM IS MUCH BIGGER THAN WE THINK

Jon A Krosnick<sup>1</sup>

<sup>1</sup>*Stanford University*

This presentation will offer comprehensive (and surprisingly long) lists of suboptimal scientific behaviors and instigating factors. Then the presentation will provide illustrations of a series of concerns: (1) evidence of the decline effect in many natural sciences and social sciences, illustrating the breadth of the problem, (2) evidence that effect sizes are routinely smaller in the American general public than among college students, leading to well-intentioned over-claiming by scientists, (3) statistics are routinely computed with bias toward finding significant effects, because computations do not take into account uncertainty due to participant "sampling", uncertainty due to stimulus and contextual "sampling", and clustering by experimenter, session, etc., leading to over-optimism about replicability. A matrix of proposed solutions to scientific suboptimality by instigating factors reveals mostly empty cells, meaning that we have not yet begun to implement serious investigation of strategies to improve the value of contemporary science.

### Symposia Session S-A2

### WHAT NEUROSCIENCE CAN TELL US ABOUT THE PSYCHOLOGY OF WELL-BEING

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 101AB

Chair: Jordan Leitner, University of California, Berkeley

When people encounter stressful situations, diverse regulatory mechanisms often protect psychological well-being. However, the

temporal dynamics of these mechanisms remain unclear. This symposium will present research that incorporates high temporal-resolution neural methodology to reveal the time-course of how self-regulation supports well-being.

### ABSTRACTS

#### NEURAL MARKERS OF POSITIVE REAPPRAISAL AND THEIR ASSOCIATIONS WITH TRAIT REAPPRAISAL AND WORRY

Jason S. Moser<sup>1</sup>, Rachel Hartwig<sup>1</sup>, Tim P. Moran<sup>1</sup>, Alexander A. Jendrusina<sup>1</sup>, Ethan Kross<sup>2</sup>

<sup>1</sup>*Michigan State University*, <sup>2</sup>*University of Michigan*

Positively reinterpreting negative experiences is important for psychological well-being and represents a key mechanism of therapies for emotional problems. Yet, little is known about the neural mechanisms that underlie this process and how they relate to individual differences in healthy and unhealthy thinking patterns. Here we demonstrate using event-related potentials (ERPs) that positively reappraising negative images is associated with early increases in frontal control activity and later decreases in parietal arousal-related activity. Moreover, we show that people's chronic tendencies to reappraise versus worry modulate neural activity in opposing directions—trait reappraisal predicts decreases in parietal arousal-related activity during positive reappraisal implementation whereas worry predicts increases in the same waveform. These findings provide novel insights into the neural time course of positive reappraisal. They also speak to the potential utility of neurophysiological measures as relatively inexpensive, noninvasive biomarkers that could serve as risk indicators and treatment mediators.

#### SELF-ENHANCEMENT INFLUENCES MEDIAL FRONTAL CORTEX ALPHA POWER TO SOCIAL REJECTION FEEDBACK

Jordan Blake Leitner<sup>1</sup>, Eric Hehman<sup>2</sup>, James M. Jones<sup>3</sup>, Chad E. Forbes<sup>3</sup>

<sup>1</sup>*University of California, Berkeley*, <sup>2</sup>*New York University*, <sup>3</sup>*University of Delaware*

While previous research has demonstrated that individuals are motivated to self-enhance, the neurocognitive mechanisms and temporal dynamics of self-enhancement are poorly understood. The current research examined whether self-enhancing motivations affect the perceptual processing of social feedback. Participants who varied in self-enhancement motivations received accept and reject feedback while EEG was recorded. Following this task, we measured perceptions of feedback by asking participants to estimate the number of times they were rejected. Source localization and time-frequency analyses revealed that alpha power in the medial frontal cortex (MFC) completely mediated the relationship between self-enhancement motivations and rejection estimates. Specifically, greater self-enhancement motivations predicted decreased MFC alpha power to reject compared to accept feedback, which predicted decreased rejection estimates. These findings suggest that self-enhancement motivations decrease perception of social rejection by influencing how the MFC processes social feedback.

#### SPONTANEOUS DEFAULT MODE NETWORK PHASE-LOCKING MODULATES SELF-REGULATORY PROCESSES UNDER STEREOTYPE THREAT

Chad E. Forbes<sup>1</sup>, Jordan B. Leitner<sup>1</sup>, Kelly Duran-Jordan<sup>1</sup>, Adam Magerman<sup>1</sup>, Toni Schmader<sup>2</sup>, John J.B. Allen<sup>3</sup>

<sup>1</sup>*University of Delaware*, <sup>2</sup>*University of British Columbia*, <sup>3</sup>*University of Arizona*

Individuals vary in how they cope with stress but little is known about the neural substrates of these coping processes, particularly regarding neural networks involved in self-regulation. We examined whether individual differences in self-regulatory neural processing modulated minorities' ability to cope with stereotype threat-based stressors. Resting/spontaneous EEG activity from

white and minority participants was used to predict estimates of task errors and self-doubt after completing a presumed intelligence test. We assessed spontaneous communication (i.e., phase-locking) between lateral parietal cortex (LPC), precuneus/posterior cingulate cortex (p/PCC), and medial prefrontal cortex (MPFC); three regions of the default mode network (DMN) integral for self-oriented processing. Minorities with greater LPC-p/PCC phase-locking reported more accurate error estimations. Minorities also experienced less self-doubt to the extent they exhibited greater LPC-MPFC phase-locking and reported more accurate error estimations. Spontaneous synchronization between DMN regions thus may reflect anticipatory coping mechanisms that buffer individuals from stereotype threat.

### SELF-TALK AS A REGULATORY MECHANISM: HOW YOU DO IT MATTERS

Ethan Kross<sup>1</sup>, Ozlem Ayduk<sup>2</sup>, Jason Moser<sup>3</sup>

<sup>1</sup>University of Michigan, <sup>2</sup>University of California at Berkeley, <sup>3</sup>Michigan State University

Does the language people use to refer to the self during introspection influence self-regulation? This talk will review findings from a series of studies that suggest that it does. First, we will demonstrate that using non first person pronouns and one's own name (rather than "I") during introspection enhances self-regulation in two contexts: making good first impressions (n=97) and public speaking (n=89). In both situations, judges indicated that participants who used non first person pronouns and their own names outperformed their first person counterparts. They also displayed less distress and rumination. We will then discuss the results of an ERP study (n =29), which demonstrated that non first person self-talk reduces activation in the LPP, an emotional reactivity biomarker, without enhancing activation in the SPN, a cognitive control biomarker. Our discussion will focus on whether non first person self-talk represents a relatively effortless form of self-control.

### Symposia Session S-A3

#### EMOTION REGULATION IS AN INTERPERSONAL PHENOMENON

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 102ABC

Chair: Nickola Overall, University of Auckland

Co-Chair: Jeremy Jamieson, University of Rochester

Emotion regulation is embedded in social interactions, yet is typically construed and assessed as an individual process. This symposium showcases new experimental, observational and experience sampling methods used to examine emotion regulation in live dyadic interactions. These diverse studies confirm that emotion regulation shapes, and is shaped by, interpersonal dynamics.

#### ABSTRACTS

#### RESPONSE-FOCUSED EMOTION REGULATION IN SOCIAL INTERACTIONS: ACUTE PHYSIOLOGICAL RESPONSES AND INTERACTION APPRAISALS

Jeremy P. Jamieson<sup>1</sup>, Brett J. Peters<sup>1</sup>

<sup>1</sup>University of Rochester

Although a corpus of research indicates engaging in emotional suppression has typically negative consequences, relatively little is known about how response-focused emotion regulation enacted by agents affect interaction partners. The research reported here examined emotion suppression and expression in a dyadic interaction while physiological signals were monitored in vivo. Participants (N=180 nested in 90 dyads) independently watched an emotionally-negative film clip and then discussed their emotional responses with a stranger. During an interaction anticipation phase

agents were assigned to express or suppress affective signals. Targets were given no instructions. Engaging in suppression versus expression elicited physiological threat responses—sympathetic arousal and increased vasoconstriction—in anticipation of and during interactions. Targets of suppressive versus expressive agents also exhibited threat responses during the interaction. Appraisals mirrored physiological findings: Emotional suppressors found the task more uncomfortable, and targets reported them as being poor communicators. These results demonstrate that emotion regulation shapes interpersonal dynamics.

#### EMOTIONAL SUPPRESSION AND EXPRESSION DURING DAILY LIFE: DISTINCT PERSONAL AND INTERPERSONAL CONSEQUENCES

Linda D. Cameron<sup>1</sup>, Nickola C. Overall<sup>2</sup>

<sup>1</sup>University of California, Merced, <sup>2</sup>University of Auckland

Emotion regulation occurs in daily social interactions, but is rarely examined in naturalistic contexts. In three experience sampling and longitudinal studies (k = 271), we developed daily emotional suppression and expression measures to assess the personal and interpersonal consequences of naturally-occurring emotion regulation. The new daily measures were stronger predictors than existing dispositional assessments and revealed that emotional suppression and expression produce independent and distinct outcomes. When individuals suppressed their emotions, they felt less autonomous and satisfied, and experienced greater withdrawal by close others. Greater emotional suppression across daily life also predicted increases in depressive symptoms three months later. In contrast, when individuals were more emotionally expressive, they experienced reductions in negative mood and increased closeness with others. Greater emotional expression across daily life also predicted increases in relationship satisfaction across time. These studies demonstrate the importance of capturing the spontaneous suppression and expression of emotions during people's daily interactions.

#### EMOTION REGULATION IN DYADIC CONVERSATIONS: THE ROLE OF RELATIONSHIP HISTORY AND EXPECTATIONS

Brett J. Peters<sup>1</sup>, Jeremy P. Jamieson<sup>1</sup>, Nickola C. Overall<sup>2</sup>, Yuthika U. Girme<sup>2</sup>

<sup>1</sup>University of Rochester, <sup>2</sup>University of Auckland

Research investigating emotion regulation typically focuses on the individual and ignores the social context. The current study underscored the importance of relationship history and expectations when going into and engaging in emotionally-laden conversations. Romantic couples (88 dyads, N = 176) independently watched an emotionally-negative film clip, prepared to discuss the video with their partner, and then engaged in conversation. One person, the emotion regulator, was instructed to either express or suppress affective displays while her/his partner was given no special instructions. Engaging in suppression versus expression elicited greater physiological threat responses, especially when emotion regulators had partners high in attachment avoidance. Anticipating suppressing affective displays towards a highly avoidant partner was physiologically threatening. This negative anticipatory appraisal was confirmed during the interaction as suppressors with highly avoidant partners exhibited the greatest threat. These novel results demonstrate that expectations based on relationship histories shape the physiological consequences of emotional suppression.

#### DYADIC EMOTION REGULATION: HOW INTIMATE PARTNER'S ENHANCE EMOTION REGULATION DURING THREATENING INTERACTIONS

Nickola Christine Overall<sup>1</sup>, Jeffrey A. Simpson<sup>2</sup>, Allison K. Farrell<sup>2</sup>, Yuthika U. Girme<sup>1</sup>

<sup>1</sup>University of Auckland, <sup>2</sup>University of Minnesota

Prior research has overlooked the role that close others play in influencing people's ability to effectively regulate negative



emotions. Three behavioral observation studies ( $k = 330$  dyads) tested whether romantic partners can facilitate more effective emotion regulation strategies in highly avoidant people who have difficulty managing their emotions. In each study, both partners' emotional and behavioral responses were assessed as couples discussed personally threatening topics. Highly avoidant individuals experienced greater negative emotions and exhibited more destructive emotion regulation strategies, including greater withdrawal and relationship distancing. However, these negative emotions and regulation responses were eliminated when partners were responsive to the emotion regulation difficulties associated with avoidance by reducing the threat of dependence. In each study, partners' responsive behavior helped highly avoidant individuals regulate their emotions in more constructive ways, which led to more positive relationship outcomes. This research demonstrates that emotion regulation is a dyadic endeavor in close relationships.

### Symposia Session S-A4

## THE SCIENCE OF MINDFULNESS IN SOCIAL AND PERSONALITY PSYCHOLOGY

Friday, February 27, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104A

Chair: Johan Karremans, Radboud University Nijmegen

Co-Chair: Esther Papies, Utrecht University

This symposium highlights the value of integrating mindfulness research with classic psychological research to test novel hypotheses across different domains of social and personality psychology, ranging from prejudice, romance, dieting, to hostility and beyond. We demonstrate how basic mechanisms associated with mindfulness affect a range of human motivation and behavior.

### ABSTRACTS

#### THE BENEFITS OF SIMPLY OBSERVING: MINDFUL ATTENTION MODULATES THE LINK BETWEEN MOTIVATION AND BEHAVIOR

Esther Papies<sup>1</sup>, Tila Pronk<sup>2</sup>, Mike Keesman<sup>1</sup>, Lawrence Barsalou<sup>3</sup>

<sup>1</sup>Utrecht University, <sup>2</sup>Free University Amsterdam, <sup>3</sup>Emory University

Mindful attention can be conceived as becoming aware of one's thoughts and being able to observe them as transient mental events. Three experiments (total  $N = 267$ ) demonstrate the effects of applying this meta-cognitive perspective to one's spontaneous reward responses to attractive stimuli. Participants observed their thoughts in reaction to various stimuli as mental events, using a brief training designed for non-meditators. Compared to various control conditions, this reduced the effects of motivational states and traits on appetitive behavior in the laboratory and the field. Specifically, after applying mindful attention, participants' sexual motivation no longer made opposite-sex others seem more attractive and desirable as partners. Similarly, participants' levels of hunger no longer boosted the attractiveness of unhealthy foods, producing healthier eating choices. We discuss implications, and how mindfulness can be conceptualized in psychological research more generally.

#### MINDFULNESS TRAINING MODERATES THE RELATION BETWEEN AN IMPLICIT MEASURE OF RACE ATTITUDE AND INTERRACIAL BEHAVIOR

Brian Ostafin<sup>1</sup>

<sup>1</sup>Rijksuniversiteit Groningen

Theory and research suggest that mindfulness may decouple the relation between impulses and actual behavior. This study examined whether mindfulness training would reduce the relation between automatic race attitudes and interracial behavior. Eighty-four participants completed an Implicit Association Test (IAT) to assess race (black/white) attitudes, a 10-minute mindfulness intervention or control, and a computerized ball-tossing task.

Participants were told that the ball-tossing task was web-based and that they would see the pictures of two other online players (one was black/one white). Number of tosses to the white player served as the dependent variable. Results indicated that the relation between the race IAT and ball tossing was moderated by group condition ( $B=0.27$ ,  $t=2.5$ ,  $p=0.02$ ), with the IAT predicting more ball tosses to the white player for control but not mindfulness participants. This study shows that mindfulness training can help to delink the relation between automatic race attitudes and race-related behavior.

#### ACCEPTING PARTNER FAULTS: MINDFULNESS PROMOTES FORGIVENESS

Johan Karremans<sup>1</sup>, Gesa Kappen<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>

<sup>1</sup>Radboud University Nijmegen

Mindfulness has been associated with a range of individual benefits, ranging from improved psychological and physical well-being to better cognitive functioning. The current research explores the interpersonal implications of mindfulness. Specifically, we predicted that mindfulness should promote increased acceptance of the partner, which in turn should facilitate interpersonal forgiveness. Three studies ( $N = 395$ ) provided evidence for this basic prediction. Study 1 demonstrated that experienced mindfulness meditators, as compared to non-meditators, report higher tendencies to forgive. Study 2 demonstrated that dispositional mindfulness was associated with higher levels of forgiveness toward the romantic partner regarding a past offense, which was meditated by higher levels of partner acceptance. In Study 3 mindful acceptance was induced in the lab, which resulted in higher levels of forgiveness regarding a past offense, both immediately and in the longer run (one-week follow-up). Together, these findings suggest that mindfulness may buffer the negative impact of the inevitable moments of interpersonal hurt in romantic relationships.

#### MINDFULNESS AND SELF-REGULATION: AN INDIVIDUAL DIFFERENCES PERSPECTIVE

Michael Robinson<sup>1</sup>

<sup>1</sup>North Dakota State University

Cybernetic models of self-regulation highlight a comparator mechanism whereby awareness of a problematic state is crucial to its mitigation. Mindfulness, as it consists of present-moment awareness, should facilitate self-regulation according to cybernetic principles. Personality-related sources of data have been supportive of these ideas. Two studies (total  $N = 289$ ) established an important role for mindfulness in the mitigation of anger and depression among trait-predisposed people. Three additional studies (total  $N = 226$ ) suggest that negative affect undermines self-control because it undermines mindfulness. In these studies, relations between dispositional mindfulness and self-control were fairly substantial. Two final studies (total  $N = 224$ ) found that mindful people were more capable of reducing their hostile feelings at work, which in turn reduced their tendencies toward counterproductive (or antisocial) work behavior. Altogether, the research converges on several ways in which mindfulness supports self-regulation, particularly among people prone toward negative affect and impulsive behavior.

### Symposia Session S-A5

## ADAPTING TO THE CULTURE OF COLLEGE: A CULTURAL PSYCHOLOGICAL PERSPECTIVE ON FIRST GENERATION COLLEGE STUDENTS.

Friday, February 27, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104B

Chair: Michael Varnum, Arizona State University

Co-Chair: Sarah Herrmann, Arizona State University

First-generation college (FGC) students receive lower grades and are more likely to drop-out than those with a college educated parent.

This symposium presents research based on the perspective of social class as culture on factors that help and hinder FGC students' performance, persistence, and well-being.

## ABSTRACTS

### CREATING A CULTURAL MATCH IMPROVES FIRST-GENERATION STUDENTS' ACADEMIC PERFORMANCE

Nicole M. Stephens<sup>1</sup>, Sarah S. M. Townsend<sup>2</sup>, Jessica E. Nelson<sup>1</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>University of Southern California

College students who do not have parents with 4-year college degrees (i.e., first-generation students) earn lower grades and encounter more obstacles to achievement than students who have at least one parent with a 4-year degree (i.e., continuing-generation students). One important source of this social class achievement gap is students' experience of a cultural mismatch between the middle-class, independent norms institutionalized in American universities and the interdependent norms that first-generation students are often socialized with in working-class contexts before college. This study examined the academic benefits of an intervention that created a cultural match for first-generation students during the college transition. Specifically, incoming first-generation and continuing-generation students (N=119) read welcome letters that framed the university culture as either independent (e.g., chart your course) or interdependent (e.g., connect to others). As predicted, first-generation students in the interdependent condition (cultural match) earned higher grades than first-generation students in the independent condition (cultural mismatch).

### CLOSING THE SOCIAL CLASS ACHIEVEMENT GAP WITH VALUE INTERVENTIONS

Judith Harackiewicz<sup>1</sup>, Elizabeth Canning<sup>2</sup>, Christopher Tibbetts<sup>2</sup>, Janet Hyde<sup>2</sup>

<sup>1</sup>University of Wisconsin-Madison, <sup>2</sup>University of Wisconsin at Madison

Many students start college intending to pursue a career in biosciences, but too many first-generation students abandon this goal because they struggle in introductory biology. Two different types of values interventions have proven effective with first-generation students: utility value (UV) interventions, which promote students' appreciation of the personal utility of course topics, and values affirmation (VA) interventions which promote a sense of integrity by reflecting on core personal values. We found that VA improved final course grades as well as retention in the second course in the biology sequence. In another study, we found that UV improved performance for a special subset of first-generation students: those who are also underrepresented minority students. Our results highlight the importance of supporting personal and task values for at-risk students and further suggest the importance of considering the separate and combined effects of generational and ethnic minority status in designing effective interventions.

### DRAWING UPON FUTURE IDENTITY TO EASE INTERACTIONS WITH FACULTY FOR LOW SES STUDENTS AND IMPROVE ACADEMIC PERFORMANCE

Vida Manzo<sup>1</sup>, Mesmin Destin<sup>1</sup>, Sarah S. M. Townsend<sup>2</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>University of Southern California

Specific sociocultural aspects of the college context disproportionately impair the ability of first-generation and low-income college students to succeed; however, identity-based resources may be leveraged to improve outcomes. We investigate social interactions between students and faculty as a key component to success in college (Collier & Morgan, 2008), which is particularly foreign and intimidating to low-income students. As predicted, low-income students report greater anxiety than high-income students in anticipation of a professor's office hours. However, when low-income students are primed with their successful future identity (rather than their past identity) before a mock interaction, they

experience less anxiety, improved performance on academic tasks, increased cortisol reactivity (indicating effort and engagement), and greater endorsement of status-striving beliefs that match the college culture. High-income students show the opposite pattern of results, drawing upon their past identity as a source of motivation.

### FIRST-GENERATION COLLEGE STUDENTS AS BICULTURALS: INTEGRATED SOCIAL CLASS IDENTITIES ARE LINKED TO ACADEMIC SUCCESS, WELL-BEING, AND WORKPLACE SATISFACTION

Sarah D. Herrmann<sup>1</sup>, Michael E. W. Varnum<sup>1</sup>

<sup>1</sup>Arizona State University

Most previous research on biculturalism has examined immigrants and international students. We propose that first-generation college (FGC) students also undergo adjustment to a new culture, namely the predominantly middle and upper-class culture of American universities and face similar challenges negotiating different cultural identities. Bicultural individuals can either perceive their cultural identities as compatible (high Bicultural Identity Integration, BII) or oppositional (low BII; Benet-Martinez et al., 2002). We found that FGC students with high BII had higher GPA's, even after controlling for high school GPA, and greater subjective well-being than those with low BII (Study 1). We also found that for FGC students, high BII was associated with less depression, less general stress, and better mental health; these relationships were mediated by reduced acculturative stress (Study 2). High BII was also associated with positive outcomes for first-generation college graduates including higher levels of well-being, job satisfaction, and professional engagement (Study 3).

## Symposia Session S-A6

### BRINGING SLEEP TO SOCIAL PSYCHOLOGY: CONSIDERING THE EFFECT OF SLEEP ON OUR EMOTIONS, RELATIONSHIPS AND INTERGROUP RELATIONS

Friday, February 27, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104C

Chair: Amie Gordon, University of California, Berkeley

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

Poor sleep is a major public health issue with far-reaching physical and mental consequences. But what about the social consequences of poor sleep? This symposium brings sleep to social psychology, showcasing research on the effects of sleep on our emotions, relationships, and intergroup relations.

## ABSTRACTS

### BETTER SLEEP QUALITY IS ASSOCIATED WITH MORE EFFECTIVE EMOTION REGULATION

Brett Q. Ford<sup>1</sup>, Gabriela Werner<sup>2</sup>, Iris B. Mauss<sup>3</sup>

<sup>1</sup>University of California, Berkeley, <sup>2</sup>University of Salzburg, <sup>3</sup>University of California at Berkeley

Although theorizing and initial evidence suggest a positive link between sleep and emotion regulation, limited research has examined these links using rigorous assessments of both sleep and emotion regulation. We hypothesized that higher sleep quality would be linked with increased frequency and ability in using effective emotion regulation strategies (i.e., cognitive reappraisal – reframing an event to alter its emotional impact). In a sample of community adults (Study 1 N=171), higher subjectively-rated sleep quality was linked with increased ability to implement cognitive reappraisal using a laboratory challenge measure. In a second community sample of women (Study 2 N=29), higher objectively-assessed sleep quality (e.g., sleep latency) was linked with increased frequency of implementing cognitive reappraisal in daily life. These results suggest that sleep may provide critical resources necessary for effective emotion regulation. Given emotion regulation's role in

well-being, these findings suggest one pathway through which sleep may contribute to overall well-being.

### **SLEEP AND AWE: THE EFFECT OF POOR SLEEP ON THE FREQUENCY, INTENSITY AND TYPE OF AWE EXPERIENCES**

**Amie M. Gordon<sup>1</sup>, Dacher Keltner<sup>2</sup>**

<sup>1</sup>*University of California, Berkeley*, <sup>2</sup>*University of California at Berkeley*

Awe is a powerful and distinct emotion with important downstream consequences, including the promotion of humility, prosociality, and a feeling of common humanity. In this talk, we consider whether sleep influences feelings of awe. We hypothesize that lack of sleep, which depletes cognitive resources, would be particularly damaging to the experience of awe, an emotion requiring complex cognitive appraisals. Results from a laboratory, daily experience, and longitudinal study (N = 119) reveal that poor sleepers feel awe less frequently and intensely. Coding of daily awe experiences also sheds light on the nuanced ways in which poor sleepers differentially respond to awe experiences; poor sleepers feel less gratitude during awe experiences, which is uniquely associated with increased feelings of awe and life satisfaction over time. These findings bring together the sleep and awe literatures, shedding light on one factor that inhibits experiences of awe.

### **SLEEPLESS AND SELFISH: HOW POOR SLEEP HARMS RELATIONSHIPS**

**Serena Chen<sup>1</sup>, Amie M. Gordon<sup>2</sup>**

<sup>1</sup>*University of California, Berkeley*, <sup>2</sup>*University of California at Berkeley*

Sleep often occurs in a relationship context, raising the possibility that sleep and relationships impact one another. In two studies we illustrate that poor sleep fuels harmful relationship behaviors. In Study 1, a 14-day daily experience study (N = 84), participants reported more conflict in their romantic relationships, as well as less ability to perspective take, more selfishness, and less responsiveness, following poor sleep. In Study 2 (N = 71 couples), we assessed the dyadic effects of sleep on the nature and resolution of conflict. One partner's poor sleep was associated with a lower ratio of positive to negative affect (self-reported and observed) and decreased empathic accuracy for both partners during a conflict conversation. Conflict resolution occurred most when both partners were well rested. These findings suggest that poor sleep increases self-focused tendencies (e.g., lower empathic accuracy), which are likely to breed relationship conflict and dissatisfaction, putting relationships at risk.

### **LAW AND ERROR: THE SHIFT TO DAYLIGHT SAVINGS TIME AND LAW ENFORCEMENT DECISION MAKING**

**David T. Wagner<sup>1</sup>, Christopher M. Barnes<sup>2</sup>, Cristiano L. Guarana<sup>2</sup>**

<sup>1</sup>*University of Oregon*, <sup>2</sup>*University of Washington*

Shifting to daylight saving time (DST) disrupts the synchronization between clocks regulating social movement and our internal "body clocks," leading to 40 minutes less sleep the night following the shift. This can lead to faulty arrests and prejudicial stops and searches by law enforcement because lost sleep results in deteriorated signal detection and depletion of the self-regulatory strength to suppress prejudicial biases. We test our predictions with: 1) a database of all stops and searches conducted by the Los Angeles Police Department (LAPD) over a one year period (total N = 810,000); 2) a database of arrests and incidents across the United States, compiled by the Federal Bureau of Investigation (FBI), comparing incidents on the Monday immediately following the shift to DST with adjacent comparison Mondays (total N = 117,000). Findings suggest the shift to DST leads to poor decision making and prejudicial behavior by law enforcement.

### **Symposia Session S-A7**

### **LIFE IN TRANSITION: IMPLICATIONS OF COMMON ADULTHOOD CHANGES ON INTRA- AND INTERPERSONAL ADJUSTMENT.**

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 201A

**Chair: Cheryl Carmichael, Brooklyn College & The Graduate Center, CUNY**

Several transitions occur across adulthood, many of which fall into the domains of love and work. In four talks, each speaker will describe the effects of a common adulthood transition (from college; to parenthood; to unemployment; to retirement), on intra- or interpersonal adjustment outcomes (well-being, relationship quality, health, personality).

#### **ABSTRACTS**

### **NAVIGATING THE TRANSITION ACROSS EARLY ADULTHOOD: CHANGES IN THE LONG-TERM IMPORTANCE OF EARLY ADULT INTERACTION QUANTITY AND QUALITY ON MIDLIFE WELL-BEING**

**Cheryl L Carmichael<sup>1</sup>, Harry T. Reis<sup>2</sup>**

<sup>1</sup>*Brooklyn College & The Graduate Center, CUNY*, <sup>2</sup>*University of Rochester*

Lifespan theories suggest early adulthood is a critical period for the development of close relationships, and establishing intimacy at this stage may have life-long implications. In this prospective study, midlife adults age 48-50 (N=133) were recruited from a pool of former undergraduates who completed two-weeks of event-contingent social interaction records during college (late 1970s), and at approximately age-30 (mid 1980s). Measures of structural integration (interaction quantity), and functional support (interaction quality) obtained from interaction diaries were combined into structural models predicting midlife outcomes (social network size; friendship quality, emotional well-being). Consistent with developmental theory, when information seeking goals are salient (age-20) interaction quantity is more important than quality to midlife adjustment. However, by age-30, when emotional closeness goals become prominent interaction quality is more important than quantity to midlife adjustment. Benefits of having differential social activity at developmentally critical stages throughout the transition across early adulthood will be discussed.

### **THE EFFECTS OF TRANSITIONS INTO AND OUT OF UNEMPLOYMENT ON LIFE SATISFACTION IN COUPLES**

**Maike Luhmann<sup>1</sup>, Pola Weiss<sup>2</sup>, Georg Hosoya<sup>2</sup>, Michael Eid<sup>2</sup>**

<sup>1</sup>*University of Cologne, Germany*, <sup>2</sup>*Freie Universität Berlin*

Previous research on unemployment and life satisfaction has focused on the effects of unemployment on individuals but neglected the effects on their partners. Using longitudinal data from 2,973 couples, we found that the negative effects of unemployment on life satisfaction are more pronounced for those who become unemployed (actors) than for the other couple members (partners). In both couple members, the reaction is attenuated if they share the same labor status after the job loss: Actors experienced a greater drop in life satisfaction if their partners were employed than if they were unemployed at the time of the job loss, and partners reacted negatively to the job loss only if they were employed or inactive in the workforce, but not if they were unemployed themselves. These findings indicate that changes in life satisfaction can be caused by major life events experienced by significant others.

### FROM PARTNERS TO PARENTS: PERSONALITY STABILITY AND CHANGE DURING THE TRANSITION TO PARENTHOOD

Manon A van Scheppingen<sup>1</sup>, Joshua Jackson<sup>2</sup>, Jule Specht<sup>3</sup>, Roos Hutteman<sup>4</sup>, Wiebke Bleidorn<sup>1</sup>

<sup>1</sup>Tilburg University, <sup>2</sup>Washington University in St Louis, <sup>3</sup>Free University of Berlin, <sup>4</sup>Utrecht University

Becoming a parent is one of most incisive life transitions during early adulthood. Several studies have pointed to the impact of this life transition on many aspects of new parents' lives, including their relationship quality and satisfaction. Yet, its influence on parents' personality development has received only little attention. This is surprising, because social-investment theory (Roberts et al., 2005) proposes that the transition to parenthood is a main trigger of positive personality changes in early adulthood. The present case-control study examined whether, when, and how the transition to parenthood stimulates personality changes in first-time parents compared to non-parents. We used data from a representative Australian sample and compared parents' and non-parents' Big Five personality traits both cross-sectionally and longitudinally (N = 3600). Multi-group latent-change analyses revealed significant differences between parents and non-parents' personality traits within and across time. Discussion will focus on the implications of the results for social-investment theory.

### INDIVIDUAL AND RELATIONSHIP BENEFITS OF PARTNER SUPPORT FOR SELF-EXPANSION DURING THE TRANSITION TO RETIREMENT

Jennifer M Tomlinson<sup>1</sup>, Brooke C. Feeney<sup>2</sup>

<sup>1</sup>Colgate University, <sup>2</sup>Carnegie Mellon University

The transition to retirement is often a difficult time in which people must navigate changes in their identity from ending a career and beginning a new phase of life. Little research has considered the importance of the marital relationship in easing the transition to retirement, which is surprising because older adults depend on their spouses even more than people in other age groups. The present study investigated "partner support for self-expansion," which may help explain why some people flourish after retirement and others falter. Results from an observational and longitudinal study of 100 recently retired couples suggest that observed partner support for self-expansion at time 1 predicts perceived partner support, which in turn predicts increased relationship satisfaction, self-growth, and positive changes in health during a 6-month period following the transition to retirement. Thus, partner support for self-expansion is linked to important outcomes that have implications for post-retirement adjustment and health.

### Symposia Session S-A8

#### THE PSYCHOLOGY OF GIFT GIVING AND RECEIVING

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 201B

Chair: Mary Steffel, University of Cincinnati

Co-Chair: Elanor Williams, University of California - San Diego

Gift exchanges can reveal how people think about others, what they value and enjoy, and how they build and maintain relationships. This symposium explores how gift recipients' characteristics affect which gifts are chosen, how gifts are then used, and how that in turn can affect how recipients feel about gift-givers.

#### ABSTRACTS

#### PICKING GIFTS FOR PICKY PEOPLE: STRATEGIES AND OUTCOMES

Evan Polman<sup>1</sup>, Andong Cheng<sup>2</sup>, Meg Meloy<sup>2</sup>

<sup>1</sup>University of Wisconsin-Madison, <sup>2</sup>Pennsylvania State University

In a recent survey, consumers reported that 39% of their purchases were for someone "picky." Despite the ubiquity of shopping for picky people, little research has examined how consumers choose

gifts for picky people. In four studies, we showed how shopping for someone picky is unique from other forms of difficulty that accompany gift choice. First, we established a definition of "picky" and found that givers do not define "picky" recipients in the same way that they define "difficult" recipients (Study 1). Then, we found that compared to difficult recipients, participants believed that picky recipients were more likely to return or regift gifts (Study 2), and that these beliefs mediated the tendency for givers to invest less money and effort on picky others (Studies 3-4). In all, our findings show that givers do not approach gifting for picky recipients in the same way they approach choosing gifts for other recipients.

#### GIVER-RECIPIENT DISCREPANCIES CONTRIBUTE TO GIFT CARD NON-REDEMPTION

Mary Louise Steffel<sup>1</sup>, Elanor F. Williams<sup>2</sup>, Robyn A. LeBoeuf<sup>3</sup>

<sup>1</sup>University of Cincinnati, <sup>2</sup>University of California at San Diego, <sup>3</sup>Washington University in St. Louis

This research identifies a giver-recipient discrepancy in judgment that contributes to why many gift cards go unredeemed: givers focus on what recipients are like and fail to focus enough on wants and needs. Consequently, while recipients prefer and are more likely to redeem gift cards that can be redeemed anywhere, givers give gift cards that are personalized but limited in where they can be redeemed. Experiment 1 shows that recipients take longer to redeem more specific gift cards, but givers do not anticipate this. Experiments 2a-c show that givers give more specific gift cards than recipients prefer and mistakenly think that specific gift cards will be better liked and considered more thoughtful. Experiments 3a-b show that givers focus on what recipients are like more than do recipients, and givers are more likely to choose specific gift cards when they think about what recipients are like than what recipients would like.

#### MENTAL ACCOUNTING AND GIFT CARD SPENDING

Chelsea Helion<sup>1</sup>, Thomas D. Gilovich<sup>2</sup>

<sup>1</sup>Columbia University, <sup>2</sup>Cornell University

How people spend money can be strongly influenced by the form that it takes. Across five studies and 14,413 participants, we show that gift cards increase hedonic spending and generosity towards others as compared to cash and credit cards. In study 1, we show that gift cards reduce the guilt associated with hedonic spending. In study 2, participants who used gift cards in a laboratory store were more likely to buy hedonic items, while participants paying with cash were more likely to purchase utilitarian goods. In study 3, we found that bookstore shoppers tended to spend disproportionately more on hedonic goods when using gift cards than when using credit cards. In the last three studies we found that participants are more likely to treat others when paying with a gift card as compared to cash received as a gift and that this is true for both material and experiential purchases.

#### EXPERIENTIAL GIFTS FOSTER STRONGER RELATIONSHIPS THAN MATERIAL GIFTS

Cindy Chan<sup>1</sup>, Cassie Mogilner<sup>2</sup>

<sup>1</sup>University of Toronto, <sup>2</sup>University of Pennsylvania

Interpersonal relationships are essential to well-being, and gifts are often given to cultivate these relationships. To both inform gift givers of what to give and gain insight into the connecting function of gifts, this research investigates what type of gift is better at strengthening relationships according to the gift recipients—material gifts (objects for the recipients to keep) or experiential gifts (events for the recipients to live through). Experiments examining actual and hypothetical gift exchanges in real-life relationships reveal that experiential gifts produce greater improvements in relationship strength than material gifts, regardless of whether the gift is consumed together. The relationship improvements that recipients derive from experiential gifts stem from the emotion that is evoked when the gifts are consumed, not when the gifts are

received. Giving experiential gifts is thus identified as a highly effective form of prosocial spending.

### Symposia Session S-A9

#### **FEMALE AGGRESSION: THE OFTEN OVERLOOKED, BUT FUNCTIONALLY SOPHISTICATED, WAYS WOMEN COMPETE**

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 202ABC

Chair: Tracy Vaillancourt, University of Ottawa

Co-Chair: Steven Neuberg, Arizona State University

Only recently has female aggression received serious research attention. The speakers focus on female agency in aggression, presenting new research demonstrating that women's aggression is highly functional, tactically sophisticated, and linked to mating competition. Talks showcase a functional approach to understanding the unique tactics, goals, and defenses against female aggression.

#### ABSTRACTS

#### **FRIENDS AND RIVALS: INTRASEXUAL COMPETITION IN WOMEN'S SAME-SEX FRIENDSHIPS**

April Bleske-Recheck<sup>1</sup>, Carolyn Kolb<sup>2</sup>, Katherine Quigley<sup>3</sup>

<sup>1</sup>University of Wisconsin-Eau Claire, <sup>2</sup>Illinois College of Optometry, <sup>3</sup>Ball State University

The tendency to affiliate with similar others has been documented in many close relationships, including women's same-sex friendships. Although assortment has benefits, in women's friendships it may also lead to rivalry. We propose that the intimate yet competitive nature of women's same-sex friendships is rooted in intrasexual competition over attractiveness. We surveyed 70 pairs of young adult female friends, measured their body attributes, and had their photographs judged for attractiveness ( $N_{raters} = 275$ ). Friends were similar on body shape and attractiveness—attributes relevant to intrasexual competition among women. Further, discrepancies in friends' attractiveness scores predicted women's perceptions of rivalry in their friendships; discrepancies in attributes less relevant to women's desirability to men—e.g., ambition—did not predict women's perceptions of rivalry. We discuss the unique character of female friendships in the context of women's sexual strategies and an evolutionary history dominated by female migration to non-natal groups.

#### **INDIRECT AGGRESSION AND DIETING PREDICT DATING STATUS IN GIRLS BUT NOT BOYS: LONGITUDINAL EVIDENCE OF INTRASEXUAL COMPETITION STRATEGIES**

Tracy Vaillancourt<sup>1</sup>, Heather Brittain<sup>1</sup>

<sup>1</sup>University of Ottawa

Females use indirect aggression in the context of intrasexual competition (Vaillancourt, 2013). Moreover, females (more than males) promote a culture of thinness (Mealey, 2000). If dieting is indeed an expression of intrasexual competition, we hypothesized that it should be related to indirect aggression, and that both indirect aggression and dieting should predict increased dating behaviour in girls, but not boys. Employing a sample of 454 adolescents (56% girls) assessed yearly from ages 12-13 to 15-16 (T1-T4), and controlling for household income and race, our sex-specific model fit the data well. Girls using indirect aggression reported more dieting behaviour over time, and indirect aggression and dieting predicted dating status and number of partners at age 15-16 for girls but not boys. These findings are consistent with the position that indirect aggression and dieting are used by females as intrasexual competition strategies.

#### **THE "SWORD OF A WOMAN?" GOSSIP AND FEMALE AGGRESSION**

Frank T. McAndrew<sup>1</sup>

<sup>1</sup>Knox College

There has long been a perception that women have a stronger tendency to engage in nasty gossip than do men. Is this just a myth? Perhaps not. I will report results from five studies involving 1,461 individuals supporting the idea that an interest in the affairs of same-sex others is especially strong among females, and I will review the evidence that women are more likely than men to use gossip in an aggressive, competitive manner. The goal of such gossip is to exclude competitors from social groups and to damage the competitors' abilities to maintain reliable social networks of their own. Timeworn assumptions about an affinity between females and negative gossip appear to be more than just an inaccurate stereotype. Understanding the dynamics of competitive female gossip provides insight into related social phenomena, especially how people use social media such as Facebook.

#### **IS SHE ANGRY AT ME?: (SEXUALLY DESIRABLE) WOMEN 'SEE' ANGER ON FEMALE FACES**

Jaimie Arona Krems<sup>1</sup>, Steven L. Neuberg<sup>1</sup>, Gabrielle Filip-Crawford<sup>1</sup>, Douglas T. Kenrick<sup>1</sup>

<sup>1</sup>Arizona State University

Women feel anger and enact aggression as frequently as men do. Unlike men, however, women typically suppress their anger expressions (especially towards other women) and prefer covert, indirect tactics of aggression (e.g., gossip). Thus, potential victims of women's intrasexual aggression are in the unique and difficult position of lacking cues of aggressive intent. In two studies ( $N = 144$ ) we predict—and find—evidence for a potential defense tailored to those unique characteristics of women's intrasexual aggression. Using a functional projection paradigm, we show that women (but not men) "see" anger on women's (but not men's) neutrally-expressive faces, and that those women who are most frequently the targets of intrasexual aggression—the physically attractive or sexually permissive—show an exaggerated bias. This perceptual bias, which contains a kernel of truth, may allow women to preemptively mitigate the potentially high costs associated with being a victim of intrasexual indirect aggression.

### Symposia Session S-A10

#### **THE POLITICS OF INEQUALITY AND THE INEQUALITY OF POLITICS**

Friday, February 27, 2015, 9:45 am - 11:00 am, Room 203ABC

Chair: Jazmin Brown-Iannuzzi, University of North Carolina Chapel Hill

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

Economic inequality is at historic highs. The wealthiest 1% own 40% of the nation's wealth. This staggering inequality raises the question, what are the psychological causes and effects of inequality? This symposium presents four talks on how subjective construals of inequality and status shape political motivations, beliefs, and behaviors.

#### ABSTRACTS

#### **SUBJECTIVE SOCIOECONOMIC STATUS SHAPES POLITICAL PREFERENCES**

Jazmin Lati Brown-Iannuzzi<sup>1</sup>, B. Keith Payne<sup>2</sup>

<sup>1</sup>University of North Carolina Chapel Hill, <sup>2</sup>University of North Carolina at Chapel Hill

Economic inequality in America is at historically high levels, yet redistributive policies aimed at reducing inequality are frequently unpopular. Traditional accounts posit that attitudes toward redistribution are driven by economic self-interest or ideological principles. From a social psychological perspective, however, we

expected that subjective comparisons to others may be a more relevant form of self-interest than material wealth. We hypothesized that participants would support redistribution more when they felt low in subjective status than when they felt high, even when actual self-interest was held constant. In three studies we found correlational (study 1) and experimental (studies 2-4) evidence that subjective status may motivate shifts in support for redistributive policies. Moreover, when people shifted their attitudes toward redistribution, they also shifted ideological positions. They reported being more conservative or liberal, and believing that the economic system was more or less just, presumably to justify their (new) attitudes toward redistribution.

#### THE UNDERVALUED SELF: SOCIAL CLASS RANK AND POLITICAL ACTION

Michael W. Kraus<sup>1</sup>, Cameron Anderson<sup>2</sup>, Laura Howland<sup>2</sup>, Bennett Callaghan<sup>3</sup>

<sup>1</sup>University of Illinois Urbana-Champaign, <sup>2</sup>University of California at Berkeley, <sup>3</sup>University of Illinois at Urbana-Champaign

In this research we use correlational and experimental evidence to test the prediction that perceptions of low status in the social class hierarchy decrease political self-efficacy and engagement in political action. In Study 1, university students who reported lower perceptions of social class rank tended to vote less in university elections. In Studies 2 and 3, participants exposed to a manipulation of lower social class rank reported reduced political influence and intentions to join a union of online survey workers relative to participants manipulated to think of themselves as higher in social class. In Study 4, the association between lower social class rank and reduced political action was mediated by perceptions of political self-efficacy. Together, these findings highlight the fundamental role that self-evaluative processes play in leading low status members of society to withdraw from the political system and fight less for their own social and economic interests.

#### LACK OF AWARENESS OF INEQUALITY LEADS TO PUNISHMENT OF THE POOR

Oliver Hauser<sup>1</sup>, Gordon Kraft-Todd<sup>2</sup>, Martin Nowak<sup>3</sup>, Michael Norton<sup>1</sup>

<sup>1</sup>Harvard Business School, <sup>2</sup>Yale University, <sup>3</sup>Harvard University

Many societies have seen income inequality rise in recent years, yet research shows that people are largely unaware of this increase. We examine the effects of high income inequality in public goods games, in which players are assigned to ranks in an income distribution and decide how much to contribute to a common pool – with the option to punish those who contribute less. When the income distribution is publicly known, players tend to punish the rich more than the poor. If income is not publicly known, however, we find a perverse effect: the poor are punished most – despite their limited means to contribute more given their low income. Lack of awareness of the current level of income inequality may lead people to punish poorer individuals for their relatively smaller contributions to the public good (such as taxes paid), due to a lack of awareness of their limited means.

#### THE TOLERANCE OF INEQUALITY: PSYCHOLOGICAL NEEDS FOR CONTROL AND SOCIAL HIERARCHIES

Justin P. Friesen<sup>1</sup>, Aaron C. Kay<sup>2</sup>, Richard Eibach<sup>3</sup>, Adam Galinsky<sup>4</sup>

<sup>1</sup>York University, <sup>2</sup>Duke University, <sup>3</sup>University of Waterloo, <sup>4</sup>Columbia University Business School

Individuals often espouse egalitarian ideals, yet social hierarchies and their inherent inequality are ubiquitous in human societies. We propose that one reason this occurs is because hierarchies can fulfill psychological needs for structure and order that are elicited when personal control is low (Kay et al., 2008)—even for subordinate positions that lack power or status. In 4 studies we demonstrate that hierarchical inequality can compensate for low personal control via

the structure it provides. After personal control threats, participants preferred more hierarchy in their own workplaces and found hierarchy-enhancing occupations more appealing. We also show that hierarchies are control-restoring: Being in a hierarchical workplace was associated with increased occupational certainty and self-efficacy. These effects occurred even for individuals in lower positions in the hierarchy. We discuss how disadvantaged individuals may be unwilling to question social hierarchies that justify inequality if those hierarchies are serving unmet psychological needs for structure.

## Symposia Session B

Friday, February 27, 2015, 11:15 am - 12:30 pm

### Forum

#### FORUM: MEETING THE NEEDS OF FACULTY AT PREDOMINATELY TEACHING INSTITUTIONS

Friday, February 27, 2015, 11:00 am - 12:30 pm, Promenade Ballroom 104B

Chair: Mark Leary, Duke University

Co-Chair: Elizabeth Haines, William Patterson University

Social and personality psychologists at predominately teaching institutions play an exceptionally important role in the profession through their teaching, research, and mentoring, but SPSP has devoted relatively little attention to the specific needs of members who work at teaching colleges and universities. This session involves an open forum for faculty at predominately teaching institutions and discussion of the report of a Task Force that has been working on these issues.

#### Symposia Session S-B1

##### DATA BLITZ

Friday, February 27, 2015, 11:15 am - 12:30 pm, Grand Ballroom A

Chair: Jessica Tracy, University of British Columbia

Co-Chair: Michael Inzlicht, University of Toronto

#### ABSTRACTS

#### CONGRUENCE BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS PREDICTS NEWLYWEDS' REACTIVITY TO DAILY RELATIONSHIP EVENTS

Michael R. Maniaci<sup>1</sup>

<sup>1</sup>Florida Atlantic University

During the early years of marriage, newlyweds may suppress nascent dissatisfaction in order to maintain a sense of security, promoting discrepancies between implicit and explicit evaluations. In order to explore the implications of such discrepancies, 175 newlywed couples completed measures of implicit and explicit relationship evaluations before providing daily diary reports of their behavior, conflict, and daily relationship satisfaction. Consistent with hypotheses, congruence between implicit and explicit partner evaluations predicted reactivity to daily relationship events for both husbands and wives. Relative to spouses with congruent implicit and explicit evaluations, the daily relationship satisfaction of spouses with discrepant evaluations was more contingent upon their day-to-day interaction. This pattern held regardless of the

nature of the discrepancy (e.g., positive explicit combined with negative implicit evaluations or vice versa). These results suggest that discrepant implicit and explicit relationship evaluations are inherently less stable than congruent evaluations, regardless of the direction of discrepancy.

### **INCOME INEQUALITY ENHANCES THE EFFECT OF RELATIVE INCOME ON LIFE SATISFACTION**

**Felix Cheung<sup>1</sup>, Richard E. Lucas<sup>1</sup>**

<sup>1</sup>*Michigan State University*

Previous research has shown that having rich neighbors is associated with reduced levels of subjective well-being, an effect that is likely due to social comparison. The current study examined the role of income inequality as a moderator of this relative income effect. Multilevel analyses were conducted on a sample of over 1.7 million people from 2,425 counties in the United States. Controlling for household income, county income was negatively associated with life satisfaction. Based on our model, people living in richer counties (1SD above mean) would have to earn about \$12,500 more per year in order to match the levels of life satisfaction reported by people living in poorer counties (1SD below mean). Furthermore, results showed that higher income inequality was associated with stronger relative income effects. In other words, people were more strongly influenced by the income of their neighbors when income inequality was high.

### **PAINFUL MISTAKES: ACETAMINOPHEN INHIBITS THE COGNITIVE RESPONSE TO ERRORS**

**Daniel Randles<sup>1</sup>, Julia Kam<sup>1</sup>, Steven J. Heine<sup>1</sup>, Michael Inzlicht<sup>2</sup>, Todd Handy<sup>1</sup>**

<sup>1</sup>*The University of British Columbia*, <sup>2</sup>*The University of Toronto*

Recent work has shown that acetaminophen, known to inhibit physical pain and feelings of social rejection, also prevents the motivation to affirm beliefs when feeling uncertain. This may occur because acetaminophen prevents feeling uncertain, but behavioral results offer a limited answer. In a double-blind protocol, we tested whether acetaminophen reduced the cognitive reaction to errors (measured by ERP) using a task that involves neither physical pain nor social rejection. Participants who took acetaminophen produced an inhibited error-related positivity when making mistakes during the Go-NoGo task, and made more errors of omission. Further, errors were correlated with the error-positivity, both within and across condition. These findings support the theoretical perspective that all events involving prediction errors, including pain, social strife, and uncertainty, utilize overlapping cognitive structures. One implication is that acetaminophen inhibits compensatory affirmation after uncertainty manipulations via direct inhibition of the awareness that anything is wrong.

### **DESIRE TO AFFILIATE AND ACCURACY IN UNDERSTANDING CROSS-RACE PARTNERS**

**Deborah S. Holoien<sup>1</sup>, Hilary Bergsieker<sup>2</sup>, J. Nicole Shelton<sup>3</sup>, Jan Marie Alegre<sup>3</sup>**

<sup>1</sup>*The Ohio State University*, <sup>2</sup>*University of Waterloo*, <sup>3</sup>*Princeton University*

Accurately perceiving how understood interaction partners feel is important for developing intimate relationships and maintaining smooth interactions. During interracial interactions, when are Whites and racial minorities likely to accurately perceive how understood outgroup members feel? We propose that participant race, desire to affiliate, and racial salience moderate accuracy. Examination of interracial roommates (Study 1) and interactions with strangers (Study 2) revealed that when race is salient, Whites' desire to affiliate with racial minorities hindered accurate perceptions of how understood partners feel. Thus, although the desire to affiliate may appear beneficial, ironically it may interfere with Whites' ability to accurately perceive racial minorities. By

contrast, racial minorities who desired to affiliate with Whites were more accurate in perceiving how understood White partners feel. These findings indicate that racial salience and desire to affiliate interact to influence accurate perceptions of partners and yield different outcomes for Whites and racial minorities.

### **STRESS UNDER THE SKIN: TIMING AND BUFFERING EFFECTS ON LIFE STRESS AND PHYSICAL HEALTH**

**Allison K. Farrell<sup>1</sup>, Sooyeon Sung<sup>1</sup>, Jeffrey A Simpson<sup>1</sup>**

<sup>1</sup>*University of Minnesota*

Stress is associated with poorer physical health, and stress early in life may program the body in ways that lead to poorer health in adulthood. However, little is known about the exact timing of these effects or protective factors. We use the Minnesota Longitudinal Study of Risk and Adaptation, a 37-year prospective study of development, to test how the timing of stress affects adult health and examine whether supportive parenting alleviates or exacerbates these effects. Stress in early childhood (age 0-5 years), adolescence (13-19 years), and concurrently (32 years) were better predictors of health outcomes at age 32 than stress in middle childhood (6-12 years) or early adulthood (21-28 years). Furthermore, there was a dual risk pattern: greater stress in adolescence combined with high stress in early childhood or at age 32 predicted worse health outcomes. However, supportive parenting buffered these effects, and less supportive parenting yielded worse health outcomes.

### **THE DEVELOPMENT OF TRAIT ATTRIBUTIONS BASED ON FACES**

**Emily Cogsdill<sup>1</sup>, Mahzarin Banaji<sup>1</sup>**

<sup>1</sup>*Harvard University*

Adults attribute traits to others within milliseconds of viewing a face. But is this an innate skill or one that develops over time? Here, we report four studies (N = 1400) showing that children as young as 3-4 years old infer personality and social traits from faces just like adults. Preschoolers consistently attributed both basic "nice/mean" evaluations and more specific traits (e.g., "strong") to the faces of adults, other children, and even rhesus macaques. Moreover, these perceptions affected their behavior: children preferentially gave pretend gifts to "nicer"-looking faces. These findings suggest that face-to-trait inferences emerge early in life. More important, the consistency between children's and adults' attributions illustrates that perceptions may have deep social cognitive underpinnings that guide decisions and consequences across the lifespan.

### **BEING WRONG NEVER FELT SO RIGHT: WRONGNESS ADMISSION LEADS TO REDUCED EMOTIONAL AROUSAL**

**Adam Kent Fetterman<sup>1</sup>, Kai Sassenberg<sup>1</sup>**

<sup>1</sup>*IWM-KMRC, Tübingen, Germany*

No one likes to find out they are factually wrong (e.g., in an argument). Even worse is when we have to admit to being wrong to others. However, we suggest that wrongness admission can have an ameliorative effect on emotional arousal. We tested this assumption in three studies (N = 356) using a recall task, an imagined scenario task, and actual wrongness admission task via a computer. In each study, participants who recalled, imagined, or actually admitted that they were wrong scored higher in emotions related to low arousal. Those who did not admit they were wrong scored higher in emotions related to high arousal. We theorize that admitting wrongness leads one to experience a release from cognitive dissonance, while not admitting leads to a continuation of the dissonance that arises from attitude conflicts. Further implications for wrongness admission and future directions in the study of wrongness admission are discussed.

### SELF-INSIGHT INTO IMPLICIT PREFERENCES FOR SOCIAL GROUPS: INTROSPECTIVE AWARENESS, SOCIAL AWARENESS, AND PROPOSITIONAL BELIEFS

Adam Hahn<sup>1</sup>, Bertram Gawronski<sup>2</sup>, Wilhelm Hofmann<sup>1</sup>

<sup>1</sup>*Social Cognition Center Cologne, University of Cologne, Germany,*  
<sup>2</sup>*University of Texas at Austin, TX, USA*

We distinguish three aspects of self-knowledge. *Introspective awareness* refers to a person's ability to detect and report on his or her own cognitions and emotions and can only be assessed within-subjects, e.g., by comparing a person's assessment of his or her implicit evaluations across different target groups. *Social awareness* refers to a person's ability to accurately place the strength of his or her cognitions within the sample distribution; e.g., to assess whether one's implicit preferences are more or less strong than the preferences of other people, evaluated between-subjects. Lastly, *propositional beliefs* refer to people's explicitly self-reported representations of themselves. We argue that many psychologists make inferences about introspective awareness although their methods only allow for conclusions about social awareness. Seven IAT studies (total N=833) show that these constructs can be reliably distinguished, and that introspective awareness is higher in most participants than many psychologists currently seem to think.

### MEASURING AND UNDERSTANDING "EVERYDAY" CHARISMA

Konstantin Tkshay<sup>1</sup>, Rebecca Zhu<sup>1</sup>, Chris Zou<sup>1</sup>, Nicholas Rule<sup>1</sup>

<sup>1</sup>*University of Toronto*

Charisma is among the most important social traits yet, to date, it has remained largely intangible. Most research on charisma has focused on high-ranking leaders. Here, we consider the "everyday charisma" that we encounter among friends, coworkers, and other "ordinary" people. We began by developing and validating an Everyday Charisma Scale with a broad sample of older and younger respondents (total N=1388), which revealed two facets: Influence and Kindness. We then used multiple methods (round-robin judgments, informant reports, and thin-slice judgments) to assess the perceptibility of everyday charisma. Everyday charisma was accurately perceived from less than 5 minutes of interaction but not accurately perceived from thin slices, underscoring the interpersonal nature of the kind of charisma that we all encounter throughout our daily lives.

### MAKING FRIENDS: INDIVIDUAL DIFFERENCES IN VALENCE WEIGHTING PREDICT FRIENDSHIP DEVELOPMENT

Matthew D. Rocklage<sup>1</sup>, Evava S. Pietri<sup>1</sup>, Russell H. Fazio<sup>1</sup>

<sup>1</sup>*Ohio State University*

Research has shown that individuals differ in the fundamental way they weight positive versus negative information - i.e., in their valence weighting bias. This study demonstrates that friendship development is related to this valence weighting process. We behaviorally measured first-year students' weighting bias early in the academic year - using the BeanFest paradigm (Fazio, Eiser, & Shook, 2004) - and then asked them to list the friends they had made to that point. They then returned two months later and listed the new friends they had made during the interim period. Controlling for initial number of friends and Big Five personality traits, friend-making was predicted by individuals' valence weighting tendencies as measured in the initial weeks of the semester. In particular, those with the most negative weighting bias made, on average, four new friends while those with the most positive weighting bias made, on average, fourteen new friends.

### PERSON VERSUS OBJECT RECOGNITION: MASKING SEXUAL BODY PARTS AND HUMANIZATION AS ANTIDOTES TO WOMEN'S SEXUAL OBJECTIFICATION

Philippe Bernard<sup>1</sup>, Sarah J. Gervais<sup>2</sup>, Jill Allen<sup>3</sup>, Olivier Klein<sup>1</sup>

<sup>1</sup>*Université Libre de Bruxelles,* <sup>2</sup>*University of Nebraska,* <sup>3</sup>*Montana State University*

Recent studies have shown that women's bodies are sexually objectified at a cognitive level. Specifically, research using the body-inversion recognition task, a robust indicator of configural (vs. analytic) processing shows that for sexualized females, people recognize upright and inverted bodies similarly rather than recognizing upright bodies better than inverted bodies (i.e., an inversion effect). This finding suggests that sexualized female bodies are recognized analytically rather than configurally, or objectified at a basic cognitive level. Grounded in objectification theory, we present 4 experiments (N = 125) examining moderating factors that may prompt more configural processing (i.e., produce an inversion effect), instead of more analytic processing. Experiment 1 replicates prior findings and Experiments 2a, 2b, and 3 examined whether reducing the salience of sexual body parts and providing humanizing information about the targets causes perceivers to recognize sexualized female bodies more configurally, reducing the cognitive objectification of women.

### POSITIVE CONSEQUENCES OF INCLUSIVE DIVERSE PRACTICES: INTERDEPENDENT MOTIVATION, ACADEMIC FIT AND IDENTIFICATION, PERSISTENCE AND PERFORMANCE

Tiffany N. Brannon<sup>1</sup>, Hazel Rose Markus<sup>2</sup>, Valerie Taylor<sup>3</sup>

<sup>1</sup>*Northwestern University,* <sup>2</sup>*Stanford University,* <sup>3</sup>*Spelman College*

The present research tested the prediction that university settings which are non-threatening and inclusive of opportunities to take part in activities associated with diverse, non-dominant, cultures can enhance ethnic-minority students' academic persistence and performance. Using a national dataset of African-American college students (N = 326) Study 1A found that engagement with African American cultural practices on campus was related to greater interdependent motivation. And, consistent with past research which finds a link between interdependence and identification, the study found that this cultural participation fostered increased academic fit and identification. In Study 1B, using the same national dataset, engagement with African-American culture was shown to predict greater academic achievement (GPA) and persistence (reported enrollment in an advanced degree program in a long-term follow-up). African-American students' sense of fit and identification mediated the effects of cultural engagement on performance and persistence. Discussion examines the intergroup benefits of leveraging culture as a source of motivation.

### Symposia Session S-B2

#### DATA 2.0: BIG DATA INSIGHTS INTO EMOTION, ALTRUISM, FRIENDSHIP, HAPPINESS, AND HEALTH

Friday, February 27, 2015, 11:15 am - 12:30 pm, Grand Ballroom B

Chair: Paul Piff, University of California, Irvine

Co-Chair: Aleksandr Kogan, University of Cambridge

Four talks highlight how big data is revolutionizing social science research. Keltner reports cultural variation in emoticon usage. Kogan shows that social class and altruism independently influence friendship. Killingsworth reveals that distinct social interactions differentially impact happiness. Sandstrom finds significant differences in the daily habits of happy and unhappy people.



## ABSTRACTS

**DARWIN'S EMOTICONS AND THE EXPRESSION OF EMOTION ON FACEBOOK**Dacher Keltner<sup>1</sup><sup>1</sup>University of California, Berkeley

Using Darwin's descriptions of 40 emotions, we constructed hand-drawn emoticons, which were verified in emotion recognition data from different cultures. These drawings were then a basis for the construction of the animated "Finch" emoticons set on Facebook, which includes 16 distinct emotions. We captured four weeks of data worldwide in the use of Finch—during which time 148,883,001 Finch emoticons were sent. All data were at the national level, allowing us to test how national differences in Finch usage predicted national differences in well-being and health. We found that both (a) total amount and (b) diversity of emotional expression was associated with greater health and well-being within a nation, holding constant levels of inequality, GDP, and doctors per 1000 citizens. We also will present data exploring cultural variations in emotional expression through Finch, and present correlates of cultural tendencies toward the use of emoticons expressing emotions like sympathy and awe.

**BE WEALTHY OR KIND: THE DUAL ROUTES OF SOCIAL CLASS AND ALTRUISM TO FRIENDSHIP FORMATION**Aleksandr Kogan<sup>1</sup>, Blaine Landis<sup>2</sup>, Rui Sun<sup>1</sup>, Maurice Yearwood<sup>1</sup><sup>1</sup>University of Cambridge, <sup>2</sup>University College London

Social relationships play a vital role in shaping virtually every aspect of life, from people's health and well-being to their financial prosperity. Past work suggests that similarity and proximity play powerful roles in promoting social relationships. Here, we demonstrate that social class and altruism are two additional forces that promote friendships. In 3 individual level experimental and correlational studies and macro-data on every friendship formed on Facebook in every nation in the world in 2011 (70 billion friendships), we demonstrate that (a) people with higher social class and from higher GDP per capita nations tend to attract friendships more than lower class individuals, (b) social class is paradoxically negatively related to internationalism, and (c) for lower class—but not higher class—individuals and nations, altruism is positively tied to number of friendships. Our findings highlight how lower class and higher class individuals have differential pathways to friendship formation.

**USING EXPERIENCE SAMPLING TO UNDERSTAND THE RELATIONSHIP BETWEEN HAPPINESS AND SOCIAL INTERACTIONS IN EVERYDAY LIFE**Matthew A. Killingsworth<sup>1</sup><sup>1</sup>UC Berkeley

It is widely thought that social interactions are important for happiness, but the variation in happiness associated with different types of interactions has not been fully characterized. Experience sampling data from >50,000 people were collected to investigate the relationship between happiness and a variety of properties of everyday social interactions. Results reveal that social interactions are a robustly positive predictor of happiness across a wide variety of situations, but the size of this effect varies greatly depending on the nature of the interaction. Moreover, while in-person interactions were associated with substantial increases in happiness, technologically-mediated interactions were associated with more modest increases, and interactions over social networks were associated with no increase in happiness at all (but also no decrease in happiness). The association between happiness and a variety of social interaction properties will be discussed.

**DAILY HABITS OF HAPPY PEOPLE: USING MOBILE PHONES TO DETECT BEHAVIORAL PATTERNS**Gillian M. Sandstrom<sup>1</sup>, Neal Lathia<sup>1</sup>, Peter J. Rentfrow<sup>1</sup>, Cecilia Mascolo<sup>1</sup><sup>1</sup>University of Cambridge

Do the daily habits of happy people differ from those of less happy people? The ubiquity of mobile phones and their constant presence in people's daily lives make them ideal for studying behavior in the real world. We developed a mobile application (Emotion Sense) to collect behavioral data from both self-reports and phone sensors (location from GPS, physical activity from accelerometer, social activity from phone/SMS logs). Across a sample of over 10,000 participants who used Emotion Sense over variable periods of time, we found that happier people, relative to less happy people, reported more physical activity and more social activity (e.g., in-person conversations, time at social locations). Importantly, self-reported and sensor-assessed behavior were strongly correlated. These findings provide new insights into how happy people engage with the physical and social world.

**Symposia Session S-B3****SOCIAL PSYCHOLOGY EVERYWHERE: BRIDGING THE GAP BETWEEN INDUSTRY AND ACADEMIA (PANEL DISCUSSION)**

Friday, February 27, 2015, 11:15 am - 12:30 pm, Room 103A

Chair: Joshua Tabak, Google Inc. &amp; Cornell University

Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many ways social and personality psychologists can extend their research programs beyond the academy and into industry. There will be an extended Q&A.

## ABSTRACTS

**COMPARING RESEARCH PRACTICE IN INDUSTRY AND THE ACADEMY**Vivian Zayas<sup>1</sup>, Joshua A. Tabak<sup>2</sup><sup>1</sup>Cornell University & Google Inc., <sup>2</sup>Google Inc./Cornell University

SPSP attendees know what social and personality psychology is like within academia, but what is it like in industry settings? During her year-long sabbatical from Cornell as a visiting scientist at Google, Zayas learned for herself. Zayas will discuss her experience at Google as well as the many opportunities and challenges open to social psychologists in industry settings and how the scientific practice differs outside of the academy.

**WHY ARE SOCIAL PSYCHOLOGISTS SO VALUABLE OUTSIDE OF ACADEMIC LABS?**Judd Antin<sup>1</sup><sup>1</sup>Facebook

Social psychologists have a unique perspective on online interactions - one which many technology companies desperately need. But for academics in social psychology, it's not always clear where their skills and experience fit. Antin will describe the ways in which a social psychological perspective has been directly applicable to improving the experience of Facebook products. In addition, he'll share thoughts on how academic social psychologists can work to make their skills and experience more applicable and attractive to industry research needs.

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## HOW TO BECOME THE SOCIAL PSYCHOLOGIST INDUSTRY WANTS TO HIRE & PERFORM RESEARCH AT SCALE

Andrew Fiore<sup>1</sup>

<sup>1</sup>Facebook

The need for social scientists in the technology industry has never been greater -- as online social life increasingly becomes synonymous with social life generally, the skills that social psychologists bring to bear in understanding both intrapersonal and interpersonal phenomena become critical to our understanding of how to design and implement effective systems for mediated interaction. Industry jobs provide an opportunity to do research at scale and with great ecological validity; moreover, research findings can immediately and directly inform the design and development of tools that hundreds of millions of people use every day. Yet academic approaches don't always translate directly, and certain additional skills, such as software development, can come in handy. Fiore will compare the types of research work that social scientists do in industry and academia and discuss the skills that academic researchers can cultivate to be successful in industry.

## MY JOURNEY FROM GRAD SCHOOL WITH TENURE-TRACK PLANS TO GOOGLE RESEARCH

Joshua Abraham Tabak<sup>1</sup>

<sup>1</sup>Google Inc. & Cornell University

How does a social psychology grad student explore research opportunities in industry, and how does one become competitive for such opportunities? Almost all major companies that create consumer-facing products employ user or product researchers in some way, and social or personality psychology training sets up a candidate well for such roles. The catch is that many companies hesitate to hire candidates who have the right core skills but have not applied those skills outside of academia. Some of the best stepping stones between academia and industry -- and also the best ways to figure out if industry will be an enjoyable experience -- include temporary/contract roles or internships. Tabak will describe his journey from academia to industry, the journeys of his friends and mentees, and boons and pitfalls of various approaches to the journey.

## Symposia Session S-B4

### WHEN WANTING IS NOT ENOUGH: HOW AFFECT AND COGNITION PROMOTE SUCCESS AT SELF-CONTROL

Friday, February 27, 2015, 11:15 am - 12:30 pm, Promenade Ballroom 104A

Chair: Janina Steinmetz, University of Cologne

Co-Chair: Ayelet Fishbach, University of Chicago

This symposium sheds light on affective and cognitive mechanisms that promote successful goal pursuit. Specifically, the first two talks explore how affective reactions during goal conflicts and goal attainment influence self-control success. The third and fourth presentations are concerned with cognitive processes, namely the framing of rewards and temptations, respectively.

## ABSTRACTS

### IS SELF-CONTROL AN EMOTION?: DECONSTRUCTING THE EMOTIONAL PROPERTIES OF COGNITIVE CONTROL

Michael Inzlicht<sup>1</sup>, Blair Saunders<sup>1</sup>, Nathaniel Brown<sup>1</sup>

<sup>1</sup>University of Toronto

James Russel (2003) argues that "basic emotions" can be broken down into more primitive elements, including changes in core affect, attributions, appraisals, physiology, expression, subjective experiences, and emotional meta-experience. Here, we present a model suggesting that self-control is instigated by the presence of goal conflicts that produce phasic twinges of negative affect. Emotional changes, then, are at the heart of control and we provide

evidence by highlighting recent work linking conflict with neural, visceral, facial, experiential, and evaluative indices of negative affect. We further present empirical studies suggesting that these changes in negative affect predict aspects of cognitive control, and that control can be moderated by changing attributions, appraisals, and emotional meta-experience. In sum, a greater appreciation of the emotional nature of self-control can help make sense of robust findings in the literature and generate novel and testable predictions that would otherwise be unanticipated.

### AFFECTIVE CONSEQUENCES OF INTENTIONAL ACTION CONTROL

Peter M. Gollwitzer<sup>1</sup>, Torsten Martiny-Huenger<sup>2</sup>, Gabriele Oettingen<sup>3</sup>

<sup>1</sup>University of Konstanz & New York University, <sup>2</sup>University of Konstanz,

<sup>3</sup>New York University

We will present evidence that successfully implemented actions have evaluative consequences for distractor stimuli and that these evaluative consequences influence subsequent actions. In two first studies (N = 105), we extend research on devaluation effects (i.e., more negative evaluations) for distractor stimuli (i.e., visually ignored or response suppressed stimuli) by providing evidence that the affective devaluation can happen at the level of specific objects and is particularly strong for interference-creating distractors. In two further studies (N = 104) we investigated the consequences of the affective devaluation for subsequent encounters with the distractors (for example, as stimuli that require a response). As expected, we find that response times to prior distractors were impaired and that more negative distractor evaluations predicted the impaired (i.e., slower) responses. We will discuss the results as a mechanism of how intended actions induce affective changes that in turn facilitate the maintenance of the intentions.

### INTRINSIC REWARDS FOR EXTRINSIC GOALS

Ayelet Fishbach<sup>1</sup>, Kaitlin Woolley<sup>1</sup>

<sup>1</sup>University of Chicago

Pursuing goals delivers immediate rewards in the process and delayed rewards that define the goal's outcome. In five studies, we find that whereas people plan their pursuits based on the goal outcome (will exercise make me healthy eventually?), people actually pursue and persist based on the goal process (is exercising fun right now?). Therefore, attention to immediate rewards in planning extrinsically-motivated goals improves persistence. Specifically, we document a shift in the weight people give to immediate and delayed rewards and that because of this shift, people choose to pursue goals using means they are less likely to persist on and are more likely to later regret. We further find that we can increase persistence on goals by directing people to choose means based on immediate rewards. For example, people consume more healthy food when they choose healthy food base on taste (an immediate reward) than health (a delayed reward).

### AN INTERDEPENDENT SELF-CONSTRUAL FACILITATES SELF-CONTROL BY INCREASING AN INTERRELATED PERSPECTIVE ON TEMPTATIONS

Janina Steinmetz<sup>1</sup>, Thomas Mussweiler<sup>1</sup>

<sup>1</sup>University of Cologne

We examine the hypothesis that one fundamental dimension of the self, namely the distinction between an interdependent and an independent self-construal, crucially affects self-control. In specific, an interdependent self-construal fosters holistic, interrelated information processing in general and might thus also lead to an interrelated perspective on temptations. Such an interrelated perspective on temptations has been shown to make the costs of indulging in a temptation more salient and, thereby, to increase self-control. In line with our hypothesis, Studies 1 through 3 demonstrate that a dispositional as well as temporarily activated interdependent construal of the self directly facilitates self-control. We investigate the role of this processing style more directly by showing that interdependent participants have a more interrelated

perspective on temptations (Study 4), which in turn leads to better self-control (Studies 5a and 5b). Taken together, these findings demonstrate how self-construal – via its fundamental influence on information processing – shapes self-control.

### Symposia Session S-B5

#### PERCEIVING THE PARTNER: HOW BELIEFS ABOUT OTHERS SHAPE THE RELATIONSHIP EXPERIENCE

Friday, February 27, 2015, 11:15 am - 12:30 pm, Promenade Ballroom 104C

Chair: Joanna Anderson, Cornell University

Relationships, and lives, are shaped fundamentally by our perceptions and expectations of others. In four talks, we consider how personality and experience influence evaluations of potential and current partners, which in turn have profound effects on the quality and development of one's relationships.

#### ABSTRACTS

#### SELF-SABOTAGING FROM THE START: AVOIDANTS' UNWILLINGNESS TO TRUST STRANGERS LIMITS THEIR SOCIAL NETWORK INTEGRATION

Joanna E Anderson<sup>1</sup>, David Dunning<sup>1</sup>

<sup>1</sup>Cornell University

Trust is central to a functioning society, which relies on fleeting associations between individuals for the exchange of goods and services. It is also central to attachment theory, but the latter typically focuses on close relationships, to the relative exclusion of the broader network—a gap we address in this research. Using a trust game paradigm, Studies 1a and 1b revealed that people high (vs. low) in attachment avoidance are less trusting of an unacquainted peer. Study 2 then demonstrated that avoidant people report less social network integration (SNI): fewer and lower-quality relationships. Finally, Study 3 showed experimentally that trust mediates the association between avoidant attachment and SNI: new trust game participants who received the decisions of avoidant (vs. non-avoidant) people from Study 1a were subsequently less willing to interact with them. These results suggest that attachment style and trust influence not just close relationships but one's entire social network.

#### WHAT'S PAST IS PROLOGUE: HOW THE EPISTEMIC VALUE OF PRIOR ROMANTIC EXPERIENCE INFLUENCES CONNECTION GOALS

Justin V Cavallo<sup>1</sup>, Miranda Giacomini<sup>1</sup>

<sup>1</sup>Wilfrid Laurier University

Research has investigated how people cope with relationship dissolution, but less is known about how coping processes influence subsequent relationship goals. We hypothesized that ascribing epistemic value to a past romantic experience (i.e., feeling that it provided useful interpersonal knowledge) can motivate attempts to apply that knowledge by connecting with partners who are similar to an ex-partner. Results from three experimental studies revealed that relative to control participants, participants who were made to feel a past relationship had high epistemic value reported greater desire for their current partner to be similar to a past partner (Study 1), were more attracted to novel people who shared traits with a past partner (Study 2), and felt more connected to their current romantic partners after considering ways this person was similar to a past partner (Study 3). These results suggest that one's romantic past plays an important role in future relationship development.

#### SELF-ESTEEM PREDICTS PARTNER RESPONSIVENESS—PERCEIVED AND ACTUAL—TO THE EXPRESSION OF NEGATIVE EXPERIENCES

Kassandra Cortes<sup>1</sup>, Joanne V. Wood<sup>1</sup>

<sup>1</sup>University of Waterloo

Past research indicates that people with low self-esteem (LSEs) perceive their partners to be less responsive than do people with high self-esteem (HSEs). Does this mean that partners of LSEs really are less responsive than partners of HSEs, or is this belief an artifact of LSEs' poor self-views? We examined how self-esteem predicts perceived and actual partner responsiveness to the expression of negative experiences occurring outside of the relationship (e.g., a bad day at work). In 3 studies, we found that LSEs (vs. HSEs) perceived their partners to be less responsive, but more importantly, that partners of LSEs indeed reported being less responsive than did the partners of HSEs. This phenomenon was observed through self-report, partner report, and in response to a negative experience in the lab.

#### WITHOUT A VOICE: NEGATIVE PARTNER EXPECTANCIES LIMIT THE EXPRESSION OF RELATIONSHIP COMPLAINTS IN PEOPLE WITH LOW SELF-ESTEEM

Megan H McCarthy<sup>1</sup>, Joanne V. Wood<sup>1</sup>, John G. Holmes<sup>1</sup>

<sup>1</sup>University of Waterloo

When partners behave badly, directly communicating complaints can be beneficial for resolving the problem and improving the relationship. However, speaking up also risks that our concerns will be left unheard or unaddressed. Low self-esteem people (LSEs), who lack trust in others' responsiveness, may be particularly hesitant to confront their partners about their concerns. Consistent with this, Study 1 showed that LSEs expressed relationship dissatisfaction to romantic partners and roommates less directly than their high self-esteem (HSE) counterparts (e.g., remained silent, behaved passive-aggressively, talked to people outside of the relationship). Study 2 suggested that LSEs' indirectness may stem from a sense of powerlessness: LSEs, compared to HSEs, believed that either speaking up or holding back would be risky and ineffective. LSEs may fail to address relationship problems because they believe that they cannot produce change in their partners or relationships.

### Symposia Session S-B6

#### HOW MULTI-METHOD ASSESSMENT OF PERSONALITY CAN ENHANCE RESEARCH ON BEHAVIOR, DEVELOPMENT, AND OUTCOMES

Friday, February 27, 2015, 11:15 am - 12:30 pm, Room 201A

Chair: Allison Tackman, University of Oregon

Co-Chair: Joshua Jackson, Washington University in St. Louis

How can multi-method personality assessment improve measurement and lead to new discoveries? In this symposium, 4 speakers will show the diverse benefits of using multiple-informant designs, behavioral assessments, and mobile sensing to study social behavior, personality development, and major life outcomes.

#### ABSTRACTS

#### MULTI-METHOD ASSESSMENT OF CHILD PERSONALITY: TRIANGULATION ON A MOVING TARGET

Jennifer L. Tackett<sup>1</sup>

<sup>1</sup>University of Houston

Assessment of personality in childhood has long required creative approaches given the limitations around collecting self-report data from children. As such, multi-method, multi-informant approaches are more common, but introduce new challenges into research as well, such as inherent discrepancies and reduced magnitude of associations. Data are presented from a 4-wave longitudinal study of 346 children, aged 9-10 years at intake, for whom personality

information was collected from multiple informants (self, mothers, and fathers), via multiple methods (questionnaires, thin-slice video coding, and emotion elicitation paradigms), and across multiple personality trait frameworks (personality and temperament). Triangulation on child personality traits revealed advantages for different methods and informants, and differential prediction of behavioral competencies and maladjustment. Results will be discussed in the context of measuring personality when no "gold standard" exists and the challenges and nuances this offers our understanding of what constitutes personality.

### **EXTRAVERSION AND NETWORK CENTRALITY: SOCIAL NETWORK ANALYSIS OF FACE-TO-FACE INTERACTIONS CAPTURED WITH MOBILE SENSOR NETWORKS**

**Benjamin S. Crosier<sup>1</sup>, Gregory D. Webster<sup>2</sup>, Ida J. Griesemer<sup>3</sup>**

<sup>1</sup>*Dartmouth College, Geisel School of Medicine, Dartmouth Psychiatric Research Center, Center for Technology and Behavioral Health,* <sup>2</sup>*University of Florida,* <sup>3</sup>*Dartmouth College*

Modern social network research is driven by two modes of data collection: self-report and online social networks. Both data sources capture important information, yet they neglect actual face-to-face interaction. The present research used a new method, mobile sensor networks, to assess real-time social interaction via physical proximity in 22 small groups of unacquainted people (N = 185). We used proximity information to model social network formation. Using social network analysis and multilevel modeling, we replicated prior work in online and offline social networks that showed a link between personality and social network structure. Specifically, extraversion was positively related to network centrality, a measure of importance or influence. Our results establish mobile sensing as a new method for examining emergent social networks in a laboratory setting, and offer a novel proxy for assessing extraversion by highlighting its link with network structure. We discuss mobile sensing's theoretical and practical implications for social-personality research.

### **USING MULTIPLE PERSPECTIVES TO INFORM THE ASSOCIATION BETWEEN PERSONALITY AND IMPORTANT LIFE OUTCOMES**

**Joshua Jackson<sup>1</sup>, Sarah M. Garrison<sup>2</sup>, James J. Connolly<sup>3</sup>, Madeleine Leveille<sup>3</sup>**

<sup>1</sup>*Washington University in St. Louis,* <sup>2</sup>*Vanderbilt University,* <sup>3</sup>*Connolly Consulting*

Personality traits predict numerous outcomes such as health and relationship status, sometimes decades in advance. However, the vast majority of these studies rely on self-reported personality. As a result, the relationship between personality and important outcomes might be underestimated or overlooked. Using 300 romantic couples we investigated how close peers (N = 2909) and romantic partner assessments of personality provide novel insights into health and relationships. Results indicate that partner- and peer-reported personality traits mostly correspond with self-reports, but that combining assessments yields a more reliable and stronger association. In some instances, novel contributions were found. For example, spousal and peer reports of agreeableness were related to divorce, whereas self-reports were not, suggesting that context specific behaviors related to divorce are uniquely visible to observers. In general, findings conclude that pathways between personality and outcome are missed when only relying on one data source.

### **RELATIONSHIPS AND PERSONALITY DEVELOPMENT IN ADULTHOOD: A MULTIPLE-INFORMANT APPROACH**

**Allison Mary Tackman<sup>1</sup>, Sanjay Srivastava<sup>1</sup>, John C. Flounoy<sup>1</sup>, Gerard Saucier<sup>1</sup>**

<sup>1</sup>*University of Oregon*

Social-transactional theories of personality propose that relationships are an important influence on personality development. Previous research has largely relied on self-reports,

but relationship partners and informants outside of the relationship may provide important additional perspectives. Using an accelerated longitudinal design, we examined how relationship status (e.g., never married vs. married) and transitions (e.g., starting a relationship) are associated with personality trait change using self- and informant-reports. At 4 annual assessments, participants (N = 1153, Ages 18 to 66) provided self-reports of the Big Five/Six and nominated up to 6 informants (e.g., family, friends, and romantic partners) to report on their personality. Analyses looked at effects of status and transitions on personality development. We found substantial convergence between self- and informant-reports, but also important differences for some traits (such as effects of relationship transitions on openness). We will discuss the benefits of multiple-informant assessments of personality in research on personality development.

### **Symposia Session S-B7**

#### **SPONTANEOUS THOUGHTS AND IMAGES**

**Friday, February 27, 2015, 11:15 am - 12:30 pm, Room 201B**

**Chair: Gabriele Oettingen, New York University and University of Hamburg**

**Co-Chair: Timur Sevincer, University of Hamburg**

The symposium presents research exploring the frequency and content of spontaneous thoughts and images in everyday life and their correlates and consequences for various indicators of successful performance and well-being. The presented research uses a variety of methods such as experience sampling, content-analyses, and experimental manipulations.

#### **ABSTRACTS**

#### **IDEAS OF PHYSICISTS AND WRITERS REGULARLY OCCUR DURING EPISODES OF MIND-WANDERING**

**Jonathan W. Schooler<sup>1</sup>, Shelly Gable<sup>2</sup>, Elizabeth Hopper<sup>2</sup>, Michael D. D. Mrazek<sup>2</sup>**

<sup>1</sup>*University of California Santa Barbara,* <sup>2</sup>*University of California at Santa Barbara*

Professional writers (53) and physicists (45) completed a 14-day daily experience study in which every day they reported on their most creative idea of the day (if they had one), the context in which it occurred, the phenomenology of the experience, and the quality of the idea. In addition, 6 months later participants were mailed their verbatim descriptions of each idea and reported on its current status. Both writers and physicists reported that over 40% of their most significant ideas of the day were formed while they were mind-wandering, i.e. actively doing something other than working on the project or topic in which the idea occurred. Although there were no differences in the overall rating of the creativity of ideas that occurred when on task versus mind-wandering (either initially or six months later), mind-wandering ideas were more likely to be associated with an "aha" experience when they occurred.

#### **WHAT WERE YOU THINKING? PAST, PRESENT, AND FUTURE IN A RANDOM SAMPLE OF EVERYDAY THOUGHTS**

**Roy F. Baumeister<sup>1</sup>, Kathleen D. Vohs<sup>2</sup>, Wilhelm Hofmann<sup>3</sup>**

<sup>1</sup>*Florida State University,* <sup>2</sup>*University of Minnesota,* <sup>3</sup>*University of Chicago*

Participants were contacted at random moments as they went about their daily lives. They reported what they were thinking when the signal came, including whether their thoughts were focused on the past, present, and/or future. Thinking about the present was most common. Thinking about the future was far more common than the past. Significant quadratic effects showed opposite patterns for happiness vs. meaning, with present the highest happiness but lowest meaningfulness. Mental time travel (past or future) was associated with more stress, negative emotion, desire, and mental fatigue. Thoughts of the past increased when one lacked mental

control. Of 21 personality traits, 18 predicted thinking about past but only 8 about future, suggesting that thinking back is more variable than thinking ahead. Implications include the surprising rarity of remembering, the tradeoff between happiness and meaningfulness, the pervasiveness of planning, and links of mental time travel to negativity, being alone, and pathology.

### SPONTANEOUS MENTAL CONTRASTING: ANTECEDENTS AND CONSEQUENCES

Timur Sevincer<sup>1</sup>, Gabriele Oettingen<sup>2</sup>

<sup>1</sup>University of Hamburg, <sup>2</sup>New York University

Self-regulation by mental contrasting a desired future with present reality fosters selective goal pursuit: People pursue goals that they deem feasible, and let go from those that they deem unfeasible. Indulging in the future, dwelling on reality, or contrasting reality with the future lead to indiscriminate goal pursuits. We developed a content-analytic measure to unobtrusively observe spontaneous mental contrasting in people writing about an important wish (Study 1; 231). Just like induced mental contrasting, spontaneous mental contrasting predicted selective goal pursuit measured by self-reported (Study 2; 321) and observed performance (Study 3; 212). Testing for situational variables, anticipating goal-relevant (vs. goal-irrelevant) action predicted mental contrasting (Study 4; 239); testing for individual difference variables, high need for cognition (Study 5; 96) was one important predictor of mental contrasting. Apparently, people spontaneously mental contrast when the situation demands it and they find satisfaction in thinking.

### SELF-TALK AS A REGULATORY MECHANISM: HOW YOU DO IT MATTERS

Ozlem Ayduk<sup>1</sup>, Ethan Kross<sup>2</sup>, Jason Moser<sup>3</sup>

<sup>1</sup>University of California Berkeley, <sup>2</sup>University of Michigan at Ann Arbor, <sup>3</sup>Michigan State University

Self-talk is ubiquitous. We all have an internal monologue that we engage in from time-to-time. Yet, surprisingly little research has examined the role that self-talk plays as a basic regulatory mechanism in adults. This talk will present findings from 5 studies (total N = 734) that address this question at multiple levels of analyses. Findings indicate that cueing people to use non first person pronouns and their own name (rather than "I") to refer to the self during introspection substantially increases their ability to exert self-control under conditions that arouse social stress. Furthermore, these regulatory benefits are explained by event appraisals, with people instructed to use non-first person self-talk (vs. first-person self-talk) appraising stressors more in terms of challenge and less in terms of threat. The potential practical applications of language use as a regulatory process will be discussed.

### Symposia Session S-B8

#### POWER IMPACTS SOCIAL IDENTITY AND THE SELF-CONCEPT

Friday, February 27, 2015, 11:15 am - 12:30 pm, Room 202ABC

Chair: Andrea Vial, Yale University

This symposium highlights ways in which power impacts social identity and the self-concept. In four talks, we show that power renders power-related attributes more self-relevant; power increases role-congruent self-construals; and it both impacts social identity, as well as it interacts with it to influence the behavior of powerful people.

### ABSTRACTS

#### OBJECTS OF DESIRE: SUBORDINATE INGRATIATION TRIGGERS SELF-OBJECTIFICATION AMONG POWERFUL

Kimberly Rios<sup>1</sup>, M. Ena Inesi<sup>2</sup>, Sun Young Lee<sup>3</sup>

<sup>1</sup>Ohio University, <sup>2</sup>London Business School, <sup>3</sup>University College London

We propose that powerful individuals can become victims of self-objectification, whereby power-relevant attributes become more important to their self-concept and lead to behavior consistent with that self-concept. This process is triggered by the receipt of ostensibly kind acts from subordinates, which are interpreted by power-holders as objectifying acts of ingratiation. In Studies 1 and 2 (online studies), high-power participants rated power-relevant attributes as more important to their self-concept, but only after a triggering event (e.g., receiving a favor). In Studies 3 and 4 (laboratory studies), high-power participants who received a favor were more likely than others to believe that they are objectified for their power-relevant attributes. As a result, they rated power-relevant attributes as more important to their self-concept (Study 3) and were willing to pay more for products associated with power, but not for products unrelated to power (Study 4).

#### I AM MY (HIGH POWER) ROLE: POWER AND ROLE CONGRUENT SELF-CONSTRUAL

Priyanka D Joshi<sup>1</sup>, Nathanael J. Fast<sup>1</sup>

<sup>1</sup>Marshall School of Business

We propose that power enhances identification with power-providing roles, resulting in greater role congruent self-construal. Contrary to the belief that power is experienced as liberating, freeing people to behave in ways congruent with their internal beliefs, we provide evidence from three laboratory studies showing that power enhances role conformity due to enhanced role congruent self-construal. In Study 1, participants showed greater implicit identification with the assigned role (teacher or student) when the role afforded power, irrespective of role status. In Study 2, infusing a role (HR Manager) with power resulted in greater role identification and role-congruent behavior. Study 3 demonstrated that power resulted in greater role congruent self-construal, such that having power in a close relationship caused participants to define themselves relationally whereas having power in a group situation caused participants to embrace a collective self-construal. Implications for research on power, roles, and the self are discussed.

#### HIGH POWER MINDSETS REDUCE STRENGTH OF GENDER IDENTIFICATION IN WOMEN (BUT NOT IN MEN)

Andrea C Vial<sup>1</sup>, Jaime L. Napier<sup>1</sup>

<sup>1</sup>Yale University

We propose that personal power can differentially impact the social identity of members of high- and low-status groups. Members of low-status groups who attain personal power may derive less psychological benefits from identifying with the in-group, and as a result may not identify as strongly as members of low-status groups who are also low-power individuals. We examined whether manipulating power mindsets impacted how central or important gender group membership was to the overall self-concept. In Study 1 (online), we experimentally induced high or low power mindsets and found that high power led women (but not men) to report significantly lower levels of identification with their gender in-group. In Study 2, we replicated this effect among female undergraduates in a lab setting, and found it was moderated by the salience of gender group membership: Only high power women who interacted with low power men reported lower levels of gender identification.

## POWER, GENDER IDENTITY, AND GENDER STEREOTYPING IN MASCULINE DOMAINS

Theresa Katherine Vescio<sup>1</sup>, Nathaniel J. Ratcliff<sup>2</sup>, Julia L. Dahl<sup>2</sup>, Kristine Schlenker<sup>3</sup>

<sup>1</sup>The Pennsylvania State University, <sup>2</sup>Pennsylvania State University, <sup>3</sup>Peace Corps

In masculine domains, power and social identity influence powerful people's behavior toward their subordinates and low power people's reactions. The findings of four laboratory experiments (N=505 undergraduates) show race and gender based biases in powerful peoples' decisions about to whom they should relinquish power when they are failing to advance group goals (Study 1). However, when worried about performing poorly but not able to relinquish power, women's insecurity predicts gender role identification and leads to stereotyping of the self and low power others, as well as pro-male biases in decision making (Study 2). Given similarly behaving men and women in power, low power women are more insecure than men (Study 3). Low power women who are insecure also (a) find powerful women to be expectancy violating and worthy of sabotage (Study 3) and (b) self-sexualization as a means of appeasing that fear of backlash from powerful men (Study 4).

### Symposia Session S-B9

## THE ORIGINS AND CONSEQUENCES OF RECIPROCITY

Friday, February 27, 2015, 11:15 am - 12:30 pm, Room 203ABC

Chair: Jillian Jordan, Yale University

Co-Chair: David Rand, Yale University

Reciprocity - the tendency to reward prosocial behavior and punish antisocial behavior - is central to cooperation and morality. This symposium integrates diverse approaches to study why people are so inclined to reciprocate. We explore reciprocal tendencies of non-human primates and infants, and show how reciprocating benefits both individuals and society.

### ABSTRACTS

## INEQUITY AS A CUE TO THE VALUE OF ONE'S SOCIAL PARTNERS

Sarah Brosnan<sup>1</sup>

<sup>1</sup>Georgia State University

Inequity is a major social problem, impacting humans from the individual to the global level. Therefore, an increased understanding of what causes feelings of inequity and how to ameliorate them is essential. Humans are not alone in this; other species, too, respond negatively to unequal outcomes as compared to a social partner, and studying these species' reactions can tell us something about the evolution of our own behavior. In this talk I will synthesize this literature, focusing on the role of inequity in cooperation. Responses to inequity are found in species that cooperate outside of the bonds of kinship and mating, and at least capuchin monkeys will quit cooperating with an unfair partner, even when inequitable outcomes are not possible (n=10). These findings indicate that individuals in these species may be using inequity as a cue to whether or not to continue cooperating with a given social partner.

## MECHANISMS SUPPORTING HUMAN COOPERATION IN THE FIRST TWO YEARS OF LIFE: REWARD AND PUNISHMENT IN INFANTS AND TODDLERS

Kiley Hamlin<sup>1</sup>

<sup>1</sup>University of British Columbia

Adults believe that good acts should be rewarded and bad ones punished. The tendencies to reward and punish have been argued to be essential to the evolution of altruistic and cooperative behavior in humans, encouraging prosociality and discouraging antisociality; but how and when do these tendencies develop? I will present evidence that 21-month-old toddlers selectively reward prosocial

and punish antisocial third parties in both first-order (punishing harmful others) and second-order (punishing those who have failed to punish harmful others) scenarios (n=96), and despite being too young to engage in rewarding or punishing behaviors themselves, 4.5-month-olds positively evaluate those who reward helpful and punish harmful others (n=82). These results suggest that tendencies supporting reward and punishment exist extremely early in life, arguably before socialization could be solely responsible for their emergence, and support theories of the evolution of human cooperation.

## MORALISTIC GOSSIP ACTS TO SIGNAL MORAL GOODNESS

Jillian Jordan<sup>1</sup>, Paul Bloom<sup>1</sup>, David Rand<sup>1</sup>

<sup>1</sup>Yale University

Humans frequently engage in verbal condemnation of immoral behaviors, even as unaffected third-party observers. Here we investigate why people engage in such moralistic gossip. We present three vignette studies suggesting that moralistic gossip benefits the gossiper by signaling moral goodness. In Study 1 (n=781), people perceive gossipers as less likely to engage in the behaviors they are condemning, and trust and like them more as a result. Study 2 (n=810) shows that condemning a transgression, and thus indirectly signaling one's moral goodness, is more effective than directly stating that one does not commit that transgression. Study 3 (n=230) suggests that this is because condemnation is seen as reflecting genuine moral outrage, whereas direct statements are seen as self-serving. Together, these results suggest that moral condemnation effectively acts to signal moral goodness, and may help explain the prevalence of moralistic gossip as a self-interested strategy for improving one's reputation.

## A RIGHTEOUS PATH TO COOPERATION: MORAL JUDGMENTS PROMOTE PROSOCIAL MOTIVATION, BEHAVIOR, AND SENTIMENTS

Robb Willer<sup>1</sup>, Brent Simpson<sup>2</sup>, Ashley Harrell<sup>2</sup>

<sup>1</sup>Stanford University, <sup>2</sup>University of South Carolina

We investigate the effectiveness of moral judgments, relative to material punishments, for motivating pro-group behaviors and sentiments. While research finds material punishments are effective in increasing group members' contributions to group efforts, they are costly and can undermine trust and intrinsic motivations to give. Across two experimental studies in which individuals could contribute to a public good that benefited all group members, we find that offering individuals opportunities to evaluate one another's moral standing between rounds of interaction led to greater contributions than in "no evaluation" or "nonmoral evaluation" control conditions (Study 1, n=136). Contribution levels and reported group identification and solidarity were comparable to those achieved in groups that could deploy material punishments (Study 2, n=216). Moral judgments offered additional benefits for groups. After the public good game, participants exposed to moral judgments showed more trust, trustworthiness and generosity to other group members than those in the other conditions.

## Symposia Session C

Friday, February 27, 2015, 2:00 pm - 3:15 pm

### Symposia Session S-C1

#### THE JOY OF GIVING OUR SCIENCE AWAY

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Grand Ballroom A

Chair: C. Nathan DeWall, University of Kentucky

Why should social and personality psychologists communicate their science to a broad audience? This session answers that question by showcasing some of the field's most influential writers and communicators.

#### ABSTRACTS

#### THE ETHICS OF GIVING PSYCHOLOGY AWAY: SCIENTISTS' CONTRIBUTIONS TO THE MARKETPLACE OF IDEAS

Eli J. Finkel<sup>1</sup>

<sup>1</sup>Northwestern University

Social/personality psychologists study topics that interest the general public. This interest creates robust demand for information, which a wide range of public figures seek to meet. How can scientists navigate the ethical complexities of contributing to this marketplace of ideas despite its foreign communication norms of certitude, volume, and bluntness?

#### ON WRITING PSYCHOLOGICAL SCIENCE: SOME LESSONS LEARNED

David G. Myers<sup>1</sup>

<sup>1</sup>Hope College

I will celebrate the teaching of psychological science through writing and describe my journey from doing psychological science to also giving it away. Drawing on my own and others' experience I will offer tips on developing one's writing, indicate venues for teaching-through-writing, and offer suggestions for a writing-supportive environment and self-management.

#### SHARING SOCIAL PSYCHOLOGY WITH THE PUBLIC: WHAT I'VE LEARNED AND HOW IT CHANGED MY PERSPECTIVE ON OUR SCIENCE

Elizabeth W. Dunn<sup>1</sup>

<sup>1</sup>University of British Columbia

Drawing on my experience writing articles for media outlets such as the NYT, as well as a trade book, I'll discuss what I've learned about how to share our science with a broad audience. And I'll describe how these experiences, in turn, have shaped the way I do science.

#### DATA INTO STORIES: HOW I LEARNED TO LOVE SOCIAL PSYCHOLOGY

John Tierney<sup>1</sup>

<sup>1</sup>New York Times

How did someone who took a total of one psychology course end up writing about it in the New York Times and in books? A journalist discusses how he came to appreciate the rewards - and the challenges - of sharing social psychologists' work with the public.

### Symposia Session S-C2

#### FINDING PATTERNS IN A MAZE OF DATA: FOUR EXAMPLES OF BUILDING BROAD, INTEGRATIVE MODELS

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Grand Ballroom B

Chair: Adam Galinsky, Columbia University

Robust discoveries require the recognition of clear patterns that exist across a wide range of data. By finding these patterns, researchers

can construct integrative theories that capture broad fundamental truths. This symposium presents four attempts to build such models. Each talk traverses dozens of studies to reveal their models.

#### ABSTRACTS

#### WHEN PERSON PERCEPTION DOES NOT DISCRIMINATE BETWEEN THE SELF AND OTHER

Tessa West<sup>1</sup>, Chadly Stern<sup>1</sup>

<sup>1</sup>New York University

The current talk explores whether the processes through which we come to understand ourselves differs from the process we use to understand others. We first examine this question meta-analytically using small-group data (from zero acquaintance groups to therapy groups for sex offenders) and demonstrate that self and other perception are quite similar: Variables moderate self and other perception in similar ways, and there is strong overlap between self-other agreement and consensus, and assumed similarity and assimilation. We then examine the motivational underpinnings of this phenomenon in groups in which perceivers have reason to want to avoid or attain self-other overlap in perception. First, in the context of power, self-other overlap can hinder or help individuals in high and low-power groups predict how they will be treated by outgroups. Second, in the context of diversity, self-other overlap can help racially diverse groups achieve their goals in a field setting.

#### MOTIVATED TO MISBEHAVE: HOW THE SAME FORCES THAT INCREASE MOTIVATION ALSO GENERATE UNETHICAL BEHAVIOR

Jacob Hirsh<sup>1</sup>

<sup>1</sup>University of Toronto

We propose that the same basic variables that predict motivation will also predict the likelihood of unethical behavior. We present evidence for this motivation to unethicality path across four research areas: a) stretch goals increase effort but also lead to cheating; b) winner-take-all reward systems maximize motivation but lead to bribery and sabotage; c) competing with rivals spurs performance but also increases unethical tactics in competition; d) loss frames increase focus and performance but lead to misrepresentation and deception. We also present a formal model that offers an Ethical Extension of Expectancy Theory, an influential framework for predicting motivation. Our formal model proposes that any attempt to increase employee motivation will also increase the occurrence of ethical transgressions. Whenever organizations create systems that increase motivation, they must also put in place mechanisms (e.g., conduct codes, commitment mechanisms, strong punishments for transgressions) that prevent their motivation system from producing unethical behavior.

#### WHEN GOOD IS STRONGER THAN BAD

Julian Jake Zlatev<sup>1</sup>, Nir Halevy<sup>1</sup>

<sup>1</sup>Stanford University

Past research has declared a robust scientific truism: "bad is stronger than good", i.e., negative information and events impact cognitive, affective, and behavioral reactions more strongly than equivalent positive information and events. This talk reviews systematic exceptions to this rule. First, we show that the proactive versus reactive nature of a judgment or behavior is a critical reversal of the bad-is-stronger-than-good effect. Proactive thinking and behavior is marked by a strong positivity bias, where people make benign assumptions about the world and pursue benevolent actions. For instance, individuals trust and help others more than they distrust, expect mistreatment, and harm others. Second, we highlight studies showing that the absence versus presence of positive experiences is often more predictive of cognition, affect, and behavior than equivalent negative experiences. For instance, positive feelings often predict social behavior better than negative feelings. When it comes to proactive behavior, good is stronger than bad.

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### FROM GLUE TO GASOLINE: HOW THE SAME PROCESSES THAT NORMALLY BIND PEOPLE TOGETHER, TEAR THEM APART DURING COMPETITION

Adam Galinsky<sup>1</sup>, Alice Lee<sup>1</sup>, Roderick Swaab<sup>2</sup>, Gavin Kilduff<sup>3</sup>  
<sup>1</sup>Columbia University, <sup>2</sup>INSEAD, <sup>3</sup>New York University

This talk presents an emergent theory which proposes that the same forces that normally produce cooperative responses get perverted in competitive contexts and generate vitriol instead. Perspective-taking, similarity, flattery, face-to-face contact, and intergroup integration are often the glue that binds people together. We propose that competitive contexts transform these processes into gasoline: they inflame rather than retard already aroused competitive impulses. We will present evidence for this glue-to-gasoline process across five different research streams. Perspective-taking in competitive contexts leads people to engage in unethical behavior to prevent being exploited. Similarity and contact frequency lead to feelings of rivalry that increase unethical behavior in competitive contexts. Friendly gestures by competitors lead to superstitious reasoning. Bringing negotiators face-to-face when they have strong competitive feelings decreases high-quality negotiation outcomes. Intergroup integration leads to greater hostility when there is competition over scarce resources. Overall, competitive contexts turns glue into gasoline that inflames negative feelings.

### Symposia Session S-C3

#### THE PSYCHOPHYSIOLOGY OF HIGH SOCIAL STANDING: (DYS-)FUNCTIONAL RESPONSES TO POWER AND STATUS

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Room 103A

Chair: Annika Scholl, KMRC Tuebingen

Co-Chair: Daan Scheepers, Leiden University

Power and status often buffer stress responses, but this can also have its downsides for the powerless. We combine different psychophysiological approaches to better understand how hierarchies shape stress responses, when this may impact interpersonal reactions, and under which conditions power can have good vs. bad consequences for the self and others.

#### ABSTRACTS

#### IT'S GOOD TO BE THE KING: NEUROBIOLOGICAL BENEFITS OF HIGHER SOCIAL STANDING

Modupe Akinola<sup>1</sup>, Wendy B. Mendes<sup>2</sup>

<sup>1</sup>Columbia University, <sup>2</sup>University of California at San Francisco

Epidemiological studies often find that higher social standing is associated with better physical and mental health outcomes, but these studies are typically correlational and lack mediational explanations. In two studies, we examine neurobiological reactivity to test the hypothesis that higher social status leads to salutary short-term psychological, physiological, and behavioral responses. In Study 1 (N=81), police officers rated their subjective social status then engaged in a social evaluation task during which we measured cardiovascular and neuroendocrine reactivity. In Study 2 (N=84), we manipulated social status and examined stress reactivity and performance outcomes to explore the possible links among status, performance, and physiological reactivity. Results indicated that higher social status was associated with approach-oriented physiology (studies 1 and 2) and better performance (study 2) relative to lower status. These findings point to acute reactivity as one possible causal mechanism to better physical health among those higher in social status.

#### HIERARCHICAL STABILITY MODERATES THE EFFECTS OF STATUS ON ENDOCRINE AND BEHAVIORAL RESPONSES TO STRESS

Pranjal H. Mehta<sup>1</sup>, Erik L. Knight<sup>1</sup>

<sup>1</sup>University of Oregon

Higher status is generally associated with lower stress and improved health. We propose that the stress-buffering effects of status could reverse in unstable hierarchies, when one's higher status position is in jeopardy. After random assignment to high or low status in a stable or unstable hierarchy, participants (N=118) were asked to perform a stressful public speech. High status in a stable hierarchy reduced the cortisol stress response compared to low status. Instability reversed the pattern and also influenced testosterone concentrations: High status individuals in an unstable hierarchy demonstrated stronger cortisol and testosterone stress responses compared to low status. Stability additionally influenced behavior, producing distinct differences between high and low status individuals on behavioral ratings of dominance, warmth, intelligence, and overall performance in stable but not unstable hierarchies. The findings suggest that high status buffers stress and improves performance in stable hierarchies. In unstable hierarchies, higher status actually increases stress.

#### DOES POWER CORRUPT? OR DOES POWER BUFFER STRESS -- FOR BETTER AND FOR WORSE?

Dana R. Carney<sup>1</sup>, Brian Lucas<sup>2</sup>, James McGee<sup>3</sup>, Pranjal H. Mehta<sup>4</sup>, Nikolay Nichiporuk<sup>5</sup>, Tanya Vacharkulksemsuk<sup>5</sup>, Greg Willard<sup>6</sup>, Caroline Wilmoth<sup>6</sup>, Andy J. Yap<sup>7</sup>

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Does power corrupt? Or does power buffer stress? Across human and nonhuman animals, power is associated with wonderful outcomes: action orientation, risk-tolerance, and an endocrine profile associated with disease resistance. However, power is linked to corrupt acts: objectification, stealing, lying, and infidelity. Drawing from research in primatology, neuroscience, physiology, and neuroendocrinology, a picture emerges which may be able to reconcile how power simultaneously leads to both good and bad: power enhances the same emotional, cognitive, and physiological systems which acts of corruption deplete. Six experiments demonstrate that power buffers the stress of: (1) observing an emergency (N=50), (2) high-stakes lying (N=50), (3) public speaking (N=55), (4) social exclusion (N=41), and (5) physical pain (N=70). Taken together, these findings provide empirical support for the hypothesis that one mechanism through which power may corrupt is by buffering us from the stress of otherwise aversive acts.

#### THE DOWNSIDE OF POWER FOR THE SELF: HOW POWER AS RESPONSIBILITY AFFECTS CARDIOVASCULAR STRESS RESPONSES

Annika Scholl<sup>1</sup>, Frank de Wit<sup>2</sup>, Daan Scheepers<sup>3</sup>, Naomi Ellemers<sup>3</sup>, Kai Sassenberg<sup>1</sup>

<sup>1</sup>KMRC Tuebingen, <sup>2</sup>Melbourne Business School, <sup>3</sup>Leiden University

Social power provides opportunities to pursue one's goals and has many positive consequences for those who yield it (e.g., reduced stress). At times, however, especially power-holders may feel strained by all the decisions to make and subordinates to care for – in other words, when they become aware of their responsibility. Power as responsibility (vs. opportunity) poses additional demands on the power-holder (e.g., the need to take care of others). We thus assumed that power holders construing their position as responsibility would experience higher stress. Indeed, two experiments with different power primings demonstrated that power-holders construing power as responsibility (vs. opportunity vs. control) showed stronger cardiovascular stress responses (Study 1, N=63). Surprisingly, their stress pattern was similar to that of the powerless (Study 2, N=89). The findings highlight that power as responsibility has upsides for the powerless (e.g., more fair



treatment by the powerful), but also its downsides for the powerful.

### Symposia Session S-C4

#### HOT TOPICS IN OVULATORY CYCLE RESEARCH: EMPIRICAL SYNTHESSES, P-CURVES, AND NEW THEORETICAL DIRECTIONS

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Promenade Ballroom 104A

Chair: Kelly Gildersleeve, UCLA

Co-Chair: Martie Haselton, UCLA

This symposium presents meta-analytic evidence for robust cycle shifts in women's attractiveness, flirtatiousness, and mate preferences; p-curves and simulations contradicting claims that such cycle shifts are false positives; and theoretical and empirical investigations of how cycle shifts have been modified in uniquely human social contexts, such as long-term pair bonds.

#### ABSTRACTS

#### SHIFTS IN MATING BEHAVIOR ACROSS THE OVULATORY CYCLE: TWO META-ANALYTIC REVIEWS

Kelly A. Gildersleeve<sup>1</sup>, Martie G. Haselton<sup>2</sup>, Melissa R. Fales<sup>2</sup>

<sup>1</sup>UCLA, <sup>2</sup>University of California at Los Angeles

A common feature of diverse mammalian social systems is that mating behavior is tied to the female ovulatory cycle. Biologically, the fleeting high-fertility period approaching ovulation is the only time when sex can result in conception. Socially, high fertility is marked by an increase in female attractiveness and changes in mating preferences and behavior. For several decades, the question of whether the cycle plays a similar role in human mating has been heavily debated. We conducted two meta-analyses totaling over 100 published and unpublished studies of such effects (Gildersleeve et al., in press at *Psychological Bulletin*; Gildersleeve & Haselton, in progress). Analyses revealed robust increases from low to high fertility in women's attractiveness, attractiveness-enhancement (e.g., wearing cosmetics), and flirtatiousness; men's testosterone and behavioral responses to women; and women's sexual attraction to certain male characteristics. These findings have important implications for understanding human sexuality and relationships.

#### ARE CYCLE SHIFTS ROBUST?: EVIDENCE FROM P-CURVES

Martie G. Haselton<sup>1</sup>, Kelly A. Gildersleeve<sup>2</sup>, Melissa R. Fales<sup>2</sup>

<sup>1</sup>UCLA, <sup>2</sup>University of California at Los Angeles

Because sex can only lead to conception on the few fertile days leading up to and including ovulation, important mating adaptations are likely sensitive to women's current fertility within the ovulatory cycle. A veritable explosion of recent work has tested this general notion, documenting many purported "cycle shifts" in women's behavior and men's responses to women. However, these findings remain controversial, with recent critics claiming that positive findings in this literature are merely false positives due to publication bias or "p-hacking" – researchers capitalizing on chance to generate positive findings. We present p-curves that are inconsistent with these claims. These p-curves are significantly right skewed, with more p-values close to 0 than just under .05. We also present simulations showing that even extreme p-hacking is unlikely to generate the pattern we observed in the absence of true effects, thereby reinforcing the evidential value of findings in the cycle shifts literature.

#### WHEN EVOLUTIONARY TIMING MATTERS: ADAPTIVE WORKAROUNDS AND OVULATORY SHIFT EFFECTS

Natasha D. Tidwell<sup>1</sup>, Paul W. Eastwick<sup>2</sup>

<sup>1</sup>Fort Lewis College, <sup>2</sup>University of Texas at Austin

The order in which psychological features evolved in ancestral humans may aid scholars in identifying key moderators of ovulatory shifts. Recently evolved adaptations may refocus the function of older adaptations, a concept called the adaptive workaround. Thus, in modern humans, some older features (e.g., ovulatory shifts) may not exhibit their typical adaptive functions when newer features (e.g., romantic attachment bonds, perceptions of outgroup status) are activated. This perspective has informed two linked lines of research. First, three studies examined attachment bond strength as an adaptive workaround: Fertility predicted decreased desire for emotional intimacy with/attention to a current partner for women with weak (but not strong) attachment bonds to their partner. Second, three studies examined symbolic group status as an adaptive workaround: Men's attraction to fertile women's voices was evident only for ingroup, not outgroup, members. Together, these studies suggest that the adaptive workaround underlies multiple distinct moderators of ovulatory shifts.

#### WOMEN'S EXTENDED SEXUALITY: NON-CONCEPTIVE SEX IN AN EVOLUTIONARY FRAMEWORK

Nicholas M. Grebe<sup>1</sup>, Steven W. Gangestad<sup>1</sup>

<sup>1</sup>University of New Mexico

A large body of research has shown that female sexuality in various species varies across the menstrual cycle. Most research under the 'ovulatory shift hypothesis' has focused on unique aspects of female fertile phase sexuality, with the overall goal of developing an evolutionary framework for women's sexuality. Often overlooked is extended sexuality—sexual proceptivity and receptivity outside of fertile phases. Women demonstrate extended sexuality to an extreme degree, making it an important part of any framework. This talk explores the evolution of extended sexuality, possible functions, and hormonal correlates. A comparative investigation of extended sexuality yields a possible function: the elicitation of male-delivered benefits. In humans, multiple pieces of evidence support this hypothesis within romantic couples. Findings with oxytocin, progesterone, and estrogen also speak to the target- and motive-specific nature of extended sexuality. We conclude with a discussion of the role pair-bonding might have in moderating women's sexuality in general.

### Symposia Session S-C5

#### CONNECTING AND CUTTING SOCIAL TIES: THE FORCES THAT BIND PEOPLE TOGETHER AND TEAR THEM APART

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Promenade Ballroom 104C

Chair: Juliana Schroeder, University of Chicago

Co-Chair: Kurt Gray, University of North Carolina Chapel Hill

Across situations, people dynamically connect with, and distance themselves from, others around them. We examine novel mechanisms that elicit antisocial and prosocial behaviors and attitudes. In particular, we explore the consequences of imposed intimacy in interpersonal interactions, moral self-referencing, economic inequality, and sharing pain with one's group.

Award Recipients

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## ABSTRACTS

**BARRICADING AGAINST INTIMACY: IMPOSED PSYCHOLOGICAL AND PHYSICAL INTIMACY PREDICTS BARRIER-BUILDING BEHAVIORS**

Juliana Schroeder<sup>1</sup>, Ayelet Fishbach<sup>1</sup>, Chelsea Schein<sup>2</sup>, Kurt Gray<sup>2</sup>  
<sup>1</sup>University of Chicago, <sup>2</sup>University of North Carolina at Chapel Hill

In order to achieve goals, people must often engage in social interactions that involve imposed intimacy (e.g., undergoing a medical examination). We show that, in reaction to imposed intimacy, people systematically build psychological and physical barriers. Patients had greater preference for physicians to wear gloves and avoid eye contact when they expected a more intimate medical procedure (Study 1). Participants wanted more barriers when randomly assigned to imagine intimate interactions with physicians, security agents, or maids (Studies 2A-C, respectively) or when actually experiencing an intimate interaction (Study 3). In an emotionally intimate situation (i.e., holding hands with a stranger), participants oriented their bodies away and looked away more than in a non-intimate situation (i.e., shaking hands; Study 4). People seem to build barriers primarily to improve their own experiences, not those of their interaction partners (Studies 5 and 6). Imposed intimacy incites barrier-building; we consider consequences of these antisocial behaviors.

**REDUCED SELF-REFERENTIAL NEURAL RESPONSE DURING INTERGROUP COMPETITION PREDICTS COMPETITOR HARM**

Mina Cikara<sup>1</sup>, Adrianna C. Jenkins<sup>2</sup>, Nicholas Dufour<sup>3</sup>, Rebecca Saxe<sup>4</sup>  
<sup>1</sup>Harvard University, <sup>2</sup>University of California Berkeley, <sup>3</sup>Stanford University, <sup>4</sup>Massachusetts Institute of Technology

Why do interactions become more hostile when social relations shift from "me versus you" to "us versus them"? One possibility is that acting with a group can reduce spontaneous self-referential processing in the moral domain and, in turn, facilitate competitor harm. We tested this hypothesis in an fMRI experiment in which (i) participants performed a competitive task once alone and once with a group; (ii) spontaneous self-referential processing during competition was indexed unobtrusively by activation in an independently localized region of the medial prefrontal cortex (mPFC) associated with self-reference; and (iii) we assessed participants' willingness to harm competitors. As predicted, participants who showed reduced mPFC activation in response to descriptions of their own moral behaviors while competing in a group were more willing to harm competitors. This suggests that intergroup competition (above and beyond inter-personal competition) can reduce self-referential processing of moral information, enabling harmful behaviors towards competitors.

**ECONOMIC INEQUALITY BREEDS POLITICAL DIVISION**

B. Keith Payne<sup>1</sup>, Jazmin L. Brown-Iannuzzi<sup>2</sup>, Kristjen B. Lundberg<sup>2</sup>, Aaron C. Kay<sup>3</sup>

<sup>1</sup>University of North Carolina Chapel Hill, <sup>2</sup>University of North Carolina at Chapel Hill, <sup>3</sup>Duke University

The last few decades in America have witnessed increasing economic inequality and increasing political polarization and conflict. Are these trends related? I will present evidence that, comparing across the fifty states, the more unequal states have greater political polarization. Comparing across countries in the World Values Survey, nations with greater inequality again have greater political polarization. Finally, I will describe laboratory experiments demonstrating that when people are led to feel worse off than others in an economic game, they endorse more liberal views, advocating for increased redistribution of wealth and seeing unequal economic systems as unjust. In contrast, when people are made to feel richer than others, they become more conservative by opposing redistribution and seeing unequal economic systems as more just. Subjects who felt rich dismissed the views of those who

disagreed with them as biased. These studies suggest that inequality can contribute to political polarization and conflict.

**PAIN AS SOCIAL GLUE: SHARED PAIN INCREASES COOPERATION**

Brock Bastian<sup>1</sup>, Jolanda Jetten<sup>2</sup>, Laura J. Ferris<sup>2</sup>

<sup>1</sup>University of New South Wales, <sup>2</sup>University of Queensland

Even though painful experiences are employed within social rituals across the world, little is known about the social effects of pain. We examined the possibility that painful experiences can promote cooperation within social groups. We induced pain by asking participants to insert their hand in ice-water and perform leg squats (Experiments 1 and 2) or eat hot chili (Experiment 3) in groups. We found evidence for a causal link: sharing painful experiences with others promoted trusting interpersonal relationships by increasing perceived bonding among strangers (Experiment 1) and increased cooperation in an economic game (Experiments 2 and 3), compared to a no-pain control treatment. Our findings shed light on the social effects of pain, demonstrating that shared pain may be an important trigger for group formation.

**Symposia Session S-C6****EXAMINING THE ROLE OF INDIVIDUAL DIFFERENCES IN PHYSICAL AND MENTAL HEALTH**

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Room 201A

Chair: Jennifer Howell, University of Florida

Co-Chair: Lindsay Graham, University of Texas

We highlight emerging findings from the intersection of social/personality and health psychology. Specifically, we discuss how individual differences in personality, cognitions, decisions, and behaviors impact physical and mental health risks and outcomes.

## ABSTRACTS

**DOES NEGATIVE INFORMATION SEEKING EXPERIENCE EXPLAIN EDUCATION DIFFERENCES IN CANCER FATALISM BELIEFS?**

Amber Emanuel<sup>1</sup>, Cristina Godinho<sup>2</sup>, Christopher Steinman<sup>3</sup>, John Updegraff<sup>3</sup>

<sup>1</sup>Center For Research to Reduce Disparities in Oral Health, <sup>2</sup>Instituto Universitário de Lisboa, <sup>3</sup>Kent State University

Cancer fatalism, the belief that cancer is uncontrollable and lethal, is associated with avoidance of cancer-related information and decreased adherence to cancer-preventative behaviors. Previous research suggests that lower educated individuals are more likely to hold fatalistic beliefs about cancer. The mechanism accounting for the relationship between education and cancer fatalism is not well understood. To address this issue, we analyzed Cycle 1 data from the 2012 Health Information National Trends Survey and Cycle 2 data from the 2013 Health Information National Trends Survey to test whether individual differences in education are associated with different health-information seeking experiences, which, in turn, explain why individuals with lower education have more fatalistic beliefs about cancer. A significant portion of the relationship between lower education and greater cancer fatalism was attributable to difficulties with health information seeking experiences. These findings have important implications for future health communication interventions.

**"THANKS!": INDIVIDUAL DIFFERENCES IN THE DAILY EXPRESSION OF GRATITUDE PREDICT ADJUSTMENT AMONG COUPLES COPING WITH BREAST CANCER**

Megan Robbins<sup>1</sup>, Kristin Layous<sup>2</sup>

<sup>1</sup>University of California, Riverside, <sup>2</sup>Stanford University

Gratitude is related to greater personal happiness and relationship quality among couples (Algoe et al., 2010). We hypothesized that individual differences in gratitude would play a central role in support processes and adjustment among couples coping with

cancer. Fifty-two women with breast cancer and their partners wore the EAR (Mehl et al., 2001), a naturalistic observation method that records snippets of ambient sounds (50 sec/9 min), to observe couples' conversations over one weekend. Expressions of gratitude and social support (both cancer-related and non-cancer related) were coded from the recordings. Both partners also self-reported relationship maintenance behaviors (e.g., acting politely and positively toward one's partner), relationship satisfaction, and avoidance and intrusive thoughts of cancer. Actor-Partner Interdependence Models revealed that gratitude toward one's partner while coping with cancer is related to social support, positive relationship maintenance, and relationship satisfaction for both patients and spouses, but greater psychological adjustment only for patients.

### THE PERSONALITY PROFILE AND PERSONAL NETWORK STRUCTURE OF HEALTH INFORMATION AVOIDERS

Jennifer Howell<sup>1</sup>, James Shepperd<sup>1</sup>, James Shepperd<sup>1</sup>  
<sup>1</sup>University of Florida

We investigated the hypothesis that stable differences in personality and social network structure can influence people's tendency to avoid health information, including risk feedback. In Study 1 (N = 316) we investigated the correlation between a variety of theoretically relevant personality traits (e.g., Big-5, Optimism, Uncertainty Intolerance, Need for Closure) and health information avoidance. The results provide a rich personality profile of people who are likely to avoid learning information about their health (e.g., high in neuroticism, low in openness, low in uncertainty intolerance). In study 2 (N = 137), using social network analysis, we investigated whether individual differences in personal network structure were associated with the decision to avoid receiving feedback from a risk calculator. Participants with poorly connected social networks more often chose to avoid personal risk feedback, suggesting that individual differences in the construction of one's social world may have downstream health consequences.

### EXPLORING THE GREAT INDOORS: THE RELATIONSHIP BETWEEN PERSONALITY, INDOOR BEHAVIORS, AND RESULTING HEALTH RISKS

Lindsay T. Graham<sup>1</sup>, Samuel D. Gosling<sup>1</sup>, Richard L. Corsi<sup>1</sup>  
<sup>1</sup>University of Texas at Austin

Americans spend approximately 90% of their day indoors (Klepeis, 2001). Interestingly, the products people introduce into and the behaviors they engage in within their indoor spaces inadvertently pose significant health risks (e.g., allergies, asthma, cancer) in the form of indoor air pollutants. The present work examines how personality is associated with the behaviors and choices people make in their indoor spaces. A sample of 2,459 participants self-reported personality and household product use (e.g., green cleaners) and daily behaviors (e.g., vacuuming) associated with indoor air pollutants. Results illustrate that certain personality profiles are associated with product use and behaviors that negatively impact a space's air quality, thus putting some individuals at higher health risk than others. For example, individuals who use healthier (i.e., "green") household cleaners tend to be high in Agreeableness, Conscientiousness, and Openness whereas individuals who use bleach and harsh chemicals tend to be highly conscientious.

### Symposia Session S-C7

### TERRA FORMA: NOVEL INSIGHTS INTO HOW ECOLOGY SHAPES COGNITION AND BEHAVIOR

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Room 201B

Chair: Steven Neuberg, Arizona State University

This symposium widens the typical psychological scope to examine the power of the broader situation: ecology. Speakers present research demonstrating the impact of ecological factors

(environmental harshness, population density, disease prevalence) on a range of conceptually-linked psychological and behavioral outcomes, including adolescent delinquency, parental investment, mate preferences, and race stereotypes.

### ABSTRACTS

### ADAPTING TO ECOLOGICAL AND SOCIAL CONTEXT: THE CRITICAL ROLE OF LIFE HISTORY THEORY

Bruce J. Ellis<sup>1</sup>  
<sup>1</sup>University of Arizona

The environments people grow up in shape their social and cognitive functioning. Research on the effects of those adversities faced by children developing in harsh, unpredictable environments typically focuses on impairments to their growth, learning, and behavior. Here, rather than emphasizing what's "wrong" with these youth, I take a strength-based approach and ask: "What's right with these youth?" This work is guided by life history theory—a biological framework that addresses how organisms adapt their physiology and behavior to different ecological conditions. Based on a series of 3 studies with an overall sample of 376 participants, I present findings highlighting how youth who develop in harsh, unpredictable environments specialize their stress physiology, social and reproductive development, and cognitive abilities to match these high-adversity contexts. Different ecologies regulate development toward different physiological, cognitive, affective, and behavioral strategies.

### THE CROWDED LIFE IS A SLOW LIFE: EVIDENCE ACROSS NATIONS, STATES, AND INDIVIDUALS

Oliver Sng<sup>1</sup>, Michael E. W. Varnum<sup>1</sup>, Douglas T. Kenrick<sup>1</sup>  
<sup>1</sup>Arizona State University

Early studies of humans and nonhuman animals focused on negative effects of crowdedness on behavior. Taking a fresh perspective to this topic, we draw upon life history theory to examine how population density affects a host of traits, at three levels of analysis. Across nations (N = 223) and across the United States (N = 50), dense populations tend to exhibit 'slow' behavioral strategies such as greater investment in education, later ages of marriage, and greater parental investment. In a third study (N = 254), in which growing population densities were experimentally made salient, individuals exhibited greater delay of gratification in a financial decision, suggesting a future-focused orientation. Integrating the current work with the earlier animal research, we address the conditions under which enhanced density can lead to different behavioral strategies, and discuss the implications of population density for understanding cultural and geographical variation in social behavior.

### IS VARIETY THE BEST MEDICINE? THE IMPACT OF DISEASE THREAT ON WOMEN'S PREFERENCE FOR NOVEL PARTNERS

Sarah E. Hill<sup>1</sup>, Marjorie L. Prokosch<sup>1</sup>, Danielle J. DelPriore<sup>2</sup>  
<sup>1</sup>Texas Christian University, <sup>2</sup>University of Arizona

In the current research, we examine the relationship between the perceived disease prevalence in an environment and women's preference for novel dating partners. Across four experiments (N = 363), we exposed participants to cues indicating a growing disease threat in their environment and measured their preference for novel dates and mates. As predicted, women with a history of vulnerability to illness responded to disease threat cues with an increased preference for partner variety. This shift towards variety-seeking was specific to women and to the domain of romantic relationships; it was not exhibited by men, and did not occur in non-relationship domains. These findings demonstrate a novel conceptual link between the threat of disease and female mating strategies, and highlight the power of broad, ecological pressures to shape proximate psychological processes.

### RETHINKING STEREOTYPE CONTENT: ARE RACE STEREOTYPES ACTUALLY ECOLOGY STEREOTYPES?

Keelah Elizabeth Grace Williams<sup>1</sup>, Steven L. Neuberg<sup>1</sup>

<sup>1</sup>Arizona State University

Ecologies that are harsh and unpredictable pull for 'fast' behaviors such as impulsivity, whereas ecologies that are resource-rich and predictable pull for 'slow' behaviors such as future-focus. We propose that individuals possess a lay understanding of ecology's influence on behavior, resulting in ecology-based stereotypes. Moreover, we suggest that because race is confounded with ecology in the U.S., Americans' stereotypes about racial groups actually reflect their stereotypes about these groups' presumed home ecologies. In a series of four studies (N = 925) we demonstrate that (1) individuals possess ecology-based stereotypes, (2) these stereotypes exist independent of race stereotypes, and (3) the application of race stereotypes to targets is reversed when targets present "race-inconsistent" ecology information. These findings have important implications for our conceptualization of race stereotypes, as well as for reducing the application of pernicious stereotypes to individuals.

### Symposia Session S-C8

#### FLEXIBLE AUTOMATICITY: NEW APPROACHES TO UNDERSTANDING SOCIAL AND CONTEXTUAL INFLUENCES ON IMPLICIT EVALUATION

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Room 202ABC

Chair: Y. Jenny Xiao, New York University

Co-Chair: Jay Van Bavel, New York University

Although implicit evaluations are often considered stable and difficult to change, this symposium presents novel theoretical frameworks about the flexibility of implicit evaluations. Four speakers will discuss how social group and ethnic identification, intergroup dynamics, and contextual information can shape the formation and change of implicit attitude and evaluation.

#### ABSTRACTS

#### TO BE OR NOT TO BE (ETHNIC): EXPRESSIONS OF ETHNIC IDENTIFICATION DIFFERENTIALLY IMPACT IMPLICIT NATIONAL INCLUSION OF NON-WHITE VS. WHITE ETHNIC GROUPS

Nilanjana Dasgupta<sup>1</sup>, Kumar Yogeewaran<sup>2</sup>

<sup>1</sup>University of Massachusetts Amherst, <sup>2</sup>University of Canterbury at New Zealand

Americans embrace principles of ethnic diversity yet dislike minorities with strong ethnic identities. Two experiments examined this contradiction by differentiating between ethnic identity expressed in private vs. public by non-Whites and Whites. We tested whether targets' identity expressions differentially affected perceivers' group attitudes and beliefs about the entire ethnic group as legitimately American. At an explicit level, White and non-White groups were held to the same standard: they were both liked less and construed as less American when members expressed ethnic identity in public vs. private. However, at an implicit level, a double standard emerged: non-White groups were implicitly liked less and rejected as American if their members expressed ethnic identity publicly vs. privately, while implicit attitudes and beliefs about White ethnics were unaffected. Perceivers' national identity moderated this effect: White perceivers who were strongly identified as American showed more of this double standard than others who were weakly identified.

#### WHOM CAN I TRUST?: RAPID EVALUATIVE TUNING AND CHANGES IN INTERGROUP TRUST IN RESPONSE TO VARIABLE COOPERATIVE OPPORTUNITIES

Dominic J Packer<sup>1</sup>, Shiang-Yi Lin<sup>1</sup>

<sup>1</sup>Lehigh University

Life in human societies hinges on cooperation, but decisions to cooperate with others are often risky. Shared group identities serve as one mechanism for facilitating cooperation, which may provide decision-makers with instrumental incentives to preferentially coordinate with ingroup members. Importantly, however, other (non-group) cooperation-facilitating mechanisms can alter this incentive structure and attenuate intergroup biases. In a series of datasets (total n > 15,000), we find that that biased decisions about who to affiliate with are reduced when effective cooperation-facilitating institutions (e.g., rule of law) help establish trust across group boundaries. Importantly, additional studies find that intergroup bias is reduced on rapid evaluative measures (total n = 234), such that implicit racial preferences are attenuated by cooperation-facilitating institutions. These findings demonstrate rapid tuning of the evaluative system in response to variable cooperative contingencies, which can function to orient individuals toward affiliating with people who are expected to cooperate in specific contexts.

#### WHO DO I LIKE NOW?: SOCIAL GROUP IDENTIFICATION SHAPES THE FORMATION AND CHANGE OF IMPLICIT EVALUATION

Y. Jenny Xiao<sup>1</sup>, Jay J. Van Bavel<sup>1</sup>

<sup>1</sup>New York University

According to traditional dual attitude perspectives, implicit and explicit attitude change occurs through different processes. Specifically, implicit attitude change is believed to be difficult and unaffected by explicit processing goals. Here we present evidence that implicit evaluations can be quick to form and change through the influence of social group identification. In three experiments, we first demonstrate that people quickly develop implicit preferences towards their own minimal group compared to the out-group. Importantly, this pattern of implicit bias is flexibly moderated by the intergroup context. When we present two groups as cooperative (vs. competitive), the relative positivity towards the in-group is eliminated. Finally, being switched from one minimal group to the other reversed the pattern of implicit in-group preference. Individuals' ease of switching implicit preference is correlated with their need to belong, providing evidence that social affiliative motivation may regulate flexibility of implicit evaluation.

#### THE YIN AND YANG OF IMPLICIT SOCIAL COGNITION: IMPLICIT EVALUATIONS ARE DIFFICULT AND EASY TO CHANGE, CONTEXT-DEPENDENT AND CONTEXT-INDEPENDENT

Bertram Gawronski<sup>1</sup>

<sup>1</sup>University of Texas at Austin

Counter to early theorizing assuming that implicit evaluations reflect context-independent attitudes that are difficult to change, research over past decade has shown that implicit evaluations are highly sensitive to both counterattitudinal information and contextual influences. In the current talk, I will argue that implicit evaluations have all of these properties, in that they are difficult and easy to change, context-dependent and context-independent. Drawing on two illustrative studies from a broader research program on contextual renewal (total N > 2,400), I will show that changes in implicit evaluations are often limited to the context in which counterattitudinal information had been acquired, such that they reflect the valence of counterattitudinal experiences only in the context in which these experiences were made, and the valence of initial attitudinal experiences in any other context. Thus, depending on the context of observation, implicit evaluations may seem either difficult or easy to change, context-dependent or context-independent.

**Symposia Session S-C9****CHEATER DETECTION: THE INTERPLAY OF PERSONALITY, MOTIVATION, AND SOCIAL COGNITION**

Friday, February 27, 2015, 2:00 pm - 3:15 pm, Room 203ABC

Chair: Mario Gollwitzer, Philipps University Marburg

Co-Chair: Philipp Süßenbach, Philipps University Marburg

Four talks explore the social and individual difference processes involved in detecting cheaters and liars. Specifically, these research programs investigate the moderating effects of personality (e.g., self-knowledge, victim sensitivity, authoritarianism), social cognition (e.g., social motivations), and intergroup context (e.g., interracial interactions) on cheater detection accuracy, source memory, and bias.

**ABSTRACTS****THE SELF AND DECEPTION DETECTION: THE MODERATING EFFECTS OF CHRONICITY AND RACE-BASED MOTIVATIONS**Allen R. McConnell<sup>1</sup>, Tonya M. Shoda<sup>1</sup>, E. Paige Lloyd<sup>1</sup>, Kurt Hugenberg<sup>1</sup>  
<sup>1</sup>Miami University

People are notoriously poor at detecting liars and cheaters. In the current work, we examine the role of individual differences as a moderator of deception detection. We believe that people's self-knowledge (e.g., chronic attributes, social motivations) should influence attentional deployment (e.g., greater attention increasing the likelihood of learning cue-deception contingencies) or bias their social judgments (e.g., not wanting to stigmatize Blacks by calling them liars). In Study 1, people who were chronic for trustworthiness were better at detecting a defector in a real prisoners dilemma game right before they disclosed their competitive choices. In Study 2, we examined interracial lie detection and found that although people show a same-race advantage in lie detection, Whites who were more motivated to respond without prejudice showed this bias more strongly because they were less likely to call Black targets a "liar." Implications of self-knowledge for moderating detection of liars and cheaters are discussed.

**CATCH ME IF YOU CAN: EFFECTS OF VICTIM SENSITIVITY ON CHEATER DETECTION**Philipp Süßenbach<sup>1</sup>, Mario Gollwitzer<sup>1</sup>  
<sup>1</sup>Philipps University Marburg

We examined whether victim sensitivity - individual differences in the extent to which people react emotionally when confronted with injustice to their own disadvantage - enhances or diminishes the likelihood of detecting cheaters in uncertain social situations. In Study 1, we show that victim sensitivity is related to an asymmetrical focus on cues associated with untrustworthiness compared to cues associated with trustworthiness. In Study 2, we demonstrate that victim sensitivity biases social judgments, leading to an underestimation of cooperation by others instead of an enhanced recognition of cheaters. Going beyond the interpersonal domain, cross-lagged panel (Study 3) and experimental data (Study 4) show that victim-sensitive individuals react with angst and anger to potentially exploitative intergroup situations. Thus, victim sensitivity affects how situations involving potential cheaters and cheating groups are construed, probably due to an asymmetrical focus on cues indicative of untrustworthiness.

**PROCESSING DEVIANTS: CONCERNS ABOUT NON-NORMATIVE BEHAVIOR AND INGROUP CHEATER MEMORY**Stefanie Hechler<sup>1</sup>, Franz J. Neyer<sup>1</sup>, Thomas Kessler<sup>1</sup>  
<sup>1</sup>Friedrich-Schiller-University Jena

The maintenance of high-level cooperation demands specific cognitive abilities to coordinate group members through common norms. Cheaters or norm-deviants within the ingroup must be

remembered to avoid exploitation by them. We assumed higher efficiency of memory for ingroup cheaters compared to outgroup cheaters. Additionally, we expected individual differences in cheater processing, which are linked to differential concerns about norm deviance (e.g., authoritarianism). In a series of experiments ( $N=370$ ), participants were presented and recalled faces and behavioral descriptions of in- and outgroup targets. Cheating behavior was implicated through unfair dictator game decisions (Study 1), student misbehaviors (Study 2), and general norm transgressions (Study 3). We applied multinomial models to disentangle memory processes and guessing biases. Results confirm that source memory is highest for ingroup cheaters. Participants' guessing, however, indicates an assumption of outgroup cheating. Finally, authoritarianism is associated with a better source memory for ingroup norm deviants, but not for other targets.

**REMEMBERING CHEATERS: HOW SOCIAL LABELS AFFECT MEMORY FOR REPUTATIONS**Raoul Bell<sup>1</sup>, Laura Mieth<sup>1</sup>, Mario Gollwitzer<sup>2</sup>, Axel Buchner<sup>1</sup><sup>1</sup>Heinrich Heine University Düsseldorf, <sup>2</sup>Philipps University Marburg

Theories in evolutionary psychology postulate a memory advantage for negative reputations, but our previous studies (Bell & Buchner, 2012) provide evidence for a general memory advantage for unexpected social information. Here, we used positive and negative social labels (e.g., "scientist" or "satanist") to manipulate participants' social expectations. These face-label pairs were presented together with congruent or incongruent behavior descriptions. In a surprise memory test, participants were required to classify the faces as trustworthy or untrustworthy. A multinomial model was used to distinguish between veridical memory and guessing. Social labels affected memory decisions via enhanced attention to inconsistent information at encoding and schema-congruent guessing biases at test. Both effects were amplified in individuals with high injustice sensitivity. These findings provide further evidence against a specific cheater-detection module. Focusing on expectancy-incongruent information may represent a more efficient, general, and more adaptive memory strategy than focusing only on cheaters.

**Symposia Session D**

Friday, February 27, 2015, 3:30 pm - 4:45 pm

**Symposia Session S-D1****PRESIDENTIAL ADDRESS: IMPROVING RESEARCH, EDUCATION, AND APPLICATION IN PERSONALITY AND SOCIAL PSYCHOLOGY: SAVING THE BABY AS WE THROW OUT THE BATHWATER**

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Grand Ballroom A

Chair: Mark Leary, Duke University

Social and personality psychology have been undergoing a period of intense self-examination recently with respect to replicability, data sharing, appropriate statistical analyses, open access publishing, big data, fraud, and other issues. And, of course, the field continues to grapple with long-standing issues involving our relevance to real-world problems and social policy, graduate training, employment, and the relationship between personality and social psychology, among others. Although these are all important topics for conversation, we may be missing the big picture amidst fragmented discussion of specific issues. This presentation takes a broad look at the state of social and personality psychology – what we are doing well, what can be improved, and where we might be hurting ourselves in well-intentioned efforts to solve particular problems. If

social and personality psychology were a business that specialized in the creation, dissemination and application of behavioral research, what would an organizational analysis say about how to enhance our performance as a field?

### Symposia Session S-D2

#### FINDING PSYCHOLOGICAL SIGNAL IN A BILLION TWEETS: MEASUREMENT THROUGH THE LANGUAGE OF SOCIAL MEDIA

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Grand Ballroom B

Chair: Gregory Park, University of Pennsylvania

Millions of people express themselves through social media every day. But can this be leveraged for psychological science? This session explores new methods of language analysis from computer science and discusses how social media can be leveraged to study personality, mental health, and cross-cultural differences on a large scale.

#### ABSTRACTS

##### FROM WHAT WE TWEET TO WHO WE ARE: LARGE-SCALE CONTENT ANALYSIS TECHNIQUES

H. Andrew Schwartz<sup>1</sup>, Lyle H. Ungar<sup>1</sup>

<sup>1</sup>University of Pennsylvania

Researchers have long measured people's thoughts, feelings, and personalities using carefully designed survey questions. The proliferation of social media such as Twitter and Facebook has afforded new approaches to social science research: automatic content coding at unprecedented scales and the statistical power to do open-vocabulary exploratory analysis. Through status updates, tweets, and other online personal discourse, people freely post their daily activities, feelings, and thoughts. We will describe a range of automatic and partially automatic content analysis techniques – quantitative analysis of the words and concepts expressed in texts – and illustrate how their use over social media generates insights into personality, gender, and health.

##### ASSESSMENT OF BIG FIVE PERSONALITY TRAITS USING FACEBOOK LANGUAGE

Gregory Park<sup>1</sup>, Martin E. P. Seligman<sup>1</sup>

<sup>1</sup>University of Pennsylvania

Language use is stable individual difference with well-established correlations to personality. We describe an assessment method based on social media language. We compiled the written language from 66,000 Facebook users and self-reports of Big Five personality, and then we built a predictive model of personality based on their language. This model predicts the personality traits of 4,800 Facebook users in a validation sample, examining (a) convergence with self-reports, (b) discriminant validity, (c) agreement with informant reports, (d) external correlates (e.g., number of friends, political attitudes, impulsiveness), and (e) test-retest reliability. Results indicated that language-based assessments can constitute valid personality measures: they agreed with self-reports and informant reports of personality, added incremental validity over informant reports, discriminated between traits, exhibited external correlations similar to self-reports, and were stable over time. This approach can complement and extend traditional methods and quickly assess many participants with minimal burden.

##### STATUS UPDATES OF DISTRESS: TRACKING DEPRESSION AND ANXIETY OF LARGE POPULATIONS THROUGH FACEBOOK AND TWITTER

Johannes C Eichstaedt<sup>1</sup>, Laura K. Smith<sup>1</sup>

<sup>1</sup>University of Pennsylvania

Social media provides a digital environment where users actively reveal their thoughts, emotions, and behaviors, which include signs of mental illness. In the first study we identified the words and phrases shared on Facebook that are most associated with high scores on depression and anxiety measures across 16,507 users. In study two, we applied the derived language model to 148 million tweets geotagged to US counties, and used it to predict depression and anxiety rates. We demonstrated convergent validity of Twitter-derived estimates with CDC-reported county-level mental health indicators. Despite possible selection and social desirability biases, the face and predictive validity of our results support the feasibility of our approach. Our findings are a first step toward developing language-based prediction algorithms that can automatically identify elevated risk for depression and anxiety, aiding mental health professionals in ongoing monitoring of treatment and relapse prevention.

##### DO YOU FEEL WHAT I FEEL?: CULTURAL VARIATIONS IN LINGUISTIC EXPRESSIONS OF EMOTION

Margaret L Kern<sup>1</sup>, Maarten Sap<sup>2</sup>

<sup>1</sup>University of Melbourne, <sup>2</sup>University of Pennsylvania

The growing amount of data available globally through social media offers the potential to use language to study cultural variations of psychological constructs. Data-driven approaches allow similarities and differences across cultures to arise from the data. Using differential language analysis, we examined Twitter posts from eight countries (United States, Canada, United Kingdom, Australia, India, Singapore, Mexico, and Spain) and two languages (English and Spanish). Randomly sampling 100,000 tweets from each country, we examined words and phrases expressed by users in each country that correlated with positive and negative emotion lexicons. There were many similarities across countries, with emoticons and iconic pop artists correlating with positive emotions and curse words and aggression correlating with negative emotions. There were also differences, pointing to culture specific correlates of emotional expression. We discuss the broader implications and potential for using big data for cross-cultural studies.

### Symposia Session S-D3

#### HAPPY MONEY 2.0: NEW INSIGHTS INTO THE RELATIONSHIP BETWEEN MONEY AND WELL-BEING

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 101AB

Chair: Amit Kumar, Cornell University

Co-Chair: Thomas Gilovich, Cornell University

This session investigates promising new directions in the science of spending. We provide empirical evidence for how experiential consumption promotes happiness even in prospect, discuss how abundance can inhibit savoring, and investigate the costs associated with lending money to friends. We then explore how millionaires think about wealth and well-being.

#### ABSTRACTS

##### WAITING FOR MERLOT: ANTICIPATORY CONSUMPTION OF EXPERIENTIAL AND MATERIAL PURCHASES

Amit Kumar<sup>1</sup>, Matthew A. Killingsworth<sup>2</sup>, Thomas D. Gilovich<sup>1</sup>

<sup>1</sup>Cornell University, <sup>2</sup>University of California at San Francisco

Experiential purchases (money spent on an experience) tend to provide more enduring happiness than material purchases (money spent on an item). Although most research to date has focused on the downstream hedonic consequences of these two types of

purchases, the present research investigates hedonic differences that occur before consumption. We argue that the act of waiting tends to be more positive for experiences than for possessions. Four studies demonstrate that people derive more happiness from the anticipation of experiential purchases and that waiting for an experience tends to be more pleasurable and exciting than waiting to receive a material good. We find these effects using questionnaires involving a variety of actual purchases, a large-scale experience sampling study, and an archival analysis of news stories about people waiting in line to make a purchase. Consumers derive value from anticipation, and that value tends to be greater for experiential purchases.

#### WHEN LESS IS MORE: MONEY, EXPERIENCES, AND SAVORING

Jordi Quoidbach<sup>1</sup>, Elizabeth W. Dunn<sup>2</sup>, Alyssa Croft<sup>2</sup>, Paul K. Piff<sup>3</sup>

<sup>1</sup>Barcelona School of Management, University Pompeu Fabra,

<sup>2</sup>University of British Columbia, <sup>3</sup>University of California at Berkeley

Money enriches our lives by providing protection from negative events and access to wonderful experiences, but precisely because of this, money may also impoverish our emotional lives by reducing our appreciation for the little joys of daily life. Our past work has shown that both material and experiential wealth tend to reduce people's propensity to savor simple joys. Here, we provide the first evidence that having experienced adversity in the past (Study 1), experiencing scarcity in present (Study 2), and considering how chaotic and unpredictable the future might be (Studies 3, 4, and 5) promote savoring. We conclude that sometimes having less offers a more productive route to happiness than consistently indulging in pleasure.

#### FRIENDSHIP AND FINANCE: THE PSYCHOLOGY OF BORROWING AND LENDING

Noah J. Goldstein<sup>1</sup>, Ashley N. Angulo<sup>2</sup>, Michael I. Norton<sup>3</sup>

<sup>1</sup>UCLA, <sup>2</sup>University of California at Los Angeles, <sup>3</sup>Harvard Business School

What happens when a communal and market relationship combine, as in a lending/borrowing transaction? We show lenders and borrowers differ in how they mentally account for the loaned funds and their expectations for how the money should be spent. Study 1 confirmed lenders were angriest when borrowers purchased hedonic (vs. utilitarian) items. Study 2 distinguished lending from other types of exchanges, finding those who had loaned money (versus gifted or paid) reported the most anger towards those who purchased a hedonic item with the funds. Study 3 demonstrated lenders believe they are entitled to far more control over what the borrower purchases than borrowers believe lenders to be, especially for larger amounts. This result sheds light on the root of the anger lenders feel when borrowers seem to "misappropriate" their loan and helps explain real-world events like taxpayers' outrage toward how AIG spent "their" bailout money during the government bailout.

#### HOW MUCH DO THE WEALTHY (THINK THEY) NEED TO BE HAPPY?

Michael I. Norton<sup>1</sup>, Grant E. Donnelly<sup>1</sup>, Tianyi Zheng<sup>2</sup>, Emily Haisley<sup>3</sup>

<sup>1</sup>Harvard Business School, <sup>2</sup>University of Mannheim, <sup>3</sup>Yale University

We present data from a large survey of millionaires (N = 2,026) who report their current happiness, and the increase in wealth they believe is needed to increase their happiness. Current happiness was not related to net worth ( $r = .03$ ,  $p = .20$ ), and if anything was negatively related to income ( $r = -.04$ ,  $p = .068$ ). We find that all wealthy individuals - whether worth \$1 million or more than \$10 million - report requiring a near doubling of wealth to increase one point in happiness (on a 10-point scale), and a near quadrupling of wealth to reach a perfect "10." However, changes in wealth - over the lifespan or as a result of the recent economic crisis - were predictive of happiness, suggesting that reference points are critical for understanding the money-happiness relationship.

#### Symposia Session S-D4

### THE UPSIDES OF NEGATIVITY: SURPRISING BENEFITS COME FROM UNPLEASANT, AVERSIVE, OR PROBLEMATIC STARTS

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 102ABC

Chair: Kathleen Vohs, Univ of Minnesota

Four talks showcase leading-edge research on emotional, volitional, moral, and mental benefits of negative events. Sweeny shows that pessimism pays off. Wang/Vohs reveal that negative moods spur goal attainment and mood improvement. Shariff found that weakening free-will-beliefs quells mean-spirited retribution. Griskevicius reports that adults with difficult childhoods cognitively outperform others.

#### ABSTRACTS

#### WHEN EXPECTING THE WORST IS FOR THE BEST: BENEFITS OF PESSIMISM AT THE MOMENT OF TRUTH

Kate Sweeny<sup>1</sup>

<sup>1</sup>University of California Riverside

Research and common wisdom alike extol the benefits of optimism, yet people abandon their positive expectations and brace for the worst as the moment of truth draws near. A series of longitudinal studies (total N = 465) find that this well-timed investment in pessimism pays off: People who expect the worst as they await uncertain news are less devastated in the face of failure and more elated in the face of success. We found this surprising upside of pessimism among undergraduate students awaiting a midterm exam score, voters awaiting the outcome of a controversial ballot measure, and lawyers-to-be awaiting their results on the bar exam. What's more, people who spent the waiting period feeling confident and at ease were paralyzed by failure and underwhelmed by success. In sum, these findings recommend the power of negative thinking when awaiting uncertain news.

#### WHO SAYS BAD MOODS ALWAYS LEAD TO SELF-CONTROL FAILURE?: GOAL ATTAINMENT CURES A BAD MOOD BUT PEOPLE DON'T KNOW IT

Yajin Wang<sup>1</sup>, Kathleen Vohs<sup>2</sup>

<sup>1</sup>Univ of Minnesota, <sup>2</sup>University of Minnesota

The literature depicts negative moods as uniformly leading to indulgent, low self-controlled behavior. Four experiments (N=272) tested the hypothesis that people can and do use attainment of effortful, challenging goals as a mood improvement device. As predicted, participants induced to feel negative affect (versus neutral) exerted more effort to achieve a goal. Furthermore, goal attainment effort offset the negative mood (E1-2). Experiment 3 assigned participants in a neutral versus negative mood to complete an effortful versus a light, easy task. While both tasks assuaged negative moods, only effortful goal attainment led to long-lasting mood repair. Despite the power of attaining challenging goals to boost mood, people nonetheless fail to predict these benefits. Experiment 4's negative mood participants showed less interest in effortful tasks than light, hedonic ones. Attaining a challenging goal feels good and can be a source of sustained mood improvement, but people eschew such tasks anyhow.

#### THE DOUBLE-EDGED FUTURE OF A WORLD WITHOUT FREE WILL

Azim Shariff<sup>1</sup>, Joshua Greene<sup>2</sup>, Johan Karremans<sup>3</sup>, Jamie Luguri<sup>4</sup>, Cory Clark<sup>5</sup>, Jonathan Schooler<sup>6</sup>, Roy Baumeister<sup>7</sup>, Kathleen Vohs<sup>8</sup>

<sup>1</sup>University of Oregon, <sup>2</sup>Harvard University, <sup>3</sup>Radboud University Nijmegen, <sup>4</sup>Yale University, <sup>5</sup>University of California at Irvine, <sup>6</sup>University of California at Santa Barbara, <sup>7</sup>Florida State University, <sup>8</sup>University of Minnesota

The abandonment of free will beliefs in lieu of a mechanistic view of human behavior has been seen as an invitation to moral collapse.

Indeed, research has confirmed that participants whose free will beliefs have been experimentally diminished are more likely to lie, cheat, steal and act aggressively towards others. These negative outcomes tell only part of the story. Skinner, among others, predicted that moving beyond free will beliefs would also lead people to move beyond what he saw as the unwarranted moral praise and blame that people attracted for their actions. Four studies (n=342) found support for the prediction that decreasing free will beliefs and increasing mechanistic views reduce the blame placed onto others for their misdeeds. As a consequence, people's desire to extract punishment from transgressors is weakened. These findings are both troubling and enlightening, and portend changes to come for the world's increasingly neuro-literate societies.

### CHILDHOOD ADVERSITY ENHANCES SPECIFIC MENTAL ABILITIES UNDER STRESS

Vladus Griskevicius<sup>1</sup>, Chiraag Mittal<sup>2</sup>, Jeff Simpson<sup>2</sup>, Sooyeon Sung<sup>2</sup>, Ethan Young<sup>2</sup>

<sup>1</sup>Univ of Minnesota, <sup>2</sup>University of Minnesota

Can growing up in a stressful childhood environment improve mental abilities? Using community members on whom we had detailed, longitudinal childhood environment data, three experiments with 184 participants tested how adults who grew up in unpredictable or predictable environments performed on two executive function tasks. People who experienced unpredictable childhoods performed worse at inhibition (overriding dominant responses) – while performing better at shifting (efficiently switching between different tasks). This finding is consistent with the notion that shifting, but not inhibition, is especially useful in unpredictable environments. Importantly, differences in executive function between people who experienced unpredictable versus predictable childhoods emerged only when tested in stressful situations. This catalyst suggests that individual differences related to early-life experience may be observed mainly only under certain conditions later in life. These findings indicate that adverse childhood environments do not universally impair mental functioning, but in fact can improve specific mental abilities under duress.

### Symposia Session S-D5

### FUNCTIONAL SELF-REGULATION STRATEGIES CAN LEAD TO HEALTH HAZARDS: EXPLORING THE DARK SIDE OF SELF REGULATION

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Promenade Ballroom 104A

Chair: Catalina Kopetz, Wayne State University

Co-Chair: Kai Jonas, University of Amsterdam

The current symposium examines basic self-regulation mechanisms and their relevance for emotional and health related outcomes. In four presentations we discuss these mechanisms in relation to risk behavior, dieting, and attachment styles and their emotional consequences.

### ABSTRACTS

### RISK-TAKING AS MOTIVATED BEHAVIOR

Catalina Kopetz<sup>1</sup>

<sup>1</sup>Wayne State University

The current research tested the notion that engagement in risk taking despite negative consequences represents a means people's current goals rather than a self-regulatory/self-control failure. Across 4 studies (385 participants) the results show that 1) likelihood of engagement in risk taking increases when the behavior is believed to be instrumental in attaining certain chronic and momentarily active goals (promotion, sensation seeking, emotion regulation); 2) the presence of cognitive resources augments rather

than decreases this effect presumably by allowing the individuals to distort the information about negative consequences of risk taking in order to fit their current motivation; 3) the presence of alternative means relevant to current goal attainment reduces the effect of motivation on risk behavior. These results support the notion that engagement in potentially harmful behavior represents strategic goal pursuit rather than lack of self-control.

### THE EFFECT OF COUNTERFACTUALS AS AN EXPRESSION OF UNATTAINED ON RISK-TAKING

Kai Jonas<sup>1</sup>

<sup>1</sup>University of Amsterdam

In the context of hedonistic goals, such as having sex or achieving a leisure time goal, unattained goals can lead to counterfactual thoughts (what would have happened if a condition in the past had been different; Epstein & Roese, 2008). Previous research has shown that counterfactuals can influence future goal attainment behavior, but has not focused on goal attainment processes that are associated with high risks. We tested this hypothesis in four studies (total N = 731). In Studies 1-3 MSM, young adults and adults showed more future sexual risk taking intentions when counterfactuals about sexual goals were present. In Study 4 counterfactuals about unattained diving goals increased risk behavior (e.g. computing overestimated air reserves) in certified open water divers. Taken together this research supports the innovative notion that risk taking is not necessarily a product of self-regulation failure, but a "functional" result of hedonistic goal attainment processes.

### THE ROLE OF PRESENTATION FORMAT IN STIMULUS CATEGORIZATION AND EVALUATION IN DIETING SELF-CONTROL CONFLICTS

Jessica Carnevale<sup>1</sup>, Kentaro Fujita<sup>2</sup>, H. Anna Han<sup>3</sup>, Elinor Amit<sup>4</sup>

<sup>1</sup>The Ohio State University, <sup>2</sup>Ohio State University, <sup>3</sup>St. Mary's College of Maryland, <sup>4</sup>Harvard University

Why are some dieters more successful than others? Construal level research suggests that pictures and words activate low-level vs. high-level construal, respectively, which may contribute to these varying outcomes. We examine how such differences between pictures and words impact categorization and associations in a self-control conflict in which stimuli are multiply-categorizable (e.g., cupcakes may be categorized as treats or diet-busters). In three studies (N=535) we propose that words lead to categorization along goal-relevant dimensions, and positive associations with goal-promoting stimuli, whereas pictures lead to categorization along temptation-relevant dimensions, and positive associations with temptation-promoting stimuli. We find that words promote sensitivity to health whereas pictures promote sensitivity to taste among dieters completing a Single-Category IAT. An additional study finds that the word (vs. picture) version of the standard IAT increases negative associations with temptations among dieters. These findings suggest that words influence categorization and associations in a manner that promotes self-control.

### SELF-REGULATORY CONSEQUENCES OF ATTACHMENT STYLE: IMPLICATIONS FOR HEALTH OUTCOMES

Edward Orehek<sup>1</sup>, Anna Vazeou-Nieuwenhuis<sup>1</sup>

<sup>1</sup>University of Pittsburgh

Attachment style has been traditionally considered an important predictor of people's general well being with important emotional and behavioral outcomes (e.g. happiness, self-esteem, impulsivity). However the self-regulatory variables that may explain this relationship remain relatively unexplored. The current research explores regulatory mode (Kruglanski et al., 2000) as a relevant regulatory consequence of attachment style with implications for health-related outcomes. In four studies (N=1079) utilizing correlational and experimental designs we found that 1) anxious attachment which is characterized by hyperactivation of the appraisal-monitoring system (Fraley & Shaver 2000) leads to



increased assessment tendencies; 2) avoidant attachment which is characterized by disengagement (Fraley & Shaver, 2000) leads to reduced locomotion tendencies 3) regulatory modes mediates the link between attachment styles and self-esteem, happiness, and impulsivity.

### Symposia Session S-D6

#### BEYOND THE SELF IN HEALTH: STUDYING RELATIONSHIPS WHERE THEY MATTER MOST

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Promenade Ballroom 104C

Chair: Kelly Rentscher, University of Arizona

Co-Chair: Matthias Mehl, University of Arizona

This symposium brings together innovative research on the understudied influence of relationship processes on health outcomes. These presentations showcase family research across laboratory and real world settings with a diverse set of health samples, to suggest several mechanisms through which relationships influence individual health in significant ways at critical times.

#### ABSTRACTS

##### DAILY MARITAL CONFLICT: IMPLICATIONS FOR CHILDREN'S EVERYDAY MOOD AND CELLULAR AGING

Theodore F. Robles<sup>1</sup>

<sup>1</sup>University of California, Los Angeles

In families, marital conflict may have deleterious psychological and physical consequences for children, and may "spillover" to parent-child relationships. Moreover, children who may react more negatively to conflict may incur greater negative consequences. I describe findings from our intensive diary study of 47 diverse families. For two months, parents and children (8 - 13 years old) completed daily assessments of daily marital interactions, parent-child interactions, and negative mood. Children provided a blood sample to determine leukocyte telomere length, a marker of cellular aging. Days with more marital conflict had greater parent-child conflict, regardless of reporter (parent, child). Using multilevel modeling to estimate "slopes" of daily associations between marital conflict and negative mood, children who were more "reactive" to marital conflict (stronger slopes) had shorter telomere length. Our findings illustrate the value of intensive repeated measures in studying families and health.

##### SPOUSAL INFLUENCE ON CHRONIC ILLNESS MANAGEMENT

Lynn M. Martire<sup>1</sup>

<sup>1</sup>The Pennsylvania State University

The impact of the marital relationship on health behaviors has particular significance for individuals who are living with a chronic illness. Couple-oriented interventions for chronic illness would be strengthened by targeting spousal influence on behaviors such as medication adherence, exercise, and dietary restrictions; however, our understanding of the spouse's role in such behaviors is limited. In this presentation I will use prospective data from a series of studies on arthritis to show that spouses' attitudes (confidence in patients' ability to manage pain), social support, and social control affect patients' daily physical activity and longer-term physical functioning. These findings, as well as those emerging from labs focused on diabetes and cancer, suggest that the marital relationship plays an important role in self-management of chronic illness.

##### INTIMATE RELATIONSHIP PROCESSES AND FEAR OF CANCER RECURRENCE IN COUPLES COPING WITH BREAST CANCER

Jean-Philippe Laurenceau<sup>1</sup>, Elana C. Szczyrny<sup>2</sup>, Scott D. Siegel<sup>3</sup>

<sup>1</sup>University of Delaware and Helen F. Graham Cancer Center & Research Institute, <sup>2</sup>University of Delaware, <sup>3</sup>University of Delaware/Helen F. Graham Cancer Center

What role might gratitude and intimacy play in couples coping with cancer? This study explored the influence of partner-directed gratitude on relationship intimacy and fear of cancer recurrence (FOR), one of the primary concerns facing cancer patients and their families. We hypothesized that felt and expressed gratitude would be associated within-person with relationship intimacy and that intimacy would be associated within-person with lower levels of FOR in patients and their partners. Using a daily-diary design, forty-four patients and spouses each independently reported on their daily experience of gratitude, intimacy, positive affect, and FOR for 10 consecutive days. Using a generalized mediation approach based on a counterfactual framework, results revealed that intimacy was a significant within-person mediator of the link between gratitude and FOR for both patients and their partners, controlling for positive affect. Findings suggest an important role for relationship processes in adaptation to the breast cancer experience.

##### PARTNER WE-TALK AND COMMUNAL COPING IN THE CONTEXT OF COUPLE-FOCUSED INTERVENTIONS FOR HEALTH PROBLEMS

Kelly E Rentscher<sup>1</sup>, Michael J. Rohrbaugh<sup>1</sup>, Matthias R. Mehl<sup>1</sup>

<sup>1</sup>University of Arizona

This presentation highlights communal coping as a potential mechanism through which relationships influence health outcomes. Communal coping – a dyadic process in which partners view a problem as *ours* rather than *yours* or *mine*, and take *we*-based action to address it (Lyons et al., 1998) – has emerged as an important predictor of relationships and health. Several studies have linked couples' first-person plural pronoun use (*we*-talk), as a linguistic marker of communal coping, with adaptive relationship and health functioning. We present findings from two couple-focused intervention studies that aimed to promote communal coping with health-compromised smoking and alcohol use, in which spouse *we*-talk during the intervention predicted favorable patient outcomes. Preliminary findings from a process analysis of a target therapy session that investigates increases in *we*-talk following activation of communal coping suggest the utility of employing an experimental framework to directly study the effects of a communal coping intervention in future research.

### Symposia Session S-D7

#### PERSONALITY AND PLACE: NEW PERSPECTIVES ON PERSON-ENVIRONMENT LINKS

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 201A

Chair: Wiebke Bleidorn, Tilburg University, University of California, Davis

Co-Chair: Jason Rentfrow, University of Cambridge

Psychological traits, such as personality and wellbeing, are spatially and regionally clustered within cities, states, countries, and the world. This symposium showcases cutting-edge research designed to investigate how traits are spatially and geographically clustered, what mechanisms are driving the uneven distribution of traits, and the consequences of these spatial patterns.

#### ABSTRACTS

##### REGIONAL DIFFERENCES IN SUBJECTIVE WELL-BEING

Rich Lucas<sup>1</sup>

<sup>1</sup>Michigan State University

Social scientists from a variety of disciplines have called for greater use of population-level subjective well-being [SWB] as a guide for

policy decisions. For SWB to be useful in this context, measures must be sensitive to conditions that policy can actually influence. Investigations of regional differences can help clarify whether regional characteristics are associated with aggregate levels of well-being, which can inform theory and perhaps even policy decisions. One study with an N of 2,093,73 was conducted to examine the regional correlates of aggregate SWB in the U.S. Regional differences in SWB were associated with a variety of objective predictors and outcomes, including an important indicator of regional success: population growth over a ten-year period.

### INTROVERTS LIKE MOUNTAINS

Shigehiro Oishi<sup>1</sup>, Thomas Talhelm<sup>1</sup>, MinHa Lee<sup>1</sup>

<sup>1</sup>University of Virginia

In three studies, we tested whether there is a link between personality and one aspect of physical ecology: flatness versus mountainous-ness. In Study 1 (N = 921), we found that extraverts preferred the ocean over mountains. None of the other Big Five personality traits predicted it. In Study 2 (N = 226), we explored the types of situational factors that make people prefer the ocean or mountains. We found that when people want to socialize with others, they prefer the ocean far more (75%) than mountains (25%). In contrast, when they want to be alone, they choose mountains (52%) as much as the ocean (48%). In the final study (N = 51), residents of mountainous states are more introverted than flat states. As predicted, the mean extraversion score of US states was lower in mountainous states ( $r = -.40, p < .01$ ).

### CITY-SLICHER OR SOUTHERN BELLE?: PERSON-CITY FIT AND SELF-ESTEEM

Wiebke Bleidorn<sup>1</sup>, Felix Schoenbrodt<sup>2</sup>, Jochen E. Gebauer<sup>3</sup>, Peter J. Rentfrow<sup>4</sup>, Jeff Potter<sup>5</sup>, Sam Gosling<sup>6</sup>

<sup>1</sup>Tilburg University, <sup>2</sup>University of California, Davis, <sup>3</sup>Ludwig-Maximilians-Universität München, <sup>4</sup>Humboldt-Universität zu Berlin, <sup>5</sup>University of Cambridge, <sup>6</sup>Atot, Inc., <sup>6</sup>University of Texas at Austin

The choice of where to live is one of the most important decisions we have to make in life. According to Florida (2008), a city's personality is one factor that determines how much people like where they live. Specifically, a good match between the characteristics of a person and the characteristics of a city (PC-fit) is supposed to be beneficial for the individual. The present study tested this hypothesis on data from 351,019 U.S. residents who provided personality and demographic information over the Internet. Focusing on the Big Five, we used response surface analysis to examine whether and to what extent the congruence between person and city predict individual differences in self-esteem. Results revealed significant PC-fit effects suggesting that individuals have higher self-esteem in cities where other people share their personality traits. Discussion focuses on the relevance and consequences of PC-fit in the light of theories of contemporary person-environment interactions.

### CHARACTERIZING THE PSYCHOLOGICAL FEATURES OF PHYSICAL SPACES

Sam Gosling<sup>1</sup>, Lindsay Graham<sup>2</sup>

<sup>1</sup>University of Texas, Austin, <sup>2</sup>University of Texas at Austin

The connections between people and the spaces they occupy are pervasive and powerful. Much work has focused on characterizing people but little research has been done characterizing spaces. Here we present a series of studies designed to characterize physical spaces. Study 1 examined the desired ambiance of residential spaces. Participants (N=200) were asked to specify the ambiances they would like to evoke in rooms of their homes. Their preferences were characterized in terms of six broad psychological dimensions: Restoration, Kinship, Storage, Stimulation, Intimacy, and Productivity. Study 2 examined the ambiances of bars and cafes (N=50 establishments), which fell into four broad groups: unique/artsy; modern/stylish; relaxing/conservative; and

loud/energetic. Both studies hint at the psychological functions served by physical spaces in everyday life, providing a foundation for work on the factors that drive people to seek out different kinds of spaces and consequences of succeeding or failing to find a suitable fit.

### Symposia Session S-D8

#### FINDING FAULT IN FAILURE: MENTALIZING IN EVALUATIONS AND EXPERIENCES OF FAILURE

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 201B

Chair: Rachel Ruttan, Northwestern University

Co-Chair: Julia Hur, Northwestern University

Failure is a threatening, but inevitable part of life. We present cutting-edge research on how people evaluate and experience the failures of themselves and others. Taken together, the findings converge on the importance of mental state ascriptions in accounting for how we make sense of failures across targets and domains.

#### ABSTRACTS

#### HAVING 'BEEN THERE' DOESN'T MEAN I CARE: WHEN PRIOR EXPERIENCE REDUCES COMPASSION FOR DISTRESS-INDUCED FAILURE

Rachel Lise Ruttan<sup>1</sup>, Loran Nordgren<sup>1</sup>, Mary-Hunter McDonnell<sup>2</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>Georgetown University

In 4 studies we found that participants who had prior experience with an emotionally distressing event (e.g., bullying) more harshly evaluated another person's failure to endure a similar distressing event compared to participants with no prior experience. This effect was driven by the tendency for those with prior experience to view the distressing event as less difficult to overcome in hindsight, and to consequently view others as having more agency to overcome the event (Study 3). Moreover, we demonstrate that the effect is specific to evaluations of perceived failure: Compared to those with no experience, people with prior experience made less favorable evaluations of distress-induced failure, but made more favorable evaluations of an individual who managed to endure the event (Study 4). Finally, we found that observers failed to predict this perverse effect of prior experience, instead believing that experienced others would most favorably evaluate distress-induced failure (Study 5).

#### CORPORATIONS ARE CYBORGS: COMPANIES ELICIT ANGER BUT NOT SYMPATHY FOLLOWING FAILURE BECAUSE THEY CAN THINK BUT CANNOT FEEL

Tagge Rai<sup>1</sup>, Daniel Diermeier<sup>1</sup>

<sup>1</sup>Northwestern University

Across four experiments, participants saw companies as capable of having 'agentic' mind states, such as having intentions, but incapable of having 'experiential' mind states, such as feeling pain. This difference in mental state ascription caused companies to elicit anger, but not sympathy, following an instance of corporate failure. Differences in sympathy for companies versus individual entrepreneurs were mediated by perceived capacities for experience. When participants had greater familiarity with companies (i.e., senior executives) or when a recognizable brand (e.g., Google) was anthropomorphized, perceptions of experience increased and the sympathy gap disappeared. An organization independently rated as high in experience and low in agency (e.g., sports team) elicited more sympathy and less anger than companies. By examining responses to failure by group agents, our findings shed light on the link between mental state ascription and moral judgments and explain why companies often elicit anger but fail to elicit sympathy following failure.

## BLAMING MCDONALD'S FOR OBESITY: ANTHROPOMORPHISM SHIFTS ATTRIBUTION FOR SELF-CONTROL FAILURES

Julia Hur<sup>1</sup>, Wilhelm Hofmann<sup>2</sup>, Minjung Koo<sup>3</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>University of Cologne, <sup>3</sup>Sungkyunkwan University

Facing self-control failures, individuals can either blame themselves or find another source to blame. Dieters, for instance, can blame either their lack of willpower (internal) or a specific dieting program (external) for their failures at losing weight. The present research proposes that anthropomorphism provides an external agent to which people can delegate responsibility for self-control failures. Experiments 1-3 show that when temptations were imbued with humanlike qualities, participants were more likely to blame the temptations for their failures, instead of themselves. Furthermore, this shift in attributions extended beyond personal failures (e.g., weight gain) to resultant social problems (e.g., childhood obesity). Experiments 4-6 demonstrate that when temptations, such as fast foods, were anthropomorphized, participants were more willing to blame them and financially punish fast-food companies for obesity problems. Moreover, participants were more likely to support government policies and social movements that attempt to ban or regulate the temptations.

## ANTICIPATING PRIMITIVE VS. SELF-CONSCIOUS EMOTIONS DIFFERENTIALLY PREDICT SELF-CONTROL FAILURE

Hiroki Kotabe<sup>1</sup>, Wilhelm Hofmann<sup>2</sup>

<sup>1</sup>University of Chicago, <sup>2</sup>University of Cologne

Across three studies, we show that anticipating different emotions in self-control dilemmas differentially predicts control likelihood. We use a novel affective forecasting task in which participants read a vignette in second-person narrative about prototypical self-control dilemmas. Subsequently, they respond to affective forecasting scales that capture both the anticipated intensities and durations of primitive emotions (pleasure and frustration) and/or self-conscious emotions (pride and guilt). Participants then report the likelihood of temptation control. In Study 1, we show that anticipating primitive emotions predicts increased failure likelihood whereas anticipating self-conscious emotions that implicate the self's agency predicts decreased failure likelihood. Further, people show an "anticipated guilt bias," whereby anticipated guilt is weighted most in these judgments. In Study 2, we show that depletion eliminates the anticipated guilt bias and introduces a bias towards rewards. In Study 3, we show that manipulating anticipated primitive emotions increases failure likelihood whereas anticipating self-conscious emotions decreases failure likelihood.

## Symposia Session S-D9

### THE ETHICIST IN THE CRIB: EVOLUTIONARY, SOCIOCULTURAL, AND COGNITIVE INFLUENCES ON THE DEVELOPMENTAL EMERGENCE OF NORMS

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 202ABC

Chair: Christina Tworek, University of Illinois at Urbana-Champaign

Co-Chair: Joshua Rottman, Boston University

Human behavior is structured by myriad norms - complex rules about what should be done under what circumstances. How do these norms arise? The four talks in this symposium look to early development for an answer and describe rich, methodologically-diverse evidence on the evolutionary, sociocultural, and cognitive sources of human norms.

## ABSTRACTS

### COSTLY REJECTION OF WRONGDOERS BY CHILDREN AND INFANTS

Arber Tasimi<sup>1</sup>, Karen Wynn<sup>1</sup>

<sup>1</sup>Yale University

Despite the allure of profit, humans often act against their self-interests to shun or punish individuals who mistreat others. In this talk, I show that children and even prelinguistic infants, though motivated by material rewards, are willing to incur costs to avoid "doing business" with wrongdoers. When given the choice to accept a small offering from a prosocial character or a larger offering from an antisocial character, children and infants took the smaller offering. However, when the difference between the offerings was sufficiently great, children and infants' aversion to the antisocial character was overcome by personal incentives. These findings contribute to theories of the evolution of human cooperation and trade by showing that rejecting wrongdoers even when it is costly is a deep part of human nature.

### MECHANISMS UNDERLYING CHILDREN'S ACQUISITION OF MORAL BELIEFS ABOUT HARMLESS ACTIONS

Joshua Rottman<sup>1</sup>, Liane Young<sup>2</sup>, Deborah Kelemen<sup>1</sup>

<sup>1</sup>Boston University, <sup>2</sup>Boston College

How do children learn that an action is immoral? In cases where negative behavioral consequences are not apparent (e.g., religious taboos; transgressions of moral purity), moral development may be heavily influenced by emotion (Haidt, 2012) or testimony from adults (Shweder, Mahapatra, & Miller, 1987). To explore the processes underlying the moralization of harmless behaviors with naïve subjects, 120 seven-year-old children were presented with 12 scenarios describing anthropomorphic aliens engaging in unfamiliar, victimless actions. Results demonstrated that children's acquisition of moral beliefs about novel, harmless acts is more strongly influenced by testimony about disgust, as well as about anger, than the direct induction of disgust. This effect is moderated by individual differences in disgust sensitivity. These findings are consistent with a social communication theory of moral acquisition in which cultural discourse is a key contributor to moralization. Additional research investigating the role of other forms of testimony will also be presented.

### HOW DO WE DECIDE WHAT IS RIGHT AND WHAT IS WRONG?: THE COGNITIVE UNDERPINNINGS OF IS-UGHT INFERENCES

Christina Tworek<sup>1</sup>, Andrei Cimpian<sup>1</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign

People tend to derive normative conclusions (about what *ought to be*) from observations of current reality (what *is*; Hume, 1740/2000). Although the validity of such "is-ought inferences" has long been a focus of philosophical research, there is limited empirical work on the psychological sources of these inferences (e.g., Friedrich, 2010). Here, we hypothesize that is-ought reasoning is in part the output of an "inherence heuristic" - a cognitive tendency to explain regularities in the world in terms of the *inherent features* of their constituents (e.g., girls wear pink because pink is inherently feminine; Cimpian & Salomon, 2014). Five correlational and experimental studies involving both adults and 4- to 7-year-old children (N = 642) suggested that - from a young age - the heuristic tendency to explain via inherent features indeed facilitates the inferential transition from empirical facts to normative conclusions. This work thus sheds new light on the sources of is-ought reasoning.

### HOW SOCIAL CATEGORIES SHAPE CHILDREN'S MORAL INFERENCES

Lisa Chalik<sup>1</sup>, Marjorie Rhodes<sup>1</sup>

<sup>1</sup>New York University

As early as age 3, children use intuitive sociological theories to guide their predictions and inferences about social behavior. These

theories lead children to see social categories as marking individuals who are morally obligated to one another. In this talk, I will present evidence that children use an intuitive sociological theory to guide their predictions of others' social behaviors. I will also discuss ongoing work investigating exactly how this theory is constructed during early childhood. In two studies, 3.5-year-old children were introduced to two novel social groups and were asked to predict how members of those groups would behave towards one another. Children reliably expected people to harm members of other groups over members of their own, and expected people to be friends with fellow group members, but did not show reliable expectations about helpful behaviors. Ongoing work investigates whether children's expectations are resistant to counter-evidence.

### Symposia Session S-D10

#### DEVELOPMENTS IN POLITICAL IDENTITY AMONG LATINO IMMIGRANTS

Friday, February 27, 2015, 3:30 pm - 4:45 pm, Room 203ABC

Chair: David Sears, University of California, Los Angeles

Co-Chair: Felix Danbold, University of California, Los Angeles

Four interdisciplinary researchers examine new data on the experiences and psychology of Latino immigrants nationwide. Focusing on this group of growing size and importance, this research offers new insights into the interplay between multiple immigrant political identities and sheds new light on theories of identity, acculturation, and political psychology.

#### ABSTRACTS

##### THE PSYCHOLOGICAL ORIGINS OF POLITICAL ENGAGEMENT IN LATINO IMMIGRANTS

Felix Danbold<sup>1</sup>, David O. Sears<sup>2</sup>, Vanessa Zavala<sup>2</sup>

<sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of California at Los Angeles

Past research has argued that Latino immigrants do not consistently show signs of incorporation into the American party system. We focus on the acquisition of partisanship among Latino immigrants, pursuing the question of partisan non-identification in several ways: (1) Deepening the criteria for partisan incorporation beyond self-identification to the crystallization of partisanship; (2) examining the impact of pre-immigration political socialization in the country of origin; and (3) using more refined measures of non-political immigrant assimilation beyond nativity and naturalization. Contrary to the non-incorporation view, the results show a decline in Latino non-identification since 2008. Much of the non-identification is limited to non-citizens. Even among explicit non-identifiers, latent partisanship appears to be becoming crystallized. Both pre-immigration socialization and post-immigration assimilation are associated with lower rates of non-identification. This research illuminates latent partisanship previously undetected in this growing immigrant group and helps identify important psychological predictors of partisanship acquisition for immigrant groups.

##### STATUS POLITICS, DEMOCRATIC IDENTITY, AND LATINO POLITICAL ENGAGEMENT

Leonie Huddy<sup>1</sup>, Lilliana Mason<sup>2</sup>, Nechama Horwitz<sup>1</sup>

<sup>1</sup>Stony Brook University, <sup>2</sup>Rutgers University

We document the power of political partisanship to foster and enhance political engagement among immigrant and native-born Latinos, developing a social identity model of partisanship to explain the connection. We analyze the origins of Democratic identity among Latinos in status politics, documenting stronger alternative explanations for the adoption of Democratic identity

social issues such as gay marriage, and broad political ideology. We draw on data from a 2012 national survey of over 1,300 foreign-born Latino immigrants (LINES) and over 530 Latino citizens in the 2012 American National Election Survey. The project contributes to the development of a social identity, status-threat account of political engagement among minorities in the United States.

##### EMIGRANT POLITICS, IMMIGRANT ENGAGEMENT: HOMELAND TIES AND IMMIGRANT POLITICAL IDENTITY IN THE UNITED STATES

Lauren Duquette-Rury<sup>1</sup>, Roger Waldinger<sup>2</sup>

<sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of California at Los Angeles

Immigrants are also emigrants, possessing social ties that link them to the people and places left behind. While this duality is inherent to the migration process, it is lost by the prevailing academic division of labor, which separates the study of emigration from the study of immigration. Using new survey data on Latino immigrant political engagement conducted before and after the 2012 U.S. national election, we show the ways in which Latino migrants engage with politics and nations in both sending and receiving societies. Statistical analysis reveals the social ties immigrants' maintain back home yield political consequences that sustain homeland national identity. However, we find that the acquisition of U.S. citizenship has a corrosive effect on homeland attachments and Latino immigrants are more likely to shift political allegiance from home to host state once legal status is obtained.

##### THE POLITICIZATION OF IMMIGRANT IDENTITY AND POLITICAL MOBILIZATION IN 2012

Matt A. Barreto<sup>1</sup>, Sergio I. Garcia-Rios<sup>1</sup>

<sup>1</sup>University of Washington

Social identity theorists have long studied identity as one of the prime determinants of behavior. We explore whether a sense of immigrant linked fate is salient in explaining political participation among immigrants and further what may have caused immigrant identity to become so politicized. We look at the issue of immigration reform in 2011-2012, the manner in which both positive and negative messages served as a catalyst for a politicized immigrant identity, and the resulting mobilizing effects. We argue that exposure to Spanish language media and feelings of immigrant linked fate created a politicized immigrant identity among Latino immigrants, resulting in greater political participation and civic engagement. Rather than seeing immigrants as low-resourced and unengaged in American politics, our theory of politicized immigrant identity explains that Latino immigrants draw on their identity as immigrants and as Americans to participate in their new homeland.

## Symposia Session E

Saturday, February 28, 2015, 9:45 am - 11:00 am

### Symposia Session S-E1

#### THE MEANING OF LIFE: EMPIRICALLY ASSESSING SELF-ACTUALIZATION, WELL-BEING AND SATISFACTION

Saturday, February 28, 2015, 9:45 am - 11:00 am, Grand Ballroom A

Chair: Rebecca Neel, University of Iowa

Co-Chair: Jaimie Arona Krems, Arizona State University

What gives life meaning? What makes us feel fulfilled? In this symposium, researchers provide empirical answers to these philosophical questions. Speakers present recent empirical research on what self-actualization is, whether parenthood really fulfills our expectations and increases our well-being, and the surprisingly mundane things make life meaningful.

#### ABSTRACTS

##### WHAT IS SELF-ACTUALIZATION?

Douglas Thomas Kenrick<sup>1</sup>, Jaimie Arona Krems<sup>1</sup>, Rebecca Neel<sup>2</sup>

<sup>1</sup>Arizona State University, <sup>2</sup>University of Iowa

At the top of Maslow's classic pyramid of human needs, he placed "self-actualization." We suggest a renovation of the pyramid in light of later research in psychology, evolutionary biology, and anthropology, arguing that a) self-actualization might be better subsumed under other motives, such as status seeking, and b) should differ as a function of features like gender, age, and parenthood. Across 3 studies (N = 1177), we asked undergraduates, US citizens, and Indian citizens what self-actualization would look like in their own lives. Answers were coded for the degree to which they reflected each of 7 different fundamental motives (e.g., affiliation, status seeking). Results indicated that self-actualization was very frequently defined in terms of status for young Americans, but was defined in predictably different ways by older Americans, and by men and women with children. Indians' definitions of self-actualization were in some ways similar, but differed in theoretically interesting ways.

##### WHO BENEFITS MORE FROM HAVING CHILDREN?: THE ROLE OF GENDER IN THE LINK BETWEEN PARENTHOOD AND WELL-BEING

S. Katherine Nelson<sup>1</sup>, Sonja Lyubomirsky<sup>2</sup>

<sup>1</sup>University of California, Riverside, <sup>2</sup>University of California at Riverside

Psychological theory and anecdotal evidence suggest that parenthood differentially influences the well-being of men and women. In 3 studies (N = 7,664), we provide evidence that parenthood is more consistently associated with increased well-being among men than women. Fathers reported relatively greater overall happiness and life satisfaction, fewer depressive symptoms overall, and more daily positive emotions and meaningful moments. By contrast, mothers did not differ from women without children in overall happiness, overall satisfaction, or daily meaningful moments. One account involves different expectations that men and women place on having children. Indeed, we found that, relative to fathers, mothers expect having children to make them happier, and to be more meaningful, exciting, and rewarding. By contrast, men expect having children to be relatively more stressful and disappointing. These findings suggest that women's high aspirations for motherhood may go unfulfilled, whereas men's low expectations may precipitate a delightful surprise.

### MUNDANE CONTRIBUTORS TO MEANING IN LIFE

Samantha J. Heintzelman<sup>1</sup>, Laura A. King<sup>2</sup>

<sup>1</sup>University of Missouri, Columbia, <sup>2</sup>University of Missouri at Columbia

Meaning in life (MIL) is often considered to be born of effortful reflection and grand experiences, however, recent data suggest that MIL is accompanied by intuitive processing and fostered by mundane activities. Faith in Intuition positively correlated with MIL (N=5,079). Furthermore, low levels of MIL predicted superior cognitive reflection performance (N=614) and MIL moderated the influence of a mindset induction on intuitive processes (N=804) such that those high in MIL were more responsive to an intuitive induction. MIL, then, seems to be connected to an intuitive mindset rather than embedded in effortful reflection and therefore might be encountered in more mundane aspects of life than have been previously considered. Indeed trait preference for routine was positively associated with MIL (N=521). Additionally, inducing a behavioral routine led increased MIL compared to controls (N=250). Together, these findings suggest an important role for default processing and mundane activities in the experience of MIL.

### Symposia Session S-E2

#### INNOVATIVE METHODS FOR STUDYING DAILY LIFE: NEW TOOLS, CHALLENGES, AND ISSUES

Saturday, February 28, 2015, 9:45 am - 11:00 am, Grand Ballroom B

Chair: Sabrina Thai, University of Toronto

Co-Chair: Elizabeth Page-Gould, University of Toronto

Many researchers recognize the importance of studying social and personality processes in daily life, and technological advances have made it easier to do so. In this symposium, we present innovative everyday experience methods, including wearable cameras, mobile apps, and the Electronically Activated Recorder, and discuss their implementation and associated challenges.

#### ABSTRACTS

##### POTENTIALS OF, CHALLENGES WITH, AND SOME SOLUTIONS FOR CONDUCTING NATURALISTIC OBSERVATION RESEARCH WITH THE EAR METHOD

Matthias R. Mehl<sup>1</sup>

<sup>1</sup>University of Arizona

Naturalistic observation is an important but underused method in social/personality psychology. Over the last fifteen years, I have developed the Electronically Activated Recorder (EAR) as an observational ecological momentary assessment tool to track people's naturally-occurring social lives. Technically, the EAR is a digital audio recorder that intermittently records ambient sounds while participants go about their normal lives. Conceptually, it is an unobtrusive observation sampling method that produces an acoustic log of a person's day as it unfolds. With the EAR, we can study how subtle aspects of people's daily social environments make up and matter for their lives. EAR research, though, also faces unique methodological challenges. In this talk I will highlight recent findings from our research and discuss important practical (e.g., what to code for) and ethical (e.g., how to protect privacy) challenges that researchers encounter when conducting EAR research, along with potential solutions for how to resolve them.

##### NEW METHODS FOR UNDERSTANDING EVERYDAY SITUATIONS

Ryne A. Sherman<sup>1</sup>

<sup>1</sup>Florida Atlantic University

Despite the oft-noted importance of situations, surprisingly little research in psychology has much to say about how real-world situation experiences affect us. This state of affairs is largely due to (a) a lack of well-developed measures of real-world situations and (b) a lack of technology for qualitatively capturing situation information. In this talk I describe several recently developed

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methods for both measuring situation characteristics and capturing real-world situation experiences. Topics discussed include experience sampling methods and analysis of Twitter feeds. However, this talk will largely focus on research conducted using "lifelogging" technology to take photographic stills of everyday life as it is lived. The potential for lifeloggers to transform social psychological research on a variety of topics (e.g., relationships, aggression) is highlighted. Finally, special attention is given to ethical issues involved in capturing real-world experiences.

### DEVELOPING SMARTPHONE APPS FOR PSYCHOLOGICAL RESEARCH: SOME LESSONS LEARNED FROM BUILDING ANDROID APPS

Peter J. Rentfrow<sup>1</sup>, Neal Lathia<sup>1</sup>, Gillian Sandstrom<sup>1</sup>, Cecilia Mascolo<sup>1</sup>  
<sup>1</sup>University of Cambridge

The time has come to venture outside the laboratory and to investigate psychological experiences as they naturally occur in the real world. Smartphones offer a powerful and reliable tool for making that transition. With the proliferation of smartphones, it is now possible to collect systematic psychological and behavioral data from millions of people around the world. But how can psychologists take advantage of this technology? What features of phones can be used to collect data? How do you get people to use the app? And how reliable are the data? For the past five years, my colleagues and I have developed a variety of mobile apps that combine mobile sensor technology with experience sampling methodology. This presentation will discuss some of the challenges we have encountered designing mobile apps as well as some of the lessons learned from a large-scale deployment involving over 30,000 users.

### SO YOU WANT TO DO AN EXPERIENCE SAMPLING STUDY: AN OPEN-SOURCE SMARTPHONE APP

Sabrina Thai<sup>1</sup>, Elizabeth Page-Gould<sup>1</sup>  
<sup>1</sup>University of Toronto

Over the past decade, more researchers have begun to incorporate experience-sampling methods into their research due to advances in mobile technology that have made handheld devices increasingly prevalent. However, existing smartphone experience sampling methods may be costly, require constant Internet connectivity, may not be designed specifically for experience sampling studies, or require advanced computer programming skills. In this talk, we will present an experience-sampling smartphone app designed for Android and iOS devices that addresses these barriers. First, there is no cost to the user. Second, our app makes use of local notifications on these devices to let participants know when to complete surveys and stores the data locally until Internet connection is available. Third, our app was designed with experience sampling methodological issues in mind. We demonstrate how the app can be easily adopted by researchers without programming skills while also releasing the source code to the community for development.

### Symposia Session S-E3

### TEMPORAL DYNAMICS OF EMOTION AND EMOTION REGULATION

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 102ABC

Chair: Christian Waugh, Wake Forest University

Co-Chair: Kateri McRae, University of Denver

Emotions are dynamic processes that change over time. This symposium features cutting edge assessments of the temporal dynamics of emotions in daily life and in the brain and demonstrates how understanding these dynamics increases our general understanding of emotional processes.

### ABSTRACTS

#### THE RELATIONSHIP BETWEEN APPRAISAL DYNAMICS AND EMOTION DYNAMICS

Philippe Verduyn<sup>1</sup>, Iven Van Mechelen<sup>1</sup>, Francis Tuerlinckx<sup>1</sup>, Peter Kuppens<sup>1</sup>, Klaus Scherer<sup>2</sup>

<sup>1</sup>University of Leuven, <sup>2</sup>University of Geneva

Appraisal theory is traditionally adopted to explain and predict the nature of the emotion that follows an emotion-provoking event. In three interconnected studies, we demonstrate that appraisal theory can also account for variability in the duration of emotional recovery. In study 1, we examined the relation between the initial appraisal of an event and emotion duration across 37 countries using questionnaires. Negative emotions were universally found to last especially long when the eliciting event was perceived to be incongruent with the individual's goals, values, and self-ideal. In study 2, we used a day reconstruction methodology to examine whether changes to the initial appraisal influence emotion duration. Event reappraisal was found to shorten emotions. In study 3, we used an experience sampling methodology to examine the influence of appraisal dynamics on emotional recovery following exam failure. Appraisal dynamics were found to be associated with the speed of the recovery process.

#### THE ROLE OF PSYCHOLOGICAL NEEDS IN UNDERSTANDING THE DYNAMICS OF EMOTIONAL EXPERIENCE

Renee J. Thompson<sup>1</sup>, Jutta Mata<sup>2</sup>, Daniella J. Furman<sup>3</sup>, Anson Whitmer<sup>4</sup>, Ian H. Gotlib<sup>5</sup>

<sup>1</sup>Washington University in St. Louis, <sup>2</sup>University of Basel, <sup>3</sup>University of California at Berkeley, <sup>4</sup>AKQA, <sup>5</sup>Stanford University

Although the importance of psychological needs for well-being has been well documented, we know little about the relation between psychological needs and the temporal dynamics of emotion. Using ecological momentary assessment, we examined how self-reported competence and connectedness in social contexts, and self-reported competence in non-social contexts, are related to positive affect (PA) and negative affect (NA). Thirty-nine healthy adults carried handheld electronic devices for seven days and were randomly prompted eight times each day. All analyses were conducted using multi-level modeling. For both social and non-social contexts, higher competence was related concurrently to higher PA and lower NA; higher competence also predicted increased PA and decreased NA at the subsequent prompt. For social contexts, higher connectedness was related concurrently only to higher PA, and predicted a subsequent increase in PA and decrease in NA. Findings highlight the importance of psychological needs in understanding emotional dynamics.

#### TEMPORAL DYNAMICS OF EMOTION IN THE BRAIN

Christian E. Waugh, Ian H. Gotlib<sup>1</sup>

<sup>1</sup>Stanford University

Emotion theorists have long held that a fundamental characteristic of an emotion is how its constituent processes change and interact over time. Assessing these temporal dynamics of emotion in the brain is critical both for understanding the neural representation of emotions and for advancing theories of emotional processing. In an initial fMRI study, assessing the duration of emotional processing in the brain while participants completed an emotional working memory task revealed that both explicit and implicit processes contribute to the maintenance of emotion. In a second fMRI study, assessing temporal dynamics of neural activation while participants were exposed to a stressor revealed that emotional responding can reach multiple peaks within a single emotional event, and that these peaks may represent either the same or different processes. Knowing how emotions unfold over time is critical in gaining a more comprehensive understanding of emotional phenomena in the brain and in daily life.

### THOUGHT CURTAILS EMOTION: COGNITIVE REAPPRAISAL DECREASES THE DURATION OF EMOTIONAL RESPONDING IN THE BRAIN

Kateri McRae<sup>1</sup>, Christian E. Waugh<sup>2</sup>, Iris B. Mauss<sup>3</sup>, Pareezad Zarolia<sup>1</sup>, Daniel Lumian<sup>4</sup>, Brett Ford<sup>3</sup>, Tchikima Davis<sup>3</sup>, Bethany G. Ciesielski<sup>1</sup>  
<sup>1</sup>University of Denver, <sup>2</sup>Wake Forest University, <sup>3</sup>University of California at Berkeley, <sup>4</sup>University of California at Los Angeles

Cognitive reappraisal is known to be an effective way to decrease multiple measures of negative responding, including activation in the amygdala and other emotion-generative regions. However, it is unknown whether reappraisal decreases the duration of these responses, or merely the magnitude of neural responding. We used an inverse logit function to estimate the duration of hemodynamic responses to negative pictures when individuals were instructed to use cognitive reappraisal. We observed differences in the duration of the hemodynamic response when individuals used cognitive reappraisal to pursue two different emotional goals: decreasing negative emotion and increasing positive emotion. In several regions, we observed shorter durations of the hemodynamic response during reappraisal compared to a non-regulation control. These results indicate that cognitive reappraisal curtails negative emotional processing in the brain when individuals are using cognitive strategies to change their emotional responses.

#### Symposia Session S-E4

### IT'S NOT JUST ABOUT YOU: THE IMPACT OF OTHERS ON PERCEPTIONS, BEHAVIOR, AND OUTCOMES IN SOCIAL INTERACTIONS

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 103A

Chair: Brittany Solomon, Washington University in St. Louis

Co-Chair: Katherine Rogers, University of British Columbia

Interpersonal experiences are shaped by the behaviors and perceptions of multiple people, yet most research focuses on the individual. This symposium demonstrates that the dyad (or triad) itself is greater than the sum of its parts. The authors discuss how dyadic and triadic dynamics yield important intra- and interpersonal consequences.

#### ABSTRACTS

### IN SEARCH OF THE "GOOD DYAD": DYADIC CHARACTERISTICS AND CHANGES IN BEHAVIOR IMPACT ACCURACY OF FIRST IMPRESSIONS

Katherine H Rogers<sup>1</sup>, Jeremy C. Biesanz<sup>1</sup>  
<sup>1</sup>University of British Columbia

Much research in the accuracy of first impressions of personality has focused on the "good judge" or the "good target". However, less research has examined the "good dyad" – the dyad in which the perceiver views the target more accurately than usual and the target is also viewed more accurately than they tend to be viewed. Using a round robin design, 77 participants were filmed across each face-to-face interaction resulting in 467 dyadic interactions (median interactions = 6). Research Assistants (N = 8) watched each interaction and rated individual level behaviors and broad characteristics at the dyadic level. A separate group of participants (median judges per interaction = 9) coded the interactions for behavioral synchrony. We used the Social Accuracy Model (SAM; Biesanz, 2010) to identify changes in behavior that are related to changes in accuracy and the dyadic characteristics (e.g., similarity) associated with these changes.

### THE INSIGHT INTO OTHERS' PERCEPTIONS (IOP) MODEL: WELL-ACQUAINTED DYADS KNOW THAT OTHERS MAY NOT SHARE THEIR VIEWS

Brittany Solomon<sup>1</sup>, Simine Vazire<sup>2</sup>

<sup>1</sup>Washington University in St. Louis, <sup>2</sup>University of California at Davis

Accuracy research has traditionally examined the accuracy of a perceiver's own impressions of a target. However, little is known about the extent to which people have insight into others' perceptions of a target's personality. We use a novel approach (the Insight into Others' Perceptions (IOP) model) to examine whether well-acquainted friends achieve identity accuracy (i.e., knowledge of targets' self-perceptions; N = 496) and reputation accuracy (i.e., knowledge of targets' reputations; N = 223) across the Big Five personality traits. We find that friends achieve identity and reputation accuracy even when controlling for their own perceptions of targets (i.e., identity and reputation meta-insight). Moreover, individual-level (e.g., gender and personality) and dyad-level (e.g., gender composition and relationship quality) factors moderate such insight. Findings shed light on how aware people are of the subjective realities of others especially when they differ from one's own perceptions.

### OBJECTIFICATION IN ACTION: SELF- AND OTHER-OBJECTIFICATION IN MIXED-SEX INTERPERSONAL INTERACTIONS

Randi L Garcia<sup>1</sup>, Valerie Earnshaw<sup>2</sup>, Diane M. Quinn<sup>3</sup>

<sup>1</sup>Princeton University, <sup>2</sup>Yale University, <sup>3</sup>University of Connecticut

Although the process of sexual objectification is theorized to occur within interpersonal interactions, no research has thoroughly examined the interplay of sexual objectification and self-objectification in a real interaction. In the current study participants (N = 116) were brought into the laboratory and interacted in mixed-sex dyads (N = 58 dyads). A dyadic analysis approach was used to detect whether partners' objectification of each other impacted self-objectification and resulting feelings of comfort and authenticity during the interaction. Post- interaction, participants completed a performance task, a measure of career aspirations, and of relationship agency. Results showed that for women only, being objectified by their male interaction partner was associated with an increase in self-objectification, and self-objectification led to perceptions that the interaction was less comfortable and authentic. For both men and women, having authentic interactions was found to relate positively to relationship agency and, for women only, positively to career aspirations.

### 3QUILIBRIUM: EXTENSIONS OF A DYADIC BEHAVIOR IN GROUPS OF THREE

Tanya Vacharkulksemsuk<sup>1</sup>, Dana R. Carney<sup>2</sup>

<sup>1</sup>Haas School of Business, UC Berkeley, <sup>2</sup>University of California at Berkeley

This research builds on previous work on synchrony in dyadic social interactions to examine nonverbal coordination in groups of three (N = 288 individuals/96 groups). Using a combination of video-coding and self-report measures, we specifically examine "balance"—of engagement among all group members, an even distribution of turn-taking, and a balanced pattern of communication—in three-person groups. Multilevel analyses reveal that nonverbal group balance (rated by coders blind to group outcome) is predictive of social outcomes (e.g., cohesion, liking) and joint outcomes (e.g., team creativity). Additional analyses reveal potential psychological mechanisms, such as perceived energy required to complete the team task. Similarities and differences from dyadic synchrony are discussed, as well as implications for leaders and managers of multi-person groups.

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**Symposia Session S-E5****MINDFULNESS AND MIND-WANDERING: PROS, CONS, AND THEIR SURPRISING COMPLEMENTARITY**

**Saturday, February 28, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104A**

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

Recent research has highlighted two opposing uses of attention: mindfulness and mind-wandering. This symposium considers the benefits and drawbacks of both mindfulness and mind-wandering, and explores how these opposing uses of attention can be reconciled in ways that point to the adaptive uses of both.

**ABSTRACTS****MINDFULNESS ENHANCES EMPATHY AND PROSOCIALITY TOWARD VICTIMS OF SOCIAL EXCLUSION**

**Kirk Warren Brown<sup>1</sup>, Daniel Berry<sup>1</sup>, Athena H. Cairo<sup>1</sup>**  
**<sup>1</sup>Virginia Commonwealth University**

Attention matters not only in noticing what others do, but how they feel. Mindfulness involves both self-awareness and other-attentiveness, both considered key to empathy and prosociality. We examined whether indeed mindfulness promotes empathic and prosocial responses. In an on-line game (Cyberball) in which another player was ostensibly excluded, those higher in trait mindfulness (Study 1) reported more empathic concern for the excluded player, wrote more comforting emails to him/her, and affiliated more with him/her (passed the ball more) during a following 'all play' game. In a second, experimental study, the same results were found among those receiving a brief mindfulness training, relative to attention controls. These experimental results were extended in Study 3, wherein the victim was a dissimilar other. In all studies, empathy mediated the link between mindfulness and prosocial outcomes. Discussion focuses on better understanding the attentional antecedents of social behavior.

**MINDFULNESS ALTERS PSYCHOLOGICAL AND NEUROENDOCRINE REACTIVITY TO SOCIAL EVALUATIVE THREAT**

**J. David Creswell<sup>1</sup>**  
**<sup>1</sup>Carnegie Mellon University**

Although it is commonly believed that mindfulness and mindfulness meditation training fosters stress resilience, no well-controlled research has evaluated whether mindfulness buffers stress reactivity to social stressors. In two studies, participants completed a dispositional measure of mindfulness; in the second study participants were also randomly assigned to either a 3-day (25 minutes per day) mindfulness meditation training or attention training control. All participants then completed a standardized laboratory social stress task (Trier Social Stress Test; TSST). Consistent with predictions, both dispositional mindfulness and mindfulness meditation reduced psychological stress reactivity to the TSST, and trait mindfulness predicted lower salivary cortisol reactivity to the TSST. But notably, mindfulness meditation training increased cortisol reactivity to the TSST. Discussion focuses on the importance of considering how initial training in mindfulness can result in effortful coping responses that mute psychological stress perceptions but increase biological reactivity to acute stressors.

**THE COSTS OF MINDFULNESS FOR CREATIVE COGNITION**

**Claire Zedelius<sup>1</sup>, Jonathan Schooler<sup>2</sup>**  
**<sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California at Santa Barbara**

Research has documented wide-ranging benefits of mindfulness. Less attention has been devoted to its potential costs. Based on the conceptualization of mindfulness and mind-wandering as opposite tendencies and evidence linking mind-wandering to enhanced creativity, we predicted that mindfulness poses a disadvantage for

aspects of creativity. Two studies tested this prediction, focusing on the distinction between solving problems analytically or through "insight" (i.e., sudden awareness of a solution). Study 1 (N = 76), which measured trait mindfulness and creative performance using the Remote Associates Test, showed that mindfulness predicted poorer creative performance. Moreover, analysis of self-reported problem solving strategies showed that mindfulness was particularly associated with impaired solving through insight. In Study 2 (N = 99), we manipulated participants' problem solving strategy, using instructions. We again found that mindfulness predicted poorer creative performance. However, more mindful participants performed better when instructed to approach problems analytically.

**RECONCILING MINDFULNESS AND MIND-WANDERING: AN INTEGRATIVE REVIEW**

**Michael Mrazek<sup>1</sup>**  
**<sup>1</sup>University of California, Santa Barbara**

Mind-wandering and mindfulness are negatively correlated, and mindfulness training decreases mind-wandering and thereby improves reading comprehension and working memory. Given the well-documented costs of mind-wandering and the benefits of mindfulness, mind-wandering could be perceived as having little value. Yet mind-wandering about the right thing, at the right time, and in the right way may hold substantial value for cognition, emotion, and quality of life. Evidence from laboratory and experience sampling studies indicates that mind-wandering can enhance creative incubation and improve mood. Nevertheless, research into the potential benefits of mind-wandering is limited by the fact that naturally occurring mind-wandering is unlikely to leverage the full potential of this mental capacity. Counterintuitively, mindfulness training can produce skilled mind-wanderers whose selective distraction is beneficial. This integrative review of nine studies seeks to reconcile the opposing states of mindfulness and mind-wandering, and points to adaptive uses of both.

**Symposia Session S-E7****IT'S NOT JUST YOU AND ME: HOW SOCIAL RELATIONSHIPS OUTSIDE A COUPLE IMPACT PROCESSES WITHIN THE COUPLE**

**Saturday, February 28, 2015, 9:45 am - 11:00 am, Promenade Ballroom 104C**

**Chair: Grace Jackson, UCLA**

Interpersonal processes take place within relationships that are themselves embedded in a broader social context. The work presented in this symposium discusses the impacts that these social relationships - with one's family, friends, broader social network and neighborhood -- have on interpersonal processes within a couple.

**ABSTRACTS****CONFLICT BEHAVIOR AND FAMILY STATUS IN SAME-SEX AND HETEROSEXUAL COUPLES**

**Lisa Diamond<sup>1</sup>, Kendrick A. Rith<sup>1</sup>, Molly Butterworth<sup>1</sup>**  
**<sup>1</sup>University of Utah**

This study investigated how same-sex and heterosexual couples' perceptions of social status and social support, particularly from one another's families, relates to their conflict behavior. The sample comprised 120 cohabiting couples (40 male-female, 40 male-male, and 40 female-female). Couples completed questionnaires regarding individual and relationship characteristics, and were videotaped in the laboratory as they discussed frequent topics of conflict. Conflict behavior was coded using Heyman's rapid marital interaction coding scheme. Individuals in same-sex relationships perceived



more social stigmatization, less social and familial support for their relationships, and perceived themselves to have lower status in the eyes of their partner's family. In all couples, individuals who perceived themselves to have low status in the partner's family showed more hostile behavior, more negative escalation, and a greater ratio of negative to positive behavior. These effects were more pronounced among individuals in same-sex couples who had high levels of anxiety or externalizing problems.

### A SOCIAL NETWORK ANALYSIS OF RACIAL DISPARITIES IN MARITAL OUTCOMES

Grace Louise Jackson<sup>1</sup>, David Kennedy<sup>2</sup>, Thomas N. Bradbury<sup>3</sup>, Benjamin R. Karney<sup>3</sup>

<sup>1</sup>UCLA, <sup>2</sup>RAND Corporation, <sup>3</sup>University of California at Los Angeles

Efforts to explain racial disparities in marital outcomes between Black and White couples have neglected to evaluate the impact of the social networks within which marriages are embedded. The current study drew on social network interviews based on the top 40 individuals that participants interacted with for a sample of 57 first-married low-income newlywed couples (N=114 individuals; 4560 alters). Analyses addressed the differential impact of the composition and structure of couples' social networks on their marital satisfaction trajectories over 27 months. Results indicated that social networks significantly predicted marital satisfaction trajectories for Black couples but not for White couples. More quality and fewer discordant relationships, greater overlap in partners' combined network, and social network density had significant positive effects on marital satisfaction trajectories for Black couples. Results suggest there may be approaches to one's community (e.g., selecting people with whom to interact) that could affect Black couples' marriages.

### PERCEIVED PARTNER SUPPORT IN CONTEXT: LONG-TERM EFFECTS OF NEIGHBORHOOD SOCIAL CONDITIONS AND STRESS ON SUPPORT QUALITY IN MARRIED AND COHABITING COUPLES

Frederick D. Clavé<sup>1</sup>, Carolyn E. Cutrona<sup>1</sup>, Daniel W. Russell<sup>1</sup>

<sup>1</sup>Iowa State University

Couples strive to maintain their relationships in the everyday context of their neighborhoods. Living under adverse neighborhood conditions can have damaging effects on relationship quality and well-being (Cutrona et al., 2003; Simons et al., 2002). Research suggests that enduring sustained stress may also exhaust the coping resources needed to provide support to one's partner (Lyons et al., 1998). Analyzing longitudinal data from 176 African American couples (N = 352), we examined whether adverse neighborhood social conditions affected support quality in relationships. Multilevel analyses showed that neighborhood social disorder predicted slight decreases in support recipients' perceptions of their partners' support quality, while neighborhood-level racial discrimination unexpectedly predicted increases in recipients' perceived partner support, adjusting for the negative effects of support providers' direct stress experiences. Our results suggest that whether or not support providers endure stress directly, the everyday contextual conditions of their neighborhoods can actively shape couples' support dynamics over time.

### COUPLES' SOCIAL NETWORKS ENFORCE NORMATIVE RELATIONSHIP DEVELOPMENT

Timothy J. Loving<sup>1</sup>, Elizabeth Keneski<sup>2</sup>

<sup>1</sup>The University of Texas at Austin, <sup>2</sup>University of Texas at Austin

The current four studies (N=1013) address a critical gap in the social network and romantic relationship literature: why and how do couples' social networks develop and demonstrate (dis)approval of couples' romances? In Study 1, newlyweds generated a timeline of significant courtship events by indicating when each event occurred in their histories together. Spouses whose courtship timelines progressed in a more normative, or average, sequence reported greater marital satisfaction. In Studies 2 and 3, participants were

presented with common courtship events in random order and asked to re-order them to reflect "typical" relationship progression. This perceived normative order of relationship events closely matched the normative order from the Study 1 married sample. In Study 4, spouses' weddings (size; price) reflected the extent to which they had experienced a normative dating relationship development. Across studies, more normative relationship progressions were associated with greater relationship approval and support from couple members' social networks.

### Symposia Session S-E8

#### CHALLENGES OF OLD AGE: EXPLAINING PERSONALITY DEVELOPMENT IN ADVANCED AGE

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 201A

Chair: Jule Specht, Freie Universität Berlin

Recent findings suggest that most personality changes occur in young adulthood and old age. However, causes and characteristics of changes in old age remain largely unknown. Here, we shed light on how and why personality changes in advanced age by analyzing data sets with longitudinal information on personality change processes.

#### ABSTRACTS

#### HEALTH RESTRICTIONS AS A POTENTIAL CAUSE FOR ACCELERATED PERSONALITY DEVELOPMENT IN OLD AGE

Jule Specht<sup>1</sup>

<sup>1</sup>Freie Universität Berlin

Personality development in old age is similar in magnitude compared to young adulthood but little is known about its underlying causes. In two studies, one possible source of personality development in advanced age was examined: changes in health. The data used stem from a representative sample of Germans (SOEP, N=6650, 50-96 years) and Australians (HILDA, N=3180, 50-92 years). Participants provided longitudinal information on their Big Five, subjective health (e.g., satisfaction with health) as well as more objective indicators of health (e.g., using a symptom checklist). Bivariate latent growth models suggest that (1) personality and health are concurrently related, that (2) changes in health coincide with some changes in personality, that (3) effects are stronger with regard to subjective compared to more objective indicators of health, and that (4) there are few cross-lagged effects. The relevance of health for initiating personality development in advanced age is discussed.

#### PURPOSE IN LIFE AND PERSONALITY DEVELOPMENT IN OLDER ADULTHOOD

Patrick L. Hill<sup>1</sup>, Nicholas A. Turiano<sup>2</sup>, Avron Spiro III<sup>3</sup>, Daniel K. Mroczek<sup>4</sup>

<sup>1</sup>Carleton University, <sup>2</sup>West Virginia University, <sup>3</sup>Boston University, <sup>4</sup>Northwestern University

Having a purpose in life proffers a number of health benefits in older adulthood; however research is limited on how this variable changes over time. Moreover, research is needed on how these changes might be predicted by personality levels and change during older adulthood. The current study examined these questions in a sample of 587 males (mean age: 74 years), assessing purpose and the Big Five personality traits twice over a three-year span. Results supported two primary claims regarding purpose and personality development. First, among older adults, levels of purpose in life correlated initially with all Big Five traits in presumptively adaptive directions. Second, though these cross-sectional correlations were moderate to strong in magnitude, longitudinal relationships between personality and purpose were relatively limited in nature. Findings are discussed with respect to theories of adaptive aging and lifespan development, focusing on future research on how to infuse purposefulness among older adults.

**ITEM-LEVEL PERSONALITY CHANGE IN OLDER AGE**René Möttus<sup>1</sup>, Ian J. Deary<sup>2</sup><sup>1</sup>*Centre for Cognitive Ageing and Cognitive Epidemiology & University of Edinburgh*, <sup>2</sup>*University of Edinburgh*

Some evidence suggests that changes in personality characteristics subsumed under the Five-Factor Model (FFM) are not always aligned according to the five broad traits: items and facets of the same traits display different and sometimes even opposing developmental trajectories. If so, personality changes should be studied at the level of these more specific characteristics in addition to or even instead of the broad FFM traits. Using the three-wave data from Lothian Birth Cohort 1936 (N=690), this talk will investigate whether the items of the same FFM traits (measured by 50-item IPIP) display consistent developmental trajectories and external correlates (changes in cognitive ability, physical fitness and independent functioning) from age 70 to age 76 years. Consistency of the change trajectories among items of the same trait will be tested using the Measurement Invariance framework. Developmental patterns and external correlates will be investigated using (bivariate) latent growth models.

**THE INTERRELATION BETWEEN PERCEIVED CONTROL AND BIG FIVE PERSONALITY TRAITS IN OLD AGE**Christian Kandler<sup>1</sup>, Anna E. Kornadt<sup>1</sup>, Birk Hagemeyer<sup>2</sup>, Franz J. Neyer<sup>2</sup><sup>1</sup>*Bielefeld University*, <sup>2</sup>*Friedrich Schiller University Jena*

Even though there is abundant evidence of positive personality development in adulthood, recent research pointed to reverse negative development in old age. We thus investigated mean-level trends and individual differences in change in Big Five personality traits (neuroticism, extraversion, openness, agreeableness, and conscientiousness) as well as the interrelation between change in these personality traits and perceived control. We analyzed data from older adults, aged 64-85 at time 1 (N = 410; 135 males and 275 females), captured at two time points about five years apart. On average, neuroticism increased, whereas extraversion, conscientiousness, and perceived control significantly decreased over time. Change in perceived control came along with change in neuroticism and conscientiousness pointing to particular adaptation mechanisms specific to old age. Although individual differences in personality traits were fairly stable, individuals differ in change indicating differential plasticity or trends in old age. We discuss implications for theory on personality development.

**Symposia Session S-E9****WHERE DO THINKING STYLES COME FROM AND WHY DO THEY MATTER? PREDICTORS AND CONSEQUENCES OF ANALYTIC-HOLISTIC COGNITION**

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 201B

Chair: Krishna Savani, National University of Singapore

Co-Chair: Yuri Miyamoto, University of Wisconsin-Madison

This symposium showcases cutting-edge research on predictors and consequences of analytic-holistic cognition. A history of wheat (rather than rice) farming and the act of choosing both lead to analytic cognition. Attending holistically leads people to experience mixed emotions and to avoid basing election decisions on facial features.

**ABSTRACTS****LARGE-SCALE PSYCHOLOGICAL DIFFERENCES WITHIN CHINA EXPLAINED BY RICE VERSUS WHEAT AGRICULTURE**Thomas Talhelm<sup>1</sup>, Xuemin Zhang<sup>2</sup>, Shigehiro Oishi<sup>3</sup>, Shimin Chen<sup>4</sup>, Dongyuan Duan<sup>2</sup>, Xuezhao Lan<sup>5</sup>, Shinobu Kitayama<sup>5</sup><sup>1</sup>*University of Virginia, Charlottesville*, <sup>2</sup>*Beijing Normal University*, <sup>3</sup>*University of Virginia at Charlottesville*, <sup>4</sup>*South China Normal University*, <sup>5</sup>*University of Michigan at Ann Arbor*

Cross-cultural psychologists often contrast East Asia with the West, but this study shows large psychological differences within China. We propose that a history of farming rice makes cultures more interdependent, while farming wheat makes cultures more independent, and these agricultural legacies continue to affect people in the modern world. We tested 1,162 Han Chinese participants in six sites and found that people who grew up in rice-growing southern China are more interdependent and holistic-thinking than people from the wheat-growing north. To control for confounds like climate, we tested people from neighboring counties along the rice-wheat border and found differences that were just as large. We also show that modernization and pathogen prevalence theories do not fit the data.

**A COGNITIVE CONSEQUENCE OF CHOICE: SELECTING AMONG ALTERNATIVES PROMOTES ANALYTIC ATTENTION**Hazel Rose Markus<sup>1</sup>, Krishna Savani<sup>2</sup>, Nicole Stephens<sup>3</sup><sup>1</sup>*Stanford University*, <sup>2</sup>*National University of Singapore*, <sup>3</sup>*Northwestern University*

Making a choice requires people to selectively attend to certain criteria that are relevant to the decision while ignoring others. As selective attention is a key component of analytic thinking, we predicted that choice would promote analytic rather than holistic attention. Six experiments (N=1064) manipulated choice using three methods—asking participants to choose items versus describe items; to construe streams of behavior as choices rather than as actions; and to recall past choices versus actions. Activating choice increased self-reported analytic attention (Experiments1&2); led to worse memory for the physical and social context (Experiment3); led to better recognition memory for objects that were decontextualized from their backgrounds (Experiment4); reduced the extent to which changes in the surrounding context influenced judgments of focal objects (Experiment5); and led participants to group objects by solitary features rather than holistic similarity (Experiment6). Thus, choice, a pervasive action in everyday life, produces analytic patterns of thinking.

**HOLISTIC ATTENTION INCREASES MIXED EMOTIONS**Brooke Wilken<sup>1</sup>, Yuri Miyamoto<sup>2</sup><sup>1</sup>*Ball State University*, <sup>2</sup>*University of Wisconsin-Madison*

Where we attend in emotionally charged situations influences the emotions that we experience. Contextual aspects of predominantly pleasant (unpleasant) situations are likely to contain less pleasant or more unpleasant (less unpleasant or more pleasant) information than are focal aspects. Therefore, we predicted that holistic attention should increase mixed emotions more than should analytic attention in both pleasant and unpleasant situations. In Studies 1 and 2, Americans experienced more mixed emotions when primed with holistic (vs. analytic) attention to physical contexts in predominantly pleasant situations. In Study 3, both Americans and Japanese who tended to attend to social contexts (vs. the self) reported more mixed emotions in both pleasant and unpleasant situations. (Sample size across studies: 354.) These findings illustrate how analytic and holistic attention can have consequences on emotional experiences. They also suggest a cognitive mechanism that may potentially be driving differences in mixed emotions both within and across cultures.

## CULTURAL MODES OF REASONING CAN INFLUENCE INTERPERSONAL LIKING AND POLITICAL ELECTIONS

Jinkyung Na<sup>1</sup>, Alice O'Toole<sup>1</sup>, Incheol Choi<sup>2</sup>, Sunhae Sul<sup>3</sup>

<sup>1</sup>University of Texas at Dallas, <sup>2</sup>Seoul National University, <sup>3</sup>Korea University

The present research investigated interpersonal and societal consequences of holistic vs. analytic reasoning. First, we found that a holistic thinker was more positively evaluated than an analytic thinker in a holistic culture (i.e., Korea) whereas the opposite was the case in an analytic culture (i.e., America). In addition, a culturally representative thinker was more likely to be sought after as a consultant for social problems. Furthermore, we found that cultural modes of reasoning could influence how people casted their votes in political elections. Specifically, personality traits inferred from faces of political candidates predicted election outcomes in the US more accurately than in Korea. This suggests that candidates' internal attributes, such as personality traits, were a more critical factor in analytic cultures than in holistic cultures, presumably because of the causal belief that personality traits govern behaviors are endorsed by analytic thinkers more strongly than by holistic thinkers.

### Symposia Session S-E10

## IDENTITY, BELIEF, AND ENVIRONMENTAL ACTION: THE LINK BETWEEN ENVIRONMENTAL IDENTITY/BELIEF AND ENVIRONMENTAL BEHAVIOR AND INFLUENCE OF SOCIAL AND CULTURAL FACTORS

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 202ABC

Chair: Kimin Eom, University of California, Santa Barbara

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

This symposium addresses the urgent question that may decide our collective future: Why people do and don't engage in pro-environmental behavior. We present cutting edge research that examines the influence of personal factors such as environmental identity/belief and how they interact with social and cultural factors on environmental behaviors.

### ABSTRACTS

## SUSTAINABILITY, ENVIRONMENTAL IDENTITY, AND CONCEPTIONS OF HUMAN-NATURE RELATIONSHIP

Yoshihisa Kashima<sup>1</sup>

<sup>1</sup>University of Melbourne

*Our Common Future* is the title of a UN report released in 1987. Quarter of a century later, its message resonates more than ever. The 2014 IPCC report on climate change suggests that sustainable development is indeed a requirement for the future of our species. In this presentation, it is argued that worldviews about human-nature relationship are critically implicated in the realization of our hope for sustainability. Two studies with student and general public samples are reported to show the importance of two aspects of environmental identity - environmentalist identity and environmental strivings - in motivating a wide range of sustainability relevant behaviours. More importantly, the results of the studies support the contention that cultural conceptions of human-nature relationship provide significant underpinnings for environmental identity. Public discourse on how humans relate to the rest of nature is of significant importance in our contemplations for our collective future.

## LOW-CARBON LIFESTYLES AND BEHAVIOURAL SPILLOVER

Nick Nash<sup>1</sup>

<sup>1</sup>Cardiff University

Responding to climate change requires profound changes to individual behavior; yet policies to achieve these changes have so far met with limited success. One of the challenges for the social

sciences is in understanding how to help bring about behavior change in ways commensurate with the scale of the climate change challenge. Our presentation will explore 'behavioral spillover'; the idea that taking up a new behavior (e.g. recycling) may lead on to the adoption of additional environmentally-friendly behaviors. Whilst the idea of behavioural spillover may hold the promise of advancing behavior change, theoretical and empirical research is limited to correlational studies. We report on a range of cross-cultural, mixed-method studies that substantiate a novel theoretical framework for spillover and evaluate future prospects for behavior change.

## I CAN'T RECYCLE IN PUBLIC: VISIBILITY AND PRO-ENVIRONMENTAL BEHAVIORS

Cameron Brick<sup>1</sup>, David K. Sherman<sup>2</sup>

<sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California at Santa Barbara

Individual behaviors are necessary to prevent ecological damage, but the public shows a striking lack of action. Decades of persuasive environmental appeals have fallen short of generating the necessary behaviors. One problem is that many conservation behaviors have come to symbolize environmentalism. Most individuals are not environmentalists, and they may avoid behaviors that signal to others an environmental identity. Three survey studies with community members consistently revealed that environmental identity moderated the relationship between social visibility and pro-environmental behaviors. Non-environmentalists performed fewer behaviors that they considered visible (e.g., public recycling) compared to private (e.g., taking shorter showers). Environmentalists' behavior was unaffected by visibility. Identity and reputation are important to understand not only environmental engagement but also environmental disengagement. These findings highlight a potential danger of environmental messages that tie an environmental identity to target actions: individuals may publicly reject those behaviors to avoid the unwanted identity.

## WE BELIEVE, THEREFORE WE ACT?: CULTURAL ANALYSIS OF THE ASSOCIATION BETWEEN ENVIRONMENTAL BELIEFS AND BEHAVIORS

Kimin Eom<sup>1</sup>, Heejung S. Kim<sup>2</sup>, Keiko Ishii<sup>3</sup>

<sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California at Santa Barbara, <sup>3</sup>Kobe University

Both media and research attempt to increase awareness about environmental crises and foster pro-environmental beliefs with the implicit assumption that environmental values/beliefs lead to green behaviors. This assumption has not been tested with culturally diverse samples. Across three studies, we test whether the link between environmental values/beliefs and behaviors exists predominantly in European American culture that values abstract, internal thoughts. Using a U.S. national data set, Study 1 reveals that environmental beliefs predict stronger pro-environmental policy support for Whites more than for non-Whites. In Study 2, a worldwide sample shows that environmental values are more strongly associated with pro-environmental behavior intentions for Americans than other populations. Study 3 finds that environmental beliefs predict pro-environmental product purchases for European Americans, but perceived social norms predict pro-environmental behaviors for Japanese. Addressing environmental crises require identification of culture-specific predictors of pro-environmental behavior.

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**Symposia Session S-E11****WHEN, WHY AND HOW PEOPLE ADVOCATE**

Saturday, February 28, 2015, 9:45 am - 11:00 am, Room 203ABC

Chair: Lauren Cheatham, Stanford University

Co-Chair: Zakary Tormala, Stanford University

Although considerable research has explored the psychological antecedents and consequences of persuasion, far less attention has been paid to understanding the determinants of advocacy. Across four papers, this symposium explores when, why, and how people advocate. Taken together, these papers provide deeper insight into the specific drivers of advocacy behavior.

**ABSTRACTS****SHARING OF FOUND VERSUS RECEIVED CONTENT**Zoey Chen<sup>1</sup>, Jonah Berger<sup>2</sup><sup>1</sup>University of Miami, <sup>2</sup>University of Pennsylvania

Recent research has started to examine what drives word of mouth. Specifically, work has been done to look at how content characteristics (e.g., positivity, arousal, usefulness, etc.) affect sharing behavior. Another way content may differ is where the content originated. While people often discover content themselves (e.g., from newspapers or other websites), they also receive content from people they know. It is unclear if and how finding vs. receiving content affects people's subsequent sharing behavior. Across three studies (Total N=458), we find that when people receive content, they judge the content objectively and share interesting but not boring content. However, when people find content themselves, they start to associate the content with themselves, which make people less discriminating as to which content is more or less interesting. As a result, people are likely to share interesting and boring content.

**BELIEF IN THE IMMUTABILITY OF ATTITUDES BOTH INCREASES AND DECREASES ADVOCACY**Omair Akhtar<sup>1</sup>, S. Christian Wheeler<sup>2</sup><sup>1</sup>Apple Inc., <sup>2</sup>Stanford University

People with an entity theory of attitudes (i.e., the belief that attitudes are relatively unchanging) are more certain of their attitudes than are people with an incremental theory (i.e., the belief that attitudes are relatively malleable), and people with greater attitude certainty are generally more willing to try to persuade others. Combined, these findings suggest that an entity theory should foster greater advocacy. Yet, people with entity theories may be less willing to advocate because they also perceive others' attitudes as unchanging. Across four studies (N = 734), we show that both of these countervailing effects occur simultaneously and cancel each other out. However, by manipulating whom people focus on (themselves or others) or how advocacy is framed (as standing up for one's views to others or exchanging one's views with others), entity theories can either increase or decrease willingness to advocate.

**ATTITUDE CERTAINTY AND ATTITUDINAL ADVOCACY: EXPLORING THE UNIQUE ROLES OF CLARITY AND CORRECTNESS**Lauren Cheatham<sup>1</sup>, Zakary Tormala<sup>1</sup><sup>1</sup>Stanford University

When people attempt to persuade others toward their opinions, it is assumed that they are likely very certain of their own. While attitude certainty is a major determinant of advocacy behaviors such as sharing beliefs with others and trying to persuade them, the present research suggests that the two underlying constructs of attitude certainty - attitude correctness and attitude clarity - differentially predict advocacy behaviors. Across four studies (N=1401) we show that attitude clarity and attitude correctness independently predict intentions to share one's own opinion with others. However, we find that only attitude correctness creates

intentions to persuade others toward one's opinion. This research suggests that considering these two underlying constructs of certainty offers a more nuanced understanding of the relationship between advocacy behaviors and attitude certainty.

**THE POWER MATCHING EFFECT: THE DYNAMIC INTERPLAY OF COMMUNICATOR AND AUDIENCE POWER IN PERSUASION**Derek Rucker<sup>1</sup>, David Dubois<sup>2</sup><sup>1</sup>Northwestern University, <sup>2</sup>INSEAD

How does power affect the type of arguments communicators emphasize and that audiences respond favorably to? Building on the proposition that high power increases individuals' tendency to be agentic and low power increases individuals' tendency to be communal (Rucker et al. 2012), we propose that communicator power affects the propensity to generate arguments that emphasize warmth versus competence. Moreover, audience power affects people's weighting of warm versus competent arguments. As a consequence, we introduce the concept of the power-matching effect: high-power communicators are more effective at persuading high-power audience members, whereas low-power communicators are more effective at persuading low-power audience members. Two experiments (N=520), using different manipulations of power, find support for these effects in both oral and written contexts. Process evidence is also provided via both mediation and moderation. Overall, these studies demonstrate that the success of persuasive communications depends on the congruence between communicator power and audience power, respectively.

**Symposia Session F**

Saturday, February 28, 2015, 11:15 am - 12:30 pm

**Symposia Session S-F1****DATA BLITZ**

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Grand Ballroom A

Chair: Michael Inzlicht, University of Toronto

Co-Chair: Jessica Tracy, University of British Columbia

**ABSTRACTS****PERCEPTIONS OF ANOTHER'S SELF-ESTEEM: IMPLICIT SELF-ESTEEM IS PERCEPTIBLE**Miranda Giacomin<sup>1</sup>, Christian H. Jordan<sup>1</sup><sup>1</sup>Wilfrid Laurier University

What influences perceptions of others' self-esteem? People can accurately judge others' explicit self-esteem based on their physical appearance. But does people's implicit self-esteem—their more automatic, intuitive self-evaluations— affect how they are perceived? Target participants completed measures of implicit and explicit self-esteem, had photographs taken, and completed a videotaped interview about themselves. We then presented perceivers with varying degrees of information about targets and had them estimate targets' self-esteem. When perceivers viewed photographs alone, only target explicit self-esteem predicted perceiver self-esteem ratings. However, when perceivers read targets' interview transcripts, both target explicit and implicit self-esteem predicted perceiver self-esteem ratings. When targets described self-threatening information (e.g., their biggest flaw), perceivers used targets' apparent comfort and self-certainty as cues to rating targets' self-esteem. These cues, moreover, were valid indicators of implicit self-esteem.

### CLOSING THE IDEOLOGICAL HAPPINESS GAP: BEHAVIORAL INDICATORS OF LIBERAL AND CONSERVATIVE HAPPINESS FROM BIG DATA

Sean P Wojcik<sup>1</sup>, Arpine Hovasapian<sup>1</sup>, Jesse Graham<sup>2</sup>, Matt Motyl<sup>3</sup>, Peter H. Ditto<sup>1</sup>

<sup>1</sup>University of California, Irvine, <sup>2</sup>University of Southern California, <sup>3</sup>University of Illinois, Chicago

Are political conservatives happier than political liberals? Until now, social scientists have answered this question exclusively using self-report measures. We propose that previous self-report differences are attributable to conservatives' stronger self-enhancement tendencies, and assessed the behavioral expression of happiness using Big Data. Analysis of the 2013 United States Congressional Record revealed more frequent positive emotion-related word use among liberals, rather than conservatives. FACS coding of official photographs of each Congress member also revealed more intense and genuine smiling behavior among liberal politicians. We replicated these findings in general public samples by analyzing over 500 profile photos from LinkedIn and nearly 50,000 status updates from Twitter. Our findings do not support the self-report-based happiness gap in which conservatives typically report being happier than liberals. Instead, behavioral indicators of happiness from Big Data revealed a modest but consistent tendency for liberals to more frequently, intensely, and genuinely express positive emotions than conservatives.

### SOCIETAL VS. STATISTICAL SIGNIFICANCE: WHICH MATTERS MOST IN THE EYES OF SCIENTISTS?

Joseph T. Powers<sup>1</sup>, David S. Yeager<sup>2</sup>, Geoffrey L. Cohen<sup>1</sup>

<sup>1</sup>Stanford University, <sup>2</sup>University of Texas at Austin

What do psychological researchers value in scientific research, the importance of a finding or its statistical significance? Two-by-two experiments conducted with hundreds of psychology professors and graduate students at the SPSP and APS conferences and with lay people online manipulated a hypothetical study's dependent variable (i.e., actual death vs. death-related thoughts) and statistical significance (e.g.,  $p = .03$  vs.  $p = .07$ ). Reviewers did not prefer research that reduced actual deaths at  $p = .07$ , as compared to research that reduced death-related thoughts at  $p = .03$ . Societal importance of the dependent variable only mattered on the "correct" side of .05. The evaluations of a large online sample of lay participants showed similar patterns. Discussion centers on how to ensure that importance plays a greater roll in the evaluation of research.

### AN EXPLORATORY ACCOUNT OF GENERALIZED TRUST INSTABILITY AND ITS CONSEQUENCES

Anneke E.K. Buffone<sup>1</sup>, Michael Poulin<sup>1</sup>

<sup>1</sup>University at Buffalo, SUNY

Are some people more sensitive than others to cues about a stranger's trustworthiness? We predicted that generalized trust can be unstable in a manner similar to self-esteem (Kernis, 1992; 2005) and that instability would predict greater reactivity to cues that someone is untrustworthy. Three longitudinal studies assessed generalized trust over time. Study 1 (N=48) showed that longitudinal variation in generalized trust differs between individuals and that trust instability predicts increased derogation and reduced helping towards a potentially untrustworthy target. Study 2 (N=91) replicated these findings with respect to derogation and also indicated that trust variability predicted greater accuracy in recognizing negative words about the target. Study 3 (N=189) demonstrated that trust variability only predicted lower levels of helping towards a target depicted as untrustworthy, rather than neutral or highly-trustworthy. Variability in generalized trust may be an important predictor of prosocial behavior towards potentially untrustworthy strangers.

### NAME BIAS IN IMPLICIT JUDGMENTS AND CRIMINAL SENTENCING OF AFRICAN AMERICANS

Dushiyanthini Kenthirarajah<sup>1</sup>, Gregory M. Walton<sup>1</sup>, Geoffrey L. Cohen<sup>1</sup>

<sup>1</sup>Stanford University

Three studies examined whether ethnic-minority versus Anglo first names convey divergent social stereotypes, with important downstream consequences. Using an adapted IAT, Experiment 1 found that people showed stronger implicit pro-White/anti-Black bias against Blacks with African American names (e.g., *Jamal*) than against Blacks with Anglo names (e.g., *John*). Experiment 2 examined criminal justice decisions. African American defendants "Jamal" and "Jake" were judged as equally guilty both when the crime was violent and when it was nonviolent. But when the crime was violent, "Jamal" received a harsher sentence (10 versus 2 years). Study 3 examined records of 100 prison sentences given to Black males in Florida between 1998-2002. Given equivalent criminal histories, men with more stereotypically Black names received significantly harsher sentences. The effect was greatest for moderately severe crimes; judges have less discretion with the most severe crimes. First names convey more than race; they lead people to apply divergent social stereotypes to individuals within the same ethnic group.

### THE PSYCHOLOGY OF HATE: MORAL CONCERNS DIFFERENTIATE HATE FROM DISLIKE

Jennifer L Ray<sup>1</sup>, Yael Granot<sup>1</sup>, William A Cunningham<sup>2</sup>, Jay J Van Bavel<sup>1</sup>

<sup>1</sup>New York University, <sup>2</sup>University of Toronto

For millennia, scholars have debated the psychological foundation of hate. While Allport (1954) and others have conceptualized hate as global negative evaluation, Aristotle and others have theorized that hate has additional psychological components. The present research investigated whether the difference between hate and dislike is a matter of degree (i.e. hate is merely more negative than dislike) or a matter of kind (i.e. hate is imbued with additional psychological components). Three studies (Ns= 178, 178, 82) provided initial evidence that hated attitude objects are more connected to moral beliefs and evoke more moral emotions (contempt, anger, disgust) than disliked objects, even when adjusting for their levels of negativity. An additional study (N = 20) found that text from hate group websites featured significantly more words related to morality than complaint forums. Taken together, these findings suggest that moral concerns differentiate hate from dislike.

### EVERY BODY FOR HIMSELF: THE SURVIVAL LIABILITIES OF BEING INTERPERSONAL"

Christine Ma-Kellams<sup>1</sup>, Margaret Wang<sup>2</sup>

<sup>1</sup>Harvard University, <sup>2</sup>Santa Clara University

Do interpersonal ties inhibit bodily survival? Four studies tested the prediction that cultures that exhibit less interpersonal connectedness/more independence would exhibit better survival outcomes in life-and-death situations, and that such independence arose in response to ecological threats to the physical body. Mean exposure to ecological hazards predicted national levels of individualism taken from a meta-analysis of 50 cross-cultural studies (Study 1). This relationship between individualism and survival also emerged when examining specific natural disasters, including analysis of a decade of earthquakes (Study 2) and a century of shipwrecks (Study 3); in all cases, the relationship held after controlling for other features of the nation (e.g., social/political/economic conditions), disaster (e.g., severity) and other survival determinants (e.g., gender/class). Study 4 assessed the proximate mechanism; in a laboratory study, those who reported interpersonal concerns in their immediate response to a hypothetical natural disaster were less likely to subsequently exhibit effective survival strategies.

Award Recipients

Symposium Sessions

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### THE MATING / PARENTING TRADE-OFF: IMPLICATIONS OF A MUTUALLY INHIBITORY RELATIONSHIP BETWEEN MOTIVATIONAL SYSTEMS GOVERNING MATING AND PARENTAL CARE

Alec T. Beall<sup>1</sup>

<sup>1</sup>*University of British Columbia*

Research in the biological sciences reveals a trade-off between investment in mating effort versus parenting effort. This implies a mutually inhibitory relationship between motivational systems governing mate acquisition and parental care for offspring, with psychological implications for both parents and non-parents alike. I report the results of two studies testing specific implications. One study (N = 305, including both parents and non-parents) assessed individual differences in mating motives and emotional responses, and showed that people who reported stronger chronic activation of short-term mating motives also reported less nurturant emotional responses to babies. (These effects remained even when controlling for sex and parenthood.) A second study (N = 93, all non-parents) used experimental methods to temporarily activate the parental care system (by showing participants photographs of abandoned baby animals). Results revealed that activation of the parental care motive led women (but not men) to report reduced interest in short-term mating.

### INDEPENDENT MEN: SELF-CONSTRUAL MODERATES THE EFFECT OF MEN'S TESTOSTERONE ON AGGRESSION AND RISK TAKING

Keith M Welker<sup>1</sup>, Rachel Norman<sup>2</sup>, Benjamin Moreau<sup>2</sup>, Shinobu Kitayama<sup>3</sup>, Justin Carré<sup>2</sup>

<sup>1</sup>*University of Colorado Boulder*, <sup>2</sup>*Nipissing University*, <sup>3</sup>*University of Michigan*

Previous work shows that basal testosterone is associated with antisocial behaviors, aggression, dominance, detached impersonal styles, and mood disturbances. However, individual differences have been thought to moderate these associations. We propose that self-construal, a cultural difference in how individuals define the self in relation to others, may be an important moderator of whether testosterone predicts traits and behaviors linked to aggression and risk taking. Across four studies (Total N = 619) we show that men's testosterone predicts aggressive traits, aggressive behaviors, and risk taking behaviors only when individuals hold more independent self-construals. These findings suggest that self-construal is an important factor in determining how testosterone is linked to social behavior. This work also suggests the potential for cultural moderation of the behavioral and psychological correlates of testosterone.

### POWER IS NOT ALWAYS ZERO-SUM: EVIDENCE FROM EVERYDAY LIFE AND COMPETITIVE GROUP INTERACTIONS

Arman Daniel Catterson<sup>1</sup>, Serena Chen<sup>1</sup>, Laura P. Naumann<sup>2</sup>, Oliver P. John<sup>1</sup>, Dana R. Carney<sup>1</sup>

<sup>1</sup>*University of California, Berkeley*, <sup>2</sup>*Nevada State College*

This research empirically tests the assumption that social power is a fixed resource in which one person's gain corresponds to another person's loss. We use an experience sampling design to measure variation in people's perceptions of their own and others' power across different real-life social contexts. Participants who believed they were high power also believed that others in that same social interaction had high power (Study 1). These effects replicated with social status (Studies 1-3), in competitive group interactions (Studies 2 and 3), were not explained by self-projection in other domains (e.g., self-esteem), and were not substantially attenuated for people manipulated to have power (Study 3). Together, these findings indicate that people do not perceive social power or status to be "zero-sum" resources, and suggest a possible alternative explanation for how power and status affect behavior.

### YOU ARE WHAT YOU LISTEN TO: MUSICAL PREFERENCES PREDICT PERSONALITY TRAITS

Gideon Nave<sup>1</sup>, Juri Mincha<sup>1</sup>, David Stillwell<sup>2</sup>, Michal Kosinski<sup>2</sup>, Jason Rentfrow<sup>2</sup>

<sup>1</sup>*Caltech*, <sup>2</sup>*Cambridge University*

Music preferences are linked to psychological characteristics: people use music to convey information about their personalities and identities. The current study investigated whether music can be used to convey personality solely based on its sound-related features, in contrast to meta-information that requires familiarity with the music (such as the artist's name and cultural references). To address this issue, we used data from a sample of over 20,000 Internet users who completed a big-five personality questionnaire and two 25-item music-preference surveys, each comprising 15-second excerpts of commercially unreleased music. The results indicated that (a) musical preferences out-of-sample predict openness, agreeableness and extraversion, even after controlling for gender and age (b) traits estimated using the two separate surveys strongly correlated with each other and (c) different personality traits are linked to different music-preference dimensions. Our results demonstrate that auditory musical features reliably convey personality information, even in the absence of familiarity.

### ARE EMOTIONS FUNCTIONAL FOR GOAL PURSUIT

Kathleen E Darbor<sup>1</sup>, Heather C Lench<sup>1</sup>

<sup>1</sup>*Texas A&M University*

Emotions are coordinated responses to resolve particular types of challenges to goals. For example, anger motivates people to overcome obstacles. But does anger actually increase success in such situations? This investigation examined whether anger, compared to other emotions, improved success when goals were obstructed. In two studies, participants watched a series of images to elicit anger or other emotions. In Study 1, participants were given the goal to succeed at solving puzzles. Anger increased persistence, and greater persistence was associated with more success (for other emotions greater persistence was associated with more failure). In Study 2, participants were given the goal to win prizes by solving puzzles, with an opportunity to cheat. Anger increased cheating, and thus number of prizes earned, suggesting it was an effective strategy for getting resources. Together, these findings demonstrate that anger can be functional for goal pursuit because it motivates people to successfully overcome obstructed goals.

### Symposia Session S-F2

#### THINK BIG! DIG DEEPER!: BIG DATA IN SOCIAL-PERSONALITY PSYCHOLOGY

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Grand Ballroom B

Chair: Wiebke Bleidorn, Tilburg University, University of California, Davis

Co-Chair: Jon Maner, Kellogg School of Management, Northwestern University

Big data provides excellent opportunities to tackle research questions in ways not afforded by traditional research methods and big data has begun to flourish in the social sciences. The present symposium showcases how big data can be put to a good use in social-personality psychology.

#### ABSTRACTS

#### APPLICATIONS OF BIG DATA PSYCHOLOGY

Vishal Singh<sup>1</sup>, Karsten Hansen<sup>2</sup>

<sup>1</sup>*New York University*, <sup>2</sup>*Rady School of Management, UC San Diego*

In every aspect of our daily lives, from the way we work, shop, communicate, or socialize, we are both consuming and creating vast amounts of information. More often than not, these daily activities create a trail of digitized data that is stored, mined, and analyzed by

firms hoping to create valuable business intelligence. This talk will focus on how such large databases can provide useful insights for research in social psychology. The basic contention is that when aggregated over a large number of individuals, seemingly innocuous activities such as a web search or a casual trip to a neighborhood store can reflect aspects of our deep-rooted ideologies, values, and personality traits. We illustrate this in areas of habits, aging, health outcomes and life satisfaction.

### **PREDICTING PSYCHO-DEMOGRAPHIC PROFILES FROM BIG SOCIAL DATA**

**Michal Kosinski<sup>1</sup>**

<sup>1</sup>*University of Cambridge Psychometrics Centre*

Recent use of 'big social data' is transforming human environments and it creates both great opportunities and significant challenges. My presentation will focus on one aspect of big data--the predictability of psycho-demographic profiles from pervasive digital records including behavioral residues, preferences, and language. Five recent studies, encompassing a total sample of nearly 1 million participants, showed that a wide range of psycho-demographic traits ranging from personality and IQ, to substance use and parents' divorce can be accurately inferred from generic and widely-recorded variables such as Facebook profiles, language used, or websites visited. I will briefly present the results, introduce the methods and discuss the implications of the findings in the areas of psychology, privacy and research ethics.

### **BIG DATA GONE WILD: USING SMARTPHONES TO MEASURE SOCIAL AND PSYCHOLOGICAL PROCESSES IN THE REAL WORLD**

**Jason Rentfrow<sup>1</sup>, Gillian Sandstrom<sup>1</sup>, Neal Lathia<sup>1</sup>, Cecilia Mascolo<sup>1</sup>**

<sup>1</sup>*University of Cambridge*

Today's smartphones contain sensors, processors, and other features that make them rich and highly sophisticated computing platforms. Smartphones have quickly become integral in the daily lives of billions of people. Given their computing power and ubiquity, smartphones provide an ideal platform for measuring social and psychological processes in the wild. We developed a mobile application that uses off-the-shelf sensor technology and experience sampling methodology to measure the behaviors, contexts, and psychological states of users. The application was designed to infer and record information about the activities, locations, acquaintances, and moods of users. Six small-scale experiments and one large-scale deployment involving over 30,000 participants were conducted to examine the feasibility, reliability, and validity of the application as an assessment tool for measuring social and psychological processes. Results indicated that context, interactions, location, activities, and emotions could be reliably measured using mobile sensors.

### **CAPTURING NATURAL LANGUAGE TO UNDERSTAND HOW INDIVIDUALS, GROUPS, AND CULTURES THINK AND BEHAVE**

**James Pennebaker<sup>1</sup>**

<sup>1</sup>*University of Texas at Austin*

Facebook, Google, Microsoft, OKCupid, Intel, and a growing number of startups are doing some of the best and most innovative social and personality psychology research the world has ever seen. We now have access to technologies that allow us to download and analyze giant data sets that can reveal basic social and psychological processes in new ways. Some hints will be provided on how to negotiate this exciting new world.

### **Symposia Session S-F3**

### **BELIEFS ABOUT EMOTIONS: OUTCOMES AT THE INDIVIDUAL, INTERPERSONAL, AND CULTURAL LEVELS**

**Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 102ABC**

**Chair: Nicole Senft, Georgetown University**

This symposium discusses the influences of beliefs about emotion states on intrapersonal, interpersonal, and cultural outcomes. Speakers examine the role that beliefs about emotions play in sparking creativity and enhancing performance, inferring others' emotions, predicting reported behavior through interpersonal goals, and shaping culturally relevant views of leadership.

#### **ABSTRACTS**

### **EMOTION-BEHAVIOR LINKS AS SELF FULFILLING PROPHECIES**

**Yochanan Bigman<sup>1</sup>, Maya Tamir<sup>1</sup>**

<sup>1</sup>*Hebrew University of Jerusalem*

We suggest that the influence of emotions on behavior can be moderated by expectations. We tested this hypothesis in two studies (N = 360). In Study 1, participants were led to expect either excitement or calmness to be useful in a creativity task. They listened to emotion-inducing music and completed a creativity task. Participants who were excited were more creative if they expected excitement to be useful, whereas those who were calm were more creative if they expected calmness to be useful. In Study 2, participants were led to expect either anger or calmness to be useful in a computer game. Participants who were angry killed more enemies in the game if they expected anger to be useful, whereas those who were calm killed more enemies if they expected calmness to be useful. These findings suggest that how we think about emotions may shape how we are influenced by them.

### **MODELING LAY THEORIES OF EMOTION ATTRIBUTION**

**Desmond Ong<sup>1</sup>, Jamil Zaki<sup>1</sup>, Noah D. Goodman<sup>1</sup>**

<sup>1</sup>*Stanford University*

Humans are extremely skilled at reasoning about others' emotions, what we call affective cognition; this ability is crucial to forming and maintaining social relationships. We propose that affective cognition is scaffolded by a rich and coherent lay theory of emotion, which constitutes consistent relationships between situations, emotions, and behavior. In addition, despite its importance, few formal or quantitative theories have described how such reasoning operates. Here we address this gap by constructing a computational model using tools from Bayesian modeling. To test the model, we use a paradigm in which participants attributed emotions to a target character playing a gamble. We demonstrate that multiple types of inferences about the targets' emotions across different experiments are tightly predicted by Bayes rule, supporting a coherent lay theory approach. Our results speak to a deep structural relationship between emotions and cognitive inference, and suggest wide-ranging applications to basic psychological theory and psychiatry.

### **BELIEFS ABOUT THE SPREAD OF EMOTIONS: LINKS TO INTERPERSONAL GOALS AND REPORTED BEHAVIOR**

**Nicole Senft<sup>1</sup>, Yulia Chentsova-Dutton<sup>1</sup>**

<sup>1</sup>*Georgetown University*

Beliefs about emotions play an important role in guiding emotional behavior, affecting well-being and mental health. While we know emotions are interpersonal phenomena, we know little about individuals' beliefs about the interpersonal nature of their emotions. The current study examines the behavioral consequences of one such belief: the belief that emotions spread. A scale to measure this belief was developed and validated. Across three studies (N = 560), we found that beliefs that happiness and sadness spread predict increases in self-reported nonverbal expressivity and sharing of positive and negative emotional experiences. Further, the surprising links between the belief that sadness spreads and the tendency to

discuss negative experiences were mediated by the motive to receive empathy and support from others. These findings suggest that those that believe their emotions spread to others may view this as a positive outcome, facilitating the interpersonal desire to be understood by others.

### LEADERS' SMILES REFLECT THEIR NATIONS' IDEAL AFFECT

Jeanne Tsai<sup>1</sup>

<sup>1</sup>*Stanford University*

Based on "thin slices" of behavior, people make surprisingly accurate judgments about others' leadership qualities. How does culture shape this process? We propose that because people use emotional cues, and cultures vary in the emotions that people value and ideally want to feel ("ideal affect"), cultures differ in the emotions that are associated with leadership. We administered self-report measures of ideal affect in college student samples from 10 different nations (N = 1,349) and then eight years later, coded the emotional expressions that legislators from those nations showed in their official photos (N = 3,372). As predicted, the more nations valued excitement and other high arousal positive states, the more their leaders showed excited smiles; similarly, the more nations valued calm and other low arousal positive states, the more their leaders showed calm smiles. These findings suggest that culture--via ideal affect--shapes the emotions associated with leadership.

### Symposia Session S-F4

### WHEN PEOPLE ARE OBJECTIVE AND OTHERS ARE BIASED: THE LATEST SOCIAL, COGNITIVE, DEVELOPMENTAL, AND PERSONALITY FINDINGS ON THE BIAS BLIND SPOT

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 103A

Chair: Sara Haga, University of Washington

Co-Chair: Emily Pronin, Princeton University

This integrative session brings together newly uncovered facets of the bias blind spot: (1) its applicability even to overtly subjective judgments, (2) its brighter side of increasing people's critical thinking when evaluating others' reasoning, (3) its developmental origins, and (4) its conceptualization and measure as an individual difference.

### ABSTRACTS

### MY PREFERENCE, YOUR BIAS: NAÏVE REALISM IN AESTHETIC JUDGMENTS

Shane Blackman<sup>1</sup>, Emily Pronin<sup>1</sup>

<sup>1</sup>*Princeton University*

Naïve realism, or the belief that one is privy to a knowable, objective reality (Robinson, Keltner, Ross, & Ward, 1995), represents a significant barrier to cooperation, conflict resolution, and effective communication. This research demonstrates for the first time that naïve realistic beliefs influence attribution even when subjectivity of a particular domain, or even the self, is acknowledged. In this series of studies, participants made aesthetic judgments about various paintings and saw an alleged subject's preferences that either agreed or disagreed with their own. Participants believed others' preferences to be more objective when they matched their own, and were more likely to make negative dispositional attributions about the other when they possessed preferences opposite those of the self. These attributions are not predicated on witnessing a specific act of agreement and emerge regardless of the ostensible source of bias. Implications for interpersonal perception and group cooperation and conflict are discussed.

### REASONING ABOUT OTHERS' REASONING: LOOKING AT THE BRIGHT SIDE OF THE BIAS BLIND SPOT

Mario B. Ferreira<sup>1</sup>, Andre Mata<sup>2</sup>, Klaus Fiedler<sup>2</sup>, Tiago Almeida<sup>3</sup>

<sup>1</sup>*University of Lisbon, Portugal*, <sup>2</sup>*University of Heidelberg*, <sup>3</sup>*University of Lisbon*

People tend to believe that others are more likely to be biased than themselves - the bias blind spot (BBS). Can this belief lead people to adopt a critical mindset when evaluating others' reasoning, improving their own actual reasoning performance? In 3 studies, participants were better able to detect reasoning biases and performed better in reasoning problems when they had previously examined answers allegedly given by another person versus merely presented as possible answers. This improvement resulted from participants engaging in more deliberate thinking when the answers were allegedly given by another person. Moreover, the reasoning improvement resulting from examining others' reasoning transferred to subsequent unrelated problems. These results were associated with the degree to which participants showed the BBS, revealing a brighter side of the BBS - it impels us to scrutinize other people's reasoning, even when their answers were compelling, increasing our likelihood to avoid those reasoning biases.

### WHAT WAS THERE BEFORE THE (ADULT) BIAS BLIND SPOT?

Sara Haga<sup>1</sup>, Kristina R. Olson<sup>1</sup>, Leonel Garcia-Marques<sup>2</sup>

<sup>1</sup>*University of Washington*, <sup>2</sup>*University of Lisbon*

What are the origins of the bias blind spot in childhood? Early on, do we see ourselves as less biased than others? Or do we instead, see ourselves and others as equally (un)biased? Answers to these questions may inform theorizing about the degree of sophistication of the processes implicated in the production of the bias blind spot. Across 4 studies, we found that children aged 5 to 12-years-old do not believe they are biased (despite evidence that they are), but that younger children believe others are unbiased, too. As children get older, however, they increasingly believe others are biased. Importantly, the younger children understand that unbiased behavior is better than biased behavior. Finally, even the youngest children demonstrate a "better-than-average" effect suggesting that the bias blind spot and other self-enhancing tendencies develop at least partly independently.

### BIAS BLIND SPOT: STRUCTURE, MEASUREMENT, AND CONSEQUENCES

Carey K. Morewedge<sup>1</sup>, Irene Scopelliti<sup>2</sup>, Erin McCormick<sup>3</sup>, H. Lauren Min<sup>4</sup>, Sophie Lebrecht<sup>3</sup>, Karim S. Kassam<sup>3</sup>

<sup>1</sup>*Boston University*, <sup>2</sup>*City University London*, <sup>3</sup>*Carnegie Mellon University*, <sup>4</sup>*University of Colorado*

People exhibit a bias blind spot: they are less likely to detect bias in themselves than in others. We report the development and validation of an instrument to measure individual differences in susceptibility to the bias blind spot that is unidimensional, internally consistent, has high test-retest reliability, and is discriminated from measures of intelligence, decision making ability, and personality traits related to self-esteem, self-enhancement, and self-presentation. The scale is predictive of the extent to which people judge their abilities to be better-than-average for easy tasks and worse-than-average for difficult tasks, ignore the advice of others, and are responsive to an intervention designed to mitigate a different bias. These results suggest that the bias blind spot is a distinct metabias resulting from naïve realism rather than other forms of egocentric cognition, and has unique effects on judgment and behavior.



**Symposia Session S-F5****PEOPLE PERCEPTION: VISUAL BASES OF EVALUATING GROUPS**

**Saturday, February 28, 2015, 11:15 am - 12:30 pm, Promenade Ballroom 104B**

**Chair: L Taylor Phillips, Stanford University GSB**

**Co-Chair: Max Weisbuch, University of Denver**

How do people visually perceive groups of people, as opposed to individuals? Integrating vision science, social cognition, and organizational behavior research, we introduce *people perception*, its mechanisms, and implications. People automatically perceive crowd behavior; evaluate emergent group social properties; form behavior expectations from group perceptions; and accurately thin-slice team performance.

**ABSTRACTS****SUMMARY STATISTICAL PERCEPTION: AN EFFICIENT VISUAL MECHANISM FOR PERCEIVING SOCIAL INFORMATION IN CROWDS**

**Timothy D. Sweeny<sup>1</sup>, Steve Haroz<sup>2</sup>, David Whitney<sup>3</sup>**

**<sup>1</sup>University of Denver, <sup>2</sup>Northwestern University, <sup>3</sup>University of California at Berkeley**

Groups of people are nearly everywhere we look. When social information, like a group's direction of gaze, is available in crowds, our reactions are strong, even amplified. Perceiving crowds quickly and sensitively would thus be of great benefit, but is the visual system equipped to represent a crowd directly, as an entity? We present two investigations (seven studies, 55 subjects, 6152 trials), which demonstrate that the visual system does, in fact, produce surprisingly precise summary representations of social information in crowds. With just a glimpse, people perceive the "gist" of where a crowd is headed or even where they are looking. These summary percepts emerge from high-level vision, they can make chaotic crowds appear unified, and they are, in some cases, even more precise than perception of individuals. These findings reveal an efficient group-perception mechanism that may underlie our ability to understand crowd intentions, orchestrate joint attention, and guide behavior.

**PEOPLE PERCEPTION: SEA-ING SOCIAL PROPERTIES OF GROUPS**

**L Taylor Phillips<sup>1</sup>, Max Weisbuch<sup>2</sup>, Michael L. Slepian<sup>3</sup>, Brent L. Hughes<sup>4</sup>, Nalini Ambady<sup>4</sup>**

**<sup>1</sup>Stanford University GSB, <sup>2</sup>University of Denver, <sup>3</sup>Columbia Business School, <sup>4</sup>Stanford University**

An enormous amount of social psychological research on face perception exists, documenting how people use visual cues to form impressions of one another. However, this literature surprisingly has only recently been extended to *people perception* – how people visually perceive and judge *groups* (e.g., teams, classrooms, boards, crowds), rather than individuals. Across three experiments (21 participants; 2448 trials), we demonstrate that people rapidly perceive both the mean and variance of dominance for groups of diverse faces, and use this information to accurately differentiate group hierarchy. Results suggest that people perceive emergent social information unique to groups of people – information that is often critical for group-based social interaction, but cannot be perceived in individuals alone. We propose a model of people perception processes, including three stages of Selection, Extraction, and Application (the SEA model). We integrate literature from organizational, social, cognitive, and vision sciences to help lay groundwork for continued study of people perception.

**AFFECTIVE CUES SHAPE PERCEPTIONS OF DIVERSE DYADS**

**Astrid C. Homan<sup>1</sup>, Gerben A. Van Kleef<sup>1</sup>, Jeffrey Sanchez-Burks<sup>2</sup>**

**<sup>1</sup>University of Amsterdam, <sup>2</sup>University of Michigan**

We examine how and when people rely on collective non-verbal affective cues to predict the likely development of diverse group dynamics. We argued that observers make use of temporal and dynamic cues such as affective displays to shape their perceptions of such groups, and tested this idea in three experimental studies (total N = 256). Results show that displays of sadness make observers anticipate more negative group processes and outcomes than displays of happiness (Study 1). Moreover, we show that emotional expressions become more informative to the degree that (1) the situation is ambiguous (i.e., when the team is diverse rather than homogeneous; Study 2) and (2) the emotional expressions are more relevant to the situation (i.e., depend on the timing of the affective display of the members; Study 3). In sum, these data speak to the important role of affective cues in evaluating and judging group interactions.

**THIN SLICES OF GROUPS**

**Jeffrey T. Polzer<sup>1</sup>, Patricia Satterstrom<sup>1</sup>, Lisa Kwan<sup>1</sup>, Wannawiruch Wiruchnipawan<sup>1</sup>, Marina Miloslavsky<sup>1</sup>**

**<sup>1</sup>Harvard Business School**

Researchers have documented the speed and accuracy with which perceiver's can judge other individuals after observing mere "thin slices" of behavior. We extend this research by testing whether perceivers are able to accurately judge the effectiveness of small, task-performing groups based on short observations of group interaction. To test this possibility, we assembled four-person groups and video-recorded their interaction as they performed decision-making tasks. We then asked individual perceivers to judge the effectiveness of these groups after observing short video clips of group interaction (either 10, 30, or 60 seconds), and used actual group task performance as the criterion variable to assess perceiver accuracy. Across ten studies involving 597 participants, perceivers judged small group effectiveness with a level of accuracy significantly greater than chance. We discuss implications for social perception and group functioning.

**Symposia Session S-F6****FROM ARMISTICE TO SYNTHESIS: EMERGING RESEARCH AT THE INTERSECTION OF EVOLUTIONARY AND RELATIONSHIP SCIENCE**

**Saturday, February 28, 2015, 11:15 am - 12:30 pm, Promenade Ballroom 104C**

**Chair: Kristina Durante, University of Texas at San Antonio**

**Co-Chair: Eli Finkel, Northwestern University**

Relationship researchers and evolutionary psychologists have been studying relationships for decades, but these two perspectives rarely intersect. This session showcases four papers that demonstrate the predictive power of integrating the two perspectives. Each paper reveals something novel about human relationships generated through the combined lens of relationship and evolutionary science.

**ABSTRACTS****WHEN DO I KNOW IF MY RELATIONSHIP IS SHORT-TERM OR LONG-TERM?: INSIGHTS FROM THE RECAST MODEL**

**Elizabeth R. Keneski<sup>1</sup>, Paul W. Eastwick<sup>1</sup>**

**<sup>1</sup>University of Texas at Austin**

Evolutionary psychological models of mating suggest that people adopt strategies that differ in short-term versus long-term orientation. Close relationships models suggest that dyads progress along a normative time-course to form interdependent relationships. The Relationship Coordination and Strategic Timing (ReCAST) model offers a synthesis of these two perspectives. To inform the

model, participants (N=90) charted the timing of events in their most recent short-term and long-term romantic relationships. After initially meeting both short-term and long-term partners, participants reported nearly identical rising levels of romantic interest. Later, romantic interest in short-term relationships plateaued whereas romantic interest in long-term relationships continued rising; this differentiation point took place approximately 15 months after meeting and 1 month after the relationship became romantic (i.e., first kiss). Thus, it may be difficult for people to know the short-term vs. long-term nature of a relationship until they have progressed a considerable distance along a normative relationship development pathway.

### **MY LOVER, MY PRODUCT: THE EFFECT OF FERTILITY ON WOMEN'S DESIRE FOR VARIETY IN THE RELATIONSHIP AND CONSUMER MARKETPLACE**

Kristina M. Durante<sup>1</sup>, Eli J. Finkel<sup>2</sup>

<sup>1</sup>University of Texas, San Antonio, <sup>2</sup>Northwestern University

Women's mating psychology has been found to shift in ways purportedly designed to optimize choice of a sexual partner at high fertility. In five studies (N=647), we tested the idea that fertility should shift women's desire for variety in both the relationship and consumer marketplace. We found that women said "yes" to meeting a greater variety of men in a speed dating paradigm at high fertility. Women also chose a greater number of unique options from consumer product sets (e.g., candy bars, shoes) at high fertility. The fertility shift in desire for variety was mediated by fertility activating a sensation-seeking mindset, suggesting that consumer variety seeking is a by-product of an evolved fertility shift in desire for alternative options in men. Subsequently, the effect was moderated by women's attachment bond to their current partner, and manipulating thoughts about loyalty to one partner suppressed the effect.

### **THE ASSOCIATION BETWEEN DISCONTINUING HORMONAL CONTRACEPTIVES AND WIVES' MARITAL SATISFACTION DEPENDS ON HUSBANDS' PHYSICAL ATTRACTIVENESS**

V. Michelle Russell<sup>1</sup>, James K. McNulty<sup>1</sup>, Levi R. Baker<sup>1</sup>, Andrea L. Meltzer<sup>2</sup>

<sup>1</sup>Florida State University, <sup>2</sup>Southern Methodist University

What are the implications of hormonal contraceptives (HCs) for marriage? HCs suppress biological processes associated with women's preferences for cues of partner genetic fitness, such as physical attractiveness. Accordingly, changes in women's use of HCs may interact with their partner's attractiveness to predict marital satisfaction. We tested this prediction using two longitudinal studies of newlywed couples (N = 118). Wives reported whether they were using HCs when they met their husbands, as well as their HC use and marital satisfaction up to eight times for up to 4 years, and trained observers objectively rated husbands' physical attractiveness. Wives who were using HCs when they formed their relationship with their husbands became less satisfied when they discontinued HCs if their husbands were relatively less attractive but more satisfied if their husbands were relatively more attractive. These findings suggest that HCs may have critical unintended implications for women and their close relationships.

### **EARLY STRESS AND PARENTING: THE EFFECT OF UNPREDICTABILITY EXPERIENCED IN EARLY CHILDHOOD ON PARENTING ORIENTATIONS IN ADULTHOOD**

Ohad Szepeswol<sup>1</sup>, Jeffrey A. Simpson<sup>1</sup>, Vlaslas Griskevicius<sup>1</sup>

<sup>1</sup>University of Minnesota

According to life history theory, individual differences in parenting are partially rooted in environmental conditions that alter the payoffs associated with parental effort. Thus, early exposure to unpredictable environments should lead men to adaptively divert energy from parenting to mating. We tested this hypothesis on a subsample of parents from the Minnesota Longitudinal Study of

Risk and Adaptation, which followed individuals and their birth mothers from before they were born into adulthood (N = 112; 46% male). As expected, unpredictability experienced in the first four years of life predicted negative parental orientations (coder-rated based on a parenting interview) among male but not female parents at age 32. This effect was serially mediated by lower early maternal supportive presence (observer-rated) and insecure attachment representations at ages 19 and 26 (AAI coherence scores). These findings are in line with evolutionary and developmental models of the effects of early environments on reproductive strategies.

### **Symposia Session S-F7**

### **USING R STATISTICAL SOFTWARE FOR SOCIAL SCIENCE RESEARCH**

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 201A

Chair: Stephen Short, College of Charleston

We discuss the advantages of using the free software R for data analysis in research. These talks cover both basic topics, including an introduction to R and a discussion of the popular psych package, as well as advanced topics detailing mediation and moderation analyses and structural equation modeling in R.

### **ABSTRACTS**

### **INTRODUCING R TO SOCIAL AND PERSONALITY SCIENTISTS**

Aaron J. Boulton<sup>1</sup>

<sup>1</sup>University of North Carolina at Chapel Hill

R is a powerful (and free!) scientific computing tool. It offers compelling advantages for social and personality researchers seeking to manage, visualize, and analyze data. In this talk, I provide an overview of R. I begin with the basics—a discussion of what R is, how it came to be, and where users can obtain it. Next, fundamental concepts of R's computational framework are introduced. These concepts are illustrated using pragmatic examples (e.g., importing data, creating graphics for publication) that highlight the advantages of R over close-sourced, commercially-available competitors. The examples are also intended to show potential applications of R in social and personality research. I end with a summary of R-related resources for users of all levels—potential, beginning, and advanced. On the whole, this talk serves as an argument for liberal use of R in social and personality research and provides necessary background for the task-oriented presentations that follow.

### **PSYCH: A GENERAL PURPOSE TOOLKIT FOR PERSONALITY RESEARCH**

William Revelle<sup>1</sup>

<sup>1</sup>Northwestern University

The psych package in R has been developed over the past 9 years to facilitate personality research with a particular emphasis upon methods useful for descriptive statistics, scale construction, and psychometrics. Functions are available for exploratory factor analysis, item cluster analysis, principal components, classic and modern estimates of reliability, one- and two-parameter Item Response Theory, within- and between-group structural analyses, set correlation, and factor extension. All functions will work with massively missing data. Graphical displays take advantage of the power of R to display confidence intervals using cats eyes plots, scatterplot matrices to detect outliers, and structural diagrams. Simulation functions create simulated data with known psychometric properties and structures. The psych package is used in introductory research methods classes as well as in advanced work in psychometrics and personality research.

**MEDIATION AND MODERATION ANALYSES WITH R****Stephen David Short<sup>1</sup>**<sup>1</sup>*College of Charleston*

Over the past few decades, examining mediation and moderation has become very popular in psychology. Prevalent proprietary statistical software packages have made improvements in conducting these analyses, especially with additional contributions from researchers, but the software can still be costly and sometimes cumbersome to use. The present talk demonstrates how mediation and moderation analyses can easily be conducted using R. I provide examples of examining moderation with both categorical and continuous moderators in multiple linear regression, with a demonstration of R packages that can quickly and easily generate APA style tables and simple slope figures for publication. In addition, I demonstrate how to test mediation models using path analysis, including bootstrapping and plotting confidence intervals for the indirect effects. Finally, additional recommended resources are provided for researchers interested in using R for testing mediation and moderation hypotheses.

**STRUCTURAL EQUATION MODELING IN R USING LAVAAN****Alexander M. Schoemann<sup>1</sup>**<sup>1</sup>*East Carolina University*

Over the last three decades, structural equation modeling (SEM) has become a popular data analysis tool for social and personality psychology researchers. R offers full-featured, easy-to-use options for SEM that rival or exceed commercial packages. In this talk, I will focus on the lavaan package (Roseel, 2012) for SEM. lavaan provides powerful modeling tools with easy to understand syntax and is rapidly growing in popularity as a software option for SEM. I will provide examples of simple and complex SEMs using lavaan, including multiple-group models and models with categorical indicators. In addition, I will highlight a number of add-on packages that extend the capabilities of lavaan including missing data handling, path diagram generation, a graphical user interface, and power analysis.

**Symposia Session S-F8****SOCIAL DECISION MAKING: A TALE OF FAIRNESS AND EFFICIENCY**

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 201B

**Chair: Shoham Choshen-Hillel, The University of Chicago****Co-Chair: Eugene Caruso, University of Chicago, Booth School of Business**

People will often pay a cost to avoid unfair or unequal distributions. The current studies portray a complex picture in which fairness considerations sometimes decrease but other times increase efficiency. Together, the studies provide insights into the psychology of fairness and suggest strategies for fair and efficient policy making.

**ABSTRACTS****WASTE MANAGEMENT: WHEN RELATIVE DISADVANTAGE PROMOTES EFFICIENT RESOURCE ALLOCATION****Shoham Choshen-Hillel<sup>1</sup>, Alex Shaw<sup>2</sup>, Eugene Caruso<sup>2</sup>**<sup>1</sup>*The University of Chicago*, <sup>2</sup>*University of Chicago*

Equity and efficiency are central principles guiding resource allocation. When these two principles are in conflict, allocators often value equity more than efficiency, leading them to waste resources. In the current research we propose that people will tend more toward an efficient (albeit unequal) allocation if it puts them – rather than someone else – in a relatively disadvantaged position. In five studies, we asked participants to choose between giving some extra resource to one person, and not giving the resource to anyone. We obtain a robust “self-disadvantaging effect”: Allocators were more

likely to give the extra resource when it would put themselves (rather than others) at a relative disadvantage. We demonstrate that this effect occurs because people are less concerned about appearing partial when they disadvantage themselves. Our findings suggest a counterintuitive policy implication: More efficient decisions might actually be made by voters who are disadvantaged by the resource allocation.

**PARADOXICAL INEQUITY AVERSION AND THE VEIL OF IGNORANCE****George Newman<sup>1</sup>**<sup>1</sup>*Yale University*

Motivated by Rawls' (1971) thought experiment of the ‘veil of ignorance’, the present studies examine decisions between smaller equitable distributions (e.g., both players receive \$20) versus larger inequitable distributions (e.g., a coin is flipped and one player receives \$180 while the other receives \$0). Experiments 1 and 2 find that participants select more inequitable distributions when choosing for themselves (and another player) than when choosing for others. Experiment 3 further shows that people select the equitable option for others in spite of the prediction that others would prefer the opportunity for a better outcome. And, Experiment 4 demonstrates that making the “chooser” anonymous seems to attenuate this effect. Thus, this “paradoxical inequity aversion” seems to arise primarily because people avoid being the cause of inequity for others, which is ironic given that they do not seem to be particularly concerned with that same inequity when the decision involves them (and another player), and recognize that others may also prefer the same potential inequities.

**FAIRNESS VS. RECIPROCITY: WHEN RETALIATION IS BETTER THAN QUID PRO QUO****Alex Shaw<sup>1</sup>, Boaz Keysar<sup>1</sup>**<sup>1</sup>*University of Chicago*

Here we explore how two important principles of resource sharing, fairness and reciprocity, influence people's evaluations of others. Participants read about a protagonist who was treated positively or negatively by an agent. Subsequently, the protagonist had the opportunity to split resources between that agent and another recipient. The protagonist either divided the resource equally between the two (being fair) or paid the agent back for her previous behavior (positive or negative reciprocity). Participants then evaluated the protagonist. Participants thought it was best to be fair and that negative reciprocity was more acceptable than positive reciprocity (Experiment 1). We replicate these results in different contexts (Experiments 2-4) and also demonstrate that these results cannot be explained by loss aversion (Experiment 4) or a desire to punish those who have been unfair previously (Experiment 3). These results demonstrate people's negative response to partiality and inform debates about the function of fairness norms.

**SHARE THE WEALTH: REDISTRIBUTION CAN INCREASE ECONOMIC EFFICIENCY****Peter DeScioli<sup>1</sup>**<sup>1</sup>*Stony Brook University*

Debate over wealth redistribution commonly assumes an inevitable tradeoff between equality and efficiency. Here we test whether redistribution can increase economic efficiency when people face risk problems—investment opportunities that are profitable on average but can also result in a loss. In Experiment 1, participants decide whether to make profitable but risky investments either alone (individual condition) or in a group under an institution that redistributes earnings equally (pooled condition). We find greater investment and profits when participants are required to share their earnings. In Experiment 2, we examine cheating by comparing an institution that allows non-investors to exploit investors to an assortment institution that matches investors with investors. We find that vulnerability to cheating suppresses investment whereas

an assortment mechanism increases investment by simultaneously eliminating cheating and facilitating risk pooling. We discuss implications for the psychology of risk pooling and the design of redistribution institutions.

### Symposia Session S-F9

#### WHAT MAKES FOR EFFECTIVE INTERGROUP BIAS REDUCTION? HOW TO CREATE CHANGE THAT MATTERS

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 202ABC

Chair: Calvin Lai, University of Virginia

Co-Chair: Brian Nosek, University of Virginia

We present advances in understanding how to effectively reduce intergroup biases. These talks describe contextual and motivational mechanisms for bias reduction, the roles of self-awareness and self-regulation, a meta-analysis of methods to change implicit bias, and a research contest designed to find the most effective interventions for implicit prejudice reduction.

#### ABSTRACTS

#### CONTEXTUAL AND MOTIVATIONAL INFLUENCES FOR REDUCING INTERGROUP BIAS

Kerry Kawakami<sup>1</sup>, Curtis E. Phillips<sup>2</sup>, Nikki H. Mann<sup>1</sup>, Amanda Williams<sup>3</sup>

<sup>1</sup>York University, <sup>2</sup>University of Western Ontario, <sup>3</sup>Sheffield Hallam University

The present research investigated four distinct strategies for reducing intergroup bias related to racial and gender categories. Experiments 1 and 2 examined the effects of training in counter-stereotyping on implicit stereotype activation and application. Experiment 3 explored the effects of approach orientations on self-other distinctiveness. While Experiment 4 investigated the effects of progress on egalitarian goals on implicit attitudes and behavior, Experiment 5 explored motivations to individuate on visual processing of faces and partner choice. Together these findings, that include over 300 participants, underline the importance of contextual manipulations and momentary motivations on a variety of discriminatory responses. In particular, the results indicate that if participants are sufficiently trained in counter-stereotyping and approaching outgroup categories, or if they perceive progress on intergroup goals or are encouraged to individuate others, negative implicit and explicit intergroup bias can be reduced.

#### IS CONDITIONING ENOUGH? THE IMPORTANCE OF RAISING AWARENESS AND TEACHING SELF-REGULATION FOR REDUCING INTERGROUP BIAS

Margo Monteith<sup>1</sup>

<sup>1</sup>Purdue University

Accumulated research has convincingly established that implicit intergroup bias can be reduced through conditioning strategies. As examples, I will briefly present recent studies from my lab (Total N = 1258) demonstrating that counterstereotyping conditioning (Studies 1 and 2) reduces implicit stereotyping and prejudice, and self-linking conditioning (Studies 1-5) reduces implicit prejudice but not stereotyping. These studies illustrate the malleability of implicit bias when conditioning strategies directly target relevant associations. However, conditioning strategies alone are likely have limited practical utility and applicability for reducing subtle prejudice in real world settings. Efforts must also be focused on raising people's awareness of their implicit biases (i.e., confrontation) and teaching them to how to self-regulate their biases. Illustrative studies involving "best practices" for confronting people about their biases (appealing to principles of fairness and promoting autonomous motivation; Studies 6 and 7) and self-regulation training experiences (Studies 8 and 9) will be presented.

#### A META-ANALYSIS OF INTERVENTIONS TO CHANGE IMPLICIT BIAS

Patrick S. Forscher<sup>1</sup>, Patricia G. Devine<sup>2</sup>

<sup>1</sup>University of Wisconsin - Madison, <sup>2</sup>University of Wisconsin at Madison

Implicit bias has been implicated in a number of social problems, ranging from racial disparities to depression, leading to widespread calls to develop effective implicit bias interventions. However, despite two decades of effort, we have little knowledge of the relative effectiveness or generalizability of these interventions. To address this gap, we conducted a multivariate network meta-analysis of 220 randomized interventions (548 independent groups) to change implicit bias and, where available, explicit bias and behavior. Interventions that were coded into different categories based on their presumed mechanisms of change had differential effects on implicit bias. Moreover, interventions that were effective in changing implicit bias, in particular those based on the direct change of the activation of associations, were not necessarily effective in changing behavior. Our results provide structure to implicit bias research and suggest that interventions that affect implicit bias will not necessarily have generalized effects on behavior in applied settings.

#### A RESEARCH CONTEST FOR REDUCING IMPLICIT PREJUDICE

Calvin K. Lai<sup>1</sup>, Brian A. Nosek<sup>1</sup>

<sup>1</sup>University of Virginia

Many approaches for reducing implicit prejudice have been identified, but little is known about their relative effectiveness. We held a research contest to experimental compare interventions for reducing implicit racial prejudice. Teams submitted 17 interventions that were tested across 5 studies (total N > 18,000) with rules for revising interventions between studies. We also examined the impact of these interventions across time, for explicit prejudice, and toward attitudes toward other racial/ethnic groups. Eight of 17 interventions were effective at reducing implicit prejudice immediately, particularly ones that provided experience with counterstereotypical exemplars, used evaluative conditioning methods, and provided strategies to override biases. The other 9 interventions were ineffective, particularly ones that engaged participants with others' perspectives, asked participants to consider egalitarian values, or induced a positive emotion. The most potent interventions were ones that invoked high self-involvement or linked Black people with positivity and White people with negativity.

### Symposia Session S-F10

#### BRINGING THOUGHT EXPERIMENTS TO LIFE: PERSPECTIVES ON THE ESSENCE OF IDENTITY FROM PSYCHOLOGY AND PHILOSOPHY

Saturday, February 28, 2015, 11:15 am - 12:30 pm, Room 203ABC

Chair: Larisa Heiphetz, Boston College

Co-Chair: Adam Waytz, Northwestern University

Bringing together scholars from psychology and philosophy, this symposium offers an interdisciplinary perspective on essentialism—the view that some characteristics are central to identity. Four papers discuss the antecedents and consequences of essentialism. These presentations demonstrate how philosophical theories, psychological constructs, and experimentation inform one another.

#### ABSTRACTS

#### THE DEVELOPMENT OF REASONING ABOUT IDENTITY

Larisa Heiphetz<sup>1</sup>, Nina Strohminger<sup>2</sup>, Liane L. Young<sup>1</sup>

<sup>1</sup>Boston College, <sup>2</sup>Duke University

Philosophers argue that memories are central to identity, yet recent data suggest that adults perceive morality as more central. Participants indicated how much they or another person would

change if their moral beliefs, memories, and preferences changed. Studies 1-2 (N=251 adults) showed that moral beliefs were considered central to identity in both first- and third-person scenarios; adults reported high levels of change in identity when moral beliefs changed. However, adults reported more change in third- versus first-person moral scenarios. Study 3 tested 64 eight to 10-year-olds to investigate the role of development and learning in moral essentialism. Like adults, children reported that moral beliefs were particularly central to identity. However, children failed to distinguish between first- and third-person scenarios. These results suggest that people prioritize moral beliefs when reasoning about identity, that distinguishing what is central to oneself versus others develops slowly, and that empirical data can contribute to philosophical debates.

### ESSENTIALISM AND VALUE JUDGMENT

Joshua Knobe<sup>1</sup>, George Newman<sup>2</sup>

<sup>1</sup>Yale University, <sup>2</sup>George Newman

One of the philosophical concepts that has been most influential in social psychology is the notion of essentialism. It appears that people essentialize certain social categories (e.g., women) but not others (e.g., Connecticut residents). But how is this notion of essentialism to be understood? Here, we draw on insights from philosophy to propose broader and more abstract accounts of this notion. Specifically, we suggest that some social categories are seen as having an essence defined by biology (women, white people, etc.) while others are seen as having an essence defined by value judgments (Christians, punks, etc.). Participants (N=434) rated 80 different categories on 7 different attributes. The results were then subjected to factor analysis. We found a two factor solution, with one factor corresponding to the degree to which a category is essentialized (essentialized vs. non-essentialized) and the other corresponding to essence type (biological vs. value-based).

### MIND VERSUS BRAIN: HOW PSYCHOLOGICAL AND NEUROSCIENTIFIC EXPLANATIONS AFFECT PEOPLE'S VIEWS OF WRONGDOERS

Geoffrey P. Goodwin<sup>1</sup>, Dena M. Gromet<sup>2</sup>, Simone Tang<sup>3</sup>, Thomas Nadelhoffer<sup>4</sup>, Walter Sinnott-Armstrong<sup>3</sup>

<sup>1</sup>The University of Pennsylvania, <sup>2</sup>University of Pennsylvania, <sup>3</sup>Duke University, <sup>4</sup>College of Charleston

Ordinary psychological explanations of criminal behavior focus on the causal role of the wrongdoer's mind (i.e., their psychological functioning), whereas neuroscientific explanations focus attention on the causal role of the wrongdoer's brain (i.e., their neurological functioning). Although these explanations may be seen as compatible, highlighting the role of the brain, as opposed to the mind, may differentially affect the way lay individuals view criminal wrongdoers. The present research examines whether psychological and neurological explanations of criminal wrongdoing produce different assessments of wrongdoers' culpability and punishment. In four studies, we found that people view wrongdoers as less culpable, and think they should be punished less severely, when their behavior is caused by an emotional dysfunction that is described as neurological rather than psychological. This effect arises because people view wrongdoers' actions as less diagnostic of their true character when their dysfunctions are described as brain-based.

### "LET'S BE SCIENTISTS!": HEARING GENERIC LANGUAGE ABOUT SCIENTISTS LOWERS PRESCHOOL-AGED GIRLS' MOTIVATION AND ENGAGEMENT WITH A SCIENCE TASK

Sarah-Jane Leslie<sup>1</sup>, Katya Saunders<sup>2</sup>, Marjorie Rhodes<sup>2</sup>

<sup>1</sup>Princeton University, <sup>2</sup>New York University

Hearing generic language (e.g., "girls wear pink") about social groups leads preschool children to think of them in essentialist terms—as marking stable, inherent differences between people (Rhodes, Leslie & Tworek, 2012). Previous work shows thinking of

scientific ability as a matter of stable talent is maladaptive, especially for girls (Dweck, 2006). Children's science tasks are often framed with generic language, but this may lead children to think of scientists and scientific ability in maladaptive, essentialist terms. We introduced 4-year-olds (N=80) to a science game, and measured their motivation and persistence. Children heard a preamble about science that either described scientists in generic terms (e.g., "scientists explore the world and discover new things") or else described science as an activity (e.g., "doing science means exploring the world and discovering new things"). Boys' persistence/motivation was unaffected by the manipulation, but girls were significantly less motivated and persistent after hearing generic language.

## Symposia Session G

Saturday, February 28, 2015, 2:00 pm - 3:15 pm

### Symposia Session S-G1

#### THE FUTURE OF PERSONALITY AND SOCIAL PSYCHOLOGY

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Grand Ballroom A

Chair: Simine Vazire, UC Davis

Co-Chair: C. Nathan DeWall, University of Kentucky

In this symposium, four speakers will present ideas and opinions about challenges and opportunities facing our field.

#### ABSTRACTS

#### GOING BIG: THE FUTURE OF DISCOVERY IN SOCIAL-PERSONALITY PSYCHOLOGY

Sanjay Srivastava<sup>1</sup>

<sup>1</sup>University of Oregon

Social-personality psychologists are increasingly recognizing the potential of "big data." But just will that mean for us? We are accustomed to designing studies around our questions - but with big data, the data structure is often outside our control and we must turn digital records into valid measurements with algorithms. Techniques like network analysis and machine learning are unfamiliar to many of us. And beyond methods, big data requires entirely new ways of thinking about theories and questions. In many ways social-personality psychology may seem ill equipped for the coming era. But we also have considerable strengths to bring. Our deep knowledge of human behavior can change dustbowl empiricism into informed curiosity. And we can combine our "boutique data" methods with big data ones, leveraging the strengths of both. In this talk I will discuss the opportunities and challenges I see in a coming era of big-data psychology.

#### TRENDING TOWARD MARGINAL?: SECURING AND ADVANCING PROGRESS IN THE PRACTICE OF PSYCHOLOGICAL SCIENCE

Jeff Sherman<sup>1</sup>

<sup>1</sup>UC Davis

In this talk, I will discuss some of the important methodological and statistical changes that our field is considering. I will describe instances in which I think these changes are exactly right, and cases in which I think they could be improved or replaced. More broadly, I will argue for the importance of conceptual replication, theory building, and will discuss the pros and cons of promotion-oriented versus prevention-oriented science.

#### TOWARDS A PREDICTIVE SCIENCE

Elizabeth Page-Gould

When we design studies, we attempt to predict the future. By the time we sit down to analyze our collected data, we are merely explaining the past. Instead, we could use statistical models from

past studies to predict unobserved outcomes that are collected in the future. Simulations examined the properties of residuals when a regression model from a former sample is applied to data collected from a new sample. Next, I describe a proof-of-concept study that tested the replicability of an exploratory finding from Page-Gould (2012) by predicting individual participants' future social interactions and conflicts. The key challenge to social psychologists embracing prediction is the ability to prove that predictions were made before the predicted outcomes were observed. I describe a simple, practical way to harness open-source tools (e.g., Open Science Framework) to verify the timeline of prediction and data collection.

### WHAT REPLICABLE RESULTS LOOK LIKE

Joe Simmons<sup>1</sup>, Leif D. Nelson<sup>2</sup>, Uri Simonsohn<sup>1</sup>

<sup>1</sup>University of Pennsylvania, <sup>2</sup>University of California at Berkeley

An important part of our jobs is to discern true (replicable) findings from false (non-replicable) ones. The best way to do this is to conduct replications, but we cannot individually afford to replicate every finding we read about. Thus, we need heuristics to figure out which findings to trust at face value and which to question (until we see high-quality replications). We discuss some of the markers of true vs. false published findings, focusing on effect size, sample size and p-values.

### Symposia Session S-G2

#### COMPUTATIONAL SOCIAL SCIENCE: BRIDGING COMPUTER SCIENCE AND SOCIAL PSYCHOLOGY

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Grand Ballroom B

Chair: Winter Mason, Facebook

Research in Computational Social Science uses computer science methods to answer social science questions. However, many social psychologists are not exposed to this work that typically appears in computer science venues. Here, we present research from this field that advances social psychological theory in personality, interpersonal relationships, and social norms.

### ABSTRACTS

#### COMPUTER-BASED PERSONALITY JUDGMENTS ARE MORE ACCURATE THAN THOSE OF FRIENDS, SPOUSES, OR FAMILY

Michal Kosinski<sup>1</sup>, Youyou Wu<sup>2</sup>, David Stillwell<sup>2</sup>

<sup>1</sup>Stanford University, <sup>2</sup>University of Cambridge

Personality traits form a key driver behind people's behavior, cognitions, motivations and emotions; and thus assessing others' personality is a basic social skill and a crucial element of successful social interactions. However, based on a sample of 761,703 participants, we find that personality judgments made by computers and based on generic and pervasive digital footprints (Facebook Likes) are 3 times more accurate than those made by participants' friends. Computers are also 1.5 times more accurate than family members and 1.2 times more accurate than romantic partners. Furthermore, compared with humans, computers achieve higher inter-judge agreement and superior external validity (i.e. are better at predicting life outcomes). In some cases, computer-based personality judgments are even more valid than self-reported personality scores. We conclude by discussing the consequences of computers' outpacing humans in this basic social-cognitive skill.

#### UNDERSTANDING LONELINESS IN SOCIAL AWARENESS STREAMS: EXPRESSIONS AND RESPONSES

Funda Kivran-Swaine<sup>1</sup>, Jeremy Ting<sup>1</sup>, Jed R. Brubaker<sup>2</sup>, Rannie Teodoro<sup>1</sup>, Mor Naaman<sup>3</sup>

<sup>1</sup>Rutgers University, <sup>2</sup>University of California at Irvine, <sup>3</sup>Cornell Tech

We report on a study of expressions of loneliness, and responses to those, as communicated by thousands of people on Twitter. Using a dataset of public Twitter posts containing explicit expressions of

loneliness, and a qualitatively developed coding scheme to analyze them, we show how the context of loneliness disclosed on Twitter relates to existing theories on loneliness. Further we study the public responses to expressions of loneliness, quantitatively examining factors that contribute to the existence and types of responses. We show, for example, that people publicly expressing more severe, enduring loneliness are more likely to be women, and less likely to include requests for social interactions. Our findings also show that men are more likely to receive responses to lonely tweets, and expressions of more severe experiences of loneliness are significantly less likely to receive responses.

#### NO COUNTRY FOR OLD MEMBERS: USER LIFECYCLE AND LINGUISTIC CHANGE IN ONLINE COMMUNITIES

Cristian Danescu-Niculescu-Mizil<sup>1</sup>, Robert West<sup>2</sup>, Dan Jurafsky<sup>2</sup>, Jure Leskovec<sup>2</sup>, Christopher Potts<sup>2</sup>

<sup>1</sup>Cornell University, <sup>2</sup>Stanford University

Vibrant online communities are in constant flux, and as members join and depart, the interactional norms evolve. Linguistic change is essential to this dynamic process: it both facilitates individual expression and fosters the emergence of a collective identity. We propose a framework for tracking linguistic change as it happens and for understanding how specific users react to these evolving norms. By applying this framework to two large online communities we show that users follow a determined two-stage lifecycle: a linguistically innovative learning phase in which users adopt the language of the community followed by a conservative phase in which users ignore the evolving community norms. We also show how this framework can be used to detect, early in a user's career, how long she will stay active in the community. Thus, this work yields new theoretical insights into the evolution of socio-linguistic norms.

#### COMPUTATIONAL SOCIAL PSYCHOLOGY

Winter Mason<sup>1</sup>

<sup>1</sup>Facebook

The quantity and variety of research being conducted on topics familiar to social psychologists but published in arenas outside our primary publication venues is big and getting bigger. This presents an opportunity to create collaborations that would benefit both sides: the computer scientists could benefit from a deeper understanding of existing psychological theory, and psychologists could benefit from the methods and data available to computer scientists. In this talk I will provide an overview of additional existing research in Computational Social Science relevant to social psychologists, describe the venues where this research is published, and provide tips for how to creating and fostering collaborations across disciplines.

### Symposia Session S-G3

#### THE POSITIVE COST: PERSONAL AND SOCIAL COSTS TO EXPERIENCING AND EXPRESSING POSITIVE EMOTION

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 102ABC

Chair: Katharine Greenaway, University of Queensland

Co-Chair: Elise Kalokerinos, University of Leuven, Belgium

Positive emotions often have positive effects, but are they always beneficial? This symposium showcases emerging research on personal and social costs of positive emotion. We consider how experiencing and expressing positive emotion can undermine relationships, harm reputations, interrupt goal pursuit, and promote risky behavior.

## ABSTRACTS

**THE POWER OF PRIDE: THE POSITIVE EMOTION THAT DRIVES RANK ATTAINMENT, BUT CAN ALSO INHIBIT BEHAVIORAL CHANGE**Jessica L. Tracy<sup>1</sup>, Azim F. Shariff<sup>2</sup>, Aaron C. Weidman<sup>1</sup>, Jason P. Martens<sup>1</sup><sup>1</sup>University of British Columbia, <sup>2</sup>University of Oregon

Many have suggested that pride evolved to facilitate the attainment of social status. Supporting this account, I present findings from several lines of work (total N=783) suggesting that the pride nonverbal expressions automatically signal high status and induce followership—that is, an increased tendency to copy pride displayers. However, this does not mean that pride is always a good thing. In fact, if experienced inappropriately—in response to failure—pride can be problematic. Supporting this point, findings from two longitudinal studies (total N=730) suggest that pride experienced in response to academic failure inhibits necessary behavioral change. In contrast, feeling *low* pride in this situation can motivate adaptive changes in achievement-oriented behaviors, which, in turn, promote improved future performance. Together, these findings suggest that although pride has beneficial outcomes relating to rank acquisition, attaining these benefits require that pride be experienced in a contextually appropriate way.

**NO REWARD WITHOUT RISK: APPETITIVE ENTHUSIASM INVOLVES PHYSIOLOGICAL THREAT AND INCREASED RISK TOLERANCE**Michelle N. Shiota<sup>1</sup>, Yexin Jessica Li<sup>2</sup><sup>1</sup>Arizona State University, <sup>2</sup>University of Kansas

Positive emotions help us take advantage of opportunities presented by the environment. Appetitive enthusiasm—a response to desirable material rewards—activates an ancient dopaminergic circuitry that helps people pursue high-quality foods, including living prey that can fight back. This circuitry supports healthy levels of approach motivation, but has also been linked to pathologically risky behavior (e.g., in drug addiction, gambling). Findings from three studies (total N=423) suggest that appetitive enthusiasm promotes heightened preparation for and tolerance of risk. Study 1 documents a “fight-flight” profile of physiological activation consistent with preparation to face a threat. Studies 2 and 3 show increased financial risk-taking during experimentally elicited enthusiasm. In all studies, enthusiasm is contrasted with nurturant love—a positive, approach-motivated state characterized by risk aversion—and a neutral state. Positive emotions evolved to manage fitness tradeoffs presented by the ancestral environment using mechanisms that can backfire in the modern world.

**SUPPRESS FOR SUCCESS: POSITIVE EMOTION EXPRESSION AFTER WINNING COMES WITH SOCIAL COSTS**Elise K. Kalokerinos<sup>1</sup>, Katharine H. Greenaway<sup>2</sup><sup>1</sup>University of Leuven, <sup>2</sup>University of Queensland

It is natural to express positive emotion after a win, but social convention suggests that winners should appear “humble in victory.” As a result, winners may be socially penalized for expressing positive emotion in the presence of a loser. Across five studies (total N=514) participants viewed video stimuli of positively expressive and inexpressive winners. Expressive winners were liked less, rated as less desirable friends, and considered more arrogant than inexpressive winners. This relationship cost is offset by reputational benefits to expressing positive emotion following a win. Expressive winners were perceived as more dominant, competent, charismatic, and successful than inexpressive winners. Together, the findings demonstrate that people’s social goals determine whether they should express or suppress positive emotion in competitive contexts. Suppressing positive emotion may win friends, but expressing positive emotion can gain respect.

**PRIDE AFTER THE FALL: GROUP MEMBERSHIP MODERATES PERCEPTIONS OF PRIDE EXPRESSERS**Lisa A. Williams<sup>1</sup>, Cindy Harmon-Jones<sup>1</sup><sup>1</sup>University of New South Wales

Expressing pride makes people appear to be high-status and competent. But do pride expressions have this effect even when following a loss? What about in an intergroup context? We investigated reactions to targets who expressed pride when they won vs. lost a hypothetical sports competition. All targets were rated as high in competence when they expressed pride after winning, but group membership moderated reactions to pride after losing. Across four studies (total N=1819) ingroup members were rated as lower in competence when they expressed pride after a loss than a win. Outgroup members were rated equally high in competence regardless of competition outcome. The ingroup competence cost was exacerbated when the proud target was a slacker—having contributed little to group performance. These findings indicate that the positive emotion expressions of ingroup members are evaluated particularly strictly for appropriateness, and may therefore be more likely to incur social costs.

**Symposia Session S-G4****OVERCONFIDENCE: NEW INSIGHTS INTO ITS ROOTS AND CONSEQUENCES**

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 103A

Chair: Joey Cheng, University of California, Irvine

Co-Chair: Elizabeth Tenney, University of Utah

Overconfidence has been observed across hundreds of studies, a variety of domains, and different cultures. How does this psychological bias arise and what are its consequences? This symposium showcases the latest research examining the extensive reach of overconfidence as it spreads across networks and influences decisions, achievements, and relationships.

## ABSTRACTS

**THE SOCIAL CONTAGION OF OVERCONFIDENCE**Joey T. Cheng<sup>1</sup>, Cameron Anderson<sup>2</sup>, Elizabeth R. Tenney<sup>3</sup>, Sebastien Brion<sup>4</sup>, Don A. Moore<sup>2</sup>, Jennifer M. Logg<sup>2</sup><sup>1</sup>University of California, Irvine, <sup>2</sup>University of California at Berkeley, <sup>3</sup>University of Utah, <sup>4</sup>University of Navarra

Why is overconfidence so pervasive? Four studies (N = 982) tested the hypothesis that overconfidence can “spread” from person to person through social contact. Studies 1 and 2 showed that witnessing expressions of overconfidence in another person promoted overconfidence in the self. These results were obtained even with incentives to be well-calibrated (i.e., not overconfident) and extended up to two degrees of separation. Study 3 examined social networks in a field study and found that MBAs with work ties tended to converge in their levels of overconfidence, whereas those without work ties diverged. Finally, Study 4 demonstrated that individuals who were assigned to dyads in the lab became more similar in their expressed overconfidence after collaborating on a task, but not before. These findings suggest that social contagion plays an important role both in the evolution of overconfidence and the variation in overconfidence observed between individuals, groups, and societies.

**THE COST OF COLLABORATION: JOINT DECISION MAKING EXACERBATES OVERCONFIDENCE**Julia A. Minson<sup>1</sup>, Jennifer S. Mueller<sup>2</sup><sup>1</sup>Harvard University, <sup>2</sup>University of San Diego

We demonstrate that making numerical judgments collaboratively rather than individually contributes to a myopic underweighting of external viewpoints by making collaborators more overconfident in their own assessments. In 2 studies, (N = 352) dyad members

exposed to numerical judgments made by peers gave significantly less weight to those judgments than did individuals working alone. This difference in willingness to use peer input was mediated by the greater (and unwarranted) confidence that the dyad members reported in the accuracy of their own estimates. Furthermore, dyads were no better at judging the relative accuracy of their own estimates and the advisor's estimates than individuals were. Our analyses demonstrate that, relative to individuals, such overconfidence leads dyads to suffer an accuracy cost. Specifically, if dyad members had given as much weight to peer input as individuals working alone did, then their revised estimates would have been significantly more accurate.

#### OVERCONFIDENCE IN MATE ATTRACTION AND COMPETITION

**William von Hippel<sup>1</sup>, Sean Murphy<sup>1</sup>, Fiona Barlow<sup>1</sup>, Robbie Wilson<sup>1</sup>, Shelli Dubbs<sup>1</sup>, Michael Angilletta<sup>2</sup>**

<sup>1</sup>University of Queensland, <sup>2</sup>Arizona State University

To test the hypothesis that overconfidence may persist in part because of its interpersonal benefits in mate attraction and competition, three studies were conducted via MTurk (total N = 3078). Overconfidence was operationalized as the tendency to claim knowledge one does not have, and mate attraction was assessed via dating profiles written by some participants and evaluated by others. Results indicated that overconfident people were perceived as more confident in their dating profiles, which predicted increased romantic desirability, but also as more arrogant, which predicted decreased romantic desirability. This cost of arrogance in diminished desirability was offset by the fact that participants were also less likely to compete for romantic partners with arrogant individuals. Thus, overconfidence might facilitate romantic success by attracting mates (via perceived confidence) and repelling competitors (via perceived confidence and arrogance). These results highlight the role of overconfidence in both the attraction and competition stages of mating.

#### OVERCLAIMING UNDERMINES SCHOLASTIC ACHIEVEMENT

**Delroy L. Paulhus<sup>1</sup>, Patrick Dubois<sup>1</sup>**

<sup>1</sup>University of British Columbia

The overclaiming technique is a novel assessment procedure that uses signal detection analysis to generate indices of knowledge accuracy (OC-accuracy) and self-enhancement (OC-bias). The technique has previously shown robustness over varied knowledge domains as well as low reactivity across administration contexts. Here we present two studies applying the overclaiming technique to scholastic assessment. Study 1 (N = 108) indicated that OC-accuracy was comparable to multiple-choice (MC) and short-answer (SA) in predicting overall course grades and (b) superior to SA tests in reliability achieved per unit administration time. By contrast, the OC-bias index was a negative predictor of overall course grade, suggesting a narcissistic self-destructiveness. In a followup, Study 2 (N = 223) found similar results. Because the bias index adds no extra administration time to the accuracy measure, the overclaiming approach provides a more rich and efficient information source than traditional methods of scholastic assessment.

#### Symposia Session S-G5

#### GENDER INEQUALITY IN STEM: MAKING CONNECTIONS AND OVERCOMING STEREOTYPES

**Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Promenade Ballroom 104B**

**Chair: Crystal Hoyt, University of Richmond**

**Co-Chair: Jeni Burnette, North Carolina State University**

This symposium presents research examining the social psychological mechanisms involved in women's underrepresentation in STEM and offers theoretically guided interventions to promote belonging and inclusion. The first two talks focus on the importance of group composition and connections

with others. The second two talks focus on solutions for overcoming stereotypes.

#### ABSTRACTS

#### THE EFFECTS OF GENDER COMPOSITION IN A GROUP MATH TASK: WOMEN ARE PERCEIVED AS WORSE AT MATH IN MALE DOMINATED GROUPS

**Sarah Grover<sup>1</sup>, Tiffany A. Ito<sup>1</sup>, Bernadette Park<sup>1</sup>**

<sup>1</sup>University of Colorado

Women's underrepresentation in STEM can act as a situational cue that prompts a variety of negative psychological consequences. Little is known, however, about the effects of gender composition on group interactions in STEM. We conducted two studies using a group problem-solving task to examine how group gender composition affects women's behavior in the task, and self- and others' perceptions of their math ability post-task. Groups consisted of either four females, or three males and one female (N=107 groups, 428 participants). In each group, a female target completed an initial tutorial that gave her added math expertise. Following the group task, these female "experts" were rated as worse at math in the male dominated groups than in the all-female groups, both by themselves and others. These results suggest that women's underrepresentation may have a negative effect on how they are perceived, even when they have relevant expertise.

#### BRO-ING OUT: SUBTLE CUES OF INCLUSION BOLSTER MEN'S (BUT NOT WOMEN'S) STEM MOTIVATION

**Lauren Aguilar<sup>1</sup>, Greg Walton<sup>1</sup>**

<sup>1</sup>Stanford University

Subtle cues embedded in interactions in male-dominated STEM settings may signal social exclusion to women, yet inclusion to men. To test this, male and female STEM majors (N=87) engaged in STEM-relevant conversations with a male confederate who either used non-verbal mimicry or anti-mimicry, which are important cues of social connection and inclusion. Mimicry condition did not affect women's outcomes; however, men who received mimicry reported higher STEM interest, identity and efficacy and felt more connected to the confederate than men who received anti-mimicry. Feelings of connection mediated the effect of mimicry on STEM motivation. Findings imply that it may be easier for men to connect in all-male groups using simple strategies like mimicry—cross-sex interactants might not connect as easily. Subtle cues of inclusion may bolster men's motivation in STEM, potentially advancing men, but not women.

#### GROWTH THEORIES BUFFER FEMALES AGAINST IDENTITY THREAT IN COMPUTER SCIENCE

**Jeni Burnette<sup>1</sup>, Crystal L. Hoyt<sup>2</sup>, Barry Lawson<sup>2</sup>, Carol S. Dweck<sup>3</sup>**

<sup>1</sup>North Carolina State University, <sup>2</sup>University of Richmond, <sup>3</sup>Stanford University

Half of all STEM (science, technology, engineering, and mathematics) occupations will be computing related by 2018. Yet, a worsening gender gap pervades. One reason for these gaps is women often find themselves threatened by the potential to confirm negative stereotypes associated with their gender. In our work, we examine if an implicit theory approach is a valuable perspective for helping females overcome this threat. In Study 1 (N = 220), identity threat predicted reduced belonging and subsequently less computer science interest for females with a weak, but not strong growth theory. In Study 2 (N = 103), participants in the growth, relative to fixed, theory condition reported greater belonging and subsequent interest. Additionally, participants in the growth, relative to fixed, condition spent more time engaged in learning and subsequently improved their performance. In summary, a growth theory buffered against the deleterious effects of threat for females in computer science.



### **DIFFERENTIATING BETWEEN NEGATIVE STEREOTYPES ABOUT WOMEN AND POSITIVE STEREOTYPES ABOUT MEN: IMPLICATIONS FOR WOMEN'S SCIENCE OUTCOMES AND STEREOTYPE CHANGE**

Laurie O'Brien<sup>1</sup>, Patricia Gilbert<sup>1</sup>

<sup>1</sup>Tulane University

In order to understand how implicit stereotypes affect women's outcomes in scientific fields and how to change these stereotypes, it is important to distinguish between negative stereotypes about women's abilities and positive stereotypes about men's abilities. Study 1 (N = 198 women) used the Go/No-Go Association Task to independently assess the stereotypic association between men and math and the counterstereotypic association between women and math. The men-math association was significantly stronger than the women-math association; however, only the women-math association predicted math identity and sense of belonging. In Study 2 (N = 72 women), science majors encouraged to identify with female scientists had stronger women-science associations one month later compared to controls. However, the manipulation did not impact men-science associations. Negative stereotypes about women in science may be more problematic than positive stereotypes about men; however, these stereotypes can be altered by encouraging women to identify with female scientists.

#### **Symposia Session S-G6**

### **THE BENEFITS AND COSTS OF SUPPORT IN CLOSE RELATIONSHIPS**

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Promenade Ballroom 104C

Chair: Jeffrey Simpson, University of Minnesota

Social support provision is one of the most important yet poorly understood areas within interpersonal relationships. The four talks in this symposium present the latest and best research clarifying how, when, why, and for whom different types of support are related to different forms of personal and relational outcomes.

#### **ABSTRACTS**

### **THE NATURE OF SOCIAL SUPPORT: WHAT KINDS OF ACTS ARE PERCEIVED AS SUPPORT?**

Joy H. Xu<sup>1</sup>, Patrick E. Shrout<sup>1</sup>, Joy McClure<sup>2</sup>, Niall Bolger<sup>3</sup>

<sup>1</sup>New York University, <sup>2</sup>Adelphi University, <sup>3</sup>Columbia University

Support transactions in daily life have been associated with both costs and benefits, but many studies of these cost/benefits rely on terse diary reports of support provision/receipt. These ask binary questions about support with no information about the nature of the acts. In a daily diary study of 54 couples over 4 weeks, we asked participants to report specific acts associated with support receipt/provision. Examples of acts are hugs, reframing, and cooking. We find that many people report giving and receiving multiple acts of support on a day and that these tend to cluster (active support, passive support, and verbal distraction). The clusters are similar for providers and recipients, even though there is only modest agreement on how many acts occurred on a given day. Active versus passive acts reported by recipients was associated with relatively more costs, such as greater anxious mood.

### **WHEN SUPPORT IS TOO MUCH OR TOO LITTLE: CURVILINEAR EFFECTS OF PARTNER SUPPORT ARE MODERATED BY ATTACHMENT AVOIDANCE**

Yuthika U. Girme<sup>1</sup>, Nickola C. Overall<sup>1</sup>, Jeffrey A. Simpson<sup>2</sup>, Garth J.O. Fletcher<sup>3</sup>

<sup>1</sup>University of Auckland, <sup>2</sup>University of Minnesota, <sup>3</sup>Victoria University

Receiving support can help people cope, but can also threaten recipients' self-efficacy. Highly avoidant recipients also tend to react more negatively to support, but they can also be calmed by high

levels of practical support. Three dyadic studies (N = 235 couples) examining provision of support during couples' support-relevant discussions and daily life reconciled these differences by showing that partner support has curvilinear associations with recipients' outcomes, and this curvilinear association is moderated by attachment avoidance. Recipients low in avoidance experienced reduced distress, boosts in self-efficacy and lower partner-related reactance when they received low-to-moderate levels of practical support, but more distress, drops in self-efficacy and greater reactance as partner support moved from moderate to high levels. Highly avoidant recipients exhibited the reverse curvilinear pattern. The results illustrate the importance of considering curvilinear effects and reveal when and for whom support will be beneficial or costly.

### **"LET ME GET THAT FOR YOU": BENEVOLENT SEXISM PROMPTS SUPPORT BEHAVIORS WHICH REDUCE WOMEN'S COMPETENCE**

Matthew D. Hammond<sup>1</sup>, Nickola C. Overall<sup>1</sup>

<sup>1</sup>University of Auckland

Benevolent sexism expresses reverence of women's interpersonal warmth-based qualities but asserts that such qualities reduce women's competence. The current studies investigated how the endorsement of benevolent sexism by women and men influence the need and provision of competence support within intimate relationships. In Study 1 (N=101 female students), women who endorsed benevolent sexism reported lower personal goal-strivings over time unless their male partner provided support which encouraged goal-related competence. In Study 2 (N=100 couples), men who endorsed benevolent sexism exhibited more competence-inhibiting support during couples' video-recorded discussions of personal goals, which reduced women's feelings of goal-related competence. These novel results demonstrate that endorsing benevolent sexism increases women's need for their partner's competence support, but also ironically increases the degree to which men provide intrusive support which impedes women's competence. Consistent with the function of sexist ideologies, these support processes increase women's relationship dependence and reinforce men's high-status role.

### **WE GET WHAT WE GIVE AND FEEL BETTER FOR IT: RECIPROCATION OF CAPITALIZATION IN COUPLES**

Marci E.J. Gleason<sup>1</sup>, Maryhope Howland<sup>2</sup>

<sup>1</sup>University of Texas, <sup>2</sup>University of Connecticut

One concern with selfless relationship processes such as support is how sustainable they are—what do providers get in return? Some research suggests that such behaviors are sustained and actually enhanced by reciprocation (Gleason, Iida, Shrout, & Bolger, 2008). In two studies, we tested this idea in capitalization discussions in which support can occur. In study 1, 78 couples reported their capitalization behaviors in a 9-week daily diary study. When capitalization was mutual, both partners reported lower negative mood and higher relationship closeness. In study 2, 101 couples participated in two videotaped capitalization interactions. Individuals observed to have received more capitalization in a first interaction were more likely to reciprocate in a subsequent interaction, especially if they were high in trust. These studies suggest that supporting our partners' positive events not only increases the likelihood of receiving support; it also reduces daily negative mood and enhances relationship closeness.

**Symposia Session S-G7****ACCURACY IN PERCEIVING OTHERS: NEW FINDINGS AND THEORETICAL ADVANCES**

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 201A

Chair: Judith Hall, Northeastern University

Co-Chair: Marianne Schmid Mast, University of Lausanne

The study of people's accuracy in judging others' traits and states has recently undergone an explosion of interest across many research disciplines. This symposium presents both laboratory research and a meta-analysis with findings important for theory, method, and prediction of social outcomes based on measures of accuracy of interpersonal perception.

**ABSTRACTS****EXPANDING THE ROLE OF STEREOTYPES IN EMPATHIC ACCURACY**Karyn L Lewis<sup>1</sup>, Sara D. Hodges<sup>2</sup><sup>1</sup>University of Colorado, <sup>2</sup>University of Oregon

In previously published work we demonstrated that perceivers who made more stereotypic inferences about new mothers' thoughts were more empathically accurate (Lewis et al., 2012). In three new studies (total N = 339), we show that this effect 1) generalizes when perceivers infer the thoughts of people from a different target group (people with divorced parents; Study 1, n = 142); 2) is not affected by whether perceivers are members of the group themselves; and 3) occurs even in live, face-to-face dyadic interactions (Study 2, n = 118). Furthermore, instructing perceivers to avoid using stereotypes makes them less accurate, relative to perceivers either explicitly instructed to use stereotypes or given no instructions (Study 3, n = 79). These latter two conditions do not differ from one another, supporting previous results that people naturally use stereotypes. All told, this work supports the importance of top-down cognitive schemas in empathic accuracy.

**META-ACCURACY IN JOB INTERVIEWS**Nora A. Murphy<sup>1</sup>, Annick Darioly<sup>2</sup><sup>1</sup>Loyola Marymount University, <sup>2</sup>University of Neuchatel

Can job applicants accurately assess their job interview skills? In two studies, participants engaged in a job interview with a virtual job recruiter. Meta-accuracy was measured as the correlation between participants' self-ratings and external judges' ratings of participants' job interview performance. Participants accurately predicted their interview skills at above-chance levels; Study 1  $t(48) = 8.60$ ; Study 2  $t(126) = 12.03$ ,  $ps < .001$ ,  $ds > 1.23$ . In both studies, participants' higher accuracy in predicting how competent they were perceived was related to feeling more competent during the job interview, and the more participants felt competent during the job interview, the more likely judges were to recommend hiring. That is, participants' felt competence during the interview mediated the relationship between participant meta-accuracy and ratings of hiring likelihood.

**THE SOCIAL CHAMELEON: THE LINK BETWEEN INTERPERSONAL ACCURACY AND BEHAVIORAL ADAPTABILITY**Marianne Schmid Mast<sup>1</sup>, Denise Frauendorfer<sup>1</sup>, Valerie Carrard<sup>1</sup>, Manuel Bachmann<sup>1</sup><sup>1</sup>University of Lausanne

How does interpersonal accuracy manifest itself on the behavioral level in a social interaction? We posit that more interpersonally accurate individuals are better able to adapt their behavior to the individual peculiarities of each social interaction partner. We assessed interpersonal accuracy of 55 female and male participants. They then interacted as a leader with two female subordinates, each functioning best under a different leadership style (participative or directive). Based on the videotaped interactions, the degree of

directive and participative leadership behavior shown by the participant toward each of the subordinate was coded. This is how we obtained a measure of how skilled each participant is to flexibly adapt his/her leadership behavior among different subordinates. Results showed that for female participants, interpersonal accuracy was indeed related to more adaptive leadership behavior but not for male participants. Results are discussed with respect to gender role theories.

**META-ANALYSIS OF CORRELATIONS BETWEEN TESTS OF INTERPERSONAL ACCURACY: DRAWING THE MAP OF THE INTERPERSONAL SKILL DOMAIN**Thomas Boone<sup>1</sup>, Katja Schlegel<sup>2</sup>, Judith A. Hall<sup>3</sup><sup>1</sup>University of Massachusetts, <sup>2</sup>Dartmouth, <sup>3</sup>University of Geneva, <sup>3</sup>Northeastern University

While there has long been evidence that measures of interpersonal accuracy (IPA) can predict relevant social outcomes, repeated observation of weak correlations between IPA measures has called into question whether there is a general skill of IPA, a few basic skills, or many distinct skills. Using meta-analytic techniques across 96 samples involving 9,539 participants generating 595 effect sizes, we established that there is, indeed, not strong evidence for one general skill because there is only a small, nevertheless reliable, correlation among IPA measures ( $r = .16$ ). More compelling, however, was evidence that structure exists within the IPA domain, such that IPA measures correlate most strongly with each other when they involve judging emotions; also, how the IPA measures were constructed plays a role in the degree to which they are related to one another. Suggestions for how to improve the construction of IPA measures and research in the field are considered.

**Symposia Session S-G8****COULD FOCUSING ON THE SELF MAKE YOU A BETTER PERSON? THE ROLE OF SELF-FOCUS IN MORAL JUDGMENT AND BEHAVIOR**

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 201B

Chair: Paul Conway, The University of Cologne

Co-Chair: Ryan Miller, Brown University

This symposium examines how focusing on the self impacts morality. Miller will discuss the role of other-focused and self-focused emotions in moral dilemmas, Conway will re-examine Miller's claims, Gaesser will examine the link between self-referential processing and prosociality, and van 't Veer will demonstrate that self-focus increases moral judgment severity.

**ABSTRACTS****WHY DO WE CONDEMN HARMFUL ACTIONS?: DISSOCIATING SELF- VS. OTHER-FOCUSED SOURCES OF AFFECT IN MORAL JUDGMENT**Ryan Miller<sup>1</sup>, Fiery Cushman<sup>1</sup><sup>1</sup>Brown University

When we feel that a harmful action is wrong, what is the source of this feeling? One obvious contender is the harmful outcome, e.g. an other-focused, empathic response to victim suffering ("outcome aversion"). An alternative, less obvious source is a self-focused aversion to features of the action itself ("action aversion"). Across four studies (N=449), we found that individual differences in action aversion, but not outcome aversion, uniquely predicted condemnation of third-party harm in footbridge-type moral dilemmas (even after 2-3 years). When individuals judged various methods of mercy killing, however, they relied heavily upon both action aversion and concerns about the suffering a particular method would cause. Interestingly, those who condemned mercy killing based on the suffering it caused were more utilitarian when judging personal moral dilemmas. These findings call into question

the importance of other-focused empathy in explaining the affective aversions underlying deontological prohibitions of harm, particularly in footbridge-type dilemmas.

### EMPATHY FOR OTHERS DOES MATTER: REVISITING THE ROLE OF ACTION AND OUTCOME AVERSION IN MORAL DILEMMA JUDGMENTS

Paul Conway<sup>1</sup>

<sup>1</sup>*The University of Cologne*

Miller and colleagues (2014) distinguished between action aversion (self-focused desire to avoid causing harm) and outcome aversion (other-focused desire to minimize suffering). They argued only action aversion predicted judgments to avoid causing harm (i.e., relatively more deontological versus utilitarian judgments) on moral dilemmas where causing harm maximizes outcomes. However, Miller and colleagues examined only relative judgments. In two studies (N = 550) I used Miller and colleagues' action and outcome aversion scales to predict relative judgments as well as Conway and Gawronski's (2013) process dissociation parameters that measure deontological and utilitarian tendencies independently. I replicated Miller and colleagues' findings for relative judgments, but process dissociation revealed that outcome aversion positively predicted both deontology and utilitarianism—effects that canceled out for relative judgments. Effects held controlling for psychopathy and empathic concern. These findings confirm the importance of action aversion, and clarify the role of outcome aversion in predicting moral dilemma judgments.

### IMAGINING THE SELF INCREASES WILLINGNESS TO HELP OTHERS: USING EPISODIC SIMULATION TO FOSTER MORAL DECISION-MAKING

Brendan Gaesser<sup>1</sup>, Maisey Horn<sup>2</sup>, Liane Young<sup>2</sup>

<sup>1</sup>*Boston College & Harvard University*, <sup>2</sup>*Boston College*

Are we more willing to help others when we imagine ourselves doing so? Recent work on episodic simulation (i.e., the ability to imagine the self in a specific time and place) indicates that imagining scenes of helping a person in need increases one's own intent to help. Research on moral cognition suggests that self-referential processing – imagining oneself versus another person – may be an important feature of this effect. Here, we provide insight into the impact of self-referential processing on enhancing prosocial intentions via episodic simulation. Experiment 1 (n=50) revealed that imagining the self helping increased prosocial intentions compared to imagining someone else helping. Experiment 2 (n=50) revealed that imagining a similar other helping increased prosocial intentions relative to imagining a dissimilar other. These findings suggest that we are willing to help others, in part, because we can imagine ourselves—as opposed to another person—doing so.

### EMOTIONAL SELF-AWARENESS AND MORAL JUDGMENTS

Anna E. van 't Veer<sup>1</sup>

<sup>1</sup>*Tilburg University*

In this talk I will discuss the influences of affective, gut-level reactions on moral judgments. Specifically, I will present findings suggesting that being in touch with one's own feelings through interoception—the sense of the physiological condition of the body—makes moral judgments more severe depending on the level of disgusting content in a dilemma. In a lab experiment, 118 participants judged three dilemmas that included a moral violation involving disgust and three that did not involve disgust. Before judging the wrongness of each violation, participants in the interoception condition performed a heartbeat detection task. In this task, participants count their heartbeat by paying attention to overall bodily cues. Participants in the control condition counted beeps. Participants in the interoception condition judged dilemmas involving disgust as more wrong than control participants. A sense of one's own bodily feelings, not just the manipulation of specific emotions, thus seems to drive judgment.

### Symposia Session S-G9

#### CHALLENGING MISCONCEPTIONS ABOUT THE PSYCHOLOGY OF FOOD CHOICE

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 202ABC

Chair: Aimee Chabot, University of California, San Diego

Co-Chair: Christopher Bryan, University of California, San Diego

Four talks challenge conventional wisdom about the effectiveness and consequences of traditional strategies for encouraging healthy eating habits, and suggest alternative approaches. Field studies that successfully prompt dramatic increases in healthy food choices and lab experiments that explore the harmful effects of simple food reminders and weight-stigmatizing messages are discussed.

#### ABSTRACTS

#### SOCIAL PSYCHOLOGICAL APPROACHES TO OBESITY: USING NUDGES OR NORMS TO GET KIDS TO EAT VEGETABLES

Traci Mann<sup>1</sup>, Stephanie Elsernd<sup>1</sup>, Joseph Redden<sup>1</sup>, Zata Vickers<sup>1</sup>, Marla Reicks<sup>1</sup>, Elton Mykerez<sup>1</sup>

<sup>1</sup>*University of Minnesota*

Because of the fallibility of self-control, it may be more fruitful to promote the consumption of healthy foods, rather than trying to get children to resist unhealthy temptations. Instead of relying on persuasion and education, which have not proven successful in the past, we tested interventions based on norms and nudges. In field studies in school cafeterias, we tested two non-coercive interventions to get kids to eat vegetables. In Study 1 (n=680), we tested a nudge-type strategy—serving vegetables first, in isolation—to eliminate the negative contrast with tempting foods. This strategy tripled the amount of vegetables eaten. In Study 2 (n=647), we tested a normative strategy of implying, but not saying, that most kids were taking vegetables from the cafeteria line. This strategy doubled the amount of vegetables consumed. Interventions based on nudges and norms hold promise for increasing vegetable consumption among children.

#### STICKING IT TO THE MAN: FRAMING HEALTHY EATING AS REBELLIOUS AND SOCIALLY CONSCIOUS SHAPES TEENS' ATTITUDES AND MOTIVATES HEALTHY CHOICES

Christopher J. Bryan<sup>1</sup>, David S. Yeager<sup>2</sup>, Cintia Hinojosa<sup>2</sup>, Mari Kawamura<sup>3</sup>

<sup>1</sup>*University of California, San Diego*, <sup>2</sup>*University of Texas at Austin*, <sup>3</sup>*University of California at San Diego*

In the midst of a childhood obesity epidemic, interventions to promote healthy eating habits through health-based appeals have not worked. An intervention that aligns healthy eating with developmentally heightened adolescent drives to assert autonomy, combat injustice, and define a positive identity was tested. The intervention (a) frames marketing of unhealthy foods as subverting teens' autonomy, (b) emphasizes the social justice costs of obesity, and (c) frame healthy eating as the expression of a positive identity. In a classroom field-experiment with 201 8th graders, this intervention increased teens' perceptions of healthy eating as rebellious and autonomous,  $t(200)=6.80$ ,  $p<.0005$ ,  $d=0.93$ , and consistent with social justice,  $t(200)=6.44$ ,  $p<.0005$ ,  $d=0.88$ , and caused them to view the identity "healthy eater" more favorably,  $t(200)=3.57$ ,  $p<.0005$ ,  $d=0.49$ . The intervention also nearly tripled the rate at which teens chose healthy vs. unhealthy snacks and drinks the next day in an ostensibly unrelated school treat giveaway,  $p=.016$ .

### **DISTRACTED BY DONUTS?: THE COGNITIVE STRAIN OF CALORIE COUNTING MAY UNDERMINE FOCUS AND WORK PERFORMANCE**

Aimee Chabot<sup>1</sup>, Christopher J. Bryan<sup>2</sup>, Sendhil Mullainathan<sup>3</sup>, Eldar Shafir<sup>4</sup>

<sup>1</sup>University of California, San Diego, <sup>2</sup>University of California at San Diego, <sup>3</sup>Harvard University, <sup>4</sup>Princeton University

Providing food in the workplace is an increasingly popular practice. But, work on the psychology of scarcity suggests that restrained eaters, when reminded of tempting food, may experience cognitive strain from the demands of managing a calorie budget. Participants who had been prescreened for restricted eating (n=86) were invited into the lab to complete tasks measuring focused attention, reasoning ability, and creativity. Participants completed these tasks in the presence of either an empty donut box, half-full donut box, or jug of water. Individuals who were tracking their calorie intake performed worse in the presence of an empty donut box, suggesting that simple reminders of food are enough to impose consequential cognitive demands on calorie counters, which may unfairly affect their performance in the workplace. Additionally, those with healthy eating goals might do well to opt for diets with simple rule sets rather than cognitively taxing approaches like calorie budgeting.

### **THE IRONIC EFFECTS OF WEIGHT STIGMA**

Jeffrey Hunger<sup>1</sup>, Brenda Major<sup>2</sup>

<sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California at Santa Barbara

America's war on obesity has intensified stigmatization of overweight and obese individuals. Weight stigma is often assumed to motivate healthier choices and ultimately facilitate weight loss, though little empirical evidence exists to support this notion. We tested the prediction that exposure to weight stigma actually threatens the identity of individuals who perceive themselves as overweight, depleting cognitive resources necessary for exercising self-control when presented with high calorie food. Ninety-three women were randomly assigned to read a news article about employment-related stigma faced by overweight individuals or a control article. Exposure to the weight-stigmatizing article caused women who perceived themselves as overweight, but not women who did not perceive themselves as overweight, to consume more calories and feel less capable of controlling their eating than exposure to the non-stigmatizing article. These findings suggest that social messages targeted at combating obesity may have paradoxical effects.

### **Symposia Session S-G10**

#### **MODELING MORALITY: HARNESSING COMPUTATIONAL MODELS AND BIG DATA TO STUDY GOOD AND EVIL**

Saturday, February 28, 2015, 2:00 pm - 3:15 pm, Room 203ABC

Chair: Kurt Gray, University of North Carolina, Chapel Hill

Co-Chair: David Rand, Yale University

Morality is central to human societies. While laboratory experiments illuminate individuals' moral psychology, computer simulations can shed light on good and evil across scales, from single decisions up through whole societies. We present interdisciplinary research using computational models and big data to reveal insights on cooperation, altruism and social movements.

#### **ABSTRACTS**

#### **SELFLESS VALUATION OF PAIN IN MORAL DECISION-MAKING**

Molly J Crockett<sup>1</sup>

<sup>1</sup>Oxford University

Concern for the suffering of others is central to moral decision-making. How humans evaluate the costs of others' suffering, relative to their own suffering, is unknown. We investigated this

question by inviting subjects to trade off profits for themselves against pain (in the form of mild electric shocks) that would be experienced by either themselves, or an anonymous other person. We built computational models to quantify the relative values they ascribed to pain for themselves and others. In two studies (total N = 80), we show that most people selflessly sacrifice more money to reduce pain for others than pain for themselves. This selflessness is linked to slower responding when making decisions that affect others, consistent with a role for deliberative processes in moral decisions. Our results provide evidence for a surprisingly conscientious valuation of others' suffering, a prosocial disposition with implications for understanding antisocial behavior.

#### **THE EVOLUTION OF INTUITIVE COOPERATION**

David G Rand<sup>1</sup>

<sup>1</sup>Yale University

Cooperation is central to human social behavior, but requires individuals to incur personal costs to benefit others. To understand the emergence of cooperative behavior, we introduce an evolutionary game theoretic computer model that explores the psychology of cooperation (N = 1,000,000 model iterations). While typical evolutionary models treat agents as psychological black boxes with hardcoded behavioral strategies, we add psychological complexity using a dual process framework. Agents play Prisoner's Dilemma games that are either repeated or one-shot; and can reflectively tailor their behavior to interaction type (at a cost), or intuitively implement a heuristic which is general (insensitive to interaction type). We find that when the social environment is varied (i.e. both one-shot and repeated games are common), evolution favors dual process agents who sometimes reflect. Furthermore, under these conditions, the favored intuitive response is cooperation. Thus we provide a formal theoretical explanation for recent experiments demonstrating intuitive cooperation, and generate predictions for moderators.

#### **THE EMERGENCE OF "US AND THEM" IN 80 LINES OF CODE: MODELING GROUP GENESIS IN HOMOGENEOUS POPULATIONS**

Kurt Gray<sup>1</sup>

<sup>1</sup>University of North Carolina, Chapel Hill

From genocide to cooperation, groups enable both villainy and heroism. Psychological explanations of group genesis often require population heterogeneity in identity or other characteristics, whether deep (e.g., religion) or superficial (e.g., eye color). We used agent-based models (N = 1,000,000 total model iterations) to explore group genesis in homogeneous populations and found robust group formation with just two basic principles: reciprocity and transitivity. These emergent groups demonstrated both good (i.e., in-group cooperation) and evil (i.e., out-group defection), even though agents lacked common identity. Group formation increased individual payoffs, and group number and size were robust to varying levels of reciprocity and transitivity. These results suggest that collective (im)moral behavior can emerge even among simple agents in simple environments.

#### **THE STRUCTURE OF ONLINE ACTIVISM**

Kevin Lewis<sup>1</sup>

<sup>1</sup>University of California, San Diego

Despite the tremendous amount of attention that has been paid to the internet as a tool for civic engagement, we still have little idea how "active" is the average online activist or how social networks matter in facilitating electronic protest. In this paper, we use complete records on the donation and recruitment activity of the Save Darfur "Cause" on Facebook (N = 1.2 million) to provide a detailed first look at a massive online social movement. While both donation and recruitment behavior are socially patterned, the vast majority of Cause members recruited no one else into the Cause and contributed no money to it--suggesting that in the case of the Save

Darfur campaign, Facebook conjured an illusion of activism rather than facilitating the real thing.

## Symposia Session H

Saturday, February 28, 2015, 3:30 pm - 4:45 pm

### Symposia Session S-H1

#### STATISTICAL POWER AND OPTIMAL DESIGN PRINCIPLES FOR IMPROVING THE EFFICIENCY OF PSYCHOLOGICAL RESEARCH

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Grand Ballroom B

Chair: Jacob Westfall, University of Colorado Boulder

Co-Chair: Charles Judd, University of Colorado Boulder

Methodologists have warned for decades of the problems with running low-powered studies, but in recent years their pleas have been given a new urgency. We discuss recent advances in methods of power analysis and principles of optimal experimental design, emphasizing ways of increasing power without increasing the number of participants.

#### ABSTRACTS

##### PANGEA: A WEB APPLICATION FOR POWER ANALYSIS IN GENERAL ANOVA DESIGNS

Jacob Westfall<sup>1</sup>, Charles M. Judd<sup>2</sup>, David A. Kenny<sup>3</sup>

<sup>1</sup>University of Colorado Boulder, <sup>2</sup>University of Colorado at Boulder, <sup>3</sup>University of Connecticut

We present PANGEA (Power Analysis for General Anova designs), a user-friendly, open source, web-based power application that can be used for conducting power analyses in general ANOVA designs. A general ANOVA design is any experimental design that can be described by some variety of ANOVA model. Surprisingly, power analysis programs for general ANOVA designs did not exist until now. PANGEA can estimate power for designs that consist of any number of factors, each with any number of levels; any factor can be considered fixed or random; and any possible pattern of nesting or crossing of the factors is allowed. We demonstrate how PANGEA can be used to estimate power for anything from simple between- and within-subjects designs, to more complicated designs with multiple random factors (e.g., multilevel designs and crossed-random-effects designs), to even more exotic applications such as certain types of meta-analyses, all in a single unified framework.

##### PERFORMING HIGH-POWERED STUDIES EFFICIENTLY WITH SEQUENTIAL ANALYSES

Daniël Lakens<sup>1</sup>

<sup>1</sup>Eindhoven University of Technology

Running studies with high statistical power, while effect size estimates in psychology are often inaccurate, leads to a practical challenge when designing an experiment. This challenge can be addressed by performing sequential analyses while the data collection is still in progress. At an interim analysis, data collection can be stopped whenever the results are convincing enough to conclude that an effect is present, more data can be collected, or the study can be terminated whenever it is extremely unlikely that the predicted effect will be observed if data collection would be continued. Such interim analyses can be performed while controlling the Type 1 error rate. Sequential analyses can greatly improve the efficiency with which data are collected, and improve current standards in data collection. I hope this introduction will provide a practical primer that allows researchers to incorporate sequential analyses in their research.

### ISSUES WITH INCREASING STATISTICAL POWER IN MEDIATION MODELS

Matthew S. Fritz<sup>1</sup>, Matthew G. Cox<sup>2</sup>, David P. MacKinnon<sup>3</sup>, Aaron B. Taylor<sup>4</sup>

<sup>1</sup>University of Nebraska - Lincoln, <sup>2</sup>University of Texas, <sup>3</sup>Arizona State University, <sup>4</sup>Chase Bank

When the statistical power of a study needs to be increased, the most common method used in psychology is to increase the sample size. When the sample size cannot be increased due to the expense or a lack of available participants, the next most common method is to increase the effect size. If the study includes mediation, however, increasing the magnitude of a single effect will not always increase the power of the test for mediation. The current project discusses situations where increasing the effect size can actually decrease power. Then methods for increasing power without increasing the sample size or the effect size are described, specifically the inclusion of additional predictors or mediators in the model, and the use of blocking variables related to the mediator or the outcome variable. Each of these methods is illustrated using computer simulations, and the implications and limitations of these methods are discussed.

### POWER CONSIDERATIONS FOR THE ACTOR-PARTNER INTERDEPENDENCE MODEL

Robert A. Ackerman<sup>1</sup>, Thomas Ledermann<sup>2</sup>, David A. Kenny<sup>3</sup>

<sup>1</sup>The University of Texas at Dallas, <sup>2</sup>University of Basel, <sup>3</sup>University of Connecticut

The current work provides relationship researchers who use the Actor-Partner Interdependence Model (APIM; Kenny, Kashy, & Cook, 2006) with advice for designing well-powered studies. The parameters of primary interest in the APIM are the actor effects (i.e., associations between people's predictor variables and their own outcomes) and partner effects (i.e., associations between people's predictor variables and their partner's outcomes). The complicating issue is that power to detect these parameters is contingent on the correlation between the two dyad members' predictor variables and the correlation of errors. Using a new R package for APIM power estimation, we illustrate how the number of dyads needed to achieve desired power in the indistinguishable case increases when the two correlations have the same sign but decrease when they are opposite in sign. We also show how specifying dyad members as distinguishable versus indistinguishable impacts power.

### Symposia Session S-H2

#### ECONOMIC INEQUALITY, INCOME MOBILITY, AND WELL-BEING

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 101AB

Chair: Dylan Wiwad, Simon Fraser University

Co-Chair: Shai Davidai, Cornell University

High economic inequality is often justified by the belief in social mobility, the possibility that anyone can increase their economic standing through hard work. Three speakers discuss new research on subjective perceptions of inequality and social mobility, and the how these perceptions impact emotional well-being.

#### ABSTRACTS

##### HOW MUCH (MORE) SHOULD CEOs MAKE?: A UNIVERSAL DESIRE FOR MORE EQUAL PAY

Sorapop Kiatpongsan<sup>1</sup>, Michael I. Norton<sup>2</sup>

<sup>1</sup>Chulalongkorn University, <sup>2</sup>Harvard Business School

We assess people's preferred wage differentials between rich and poor, and determine whether these ideal ratios are commonly-held. Using survey data from 40 countries (N = 55,238), we compare respondents' estimates of the actual wages of chief executive officers and unskilled workers to their ideals for what those wages should be. We show that ideal pay gaps between CEOs and unskilled

workers are significantly smaller than estimated pay gaps, and that there is consensus across countries, socioeconomic status, and political beliefs for ideal pay ratios. Moreover, data from 16 countries reveals that people dramatically underestimate actual pay inequality. In the United States the actual pay ratio of CEOs to unskilled workers (354:1) far exceeded the estimated ratio (30:1) which in turn far exceeded the ideal ratio (7:1). People underestimate pay gaps, and their ideal pay gaps are even further from reality than their erroneous underestimates.

### **BUILDING A MORE MOBILE AMERICA - ONE INCOME QUINTILE AT A TIME**

**Shai Davidai<sup>1</sup>, Thomas Gilovich<sup>1</sup>**

<sup>1</sup>*Cornell University*

A core tenet of the American ethos is that there is considerable economic mobility. Americans seem willing to accept vast financial inequalities as long as they believe that everyone has the opportunity to succeed. We examined whether people's beliefs about the amount of economic mobility in the United States conform to reality. In a nationally representative sample (N=3,034), we found that: (1) people believe there is more upward mobility than downward mobility, (2) people overestimate the amount of upward mobility and underestimate the amount of downward mobility and (3) poorer individuals believe there is more mobility than richer ones. An additional study (N=290) replicated these results and found that political affiliation influences perceptions of mobility, with conservatives believing that the economic system is more dynamic than liberals do. We discuss these findings in terms of system justification theory and consider the implications for contemporary political debates in the United States.

### **BELIEF IN HIGH SOCIAL MOBILITY AND EMOTIONAL WELL-BEING**

**Dylan Wiwad<sup>1</sup>, Lara B. Aknin<sup>1</sup>, Azim F. Shariff<sup>2</sup>**

<sup>1</sup>*Simon Fraser University*, <sup>2</sup>*University of Oregon*

The American Dream posits that anyone can move between income levels, but recent reports document that income mobility is at an all-time low (Chetty, Hendren, Kline, & Saez, 2013). High levels of income mobility may offer economic advantages, but does perceived mobility impact well-being? Past research provides conflicting hypotheses, suggesting both positive and negative well-being outcomes (Diener, Lucas, & Oishi, 2002; Smith, Loewenstein, Jankovic, & Ubel, 2009). In Study 1 (n=100) participants who believed they had higher income mobility reported higher positive affect and life satisfaction. In Study 2 (n=456) participants randomly assigned to read about high (vs. low) income mobility reported higher positive, and lower negative, affect. In Study 3 (n=435) we replicated Study 2 in a nationally representative sample. Across all three studies emotional benefits persisted regardless of the participants' income level. These findings suggest there are emotional benefits to perceiving high income mobility, regardless of current economic standing.

### **Symposia Session S-H3**

#### **IS IGNORANCE BLISSFUL OR STRESSFUL?:**

#### **DOCUMENTING AMBIVALENCE TOWARDS UNCERTAINTY**

**Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 102ABC**

**Chair: Alexa Tullett, University of Alabama**

Uncertainty can be a double-edged sword. It can threaten people's desire to make sense of the world, but it can also protect people from unpleasant realizations. To examine this tension two presentations will focus on the motivation to resolve uncertainty and two will focus on the motivation to uphold uncertainty.

### **ABSTRACTS**

#### **REACTING TO UNCERTAINTY AND OTHER SELF-THREATS BY ACTIVATING THE BEHAVIORAL INHIBITION SYSTEM: EVIDENCE FROM EXPERIMENTS IN THE COURTROOM AND THE PSYCHOLOGY LABORATORY**

**Kees van den Bos<sup>1</sup>, Liesbeth Hulst<sup>2</sup>**

<sup>1</sup>*Utrecht University*, <sup>2</sup>*VU University Amsterdam*

This presentation argues that uncertainty and other self-threats stimulate people to make sense of what is going on. To facilitate these sense-making processes humans tend to inhibit ongoing action. Thus, we assume a basic relationship between self-threatening experiences and the activation of the behavioral inhibition system. Evidence for this relationship is found in several experiments, conducted inside and outside the psychology laboratory. For example, a field experiment in the courtroom obtained evidence for the notion that experiences of procedural justice are important for people to make sense of what is happening in the courtroom. Deactivating the behavioral inhibition system by means of a subtle priming manipulation attenuated the need to rely on perceived procedural justice. Other experiments reveal the role of the inhibition system in how student and non-student populations calibrate the justice motive with self-interest concerns. These findings also show how priming manipulations may work in important real-life contexts.

#### **HARNESSING THE POWER OF PERSONAL UNCERTAINTY: CONCRETE CONSTRUAL HEIGHTENS PERFORMANCE AND APPROACH MOTIVATION**

**Alex Tran<sup>1</sup>, Ian McGregor<sup>1</sup>, Joe Hayes<sup>1</sup>, Richard Zeifman<sup>1</sup>, Eldar Eftekhari<sup>1</sup>**

<sup>1</sup>*York University*

Personal uncertainty and manipulated concrete construal interacted to predict approach motivation in Study 1 and performance in Study 2 (overall N = 450). Personal uncertainty was operationalized with the Behavioral Inhibition Scale, and construal level was manipulated by having participants think concretely (vs. abstractly) by describing how (vs. why) they might perform hypothetical activities (i.e. opening a bank account, cleaning an apartment etc.) Approach motivation was measured in Study 1 with a state version of the Behavioral Activation Scale. Performance was measured in Study 2 as persistence at a mundane data entry task. Results suggest that personal uncertainty can be motivating when construal level is concrete, but demotivating when construal level is abstract.

#### **A PREFERENCE FOR IGNORANCE: EVIDENCE THAT PEOPLE COLLECT LESS INFORMATION TO AVOID CONCLUSIVE RESULTS**

**Alexa Mary Tullett<sup>1</sup>, William P. Hart<sup>1</sup>, Wyley Shreves<sup>1</sup>**

<sup>1</sup>*University of Alabama*

Although uncertainty is considered an aversive state, people sometimes engage in information-avoidance strategies that preserve uncertainty. Based on the idea that conclusions drawn from larger amounts of data are more accurate reflections of reality, we conducted four experiments testing whether people might prefer smaller amounts of data when they suspect a negative (vs. positive) reality. Consistent with this proposal, participants who were led to feel unsure (vs. confident) that they possessed an important trait chose to complete a smaller sample of items on a separate measure of the trait. In one of these experiments, "confident" participants chose to complete a smaller sample of items - similar to the amount selected by "unsure" participants - after they completed a self-affirmation task (that momentarily satisfies self-enhancement motives). This finding suggests that information exposure can be an offensive process whereby people with the most to gain are most likely to choose large quantities of information.

**MAINTAINING UNCERTAINTY BY AVOIDING INFORMATION**James A Shepperd<sup>1</sup>, Jennifer L. Howell<sup>2</sup><sup>1</sup>*U Florida*, <sup>2</sup>*University of Florida*

Although greater knowledge provides numerous benefits, people often opt for ignorance if the information threatens of how they wish to feel, think or behave. The results of four studies (total N = 3,523) document this preference for ignorance for several types of information including news about one's health, risk for breast cancer, and (among adolescents) evaluations by peers. Although we have identified a variety of predictors of avoidance, one predictor that emerges consistently is lacking personal and interpersonal resources to cope with the threatening information. Just as interesting, we find that several predictors that would seem at first blush important in predicting avoidance (e.g., current affect, personal ratings of seriousness of the information) do not. Discussion centers on when a desire to remain uncertain does and does not fuel avoidance.

**Symposia Session S-H4****BIAS CONTAGION: EVIDENCE OF THE SPREAD OF SOCIAL BIAS THROUGH SUBTLE SOCIAL CUES**

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 103A

Chair: Allison Skinner, University of Nebraska-Lincoln

Co-Chair: Kristin Pauker, University of Hawaii

Everyday experiences with our social environments have the potential to spread social biases. This symposium will demonstrate how prejudice can be viewed as a contagion that is discreetly spread through social environments in a number of ways, influencing attitudes toward women, racial minorities, novel groups, and the poor.

**ABSTRACTS****ON THE CONTAGIOUSNESS OF GENDERED ENVIRONMENTS: HOW VISUAL PERCEPTION SUPPORTS SOCIAL INEQUALITY**Sarah Ariel Lamer<sup>1</sup>, Max Weisbuch<sup>1</sup><sup>1</sup>*University of Denver*

We examined the perceptual contagion of gender stereotypes. Specifically, we tested if culturally-prevalent mass-media depictions of women and men are spatially-biased and if exposure to this spatial-bias shapes perceivers' gender stereotypes. In Study 1, across 12 popular magazines, images of men were significantly higher than women, even after controlling for picture-subject's height. In Study 2, we tested the influence of this gender-based spatial-bias. We selected pages from these magazines and-for each page-created two versions, differing only in the vertical placement of images. Participants in the women-high condition viewed 86 different pages, each with a "high" image of a woman or "low" image of a man. These participants later indicated greater comfort with women in leadership positions compared to participants in a corresponding men-high condition. Study 3 demonstrated that perceivers were unaware of the spatial-bias. We discuss the importance of perceptual environments in the perpetuation of social inequity.

**HELLO OUT THERE, IT'S ON THE AIR: THE TRANSMISSION OF NONVERBAL BIAS THROUGH TELEVISION**Amanda Williams<sup>1</sup>, Kristin Pauker<sup>2</sup>, Max Weisbuch<sup>3</sup>, Chanel Meyers<sup>2</sup><sup>1</sup>*Sheffield Hallam University*, <sup>2</sup>*University of Hawaii*, <sup>3</sup>*University of Denver*

Considering that the average American watches 5 hours of television per day (Nielsen, 2009), subtle messages sent "over the air" can impact viewers' biases (Weisbuch & Ambady, 2009; Weisbuch et al., 2009). Extending Weisbuch et al. (2009), in one study we examined the influence of subtle exposure to nonverbal bias toward Blacks presented in television shows on non-White adults' nonverbal behavior and implicit racial attitudes. Asian

Americans (n=109) in Hawaii (who comprise the numerical majority) viewed television clips that depicted a pattern of nonverbal bias (positive White-White and negative Black-White interactions) or not (positive White-White and positive Black-White interactions) and then interacted with a Black or White confederate. Regardless of the confederate's race, participants exposed to nonverbal bias demonstrated increased nonverbal anxiety (speech dysfluency) and implicit pro-White (relative to Black) bias on a personalized-IAT. Implications for our understanding of nonverbal contagion and interactions between minority group members will be discussed.

**IS PREJUDICE CONTAGIOUS?: EVIDENCE OF WHEN AND HOW SOCIAL BIAS SPREADS**Allison Louise Skinner<sup>1</sup>, Caitlin M. Hudac<sup>2</sup><sup>1</sup>*University of Nebraska-Lincoln*, <sup>2</sup>*University of Washington*

The current research was designed to determine the circumstances under which witnessing biased social interactions spreads prejudice from actors to observers. Previous research using racial minority targets has shown that non-verbal (body language) messages have the potential to negatively influence observers' attitudes toward targets. The current study demonstrates that observing non-verbal bias can create new implicit biases. Participants (n = 62) watched a series of computerized trials in which a cartoon character displayed non-verbal bias (hesitation before sharing toys) against one of two other cartoon characters. As predicted, participants formed implicit biases against targets of non-verbal bias. Notably, non-verbal messages that were preceded by valenced explicit messages (positive or negative) about the target, did not result in implicit bias. Non-verbal bias consistent implicit biases were most likely to form when paired with explicit equality messages (i.e., the actor was said to like both targets equally).

**ONLINE GAMES AND THE CONTAGION OF PREJUDICE**Gina Roussos<sup>1</sup>, John F. Dovidio<sup>1</sup><sup>1</sup>*Yale University*

Media influences our social attitudes, and media in the form of computer games is becoming increasingly popular. In two studies, we investigated how popular online games affect attitudes toward the poor. Experiment 1 compared playing a game in which participants were in the role of a poor person making daily financial decisions (modeled after SPENT, a game designed to reduce prejudice) to observing another person's decisions in the game, on attitudes toward the poor. Observing the game led to more positive attitudes compared to a control condition, whereas playing the game elicited more negative attitudes. In Experiment 2 participants played SPENT or a (control) game. Those who played SPENT exhibited more negative attitudes toward the poor; this relationship was mediated by the belief that poverty is personally controllable. These studies reveal how personal engagement with online games can contribute in unique and counterintuitive ways to the contagion of prejudice.

**Symposia Session S-H5****DETECTING AND RESPONDING TO INCLUSION CUES: IMPLICATIONS FOR RACIAL MINORITIES**

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Promenade Ballroom 104B

Chair: Teri Kirby, University of Washington

Co-Chair: Cheryl Kaiser, University of Washington

Four talks utilize laboratory and field methods to examine how racial minorities perceive and respond to cues signifying the degree to which they are included in intergroup and intragroup relationships, organizations, and classrooms. Minorities are perceptive at detecting inclusion cues, and inclusion cues shape self-stereotyping, identity, well-being, and academic outcomes.

## ABSTRACTS

**DOES COGNITIVE DEPLETION SHAPE BIAS DETECTION FOR RACIAL MAJORITY AND MINORITY GROUP MEMBERS?**Evelyn R Carter<sup>1</sup>, Destiny Peery<sup>2</sup>, Mary C. Murphy<sup>1</sup>, Jennifer A. Richeson<sup>2</sup><sup>1</sup>Indiana University, <sup>2</sup>Northwestern University

Racial majority and minority groups disagree about the prevalence of racial bias in modern society. This disagreement may stem from group differences in the behaviors believed to be diagnostic of racial prejudice. Although White individuals believe that people's explicit behaviors signal racial prejudice, Black individuals believe that both these and more subtle, nonverbal behaviors indicating a lack of inclusion signal prejudice. Extending lay theories research, two studies examine whether Blacks' (Study 1; N=96) and Whites' (Study 2; N=68) prejudice attributions differ when they observe an interracial interaction characterized by old-fashioned (explicit) or modern (implicit) racism, and whether cognitive depletion moderates these perceptions. Consistent with hypotheses, depleted Black participants perceived modern racism as less prejudiced than those who were not depleted. However, depletion did not moderate White participants' prejudice perceptions; consistent with previous research, White participants only perceived blatant cues as prejudiced. This research suggests that a barrier to smooth interracial interactions may be minorities' and Whites different interpretations of signals that minorities are not included.

**IRONIC EFFECTS OF INCLUSION: INCLUSIVE DIVERSITY POLICIES INCREASE SELF-STEREOTYPING AMONG LOW STATUS GROUPS**Teri Ann Kirby<sup>1</sup>, Cheryl R. Kaiser<sup>1</sup><sup>1</sup>University of Washington

Although inclusive diversity policies (e.g., multiculturalism) aim to support racial minorities, these policies may ironically create a context that leads minorities to engage in self-stereotyping. Self-stereotyping in multicultural workplaces may be particularly pronounced among weakly racially identified minorities who are relatively willing to engage in identity-related self-presentational strategies to obtain desired outcomes. Community samples of Black adults (Study 1: N=162; Study 2: N=155), who varied in their strength of racial identification, imagined working at a company that advocated managing diversity by being inclusive of diverse groups (multiculturalism), by ignoring group identities (colorblind), or gave no information about diversity. When exposed to the inclusive company, Black participants presented themselves as more stereotypically Black, but only if they were weakly identified with their racial group. These findings suggest that seemingly inclusive organizations may paradoxically lead some racial minorities to change themselves to fit at the company, rather than present themselves authentically.

**THE PSYCHOLOGICAL BENEFITS (AND COSTS) OF FEELING VALUED IN YOUR ETHNIC MINORITY GROUP**Chris Begeny<sup>1</sup>, Yuen J. Huo<sup>2</sup><sup>1</sup>University of California - Los Angeles, <sup>2</sup>University of California at Los Angeles

Two studies (N=467, N=581) examined how Blacks', Asians' and Latinos' perceptions of being valued within their own ethnic group are linked to their psychological health. We predicted that feeling valued among ethnic ingroup members would have direct benefits, but indirect costs. These costs arise from highly valued individuals' tendency to view their ethnic identity as more central to their self-concept (identity-centrality), which is associated with an increased tendency to perceive ethnic discrimination in daily life. Perceived discrimination is in turn associated with lower psychological health (increased stress, anxiety, depression). Structural equation modeling supported these predictions among Blacks, Asians and Latinos in study 1, and again in study 2. Findings suggest that feeling highly

valued and included within one's ethnic minority group may be a double-edged sword—associated with benefits, but also indirect costs. Implications are discussed for Blacks, Asians, and Latinos – the three largest minority groups in the U.S.

**TEACHER MINDSETS AND CULTURALLY INCLUSIVE BELIEFS: IMPLICATIONS FOR CLOSING THE ACHIEVEMENT GAP**Stephanie A Fryberg<sup>1</sup>, Peter Leavitt<sup>2</sup>, Nicole N. Stephens<sup>3</sup>, Carol Dweck<sup>4</sup>  
<sup>1</sup>University of Washington, <sup>2</sup>University of Arizona, <sup>3</sup>Northwestern University, <sup>4</sup>Stanford University

Two studies examined the relationship between mindsets and culturally inclusive beliefs of K-12 teachers. Study 1 (N=264) revealed that teachers who endorsed intelligence as malleable also had more culturally inclusive belief systems. This relationship was mediated by who teachers perceived as responsible for student failure. Fixed mindset teachers, who were less culturally inclusive, saw students and parents as responsible for student failure; growth mindset teachers, who were more culturally inclusive, saw teachers and the school as responsible. Who teachers see as responsible impacts how motivated teachers are to help struggling students. Study 2 (N=81) examined whether altering the school district's mission statement to reflect a growth or fixed mindset would influence culturally inclusive beliefs. Teachers reading the fixed mindset statement, compared to those reading the growth mindset statement, were less supportive of funding for diversity initiatives.

**Symposia Session S-H6****SOCIAL SUPPORT AND GOAL PURSUIT: A NEW PERSPECTIVE**

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Promenade Ballroom 104C

Chair: Katherine Zee, Columbia University

Co-Chair: Madoka Kumashiro, Goldsmiths, University of London

This symposium presents a fresh perspective on social support by shifting from support's traditional emphasis on negative circumstances to examine functional outcomes. Four talks employ novel approaches to support factors— motivation, support invisibility, goal correspondence, and capitalization—and reveal their impact on recipients' perceptions of support, goal pursuit, and task performance.

## ABSTRACTS

**FUNCTION OVER FORM: LOCOMOTION MOTIVATION AND PREFERENCES FOR GOAL SUPPORT**Katherine Starr Zee<sup>1</sup>, Madoka Kumashiro<sup>2</sup><sup>1</sup>Columbia University, <sup>2</sup>Goldsmiths, University of London

Recent developments point to the role of regulatory mode (Kruglanski et al., 2000) in social support exchanges. Three studies used hypothetical scenarios to examine preferences for support as a function of 'locomotion,' the motivation to act and progress. When imagining receiving passive support (e.g., emotional support) or active support (e.g., instrumental support) from a close relationship partner while pursuing an important goal, locomotion predicted general receptivity to support and, contrary to previous findings, strong preferences for both passive support and active support (Study 1; N=145). Locomotion also predicted greater perceptions of support responsiveness (Study 2; N=197). However, receiving support characterized by 'assessment,' which prioritizes careful thinking over steady movement, inhibited locomotors' goal progress and reduced goal commitment (Study 3; N=80). These findings suggest the importance of considering the motivational orientation of recipients, as locomotors appear to welcome any type of support that enables them to make progress towards important goals.



### THE ROLE OF AUTONOMY AND CONTROL IN UNDERSTANDING THE COSTS OF ENACTED SUPPORT RECEIPT

Niall Bolger<sup>1</sup>, Jeffrey Crow<sup>1</sup>

<sup>1</sup>*Columbia University*

Although perceived social support predicts a host of positive outcomes, specific acts of support are often costly and produce mixed results at best. If perceived social support is overwhelmingly positive, then why inconsistent effects of enacted support receipt? Previous research suggests perceived partner responsiveness, support visibility, perceptions of inefficacy, and self-esteem threats help explain when support will be costly and when it will be beneficial. The current data add to this list autonomy and control as potential mediators of the effects of support receipt. We present data from four studies (total N = 411) outlining an effective, novel methodology for experimentally manipulating support receipt in a laboratory setting and measuring the effects of social support on emotional reactivity and task performance. Results suggest autonomy and control differentially influence the effects of enacted support receipt, providing evidence that these qualitative features of social support help explain inconsistent effects of support receipt.

### PARTNER SUPPORT OF IMPORTANT GOALS THAT BENEFIT OR HARM THE PARTNER

Madoka Kumashiro<sup>1</sup>, Michael K. Coolson<sup>2</sup>

<sup>1</sup>*Goldsmiths, University of London*, <sup>2</sup>*Shippensburg University*

Although romantic relationships can facilitate or hinder long-term goal pursuits, it is unclear how goal impact on the partner affects support processes. The current research presents findings from a diary study (N=87 couples) and a conversation about an important goal pursuit (N=178 couples) to examine the consequences of beneficial or harmful goal pursuits on partner support, target motivation, and goal outcome. As predicted, partners offered more support on days when goals benefited rather than harmed the partner, leading to greater goal motivation the next day. Similarly, target, partner, and independent observers all reported higher levels of partner support, target receptivity, and target motivation after the conversation to the extent that the goal benefited rather than posed problems for the partner, with difficult goals negatively predicting goal achievement two years later. The findings highlight the importance of considering goal impact on the partner when examining goal processes in romantic relationships.

### BEYOND TRADITIONAL SOCIAL SUPPORT: BUILDING PERSONAL RESOURCES BY CAPITALIZING ON POSITIVE EVENTS

Shelly Gable<sup>1</sup>, Thery Prok<sup>2</sup>, Jeffrey Bowen<sup>2</sup>, Jason Anderson<sup>2</sup>

<sup>1</sup>*University of California, Santa Barbara*, <sup>2</sup>*University of California at Santa Barbara*

Three studies examined how responses to positive event disclosures—capitalization responses—build personal resources that facilitate success in the face of challenges. In two laboratory studies participants described a recent positive event and were randomly assigned to receive a positive or neutral response from a confederate. Those in the positive response condition persisted longer (Study 1; N = 68) and performed better (Study 2; N = 55) at subsequent unrelated difficult academic tasks than those in the neutral condition. Study 3 (N = 133) was a longitudinal study of incoming freshmen adjusting to the demands of college life. These data showed that the quality of capitalization responses from others at Time 1 (but not the quality of traditional social support) was associated with increased feelings of mastery, perceived control, and self-efficacy three and six months later. The results highlight novel pathways through which the social network helps build important personal resources.

### Symposia Session S-H7

### THE DEVELOPMENT AND IMPORTANCE OF SELF-CONCEPT CLARITY IN ADULTHOOD

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 201A

Chair: Jennifer Lodi-Smith, Canisius College

Self-concept clarity, the extent to which individual identity is clearly and confidentially construed, plays an important role in psychological adjustment (Campbell et al., 2003). Using multiple methodologies and samples, this symposium demonstrates that self-concept clarity is subject to role-contingent change with implications for healthy psychological function in adulthood.

#### ABSTRACTS

### CHANGE IN SELF-CONCEPT CLARITY, TRAITS, AND SOCIAL ROLE EXPERIENCES IN ADULTHOOD

Jennifer Lodi-Smith<sup>1</sup>, Kimberly Cologgi<sup>2</sup>, Seth M. Spain<sup>3</sup>, Brent W. Roberts<sup>4</sup>

<sup>1</sup>*Canisius College*, <sup>2</sup>*Florida State University*, <sup>3</sup>*State University of New York at Binghamton*, <sup>4</sup>*University of Illinois at Urbana-Champaign*

The current research investigated change in self-concept clarity in adulthood in a sample of 461 adults age 19 - 86 years assessed twice over three years. In addition, it examined how changes in social role experiences and trait maturation correspond to individual differences in change in self-concept clarity. Findings suggest that while self-concept clarity is a highly stable construct over time, there is meaningful individual variation in trajectories of self-concept clarity. Dual-score change models demonstrated that both health-related role limitations and personality traits correspond to these individual differences in self-concept clarity change and vice versa. Specifically, changes in health-related role limitations and trait maturation (increasing C, A, and ES) covary with self-concept clarity change. In addition, initial level of self-concept clarity prospectively predicts trait maturation. Finally, level of self-concept clarity corresponded to trait stability. The findings of are discussed in the contexts of adult identity development and healthy aging.

### THE POWER OF SOCIAL CONTEXTS: SOCIAL-CLASS, AGE, SELF-CONCEPT CLARITY, AND WELL-BEING ACROSS ADULTHOOD

Micaela Chan<sup>1</sup>, Jinkyung Na<sup>1</sup>, Jennifer Lodi-Smith<sup>2</sup>, Denise C. Park<sup>1</sup>

<sup>1</sup>*University of Texas at Dallas*, <sup>2</sup>*Canisius College*

Using cross-sectional data from participants aged between 23 and 89 years, we investigated social-class differences in the trajectory of self-concept clarity (SCC) across the lifespan and their corresponding implications for well-being. The development of SCC is more associated with socio-cultural contexts of middle-class status than working-class; hence we predicted that SCC would be more critical to the well-being for middle-class individuals than for working-class individuals. Supporting our predictions, we found that, for middle-class participants, 1) although a curvilinear relation between SCC and age was identified (increasing into middle age, peaking around 60, and slightly decreasing in old age), it also showed a linearly increasing pattern with age and furthermore, 2) age-related differences in SCC mediated corresponding differences in diverse measures of well-being (e.g., psychological well-being, subjective well-being, and depressive symptoms). As hypothesized, these effects were weaker among working-class participants, especially during middle/moderately-old ages.

### KNOWING WHO YOU ARE AND ADDING TO IT: REDUCED SELF-CONCEPT CLARITY PREDICTS REDUCED SELF-EXPANSION

Lydia F. Emery<sup>1</sup>, Courtney Walsh<sup>2</sup>, Erica B. Slotter<sup>3</sup>

<sup>1</sup>*Northwestern University*, <sup>2</sup>*The University of Texas at Austin*, <sup>3</sup>*Villanova University*

Generally speaking, people are motivated to increase the size of their self-concepts, both within their relationships and outside of

them. Self-expansion enhances both individual and relationship well-being; however, almost no research has investigated whether there are circumstances that attenuate this desire for self-expansion. The present research aimed to address this gap in the literature by testing the central hypothesis that experiencing lower self-concept clarity would predict being less interested in self-expansion. Across two studies (N = 329), the present research demonstrated that individuals primed with low self-concept clarity expressed less interest in self-expansion outside of romantic relationships (Study 1) and were less likely to actually self-expand by incorporating attributes from a potential romantic partner into the self (Study 2). This research suggests that, despite the benefits of self-expansion, certain situations may reduce people's desire to add content to their selves.

### **FACING THE UNCERTAINTY TOGETHER: GOAL-RELATED SOCIAL SUPPORT AS A BUFFER FOR THE CONSEQUENCES OF LOW SELF-CONCEPT CLARITY**

**Alysson E. Light<sup>1</sup>, Grainne M. Fitzsimons<sup>1</sup>, Eli J. Finkel<sup>2</sup>**

<sup>1</sup>Duke University, <sup>2</sup>Northwestern University

While having clarity and confidence about one's self-beliefs is frequently desired and associated with higher levels of well-being, such desires and psychological benefits are not universal. Looking at the consequences of low self-concept clarity for self-regulation and goal pursuit may help explain these patterns by identifying mechanisms by which the social environment may buffer the negative consequences of feeling uncertain about oneself. In several studies using both experimental methods and multi-wave longitudinal observations, we find that low self-concept clarity is associated with lower levels of goal persistence striving and performance when significant others offer little support for one's goals, but when levels of goal support from close others are high, individuals with low self-concept clarity often perform as well as or better than people with high self-concept clarity. These findings may shed light on how people with interdependent self-construals are able to weather low self-concept clarity without suffering poorer well-being.

### **Symposia Session S-H8**

### **MORE MONEY, MORE PROBLEMS? THE POWERFUL EFFECTS OF MONEY ON WORK, GENEROSITY, COGNITION, EMOTIONS, AND TAKING CARE OF THE WORLD**

**Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 201B**

**Chair: Paul Piff, University of California, Irvine**

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

Four cutting-edge talks showcase money's powerful sway. Horwitz/Dovidio find divergences between explicit and implicit attitudes about wealth. Piff shows that wealth guilt leads to rejecting conspicuous consumption. Vohs reveals that money alters generosity and goal-pursuit among children 3-6 years old. Dunn reports that thinking of time as money dampens pro-environmentalism.

### **ABSTRACTS**

### **MONEY CAN BUY YOU (IMPLICIT) LOVE: DIVERGENT IMPLICIT AND EXPLICIT ATTITUDES TOWARD THE RICH AND THEIR EFFECTS ON SOCIAL ATTRIBUTIONS**

**Suzanne R. Horwitz<sup>1</sup>, John F. Dovidio<sup>1</sup>**

<sup>1</sup>Yale University

Three studies (N=234) tested implicit and explicit wealth attitudes and their influence on social judgments. All three revealed that attitudes toward the rich reflect an uncommon divergence of implicit and explicit attitudes: People hold relatively unfavorable explicit attitudes toward the rich while also holding favorable implicit attitudes. Study 1 revealed, as hypothesized, that people

explicitly favor the middle class over the rich (self-reported) while implicitly preferring the rich (IAT), and that these preferences are distinct from anti-poor attitudes. Moreover, pro-rich implicit attitudes uniquely predict favoritism toward rich individuals. Study 2 had participants judge a car accident involving rich and middle-class drivers and found that pro-rich implicit attitudes (single-category IAT) predicted leniency for the rich driver. Study 3 used a video interaction paradigm and found that pro-rich implicit attitudes predicted positivity toward the rich, but not middle-class, confederate. These studies illuminate the positive implicit pro-rich attitudes held by predominately middle-class people.

### **AN EMBARRASSMENT OF RICHES: DEFINING, REFINING, AND UNDERSTANDING THE NOVEL CONCEPT OF 'WEALTH GUILT'**

**Paul Kayhan Piff<sup>1</sup>, E. J. Horberg<sup>2</sup>, Benoit Monin<sup>2</sup>**

<sup>1</sup>University of California, Irvine, <sup>2</sup>Stanford University

Four correlational, experimental, and field studies (N=572) developed and tested the novel concept of wealth guilt, defined as the unease people feel when they have more money than they think they deserve. We found that affluent individuals feel more wealth guilt to the extent that they also hold a belief that the world is unjust. Our studies also showed that wealth guilt causes people to reject conspicuous consumption—that is, to reduce visible displays of material possessions. Individuals with wealth guilt rejected materialism but only in domains observable by others. They also preferred clothing that was without a visible brand name, and owned fewer luxury cars. In a field experiment, affluent shoppers induced to feel wealth guilt—by thinking about people who are undeservedly poor—showed less interest in owning designer brand goods. These studies highlight the role of guilt in how people experience and express their wealth.

### **DON'T SHOW THEM THE MONEY?: KIDS FROM A FORMER COMMUNIST AND A HIGHLY CAPITALISTIC CULTURE GET BETTER AT PERSONAL GOALS BUT WORSE AT GENEROSITY AFTER HANDLING MONEY**

**Kathleen Vohs<sup>1</sup>, Agata Gasiorowska<sup>2</sup>, Tomasz Zaleskiewicz<sup>2</sup>, Sandra Wygrab<sup>2</sup>, Lan N. Chaplin<sup>3</sup>**

<sup>1</sup>Univ of Minnesota, <sup>2</sup>University of Social Sciences and Humanities, <sup>3</sup>University of Illinois at Chicago

There are arguably two ways that people can get their needs satisfied: communal ties and dealings with nonkin in the marketplace. Communal and market modes require different behaviors and mindsets. Activating one mode should produce behaviors consistent with it and impair incongruent behaviors. We measured helpfulness as a communal behavior and task performance as a market behavior. Five studies tested 425 children, each individually. Children were between the ages of 3 and 6 living in the U.S., a highly capitalistic nation, and Poland, a former communist one. As expected, children reminded of money, compared to other objects, were less generous to peers, were less helpful, more often ignored authorities' requests, and took more rewards. They also worked longer and harder and were more successful at difficult tasks. These patterns replicate those of adults' and reveal that children start to learn market behaviors from an early age.

### **THINKING ABOUT TIME AS MONEY DECREASES ENVIRONMENTAL BEHAVIOR**

**Elizabeth W. Dunn<sup>1</sup>, Ashley V. Whillans<sup>1</sup>**

<sup>1</sup>University of British Columbia

Surprisingly, Americans are no more likely to engage in environmental behavior today than 20 years ago. A novel explanation for this effect may lie in the increased tendency to see time as money. Using large-scale survey data, we show that people are less likely to engage in environmental behavior if they are paid by the hour, a form of compensation that leads people to see their time as money. Using experimental methodology, we show that

making the economic value of time salient reduces environmental intentions and behavior. This occurs because thinking about the economic value of time creates awareness of the opportunity costs associated with environmental behavior. We mitigate these effects by reframing environmental behavior as an act consistent with self-interest. Together, these 5 studies, testing 7492 participants, suggest that viewing time as money shapes environmental decisions, shedding light on patterns of environmental behavior across time and around the globe.

### Symposia Session S-H9

#### UNDERSTANDING THE DYNAMICS OF BELIEFS IN GENETIC AND RACIAL ESSENCES

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 202ABC

Chair: Franki Kung, University of Waterloo

Co-Chair: Melody CHAO, Hong Kong University of Science & Technology

The symposium presents research that transcends the static, and often negative, conceptualization of essentialism. Four papers present a dynamic view of essentialist beliefs and show that beliefs in genetic or racial essences could lead to both positive and negative social psychological outcomes in interpersonal, intergroup and clinical contexts.

#### ABSTRACTS

##### THE IMPLICATIONS OF CULTURAL ESSENTIALISM ON INTERPERSONAL CONFLICTS IN INTER- VS. INTRACULTURAL CONTEXTS

Franki Yk Hei Kung<sup>1</sup>, Melody M. Chao<sup>2</sup>, Donna Yao<sup>2</sup>, Ho-ying Fu<sup>3</sup>

<sup>1</sup>University of Waterloo, <sup>2</sup>Hong Kong University of Science and Technology, <sup>3</sup>City University of Hong Kong

Although psychological essentialism has been shown to influence a wide range of psychological processes in intergroup contexts, little is known about its impact on managing interpersonal conflicts in intracultural and intercultural settings. The current research aims to address this question. Findings across three studies (N=387) revealed that individuals who endorse essentialist beliefs less were more likely to trust their interaction partner in intercultural than intracultural conflict situations. This increased trusting relationship, in turn, could lead to more integration of ideas and both better individual and joint outcomes in face-to-face dyadic intercultural negotiations. The current study unveils when and how essentialist beliefs influence individuals' ability to function effectively in intercultural and intercultural contexts. Implications of the findings in advancing our understanding of intercultural competence will be discussed.

##### TO BE ESSENTIALIST OR NOT: THE POSITIVE AND NEGATIVE RAMIFICATIONS OF RACE ESSENTIALISM FOR MULTIRACIAL INDIVIDUALS

Kristin Pauker<sup>1</sup>, Chanel Meyers<sup>1</sup>, Jon Freeman<sup>2</sup>

<sup>1</sup>University of Hawaii, <sup>2</sup>New York University

Research documents the many negative implications of race essentialism for intergroup relations, ranging from increased stereotyping to less motivation to cross racial boundaries. This research has primarily examined such negative implications from the perspective of White perceivers. Two studies (N=138) explored positive and negative ramifications of adopting essentialist beliefs about race for racial minorities, specifically multiracial individuals. We hypothesized that adopting less essentialist beliefs may aid multiracial individuals in flexibly adopting the framework of multiple identities with positive consequences for their face memory, but may result in negative consequences for their racial identity. Results indicated that multiracial individuals with less essentialist views could readily adopt the lens of primed monoracial identities and exhibited preferential memory for identity-prime

relevant faces. However, when it came to their own racial identification, more essentialist views appeared to be beneficial—as it was associated with higher identity integration and greater pride in a multiracial identity.

##### FOLK BELIEFS ABOUT GENETIC VARIATION PREDICT AVOIDANCE OF BIRACIAL INDIVIDUALS

Jason E. Plaks<sup>1</sup>, Sonia K. Kang K. Kang<sup>1</sup>, Jessica D. Remedios<sup>2</sup>, Alison L. Chasteen<sup>1</sup>

<sup>1</sup>University of Toronto, <sup>2</sup>Tufts University

Laypeople's estimates of the amount of genetic overlap between vs. within racial groups vary widely. While some believe that different races are genetically similar, others believe that different races share little genetic material. These studies examine how beliefs about genetic overlap affect neural and behavioral reactions to racially-ambiguous and biracial targets. In Study 1, we found that the low overlap perspective predicts a stronger neural avoidance response to biracial compared to Black or White targets. In Study 2, we manipulated genetic overlap beliefs and found that participants in the low overlap condition explicitly rated biracial targets more negatively than Black targets. In Study 3, this difference extended to distancing behavior: Low overlap perceivers sat further away when expecting to meet a biracial person than when expecting to meet a Black person. These data suggest that a priori assumptions about human genetic variation guide perceivers' reactions to racially-ambiguous individuals.

##### THE PSYCHOLOGICAL AND BEHAVIORAL EFFECTS OF LEARNING ABOUT ONE'S GENETIC SUSCEPTIBILITY TO ALCOHOLISM

Ilan Dar-Nimrod<sup>1</sup>

<sup>1</sup>The University of Sydney

Our genes are often perceived as the elements that make us who we are as captured by the term genetic essentialism. Recent developments in sequencing allow individual to purchase direct-to-consumer personalized genetic reports on various conditions. Novel recommendations of the American College of Medical Genetics are likely to substantially increase people's exposure to unwarranted genetic susceptibility information raising the question- how are people affected by exposure to such information? In the first complete randomized experiment, 160 participants were led to believe that they were/were not genetically susceptible to alcoholism and completed a slew of measures. Results indicated that participants who learned they had the susceptibility allele showed an increase in negative affect, decrease in positive affect, lower perceived personal control over drinking and different willingness to participate in a responsible drinking workshop among other findings. These results are discussed in relation with the aforementioned changing landscape of genetic testing.

### Symposia Session S-H10

#### PSYCHOLOGICAL PITFALLS IN SOCIAL POLICY (AND HOW TO FIX THEM)

Saturday, February 28, 2015, 3:30 pm - 4:45 pm, Room 203ABC

Chair: Dena Gromet, The Wharton School, University of Pennsylvania

Co-Chair: Leaf Van Boven, University of Colorado Boulder

Social policies face many potential difficulties with regard to both implementation and generating public support. The research in this symposium highlights the psychological pitfalls that can negatively affect social policies, and demonstrates how psychological insights can be harnessed to counteract these pitfalls.

## ABSTRACTS

**A POLITICAL REFORM BUILT ON A FAULTY PSYCHOLOGICAL INTUITION**Clayton R. Critcher<sup>1</sup>, Minah H. Jung<sup>2</sup><sup>1</sup>University of California Berkeley, <sup>2</sup>University of California at Berkeley

In response to Americans' frustration with the negativity of political rhetoric, recent legislation forces candidates to "Stand By Your Ad" (SBYA) by saying, "My name is \_\_\_\_\_, and I approve this message..." in their ads. The regulation's authors assumed this would disincentive the airing of negative ads, for the tagline would make it clear whom to blame for unsavory messaging. Experimental and election data suggest SBYA ironically incentivizes some negative ads by enhancing their credibility, thereby enhancing evaluations of and vote share for the sponsoring candidates. SBYA-backed ads benefited because the tagline's association with regulation lends a confidence-inspiring veneer of legitimacy, not because candidates made an implicit promise of truthfulness in saying they "approve this message," nor because participants explicitly reasoned that the regulation must have prompted candidates to air truer content. We relate these findings to other ironic effects of regulation and discuss how psychology can inform improved policy-making.

**MORALIZED OPPOSITION TO GENETICALLY MODIFIED FOOD**Yoel Inbar<sup>1</sup>, Sydney Scott<sup>2</sup>, Paul Rozin<sup>2</sup><sup>1</sup>University of Toronto Scarborough, <sup>2</sup>University of Pennsylvania

Despite emerging scientific consensus about the safety of genetically modified (GM) foods, opposition to GM technologies in the food domain is widespread. We examine disgust-based moralization of GM techniques, a novel explanation for the strength and evidence-insensitivity of GM opposition. In a representative survey of U.S. residents, 71% of GM opponents (46% of the entire sample) were moralized—morally opposed to GM technology no matter the evidence about risks and benefits. Moralized GM opponents were more disgust sensitive in general and more disgusted by GM food consumption than non-moralized opponents or supporters. This research offers insight about why GM food opponents might not be swayed by arguments about risks and benefits.

**IDEOLOGICAL VALUES COLOR PERCEPTIONS OF ESCALATION OF COMMITMENT**Dena Gromet<sup>1</sup>, Philip Tetlock<sup>2</sup><sup>1</sup>The Wharton School, University of Pennsylvania, <sup>2</sup>University of Pennsylvania

Much attention has been devoted to why and when decision-makers escalate their commitments to failing courses of action. However, little is known about how this decision is perceived. Across four studies spanning different escalation contexts, we found that observers' moral-political values (and the correspondence of these values with the decision domain) shaped how they evaluated decision-makers' escalation of commitment. Observers viewed escalation more positively when the investment failure occurred in ideologically-valued domains, an effect driven in part by observers' motivated reasoning processes that support continued escalation. This effect persists when individuals consider contexts in which their own money is at stake (Study 3), but is checked when a usually politically-polarizing domain is re-framed to be consistent with a universally-held value (Study 4). Implications for how actors frame their escalation decisions to their constituencies are discussed.

**POLITICAL PARTISANSHIP IS A SUBSTANTIAL YET SURMOUNTABLE BARRIER TO CLIMATE CHANGE POLICY SOLUTIONS**Leaf Van Boven<sup>1</sup>, David K. Sherman<sup>2</sup>, Michaela Huber<sup>3</sup><sup>1</sup>University of Colorado Boulder, <sup>2</sup>University of California at Santa Barbara, <sup>3</sup>Dresden Technical University

Climate change is the defining environmental issue of our generation. Yet, arbitrary partisan influence over popular policy evaluations poses a barrier to policy adoption and enactment. In two survey experiments with diverse samples of respondents, people considered a "revenue neutral" carbon tax and a "cap-and-trade" policy to reduce carbon emissions. We manipulated whether Democratic or Republican legislators purportedly proposed and supported the policies. In a striking display of putting party over policy, Democrats preferred Democratic-framed policies (opposing Republican policies) whereas Republicans preferred Republican-framed policies (opposing Democratic policies). Moreover, people who exhibited such partisanship reported that "good citizens" should evaluate policies based on content not partisanship. Importantly, the arbitrary partisanship effect was eliminated when people first reflected on how "good citizens" should evaluate policies before actually evaluating those policies. Although partisanship is a barrier to climate change legislation, this political trap can be overcome by helping people reflect on good citizenship.

**Symposia Session I**

Saturday, February 28, 2015, 5:00 pm - 6:15 pm

**Symposia Session S-I1****A PRACTICAL GUIDE TO NAVIGATING OUR TRANSITIONING SCIENCE**

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Grand Ballroom B

Chair: Alison Ledgerwood, UC Davis

Co-Chair: Kate Ratliff, University of Florida

Recent events have challenged social psychologists to profoundly reconsider our research practices. Instead of more polarizing debates, we need diverse, balanced perspectives that move us forward. This symposium provides a toolkit of concrete and practical solutions in each of the roles we play as academics—researchers, mentors, and editors/reviewers.

## ABSTRACTS

**THE VAST MIDDLE GROUND: UNDERREPRESENTED PERSPECTIVES ON ADDRESSING CURRENT CHALLENGES IN SOCIAL PSYCHOLOGY**Kate A. Ratliff<sup>1</sup><sup>1</sup>University of Florida

The current climate makes it difficult for researchers—especially young researchers—to feel hopeful about the possibility of positive change in our field. We have seen high-profile fraud cases, frequent reports that important findings are not replicable, and a plethora of articles demonstrating that our poor practices lead to false-positive findings. On top of this, the debate about solutions to these problems has been largely negative and extremely polarized. This talk rejects these "all-or-nothing" approaches to addressing the most pressing problems in the field, focusing instead on the vast middle ground between the most extreme positions that have been offered (e.g., the possibility of studies that are pre-registered yet exploratory, promoting replication while still being critical of how certain replications are implemented). Throughout this talk, I

highlight nuanced approaches to best research practices that often seem to be lost in the current climate of polarized debates.

### **PRACTICAL AND PAINLESS: FIVE EASY STRATEGIES TO TRANSITION YOUR LAB**

**Alison Ledgerwood<sup>1</sup>**

<sup>1</sup>*UC Davis*

Our science is in the midst of a sea change. And while new horizons can be exciting, navigating the transition may feel somewhat bewildering to the average researcher now confronted with rapidly changing journal policies, conflicting reviewer standards, and the endless flurry of polarized debates raging online. This talk provides some practical guidance for running a lab in the midst of our field's shifting standards. I will discuss what I have learned as an associate editor for the special sections on best practices at *Perspectives on Psychological Science*, and provide some concrete examples from my own lab of how we can use what we know right now to implement simple and straightforward changes that immediately benefit our research, our students, and our science. Throughout, I highlight the importance of finding a balance between the abstract ideals of a perfect science and the practical realities of limited resources and messy data.

### **CHANGING THE FOCUS FROM QUESTIONABLE TO QUALITY RESEARCH PRACTICES: LET'S BE MORE EXPLICIT ABOUT THE GOOD QRPS**

**Tiffany A. Ito<sup>1</sup>**

<sup>1</sup>*University of Colorado at Boulder*

Recent events have made the term QRPs – questionable research practices – part of our everyday vocabulary. Suggestions have been made to counter these QRPs but many are either highly specific (e.g., exact replications, pre-registered studies) or focused on what happens after research has been conducted (e.g., new journal submission checklists). Largely unaddressed are the vast number of activities that constitute the bulk of our everyday research efforts. The focus on questionable practices also obscures a great many beneficial practices probably already being implemented with little fanfare. Given recent events, however, it is obvious that we need to take these heretofore implicit beneficial practices and make them explicit. With this in mind, this talk will focus on a different kind of QRPs, that of quality research practices. Ideas will be discussed about how can we more explicitly convey our research values to our lab members and implement practices to meet those goals.

### **LET'S PUT OUR MONEY WHERE OUR MOUTH IS: IF AUTHORS ARE TO CHANGE THEIR WAYS, REVIEWERS (AND EDITORS) MUST CHANGE WITH THEM**

**Jon Maner<sup>1</sup>**

<sup>1</sup>*Northwestern University*

Scholars have recently argued for fundamental changes in the way psychological scientists conduct and report research. Researchers' behavior is influenced partially by incentive structures built into the manuscript evaluation system, and change in practices will necessitate a change in the way reviewers evaluate manuscripts. This talk outlines specific recommendations for reviewers that are designed to facilitate open data reporting and to encourage researchers to disseminate generative and replicable studies. These recommendations include changing the way reviewers respond to imperfections in empirical data, focusing less on individual tests of statistical significance and more on meta-analyses, being more open to null findings and failures to replicate previous research, and attending carefully to the theoretical contribution of a manuscript in addition to its methodological rigor. The talk also calls for greater training for reviewers so that they can evaluate research in a manner that encourages open reporting and ultimately strengthens our science.

## **Symposia Session S-12**

### **HEALTH RELATED DECISIONS: UNDERSTANDING PATIENT CHOICE AND WELL-BEING THROUGH THE LENS OF SOCIAL PSYCHOLOGY**

**Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 101AB**

**Chair: Mary Luce, Duke University**

**Co-Chair: Benoît Monin, Stanford University**

We provide different perspectives on choice in medical contexts, exploring impacts of shared decision-making, responsibility, free choice, control, concealment, and stigmatization on health-related decisions and outcomes. By combining papers capturing differential specific mechanisms behind healthcare decision-making, we create an integrated understanding of psychological patient outcomes and the role of choice.

#### **ABSTRACTS**

### **PHYSICIAN HEALTH BEHAVIOR AS A CUE OF POTENTIAL JUDGMENT IN DOCTOR-PATIENT INTERACTIONS**

**Lauren Christine Howe<sup>1</sup>, Benoît Monin<sup>1</sup>**

<sup>1</sup>*Stanford University*

Six studies (n from 119 to 297) examine how stigmatized individuals in medical contexts (people who are overweight or obese) use physicians' own health behaviors as a cue to whether they will be evaluated negatively by physicians. In Study 1, we find that people have an unrealistic image of doctors' healthfulness. In Study 2, we find that doctors often support this image by stressing their engagement in healthy behaviors. In Study 3, we find that overweight and obese individuals anticipate judgment from doctors who portray themselves as healthy. Studies 4, 5, and 6 explore ways in which a doctor's own behavior can reduce threat to patients. Stigmatized individuals are highly sensitive to doctors' own health habits in healthcare decision-making. Physicians who appear as the "picture of health" threaten judgment and are avoided by these individuals, while exposing physicians' bad health habits reduces threat and improves expectations about doctor-patient interactions.

### **THE IMPACT OF RESPONSIBILITY ON DECISION SATISFACTION IN A SHARED-DECISION MAKING CONTEXT**

**Karen Scherr<sup>1</sup>, Peter Ubel<sup>1</sup>, Mary F. Luce<sup>1</sup>**

<sup>1</sup>*Duke University*

We examine decision satisfaction in the context of medical shared decision-making. In Study 1, we use qualitative methods to analyze how patients and physicians are navigating the decision-making process during real clinical appointments (n=250). In Study 2 (n=123), we find that specific endorsement of a patient's chosen alternative (vs. general endorsement of multiple alternatives) by a physician increases decision satisfaction if we manipulate responsibility to be initially salient but decreases decision satisfaction otherwise. In Study 3 (n=166), we replicate this effect and find it is partially mediated by the patient's reported sense of responsibility (self vs. physician, continuous measure). Both indirect and direct effects are moderated by salience of responsibility such that specific endorsement is helpful if responsibility is initially salient but harmful otherwise. Our results point to the nuanced effects of clinical interactions on patient decision satisfaction, with potential downstream implications for outcomes such as compliance.

### **SHARED DECISION MAKING: FRAMING OF ADVICE INFLUENCES CHOICE EVALUATION**

**Ilona Fridman<sup>1</sup>, E.Tory Higgins<sup>1</sup>, Ekaterina Tsvetkova<sup>1</sup>**

<sup>1</sup>*Columbia University*

We investigate how expert's advice influences decision outcomes in the context of shared decision making. In study 1, (n=153) two groups chose end-of-life care: one with, another without advice.

Advice reduced feelings of control which decreased confidence in choice and led to poorer coping with the prognosis. Study 2 (n=282) framed advice emphasizing losses or gains to reduce negative consequences of advice. Findings showed if participants positively evaluated an option, regulatory fit between advice framing and regulatory orientation increased their confidence in the choice. However, if participants negatively evaluated an option, regulatory fit decreased their confidence in their choice. These findings are consistent with the regulatory fit theory, which suggests fit intensifies initial evaluations of options. Induced by regulatory fit, the confidence in choice led to better coping with the prognosis. Therefore, framing of advice should be considered in order to ensure people benefit equally, whether they choose an option with or without advice.

### CONSEQUENCES OF CONCEALING A CHRONIC ILLNESS DEPENDS ON DISEASE SEVERITY

Jonathan E. Cook<sup>1</sup>, Gertraud Stadler<sup>2</sup>

<sup>1</sup>The Pennsylvania State University, <sup>2</sup>Columbia University

We focus on decisions to conceal multiple sclerosis (MS), a progressively debilitating neurological disease. Data were collected from 8,476 individuals living with MS as part of an ongoing survey. Efforts at concealment were common and predicted by perceptions of negative stereotypes about people with MS and perceptions of MS stigma. We tested the relation between concealment and three constructs associated with well-being: belonging, sense of control, and perceived social support. The association between concealment and all three outcomes was significantly moderated by disease status. Among individuals with no outward symptoms of MS, there was either no association or a positive association between concealment and well-being. However, among individuals with more advanced disease progression, concealment was associated with less well-being. Results suggest that consequences of concealing chronic illness may be nuanced and depend on disease status. Ongoing longitudinal research and implications for research on identity concealment will be discussed.

### Symposia Session S-13

#### MOTIVATIONAL PSYCHOPHYSICS

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 102ABC

Chair: Rob Holland, Radboud University Nijmegen

Co-Chair: Gerald Clore, University of Virginia

We gather researchers who use psychophysical methods to revisit social-personality questions in new ways. The speakers draw insights from evolutionary, clinical, personality, and social psychology, and also sample from a broad spectrum of perception. Psychophysical approaches provide a strong basis for new insights into social/personality factors in perception.

#### ABSTRACTS

### NEW EVIDENCE FOR PERCEPTUAL DEFENSE: TRAIT DEFENSIVENESS MODERATES THE UNCONSCIOUS DETECTION OF EMOTIONALLY RELEVANT STIMULI

Michael Snodgrass<sup>1</sup>, Howard Shevlin<sup>1</sup>, Linda A.W. Brakel<sup>1</sup>, James L. Abelson<sup>1</sup>, Ramesh Kushwaha<sup>1</sup>, E. S.I. Winer<sup>2</sup>, Natalia Kalaida<sup>1</sup>, Mike Finn<sup>3</sup>, Brian Silverstein<sup>1</sup>

<sup>1</sup>University of Michigan Medical Center, <sup>2</sup>Mississippi State University, <sup>3</sup>University of Tennessee

How are emotionally relevant stimuli processed unconsciously? Perceptual defense is highly controversial. Previous related experimental work, however, has had difficulty ruling out consciously mediated explanations. Here, using extremely stringent criteria for subliminal stimulation to prevent relevant awareness and a simple signal detection task, we reliably show that personality traits that index defensive tendencies moderate how emotional words are unconsciously detected. High defensiveness tendencies

predicted both avoidance of unpleasant words and vigilance for pleasant words, whereas low defensiveness predicted vigilance for unpleasant words. Our results suggest that motivated unconscious avoidance actively inhibits emotionally threatening content, demonstrating a simple form of unconscious perceptual defense and suggesting that unconscious processes are more complex than generally believed. Consistent with RT paradigms, our results moreover suggest that individual differences—not main effects for valence—primarily determine how emotionally relevant stimuli are unconsciously processed.

### WOULD I LIE TO YOU?: SOCIAL REJECTION INCREASES LIE DETECTION AMONG LONELY INDIVIDUALS

Yanine D. Hess<sup>1</sup>, Mollyanne Tessler<sup>2</sup>, Cynthia L. Pickett<sup>3</sup>

<sup>1</sup>Purchase College, SUNY, <sup>2</sup>State University of New York, Purchase College, <sup>3</sup>University of California at Davis

Social rejection has been found to increase perception of lower-level social stimuli. However, effects on higher-level social perception are less clear. We examined whether individual differences in loneliness moderate higher-level social perception after rejection. Specifically, we predicted that lonely individuals, due to their chronic concern with belonging, may be particularly motivated to attend to others' honesty after a rejection. To examine this, we measured loneliness and either included or excluded participants during an online ball-tossing game. Participants then completed a deception-detection task and watched videos of individuals who denied having cheated on a previous task (half were lying). Participants indicated whether each individual was lying. As predicted, there was a significant interaction between rejection condition and loneliness on lie detection. Rejection (vs. acceptance) increased deception detection only among those high in loneliness. The results support the notion that social rejection uniquely motivates lonely individuals to detect deception more accurately.

### DISSOCIATION BETWEEN DETECTION AND IDENTIFICATION OF PHOBIC STIMULI: UNCONSCIOUS PERCEPTION?

Paul Siegel<sup>1</sup>, Richard Warren<sup>2</sup>, Bradley Peterson<sup>3</sup>, Zhishun Wang<sup>4</sup>, Xuejun Hao<sup>4</sup>

<sup>1</sup>Purchase College/SUNY, <sup>2</sup>State University of New York, Purchase College, <sup>3</sup>Columbia University, <sup>4</sup>New York State Psychiatric Institute

Unconscious perception of threatening stimuli is controversial because it is difficult to rule out that conscious processing is uninvolved. I will present the first demonstration of unconscious perception of emotional stimuli that is uncontaminated by conscious processing. In a two-step signal detection paradigm, spider- or non-spider phobic participants first indicated whether an object was presented in a series of masked stimuli. Then, regardless of that response, they identified each masked stimulus as either a spider or flower. Phobic participants identified both detected and undetected spiders better than chance, assessed relative to two measures of response bias. They did not exhibit dissociation between detection and identification for flowers. In a follow-up study, spider-phobic participants showed prefrontal cortex-amygdala activations when the same masked spider images were presented, in the absence of subjective distress or awareness. Together, these results constitute the purest demonstration of unconscious perception, with supplementary neurobiological evidence.

### DISGUST AND FEAR LOWER OLFACTORY THRESHOLD

Kai Qin Chan<sup>1</sup>, Rob W. Holland<sup>1</sup>, Ruud van Loon<sup>1</sup>, Roy Arts<sup>1</sup>, Ad van Knippenberg<sup>1</sup>

<sup>1</sup>Radboud University Nijmegen

It is adaptive to detect odors in low concentrations because they may be diagnostic of toxicity or putrefaction. Disgust is an emotion within the behavioral immune system that presumably enhances our smell sensitivity to olfactory indicators of threat. However, existing evidence of "smell sensitivity" concerns only emotional and cognitive reactivity, not actual perceptual capabilities per se. Hence,

little is known about how the behavioral immune system operates at a perceptual level. Here we used alternative forced-choice staircase methods to test olfactory capabilities directly. We found that disgust and fear lowered olfactory thresholds, particularly among individuals with high disgust sensitivity. Our research suggests that a fundamental way in which avoidant emotions foster threat detection is through lowering perceptual thresholds. By definition, perceptual thresholds are perceptual "limits," but our research suggests that such limits do not reflect fixed capabilities of an organism; instead, they are malleable based on situational cues.

### Symposia Session S-I4

#### A BIG HELPING OF HUMBLE PIE: NOVEL BENEFITS AND NEW METHODS FOR CULTIVATING HUMILITY

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 103A

Chair: Jennifer Stellar, University of Toronto

Co-Chair: Sonia Lyubomirsky, University of California, Riverside

Amidst an increasing prevalence of narcissism in society (Twenge & Foster, 2010), psychological research has begun to focus on humility, a form of self-construal that affords many benefits. In this symposium we propose new theoretical conceptualizations of humility, introduce advancements for its measurement, and demonstrate how it can be cultivated.

#### ABSTRACTS

#### INTELLECTUAL HUMILITY: RECOGNIZING THE LIMITS OF ONE'S KNOWLEDGE AND BELIEFS

Mark R. Leary<sup>1</sup>, Rick H. Hoyle<sup>1</sup>, Kate J. Diebels<sup>1</sup>, Erin K. Davison<sup>1</sup>

<sup>1</sup>Duke University

Although everyone occasionally becomes entrenched in particular attitudes or beliefs, people differ in the degree to which they recognize that their views might be wrong. Intellectual humility (IH) involves recognizing that one's beliefs may be fallible, being attentive to the weight of evidence for those beliefs, and being aware of one's intellectual limitations. Across three studies ( $n = 524$ ), we developed and validated a measure of IH ( $\alpha = 0.82$ ), examined characteristics of people high versus low in IH, and studied ways in which IH moderates people's reactions to beliefs with which they disagree. People high in IH tend to be high in openness, epistemic curiosity, and need for cognition, and approach religious questions with an existential quest orientation. IH correlated negatively with dogmatism but was unrelated to social vigilantism. An experiment showed that people high and low in IH think and write about positions with which they disagree differently.

#### A QUIET EGO QUIETS DEATH ANXIETY: HUMILITY AS AN EXISTENTIAL ANXIETY BUFFER

Pelin Kesebir<sup>1</sup>

<sup>1</sup>University of Wisconsin-Madison

Five studies tested the hypothesis that a quiet ego, as exemplified by humility, would buffer death anxiety. Humility is characterized by a willingness to accept the self and life without comforting illusions, and by low levels of self-focus. It was thus expected to render mortality thoughts less threatening and less likely to evoke destructive behavior patterns. In line with this reasoning, Studies 1-3 found that high trait humility and a low sense of entitlement decrease self-serving moral disengagement, self-reported death fear, and cultural worldview defense in response to mortality reminders. In Study 4, priming humility reduced self-reported death anxiety relative to both a baseline and a pride priming condition. In Study 5, priming humility prevented mortality reminders from leading to depleted self-control. These findings illustrate that the dark side of death anxiety is brought about by a noisy ego only, revealing self-transcendence as a sturdier--anxiety buffer than self-enhancement.

#### HUMILITY AS PSYCHOLOGICALLY HEALTHY: TWO APPROACHES

Elliott Kruse<sup>1</sup>, Joseph Chancellor<sup>2</sup>, Sonja Lyubomirsky<sup>3</sup>

<sup>1</sup>Princeton University, <sup>2</sup>University of Cambridge, <sup>3</sup>University of California at Riverside

Humility is often mistaken for self-denigration or low self-esteem by both lay people (Exline & Geyer, 2004) and researchers (Weiss & Knight, 1980). However, recent theory suggests that humility is instead marked by more positive qualities (Tangney, 2000), such as a stable sense of self and a greater consideration of others. To that end, I present two research projects. First, I discuss evidence that humility and gratitude, an other-focused emotion, exist in a mutually influencing upward spiral. Gratitude elicits humility, humility predicts sensitivity to gratitude, and the two mutually predict each other across time. Second, I demonstrate that under certain conditions self-affirmation can increase humility. Specifically, when individuals self-affirm and then are given the chance to re-evaluate themselves, they are rated by others as more humble. Taken together, these projects support an alternative theoretical account of humility, in which, rather than being disparaged and disrespected, it is affirmed and appreciative.

#### AWE PROMOTES A HUMBLE SELF-CONCEPT

Jennifer Ellen Stellar<sup>1</sup>, Amie M. Gordon<sup>2</sup>, Craig L. Anderson<sup>2</sup>, Paul K. Piff<sup>3</sup>, Galen D. McNeil<sup>2</sup>, Dacher Keltner<sup>2</sup>

<sup>1</sup>University of Toronto, <sup>2</sup>University of California at Berkeley, <sup>3</sup>University of California at Irvine

Across six studies we examine the relationship between awe and humility, investigating whether experiences of awe can lead to increases in humility. In Studies 1 and 2, we demonstrate a robust relationship between dispositional awe and self- and peer-reports of humility. In Studies 3 and 4, eliciting awe through an emotion recall task (Study 3) and an in vivo natural setting (Study 4) led to greater feelings of humility compared to a control condition. Appraisals of vastness mediated these effects in both studies. In Study 5, daily experiences of awe and greater dispositional awe predicted increased feelings of humility over a two-week period. Finally, in a dyadic interaction study (Study 6), individuals feeling awe communicated in a more humble fashion (e.g., speaking for less time about strengths) when talking about personal strengths and weaknesses with a stranger. These results indicate that the experience of awe promotes humility.

### Symposia Session S-I5

#### CULTURAL PSYCHOLOGICAL APPROACHES TO INTERGROUP RELATIONS

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Promenade Ballroom 104B

Chair: Jacqueline Chen, University of California, Irvine

This session presents a fresh look at topics from intergroup relations using cultural psychological approaches. Speakers draw from large, diverse samples (e.g., U.S., Brazil, China, South Africa) to demonstrate that the enforcement of racial boundaries, the development and expression of prejudice, and the experience of stigma are shaped by culture.

#### ABSTRACTS

#### CULTURAL DIFFERENCES IN THE PERCEPTION AND USE OF RACE BOUNDARIES

Jacqueline Chen<sup>1</sup>, Maria Clara P. de Paula Couto<sup>2</sup>, Airi M. Sacco<sup>3</sup>

<sup>1</sup>University of California, Irvine, <sup>2</sup>Saarland University, <sup>3</sup>Federal University of Rio Grande do Sul

Prejudice and discrimination based on race occur in every culture. Yet, culture shapes the meaning of race. Three studies ( $N=763$ ) conducted in the U.S. and Brazil tested cultural differences in the role of target characteristics and perceiver motivations in racial

categorizations. Studies 1 and 2 found that Brazilians' racial categorizations relied primarily on targets' skin tone and significantly less on targets' facial features and family heritage. In contrast, Americans' categorizations were less reliant on skin tone and more strongly influenced by facial features and heritage. Consistent with these results, Study 3 demonstrated that, compared to Americans, Brazilians endorsed a more flexible conceptualization of race, viewing it as a product of individual choice and situations. Finally, Americans, but not Brazilians, strictly enforced race boundaries when motivated to preserve the existing racial hierarchy. These findings demonstrate that the meaning of race and the motivated use of racial categories vary cross-culturally.

#### **STATUS SHAPES CHILDREN'S INTERGROUP ATTITUDES: EVIDENCE FROM THE UNITED STATES AND SOUTH AFRICA**

Anna Newheiser<sup>1</sup>, Kristina R. Olson<sup>2</sup>, Yarrow Dunham<sup>3</sup>

<sup>1</sup>University at Albany, SUNY, <sup>2</sup>University of Washington, <sup>3</sup>Yale University  
Intergroup biases are shaped by status. For example, implicit ingroup bias is expressed by members of high-status groups (e.g., White Americans), but not low-status groups (e.g., African-Americans). We examined the development of this status-based asymmetry among 6-11-year-old children in three studies (N=448). In Study 1, unlike White American children, African-American children showed no implicit bias on the race IAT, suggesting that ingroup bias and high-status favoritism cancelled each other out. In Studies 2-3, we investigated attitudes among Black and multiracial children in South Africa, a society where status disparities are highly pronounced. All children showed outgroup-favoring, pro-White implicit biases; Black children also showed a bias favoring the relatively higher-status multiracial group. Thus, when status disparities are extreme, high-status favoritism can entirely outweigh ingroup bias. Examining intergroup cognition across cultures varying in the extremity of status disparities allows for a fuller understanding of how group-based biases form and are perpetuated.

#### **THE INFLUENCE OF CULTURAL NORMS AND VALUES ON INTERGROUP PREJUDICE**

Hyeyoung Shin<sup>1</sup>, John Dovidio<sup>1</sup>, Jaime Napier<sup>1</sup>, Charles Stangor<sup>2</sup>, James Uleman<sup>3</sup>

<sup>1</sup>Yale University, <sup>2</sup>University of Maryland College Park, <sup>3</sup>New York University

Although prejudice is a universal tendency, norms and values of a culture can shape the degree and dynamics of prejudice. In two studies based on the World Value Survey (N=24,445), we found that prejudice was greater in East Asian (e.g., China) than in Northern European/North American (e.g., Canada, Finland) countries for "blemish of character" and "tribal" types of stigma (see Goffman, 1963), and cultural values of individual uniqueness and behavioral conformity partially mediated this difference. Also, in the US, where personal responsibility and individuals' capitalistic/meritocratic achievements are emphasized, participants reported greater prejudice to personal quality groups than in South Korea, and the perception of realistic competition predicted prejudice toward various groups. In South Korea, where relationships within ingroups and essential qualities are emphasized, participants reported greater prejudice to essentially different groups than in the US. Results demonstrated the importance of the role of cultural norms and values in understanding prejudice.

#### **SEEING ONESELF AS AMERICAN AND AFRICAN-AMERICAN: BICULTURALISM PREDICTS BETTER PSYCHOLOGICAL AND PHYSICAL WELL-BEING AMONG AFRICAN-AMERICANS**

Cynthia S. Levine<sup>1</sup>, Tiffany N. Brannon<sup>1</sup>, Hazel R. Markus<sup>2</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>Stanford University

The dual identities that arise from two national cultures can have positive consequences for political engagement, problem solving, and well-being (Benet-Martinez & Hong, 2014). Biculturalism can

also stem from minority status within a mainstream cultural context. Recent studies find, for example, that educational settings that allow African-Americans to identify with both mainstream and African-American culture promote their academic success (Brannon, Markus, & Taylor, under review). Here, we extend this work on the benefit of multiple cultural identities to mental and physical health. Using data from the Midlife in the U.S. study, we show that African-Americans (N=228) who identify strongly both with their racial group and as American have better psychological well-being, better self-reported sleep, and lower levels of inflammation than those who identify strongly with one or neither identity. These findings suggest that settings that afford connection with both to mainstream American and racial/ethnic cultures may help reduce health disparities.

#### **Symposia Session S-16**

#### **DOES DEVIANCE BREED INSPIRATION? THE ROLE OF DIVERSIFYING EXPERIENCES AND DEVIANT PERSONALITY ON CREATIVITY**

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 201A

Chair: Rodica Damian, University of Illinois at Urbana-Champaign

Co-Chair: Marion Spengler, University of Luxembourg

The present symposium uses diverse methodologies (longitudinal studies, experiments, and a meta-analysis) and large general population samples to test whether deviance breeds creativity. We conclude that the effects of diversifying experiences and deviant personality (including student characteristics and mental illness) are much smaller than previously suggested and moderators are essential.

#### **ABSTRACTS**

#### **EFFECTS OF CHILDHOOD DIVERSIFYING EXPERIENCES ON CREATIVE OUTCOMES 40 YEARS LATER**

Rodica Ioana Damian<sup>1</sup>, Marion Spengler<sup>2</sup>, Martin Brunner<sup>3</sup>, Brent W. Roberts<sup>1</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>University of Luxembourg, <sup>3</sup>Free University/Berlin-Brandenburg Institute for School Quality

Diversifying experiences represent actively experienced unusual life events. They can be positive (multiculturalism) or negative (early parental death). They are hypothesized to increase creativity because they violate pre-conceptions. Diversifying experiences are over-represented among creative geniuses and, within those samples, they predict more creativity. However, no study has investigated the developmental effects of diversifying experiences on real-life creative achievement in a general population sample. Our study used a representative sample (N = 663). At Time 1 (age 12), we measured diversifying experiences, intelligence, and parental socio-economic status. At Time 2 (age 52), we measured occupational creativity. We found that childhood diversifying experiences predicted slightly more creativity in adulthood ( $\beta = .04$ ), when controlling for gender, intelligence, and SES. This effect was much smaller than the one present in samples of creative geniuses ( $\beta = .22$ ), suggesting the need for a moderator, whereby some people benefit more than others from diversifying experiences.

#### **WHETHER SOCIAL SCHEMA VIOLATIONS HELP OR HURT CREATIVITY DEPENDS ON NEED FOR STRUCTURE**

Malgorzata Gocłowska<sup>1</sup>, Matthijs Baas<sup>1</sup>, Richard J. Crisp<sup>2</sup>, Carsten DeDreu<sup>1</sup>

<sup>1</sup>University of Amsterdam, <sup>2</sup>University of Sheffield

Although people and life events that disconfirm expectancies can increase creativity, sometimes such social schema violations can also undermine creative cognition. In three studies (N = 221) we examined whether the extent to which people prefer structure and predictability determines how counter-stereotypes and social



schema violations influence creativity. Participants in Study 1 formed impressions of a schema-inconsistent female mechanic (vs. a schema-consistent male mechanic). Following schema-inconsistent rather than -consistent information, participants low in need for structure were more creative on the multiple uses task. In Study 2, following the same manipulation, participants low (high) in need for structure showed better (impeded) creative performance on the RAT. In Study 3 participants memorized a series of images with individuals placed on a schema-inconsistent (vs. consistent) background (e.g., an Eskimo on the desert vs. on a snowy landscape). Following schema-inconsistent imagery, participants low (high) in need for structure increased (decreased) divergent thinking.

### EFFECTS OF SCHOOL-RELATED BEHAVIOR ON OCCUPATIONAL CREATIVITY 50 YEARS LATER

Marion Spengler<sup>1</sup>, Rodica I. Damian<sup>2</sup>, Brent W. Roberts<sup>2</sup>

<sup>1</sup>University of Luxembourg, <sup>2</sup>University of Illinois at Urbana-Champaign

Adverse life events and deviant behaviors are overrepresented among creative geniuses. For example, many geniuses despised school or dropped out. Yet, other research showed that education is a strong predictor of creative achievement, suggesting that deviant school behavior should be detrimental. The present study addresses this debate by testing the prospective effect of childhood individual differences in school-related behaviors (being a responsible student) on later occupational creativity. This study benefits from a large sample (N = 1,000), a longitudinal design (across 50 years), important control variables (parental SES, gender, and IQ), and different creativity measures (creative thinking and originality). We found that being a responsible student (i.e., showing industriousness, achievement-striving behavior) had an incremental effect ( $\beta = .06$  to  $.08$ ) on occupational creativity over and above parental SES and IQ. This suggests that, in the general population, deviant school behavior may be detrimental to later life creative achievement.

### PROPENSITY FOR PSYCHOPATHOLOGIES AND CREATIVITY: MEANINGFULLY DISSECTING A COMPLEX RELATION

Matthijs Baas<sup>1</sup>

<sup>1</sup>University of Amsterdam

Inconsistent findings exist regarding the relation between psychopathology and creativity. To address this issue, I present meta-analytic findings ( $k = 40$ ) and two empirical studies ( $N = 626$ ) linking risks of common mental disorders to creativity in non-clinical samples. Meta-analytic findings show that risk of bipolar disorder positively associates with creativity ( $r = .22$ ), whereas risk of depression negatively associates with creativity ( $r = -.06$ ). Two empirical studies show that inclinations towards mental disorders that are linked to the approach system (positive rumination, (hypo)mania, positive schizotypy) associate with increased cognitive flexibility, persistence, and creativity, whereas inclinations towards mental disorders that are linked to the avoidance system (anxiety, depressive mood, depression and worry related rumination, negative schizotypy) associate with reduced flexibility and creativity. I conclude that mental disorders and their inclinations are orchestrated by two fundamental motivational systems that affect two core processes that underlie creative outcomes: flexibility and persistence.

### Symposia Session S-17

### MULTILEVEL AND MULTI-METHOD APPROACHES TO UNDERSTANDING HOW PATHOGENS SHAPE PSYCHOLOGY

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 201B

Chair: Joshua Tybur, VU University Amsterdam

The four speakers present cross-cultural, experimental, and individual differences studies that demonstrate the varied effects of pathogen-avoidance psychology on sexual attraction, political ideology, and self-perception. Fundamental issues concerning

measuring pathogen-avoidance and demonstrating distinctions between affective and cognitive aspects of pathogen-avoidance are tested and discussed.

### ABSTRACTS

### DISEASE-RELATED FACTORS PREDICT BETWEEN-REGION, BETWEEN-INDIVIDUAL AND WITHIN-INDIVIDUAL VARIATION IN MATE PREFERENCES

Lisa DeBruine<sup>1</sup>, Benedict C. Jones<sup>1</sup>, Michael de Barra<sup>2</sup>, Anthony C. Little<sup>3</sup>

<sup>1</sup>University of Glasgow, <sup>2</sup>Stockholm University, <sup>3</sup>University of Stirling

Unhealthy mates can transmit infectious diseases and produce unhealthy offspring—two costs that should be relevant to all people. However, the importance of health in mates may vary across environmental or personal factors that affect disease susceptibility. Here, we present research from 12 studies of between-region, between-individual, and within-individual variation in disease-related factors, encompassing 18,766 participants. Across 30 countries and 50 US states, endemic infectious disease predicted women's preferences for male facial masculinity, a putative health cue. Across eight studies, individual differences in pathogen disgust predicted women's masculinity preferences and men's femininity preferences, as well as current partner masculinity or femininity. Prospectively recorded childhood illness predicted rural Bangladeshi men's and women's face preferences, while experimental exposure to visual cues of disease increased preferences for facial health cues for opposite-sex, but not same-sex, faces. In summary, as disease-related factors increase, so does the importance of health cues for mate preferences.

### PATHOGEN-AVOIDANCE AND SOCIAL CONSERVATISM: TESTING TWO FUNCTIONAL EXPLANATIONS

Joshua Michael Tybur<sup>1</sup>, Yoel Inbar<sup>2</sup>, Ezgi Guler<sup>1</sup>, Catherine Molho<sup>1</sup>

<sup>1</sup>VU University Amsterdam, <sup>2</sup>University of Toronto Scarborough

Several researchers have observed relationships between social conservatism and variables posited to measure pathogen-avoidance. These findings have typically been interpreted as suggesting that social conservatism at least partially reflects strategic investment in avoiding pathogens, particularly those transmitted via intergroup interactions. The current manuscript proposes and tests an alternative explanation for this empirical pattern – that pathogen-avoidance influences sexual strategies, and that sexual strategies in turn shape social conservatism. Results from three studies and 1301 participants support this alternative explanation. In all three studies, variables designed to measure sexual strategies – including sociosexual orientation and sensitivity to sexual disgust – fully mediated relationships between social conservatism and variables designed to measure pathogen-avoidance – including sensitivity to pathogen disgust and perceived vulnerability to disease. Results suggest that previous findings of a conservatism pathogen-avoidance link do not support the hypothesis that social conservatism serves direct pathogen-avoidance functions, but instead reflect the relationship between pathogen-avoidance and sexual strategies.

### CONTAGIOUS DISEASE AND IMPERFECTIONS OF THE SELF

Joshua Ackerman<sup>1</sup>, Chad Mortensen<sup>2</sup>, Joshua M. Tybur<sup>3</sup>

<sup>1</sup>University of Michigan, <sup>2</sup>Metropolitan State University of Denver, <sup>3</sup>VU University Amsterdam

Contagious disease is an ever-present threat of daily life. Recent literature has indicated that people engage a series of psychological defense mechanisms as a means of preventing infection—a behavioral immune system—in response to disease cue exposure. Here, we present research suggesting that this system affects not only perceptions and actions directed toward the external world, but also toward the self. In four studies with over 300 participants, we show that both recent illnesses and situational primes lead

individuals to perceive a greater number of flaws in their self-images, particularly flaws related to physical appearance. Correspondingly, people make decisions intended to either correct or mask these perceived flaws, including preferences for reparative products and greater digital editing of self-photos on social networking websites. This work broadens our current understanding of the functioning of the behavioral immune system and highlights the role of appearance threat in disease-related cognitive processing.

### **PATHOGEN DISGUST AND THE BEHAVIORAL IMMUNE SYSTEM: THEORETICAL, COMPUTATIONAL, AND EMPIRICAL COMMONALITIES**

**Debra Lieberman<sup>1</sup>**  
<sup>1</sup>*University of Miami*

Despite similar purported functions, researchers suggest that pathogen disgust and the behavioral immune system are distinct constructs—the former an affective system and the latter a cognitive system. Here, we argue that and the two are computationally equivalent. We examined similarities between sensitivity toward pathogen disgust and an individual's perceived vulnerability to disease, a construct linked to the behavioral immune system, across three studies and 700 individuals. We found strong empirical and conceptual overlap between these purported measures of affective versus cognitive aspects of pathogen-avoidance. We suggest that pathogen disgust and the behavioral immune system have been treated as distinct systems in the literature due to differences in interdisciplinary definitions and the theory-of-mind driven distinction between emotion and cognition. We suggest that focusing on the level of information processing provides conceptual clarity, is consistent with empirical observations, and helps alleviate problems introduced by outdated historical definitions and folk intuitions.

### **Symposia Session S-18**

### **RESPONSES TO DOMINANCE BEHAVIOR IN OTHERS: THE GOOD, THE BAD, AND THE THREATENING**

**Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 202ABC**

**Chair: Melissa Williams, Emory University**

People assess others' dominance instantaneously, but how they evaluate it varies. Women's (vs. men's) dominance may not be penalized when it's implicit (Williams & Tiedens) or within relationships (Sadikaj et al.). Newcomers' dominance may be especially threatening (Chow et al.) - yet we may shrink from saying so (Wazlawek & Ames).

### **ABSTRACTS**

### **WOMEN ARE PENALIZED MORE THAN MEN FOR EXPLICIT - BUT NOT IMPLICIT - DOMINANCE: A META-ANALYSIS**

**Melissa J. Williams<sup>1</sup>, Larissa Z. Tiedens<sup>2</sup>**  
<sup>1</sup>*Emory University*, <sup>2</sup>*Stanford University*

Research suggests that women are disliked (compared to men) when they display dominance. A closer look, however, reveals inconsistent findings and theoretical ambiguity about the forms of dominance proscribed for women. We suggest that negative reactions to counterstereotypical behavior, such women's dominance, may require that the behavior be encoded as counterstereotypical - which may be less likely when the behavior is expressed implicitly. We tested this hypothesis with a meta-analysis ( $k = 53$ ,  $N = 6,194$ ) of studies on dominance behavior, including papers not directly investigating gender. Results revealed that women are indeed penalized more than men for dominance behaviors, although the effect is small ( $d = -0.19$ ). Moreover, women are penalized for dominance expressed explicitly (e.g., direct demands,  $d = -0.29$ ), but not for more implicit forms of dominance

(e.g., eye contact,  $d = -0.01$ ). Implications for theory, and for the success of male and female leaders, will be discussed.

### **WHEN DOMINANCE IS DAMAGING: THE EFFECT OF DOMINANCE ON NEWCOMER ENTRY**

**Rosalind M. Chow<sup>1</sup>, Jin Wook Chang<sup>1</sup>, Caitlin M. Hogan<sup>2</sup>**  
<sup>1</sup>*Carnegie Mellon University*, <sup>2</sup>*Google, Inc.*

Although prior research suggests that behaving dominantly increases individuals' ability to gain status, we argue that this effect occurs primarily for individuals who are already members of a group. In contrast, we propose that when considering potential newcomers to the group, existing group members are concerned about maintaining their own standing within the group, leading them to interpret dominant behavior as threatening to their own position. These perceptions of threat lead to an unwillingness to grant entry to dominant newcomers. In two studies involving 333 participants, we provide evidence that dominant potential newcomers are less likely to be supported than either deferential potential newcomers or dominant insiders, and that this effect is driven by group members' perceptions of threat to their own position.

### **OVER-ASSERTIVE AND OBLIVIOUS: ASYMMETRIC TRANSMISSION AND ACCEPTANCE OF ASSERTIVENESS FEEDBACK**

**Abbie Wazlawek<sup>1</sup>, Daniel R. Ames<sup>1</sup>**  
<sup>1</sup>*Columbia University*

Overly assertive individuals are often unaware of how others see them. Here, we explore two factors that may enable some over-assertive individuals to sustain oblivion as their problematic behavior persists: asymmetric transmission and acceptance of assertiveness feedback. In a series of three studies with a total of 793 participants, considering dyadic negotiations, workplace behavior, and personal development over time, we tested whether assertiveness feedback was less likely to be transmitted to and accepted by over-assertive targets. We found that potential feedback providers rarely signaled to over- versus under-assertive targets. Further, over- (versus under-) assertive targets who were confronted with concrete evidence of their inappropriateness were likely to dismiss feedback, made no plans to adjust their future behavior and, six months later, reported less personal development. In short, we find that not all negative feedback is treated equally. Instead, over- (versus under-) assertiveness feedback is especially susceptible to communication failures.

### **NEGATIVE AFFECT REACTION TO MEN'S DOMINANCE BEHAVIORS PREDICTS LOWER RELATIONSHIP SATISFACTION AMONG WOMEN IN ROMANTIC RELATIONSHIPS**

**Gentiana Sadikaj<sup>1</sup>, D. S. Moskowitz<sup>1</sup>, David C. Zuroff<sup>1</sup>**  
<sup>1</sup>*McGill University*

Williams and Tiedens found that observers penalize women more than men for explicit/verbal dominance behaviors. This effect may be accounted for by negative affect experienced by observers. We also considered the generalization of this effect to romantic relationships. 93 couples from the community participated in an event-contingent recording (ECR) methodology. Negative affect and dominant behavior in daily interactions were reported during 20 days; relationship satisfaction was reported at the end of ECR. Using multilevel modeling, we explored whether the strength of the within-person relation between partner's dominant behavior and person's negative affect accounted for the person's relationship satisfaction. Results indicated that men's dominance behaviors led to women's lower relationship satisfaction via women's stronger negative affect reaction to men's dominance behaviors in daily interactions. The context of the relationship appears to be a moderator of gender differences in the effects of the other's dominance behaviors on the person's experience.

**Symposia Session S-19****THE ROLE OF DISGUST IN MORALITY: IT'S COMPLICATED**

Saturday, February 28, 2015, 5:00 pm - 6:15 pm, Room 203ABC

Chair: Liane Young, Boston College

Co-Chair: Laura Niemi, Boston College

Disgust's nuanced role in morality is revealed in four presentations. A meta-analysis indicates a negligible effect of disgust on morality. Other research suggests that disgust wields its influence through moralization of purity, with effects spreading across diverse morally-relevant contexts including self-concept, prediction of actions, and recovery from purity-relevant crime victimization.

**ABSTRACTS****DOES INCIDENTAL DISGUST AMPLIFY MORAL JUDGMENT? A META-ANALYTIC REVIEW OF EXPERIMENTAL EVIDENCE**Justin F. Landy<sup>1</sup>, Geoffrey P. Goodwin<sup>2</sup><sup>1</sup>Department of Psychology, University of Pennsylvania, <sup>2</sup>University of Pennsylvania

Numerous studies have found that irrelevant feelings of disgust can amplify the harshness of moral judgments, but several published studies have failed to replicate this. Clarifying this issue would inform important debates between rival theories of moral judgment. We meta-analyzed all available studies, published and unpublished, that manipulated incidental disgust prior to or concurrent with moral judgment tasks. We found evidence for a small amplification effect ( $d = .15$ ), which is strongest for gustatory/olfactory inductions of disgust. There is also some suggestion of publication bias, and when this is accounted for, the effect disappears. Prevalent confounds mean that our effect size estimate is best interpreted as an upper bound on the size of the amplification effect, rather than as definitive evidence of its existence. Our results argue against strong claims about the causal role of affect in moral judgment and suggest a need for more rigorous research on this topic.

**IS THE SELF PURE, OR IS IT GOOD?**Nina Strohminger<sup>1</sup>, Shaun Nichols<sup>2</sup><sup>1</sup>Kenan Institute for Ethics, Duke University, <sup>2</sup>University of Arizona

Disgust is a gatekeeper emotion, policing the border between self and other. But does disgust only prevent association with offending stimuli, or does it control the perimeter of the self? Recent research demonstrates that moral concerns are central to identity. If disgust determines identity, then purity-related traits ought to have an especially tight link with the self. We demonstrate that, when controlling for morality, purity-related traits are the least important part of identity. These effects appear to be due to lower moralization of purity compared with harm-based norms. Consistent with this idea, disgust sensitivity leads to purity-related traits being judged as relatively more important to the self. These findings suggest that purity is only an important part of the self to the extent that it is conceptualized as moral. Disgust is not just a gatekeeper, but determines where the boundaries of the self begin and end in the first place.

**IMPLICIT AND EXPLICIT MORAL COGNITION IN SEXUAL VICTIMIZATION AND COERCION**Laura Niemi<sup>1</sup>, Liane Young<sup>1</sup><sup>1</sup>Boston College

Sexual assault is a moral transgression relevant to both purity and harm, yet the relevance of purity vs. harm may vary across the moral dyad (victim vs. perpetrator). In two studies, we examined the implicit and explicit moral cognition involved in recovery after sexual victimization (Study 1), and reported history of performing coercive sexual behaviors (Study 2). In Study 1, an ideological cluster including moralization of purity and hostile sexism, and implicit ascription of causality to a hypothetical rape victim predicted mental contamination (persistent feelings of self-disgust

post-assault). In Study 2, hostile sexism, implicit ascription of causality to a hypothetical rape victim, and insensitivity to harm and fairness predicted history of coercive sexual behaviors. Taken together, results suggest that while one's implicit characterization of the dyad involved in rape is generally important, purity may be more relevant to the victim experience, whereas harm may matter more for understanding perpetrator motivation.

**THE MORALLY TAINTED PERSON: IMPURITY IMPACTS PERSON-BASED MORAL AND CAUSAL JUDGMENTS**Alek Chakroff<sup>1</sup>, Pascale Sophie Russell<sup>2</sup>, Jared Piazza<sup>3</sup>, Liane Young<sup>4</sup><sup>1</sup>Department of Psychology, Harvard University, <sup>2</sup>Queen's University Belfast, <sup>3</sup>University of Pennsylvania, <sup>4</sup>Boston College

Suppose John and Dave committed morally questionable acts: John killed someone's pet dog, while Dave had sex with a dead dog. Were these acts caused by their situations, or their dispositions? We find that people endorse more person-based causal attributions for impure acts, an effect tied to the act's abnormality. Which person is more "sick and twisted"? People judge impure acts as worse when focusing on the person's moral character, but harmful acts as worse when focusing on the act itself. How will John and Dave act in the future? People judge a harmful agent to be harmful in the future, but judge an impure agent to be both impure and harmful in the future, an effect tied to judgments of moral character. In sum, people judge impure others (e.g., Dave) morally tainted: personally responsible for their action, with a marred moral character, and likely to be generally immoral.

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# Poster Session A

## Aggression/Anti-Social Behavior

A36

### STUDY ON THE RELATIONSHIP BETWEEN IDENTITY AND DEVIANT BEHAVIOR OF THE NEW GENERATION OF MIGRANT WORKERS

Shuhua Zhang<sup>1</sup>, Yujiao Guo<sup>1</sup>, Xinghong Jiang<sup>1</sup><sup>1</sup>Shenyang Normal University

This study aimed to study the Relationship between Identity and Deviant Behavior of the New Generation of Migrant Workers by using the implicit association test (SC-IAT) to combine with questionnaire survey method of 280 new generation of migrant workers. The main conclusions are as follows: The new generation of migrant workers in different types of identity has significant differences in explicit deviant, undisciplined, and unmoral behavior; The new generation of migrant workers whose identity of implicit is consistent with explicit and those whose identity of implicit is inconsistent with explicit has significant differences in explicit deviant, undisciplined, unmoral and offending costum behavior; The new generation of migrant workers in different types of identity has significant differences in implicit deviant; The new generation of migrant workers whose identity of implicit is consistent with explicit and those whose identity of implicit is inconsistent with explicit has significant differences in implicit deviant.

A37

### I'M SURE YOU WILL FINISH THE PUZZLE: PASSIVE-AGGRESSION AND TASK PERFORMANCE

Cynthia J. Texidor<sup>1</sup>, Tarsha A. Arkoh<sup>1</sup>, Jane M. Delinsky<sup>1</sup>, Cory R. Scherer<sup>1</sup><sup>1</sup>Pennsylvania State University at Schuylkill

We studied the effect of passive-aggressive behavior on task performance. Passive-aggression is a deliberate but masked way of expressing angry feelings (Whitson, 2013). Passive-aggressive behavior can have consequences on people in the home or workplace. We hypothesized that participants who were treated in a passive-aggressive manner will take longer to complete a puzzle because they will be distracted by negative treatment. Eighty-five Participants were asked to complete a jigsaw puzzle that they were not given the final result picture to in a friendly/apologetic manner or a passive-aggressive manner. Results supported the hypothesis, participants who were treated passive-aggressively took longer ( $M=717$  seconds) to complete the puzzle than those who were treated in a friendly manner ( $M=668$  seconds). The results showed that passive-aggressive behavior had negative consequences to the target. This finding supports previous research that suggests passive-aggressive behavior in the workplace is damaging to team unity and productivity (Harms, 2012).

A38

### MASCULINITY, OBJECTIFICATION AND INTIMATE PARTNER VIOLENCE

Michelle Stratemeyer<sup>1</sup>, Nick Haslam<sup>1</sup><sup>1</sup>University of Melbourne

Previous research suggests that men who adhere to and value traditional masculinity may be more likely to act violently towards female partners. Objectification may mediate this link. Masculine norms may give rise to objectifying perceptions of women, which enable coercive forms of control and dominance. This research investigates the relationship between masculine norms, objectifying perceptions of women and experiences of intimate partner violence. 300 male participants, recruited via Amazon's Mechanical Turk, completed measures of masculine norms, intimate partner violence perpetration and two objectification measures: a Go-No go Association Task measuring implicit associations between women

Thursday, February 26, 2015, 7:00 pm - 8:30 pm, Hall B

and animals and/or objects and an explicit mind attribution task. Structural equation modelling tested the proposed mediating role of objectification.

A39

### CULTURAL FACTORS PREDICT TYPES OF HISPANIC RISK-TAKERS: A LATENT CLASS ANALYSIS

Ana Gonzalez-Blanks<sup>1</sup>, Jessica Perrotte<sup>2</sup>, Raymond Garza<sup>2</sup><sup>1</sup>University of California Riverside, <sup>2</sup>University of Texas San Antonio

Researchers have sought to investigate cultural factors that are related to levels of risk-taking behaviors among Hispanics. However, mechanisms that could lead to types of risk-taking have not been widely studied among Hispanic emerging adults. Using a latent class analysis, this investigation sought to clarify classes of risk-takers among a Hispanic sample of college students. In addition, cultural factors were evaluated in predicting membership in these classes. Findings show that individualism was predictive of the recreational risk-taker class (e.g., skydiving, bungee jumping), collectivism predicted not belonging to the ethical risk-taker class (e.g., plagiarism, having an affair with a married individual), and membership self-esteem (i.e., Collective Self-Esteem subscale) was predictive of the social risk-taker class (e.g., disagreeing with an authority figure on a major issue).

A40

### DEVIANT WORKPLACE BEHAVIOUR: A CULTURAL COMPARISON IN SPAIN, FRANCE AND MEXICO

Anabel Fonseca<sup>1</sup>, Markus Brauer<sup>2</sup><sup>1</sup>Clermont University, <sup>2</sup>University of Winsconsin

Social norms differ from one country to the next. The intensity of normative pressures varied across countries as well. In our study, we predict that people from countries with a high collectivism score are more likely to exert normative pressures than people from countries with a low collectivism score. One of our objectives too, is to identify the key cultural variables that are responsible for the differences in workplace perceived appreciation. For example, countries that are high in humane orientation should be characterized by greater procedural fairness, smaller levels of discrimination, more positive employer-employee relationships, and thus lower levels of deviant workplace behaviour. Through a study with 300 Spanish, French and Mexican workers recruited in various companies, we found that cultural and social norms have a great impact on the occurrence of workplace deviant behaviors having the fairness procedures as a key role on the concurrence of counterproductive behaviors.

A41

### MOTIVATED AND DISPLACED REVENGE: REMEMBERING 9/11 INFLUENCES SUPPORT FOR MILITARY INTERVENTION IN SYRIA

Anthony N. Washburn<sup>1</sup>, Linda J. Skitka<sup>1</sup><sup>1</sup>University of Illinois at Chicago

We conducted an experimental test of the displaced international punishment hypothesis (Lieberman & Skitka, 2008) by testing whether reminding people about 9/11 would increase support for U.S. military intervention in Syria. A community sample of Americans ( $N=188$ ) were reminded of 9/11, the terrorist attacks in London in 2005, or were given no reminder before being asked their support for military intervention in Syria. Results indicated that there was a significant suppression effect of desired revenge for the 9/11 attacks on support for military intervention for liberals and moderates, but not conservatives. Liberal and moderate participants reminded of 9/11 supported military intervention because reminders of 9/11 primed strong desires for vengeance. These findings suggest that reminding people of a severe offense to their

country triggers a desire for revenge, which increases the desire to punish a target symbolically similar to the original perpetrator, but only when doing so is politically expedient.

**A42  
TO BE DISLIKED OR DISRESPECTED: A QUALITATIVE STUDY ON  
EMOTIONAL AND BEHAVIORAL REACTIONS**

**Amber DeBono<sup>1</sup>, Natarshia Corley<sup>1</sup>**  
**<sup>1</sup>Winston-Salem State University**

Several correlational and experimental studies suggest that disrespect leads to different emotional and behavioral reactions as compared to being disliked. We conducted a qualitative study to examine "real-life" emotional and behavioral reactions to being disliked and disrespected. Fifty-three undergraduates wrote a story about a time they were disrespected and another story when they were disliked. Three reliable raters coded these stories for how and who disrespected and disliked them, emotions experienced, and behavioral reactions. Although these stories did not differ in who disrespected and disliked them, participants differed in how they were disrespected versus disliked,  $X^2(12) = 21.79, p = .04$ . They also reported anger ( $X^2(5) = 11.34, p = .05$ ) and aggression significantly more often from being disrespected than disliked,  $X^2(5) = 13.17, p = .02$ . These "outside of the laboratory" results affirm previous findings on the emotional and behavioral reactions to being disliked and disrespected.

**A43  
AGGRESSION PREDICTS A DIFFERENTIAL NEURAL RESPONSE TO  
FACIAL SIGNALS OF ANGER AND FEAR**

**lu hui<sup>1</sup>**  
**<sup>1</sup>Beijing Normal University**

Aggression has been known to modulate an individual's neural response to threatening information, particularly to an angry facial expression. However, whether the differentiation of the temporal characteristics of aggression is associated with a fearful and angry face remains unclear. Thus, using event-related potentials (ERPs), neutral, angry and fearful facial expressions were employed as stimuli while subjects (13 highly aggressive, 12 less aggressive individuals) performed a frame distinguishing task, irrespective of the emotional valence of facial expressions. These results demonstrated that aggression was associated with a reduced frontocentral response to fearful faces within 250-300 ms and to angry faces within 400-500 ms after the facial expression was presented. Thus, we provided the first evidence that aggression is associated with different timing of neural responses for fearful and angry faces. By exploring the distinct timing trait of fearful and angry faces modulated by aggression, this study is valuable to more precisely explore the cognitive characteristic of aggressive individuals.

**A44  
INDIVIDUAL DIFFERENCES IN ALEXITHYMIA PREDICT  
AGGRESSION: A META-ANALYTIC REVIEW**

**Richard S. Pond, Jr.<sup>1</sup>, Dave S. Chester<sup>2</sup>, C. Nathan DeWall<sup>2</sup>**  
**<sup>1</sup>University of North Carolina at Wilmington, <sup>2</sup>University of Kentucky**

Meta-analytic procedures were used to estimate the association between alexithymia-- a personality dimension linked to the inability to identify and describe one's emotional state--and aggression. A meta-analysis of 18 studies (N=3000) revealed that alexithymia has a small-to-medium, positive association with aggression. That is, individuals who are less able to describe their emotional experiences also tend to be more aggressive. The association was observed to be homogeneous across studies. Moderator analyses did not reveal significant variability in effect size due to: a) whether the study was published or not, b) the country the study was conducted in, c) where the sample was recruited (e.g., clinical samples versus college student samples), d)

how alexithymia was assessed, or e) how aggression was assessed (e.g., behavioral aggression versus self-report).

**A45  
ABUSIVE LEADERS' CORE SELF-EVALUATION AND THEIR  
CHOICES OF VICTIMS**

**Yiwen Zhang<sup>1</sup>**  
**<sup>1</sup>University of Hong Kong**

Who are the victims of abusive supervision in organizations? It depends on the leaders' core self-evaluation (CSE). Drawing on self-verification theory and social exchange theory, we developed and tested a moderated mediation model that specifies how leaders' core self-evaluation and their leader-member exchange relationships interact in affecting subordinates' perceptions of abusive supervision. We surveyed a total of 854 employees and their direct supervisors from multiple organizations in eastern China. Results indicate that leaders with low CSE are more likely to abuse subordinates with whom they have closer social exchange relationships (their "own people") whereas leaders with high CSE are more likely to abuse subordinates with whom they have a more distant social exchange relationships.

**A46  
EFFECTS OF VIDEO GAME VIOLENCE, GAME DIFFICULTY, AND  
PRENATAL TESTOSTERONE ON AGGRESSIVE BEHAVIOR**

**Joseph B. Hilgard<sup>1</sup>, Christopher R. Engelhardt<sup>1</sup>, Bruce D Bartholow<sup>1</sup>**  
**<sup>1</sup>University of Missouri**

Laboratory experiments demonstrating effects of violent video games on aggressive behavior are often criticized for a variety of methodological confounds. For example, violent games may be more competitive or have more complicated controls, both of which can influence aggressive behavior. Prenatal testosterone exposure, as indexed by 2d4d ratio, is also thought to increase aggressive behavior. We use custom-modified video games to change violent content while eliminating confounds. Male subjects (n=450, sample size preregistered) played a violent or nonviolent video game, then were insulted by a confederate. Following the insult, participants were able to assign that confederate to soak his hand in painfully-cold ice water, a measure of aggressive behavior. Specific effects of video game violence are seen to be small and not significantly different from zero despite substantial statistical power,  $r = -.12 [-.31, .08]$ . Effects of 2d4d ratio on aggression were similarly small and nonsignificant, left hand 2d4d  $r = .07 [-.13, .26]$ , right hand 2d4d  $r = .12, [-.08, .31]$ .

**A47  
THE ACUTE EFFECTS OF VIOLENT VIDEO GAME EXPOSURE ON  
AGGRESSION AMONG PEOPLE WITH AND WITHOUT AUTISM  
SPECTRUM DISORDER**

**Christopher R. Engelhardt<sup>1</sup>, Micah Mazurek<sup>1</sup>, Joseph Hilgard<sup>1</sup>, Bruce Bartholow<sup>1</sup>**  
**<sup>1</sup>University of Missouri**

No previous study has examined whether the effects of violent video games on aggression-related outcomes differ among individuals with autism spectrum disorder (ASD) compared to typically developing individuals. We experimentally investigated this question by assigning adults with and without ASD (n = 60 in each diagnostic group) to play one of two versions of a modified video game differing only on violent content. Participants also completed measures of aggressive behavior, cognition, and affect, each following a game play period. Results showed that cognition and affect were largely unaffected by acute exposure to violent games, and that these effects did not differ by diagnostic group. However, small effects of game violence were observed on a measure of unprovoked aggression among adults with ASD. In general, results suggest that violent games do not affect adults with ASD differently than typically developing adults.

A48

**SAVING THE WORLD OR CRUSHING YOUR ENEMY? PERSPECTIVE TAKING WHILE PLAYING VIOLENT VIDEO GAMES**Patrick J. Ewell<sup>1</sup>, Rosanna E. Guadagno<sup>2</sup><sup>1</sup>University of Alabama, <sup>2</sup>University of Texas at Dallas

In violent videogames, one may be barreling through a battleground firing a rifle, which is by most considered a violent action. However, the player may be attempting to "rescue a friend" and "save the world." If that is the case, does the player perceive their actions as violent or helpful, and does that perspective influence aggression? This study investigated how players' perspectives of their gameplay influenced their cognitions. Participants were asked to play a competitive, cooperative or control version of the same popular videogame. Perception of game action was measured by how abstractly or concretely they perceived their in-game actions. Those in the cooperative condition and those higher in gaming experience viewed their actions more abstractly. Further analysis showed that in the cooperative condition gaming experience was positively correlated with abstraction and negatively correlated with aggression. This study suggests that abstract perspectives can help reduce aggression in videogames.

A49

**VIOLENT VIDEO GAME PLAY AND AGGRESSIVE FEELINGS: IMPORTANCE OF DIFFICULTY AND PERSONAL PLAY STYLE**Amanda Bolton<sup>1</sup>, John Ellard<sup>2</sup>, Shannon McLeod<sup>2</sup><sup>1</sup>Acadia University, <sup>2</sup>University of Calgary

The importance of one's personal experience with a video game in the occurrence of aggressive feelings after exposure to violent video games was investigated. Undergraduate participants (N = 86) played either a violent video game ("Dead Rising") or non-violent video game ("Test Drive: Unlimited") for 20 minutes. Afterwards, they self-reported their difficulty with the game as well as their current aggressive feelings via questionnaires. Results showed that the violent game produced higher reports of aggressive feelings than the non-violent game; however, difficulty with the game was positively correlated to more self-reported aggressive feelings. The difference in aggressive feelings after violence exposure remained marginally significant when difficulty was included as a covariate. Personal game play choices were not correlated to aggressive feelings; however, difficulty was negatively correlated with aggressive actions in the games.

A50

**ONLY TWO OF SIX JUSTIFICATION MECHANISMS PREDICT AGGRESSIVE BEHAVIOR: THE POTENCY BIAS AND THE RETRIBUTION BIAS**Nozomi Yamawaki<sup>1</sup>, Shoko Kono<sup>1</sup>, Tomohiro Kumagai<sup>2</sup>, Ken-ichi Ohbuchi<sup>3</sup><sup>1</sup>Nagoya University, <sup>2</sup>Otsu Women's University, <sup>3</sup>Tohoku University

There is much demand for implicit measures of trait aggressiveness because the overt measure is vulnerable to distortions by social desirability. Construing the Conditional Reasoning Test of Aggression (CRTA) based on a theory of aggression-justification bias, James et al. (2005) provided findings with western samples that it distinguishes high and low groups in trait aggressiveness. The present study attempted to validate CRTA with a Japanese sample and further to examine which bias, among the six different justification mechanisms assumed by James et al., is the best in the prediction of aggressive behavior. One hundred and twenty-nine Japanese students responded to CRTA and were given an opportunity to deliver unpleasant noises to a victim. The results indicated that potency and retribution biases significantly predicted the aggressive behavior ( $\beta = .19$  and  $.17$ ,  $p < .05$ ), suggesting that CRTA has a validity with Japanese sample but only two sub-scales reflect trait aggressiveness.

A51

**EXPLORING THE ROLE OF SELF-AFFIRMATION AS A BUFFER AGAINST THE DISTRESS CAUSED BY KILLING**Jamin E. Blatter<sup>1</sup>, Jeff Schimel<sup>1</sup>, David Webber<sup>2</sup>, Mike Sharp<sup>1</sup><sup>1</sup>University of Alberta, <sup>2</sup>University of Maryland

Research shows that whether or not a soldier has killed is a critical factor in determining if they will develop post-traumatic stress disorder (PTSD). Given the growing number of soldiers returning from war, it seems particularly pertinent to examine if there are certain factors that may help buffer against the distress caused by killing. Thus, a laboratory bug-killing paradigm was used as an approximation of real-life killing to determine whether buttressing one's self-esteem (through self-affirmation) may serve to alleviate some of the psychological discomfort/distress caused by killing. Participants completed a self-affirmation manipulation or comparable control task and then completed a bug extermination task. The degree of distress (i.e., guilt and shame) was then measured. As expected, participants who first engaged in self-affirmation experienced significantly less shame and guilt after killing, compared to those in the control condition. Potential implications for soldiers and PTSD are discussed.

A52

**A META-ANALYSIS AND INDEPENDENT STUDY OF THE PROSPECTIVE EFFECT OF VIOLENT VIDEO GAME PLAY ON AGGRESSION: THE MODERATING EFFECT OF ETHNICITY**Anna T. Prescott<sup>1</sup>, James D. Sargent<sup>2</sup>, Timothy J. Brunelle<sup>1</sup>, Jay G. Hull<sup>1</sup><sup>1</sup>Dartmouth College, <sup>2</sup>Dartmouth Medical School

Controversy exists regarding the association of violent video game play (VVG) and aggression. A random effects meta-analysis of 21 longitudinal studies yielded a significant prospective association of VVG on physical aggression, covarying prior aggression ( $r = .08$ ,  $p = .015$ ). Of note, among these studies three based on mainly Hispanic participants failed to find any association. An independent test in a random digit dial sample of U.S. adolescents (aged 13.8 years at study onset; N = 1899) supported the hypothesis that ethnicity moderates the longitudinal association of VVG on physical aggression. In a multi-group structural equation model, the association was significant and positive among Caucasian, Black, and Other Ethnicity participants, but not among Hispanic participants. Furthermore, constraining the association to be equal across ethnicity resulted in a significant degradation of model fit. These results support the hypothesis that the effect of VVG on aggressive behavior is moderated by participant ethnicity.

A53

**PATHOLOGY AND MOTIVATION IN PLAYERS OF GRAND THEFT AUTO IV**Christopher M. Via<sup>1</sup>, Christina Frederick<sup>1</sup>, Jason Kring<sup>1</sup>, Amy Bradshaw-Hoppock<sup>1</sup><sup>1</sup>Embry-Riddle Aeronautical University

Popular media often makes the claim that the act of playing video games leads individuals to behave in deviant and antisocial ways outside the confines of the gaming environment. The present study looks at the validity of this claim by examining how game-players' personalities relate to criminal acts during game play and to motivational outcomes after game play. Psychopathy is a primary feature of Antisocial Personality Disorder, according to the American Psychiatric Association (2014), and psychopathic criminals commit the greatest variety of crimes and more crimes of any type than the average criminal does. The present studies assessed 140 male college students on their level of psychopathy and the virtual crimes they committed while playing Grand Theft Auto IV to determine if game players with naturally high levels of psychopathy performed differently than their less-psychopathic counterparts during game play.

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A54

### ARE YOU SEEING WHAT I'M SEEING? SCHOOL AND HOME FACTORS TIED TO REPORT DISCREPANCIES OF OPPOSITIONAL CHILDREN'S BEHAVIORS.

Bryce P. Riley<sup>1</sup>, Jordan A. Booker<sup>1</sup>, Julie C. Dunsmore<sup>1</sup>, Thomas H. Ollendick<sup>1</sup>

<sup>1</sup>*Virginia Polytechnic Institute and State University*

Mothers and teachers often differ in reports of maladaptive behaviors for oppositional children (Strickland et al., 2012). This study extends prior research by examining child and family predictors of discrepancies between teacher and mother reports of children's adaptive and maladaptive behavior. Mothers and teachers of children with Oppositional Defiant Disorder (n = 69) reported children's conduct problems, attention problems, study skills, social skills and adaptability on the Behavioral Assessment Scale for Children-2 (Reynolds & Kamphaus, 1992). Mothers reported family cohesion, conflict, and expressivity on the Family Environment Scale (Moos & Moos, 1984). Greater family cohesion was related to mothers' under-reporting of attention problems relative to teachers' reports. Teachers' perception of better study skills was associated with their over-reporting of social skills and adaptability relative to mothers' reports. Perceptions of valued characteristics may influence judgments of child behavior. Findings reinforce the continued need to understand inter-reporter discrepancies in data collection.

A55

### RELATING VIOLENT TELEVISION EXPOSURE TO CURRENT AGGRESSIVE BEHAVIORS: A RETROSPECTIVE RECALL APPROACH

Jeff Seger<sup>1</sup>

<sup>1</sup>*Cameron University*

The purpose of this study was to assess the relationship between early exposure to violent television content and current aggression using a retrospective recall methodology. Three hundred sixty-one participants completed questionnaires of demographic information, current physical and verbal aggression, and socialization variables and then indicated how often they watched TV programs from the years 2000, 2005, and 2010. Violent TV exposure scores were created by summing participants' ratings of programs that contained high amounts of violent content. After accounting for demographic/socialization variables and general television exposure, there was a significant positive relationship between exposure to violent TV content in both 2000 and 2010 and participants' current physical aggression, but not in 2005. Participants' current verbal aggression was significantly and positively related to violent TV exposure in all three years. This was the first study to use a retrospective recall methodology to corroborate longitudinal media violence and aggression research.

A56

### COGNITIVE LOAD AND INHIBITING CUES ON TRIGGERED DISPLACED AGGRESSION

Joanna Howard-Field<sup>1</sup>, Eduardo A. Vasquez<sup>1</sup>

<sup>1</sup>*University of Kent*

We examined how inhibitory information might fail to decrease triggered displaced aggression under cognitive load. Participants (N=80) were randomly assigned to a condition in a 2 (cognitive load: high/low) x 2 (inhibiting cues: yes/no) between subjects design. Participants received an initial provocation from the experimenter and a subsequent triggering annoyance from the target of aggression. In the inhibitory cue condition, participants were told, before they had the opportunity to aggress, that others would learn of their aggressive responses. In the cognitive load condition, participants were under cognitive load while aggressing. We found significant main effects of cognitive load and inhibitory cue, which were qualified by the expected load x inhibitory cue interaction. Thus, inhibitory cues reduced displaced aggression under no-

cognitive load. However, when participants in the inhibitory cue condition were under cognitive load, aggression increased, suggesting that load interfered with the use of inhibitory information.

A57

### SEX AND GENDER ROLE INFORMATION IN A LABORATORY AGGRESSION PARADIGM BIASES JUDGMENTS ABOUT OTHER TRAITS

Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup>

<sup>1</sup>*University of North Dakota*

The present study examined judgments about aggressive behavior based on information about a competitor's gender (male vs. female) and gender role (masculine vs. feminine). One hundred and five male participants participated in a laboratory aggression paradigm and were then asked to rate a (bogus) opponent on several attributes. The opponents in this task were clearly portrayed as male or female and either feminine or masculine as part of the experimental manipulation. However, the behavior of the bogus opponent was standardized and objectively the same across all conditions. Participants were asked to rate the aggressiveness, competitiveness and fairness of their opponents. Participants rated a gender-incongruent female (masculine woman) as less "fair" than other opponents. Female opponents were also rated as more aggressive and competitive than their masculine counterparts. Overall, the subjective judgments about aggression appear to be influenced by assumptions about appropriate behavior for each gender.

A58

### THE EFFECTS OF BELIEF IN FREE WILL ON RETALIATORY AGGRESSION

Ryuji Matsumoto<sup>1</sup>, Ryosuke Sakurai<sup>1</sup>, Takumi Watanabe<sup>1</sup>, Kaori Karasawa<sup>1</sup>

<sup>1</sup>*University of Tokyo*

This study examined the effects of belief in free will on retaliatory aggression. It has been showed that belief in free will had strong relation to the attribution of responsibility and punishment. Thus, we predicted belief in free will would promote retaliatory aggression, although a previous research has suggested believing in free will reduced non-retributive aggression. Forty-five undergraduates participated in the study and they were randomly assigned to one of the three conditions (free will, determinism, or control). After free will manipulation, participants conducted the competitive reaction time task against a fictitious opponent, which measured retaliatory aggression. The results showed believing in free will increased retaliatory aggression among participants high in trait aggression. The finding raises the possibility that belief in free will of self and that of others differently influence aggressive behavior. Specifically, belief in free will of others can promote retaliatory aggression meanwhile that of self restrain aggression.

A59

### THE IMPACT OF TRAIT DISPLACED AGGRESSION ON CRIMINAL BEHAVIOR AND DRUG USE

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<sup>1</sup>*California State University at Long Beach*

Crime and drug use are social issues that have profound negative effects on society. Trait displaced aggression (TDA) is the tendency of an individual to respond to a provocation by aggressing against a target other than the original provocateur. The current study was the first to examine whether TDA was associated with (1) specific criminal behaviors and (2) specific types of drug use as well as the first to assess the potential mediating effect of impulsivity on these relationships. Participants (n=665) were administered self-report questionnaires assessing TDA, drug use, criminal behavior, and impulsivity. Results indicated that TDA was related to violent but not nonviolent crime and this relationship was mediated by

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impulsivity. In addition, TDA was related to the use of several specific drugs including crack, marijuana, and cocaine. Implications of these findings for reducing both crime and drug use will be discussed.

**A60**

**THE IMPACT OF SCHIZOTYPAL PERSONALITY DISORDER AND ANGRY RUMINATION ON VIOLENT CRIME**

Heather L. McLernon<sup>1</sup>, William C. Pedersen<sup>1</sup>, Robert A. Schug<sup>1</sup>

<sup>1</sup>*California State University at Long Beach*

Schizotypal personality disorder (SPD) is a pervasive pattern of behavior that includes interpersonal deficits, cognitive and perceptual distortions, and eccentric behaviors. Angry rumination is the perseverative thinking about an anger-producing event. Both have separately been shown to increase aggression but the current study is the first to look at their interactive effect on violent crime. Participants (n = 55) completed the Angry Rumination Subscale of the Displaced Aggression Questionnaire, the Schizotypal Personality Questionnaire, and the Self-Report Delinquency Measure. Results indicated that SPD moderated the effect of angry rumination on violent crime (p < .001). Specifically, rumination was positively related to violent crime for both those who have low and average levels of SPD. In contrast, participants high in SPD showed the highest frequency of crime, but this was not impacted by level of rumination. Implications of this research for the reduction of violent crime are discussed.

**A61**

**WHICH ITEM POOL REFLECTS NARCISSISTIC AGGRESSION? ITEM RESPONSE THEORY ANALYSES OF THE 40-, 16-, AND 13-ITEM NARCISSISTIC PERSONALITY INVENTORY**

Gregory D. Webster<sup>1</sup>

<sup>1</sup>*University of Florida*

Although the narcissism-aggression link is well established, which narcissism measure relates most closely to narcissistic aggression is not. Thus, the present research aggregated and performed secondary analyses on three samples in which undergraduates completed the 40-item Narcissistic Personality Inventory (NPI; N = 540); a subsample (n = 270) also participated in a hot sauce allocation experiment (randomly assigned positive or negative feedback on an essay written). Specifically, I compared the 40-item (Raskin & Terry, 1988), 16-item (Ames et al., 2006), and 13-item (Gentile et al., 2013) NPI versions. Item response theory analyses showed that, regarding per-item information, the NPI-16 and NPI-13 were more efficient than the NPI-40, and the NPI-16 was more efficient than the NPI-13. Regressing hot sauce allocated (log grams) to the ostensible negative evaluator onto the three NPI versions (controlling for feedback) showed that the NPI-40 and NPI-16 were significant positive predictors, but not the NPI-13.

**A62**

**THE PSYCHOPATHOLOGICAL CONSEQUENCES OF MACHIAVELLIAN VIEWS AND TACTICS**

Conal Monaghan<sup>1</sup>, Boris Bizumic<sup>1</sup>, Martin Sellbom<sup>1</sup>

<sup>1</sup>*Australian National University*

Machiavellianism represents an individual's tendency to manipulate and exploit others in a social world perceived to be hostile. Research has generally been inconsistent regarding the psychopathological consequences of Machiavellianism. This has been partly due to the psychometric problems of its most widely used measure, the Mach IV. We conducted Study 1 to investigate its structure and its associations with psychopathology among 1,478 US participants. Item analysis and confirmatory factor analysis showed that Mach IV had numerous weak items, and that the only two clear factors represent Machiavellian tactics and views. Structural equation modeling suggested that Machiavellian views were generally a stronger predictor than tactics of depression, fear, anxiety, impulsivity, externalising psychopathology, and thought

dysfunction. The two-factor structure and test-retest reliability were subsequently supported in Study 2 using a longitudinal Australian sample (N = 241). These findings demonstrate the multidimensional nature of Machiavellianism and highlight the psychopathological implications of Machiavellian views.

**A63**

**PSYCHOPATHIC TRAITS AND THEORY OF MIND DEFICITS: A BEHAVIORAL GENETIC INVESTIGATION**

Leslie Berntsen<sup>1</sup>, Catherine Tuvblad<sup>1</sup>, Laura Baker<sup>1</sup>

<sup>1</sup>*University of Southern California*

Theory of mind (ToM) refers to the ability to attribute unique mental states to (or perceive minds in) other people, even though those mental states might differ from your own. Although there is substantial evidence of social-cognitive and emotional deficits that underlie psychopathy, findings on ToM and psychopathic traits are mixed and often differ as a function of the study sample and the task employed. Drawing participants from the Southern California Twin Study of Risk Factors for Antisocial Behavior (RFAB), the present research investigates (1) whether non-referred adolescent twins who exhibit high levels of psychopathic traits also exhibit poorer performance on a verbal ToM task and (2) whether this relationship is best accounted for by genetic or environmental factors. Phenotypic correlations confirm the hypothesized relationship between ToM deficits and psychopathic traits and bivariate Cholesky decomposition models reveal that theory of mind deficits and psychopathic traits share significant common genetic influences.

**A64**

**MORAL TRANSCENDENCE, IDEOLOGY AND TORTURE: PRIMING MORE TRANSCENDENT MORAL SCHEMA REDUCES SUPPORT FOR TORTURE INDEPENDENT OF IDEOLOGY**

Bennett T Callaghan<sup>1</sup>, Ian Grant Hansen<sup>2</sup>

<sup>1</sup>*University of Illinois, Urbana-Champaign*, <sup>2</sup>*York College, CUNY*

Our study (N = 401) investigated the impact of priming Kohlbergian moral transcendence on attitudes towards torture. Participants were primed with Personal Interest, Norm Maintenance, or Postconventional moral schema and then evaluated interrogation scenarios. Participants also addressed questions about values and ideology. Among participants primed with lowest transcendence (Personal Interest), correlations were strongest between valuing information, valuing punishment, and supporting more coercive interrogation techniques against hypothetical detainees. These associations weakened with greater primed transcendence—implying a decreased reliance on utilitarianism and punitiveness to justify torture. Those in higher-transcendence conditions also supported using fewer coercive interrogation techniques overall. Conservative ideology did not mediate or moderate this effect, or independently predict the dependent variable. In addition, greater primed transcendence resulted in significantly lower correlations between conservatism and authoritarianism. Overall, exposure to moral transcendence changed the justificatory associations participants had with supporting torture and, regardless of ideology, generally reduced their support for it.

**A65**

**PUTTING THE "I" IN VICTIM: CONCERN FOR THE SELF MODERATES EFFECTS OF JUST WORLD BELIEFS ON VICTIM BLAME**

Yael Granot<sup>1</sup>, Emily Balcetis<sup>1</sup>, James Uleman<sup>1</sup>

<sup>1</sup>*New York University*

Victim blame is a paradox, involving simultaneous acknowledgment of an individual's innocence and culpability. According to just-world theory (Lerner, 1980), such blaming results from conservative-leaning beliefs that people get what they deserve. The literature, however, provides inconsistent evidence linking just-world beliefs to victim blame. We present three studies (N=539)



suggesting that victim blame is more fully explained by the interaction of just-world beliefs and concern for the self. We show that primed just-world (vs. unjust) beliefs and first-person (vs. observer) perspectives produce more blame of a hurricane victim than either construct alone (Study 1). We also show this pattern for blame of an assault victim, among female participants primed with just-world beliefs and made self-aware through a photograph of the self (Study 2). Finally, we replicate Study 1 with self-reported threat, suggesting threat as a mechanism by which victim blame emerges (Study 3). We discuss implications for victim aid policies.

**A66**  
**MORAL EXCELLENCE, OPPRESSION AND VIOLENCE: PRIMING TRANSCENDENCE REDUCES SUPPORT FOR SOCIAL DOMINATION AND WAR AMONG APPRECIATORS OF "MORAL BEAUTY"**

Ian Grant Hansen<sup>1</sup>, Abraham Dickey<sup>1</sup>, Vi Ngo<sup>1</sup>, Victoria Monroe<sup>2</sup>, Andrea Mendez<sup>1</sup>, Gabriela Cedillo<sup>1</sup>, Marlinda King<sup>3</sup>  
<sup>1</sup>York College, CUNY, <sup>2</sup>College of Staten Island, CUNY, <sup>3</sup>Andrews University

We reanalyzed a subset of a yourmorals.org sample (n = 5120), comparing videos priming "transcendence"—awe, elevation or admiration—with non-transcendent videos (priming cuteness, amusement or neutral concepts). Condition only affected victimizing inclinations among participants intermediate in Engagement with Moral Beauty (EMB) (Deissner et al, 2008): less support for social domination and war, and more support for peace, among those primed with transcendence. EMB itself—which measures the degree to which people are emotionally moved by moral excellence—was also negatively related to support for social domination and war and positively related to support for peace. Transcendence has religious conceptual associations (Haidt, 2014), and subsequent analyses found that moral foundations embraced by religious conservatives—"Ingroup," "Authority," and "Purity" (see Graham et al, 2009)—were positively correlated with EMB. That these partly "conservative" constructs predict opposition to "right wing" forms of victimization suggests conceptual tension within the construct of conservatism.

**A67**  
**"CONSERVATIVE" RELIGIOSITY, "CONSERVATIVE" AUTHORITARIANISM, AND INSTITUTIONAL LIBERTY: CROSS-NATIONAL AND EXPERIMENTAL INVESTIGATIONS**

Valerie Jackson<sup>1</sup>, Ian Grant Hansen<sup>2</sup>  
<sup>1</sup>California School of Professional Psychology at Alliant International University, <sup>2</sup>York College, CUNY

In two multi-nation studies (total N = 86,371) we examined how national oppression—measured by an index of lack of liberty and by the number of refugees originating from the country—was related to religiosity (belief in God, frequency of prayer, frequency of religious attendance) and certain other measures of conservatism (authoritarianism, exclusivity) that were correlated with religiosity. In both studies we found that when controlling for human development, national oppression had weakly positive relationships with residents' exclusivity or authoritarianism, but modestly negative relationships with religiosity. In a follow-up study (N = 156), when participants at an urban college were primed with survey items about religiosity, they were less supportive of oppressive and militaristic policies than if unprimed or primed with items about authoritarianism. These findings offer preliminary evidence that "conservative" religiosity can relate positively to liberty in spite of the fact that exclusivity and authoritarianism relate negatively to it.

**A68**  
**WHY DOES RELIGION CURB AGGRESSION?: THE ROLE OF SELF-CONTROL AND COMPASSION**

James A. Shepperd<sup>1</sup>, Wendi A. Miller<sup>1</sup>, Colin T. Smith<sup>1</sup>  
<sup>1</sup>University of Florida

Although people have used religion to justify aggression, greater religiousness actually corresponds with less aggression. We tested two explanations for the religion-aggression link. First, religion teaches self-control (e.g., delaying gratification, resisting temptation), which diminishes aggression. Second, religion teaches compassionate beliefs and behaviors (i.e., perspective taking, forgiveness, a broader love of humanity) that are incompatible with aggression. We explored the two explanations in a longitudinal study (3 time points separated by 6 months) of 1,040 adolescents. We set religion as the predictor, self-control and compassion as the mediators, and self-reported direct and indirect aggression as the outcomes. Structural equation analyses revealed that both self-control and compassion partially mediated the religion-aggression relationship and that including both mediators in the model completely mediated the relationship for both types of aggression. In short, self-control and compassion entirely explained the relationship between religiousness and aggression.

**A69**  
**THE EFFECT OF RELIGION PRIMING ON AGGRESSIVE BEHAVIOR**

Christopher L. Johnson<sup>1</sup>, William C. Pedersen<sup>1</sup>, Anna Abella<sup>1</sup>, Clare Caldera<sup>1</sup>, Neilou Heidari<sup>1</sup>, Cristian Lopez<sup>1</sup>, Jon Nieva<sup>1</sup>, Joseph Nunez<sup>1</sup>, Evelyn Saldana<sup>1</sup>, Andrew Taylor<sup>1</sup>, Holly Turner<sup>1</sup>  
<sup>1</sup>California State University at Long Beach

Previous findings investigating the relationship between religion and aggression are mixed possibly due to the complex, multidimensional nature of religion. The current study is the first to examine the priming of several different aspects of religion on subsequent aggression including categories relevant to the supernatural punishment hypothesis which posits that the fear of a supernatural punisher promotes prosocial behavior. Each participant (n = 254) was primed with either evil supernatural, good supernatural, institutional religion, spirituality, or the control condition of positively valenced words. Participants were then provoked and given an opportunity to aggress against their provocateur. Results indicate that, compared to participants primed with positively valenced words, aggression was reduced among participants primed with words related to evil supernatural agents (p < .01) and good supernatural agents (p < .05), but neither institutional religion nor spirituality had an impact on aggression. Implications for reducing aggressive behavior are discussed.

**A70**  
**HOW IS AGGRESSION RELATED TO SELF-COMPASSION AND SELF-ESTEEM?**

Sarah Wagner<sup>1</sup>, Eugene Eusebio<sup>1</sup>, Frank Du<sup>1</sup>, Mimi J. Pan<sup>1</sup>, Hui Li<sup>2</sup>, Jae H. Paik<sup>1</sup>, Seung Hee Yoo<sup>1</sup>  
<sup>1</sup>San Francisco State University, <sup>2</sup>Hui Li-International Institute for Chinese Early Education

Unlike self-esteem, self-compassion is not based on self-evaluation or the need to maintain a positive view of the self. Therefore, how these two variables are related to acts of aggression would differ. Self-esteem would be related to more aggression because of the need to defend the ego when self-esteem is threatened. In contrast, self-compassion would be related to less aggression because a person high on self-compassion would have less of a need to defend their ego and react aggressively. The present study examined the relationship between self-compassion, self-esteem and aggression. Chinese middle school students rated their levels of self-compassion, self-esteem and aggression. It was found that higher self-compassion was related to engaging in fewer acts of aggression whereas higher self-esteem was related to more aggression. These

results suggest that self-compassion may be an important trait for reducing adolescents' aggressive behavior.

**A71**  
**DO INTERPERSONAL DISTANCING BEHAVIORS PREVENT AGAINST GETTING INVOLVED IN JUVENILE DELINQUENCY?**

Yukako ISHII<sup>1</sup>

<sup>1</sup>*Fuji Women's University*

Traditional social skill studies have treated only Positive (so-called desirable) Communications such as assertion and relational maintenance as social skills. However, under the circumstance of real life, we often use Negative-Communications including deception, lying, and avoiding behaviors as useful communication tools. Thus, I suppose such negative communications can be some kinds of social skills, and name them "interpersonal distancing skills", that include avoiding and deceiving behaviors. In this study, I examine their interpersonal effects, especially the preventing function against getting involved in a juvenile delinquency. Two questionnaire investigations of delinquent (N=70, investigation 1) and non-delinquent (N=226, investigation 1; N=637, investigation 2) adolescents were conducted. Results showed that the score of interpersonal distancing skills in juvenile delinquents was significantly lower than that of control group (investigation 1), and in control group, interpersonal distancing skills restrain youth from problem behaviors especially when they have deviant friends (investigation 2).

**A72**  
**SOCIAL AGGRESSION IN FEMALES: WHAT ARE THE PREDICTORS?**

Emily S. Cleveland<sup>1</sup>, Heather Festa<sup>1</sup>, Ana Rodriguez<sup>2</sup>, Marian A. Villanueva<sup>1</sup>

<sup>1</sup>*California State University at East Bay*

Aggression has been argued to be sexually dimorphic, with males displaying higher rates. Research supporting this has focused on operationalizations emphasizing direct physical/verbal aggression, which are typical forms of male aggression. Female aggression is typically social/relational and includes exclusion, gossiping, and/or friendship manipulation. Only a few studies have explored the origins of social aggression. Cleveland (2014) was the first to show associations of digit ratio (2D:4D; a marker of prenatal androgen exposure), emotional intelligence (EI), and parenting styles to social aggression. These variables predicted 21% of the variance in female social aggression. The current follow-up study included additional variables to increase the power of the model. Specifically, the follow-up (n = 284) included 2D:4D, EI and parenting but also parent-child attachment history, inter-parental conflict, impulsiveness, agreeableness, anger expression, and TV-viewing behavior. Analyses indicate that social aggression is associated with all the predictors, which account for 38% of the variance.

**A73**  
**THE RELATIONSHIP BETWEEN EEG ASYMMETRY, TRAIT DISPLACED AGGRESSION, AND VIOLENT CRIME**

Gianni G. Geraci<sup>1</sup>, William C. Pedersen<sup>1</sup>, Robert A. Schug<sup>1</sup>

<sup>1</sup>*California State University at Long Beach*

Electroencephalography (EEG) asymmetry occurs when the two hemispheres of the brain display different levels of activity. Previous literature links asymmetrical delta wave activity to aggressive behavior. Trait displaced aggression (TDA) is the tendency of an individual to respond to a provocation by aggressing against a target other than the original provocateur. The current project is the first to investigate the interactive effect of delta wave asymmetry and TDA on violent crime. Participants (n=52) completed a resting EEG recording followed by measures of TDA and criminal activity. Results indicated that TDA moderated the effect of delta asymmetry on violent crime. Specifically, for those with high and average levels of TDA there was a significant positive

relationship between right over left hemispheric asymmetry in the delta band and violent crime whereas those low in TDA were not impacted by EEG asymmetry. Implications for the understanding and reduction of violent crime are discussed.

## Applied Social Psychology

**A74**  
**SUICIDAL IDEATION IN YOUTH AS DETERMINED BY PARENT-CHILD CONFLICT**

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<sup>1</sup>*Azusa Pacific University*, <sup>2</sup>*University of California Los Angeles*, <sup>3</sup>*Arizona State University*

The present study examined survey results concerning parent-child conflict and behavioral outcomes from 393 Latino and European-American families. Results found a consistent relationship between family conflict and adolescent behavioral outcomes (i.e., suicidal ideation, internalizing and externalizing). Specifically, adolescents showed more suicidal tendencies, depression and antisocial behavior when participants reported higher frequencies of yelling, screaming, and physically punishing in the home. In addition, there were consistent correlations between conflict and behavioral outcomes in European-American families from all reports (mother, father, adolescent). However, in Latino families, only conflict with the father related to greater negative psychosocial adjustment based on child and father report. The findings demonstrate the differential links between parent-child conflict and the behavioral adjustment of adolescents across cultures, similar to previous work (Steinberg, 2001). Future work can examine the nuances of how conflict is interpreted differently on a cultural level and the significant psychosocial impact on all family members.

**A75**  
**PERCEIVED MARIJUANA USER RACE/ETHNICITY AND SUPPORT FOR MARIJUANA LEGISLATION**

Tabitha Waite<sup>1</sup>, Kristin N. Dukes<sup>1</sup>

<sup>1</sup>*Simmons College*

Despite clear legal consequences for people of color such as disproportionately high arrest and incarceration rates, there is limited research examining how perceptions of marijuana users' race/ethnicity may impact support for the decriminalization and legalization of marijuana. 128 participants (82.8% White, 57% Women) reported which race/ethnic group they perceived as using marijuana most and opinions about marijuana use (e.g., use is dangerous), punishment for use (e.g., users should be treated like criminals) as well as legalization and decriminalization. Perceiving Blacks as greater users of marijuana was associated with negative views of marijuana use, greater punishment of marijuana users, and lack of support for marijuana decriminalization and legalization. This pattern did not emerge with perceptions of other racial/ethnic groups as predominate users of marijuana. These findings suggest that perceived race/ethnicity of marijuana users may influence support for marijuana legislation, which has implications how proponents of marijuana legislation reform present their case.

**A76**  
**WILL OBSERVING FAILING ENTREPRENEURS REDUCE OTHER PEOPLE'S ENTREPRENEURIAL INTENTIONS?: THE MODERATION ROLE OF SELF-ESTEEM**

Guifeng Ding<sup>1</sup>, Ning Chen<sup>2</sup>, Weili Li<sup>1</sup>

<sup>1</sup>*He Nan University*, <sup>2</sup>*Clarion University of Pennsylvania*

Observing failing entrepreneurs could decrease one's entrepreneurial intention. Individuals with high self-esteem, however, may frame a failure as a challenge, and are willing to take the opportunity to prove self-worth. The current study explores whether individuals with high vs. low self-esteem have different responses to others' fail. In Study 1, 142 college students were

randomly assigned to a Fail-of-a-Schoolmate Condition and a Control Condition, and completed a Self-esteem scale, an Entrepreneurial Intention Scale as well as covariates. Results showed that compared with individuals with low self-esteem, high self-esteemers were more likely to start a venture when exposed to others' failure. In Study 2, 157 students read a similar story where the actor in this story was a star graduate. Results showed the same pattern as Study 1. In addition, self-esteem affected entrepreneurial intention via entrepreneurial self-efficacy. These findings enrich our understanding of self-esteem by demonstrating its association with entrepreneurial intentions.

**A77**  
**A META ANALYSIS OF ANTICIPATED AFFECTIVE REACTIONS IN THE THEORY OF PLANNED BEHAVIOR**

**Mark T. Conner<sup>1</sup>, Rosie McEachan<sup>1</sup>, Rebecca Lawton<sup>1</sup>**  
<sup>1</sup>*University of Leeds*

Two measures of affect (affective attitude, AA; anticipated affective reaction, AAR) have rarely been used simultaneously in correlational studies predicting health behaviors. This research assessed their individual and combined impact in predicting intention and action for a range of health behaviors controlling for Theory of Planned Behavior (TPB) variables. Using random effect meta-analysis our findings indicated that AA and AAR were only moderately inter-correlated, although both had significant correlations with both intentions and behavior. AA was a significant predictor of intentions and behavior after controlling for TPB variables. AAR was a significant predictor of behavior but not intentions when controlling for TPB variables. Several relationships were moderated by health-behavior category. Both AA and AAR are important predictors of health behaviors and can have independent effects on intentions and action when controlling for TPB variables. Studies manipulating both variables to test independent and combined effects on behavior change are required.

**A78**  
**TEACHERS' RESPONSES TO MISTAKES PREDICT STUDENTS' BELONGING AND POSITIVE TEACHER RELATIONSHIPS IN MATH CLASS**

**Eric N. Smith<sup>1</sup>, Carissa Romero<sup>1</sup>, Dave Paunesku<sup>1</sup>, Greg Walton<sup>1</sup>, Carol Dweck<sup>1</sup>, Jo Boaler<sup>1</sup>**  
<sup>1</sup>*Stanford University*

Teachers may worry that focusing on mistakes could have negative consequences for students' experiences in math classrooms. On the other hand, a focus on the usefulness of mistakes may instead help students feel that their potential and development is valued in class. The current study explored the relationship between math teachers' responses to mistakes and students' experiences in math class. We surveyed 154 high school and middle school math teachers and their 8,800 students during the second semester of the academic year. Teachers who reported responding to mistakes more positively (by showing excitement or by helping students work through mistakes) had students with higher levels of belonging in math class and more positive relationships with their teachers. These results demonstrate that, rather than harming students' experiences in math class, promoting mistakes may confer important benefits to students' experiences of math class.

**A79**  
**HOW DOES SOCIAL EMBEDDEDNESS AFFECT OUR CREATIVITY?**  
**Magda Jagielska<sup>1</sup>, Iwona Pilchowska<sup>1</sup>**  
<sup>1</sup>*University of Warsaw*

One factor influencing the level of creativity might be the quality of social interactions and lack of fear of being socially rejected. The aim of the study was to create analyze the relationship between the characteristics of the social structure and individual level of creativity. The study group was analyzed from the perspective of: - attachment styles - social relations made via online communicator -

personality factors. The level of creativity was measured by tests of divergent thinking based on the number of different responses to a given problem. Two studies were conducted using a commercial online tool tracking IP numbers of participants based on the answers given by 381 people. Analysis shown that people who tended to be more socially independent and less embedded in the social networks gave more divergent responses to the creativity test during the research.

**A80**  
**SOCIO-PSYCHOLOGICAL PREDICTORS OF FARMING SUCCESS IN THE FACE OF CLIMATE CHANGE: THE ROLE OF RISK ATTITUDES AND SATISFACTION AMONG SRI LANKAN FARMERS**

**Andrew C. Provenzano<sup>1</sup>, Heather B. Truelove<sup>1</sup>**  
<sup>1</sup>*University of North Florida*

In developing countries, increased drought poses a threat to subsistence farmers who must adapt their farming practices to deal with climatic changes. It has been shown that risk perceptions and efficacy beliefs influence adoption of agricultural adaption practices and that food productivity increases as adaptation behaviors increase. However, little work has directly investigated the impact of these socio-psychological characteristics on crop yield. Longitudinal surveys with 278 Sri Lankan paddy farmers were conducted before and after the major rice growing season. A regression model explained more than a quarter of the variance in crop yield, with those reporting higher satisfaction in irrigation amounts having increased crop yields. Additionally, more risk averse farmers and those with lower risk perceptions of drought before the season experienced better crop yields. Findings support the notion that socio-psychological variables are important predictors of farm productivity in the face of climate changes.

**A81**  
**SOCIAL SUPPORT, TYPES OF SURGERY, AND BODY IMAGE AMONG CHINESE BREAST CANCER SURVIVORS**

**Reese Y. W. Tou<sup>1</sup>, Nelson C. Y. Yeung<sup>1</sup>, Yuen-Yu Lau<sup>1</sup>, Qian Lu<sup>1</sup>**  
<sup>1</sup>*University of Houston*

The impact of different types of surgery on body image among breast cancer survivors have been studied in western literature. However, there is a lack of research exploring how social support and surgery types relate to Chinese cancer survivors' body image. In a survey, we measured the surgery types (i.e. mastectomy or lumpectomy), body image, and social support from family and friends among 69 Chinese breast cancer survivors. Results from hierarchical regression showed that when controlling for stage of cancer diagnosis, social support was positively associated with the feeling of sexually attractive, feeling like a woman, and awareness of the way of dressing; having a mastectomy (versus lumpectomy) was negatively associated with feeling like a woman and awareness of the way of dressing. Findings seem to suggest that mastectomy could worsen body image, and social support is important in Chinese breast cancer survivors' body image.

**A82**  
**CULTURAL OPENNESS: A CROSS-CULTURAL INVESTIGATION OF THE LINK BETWEEN THE SCHWARTZ CULTURAL VALUES AND INTERNATIONAL FRIENDSHIPS ON FACEBOOK**

**Nishtha Lamba<sup>1</sup>, Alex Kogan<sup>2</sup>**  
<sup>1</sup>*University of Cambridge*, <sup>2</sup>*University Of Cambridge*

Multiculturalism in today's globalised world is embedded in our cross-cultural interactions. The present investigation provides evidence of values promoting or discouraging internationalism. Country level pre-collected and aggregated data on values and internationalism were taken from Schwartz (1988-2005) & Facebook (2010-2011). Internationalism was explored on two metrics a) percentage of international friends and b) percentage of the international friendships achieved by the difference between doing "friending" and being "friended" (sending & receiving international

friend requests). While the former metric suggests how 'international' a country is, the latter examines whether a country 'actively reaches out' to other nations. It was found that Middle Eastern and Western African nations were most international and were actively reaching out the most to the world. Furthermore, a) tradition and achievement oriented cultures trended towards being more international and b) cultures prioritising egalitarianism, benevolence and self-transcendence were actively friending people from other cultures.

**A83  
PATCHING THE ACADEMIC PIPELINE: MINORITY TRAINING PROGRAMS IMPACT SUCCESS AND PERSISTENCE.**

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The nation's ethnic diversity is not reflected in the diversity of research scientists. Psychosocial barriers contribute to the gap. We draw data from a 9-year nationwide study measuring the impact of minority training programs (MTPs) aimed to reduce psychosocial barriers and increase African Americans, Latino/Hispanics and Native Americans persistence in biomedical sciences. Biannual surveys of 1420 underrepresented minority (URM) science students measured degree attainment, graduate program acceptance, and interest in scientific research careers for MTP completers, MTP non-completers, and non-MTP students. Results indicate that MTP completers were more likely than non-MTP and MTP non-completers to attain an undergraduate degree,  $X^2(3)=12.38$ ,  $p<.01$ , and be accepted into a science graduate school program,  $X^2(3)=47.31$ ,  $p<.001$ . Analysis also indicated that MTP students maintain higher intentions to pursue a science research career,  $t(99)=3.24$ ,  $p<.005$ ,  $d=0.23$ , compared to non-MTP students. Results suggest MTPs have been successful in retaining URMs in the scientific pipeline.

**A84  
GLOBAL PROCESSING MAKES PEOPLE HAPPIER THAN LOCAL PROCESSING**

Suhui Yap<sup>1</sup>, Li-jun Ji<sup>1</sup>, Kayla McGeorge<sup>2</sup>, Mike Best<sup>1</sup>  
<sup>1</sup>Queen's University, <sup>2</sup>University of Toronto

Past research has demonstrated that mood can influence people's level of cognitive processing (global vs. local). In three studies with a total of 276 participants, we hypothesised and found that the level of processing can significantly influence mood as well. In 3 studies, we manipulated participants' level of cognitive processing using Navon-letters task, landscape pictures and images of Google Map Street view respectively. Participants in the global cognitive processing condition are found to have higher self-rated happiness than participants in the local processing condition. In addition, a meta-analysis on all the studies we have conducted (inclusive of those without significant results) revealed that this effect of people's global cognitive processing style on their happy mood is significant too. In conclusion, these results, together with previous findings, suggest that the link between the level of cognitive processing and mood can be reciprocal.

**A85  
OPTIMISTIC PERFORMANCE EXPECTATIONS: HELPFUL OR HARMFUL TO ACADEMIC PERFORMANCE AND AFFECT?**

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<sup>1</sup>University of North Dakota

Optimistic performance expectations can be beneficial or detrimental. Pre/post-exam performance estimates were examined among 176 undergraduates to determine whether: 1) performance estimates become more optimistic or realistic/pessimistic post

exam; 2) optimistic vs. realistic/pessimistic estimates differ in actual performance; and 3) optimistic vs. realistic/pessimistic estimates result in different affective experiences upon receiving performance feedback. Most (76%) pre-exam performance estimates were optimistic (compared to actual exam scores), with only 4% becoming realistic/pessimistic post-exam, indicating that actual performance had little impact on expectations. Pre-exam optimism resulted in poorer performance than realism/pessimism ( $M_s = 69.05\%$  vs.  $87.71\%$ ),  $F(1,173)=83.08$ ,  $p<.001$ . The same was true for post-exam optimism vs. realism/pessimism. MANCOVA results, controlling for actual exam score, indicated that compared to realism/pessimism, optimistic pre- and post-exam expectations resulted in significantly more disappointment and frustration, and less happiness, pride, relief, and satisfaction upon receiving performance feedback. Findings highlight the academic detriment associated with optimism (Robins & Beer, 2001).

**A86  
THE CONSEQUENCES OF CREATIVE WORK: HOW A CREATIVE OUTLET LIFTS THE PHYSICAL BURDEN OF SECRECY**

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<sup>1</sup>Cornell University, <sup>2</sup>Vanderbilt University

Most research on creativity has focused on the production of creative solutions but has not considered the possibility that the act of performing creative work can have psychological consequences. We illustrate this perspective by demonstrating that working on a creative task can provide an outlet that mitigates the physical burden of secrecy. While secrecy is metaphorically related to physical burden, creativity is metaphorically associated with freedom to "think outside the box" and explore beyond normal constraints. Thus, we predict permission to be creative may actually feel liberating and feelings of liberation may lift the physical burden of keeping a big secret. The results of three studies supported our prediction that the opportunity to be creative may be a way for people to unburden without directly revealing secrets that could cause embarrassment. We discuss the implications of our results for future research on the psychological consequences of performing creative work.

**A87  
ESCAPING THE PAIN OF OTHERS: PSYCHOLOGICAL DISTANCE DECREASES EMPATHY AND HELPING**

Olivia Beers<sup>1</sup>, Geoffrey Wetherell<sup>1</sup>, Kimberly Quinn<sup>1</sup>  
<sup>1</sup>DePaul University

We examine the relationship between construal level and desire to help. In a first study, participants completed a construal manipulation (Navon, 1977) and watched a film depicting a person in moderate distress. They completed items assessing personal distress, inclusion of the self in other, empathic concern, and desire to help. Participants in abstract construal experienced greater self-other merging, empathic concern, and desire to help. Self-other merging and empathy mediated the construal level to helping relationship. In a second study, participants viewed a person in moderate or extreme distress and completed measures of personal distress, construal level, empathic concern, and desire to help. Construal level, self-other merging, and empathy mediated the relationship between the severity of observed distress and helping. These results suggest people can regulate personal distress by focusing on the task at hand, which increases the likelihood of helping.

**A88  
GLUCOSE ALLOCATION DURING SELF-REGULATION IS AFFECTED BY WILLPOWER BELIEFS AND ROLE MOTIVATIONS**

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Ego depletion was initially understood as the depletion of an energy resource, such as blood glucose. Recent work has favored a model

based on energy allocation in which motivation and beliefs change patterns of allocating stored resources. Experiment 1 built on evidence that believing in unlimited willpower reduces depletion effects. Participants who were induced to regard willpower as unlimited showed an increase in blood glucose levels and no drop in performance. Experiment 2 found parallel results by manipulating power: Participants assigned to be group leaders showed an increase in blood glucose and no drop in performance. Experiment 3 replicated the glucose findings from Experiment 1 and included two additional severe depletion conditions. Regardless of whether participants held the belief in limited or unlimited willpower, severe depletion decreased blood glucose. These findings indicate that beliefs and motivations may prevent ego depletion by increasing allocation of glucose energy to the current tasks.

**A89**  
**MAKING BEHAVIOR CHANGE MEANINGFUL MAKES MEANINGFUL CHANGE: INTRINSIC INTEREST MEDIATES THE COMMITMENT-ATTITUDE LINK**

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While competitions like the Clear the Air Challenge (CTAC) are effective in initiating behavior change, such external motivations are unlikely to create long-term, enduring behaviors. Two interventions known to produce long-term change are elaboration (self-persuasion) and dissonance. Consenting participants completed surveys, and were randomized to one of three conditions: a control group (N= 166), elaboration (N= 166), or dissonance (N=192). Elaboration and dissonance participants reported how committed they were to changing their travel behaviors. Next, elaboration participants stated their goals and reasons for participating and dissonance participants reported which of 9 non-environmental behaviors they had done in the previous month (dissonance). Analyses showed both treatment groups had more favorable attitudes after the challenge compared to a no treatment group (N=115). Analyses for both elaboration and dissonance participants showed the initial commitment to final attitude relationship was mediated by the person's ability to make alternative modes of travel interesting, productive, or fun.

**A90**  
**THE RELATIONSHIP BETWEEN SOCIAL IDENTITY MOTIVATION AND SOCIAL IDENTITY TYPES OF THE NEW GENERATION OF MIGRANT WORKERS**

Yingnan Meng<sup>1</sup>, Shuhua Zhang<sup>1</sup>, Xinghong Jiang<sup>1</sup>  
<sup>1</sup>Shenyang Normal University

Previous studies have shown that social identity conflict phenomenon in new generation of migrant workers, this will not only caused a lot of damage to their body and mind, is also a potential threat to the social stability and unity. Explore the motivation in social identity types, it has important significance to control and improve the production of new generation migrant workers social identity conflict, ensure that migrant workers into the city life better. This paper from the psychology perspective investigate 316 new generation of migrant workers, through the interview method, implicit association test and the questionnaire of social identity motives, comprehensive analysis the relationship between social identity types and social identity motivation of new migrant workers, and by changing the motive dimensions (Improve self-esteem) to verify the influence of social identity motivation to social identity types.

**A91**  
**HINDSIGHT BIAS IN WIKIPEDIA**

Aileen Oeberst<sup>1</sup>, Ina von der Beck<sup>1</sup>, Steffen Nestler<sup>2</sup>  
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The hindsight bias refers to enhanced perceptions of inevitability and foreseeability of an event once it occurred. It has been robustly found in individual representations. But is it likewise mirrored in collaboratively written representations of events such as in Wikipedia? The online encyclopedia—while free to be edited by virtually anyone—operates on several explicit principles, which are set up to exclude any personal opinions and subjective impressions. In 2 studies, we examined whether representations of events changed over time. We selected different events and had raters code the following versions of the respective Wikipedia articles: the last before the event took place (t1), the first after the event took place (t2) and a version 8 weeks after the event took place (t3) with respect to the inevitability of the event. The results indicate a presence of a hindsight bias in Wikipedia, though mainly for articles about disasters.

**A92**  
**THE EMPIRICAL STUDY ON THE RELATIONS AMONG SOCIAL IDENTITY, COLLECTIVE SELF-ESTEEM AND INTERGROUP BIAS OF THE NEW GENERATION OF MIGRANT WORKERS**

Jianpeng Bai<sup>1</sup>, Shuhua Zhang<sup>1</sup>, Yingnan Meng<sup>1</sup>  
<sup>1</sup>Shenyang Normal University

In the migrant workers, the proportion of the new generation of migrant workers is growing, more than 60%. It will affect the city social harmony and stability whether the new generation of migrant workers can be integrated into the city, however the intergroup bias between them and the city people will generate a huge impact for the new generation of migrant workers integrating into the society. It is significant for exploring the relationship among social identity, collective self-esteem and intergroup bias of new generation of migrant workers to reveal the intergroup bias of psychological mechanisms and to develop the strategies of eliminating intergroup bias. In this paper, from a psychological perspective, took the new generation of migrant workers for the study, measuring and analyzing their relationship of social identity, collective self-esteem and intergroup bias. After using the method of intervention, to measure those three variables are whether changed or not.

**A93**  
**WHAT TO WRITE? AND HOW TO WRITE? THE BENEFITS OF DAILY WRITING**

Lixin Jiang<sup>1</sup>, Lingnan He<sup>2</sup>, Bryce Arseneau<sup>3</sup>  
<sup>1</sup>University of Wisconsin at Oshkosh, <sup>2</sup>Sun Yat-sen University, <sup>3</sup>University of Wisconsin Oshkosh

This study explored the benefits of daily writing. Specifically, it examined what to write (e.g., positive or negative event) and how to write (e.g., updating one's Facebook account or a personal journal). Eighty-three participants were randomly assigned to this 2 (Event: positive vs. negative) X 2 (Media: online vs. personal journal) between-participants design. In a controlled lab setting, for five consecutive days participants wrote down either a positive or negative life event either on their micro-blogging account or on a piece of paper. On the first and last day, they were surveyed on personal mastery and psychological well-being. We found significant event-by-time interactions, demonstrating the benefits of recording positive events regardless of the writing media. That is, participants who wrote negative events reported decreasing psychological well-being from Day 1 to Day 5 whereas those who wrote positive events reported increasing personal mastery from Day 1 to Day 5.

A94

**REDUCING SOCIAL EVALUATIVE CONCERNS IMPROVES GOLF PERFORMANCE**Sara Etchison<sup>1</sup>, Mark W. Baldwin<sup>2</sup><sup>1</sup>UCLA, <sup>2</sup>McGill University

Sport performance is often undermined by social evaluative concerns and the anxiety they produce. We tested whether an intervention that has been used to reduce these concerns in other domains would similarly benefit sport performance. The intervention involves training attentional bias away from rejection by having participants repeatedly identify the sole accepting face among many rejecting faces. In two field experiments comprising 54 total participants, we randomly assigned casual golfers (Study 1) and collegiate golfers (Study 2) either to the intervention or to a non-social visual-search control condition. Golfers in the intervention condition scored nearly half a standard deviation better than those in the control condition in both studies. The findings support a social evaluative understanding of the pressure in sport performance while demonstrating a quick and effective way to boost performance.

A95

**WHEN GROUP VALUES AND GROUP BEHAVIORS DO NOT ALIGN: AN INTERVENTION FOCUSED ON SOCIAL NORMS**Laura French Bourgeois<sup>1</sup>, Roxane de la Sablonnière<sup>1</sup><sup>1</sup>Université de Montréal

To encourage an individual that does not follow a value endorsed by his group, research on social norms has shown that making this value salient will encourage him follow it. This research has been conducted in contexts where the majority of group members behaved conformingly with the value, reinforcing the promoted message. However, the behavior of the majority of group members is not always coherent with group values. This is the case of 60% of Canadian youths who did not vote in the last federal elections, even though voting is an important value for Canadians. The goal of this research is to promote group values in a context where they are not followed. Study 1 hypothesized that priming group values would increase youths' intention to vote (N=77). Study 2 postulated that the need to belong acts as a moderator to encourage youths voting practices (N=111). Both hypotheses were confirmed.

A96

**CHANGING ACADEMIC MINDSETS: EFFECTS ON COMMUNITY COLLEGE MATH ACHIEVEMENT AND PERSISTENCE**Jacquie Beaubien<sup>1</sup>, Dave Paunesku<sup>1</sup>, Carissa Romero<sup>1</sup>, David Yeager<sup>2</sup>, Greg Walton<sup>1</sup>, Carol Dweck<sup>1</sup><sup>1</sup>Stanford University, <sup>2</sup>University of Texas at Austin

Numerous recent experiments have shown that students' beliefs about the malleability of intelligence predict important academic outcomes, and that these beliefs can be changed with targeted interventions (Blackwell et al., 2007). The current study extends this intervention research to community college students, where only 23% of students who start at community college earn an associate's degree or transfer to a 4-year college within 6 years. Given that these students are disproportionately likely to hold a fixed mindset of intelligence and have a history of academic failure (Yeager et al., 2013; Adelman, 2006), they are an important target population for mindset intervention research. In a study with 884 community college math students from 2 community colleges, students participated in a brief (45 minute), online program designed to teach a growth mindset of intelligence. Students in the treatment group increased their performance and satisfactory course completion rates in math courses.

A97

**SEXUALIZED REPRESENTATIONS OF WOMEN IN VIDEO GAMES: PSYCHOLOGICAL IMMERSION PREDICTS SUBSEQUENT HOSTILITY TOWARD WOMEN**Jessica M. LaCroix<sup>1</sup>, Christopher N. Burrows<sup>1</sup>, Hart Blanton<sup>1</sup><sup>1</sup>University of Connecticut

Despite evidence linking violent videogames with aggression and content analyses demonstrating the proliferation of sexualized female characters, few researchers have explored the effects of exposure to sexualized representations of women in violent videogames. Study 1 participants (N=146) targeted women, men, or sexualized women in a first-person-shooter game. Results demonstrated a significant interaction between target and psychological immersion; shooting sexualized women, but not nonsexualized women or men, led to increased hostile sexism to the extent that participants reported greater immersion. Study 2 (N=64) participants fought either a sexualized woman or man in a commercial third-person fighting game. A significant interaction between opponent and psychological immersion revealed that fighting a sexualized woman, but not a man, led to decreased rape victim empathy and greater willingness to have risky sex to the extent that participants reported greater immersion. Greater psychological immersion in sexist and violent games contributes to more hostile attitudes toward women.

A98

**COLLABORATIVE VOICE: EXAMINING THE ROLE OF VOICE IN INTERDISCIPLINARY COLLABORATION**Brandon J. Cosley<sup>1</sup>, Shannon McCoy<sup>2</sup>, Susan Gardner<sup>2</sup><sup>1</sup>University of South Carolina Beaufort, <sup>2</sup>University of Maine

The present study examined the role of voice in facilitating interdisciplinary collaboration. According to the group-value model of procedural justice, voice relates to interpersonal relationships among co-workers because it facilitates a greater interest in helping the group (e.g. group-serving behavior). We argue that because of the relationship between voice and one type of group-serving behavior--advice sharing--that greater perceptions of voice would also predict more collaboration. In a field study examining collaborative social networks among university researchers, we found that greater perceptions of voice positively related to both degree of advice sharing and collaboration. Moreover, the extent to which individuals shared advice fully mediated the relationship between perceived voice and collaboration. Implications for voice and collaboration are discussed.

A99

**RALLYING TO PROTECT WILDLIFE: PREDICTORS OF SIGNING A PETITION TO SAVE DOLPHINS**Sara Bethel<sup>1</sup>, Viviane Seyranian<sup>2</sup><sup>1</sup>University of Southern California, <sup>2</sup>California Polytechnic University at Pomona

Human activities have contributed to the loss of wildlife habitat, which has endangered a wide variety of wildlife species. To stop and reverse the loss of biodiversity on our planet, it is important to garner public support (UN General Assembly, 2010). Toward this end, this study examined predictors of wildlife conservation action (Rabb & Saunders 2005). We assessed whether environmental identity (Clayton, 2003), wildlife conservation attitudes and values (WCAV; Purdy & Decker 1989), and conservation caring (Skibins & Powell, 2013) increased individuals' propensity to sign a petition to save wild dolphins. 168 undergraduate students completed an online survey on "Conservation Behavior", which contained all the measures in the study. A binary logistic multiple regression analysis showed that conservation caring and WCAV were significant predictors of signing the dolphin petition. These factors may be important to consider in persuasive messages and applied programs that seek to promote support for wildlife conservation.

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**A100**  
**EXTENSION EDUCATOR AREA AND PERSON/THING**  
**ORIENTATIONS: AREA OF EXPERTISE AND INTEREST MATCHING**  
 Hyemi Lee<sup>1</sup>, Meghan E. Norris<sup>1</sup>, David A. Evans<sup>1</sup>, William G. Graziano<sup>1</sup>  
<sup>1</sup>*Purdue University*

Person- and Thing- orientations (PO-TO) capture individual differences in orientation towards people versus things. PO-TO predict important outcomes including student choice of major (Woodcock et al., 2012). Extending this to educators, we tested whether Extension Educators (EEs) differed in their levels of PO-TO (Graziano et al., 2011) across three extension areas: 4H Youth Development (4H), Health and Human Sciences (HHS), and Agriculture and Natural Resources (AG). 77 EEs responded to a survey measuring PO, TO, and extension area. Of those, 11 indicated more than one area of extension, or that they were a member of an extremely underrepresented area and thus were excluded from analyses. Using MANOVA, a significant main effect of Extension Area emerged. Consistent with hypotheses, EEs working in the more "person-based" areas (4H, HHS) reported higher PO levels than those in AG; EEs working in the more "thing-based" area (AG) reported higher TO than those in HHS and 4H.

**A101**  
**ECONOMIC THREAT AND DEPRESSION: THE ROLE OF COPING**  
**STYLES AND DISPOSITIONS**

Rachelle Sass<sup>1</sup>, Esther Greenglass<sup>1</sup>  
<sup>1</sup>*York University*

Due to the recent economic recession, students have experienced limited employment opportunities, delays in experience and training, and inability to repay student loans, which can cause significant stress. University students have been shown to be particularly vulnerable to experiencing depression. A first study examined the relationship between economic threat and depression through ruminative brooding in 285 first year university students responding to an online survey, with social support examined as a moderator of ruminative brooding on depression. In a second study, optimism and social support were examined as predictors of depression in 68 university students responding to a similar online survey. In the first study, ruminative brooding partially mediated the effect of economic threat on depression. Social support was found to moderate ruminative brooding on depression. In the second study, the relation between optimism and depression was partially mediated by social support. Practical and theoretical contributions are discussed.

**A102**  
**WHEN WILL SELF-COMPASSION PREDICT BETTER**  
**PERFORMANCE AND PERSISTENCE?**

Stephanie I. Cazeau<sup>1</sup>, Dr. Ashley B. Allen<sup>1</sup>  
<sup>1</sup>*University of North Florida*

The purpose of this research is to explore the relationship between self-compassion to task performance and persistence under pressure. This study (N=202) investigated the relationship between self-compassion, performance and pressure. Participants completed an online survey in which they were randomly assigned to receive a self-compassionate educational prompt or no prompt. Participants completed a series of logic problem and subjective measures of performance and persistence. We hypothesized that participants in the self-compassion condition will perform better and persist longer than participants in the control group under no pressure but show no difference under pressure. Our results demonstrated that self-compassion was related to lower performance and less persistence in comparison to the control group. These findings suggest the benefits of self-compassion may be limited to certain situations. Specifically, reminding people to be self-compassionate in a high pressure situation may lead to lower performance.

**A103**  
**ARE YOU BUYING PRADA IN GROUPON? WHY PEOPLE BUY THE**  
**LUXURY PRODUCTS THROUGH ONLINE GROUP BUYING**  
 Soo Ji Lee<sup>1</sup>, Kiwan Park<sup>1</sup>  
<sup>1</sup>*Seoul National University*

Theory of image congruence (Stern et al., 1977) predicts that sales of luxury products (i.e., prestigious) should not increase through online group buying (i.e., practical). However, recent luxury product sales have shown the opposite. To investigate this seemingly conflicting phenomenon, we propose a SEM model that demonstrates how online group buying (vs. control) affects willingness-to-buy for luxury products. Three values are incorporated in the model: Social value (i.e., enhancement of social self-concept through the product), play value (i.e., entertainment associated with the product), and financial value (i.e., how others perceive the price of the product). Our findings reveal that online group buying (vs. control condition) decreases (increases) WTB for luxury products because of the decreased (increased) financial (social and play) value. Specifically, the model suggests that those who are sensitive to others' price perception (i.e., high financial value) would be less likely to purchase luxury products through online group buying.

**A104**  
**TO COOPERATE OR NOT COOPERATE? THE ROLE OF IDENTITY-**  
**RELATED THREATS ON POLICE-MINORITY INTERACTIONS**

J. Katherine Lee<sup>1</sup>, August Krater<sup>1</sup>, Sean Reilly<sup>1</sup>, Kimberly Kahn<sup>1</sup>  
<sup>1</sup>*Portland State University*

Study examined the role of identity-related threats on minorities' cooperation with police. Previous studies have shown that racial minorities are more likely to distrust police, which leads to reduced cooperation with law enforcement and hampered police effectiveness (Sunshine & Tyler, 2003; Tyler, 2005; Warren, 2010). Authors hypothesized that higher identification with an individual's racial in-group will lead to decreases in the likelihood of cooperating with police through identity related threats, specifically stereotype threat and expectations of fair treatment. A large representative random sample (N=139) of racial minorities completed a survey about attitudes toward the police. Results confirmed the multi-mediation model: higher ethnic identification lead to higher levels of stereotype threat, which decreased expected fair treatment by the police, and decreased the likelihood of cooperation with the police in the future. Understanding psychological identity-threat related factors involved in police-minority interactions can improve relationships with the police and public safety for all.

**A105**  
**THE INTERVENTION FOR FAST AND CORRECT EMERGENCY CALL:**  
**THE EFFECT OF FORMING A COMMON BASIS FOR THE ALERT**  
**PROCESS**

Junko Toyosawa<sup>1</sup>  
<sup>1</sup>*Osaka Kyoiku University*

Previous study has suggested that the major cause of error and delay in emergency call in Japan was lack of common basis for the alert process between citizen and police. This study examined the effect of forming a common basis for the alert process in the virtual settings. Twenty-six undergraduates were paired and assigned either the role of citizen or police. In the shared condition, both citizen and police were presented with the procedure of alert process actually used in many police headquarters. In the non-shared condition, only police was presented with that procedure. The result showed that the time of the communication in the shared condition was shorter than the non-shared condition. The applicability of this finding for safety education was discussed.

A106

**BRACING FOR THE WORST: STRATEGIC OR REFLEXIVE EXPECTATION MANAGEMENT?**Angelica Falkenstein<sup>1</sup>, Kate Sweeny<sup>1</sup><sup>1</sup>University of California at Riverside

People often "brace" for the worst by lowering their expectations as the moment of truth approaches. However, research has not determined if people consciously manage their expectations or if the decline in expectations occurs outside of awareness. The current study examined these possibilities by telling participants that several peers would rate their attractiveness, and then manipulating cognitive load (high or low) and anticipation of feedback (anticipated or not). All participants provided a prediction regarding their attractiveness ratings. Although participants who did not anticipate feedback were generally optimistic in their predictions, participants awaiting feedback who were under cognitive load made particularly pessimistic estimates, more so than those who anticipated feedback but were not under load. In contrast, self-reported efforts to brace were unaffected by the manipulations. These findings suggest that bracing is more reflexive than strategic and that people can correct for this tendency given sufficient cognitive resources.

A107

**ON DONOR INSENSITIVITY TO CHARITY EFFICIENCY**Arseny Ryazanov<sup>1</sup>, Nicholas Christenfeld<sup>1</sup><sup>1</sup>University California at San Diego

Objective measures of charities' performance are thought to direct donation to more deserving charities and increase giving. We investigated whether presenting people with charity efficiency rates had these effects. In Study 1, 138 participants, evaluating four charities' advertisements, saw, putatively as background information, high efficiency rates (averaging 85%), low efficiency rates (averaging 65%) or saw no efficiency information. After, participants were asked how much they would like to pledge of a gift card, and to which of the four charities. While participants more often donated to relatively efficient charities within condition, the overall level of efficiency had no effect on amount donated. Study 2, N=116, followed the same procedure, but the low efficiency condition averaged just 25%. Still there was no reduction in the amount pledged. The results suggest that relative efficiency can steer donations, but that even shockingly poor overall charity performance does not deter giving.

A108

**BACKWARD PLANNING: EXAMINING THE EFFECTS OF PLANNING DIRECTION ON TASK COMPLETION PREDICTIONS**Jessica Wiese<sup>1</sup>, Roger Buehler<sup>1</sup><sup>1</sup>Wilfrid Laurier University

Research examining the "planning fallacy" indicates that people frequently underestimate the time needed to complete tasks, and that this underestimation bias stems from a tendency to base predictions on plans that are idealized or oversimplified. The present research tested a potential debiasing strategy - known as backward planning - that involves starting a plan at the end goal and working back through the required steps in reverse chronological order. By altering the temporal direction of planning, this approach may lead people to plan less idealistically and make more conservative predictions. Results from three experiments supported this hypothesis. Participants assigned to the backward planning condition predicted to finish hypothetical tasks (Studies 1 and 2) and real, upcoming projects (Study 3) later than those in forward planning or control conditions. These studies are the first to test the effects on prediction of a planning strategy commonly advocated in applied contexts.

A109

**INTERACTIVE EFFECTS OF SOCIAL ANXIETY AND MESSAGE FRAMING ON HEALTH BEHAVIOR**Melissa A. Shepherd<sup>1</sup>, Mary A. Gerend<sup>2</sup><sup>1</sup>Florida State University, <sup>2</sup>Northeastern University

Message framing is a theoretically grounded persuasion strategy designed to motivate behavior by emphasizing the benefits of action (gains) or the costs of inaction (losses). Previous research suggests that framing effects depend on contextual factors such as incidental threat cues, with a loss-frame advantage emerging under conditions of threat. We examined whether this pattern would extend to the threat associated with social anxiety. Participants (N=202) were assigned to give an impromptu speech (threat condition) or listen to someone else give a speech (no-threat condition). Before (ostensibly) giving/listening to the speech, participants read either a gain- or loss-framed message about fruit and vegetable intake (FVI) and then reported their FVI one week later. We observed a significant interaction between frame and threat condition such that exposure to the loss-framed (vs. gain-framed) message resulted in higher FVI for participants under social threat. Findings suggest that social threat cues moderate message framing effects.

A110

**NARRATIVE VS. NUMERACY IN JURORS' UTILIZATION OF DNA ERROR RATES**Lauren A. Reiser<sup>1</sup><sup>1</sup>University of California at Irvine

DNA is compelling evidence to jurors, but previous research indicates that they do not adequately utilize the error rate (likelihood of false positive/false negative results) in analyzing DNA evidence. One experiment (N = 228) investigates how mock jurors incorporate testimony about DNA error rates into their case narrative when confronted with non-forensic evidence that either supports or contradicts the DNA test. Results indicate that mock jurors incorporate significantly more information about false positive errors than false negative errors in their verdict decisions. Numeracy and science literacy scales indicate that this phenomenon occurs regardless of mock jurors' knowledge of math and science. These findings could have practical implications for how experts testify about DNA matches and the possibility of error.

A111

**CONFUSING BALLOTS CAN DECREASE FUTURE VOTING INTENTIONS, BUT REDUCING SELF-BLAME MAY INSULATE VOTERS**Elizabeth Gilbert<sup>1</sup>, Elizabeth R. Tenney<sup>2</sup>, Benjamin A. Converse<sup>1</sup><sup>1</sup>University of Virginia, <sup>2</sup>University of Utah

Two experiments (N = 257) show that (1) a single negative voting experience—specifically voting on a very confusing amendment—decreased participants' intentions to vote again in the future, and (2) self-blame for not understanding may underlie this effect. In Experiment 1, participants who voted on a very confusing ballot amendment in lab reported they would be less likely to vote again in the next major election, compared to participants who voted on a simplified version of the amendment. Experiment 2 replicated these findings and provided evidence that attributing one's confusion to the situation (i.e., the confusing ballot) rather than to one's own inadequacy as a voter moderated the effect. Specifically, informing participants that many others also found the ballot confusing eliminated the reduction in voting intentions. These findings have important theoretical implications for attribution and identity research as well as applied implications for increasing voter turnout.



A112

**BAIT FOR THE LITTLE FISH?: THE ROLE OF SOCIAL POWER AND INCENTIVES ON WILLINGNESS TO PROVIDE INCRIMINATING STATEMENTS**Jessica Swanner<sup>1</sup>, Denise Beike<sup>2</sup>, Julia LaBianca<sup>3</sup><sup>1</sup>Iowa State University, <sup>2</sup>University of Arkansas, <sup>3</sup>University of Texas at El Paso

A laboratory study with 211 participants investigated the role of social power and incentives on mock-informants' willingness to provide an incriminating statement against a confederate, who either admitted to or denied a misdeed. Participants were either high or low power relative to the confederate. Half of the participants were offered an incentive (additional research credit) in exchange for their statements. Consistent with research on social power, we predicted that high power participants would be more opportunistic and agree to sign an incriminating statement in exchange for an incentive than low power participants. Participants signed more true (heard a confession) relative to false (heard a denial) statements,  $\chi^2(1) = 55.13$ ,  $p < .001$ ,  $\Phi = .16$ . Incentives increased signed statements for high power informants, particularly for false statements; whereas, incentives did not entice statements from low power informants,  $\chi^2(1) = 3.97$ ,  $p < .05$ ,  $\Phi = .14$ .

A113

**GENE-X ENVIRONMENT INTERACTIONS STILL PERCEIVED AS PRIMARILY GENETIC**Benjamin Y. Cheung<sup>1</sup>, Steven J. Heine<sup>1</sup><sup>1</sup>University of British Columbia

Ample evidence exists showing that people perceive genetic explanations of behaviours and characteristics differently than environmental explanations. Specifically, people engage in essentialistic and fatalistic cognitions when exposed to genetic explanations. One way to dampen these cognitions may be to increase the complexity of the message, such as introducing interactionist accounts (i.e. gene x environment interactions). Our study accomplishes two tasks. It replicates previous findings by demonstrating genetic essentialist cognitions in a legal decision-making task. Secondly, it shows that, while interactionist explanations tend to yield responses that fall between environmental and genetic explanations, they are still generally viewed similarly to genetic explanations. This poses a challenge to all domains, including the criminal justice system, as any explanation involving genes may have an undue influence on one's decision-making process.

**Attitudes/Persuasion**

A114

**SELF-AFFIRMATION & VACCINE SAFETY MESSAGES**Rachael D. Reavis<sup>1</sup>, Mariah L. Sage<sup>1</sup><sup>1</sup>Earlham College

Scientifically accurate information about vaccine safety is associated with lower intention to vaccinate children among those with negative vaccine attitudes (Nyhan et al., 2014). Other research shows that self-affirmation increases defensive individuals' acceptance of health messages. We tested the effectiveness of self-affirmation on vaccine message acceptance. We surveyed 585 parent/guardians using Amazon's mTurk. Participants were in a self-affirmation or control condition and then read either CDC vaccine safety information (related to autism) or a control passage. An interaction between self-affirmation condition and passage condition was significant for participants with the most negative vaccine attitudes (pre-manipulation). Participants in the non-affirming condition who read the CDC passage were less likely to agree with statements about the negative outcomes of the MMR vaccine compared to other conditions. Having participants self-affirm may have erased the

positive effects of reading scientifically accurate information about vaccine safety. There was no effect on intention to vaccinate.

A115

**PREDICTORS OF CONDOM USE INTENTIONS: THE IMPACT OF ATTITUDES, ATTACHMENT, SEXUAL MOTIVE, AND RELATIONSHIP STATUS**Brittany A. Kinman<sup>1</sup>, Sining Wu<sup>1</sup>, Robert William Ashley<sup>1</sup>, Kristina B. Hood<sup>1</sup><sup>1</sup>Mississippi State University

In efforts to prevent the spread of STIs, we aim to predict condom use intention. Therefore, this study investigated the impact of attitudes, attachment, sexual motive, and relationship status on condom use intentions (N=319 undergraduates). We found that when controlling for the relationship status, those with more positive attitudes toward using condoms were significantly more likely to report intentions to use condoms in the future. Furthermore, after accounting for relationship status and condom use attitudes, an individual's attachment orientation and his/her motive for engaging in sex significantly influences condom use intentions. More specifically, those who are high in anxious attachment and sexual motivation to be emotionally valued by their partners show higher condom use intentions. But those who are high in avoidance attachment and sexual motivation for intimacy show lower condom use intentions. This result implies that addressing attachment orientation and sexual motivation is probably helpful for encouraging condom use.

A116

**BASING FOOD CHOICES ON TASTE VERSUS HEALTH: GENERALIZED EFFECTS OF CONDITIONING VIA APPROACH-AVOIDANCE MOVEMENTS**Elise T. Bui<sup>1</sup>, Russell Fazio<sup>1</sup><sup>1</sup>Ohio State University

The research tested the effectiveness of a technique intended to make attitudes towards healthy foods more positive and attitudes towards unhealthy foods more negative. A conditioning procedure systematically and repeatedly paired joystick approach movements with subliminally presented healthy food words and avoidance movements with subliminally presented unhealthy food words. In the control condition, participants completed the same movements but not paired with subliminally presented foods. Participants later rated their intention to eat each of 42 foods, including 34 foods not presented during the previous task. A hierarchical linear modeling analysis showed that, relative to the controls, participants who had approached healthy food words and avoided unhealthy food words used the taste dimension to a lesser degree and the health dimension to a greater degree when rating foods. Thus, approach/avoid movement conditioning can affect people's use of relevant dimensions in food choice, potentially helping them make healthier decisions.

A117

**FOOD FOR THOUGHT: COMFORT FOODS FACILITATE CATEGORIZATION OF RELATIONSHIP-BASED STIMULI**Kevin L. Zabel<sup>1</sup>, Jordan Troisi<sup>2</sup>, Michael Olson<sup>1</sup><sup>1</sup>University of Tennessee, <sup>2</sup>Sewanee: The University of the South

Research suggests comfort food consumption reduces feelings of loneliness due to its associations with relationships (Troisi & Gabriel, 2011). We tested this reasoning by examining whether comfort foods were automatically associated with relationships and how trait loneliness related to this association. Participants (n = 96) completed a priming task employing pilot-tested stimuli in which comfort or non-comfort food images preceded positive, relational words (e.g., love) or positive, non-relational words (e.g., brilliant), along with a trait loneliness measure. Expectedly, participants more quickly categorized positive relational words as relationship-oriented following a comfort (relative to non-comfort) food prime, t

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(95) = 2.60,  $p = .01$ . Trait loneliness positively correlated with this difference score ( $r = .22$ ,  $p = .03$ ), indicating that as trait loneliness increased, comfort (relative to non-comfort) foods become more effective at priming relationship-based concepts. Findings indicate comfort foods automatically activate relationship-based concepts, and that trait loneliness may enhance this tendency.

**A118****THE POWER OF EXPECTATIONS: ATTITUDES TOWARD ONLINE INTERACTIONS AS PREDICTOR OF THEIR CONSEQUENCES**Jenna L. Clark<sup>1</sup>, Melanie C. Green<sup>1</sup><sup>1</sup>*University of North Carolina at Chapel Hill*

Past research on the consequences of online social interactions demonstrates a wealth of contradictions; however, incorporating attitudes as a predictor of specific online behaviors may clarify when online interactions are beneficial and when they are detrimental. Study 1 examined the perceived reality of online interactions (PROI; the extent to which an individual views online interactions as suitable for the maintenance and formation of close relationships) and found it to predict perceived online social support. A second experiment manipulated PROI in a student population to examine its effect on expected positive outcomes in a hypothetical online interaction. Measured PROI but not manipulated PROI significantly influenced expected positive outcomes, and this effect was fully mediated via willingness to self-disclose and to provide social support online. Negative attitudes toward online interactions may therefore create negative consequences by inducing individuals to avoid relationship-fostering behaviors over mediated channels.

**A119****BECOMING BEAUTIFUL: THE INFLUENCE OF WESTERN BODY IDEALS ON KENYAN AMERICAN'S BODY IMAGE.**Fanice Thomas<sup>1</sup>, Kerry S. Kleyman<sup>1</sup><sup>1</sup>*Metropolitan State University*

The average weight for American males is 190lbs and for females it is 163lbs (USDHHS, 2004). This differs markedly from the images we are routinely exposed to in America. Studies show an existing relationship between exposure to thin-idealized media images and increased ratings of body dissatisfaction (e.g., Grabe et al., 2008). However, studies across race have focused on African Americans, and not African immigrant populations. It was hypothesized that Kenyans exposed to thin-ideal images would report more body dissatisfaction than those exposed to overweight images. Participants viewed a thin-ideal image or an overweight image and completed measures of internalization, social comparison and body satisfaction. Findings suggest that exposure to media-ideal images is related to increased body dissatisfaction. This implies that exposure to Western media-ideal images contributes to an increase in body dissatisfaction among Kenyans. These findings highlight the need for education programs aimed at preventing the negative effects of media.

**A120****MATCHING AND MISMATCHING VOCAL AFFECT WITH MESSAGE CONTENT: IS THE EFFECT REAL AND WHY MIGHT IT OCCUR**Joshua J. Guyer<sup>1</sup>, Leandre R. Fabrigar<sup>1</sup>, Percy Chan<sup>1</sup><sup>1</sup>*Queen's University*

We attempted to replicate our previous data and provide a possible mechanism to explain why affective vocal qualities mismatching the intent of an affective message generated more persuasion relative to matched affective vocal qualities. The design was a 2 (attitude formation: affective base vs. cognitive base) x 4 (persuasive message: fully matched vs. partially matched, vs. fully mismatched vs. written passage) x 3 (comparison type: replication vs. speaker focused vs. lempur focused) between participants factorial. Initially, a favorable attitude was created towards a novel object. Next, participants received a negative affective message designed to

elicit fear. Once again, persuasion was no different between the fully matched vocal quality (i.e., fear) and written passage. Persuasion was significantly greater for the fully mismatched (i.e., boredom) but not partially mismatched (i.e., contentment) vocal qualities relative to the written passage and fully matched vocal quality. The data failed to support our proposed mechanism.

**A121****BEYOND VALENCE: MATCHING THE DISCRETE POSITIVE EMOTION OF ELEVATION WITH MORALLY FRAMED PERSUASIVE MESSAGES**Lindsay Handren<sup>1</sup>, Candice Donaldson<sup>1</sup>, Sara Hollar<sup>1</sup>, Andrea Ruybal<sup>1</sup><sup>1</sup>*Claremont Graduate University*

Highlighting the persuasive power of matching the discrete moral emotion of elevation with a moral advertisement, 2 experimental studies reveal the unique function of elevation. Results of Study 1a demonstrate that elevation is fundamentally distinct from happiness and a control (i.e., boredom). Participants primed with elevation ( $n = 58$ ) scored significantly higher on a measure of elevation than those primed with happiness ( $n = 73$ ) or boredom ( $n = 79$ ). Being an inherently moral emotion, it was hypothesized that elevated participants ( $n = 117$ ), compared to happy ( $n = 110$ ) or bored ( $n = 134$ ) participants, would be more persuaded by a morally framed ad than an amoral ad. Accordingly, a significant 3-way interaction revealed that when viewing a morally framed coffee advertisement, elevated non-coffee drinkers had significantly greater intentions to purchase the product, showing the applied utility of elevation as a persuasive tool when paired with moral ads.

**A122****A POSITIVE FRAMING BIAS: METHODOLOGICAL FLAWS OF THE IMPLICIT RELATIONAL ASSESSMENT PROCEDURE AND THE DEVELOPMENT OF A NEW IMPLICIT MEASURE.**Brian O'Shea<sup>1</sup>, Derrick Watson<sup>1</sup>, Gordon Brown<sup>1</sup><sup>1</sup>*University of Warwick*

Can measurements of implicit attitudes be improved? The Implicit Relational Assessment Procedure (IRAP) claims to measure attitudes non-relativistically (e.g., attitudes towards fat OR thin people), unlike the Implicit Association Test's (IAT) relative comparisons (e.g., fat VS. thin people). In the IRAP participants quickly and accurately affirm or deny opposing sentence associations which alternate across blocks (e.g. "Respond as if Thin Person is Negative and Fat Person is Positive"). In three studies ( $N=110$ ), implicit attitudes towards categories with varying prior associations (e.g. non-words, flowers/insects,) were measured. Participants focussed on positive rather than negative associations, resulting in faster affirming responses (Positive Framing Bias). This effect was accentuated in positive framing conditions and reversed in negative framing conditions. Assessing attitudes relativistically was uninfluenced by framing and produced results similar to the IAT. A new tool (Simple Implicit Procedure: SIP) for measuring implicit attitudes non-relativistically that removes this positive framing bias is introduced.

**A123****THE EFFECTS OF LISTENING ON ATTITUDE CHANGE**Guy Itzchakov<sup>1</sup>, Avraham N. Kluger<sup>2</sup><sup>1</sup>*Haifa University*, <sup>2</sup>*The Hebrew University of Jerusalem*

Individuals often try to make their counterpart consider alternative viewpoints by offering counter arguments. However, such attempts often backfire and create extreme one-sided attitudes, a phenomenon known as the "boomerang effect". We propose that an effective alternative to offering counter arguments is listening. Drawing on Rogers's theory (1980) we hypothesize that listening, with the mere intent to understand, can change attitude by making it more complex and less extreme. We hypothesize this effect because, according to Rogers, listening for understanding reduces speaker's anxiety and enables awareness to inner contradictions

without canceling one another. Therefore, we suggest that if indeed listening makes people aware of inner contradictions, it will increase attitude complexity and consequently decrease attitude extremity. Two scenario experiments, a correlational study and a quasi-experiment (N's = 217, 196, 162, 31, respectively) support our hypotheses. Thus, the results point to a counter-intuitive strategy for attitude change and conflict resolution.

**A124**  
**NARRATIVE TRANSPORTATION AND SUSCEPTIBILITY TO NARRATIVE PERSUASION: INVESTIGATION USING A PANEL SURVEY**

Megumi Komori<sup>1</sup>

<sup>1</sup>*Shitennoji University*

Relationship between narrative transportation and susceptibility to narrative persuasion was investigated using a web panel survey. Respondents (N = 840) were randomly shown vignettes about social issues with happy or unhappy endings, and were asked to express their attitude about the vignettes. Two weeks later, respondents who had seen happy, or sad vignette were presented with the opposite type of vignette and they were again asked to express their attitude. Respondents also completed the Transportability scale and the Need For Affect scale. It was hypothesized that the degree of attitude change, which was defined as the difference between the attitude after happy vignettes and attitude after sad vignettes, would be explained by narrative transportation, which in turn would be explained by transportability and need for affect. Results indicated that the susceptibility to narrative persuasion could be predicted by mean narrative transportation to each vignette, which was partially predicted by transportability.

**A125**  
**WHEN THE IDEOLOGUE IS GONE BUT THE IDEOLOGY REMAINS: THE SILENT INFLUENCE OF SALIENT GROUP SOURCES ON MESSAGE INTERPRETATION AND BIAS CORRECTION ATTEMPTS**

Timothy Hayes<sup>1</sup>, Wendy Wood<sup>1</sup>

<sup>1</sup>*University of Southern California*

Asch (1940) famously observed that social groups influence the subjective meaning of messages. Yet, research has been relatively silent about the information processing involved in such interpretations. We believe that ideological meanings often result from largely implicit processes. When a group's ideological worldview is well known and accessible in memory, recipients may draw on this information in a rapid, effortless manner to interpret a communication from an ideological source group. Supporting this hypothesis, two studies (combined N = 502) demonstrate that ideological meaning changes occur effortlessly and, further, people generally seem unaware of, and unable to accurately correct for, this subtle influence of ideological source groups unless these meaning changes are made explicitly salient. In this way, ideological meaning changes may go undetected, leading recipients to make incorrect inferences about the influence of group sources on their judgments.

**A126**  
**BEING WRONG: A META-COGNITIVE PERSPECTIVE**

India Johnson<sup>1</sup>, Richard E Petty<sup>2</sup>, Pablo Briñol<sup>3</sup>

<sup>1</sup>*Elon University*, <sup>2</sup>*Ohio State University*, <sup>3</sup>*Universidad Autónoma de Madrid*

The meta-cognitive model of attitudes holds that rejecting one's prior attitude or concluding that a pervasive cultural stereotype is incorrect can lead to a state of implicit ambivalence. This is because concluding an evaluation is wrong typically leads to tagging that attitude as incorrect, but not eliminating access to it in memory. In a series of studies we show that tagging attitudes and beliefs as incorrect can produce a state of subjective discomfort as well as enhanced information processing in an attempt to reduce that discomfort. The discomfort stems from one's current explicit attitude conflicting with: (a) one's old explicit (and now implicit)

attitude or (b) an implicit association that was not necessarily endorsed. A final study shows that continued practice in labeling a rejected attitude as wrong can change the implicit attitude and thereby reduce the discomfort. Evidence regarding attitudes toward the self as well as others is presented.

**A127**  
**WHEN DANGER LURKS BEHIND YOU: EFFECTS OF PRIMING THREAT ON ATTITUDES**

Christopher J. Holland<sup>1</sup>, Kristin Yoke<sup>1</sup>, Tong Lu<sup>1</sup>, Charles Lord<sup>1</sup>

<sup>1</sup>*Texas Christian University*

Context effects within attitude research are well documented; however, recent developments in evolutionary psychology (e.g., fundamental motives framework) offer new possibilities for the study of attitudes. Specifically, little research has examined how attitude evaluations can be affected by evolutionary relevant motives, such as threats to self-protection. In two studies, students read about campus crime (self-protection threat), campus safety, or a neutral article about campus parking. In Study 1, white students listed their thoughts and reported their attitudes toward affirmative action (pre and post), whereas students in Study 2 completed the same process for capital punishment (post only). Students primed with threat reported more positive attitudes toward capital punishment and more negative attitudes toward affirmative action. Feeling threatened may act as an "internal context effect" that prompts people to generate associations that are more extreme than normal for relevant attitude objects. Changes in the valence and number of thoughts are discussed.

**A128**  
**MEANING THREATS ELICIT NEGATIVE ATTITUDE POLARIZATION REGARDING EVOLUTION**

Daryl R. Van Tongeren<sup>1</sup>, Jeffrey D. Green<sup>2</sup>, Athena Cairo<sup>2</sup>, Timothy L. Hulsey<sup>3</sup>, Cristine H. Legare<sup>4</sup>, David Bromley<sup>2</sup>, Anne Houtman<sup>5</sup>

<sup>1</sup>*Hope College*, <sup>2</sup>*Virginia Commonwealth University*, <sup>3</sup>*University of Tennessee*, <sup>4</sup>*University of Texas*, <sup>5</sup>*California State University at Bakersfield*

Humans are motivated to maintain a sense of meaning in life, which can be gained, in part, by believing that one is special and unique. Thus, we predicted that threats to meaning would elicit negative attitudes toward evolution, which, for some, challenges the assumption of specialness. However, this effect may be moderated by participants' initial attitudes toward science. Participants (N = 204) reported their attitudes toward science and evolution, and were randomly assigned to a meaning threat, meaning affirmation, or neutral condition. They then read a mixed-evidence essay discussing evolution and once again reported their attitude toward evolution. An interaction between attitude toward science and priming condition revealed that those with negative views toward science reported significant negative attitude polarization regarding evolution (Time1-Time2) following the meaning threat, relative toward those in the other conditions. This suggests that antipathy toward evolution may be motivated by a desire to maintain meaning.

**A129**  
**PERSONALITY FACTORS PREDICT ACADEMIC PERFORMANCE MORE STRONGLY THAN INGROUP GENDER ATTITUDES**

Elizabeth D. Stoddard<sup>1</sup>, Charlotte Tate<sup>1</sup>

<sup>1</sup>*San Francisco State University*

Both gender-based stigma consciousness and endorsement of benevolent sexism toward women have been associated with poor academic performance in female students. Both were entered into a regression model along with two established predictors of academic performance - conscientiousness and learning self-efficacy beliefs - to determine the variance that each accounted for in GPA. Results revealed that, for female undergraduates, stigma consciousness and endorsement of benevolent sexism toward women did not

significantly contribute to GPA ( $r_s = -.108$  and  $-.096$ , respectively), while conscientiousness and learning self-efficacy were significant contributors ( $r_s = .314$  and  $.361$ , respectively). The same patterns were seen for male undergraduates: conscientiousness ( $r = .232$ ) and learning self-efficacy ( $r = .181$ ) significantly contributed to GPA, while stigma consciousness and benevolent sexism toward men did not ( $r_s = .027$  and  $-.031$ , respectively). These results suggest that personality factors are more important in predicting academic performance than one's ingroup gender attitudes.

**A130**  
**THE EFFECTS OF SEXUAL CONTEXT ON HETEROSEXUALS' ATTITUDES TOWARD HOMOSEXUALS**

Paloma Benavides<sup>1</sup>, Chaerin Lee<sup>1</sup>, Taekyun Hur<sup>1</sup>, Hyejin Kim<sup>1</sup>  
<sup>1</sup>*Korea University*

The present study investigated the role of sexual context in heterosexuals' negative attitudes toward homosexuals. Heterosexual men have consistently showed negative attitudes toward homosexuals, especially toward gay men. Given with the concept of 'unwanted sexual interest' proposed recently, the phenomenon was hypothesized to be due to the sexual contextual factor involved in the previous studies. 173 participants (80 male & 93 female) were first primed with either sexual or non-sexual contexts by answering some questions and then completed a scale for the attitudes toward same-gender homosexuals. Heterosexual males' attitudes toward gay men were more negative than females' attitudes toward lesbian women. More importantly, this gender disparity was significantly larger in the sexual context condition. Males tended to favor masculine (vs. feminine) gay men, whereas females tended to prefer feminine (vs. masculine) lesbians. The roles of sexual context and unwanted sexual interest, and their interaction with social norm were discussed.

**A131**  
**IS SEXUAL OBJECTIFICATION A LEGITIMIZING MYTH?**  
Stephanie Cross<sup>1</sup>, Christopher Bartak<sup>1</sup>, Mauricio Carvalho<sup>1</sup>  
<sup>1</sup>*University of Oklahoma*

Based on social dominance theory (Sidanius & Pratto, 1999), we propose that the belief that it is permissible to view women as sexual objects (i.e., sexual objectification) serves as a legitimizing myth used in the maintenance of patriarchy. We test this assumption in two studies that explored the extent to which sexually objectifying attitudes about women underlie the relationship between social dominance orientation (i.e., SDO) and attitudes supporting patriarchy. Among men, but not women, in Study 1, sexual objectifying attitudes about women mediated the relationship between SDO and support for patriarchy. In Study 2, low SDO males supported patriarchy more when they sexually objectified women than when they did not sexually objectify women; and the degree to which they supported patriarchy when they objectified women rivaled that of high SDO men. Women did not deviate in their support of patriarchy based on their sexually objectifying behavior.

**A132**  
**WHEN AMBIVALENT LOOK TO THE GROUP: THE RELATIONSHIP BETWEEN ATTITUDE AMBIVALENCE, SOCIAL NORMS, ATTITUDES, AND BEHAVIORAL INTENTIONS**

Zachary P. Hohman<sup>1</sup>, William D. Crano<sup>2</sup>  
<sup>1</sup>*Texas Tech University*, <sup>2</sup>*Claremont Graduate University*

This study assessed the moderating effects of attitude ambivalence on the relationship between social norms, attitudes, and behavioral intentions. We predicted that people will use social norms to reduce attitude ambivalence and that reduced ambivalence would lead to changes in attitudes and behavioral intentions. To test this hypothesis we conducted an experiment ( $N = 152$ ) where we manipulated attitude ambivalence and social norms about tobacco use. Results indicated that for those high in ambivalence, providing

social norms significantly reduced attitude ambivalence. Examining the change in attitudes from pre- to post-manipulations demonstrated that there was only a significant decrease in attitudes for those high in ambivalence that were provided with the anti-tobacco use norm. As well, when ambivalent, participants had significantly less intentions to use tobacco in the future when provided anti-tobacco use norms. Finally, we demonstrated that the significant decrease in intentions was due to the change in tobacco attitude.

**A133**  
**CONVERGENT AND DISCRIMINANT VALIDITY OF DOMAIN-SPECIFIC MEASURES OF OPEN-MINDED COGNITION**

Erika D. Price<sup>1</sup>, Victor C. Ottati<sup>1</sup>, Chase Wilson<sup>1</sup>  
<sup>1</sup>*Loyola University Chicago*

An open-minded cognitive style is marked by a willingness to consider a variety of perspectives, values, attitudes, or beliefs -- even those that contradict the individual's prior opinion. This cognitive style may vary by situation or by domain (e.g. politics or religion). In a series of two studies, we tested the convergent and discriminant validity of three recently developed measures of Open-Minded Cognition (a general, political, and religious measure; Price et al, 2014a). Results indicated that an individuals' degree of open-minded processing does differ across domains and situations. Further, the three Open-Minded Cognition measures were found to be distinct from numerous conceptually related variables (e.g. Need for Cognition, Need for Closure, Dogmatism, Openness to Experience). Open-Minded Cognition was also found to be positively correlated with Life Satisfaction, News Consumption, Frequency of Political Discussion, and Liberalism, and negatively correlated with Age, Self-Esteem, Depressive Symptoms, and Social Dominance Orientation, among many others.

**A134**  
**SOCIAL COGNITIVE FACTORS OF PERSUASION FOR COLLEGE MULTI-LEVEL MARKETING TARGETS**

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The main revenue source of multi-level marketing (MLM) companies is the sale of distributorships. We examined social cognitive factors that affected the receptiveness of college MLM targets to a persuasive message, including individual differences and manipulated components of a sales pitch. Testimonial plus distributorship information were effective in making targets more familiar with MLM as well as increasing beliefs in the effectiveness of some components for product promotion. Attitudes towards MLM and perceived self-benefits predicted willingness to explore the option with a behavioral commitment. Favorability towards and familiarity with MLM increased the perception of effectiveness in product promotion and increased beliefs that consumers wished to use MLM for purchasing. Psychopathy positively predicted attitude towards the company, trust of the company recruiter, attitude towards the product sales component, attitude towards the distributorship sales component, and belief that sales position will allow one to achieve a desired level of financial success.

**A135**  
**THE EFFECTS OF SOCIAL VIGILANTISM ON POLITICAL PERSUASION AND NEGOTIATION**

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<sup>1</sup>*St. Mary's College of Maryland*, <sup>2</sup>*University of Kansas*, <sup>3</sup>*Kansas State University*

Two studies examined the effects of social vigilantism (SV; the tendency to impress one's beliefs onto others for the "greater good") on political persuasion and negotiation. In Study 1, given the hypothetical chance to interact with President Obama, people higher in SV reported that they would be more focused on trying to change the President's political opinions, but no more likely to build

rapport with the President. In Study 2, people higher in SV were less cooperative in a novel behavioral task in which they negotiated splitting \$50 (via 10 rounds of offers/counteroffers) between a political non-profit organization of their choosing and an opposing non-profit chosen by a confederate. Moreover, people higher in SV were more concerned about preventing their opponent from getting money (vs. earning the most money for their non-profit). Together, these studies show that higher SV may contribute to less diplomatic and less fruitful political negotiations.

**A136**  
**REPLICATION DIFFICULTIES OF PAYNE, HALL, CAMERON, AND BISHARA'S (2010) MULTINOMIAL PROCESSING TREE MODEL OF THE AFFECT MISATTRIBUTION PROCEDURE**

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Payne, Hall, Cameron, and Bishara (2010, Experiment 1) advanced a multinomial processing tree (MPT) model formally specifying an affect misattribution process underlying responses in the affect misattribution procedure (AMP). Given the potential theoretical importance and applied implications of the approach, we attempted to independently replicate Payne et al.'s MPT model results in two high-powered studies. Despite considerable effort to closely duplicate all methodological details of the original study, we were overall unsuccessful in replicating the original findings. Our results suggest that the psychological processes underlying the AMP are more nuanced whereby different processes may be operating in different individuals. We suggest the use of more advanced modeling approaches – at the level of the individual – to understand the likely heterogeneity that exists in the processes underlying responses in the AMP. We urge researchers to exercise caution in using the AMP for theory-testing or applied purposes until further research clarifies such heterogeneity.

**A137**  
**CONTRASTING THE IDEOLOGICAL ATTITUDES ASSOCIATED WITH RIGHT-WING AUTHORITARIANISM AND SOCIAL DOMINANCE ORIENTATION**

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<sup>1</sup>City University of New York, College of Staten Island, <sup>2</sup>West Virginia University

Right-Wing Authoritarianism (RWA) and Social Dominance Orientation (SDO) are typically viewed as central components of conservative ideology, and multiple studies have demonstrated their association to measures of general conservatism (e.g., Wilson & Sibley, 2013). However, investigations of associations between these constructs and specific ideological attitudes are rare. The present research summarizes the strength of associations between RWA, SDO, and thirty-seven ideological beliefs across three studies (Ns = 209, 69, and, 166) using meta-analytic techniques. The results indicate three patterns of relations: Attitudes toward abortion, gay-rights, religious values, censorship, and drug laws had stronger associations with RWA than SDO. Attitudes toward homelessness, the minimum wage, AIDS research, health care, and gender equality had stronger associations with SDO than RWA. Attitudes toward the environment, military action, sex education, taxes, immigration, nuclear power, gun control and capital punishment had similar associations with both RWA and SDO. Implications for future research are discussed.

**A138**  
**VALENCE ASYMMETRIES AND EXPLORATORY TENDENCIES: A LONGITUDINAL INVESTIGATION OF COLLEGE STUDENTS NOVEL EXPERIENCES**

Benjamin J. Oosterhoff<sup>1</sup>, Natalie J. Shook<sup>1</sup>  
<sup>1</sup>West Virginia University

Individuals tend to better learn and more widely generalize negatively valenced information compared to positively valenced

information (Fazio, Eiser, & Shook, 2004). However, individuals vary in the extent to which they exhibit these valence asymmetries. Moreover, these valence asymmetries are hypothesized to influence whether people approach novel situations. The current study examined the extent to which valence asymmetries are associated with actual exploratory behavior. During the first month of the fall term, first-year college students (N = 157) completed a computer game, BeanFest, which assessed valence asymmetries. Three months later, participants (N = 106) reported on novel social activities they had engaged in since starting college. Students who exhibited more negatively biased valence asymmetries at the beginning of college reported engaging in fewer novel social experiences three months later. These results demonstrate important links between valence asymmetries in attitude formation and actual approach behaviors, especially those concerning social situations.

**A139**  
**MACHIAVELLIANISM MODERATES THE RELATIONSHIP BETWEEN LYING AND RECALL OF PAST EVENTS**

Isaac Simon<sup>1</sup>, John Hessler<sup>1</sup>, Todd J. Williams<sup>1</sup>, Wolfe Michael<sup>1</sup>  
<sup>1</sup>Grand Valley State University

Past research has demonstrated that lying about an event interferes with one's later recall of that event (Pickel, 2004; Chrobak & Zaragoza, 2008). This study examined the extent to which individual differences in Machiavellianism (Christie & Geis, 1970) moderate the effect of lying on memory bias. Participants either truthfully recounted or lied about the events depicted in a film clip. One week later, participants recalled the actual events of the film clip. Results showed that lying led to a decrease in the number of events and details that participants were able to recall. This effect was moderated by participant's level of Machiavellianism such that low levels of Machiavellianism were associated with fewer distortions in recall whereas higher levels of Machiavellianism was related to increased distortion in recall. These results suggest that low Machiavellian individuals are better able to differentiate between self-generated fabrications and actual events than their more manipulative counterparts.

**A140**  
**EXPOSURE TO RACIAL OUTGROUPS AND IMPLICIT RACE BIAS IN THE UNITED STATES**

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<sup>1</sup>University of Washington, <sup>2</sup>State University of New York at Albany

The U.S. is becoming more ethnically diverse, yet previous research has indicated two opposing implications of increased exposure to racial outgroups: Such exposure can lead either to more negative or more positive intergroup relations, at least as assessed by traditional measures of explicit attitudes. We extend prior work on this topic by analyzing the relationship between exposure to racial outgroups and implicit race bias—assessed via the IAT—across U.S. states and counties using data from more than 1 million American respondents. We found that greater relative proportions of Black residents in U.S. states and counties predicted stronger implicit ingroup-favoring bias among both White and Black respondents. We also investigated alternative explanations proposed by previous research, such as differences between Southern and Northern states, concluding that they could not explain our results. Our work underscores the importance of considering the implications of diversity, including both positive and negative impacts.

**A141**  
**COUNTRY OR ETHNICITY FIRST?: ETHNIC, NOT AMERICAN, IDENTITY MODERATES PERCEIVED SYMBOLIC THREAT OF ILLEGAL IMMIGRANTS**

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<sup>1</sup>University of California at Santa Barbara, <sup>2</sup>San Diego State University

Americans generally view illegal immigrants as a greater symbolic (cultural) threat than Mexican immigrants, yet prevailing anti-

immigrant rhetoric often equates the two groups. In light of this, we examined whether ethnic and American identification jointly or uniquely predicts perceived symbolic threat of illegal relative to Mexican immigrants. White (ethnic majority), Latino (ethnic ingroup minority), and Asian (ethnic outgroup minority) participants took part in this study. Results showed that participants viewed illegal immigrants as more threatening than Mexican immigrants. However, this depended on participants' ethnicity and strength of ethnic identification. As ethnic identification increased, White participants viewed illegal immigrants as increasingly more threatening than Mexican immigrants. Conversely, Latino participants viewed illegal immigrants as increasingly less threatening relative to Mexican immigrants. Ethnic identification did not moderate Asian participants' perceptions. No effects emerged for American identification. These findings suggest ethnic, more than American, identification impacts Americans' perceived symbolic threat of illegal immigrants.

A142

**"THOUGHTFUL" ATTITUDE USE IN CHOICE**Jeremy D. Gretton<sup>1</sup>, Duane T. Wegener<sup>1</sup>, Leandre R. Fabrigar<sup>2</sup><sup>1</sup>Ohio State University, <sup>2</sup>Queen's University

This research examined thoughtful use of attitudes in choice. Previous examinations (Finucane et al., 2000; Sanbonmatsu & Fazio, 1990) emphasized low-thought use of pre-choice evaluations, whereas the present study examined high-thought effects and moderating effects of attitude properties. Participants (114, Mechanical Turk, mean age 35.04) received favorable or unfavorable information about the various departments (e.g., camera, athletics, apparel, automotive) in a department store, and rated their attitudes, certainty, and ambivalence. Later, they received new information about the store's jewelry department, chose whether to shop there or not, and listed and rated the favorability of the thoughts they had while making the choice (cf. Petty & Cacioppo, 1979). Thought favorability mediated the effect of the attitude manipulation on choice (95% CI [0.0239, 12.1162]; PROCESS, Hayes, 2012), and ambivalence reduced attitude-choice consistency ( $p < .02$ ). These findings extend research on attitude strength to the domain of choice (cf. Fabrigar et al., 2002).

A143

**THE EFFECTS OF PERSUASIVE MESSAGES TO REDUCE AVOIDANT PURCHASING BEHAVIOR AFTER THE TOHOKU EARTHQUAKE: A FOCUS ON THE AFFECTIVE-COGNITIVE MATCHING EFFECT**Daisuke Kudo<sup>1</sup>, Kazuhisa Nagaya<sup>1</sup><sup>1</sup>Doshisha University

Disasters sometimes cause avoidant purchasing in consumers. The avoidance is associated with negative attitudes based on affect. This study examined the effects of persuasive messages aimed at reducing avoidant purchasing after the Tohoku earthquake, focusing on the affective-cognitive persuasion matching effect. In Phase 1, 113 university students were presented with one of four positive messages (affective, cognitive, combination, or control) about the products of Fukushima. To measure the attitudes toward the products, participants completed the questionnaires before and after the messages were presented. In Phase 2, a SC-IAT was conducted to investigate the implicit attitudes. The results showed that the effects of persuasion were statistically significant in the cognitive and combination conditions. *D*-scores of the IAT were significant and positive for all conditions except the affective condition. These results suggest that in the practical intervention, cognitive messages are more effective than affective messages, irrespective of a matching effect.

A144

**A MODEL OF TRUST AND RISK IN ONLINE DISCLOSURE DECISIONS: INFLUENCES OF PERSONALITY AND ATTITUDES**Sandra Carpenter<sup>1</sup>, Casey Thomas<sup>1</sup>, Feng Zhu<sup>1</sup>, Michael Shreeves<sup>1</sup><sup>1</sup>The University of Alabama in Huntsville

To test the model we created a website that asked for personal information in a mock automobile insurance quote context. As participants moved through the website, they were given a warning at one of two locations: when asked for their email address or when asked for their driver's license number. If the participant clicked into the text box to disclose information, a warning appeared: "Hazard! Disclosing this information may be hazardous to your identity privacy." After sequencing through the website, follow-up personality measures and survey questions regarding trust attitudes and risk perceptions were completed. We found significant relations between the disposition to trust and the perceived trustworthiness of the source of the warning. Unexpectedly, identity disclosure decisions (actual disclosures) were not related to disposition to trust, risk perceptions, or trust in the source of the warning. The warnings, however, did reduce the likelihood of disclosure.

A145

**A NETWORK APPROACH ON PREDICTING VOTING DECISIONS FROM POLITICAL ATTITUDES**Jonas Dalege<sup>1</sup>, Frenk van Harreveld<sup>2</sup>, Han L. J. van der Maas<sup>2</sup>, Denny Borsboom<sup>2</sup><sup>1</sup>University of Hamburg, <sup>2</sup>University of Amsterdam

In the current research, we applied network theory to the research on political attitudes. Evaluative reactions towards presidential candidates are conceptualized as nodes in attitude networks. We hypothesized that nodes with high closeness are more predictive of voting decisions than nodes with low closeness. Closeness refers to how well a node in a network is connected to all other nodes and an attitude node that has high impact on other nodes is more likely to guide voting decisions because it can influence decisions both directly and indirectly through other nodes. We analyzed data from the American National Election Studies on the presidential elections from 1980 to 2012. Meta-analyses revealed a strong positive relation between closeness of evaluative reactions and how well an evaluative reaction predicts the voting decision,  $r = 0.67$ , 95% CI [0.50, 0.79]. Closeness thus is a valid estimate of the causal impact of evaluative reactions on decisions.

A146

**IMPLICIT PERSUASION: EFFECTS OF SUBLIMINAL PRESENTATION OF POSITIVE/NEGATIVE SENTENCE ON EXPLICIT/IMPLICIT ATTITUDES**Hideya Kitamura<sup>1</sup>, Mai Kobayashi<sup>2</sup>, Kunio Ishii<sup>3</sup>, Shigetaka Sato<sup>2</sup>, Kirie Oda<sup>2</sup>, Mayuka Minato<sup>2</sup>, Suzuhiko Harada<sup>2</sup><sup>1</sup>Kansai University, <sup>2</sup>Toyo University, <sup>3</sup>Meijigakuin University

Effects of subliminal presentation of concepts or images are widespread. However to what extent nonconscious processes execute detailed information processing is not clear. An experiment in which positive/negative sentences about travel were subliminally presented was conducted and in the same time the persuasive effects of explicit or unobvious presentation of travel information were investigated. Seventy-five participants were assigned either of five conditions of way of presentation, explicit/unobvious/subliminal positive sentence/subliminal negative sentence/control. In subliminal conditions, a positive or negative sentence was presented three times in 20msec during measuring travel IAT about two areas. An ANOVA on IAT *d*-value showed a significant effect ( $F(4,69)=2.578$ ,  $p < .05$ ) and multiple comparisons also showed a significant difference between subliminal positive and subliminal negative conditions. This implies nonconscious processes treat negative sentence successfully and subtle difference of information is processed and has an impact on

attitude measured by IAT. Explicit attitudes were not sensitive to presented information.

**A147**  
**IS THE GOVERNMENT CHEATING ON ME?: ANXIOUS ATTACHMENT STYLE PREDICTS BELIEF IN CONSPIRACY THEORIES**

**Brett G. Mercier<sup>1</sup>, Rodney Schmaltz<sup>2</sup>**  
<sup>1</sup>University of Oregon, <sup>2</sup>MacEwan University

The most consistent predictor of belief in any one conspiracy theory is belief in other conspiracies (Douglas & Sutton, 2008). In light of this, researchers have argued that conspiracy belief is driven by a global distrust of all authority (Wood, Douglas, & Sutton, 2013). However, the origins of this global distrust have yet to be identified. In an undergraduate sample (n = 409), we show that anxious attachment style correlates with endorsement of conspiracy theories, suggesting that insecure attachment is one factor contributing to the development of the global distrust underlying conspiracy belief.

## Motivation/Goals

**A148**  
**THE LABMATE SCIENCE FORECAST: THE ROLE OF PEER ALTRUISTIC AFFORDANCE BELIEFS IN SHAPING INDIVIDUAL STUDENTS' INTEREST IN SCIENCE**

**Gregg A. Muragishi<sup>1</sup>, Dustin B. Thoman<sup>1</sup>, Jessi L. Smith<sup>2</sup>**  
<sup>1</sup>California State University at Long Beach, <sup>2</sup>Montana State University

Science careers are often unattractive to undergraduates because stereotypes about science describe esoteric scientists who are seen as "nerdy" and socially isolated. Perceiving science as more likely to fulfill (or afford) career goals of helping others and giving back to society (altruistic affordances) tends to increase student interest. The present study examined whether peers' perceptions of altruistic affordances in science also shape students' interest. We recruited 134 undergraduate research assistants working in biomedical faculty labs (N = 32) for a prospective longitudinal survey study. Using multilevel modeling to account for the clustering of students within labs, we found that when a student's lab peers perceive science as more likely to afford altruistic goals at Time 1, students report higher interest in the research lab and science careers at Time 2 (end of the semester), over and above effects of individual beliefs of whether science affords altruistic goals.

**A149**  
**PREDICTING SPORT EXPERIENCE DURING TRAINING: THE ROLE OF CHANGE-ORIENTED FEEDBACK IN ATHLETES' MOTIVATION, SELF-CONFIDENCE AND NEEDS SATISFACTION FLUCTUATIONS**

**Joelle Carpentier<sup>1</sup>, Genevieve A. Mageau<sup>1</sup>**  
<sup>1</sup>Université de Montreal

Change-oriented feedback (COF) quality is predicting of between-athletes differences in their sport experience (Carpentier & Mageau, 2013). The present study extends past research by investigating how training-to-training variations in COF quality influence fluctuations in athletes' daily experience (within-athlete differences) and by controlling for the impact of promotion-oriented feedback (POF) and coaches' general autonomy-supportive style. In total, 49 athletes completed a diary after 15 consecutive training sessions (534 diaries). HLM analyses showed that, when controlling for covariates, COF quality during a specific training session is positively linked to athletes' autonomous motivation, self-confidence and satisfaction of their basic psychological needs during the same training session. In contrast, COF quantity is negatively linked to athletes' autonomous motivation and need for competence. POF quality is also a significant positive predictor of athletes' situational self-confidence and need for competence. Contributions to the feedback and SDT literature, as well as for coaches' training, are discussed.

**A150**  
**IMPLICIT THEORIES OF INTELLIGENCE VERSUS WILLPOWER: WHICH BEST PREDICTS STUDENTS' ACADEMIC BEHAVIORS?**

**Sal Meyers<sup>1</sup>, Brian C. Smith<sup>2</sup>**  
<sup>1</sup>Simpson College, <sup>2</sup>Graceland University

Previous research has demonstrated that students with an incremental theory of intelligence, that is students who see intelligence as malleable rather than static, respond to academic challenges with effort. In addition, implicit theories of willpower affect sustained learning such that people who see willpower as non-limited show continued effort and learning over time. The purpose of the current study was to compare implicit theories of intelligence versus willpower in terms of their relationship to deep learning, surface learning, use of active learning techniques, test anxiety, and self-handicapping. Data collected from 205 undergraduates demonstrated that implicit theories of intelligence predicted only surface learning and self-handicapping. In contrast, believing willpower is limited predicted greater surface learning, less deep learning, less use of active learning techniques, more test anxiety, and more self-handicapping. Thus, it appears that implicit theories of willpower are better predictors of students' academic behaviors than implicit theories of intelligence.

**A151**  
**MOTIVATIONAL FACTORS FOR BINGE DRINKING AMONG ATHLETE AND NON-ATHLETE UNIVERSITY STUDENTS**

**Peary Brug<sup>1</sup>, Michael Barker<sup>1</sup>, Bradley Platt<sup>2</sup>**  
<sup>1</sup>St. Mary's University, <sup>2</sup>University College London

Expanding on earlier preliminary research to identify motives for binge drinking, the current study compared a sample of English university athletes to a group of non-athletes. Based on previous research (e.g., Kuntsche et al., 2004 & Moreira et al., 2010), it was predicted that social motivations would be the most significant. However, it was anticipated there would be inter-group differences in the types of social motivations. Using Q-methodology, participants rank-ordered statements regarding drinking motives. Factor analysis extracted four factors from each sample, accounting for 75.08% of the variance in the athlete sample and 68.32% in the non-athlete sample. Results revealed social motives to be the most prevalent in both groups, yet the types and rank ordering of the motives were different for each. Findings are discussed in terms of the implications the current research may have in trying to help curb the level of binge drinking among English university students.

**A152**  
**THE HIGH PRICE OF SUCCESS: ECONOMIC SCARCITY DECREASES MEN'S ACADEMIC AND PROFESSIONAL ACHIEVEMENT MOTIVATION**

**Danielle J DePriore<sup>1</sup>, Sarah E. Hill<sup>1</sup>**  
<sup>1</sup>Texas Christian University

Recent research provides evidence for a widening gender gap in higher education, with men being less likely to attend and complete college relative to women, particularly among individuals from low income families. However, little research has examined psychological contributors to this trend. We conducted two studies examining the relationship between economic scarcity and men's professional and academic achievement motivation. Study 1 (N = 879) revealed a naturally occurring relationship between relatively low family income and decreased career aspirations for college-aged men (but not women). Study 2 (N = 77) revealed that priming economic scarcity (vs. control) cues decreased men's career aspirations, increased their negativity toward higher education, and increased their expectation that they would end up unemployed or in a low status occupation in the future. These results suggest that beyond reducing educational opportunities, economic scarcity may decrease men's motivation to enter into high status occupations that require extensive education.

A153

### THE PAST PUSHES YOU FORWARD: NOSTALGIA INSPIRES SOCIAL GOAL PURSUIT

Andrew A. Abeyta<sup>1</sup>, Clay Routledge<sup>1</sup>  
<sup>1</sup>*North Dakota State University*

The present research challenges the common conception that nostalgia, by orienting people towards the past, undermines the pursuit of present and future goals. Across 3 studies we found that nostalgia mobilizes the interpersonal self. In Study 1, induced nostalgia (relative to a control induction) increased motivation to pursue social goals, in part because it inspired social-efficacy. In Study 2, induced nostalgia (relative to a control induction) increased a positive relationship outlook among lonely people. Finally in Study 3, induced nostalgia (relative to a control induction) inspired both confidence in one's ability and motivation to overcome challenges to interpersonal aspirations and these effects were also mediated by social-efficacy. Taken together, the reported findings establish nostalgia as catalyst for interpersonal goal pursuit and growth.

A154

### THE UNIQUE CONTRIBUTION OF PASSION FOR ONE'S PARTNER AND PASSION FOR AN ACTIVITY THAT IS SHARED WITH THE PARTNER IN THE PREDICTION OF AFFECTIVE AND RELATIONAL OUTCOMES

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<sup>1</sup>*Université du Québec à Trois-Rivières*, <sup>2</sup>*University of Quebec in Montreal*

The Dualistic Model of Passion (Vallerand et al., 2003) suggests the existence of harmonious passion (i.e., a motivational tendency leading individuals to freely engage in a beloved activity) and obsessive passion (i.e., an uncontrollable urge to engage in a beloved activity). This model has been shown to be useful to better understand passion for activities as well as romantic passion. The present research aimed at examining how people's romantic passion as well as their passion for an activity that they share with their partner can predict affective and relational outcomes. Participants were 214 French Canadians involved in a romantic relationship. The results revealed that harmonious passion for both the partner and the shared activity positively predicted the experience of positive emotions during the activity, which was conducive to greater relationship quality. Conversely, obsessive passion predicted the experience of negative emotions during the activity, which was negatively related to relationship quality.

A155

### MAKING IT IN SOCIETY: MOTIVATION, SOCIAL RESOURCES AND UNIVERSITY ATTENDANCE

Joseph S. Kay<sup>1</sup>, Jacob Shane<sup>1</sup>, Jutta Heckhausen<sup>1</sup>  
<sup>1</sup>*University of California at Irvine*

Youth raised by parents who do not have post-secondary education experience are less likely to enter post-secondary education themselves (Corak, 2013). By understanding the factors that promote post-secondary achievement, especially among youth with less educated parents, researchers can work to develop targeted interventions which aim to improve academic achievement and facilitate upward economic mobility. Using a longitudinal sample of participants (n=832) from the German Socioeconomic Panel (SOEP) Youth Survey and subsequent annual surveys, this study examines associations between adolescents' socio-emotional relationships, parents' resources, motivational beliefs about success in society, and university attendance. Data are analyzed using Structural Equation Modeling. Results show that strong socio-emotional relationships with family members, friends, and others adults are associated with higher meritocratic beliefs about society and lower beliefs that success results from dominance over others. However, among only

those youth whose parents did not attend university, dominance beliefs are associated with university attendance.

A156

### SHARED AND NON-SHARED AGENCY IN ACADEMIC MOTIVATION AND ACHIEVEMENT

Vinnie C. Wu<sup>1</sup>, Brandilynn Villarreal<sup>1</sup>, Jutta Heckhausen<sup>1</sup>, Katharina Kriegbaum<sup>2</sup>  
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Previous research shows the substantial influence parents have on their children. Many parents invest effort in maintaining this influence during college, especially regarding academic goal setting and effort. This study investigated the influence of shared and non-shared agency with parents on academic motivation and achievement in college students, determining the extent that both parents and children share similar academic goals and are engaged in obtaining these goals (Chang, Heckhausen, Greenberger, & Chen, 2010). Of particular interest were ethnic differences in this relationship, particularly between East Asians and Southeast Asians, two groups not usually differentiated in research in spite of their different attitudes towards education and family. Approximately 500 college students of European American, East Asian, and Southeast Asian descent completed an online cross-sectional survey. Results indicate significant ethnic differences on the influence of shared and non-shared agency in intrinsic motivation, extrinsic motivation, and amotivation, but also in academic achievement.

A157

### DOES CULTURE MAKE YOU GO EXTRA MILES OR STAY PUT? EFFECTS OF INDIVIDUALISM-COLLECTIVISM ON WORK MOTIVATION IN GROUPS

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Unlike the notion that collectivism promotes striving for group achievements, recent research conducted in a collectivistic society (Hong, Wyer, & Fong, 2008) showed that when group members expect the performance of their co-workers to be lower than themselves, they adjust their own effort to the others' poor performance. Building on the notion that collectivistic values coupled with independent self-representation promotes various types of pro-group behavior (Choi, 2014), we hypothesized that downward matching on the part of high performers would be less likely when these individuals adopt collectivistic values with independent rather than interdependent self-representation. 60 Korean undergraduates participated in an experiment during which they worked on manufacturing tasks and learned their performance was superior to the other members. Value orientation and self-representation were manipulated via priming methods. Results were consistent with our hypothesis and suggest that the link between I-C and work motivation is more complex than once believed.

A158

### INTRINSIC AND EXTRINSIC MOTIVATION: A CROSS-CULTURAL COMPARISON

Wen Cheng<sup>1</sup>  
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The study investigated the relationships between college students' academic performance and their intrinsic and extrinsic motivations in the western (i.e., U.S.) and the eastern (i.e., Taiwan) samples. 295 college students in the U.S. and 606 college students in Taiwan participated in the survey study. The results revealed that intrinsic and extrinsic motivations played different roles in the two cultures. In the U.S. college sample, the enjoyment aspect of intrinsic motivation was a significant predictor of academic performance, and both outwardness (perception of others) and compensation of extrinsic motivation were also marginally significant. However, in the Taiwanese college sample, only the extrinsic compensation

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significantly predicted the students' academic performance. In addition, it was found that the extrinsic motivation was positively related to students' age in the U.S. sample but not in the Taiwanese sample. The findings suggest that the utility of education may be more essential in the eastern culture.

A159

### THE ROLE OF INTRINSIC MOTIVATION AND CLASS PERCEPTION ON READING IMPROVEMENT FOR SPECIAL EDUCATION STUDENTS

Adriana Alejandre<sup>1</sup>, Delisa N. Young<sup>1</sup>, William Shennum<sup>1</sup><sup>1</sup>Five Acres

The goal of this study was to examine the role of intrinsic motivation on academic achievement for students with emotional disorders and learning disabilities. Students completed Likert-scale measures of academic motivation and class perception; Woodcock-Johnson reading, math, and writing improvement scores were calculated to measure academic performance. A hierarchical regression showed that among students who were less intrinsically motivated, students who perceived the class as less helpful to their reading skills had greater reading improvement scores compared to students who perceived the class as more helpful to their reading skills,  $\beta = .383$ ,  $t(66) = 3.24$ ,  $p = .002$ . Students who were more intrinsically motivated did not significantly differ in reading improvement as a result of class perception. Conclusion: special education students who are less intrinsically motivated may attribute their success to sources, such as parents and are likely to benefit from more support outside of the classroom.

A160

### THE TIES THAT BIND: RESIDENTIAL IMMOBILITY AS A BARRIER TO FIRST GENERATION COLLEGE STUDENTS SCIENCE GRADUATE TRAINING

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Interventions to facilitate motivation among first-generation students (FGS) in science are certainly important; despite such efforts there are very few FGS pursuing advanced science degrees. "Residential immobility" might be a potential barrier not overcome by intrinsic science motivation. We hypothesized that feelings of intrinsic motivation may only be sufficient for non-FGS and not FGS to want to relocate for graduate school. Instead FGS may limit their graduate options because they highly value communion (an other-orientation). In a longitudinal survey of biomedical undergraduate research assistants (N=425, 29% FGS), FGS were significantly less willing to relocate than non-FGS. For non-FGS, initial feelings of intrinsic motivation significantly predicted greater willingness to relocate one semester later. For FGS, communal goals significantly predicted unwillingness to relocate, even after controlling for intrinsic motivation. Findings underscore the importance of graduate distance-education to mitigate the barrier of residential immobility for underrepresented groups who highly value communal goals.

A161

### THE ROLE OF THREAT IN CREATIVE DEFENSIVE THINKING: A FUNCTIONAL CREATIVITY PERSPECTIVE

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The current studies examined the influence of threat on defensive idea generation. By putting the adaptive functionality of creativity forward, we propose threatened people can generate creative tactics only in domains that functional to regulate the threat. Predictions were tested in two studies in which participants generated ideas to deal with a threatening situation while pictures with threats (weapons, animals) or the same objects in a neutral setting emerged on the screen. Both studies showed that compared with benign

situations, threats elicited more original ideas about confrontation (e.g. fight) but less original ideas about threat exploration (e.g. vigilant monitoring). Furthermore, the generation of defensive ideas were influenced by type of threat: interpersonal violence motivated more original cooperative approach (e.g. negotiation) but less original ideas about confrontation (Study 2) than dangerous animals. The results thus suggest threats promote creative defensive thinking only when those creative tactics help regulating the threats.

A162

### AN ATTRIBUTION-BASED TREATMENT INTERVENTION IN COMPETITIVE ACHIEVEMENT SETTINGS

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Our study (n = 802) extends research on treatment efficacy in educational and social settings summarized in *Advances in Motivation and Achievement* (Karabenick & Urdan, 2014). Based on Weiner's attribution theory (1985, 2012), we administered two Attributional Retraining (AR1; AR2) interventions in a two-semester, online course using a randomized treatment design. AR is a cognitive treatment that primes motivation by fostering controllable attributions; AR2 differed from AR1 by providing students with personalized attributional feedback. AR efficacy was assessed relative to students' Semester-1 boredom experiences, controlling for high school achievement, age and gender. Simple-slope regressions demonstrated AR1 (vs. no-AR) improved final grades only for high-boredom students ( $b = 2.97$ ,  $p = .021$ ). Conversely, AR2 (vs. no-AR) increased low-boredom students' grades ( $b = 3.44$ ,  $p = .003$ ) and decreased voluntary withdrawals ( $b = -.72$ ,  $p = .059$ ,  $OR = 0.49$ ). These AR effects were interpreted in relation to students' learning-related emotions and Pekrun's control-value theory of emotion (2002).

A163

### THE BENEFITS OF FOLLOWING YOUR PRIDE: AUTHENTIC PRIDE PROMOTES ACHIEVEMENT

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Although authentic pride is thought to promote achievement, it remains unclear exactly how this process unfolds. In three longitudinal studies (total N = 918), we tested whether pride promotes adaptive downstream consequences, by motivating university students to engage in appropriate achievement-oriented behavioral responses to exam success and failure. Across all studies, we found that: (a) pride shifted in response to exam scores, and (b) individuals who felt low pride following poor performance responded by changing their subsequent studying behavior in a functional manner. In Studies 2 and 3, these behavioral changes were beneficial; students who performed poorly but changed their subsequent studying behavior on the basis of low pride showed improved future performance as a result. Together, these studies demonstrate that authentic pride functions as a barometer of achievement, promoting behavioral responses that lead to improved academic performance.

A164

### BRIEF TRANSITION-TO-COLLEGE INTERVENTIONS BOOST PERFORMANCE, ENGAGEMENT, AND WELL-BEING DURING AND AFTER COLLEGE

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Nearly all students face challenges in the transition to college. For first-generation students and students from negatively stereotyped racial or ethnic groups, however, social and academic challenges may carry additional meaning and cause students to question whether they belong in college, ultimately interfering with performance and well-being. In Study 1 (n=1592), three different

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pre-matriculation interventions designed to help incoming first-year students anticipate challenges in the transition to college and construe these challenges as common and temporary raised the academic achievement of first-generation and underrepresented minority students. Compared to students who viewed placebo information about the college transition, intervention students were also more socially and academically engaged on campus. Study 2 reports post-college effects of a similar intervention (n=79). Approximately ten years after study participation and six years after college graduation, Black adults in the intervention condition reported greater life and career satisfaction than Black adults in the control condition.

**A165**  
**BELIEF-FOCUSED APPROACHES TO CULTIVATING STUDENTS' PASSION TOWARDS SUBJECTS**

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<sup>1</sup>*University of Michigan*

Recently, high attrition rates for STEM majors have garnered attention from news media and researchers alike. While much literature has focused on factors that improve academic performance in order to decrease attrition, we considered a different angle – how to increase students' passion towards their subjects. Our survey with undergraduates across 7 departments measured participants' beliefs about how to promote passion towards one's major. The more students endorsed a "develop" theory, the more likely they were to suggest putting in effort, garnering experience, and increasing passion through achievement in the subject. The more students endorsed a "fit" theory, the more likely they were to emphasize picking a subject one prefers to begin with. We present qualitative analyses of suggestions our participants gave for students and institutions to cultivate passion. Our study thus offers preliminary evidence of how to tailor interventions to effectively target students with different fundamental beliefs.

**A166**  
**STRETCHED THIN OR LEAN IN?: WOMEN HAVE MORE LIFE GOALS THAN MEN AND CARE LESS ABOUT POWER**

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<sup>1</sup>*Harvard University*

Across three studies, we explored the relationship between gender and life goals. In Studies 1 and 2, participants were presented with a list of life goals and asked to indicate which were core goals and which were not. In Study 1, women selected fewer power goals and more relational goals than men. In Study 2, women were more likely than men to indicate that power goals were not core goals. Participants in Study 3 compiled a list of their core life goals; compared to men, women listed more goals overall, a higher proportion of personal fulfillment goals, and a smaller proportion of power goals. These findings have significant implications for the under-representation of women in high-power positions, by suggesting that in addition to the existence and perception of discriminatory practices, women may occupy fewer powerful positions as a result of personal preference regarding their goals in life.

**A167**  
**WHO OPTS FOR JOB CHALLENGE: THE ROLE OF GOAL ORIENTATION AND GENDER**

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<sup>1</sup>*Stanford University*, <sup>2</sup>*Stanford University*

Often it's better to jump into a new job and learn as you go, but many people hold back until they have the complete skill set. The present research, using a goal-orientation framework (learning vs. performance goals), asked participants what percentage of the required skills and knowledge they would like to have before they start a new job. Both goal orientation and gender played a role. A learning goal orientation predicted opting for more challenge (i.e.,

indicating a lower percentage of skills needed at the start of a job), while a performance goal orientation (wanting to demonstrate one's ability) predicted taking on less challenge. In addition, women opted for less challenge than men when they valued performance goals, but not when they valued learning goals.

**A168**  
**SOCIAL INFLUENCES ON TASK MOTIVATION: ASCH'S CONFORMITY STUDIES REVISITED**

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Two studies investigated task motivation as a function of social influence and individual differences in motivation. Both experiments featured an impossible task paradigm with manipulations of normative social influence as a means of assessing the effects of peer goal-related behaviors on persistence and goal disengagement. When goal attainability is uncertain, individuals may use social models to make inferences about goal attainability. Studies that experimentally manipulate peers' (confederates') behaviors and, by extension, social norms for goal-directed behavior can address the processes involved in switching from goal engagement to disengagement. Conformity effects on a persistence task emerged for conditions with highly persistent peers compared to persistence in control conditions without social pressure in Study 1. Study 2 revealed conformity effects for conditions with peers low or moderate in persistence. Individual difference personality variables, such as competitiveness, self-esteem, and psychological reactance, had little predictive value. Studies like these may have implications for optimizing social influences in the workplace and in educational settings.

**A169**  
**FROM BELIEF TO STRUCTURE: MALLEABLE BELIEFS ABOUT PERSONALITY IMPACT THE GROWTH AND COMPLEXITY OF SOCIAL NETWORKS**

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<sup>1</sup>*Stanford University*

Social networks are often studied as pre-existing entities and not as dynamic processes that are engendered by psychological construals. Here, we ask whether peoples' lay theories of personality (Dweck, 2012) could be one source of motivated network formation. Lay theories of personality involve believing that personality is either fixed or that it is malleable. Study 1 showed that leading participants to believe that personality is malleable caused them to want to expend more effort on getting to know a person who was very distant in a network. Study 2 showed that believing that personality is malleable caused participants to seek out individuals who were isolated individuals. Together, these studies suggest that having a malleable view of personality can serve as a catalyst for the formation of larger, and more complex social networks.

**A170**  
**TELL ME SOMETHING I DON'T KNOW: TESTING THE DIFFERENCE BETWEEN DIRECTLY-COMMUNICATED AND SELF-GENERATED RELEVANCE INFORMATION**

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<sup>1</sup>*University of Wisconsin at Madison*

If educators and parents can help students find relevance or meaning in a subject, they may be able to promote interest and achievement, especially for students who lack confidence. To do this, however, it is not clear whether they should tell their students that schoolwork is important or whether they should help students discover this on their own. Across three laboratory studies we examine the difference between directly-communicated and self-generated relevance information. In study 1, we found that directly-communicated relevance information can undermine performance and interest for student who lack confidence. However, study 2 suggests that these negative effects can be ameliorated when

students are also given the chance to generate their own examples of relevance. In study 3, we found that students who lack confidence benefit more when everyday examples are communicated, rather than career and school examples.

**A171**  
**STRIVING FOR EXCELLENCE SOMETIMES HINDERS HIGH ACHIEVERS: PERFORMANCE-APPROACH GOALS DEplete ARITHMETICAL PERFORMANCE IN STUDENTS WITH HIGH WORKING MEMORY CAPACITY**

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<sup>1</sup>University of Lausanne, <sup>2</sup>University of Savoie

We tested whether the pursuit of performance-approach goals—i.e., the desire to attain normative superiority over other students—is particularly distracting for high-WMC students. Indeed, Working Memory Capacity (WMC, i.e., the ability to simultaneously maintain and process information) is positively related to cognitive performance and academic success, resulting in benefits for high-WMC as compared to low-WMC students. We tested the hypothesis that for the former, pursuing performance-approach goals should represent an opportunity to reaffirm their positive status—a stake that may trigger disruptive outcome concerns that compromise task processing. In line with these expectations, results revealed that with performance-approach goals—as compared to non-normative achievement goals—the higher the students' WMC, the lower their cognitive performance (Experiment 1). Crucially, this pattern was found to be driven by uncertainty regarding the chances to outclass others (Experiment 2); an accessibility measure confirmed that this uncertainty led higher-WMC individuals to activate status concerns.

**A172**  
**THE EFFECT OF ACHIEVEMENT GOAL ORIENTATION ON TASK PERFORMANCE AND POST-TASK AFFECT IN ONLINE TESTING SETTINGS**

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<sup>1</sup>Sungshin Women's University, <sup>2</sup>The University of Tokyo/CRET, <sup>3</sup>University of Tsukuba/CRET, <sup>4</sup>Tohoku University/CRET

Achievement goal has recently been divided into three types of orientations: mastery-goal, performance-approach goal, and performance-avoidance goal. Although how these goal orientations are related to task performance and post-task affect has greatly been investigated so far, it is unknown as to whether these associations are the same in online settings, which is the focus of the present study. First, 87 participants answered the achievement goal orientation scale. Then, an English language task was administered to participants, half of whom were in the difficult condition and led to experience failure at the task. Last, all participants answered their post-task perception such as affect and mood. Analyses revealed that both performance-approach goal and performance-avoidance goal orientations were negatively correlated with task performance score, and positively with a sense of incompetence (a subscale of negative affect) only in the difficult condition. These results replicated the previous findings in the offline testing situation.

**A173**  
**EXPLAINING THE TENUOUS TRANSMISSION OF INSPIRATION FROM WRITER TO READER: DISTINCT MODERATING ROLES OF READERS' OPENNESS AND APPROACH TEMPERAMENT**

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<sup>1</sup>University of California at Berkeley, <sup>2</sup>College of William and Mary

We examined moderators of transmission of inspiration from writers to readers. We distinguished two stages of the inspiration process in readers—being inspired “by” (being moved) and being inspired “to” (being motivated). The first sample (“writers”; N = 195) wrote a poem and reported their inspiration while writing. The second sample (“readers”; N = 220) reported their traits and the extent to which they were inspired “by” and “to” in response to each poem. Data were analyzed using cross-classified multilevel

modeling. Overall, writer inspiration did not significantly predict reader inspiration variables. However, inspiration in writers predicted the “by” component among readers high in openness. In turn, “by” predicted “to” more strongly among readers high in approach temperament. In order for inspiration to be transmitted from one person to another, the recipient must be high in both openness and approach temperament, which facilitate the passive and active aspects of inspiration, respectively.

**A174**  
**A DIARY STUDY: SELF-EXPANSION AND CROSS-GROUP INTERACTIONS**

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This diary study investigated the impact of self-expansion motivation on subsequent cross-group interactions, the development of cross-group friendships, self-related outcomes and intergroup attitudes. The self-expansion model (Aron & Aron, 1986) predicts that cross-group friendships should provide a special opportunity for self-expansion (Wright et al., 2005). Accordingly, we examined how participants' self-expansion motivation influenced their perceptions of their subsequent cross-group interactions/friendships, the subsequent impact of those interactions on self-efficacy and well-being, attitudes towards the outgroup, and support for social change that benefits the outgroup. The study included five measurement occasions and thus this allowed us to consider both longitudinal and cross-sectional analyses of these relationships, which provide general support for the claim that measures of the levels of self-expansion motivation at earlier occasions predict measures of quantity and the quality of subsequent ingroup and/or outgroup relationships.

**A175**  
**THE EXPERIENCE MATTERS MORE THAN YOU THINK: WEIGHTING INTRINSIC INCENTIVES MORE INSIDE THAN OUTSIDE OF AN ACTIVITY**

Kaitlin Woolley<sup>1</sup>, Ayelet Fishbach<sup>1</sup>  
<sup>1</sup>University of Chicago

Goals people pursue contain intrinsic and extrinsic incentives (Fishbach & Choi, 2012; Mischel, Shoda, & Rodriguez, 1992). We predict a shift in the weight given to intrinsic incentives in evaluation and choice: people give more weight to intrinsic incentives (i.e., the experience of pursuing the activity) during pursuit of an activity than before or after this pursuit. We document this shift in the weight of intrinsic incentives across a variety of activities, from flying to exercising and working (Studies 1-3). The shift in the weight of incentives has further implications for activity choice and how likely people are to follow through versus regret their choices. Using tasks that pose a tradeoff between intrinsic and extrinsic incentives, we observe that people are more likely to regret choosing activities that are low on intrinsic incentives (Study 4), and that they follow through on intrinsically rewarding activities more than they anticipated (Study 5).

**A176**  
**IS EFFORT ALWAYS AVERSIVE?: HOW INTEREST TRUMPS CONSERVATION OF EFFORT AND LEADS TO INCREASED ENERGY**

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<sup>1</sup>Université Grenoble Alpes, <sup>2</sup>University of Toronto

Recent research has proposed that the ‘law of less work’ holds for cognitive work (Kool et al., 2010), with people preferring easier over more difficult cognitive tasks. Using an adaptation of the demand selection task, we show that interest, but not competence, can moderate this effect, leading people to make choices that involve more cognitive work. Interest also results in lowered feelings of depletion and increased feelings of energy after engaging in cognitive work. In two studies we show that liking math (but not

math skill) predicts choosing more difficult (vs. easy) math problems. A third study that manipulates perceptions of difficulty and interest finds that contrary to expectations people choose more difficult puzzles (even when interest is held constant), and that people perceive that they have MORE energy following a task that they believe to be interesting and difficult (compared to performing the same task believed to be easy.)

A177

### MEANS EVALUATION IN SINGLE AND MULTIPLE GOAL CONTEXTS WHEN DECIDING ON BEHALF OF THE SELF VERSUS GROUP

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Goals may be pursued on behalf of the self or on behalf of a group one belongs to. In fact, many of life's most important decisions are made on behalf of social groups. Goal pursuit involves balancing value and expectancy priorities. Multifinal means are methods of goal pursuit that accomplish many goals whereas unifinal means only accomplish one goal. Previous research has shown that multifinal means are perceived to accrue high value and unifinal means are perceived to secure high expectancy. We predicted and found across two studies (N = 395) that participants prefer high value multifinal means when making decisions on behalf of their group, and high expectancy unifinal means when making decisions on their own behalf. These results have important implications for goal pursuit, decision making, and group processes.

A178

### WHEN DOES THE FUTURE BEGIN? TEMPORAL GRANULARITY AND PSYCHOLOGICAL RELEVANCE OF THE FUTURE SELF

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People assume that they should attend to the present; the future is less pressing and can be handled later by their future self. This seemingly reasonable rule-of-thumb has a number of consequences including waiting too long to start taking action for future events that require effort over time (e.g., saving for retirement). One way to avoid this problem is to make distal future events (e.g., retirement) seem more relevant by using a proximal time metric (e.g., days to retirement) to discuss the event. First, people assume that future events occur sooner if a proximal time metrics are used to discuss them (Studies 1-2). Second, proximal metrics change the estimate of when one should begin acting -- saving for retirement or one's children's college education (Studies 3-5). Finally, although the future events still feel distal (Study 6), proximal metrics make future and current selves feel more connected and congruent (Study 7).

A179

### THE FUTURE DOES NOT HAVE TO *BENEAR*, IT HAS TO *FEEL* NEAR: EXPERIENCED TEMPORAL DISTANCE IMPACTS FELT CONNECTION BETWEEN PRESENT AND FUTURE SELF AND INVESTMENT IN THIS FUTURE.

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Temporal distance is often manipulated with objective markers of time (e.g., Oyserman et al, 2006). But what distance implies subjectively matters; the value of a future outcome depends on perceived temporal distance (Zauberman et al., 2009), whether an objectively close goal, two weeks from the present effects action depends on whether it is perceived as near or far (Peetz, at al., 2009). We focused on the distal future, hypothesizing that the exact same adult future-self can be primed and, depending on the framing of the prime, experienced as subjectively near and connected to the present or as subjectively far and disconnected from it. Indeed, children led to see their adult-self as subjectively near (vs. far) feel more connection to their adult-self (Study 1), perform better on schoolwork (Study 2) and score better on an attention and

concentration task if they believe school is the path to their adult-self (Study 3).

A180

### MOTIVES FOR COUNTERFACTUAL-SEEKING: NEGATIVE AND UNEXPECTED ENDINGS ELICIT INTEREST IN LEARNING WHAT WOULD HAVE BEEN

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This study examined conditions under which people are motivated to learn what outcomes they would have obtained had they made a different choice. Based on attribution theory (e.g., Wong & Weiner, 1981), it was hypothesized that choices that elicit negative and unexpected outcomes would evoke the strongest interest in learning what outcomes would have been obtained from a different choice. Participants read a narrative about a girl who took shelter in an abandoned house. Toward the end of the narrative, participants were instructed to choose between two actions the character could take that would, ostensibly, determine the eventual outcome. After making their decision, participants were exposed to an outcome that was either positive or negative, and either expected or unexpected. Consistent with hypotheses, participants whose choice elicited the negative and unexpected ending reported the greatest interest in seeing how the narrative would have ended had they made the other choice.

A182

### ENERGIZING LOVE: THE ROLE OF RESOURCES AND REALITY CONSTRAINTS IN INTERPERSONAL ATTRACTION

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We provide evidence that falling in love is a motivated process governed by the same principles that influence other, more mundane, goals. Using the Cognitive Energetics Theory (Kruglanski et al., 2012) as a framework, we demonstrate that individuals motivated to fall in love are more likely to be attracted to a potential romantic partner when they have ample cognitive resources and information about the partner is amenable to bias. However, when both these conditions are absent, love-seeking individuals cannot twist information about a potential partner to make them seem more attractive. The relationship between this research and previous theories of interpersonal attraction are discussed, as well as its relevance to work on motivated cognition.

A183

### THE INTRINSIC AND EXTRINSIC NATURE OF GOALS PROMOTED BY MOTHERS USING AUTONOMY SUPPORT VERSUS CONDITIONAL REGARD AND IT'S IMPACT ON WELL-BEING

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Grounded in self-determination theory (Deci & Ryan, 2000), the dual valuing process model (Grouzet, 2013) suggests that humans tend to value intrinsic goals (associated with well-being); however, socializing agents (e.g., mothers) can either be congruent by promoting intrinsic goals or incongruent by promoting extrinsic goals. In this study, we examined how mothers' parenting style could influence the type of goal they promote. Using a within-person design, participants (N=85) were asked to identify two goals that their mother promoted using (1) autonomy support (AS) and (2) conditional regard (CR). Results showed that mothers tended to use AS to promote goals that were more intrinsic (vs. extrinsic), which facilitated autonomous internalization of the goal, whereas CR was associated with the promotion of extrinsic goals. Further, promoted intrinsic goals that were actually adopted were associated with well-being. Findings will be discussed with respect to self-determination theory and the dual valuing process model.

**A184**  
**CONSEQUENCES OF IMPLICIT THEORIES OF SELF-REGULATION FOR ADULTS WITH AND WITHOUT ADHD**

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We investigated whether implicit theories of self-regulation predict goal monitoring and operating after a self-regulatory failure. In Study 1 (N = 204) incremental theories predicted less negative emotion (-.18,  $p = .008$ ) and less avoidant coping with a reliable indirect effect of theories on coping via emotion (-.06; 95% CI: -.14, -.01) and a significant direct effect (-.29,  $p = .012$ ). In addition, avoidant coping negatively predicted goal achievement ( $r = -.26$ ,  $p < .001$ ). Study 2 (N = 91) replicated this pattern of results among undergraduate students with ( $n = 18$ ) and without ( $n = 73$ ) a current diagnosis of ADHD. Participants with ADHD reported more negative emotion in response to goal failure (-.70,  $p = .02$ ) but ADHD status did not moderate relationships between implicit theories and outcomes. Results support the adaptive nature of incremental theories, even among adults with a disorder that severely impairs self-regulatory capacity.

**A185**  
**MASTERY GOALS AND POSITIVE REAPPRAISALS INDEPENDENTLY PREDICT LANGUAGE LEARNING MOTIVATION**

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Given that positive reappraisals and mastery goals have each been shown to promote academic achievement and help students overcome classroom difficulties, how do these strategies interrelate? A questionnaire study of 125 Canadian university students studying foreign languages was conducted to explore the relation between these constructs and how they relate to language learning motivation and outcomes from a self-determination theory perspective. Results showed that positive reappraisals and mastery goals were positively correlated, indicating that students who managed their attitudes towards language learning by looking on the bright side also tended to set goals that involved effortful self-improvement. Stepwise regression revealed that positive reappraising and having mastery goals for language learning independently predicted engagement and some forms of self-determined motivation, while mastery goals alone predicted intrinsic motivation. Thus, although these constructs are interrelated, setting self-improvement goals and looking on the bright side may work together to support students' motivation.

**A186**  
**A LABORATORY-BASED ASSESSMENT OF HOPE THEORY: GOALS AND PATHWAYS**

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Hope consists of motivation to pursue a goal (i.e., agency) and the ability to construct routes to attain the goal (i.e., pathways; Snyder, 1994). Theory suggests that high hope individuals experience better life outcomes due to differences in goal-setting; this theory, however, has yet to be objectively assessed. We conducted two studies examining relations among hope and goal-setting. In Study 1, 162 participants generated seven personal goals, and coders rated the quality of the goals. Higher hope scores were associated with goals that were more difficult to obtain, long-term, approach-oriented, objectively valued, and altruistic. In Study 2, 118 participants generated as many pathways as possible for three standardized goals. Participants higher in hope provided more pathways, and the pathways component of hope predicted more specific and higher quality pathways. These studies provide important knowledge about potential mechanisms through which hope results in optimal life outcomes.

**A187**  
**LIVE LIKE YOU'RE DYING: THINKING ABOUT MORTALITY INFORMS AUTHENTIC ENGAGEMENT**

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Many theoretical perspectives link death-related thoughts to the experience of authenticity; however, there is little empirical research directly examining this association. Our current studies examined how recalling a vivid memory of an encounter with death and frequent death rumination are associated with outcomes indicative of authenticity. Across two studies (N = 304), participants described an experience that made them think about their mortality and completed measures of death rumination, authenticity, goal-pursuit, and fear of personal death. Results indicated that the ability to vividly recall an experience with mortality was related to greater authenticity, meaningful goal-pursuits, and lower fear of death whereas frequent death rumination was related to lower authenticity, goal meaning, and more fear of death. Results held controlling for relevant variables (e.g., age, neuroticism). In sum, the vividness of a specific mortality experience and death rumination have divergent relationships with authenticity.

**A188**  
**MIXED EXPECTATIONS: EFFECTS OF GOAL AMBIVALENCE DURING PREGNANCY ON MATERNAL WELL-BEING, STRESS, AND COPING**

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Goal ambivalence – an approach-avoidance conflict regarding a personal goal – has been related to depression and anxiety (Emmons & King, 1988). We thus hypothesized that ambivalence regarding the goal to have a child is related to indicators of stress and well-being in women with planned pregnancies. In Study 1 (N = 201), ambivalence about the decision to have a child was positively associated with perceived stress, pregnancy-specific worries, and depressive symptoms, and negatively with self-efficacy. In a subsample of 79 women followed up 2 months after birth, ambivalence during pregnancy predicted postpartum stress and depressive symptoms (positively), and self-efficacy and life satisfaction (negatively), controlling for prenatal baseline levels as well as other relevant variables (e.g., gestational week, neuroticism, life events). Study 2 (N = 109) replicated the cross-sectional results of Study 1 and revealed within-person associations between day-to-day fluctuations in ambivalence and affect and arousal measures in a three-week daily diary.

**A189**  
**PONDERING PURPOSE: THE SEARCH FOR MEANING IN LIFE AS MOTIVATED SOCIAL COGNITION**

Anna Vazeou-Nieuwenhuis<sup>1</sup>, Edward Orehek<sup>1</sup>

<sup>1</sup>University of Pittsburgh

The search for meaning in life has long been considered a fundamental human motivation, yet the basic processes through which it emerges have largely remained unclear. Given that searching for life's meaning comprises a process of schema formation aimed at integrating individual experiences into a coherent mental framework (Steger, Oishi, & Kesebir, 2011), and that abstract thought as well as figuratively removing the self from the here and now (psychological distance) both foster formation of such frameworks (Trope & Liberman, 2010), we predicted that abstract thought (H1) and psychological distance (H2) would heighten search for meaning. Schema formation, however, is effortful (Shallice & Burgess, 1996). Because of this, we predicted that these variables would augment search for meaning to a greater extent when willingness to exert effort was high versus low (H3). Nine studies corroborated these predictions, supporting a view of the search for life's meaning as motivated social cognition.

A190

**LOVING ONESELF IN SOLITUDE: INSIGHTS INTO THE CAPACITY TO BE ALONE**Thuy-vy T Nguyen<sup>1</sup>, Richard M. Ryan<sup>1</sup><sup>1</sup>*University of Rochester*

We examined the relationships between personality traits and individuals' experiences during solitude and social interactions in two studies. In an experimental study, 73 undergraduates were instructed to spend a short time either alone or in brief conversation; in an experience sampling study, solitary and social experiences of 195 participants were sampled over seven days. Findings from both studies showed that individuals reported more positive experiences and greater self-acceptance in both social and solitary experiences when they exhibited lower trait loneliness, lower anxious attachment, higher self-determination, and/or higher self-congruence (i.e., the extent to which thoughts, feelings, and behaviors are congruent with values and beliefs; Weinstein, Przybylski, & Ryan, 2012). Despite previous findings suggesting that people generally feel worse alone than with others (e.g., Larson, 1990), the current studies showed that certain personality traits are associated with positive outcomes in both social and solitary experience.

A191

**AUTONOMOUS DECISIONS AND REGRET**Cody R. DeHaan<sup>1</sup>, Richard M. Ryan<sup>1</sup><sup>1</sup>*University of Rochester*

The present research applies Self-Determination Theory (Deci & Ryan, 1985) to decision-making and outcomes. Autonomy provides the basis for integration, acceptance, and understanding. Two studies explored the role of autonomy in decisions and later regret, growth, and learning. Including important past life decisions, two independent effects emerged. Decisions that were made more autonomously were more likely to be reported as turning out positively. Independently, autonomy for a decision and the positive outcome of a decision were related to decreased regret for the decision. The results suggest that autonomy for important life decisions leads to more positive well-being outcomes, distinct from the outcome of the decisions themselves.

A192

**HOW THE TRUE ME CAN BE: INTERACTION NEED SUPPORT AS A PREDICTOR OF TRAIT-LEVEL AUTHENTICITY**Zachary Baker<sup>1</sup>, C. Raymond Knee<sup>1</sup><sup>1</sup>*University of Houston*

Three basic psychological needs are postulated by Self-Determination Theory to be essential to optimal human functioning: autonomy, competence, and relatedness (Deci & Ryan, 2000). Authenticity of the self also has been related to optimal functioning and is defined as awareness of thoughts and feelings, an ability to process events without bias, behavioral congruence with thoughts and feelings, and a preference for relationship partners to know one's true self (Kernis & Goldman, 2006). Authenticity was expected to relate to the three basic needs; specifically, it was hypothesized that fulfillment of the three needs in social interactions would predict trait level authenticity. A study surveyed participant need fulfillment following every interaction for 14 days. Multilevel analyses provide evidence that increased levels of need fulfillment in interactions predict greater felt authenticity. Moderators and the independent contributions of each need to the different components of authenticity are discussed.

A193

**AUTHENTICITY OF GRATITUDE: MOTIVATIONAL BASES AND COGNITIVE FOCI**Yicheng Lin<sup>1</sup>, Chinlan Huang<sup>2</sup>, Wei-Fang Lin<sup>1</sup><sup>1</sup>*National Taiwan University*, <sup>2</sup>*National Taiwan University of Science and Technology*

Could there be a distinction between authentic vs. non-authentic gratitude? We argue that the non-authentic gratitude concerns mostly the marginal value of personal gains, where individuals focus primarily on the confirmation of their value and deservedness as a receiver of benefits. We hypothesized that self-image goal provides a motivational base that directs these two types of gratitude. Eighty-five participants completed measures of trait gratitude, interpersonal goals, and a perspective-taking task. Results showed a significant interaction effect between gratitude and self-image goal on perspective taking. That is, people with high gratitude and self-image goal displayed relatively high level of self-focus and lower perspective taking capability. Based on the results, we infer that non-authentic gratitude would use gratitude to invite interpersonal reciprocities; their mood varies as a function of external feedbacks, and consequently display less stable psychological well-being.

A194

**"THE THRONE IS MINE!": EFFECTS OF (IL)LEGITIMATE POWER ON ENTITLEMENT**Marco Rego<sup>1</sup>, Manuela Barreto<sup>1</sup>, Ana Guinote<sup>2</sup>, Thomas Morton<sup>1</sup><sup>1</sup>*University of Exeter*, <sup>2</sup>*University College of London*

Social power impacts differently on powerful and on powerless individuals depending on whether or not social systems are perceived to be legitimate. The illegitimately (vs. legitimately) powerless persist longer when facing difficulties (Willis, Guinote, & Rodriguez-Bailon, 2010), are more dissatisfied with their social position (Ellemers, Wilke, & Van Knippenberg, 1993), and intend to engage more in risk-related behaviour (Lammers, Galinsky, Gordijn, & Otten, 2008). In one study (N = 96) we examined how legitimacy of power affects low and high power individuals' power seeking behaviour. The results showed that power seeking behaviour (i.e., seating in an imposing rather than in a plain chair) was displayed to a greater extent by the powerful than by the powerless when the power hierarchy was legitimate. However, this reversed when power was illegitimate, when powerless individuals were more likely than powerful individuals to display power seeking behaviour.

A195

**PARTICIPANT-INVENTED WORDS CONVEY INFORMATION ABOUT MOTIVATIONAL STATES**Emil G. Moldovan<sup>1</sup>, Todd M. Thrash<sup>1</sup>, Victoria C. Oleynick<sup>1</sup><sup>1</sup>*College of William and Mary*

Conventional wisdom holds that the meaning of a word is culturally ascribed to it. Moldovan, Thrash et al. (2014) showed that invented words ("nonwords") can convey affective information to people who have never been exposed to these words. Can nonwords convey other kinds of information? To answer this question, we asked 150 participants to invent nonwords to describe neutral pictures and pictures that depict either power or affiliation motivational states (Pang et al., 2005). Judges rated these nonwords for interpersonal dominance and interpersonal warmth (Wiggins, 1995). Multilevel structural equation modeling revealed that picture power predicted nonword dominance, and picture affiliation predicted nonword warmth. Therefore, English speakers can communicate many different kinds of information with invented language. This finding has implications for situations in which people may lack the motivation (Quirin et al., 2009) or ability (Barrett et al., 2007) to express their motivational states with standard language.

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A196

**ASYMMETRIC GOAL TRANSFER: HIGH SOCIAL POWER ATTENUATES GOAL INFERENCE AND CONTAGION**Lile Jia<sup>1</sup>, Felix M. E. Tan<sup>1</sup><sup>1</sup>*National University of Singapore*

Goals can be automatically transferred among individuals through goal inference and goal contagion. We hypothesize that social power creates asymmetric goal transfer such that high-power (vs. low-power) individuals are less likely to infer and adopt the goals from others. In Study 1 (N = 127), we found that high-power individuals spontaneously inferred the goals from social others' behaviors to a lesser extent than did low-power individuals. In Study 2 (N = 154), we found a parallel effect of power on goal contagion. After being presented with an interaction partner's egalitarian behavior, low-power individuals reduced their stereotyping of a racial minority, whereas high-power individuals did not pursue an egalitarian goal and maintained a high level of stereotyping. Our findings highlight the importance of social relationship in goal inference and contagion, and suggest that asymmetric transfer of goals among individuals may be an indirect way through which the powerful influence the powerless.

A197

**DIFFERENCES IN PHYSICAL ACTIVITY AND NORMATIVE PERCEPTIONS AMONG INDIVIDUALS WHO ARE HEALTH VERSUS APPEARANCE MOTIVATED**Jacquelyn M. Schroeder<sup>1</sup>, Stefani K. Mammenga<sup>1</sup>, Renee E. Magnan<sup>1</sup><sup>1</sup>*Washington State University*

A common strategy for motivating health behavior change is to increase awareness of health risks associated with a behavior. Although less common, more recent work has established the importance of appearance-based motivational approaches, particularly among younger populations. The role that these motivations may play in normative perceptions of health behaviors is unclear. We investigated the extent to which these differing motivations predicted exercise and normative perceptions of others' activity. In a cross-sectional investigation, participants (N=174) completed an online survey about their exercise, reasons for engaging in exercise, and perceptions of others' exercise. Health-motivated individuals reported more exercise in a typical week (p=.01) but perceived others as less active (p=.095) compared to appearance-motivated individuals. Results suggest that one's reasons for engaging in health behaviors may influence not only their own behaviors, but also their normative perceptions towards that behavior. Such information has implications for the development of appearance-based health-interventions.

A198

**COMMUNICATE SUCCESS AND FAILURE (IN)DIRECTLY AND EFFECTIVELY: FEEDBACK GAIN/LOSS FRAME X VALENCE**Abigail A. Scholer<sup>1</sup>, Franki Y.H. Kung<sup>1</sup><sup>1</sup>*University of Waterloo*

Giving effective feedback can be difficult; feedback givers have to convey both accurate performance information (positive, negative) and try to keep the receiver motivated. We propose that the tension between these concerns may influence how directly feedback is delivered. Specifically, we examined how feedback valence (positive, negative) interacts with gain/loss framing to affect the perceived directness of feedback. Across 4 studies, loss-framed feedback was perceived as more indirect in communicating success, but more direct in communicating failure; in contrast, gain-framed feedback was perceived as more direct in communicating success, but more indirect in communicating failure. Whereas direct feedback was more motivating and used more by givers after success, indirect feedback was more motivating and used more by givers after failure. However, when feedback was indirect, receivers had trouble distinguishing the valence signal across success and

failure messages. We discuss implications for organizational, educational and interpersonal settings.

A199

**BELIEF IN SCIENCE AS THREAT COMPENSATION**Bastiaan Thomas Rutjens<sup>1</sup>, Frenk van Harreveld<sup>1</sup>, Joop van der Pligt<sup>1</sup>, Marijn Meijers<sup>1</sup><sup>1</sup>*University of Amsterdam*

Interest in the psychological functions of belief in science and an associated faith in progress has been on the increase in the last few years, hinting at the possibility that science can to a certain extent fulfill similar psychological functions as other worldviews, such as those derived from religious and sociopolitical belief systems and institutions. In this talk, I review evidence for the palliative functions of belief in science and faith in progress. I will present four studies (N=226) showing that threats to control and predictability increase belief in scientific theories that structure the world, and that affirming the notion of scientific progress helps to maintain order perceptions. Two additional studies (N=106) provide psychophysiological evidence for the idea that affirming belief in science has palliative qualities by increasing positive arousal, which is shown to be mediated by enhanced order perceptions.

A200

**REGULATORY FOCUS AND NEGATION PROCESSING: SEARCHING FOR A LINK**Anand Krishna<sup>1</sup>, Fritz Strack<sup>1</sup><sup>1</sup>*Julius-Maximilians-University Würzburg*

Regulatory focus research has shown that prevention focus leads to more deliberative processing. Three studies (total N = 297) tested whether prevention focus facilitates unintentional reflective operations such as negation. Participants were presented with affirmed or negated valent primes in an AMP task with reaction times constrained to faster than 600 ms (Deutsch et al., 2009). Initial results showed greater impact of negation on prime effects for participants in a prevention as opposed to a promotion focus. Specifically, prevention focus led to higher positivity for negated negative primes (e.g. "no death"), but not to lower positivity for negated positive primes ("no sun"). Further studies failed to replicate this effect, however. Possible influences of regulatory fit and the reaction time-constrained paradigm are discussed

A201

**I'LL DO THAT LATER... : THE RELATION BETWEEN STRUCTURAL INFORMATION ABOUT A TASK AND PROCRASTINATION**Carolyn Schuster<sup>1</sup>, Kilian Goldmann<sup>1</sup><sup>1</sup>*University of Konstanz*

Previous research has explored how dispositional variables affect procrastination, however neglected situational factors. In the present study (N = 87), we examined the role of structural information about the task for procrastination, expecting that procrastinated tasks have lower transparency of evaluation criteria, worse measures of progress, and lower meaningfulness than not procrastinated tasks. Using a within-subject design, students were asked to recall a recent academic task (e.g., writing a thesis) where they had procrastinated, and one where they had not procrastinated. As expected, procrastinated tasks were rated significantly lower on all three dimensions of structural information than not procrastinated tasks, and resulted in lower self-reported performance. These findings imply that providing information about what good performance is, how to track progress, and why the content is relevant, could help reduce procrastination in students. In addition, they suggest that further research on procrastination should take situational factors into account.

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## Person Perception/Impression Formation

A202

### HOW INTERPERSONAL ACCURACY AS A GENERAL EMOTION RECOGNITION SKILL AND AS A SITUATION-SPECIFIC SKILL AFFECTS INTERACTION OUTCOMES

Valerie Carrard<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>  
<sup>1</sup>University of Lausanne

Interpersonal accuracy means accurately assess others' traits and states. Typically, this skill is measured with a general emotion recognition ability test. Some researchers have assessed it as a more situation-specific skill as it unfolds in a social interaction. The goal of the present study was to test which aspect predicts interaction outcomes best (e.g., satisfaction). In a field study, we assessed general emotion recognition accuracy of 60 general practitioners and asked them after each consultation with their patients (4 to 6 patients per doctor), to report their patients' preferences for a specific physician communication style. This was compared to the patient's actual preference to obtain a measure of situation-specific interpersonal accuracy. Patients also indicated their satisfaction, trust, and enablement. Results show that the situation-specific interpersonal accuracy was related to more positive interaction outcomes whereas the general emotion recognition skill was not.

A203

### ACCURACY IN ESTIMATING THE OPPOSITE-SEX'S MATE PREFERENCES

Charles A. Bakalars<sup>1</sup>, Emily Graham<sup>1</sup>, Angela G. Pirlott<sup>1</sup>  
<sup>1</sup>University of Wisconsin at Eau Claire

Although individuals may not hold completely accurate perceptions of others, perceptions have pragmatic accuracy increasing chances of achieving goals—accurately identifying a potential mate's preferences functions as a valuable mate acquisition strategy. To study examine the accuracy of mate preference perceptions, Heterosexuals rated their mate preferences and perceptions of the opposite-sex's mate preferences for long- and short-term relationships. Overall, men and women were largely accurate with few exceptions: For both long/short-term relationships, women over-perceived men's valuation of attractiveness but under-perceived creative and artistic for long-term relationships and good sense of humor and monogamy/fidelity for short-term. Men over-perceived women's valuation of wanting children and casual relationship interest for long-term relationships but under-perceived easygoing and intelligent for long-term relationships and easygoing and good sense of humor for short-term. This demonstrates the resounding accuracy of mate preference perceptions, but also highlights the key inaccuracies and the direction of these inaccuracies.

A204

### CONSCIOUS AND UNCONSCIOUS PROCESSES ARE SENSITIVE TO DIFFERENT TYPES OF INFORMATION

Naoaki Kawakami<sup>1</sup>, Emi Miura<sup>1</sup>, Fujio Yoshida<sup>2</sup>  
<sup>1</sup>University of Tsukuba, <sup>2</sup>Tokyo Seitoku University

We examined whether conscious and unconscious processes are differentially sensitive to different kinds of information. Using an evaluative conditioning procedure, half of the participants were subliminally presented with trials in which photographs of women with happy (angry) expressions as the conditioned stimulus were paired with angry (happy) words repeatedly (unconscious condition), while the other half were supraliminally presented with trials in which happy (angry) faces were paired with angry (happy) words (conscious condition) repeatedly. Then, participants rated the women previously shown, but this time showing expressionless faces. Results showed that when the pairings were presented subliminally, participants rated the women in the direction of the valence of the expressions. On the other hand, when the pairings

were presented supraliminally, participants rated the women in the direction of the word valence. This indicated that while conscious processes are sensitive to verbal information, unconscious processes are sensitive to image information.

A205

### DOES CONTEXT MATTER? THE ROLE OF CO-EXPERIENCING A SITUATION IN IMPRESSION FORMATION

Gayathri Pandey<sup>1</sup>, Vivian Zayas<sup>1</sup>  
<sup>1</sup>Cornell University

Several factors from mere exposure to face-to-face interactions have been shown to influence impression formation. However, little is known about the effect of sharing a context. We examined if experiencing social exclusion with another individual, also the target of exclusion, affected one's impression towards that person. In a novel version of the Cyberball, participants played a virtual ball-toss game in a group consisting of 3 other players (behaviors were actually computerized). Two players were programmed to exclude the participant along with another player. Explicit (e.g., "How close do you feel to this person?") and implicit attitudes using the Affect Misattribution Paradigm (Payne et al., 2005), for each player in the game was assessed. The co-excluded person was evaluated significantly more positively, both explicitly and implicitly, compared to the excluders. Thus, merely seeing another person in the same situation as the self engendered positive impressions toward that person.

A206

### BLINDED BY LOVE: RELATIONSHIP QUALITY AS A PREDICTOR OF POSITIVE ILLUSIONS

Julia McNeil<sup>1</sup>, Ulrich Schimmack<sup>1</sup>  
<sup>1</sup>University of Toronto

The halo-alpha-beta (HAB) model was developed by Anusic, Schimmack, Pinkus, and Lockwood (2009) in order to separate halo variance, and other sources of measurement error, from valid reports of personality. Using a multi-rater multi-target version of the HAB model, the present study examined the causality of the association between romantic partner-enhancement and relationship quality. Results of the model provided evidence that positive illusions about a romantic partner do not enhance relationship quality, rather good relationships lead to people seeing their partner more positively. The study also tested the theory that self-enhancement improves well-being (Taylor & Brown, 1988). Self-enhancement was related to self-reports of well-being, but no significant relationship was found between self-enhancement and well-being at the latent variable level.

A207

### KNOWING WHO KNOWS YOU

Kelci Harris<sup>1</sup>, Simine Vazire<sup>2</sup>

<sup>1</sup>Washington University at St. Louis, <sup>2</sup>University of California at Davis

Does self-other agreement translate to feeling like you are known? To test this, we collected personality ratings from 434 participants and their informants, specifically romantic partners and friends. Additionally, participants reported how well each informant knew them, and informants reported how well they knew the participant. Self-other agreement was strong for all Big Five traits, average  $r = .47$ . We examined whether self- and other-perceptions of knowing moderate self-other agreement. When participants thought their romantic partners knew them well, self-reports of neuroticism were stronger predictors of partner-reports,  $std. b = .27$ . Friends claiming to know the participant well rated openness less similarly to the self-reports than friends reporting they knew the participant less well,  $std. b = -.11$ . These results suggest that agreement is unrelated to perceptions of knowing someone or being well known.



A208

**DATING IN THE DIGITAL AGE: CAMERA ANGLE DIFFERENTIALLY AFFECTS PERCEPTIONS OF MEN VERSUS WOMEN**Anastasia Makhanova<sup>1</sup>, Jon K. Maner<sup>2</sup><sup>1</sup>Florida State University, <sup>2</sup>Northwestern University

Online dating has become extremely common. In this new environment, first impressions - which have profound effects on future interactions - are formed from photographs. In Study 1, we found that women on dating websites posted more photographs taken from above than from below. To investigate the specific effects of camera angle, in Study 2 we asked participants to rate on several characteristics targets that varied in camera angle. We found that the same target individuals (regardless of sex) were rated as younger, shorter, and less dominant when photographed from above than from below. Furthermore, camera angles influenced perception of women's attractiveness. Women were rated as more attractive when photographed from above than from below. However, this effect did not generalize to men. Findings suggest that subtle changes in digital media affect perceptions of individuals on traits that are relevant to making initial relationship decisions such as mate choice.

A209

**CHINESE PERCEIVERS' FIRST IMPRESSIONS OF ASIAN AND WESTERN FACES**Clare A.M. Sutherland<sup>1</sup>, Xizi Liu<sup>1</sup>, Yingtung Chu<sup>1</sup>, Lingshan Zhang<sup>1</sup>, Julian A. Oldmeadow<sup>2</sup>, Andrew W. Young<sup>1</sup><sup>1</sup>University of York, <sup>2</sup>Swinburne University of Technology

Studies of Western perceivers have found a three-factor structure to first impressions of Caucasian faces (Sutherland et al. 2013). We sought to derive models of first impressions of Asian and Caucasian faces for Chinese perceivers. In Study 1, we asked 20 Chinese participants to freely describe 60 Asian face photographs. Participants frequently mentioned the age and gender of the face, as well as spontaneously inferred traits, especially warmth-related traits. In Study 2, 80 Chinese participants rated a set of 500 Asian and 500 Caucasian face photographs on the eight characteristics most frequently mentioned in Study 1. We found a three-factor structure for Chinese impressions of Caucasian faces, in which the first two factors were very similar to the first two factors of Western perceivers' impressions of Caucasian faces (approachability and youthful-attractiveness: Sutherland et al. 2013). For Asian faces, we found four factors, including an additional attractiveness factor.

A210

**GENUINENESS OF SMILES AFFECTS THE IMPRESSIONS WE FORM ABOUT TARGETS**Elena Canadas<sup>1</sup>, Marianne Schmid Mast<sup>1</sup><sup>1</sup>University of Lausanne

How observers react towards targets seems to influence others evaluation of those targets. For instance, positive emotional expressions together with direct gazes toward an object influences our desirability of this object (Bayliss, Frischen, Fenske, & Tipper, 2007; Van der Weiden, Veling, & Aarts 2010). Smiles are considered among the most important emotional expressions and function as signals in social interactions (Maringer, Krumhuber, Fischer, & Niedenthal, 2011). In two studies (N = 120) we evaluate to what extent genuineness of smiles influences objects (Study 1) and people (Study 2) evaluations. Participants were presented with faces expressing true and false smiles in the middle of the screen looking at targets (objects and faces). Participants were instructed to indicate the gaze direction and to further evaluate the targets. Results show that both types of targets were preferred when they were looked at by faces expressing true as compared to false smiles.

A211

**HOLDING IT IN TO FIT IN: THE ASSOCIATION BETWEEN META-PERCEPTIONS OF LIKING, LIKING OF OTHERS, AND EXPRESSIVE SUPPRESSION USE**Liana Gheorma<sup>1</sup>, Armand D. Catterson<sup>1</sup>, Laura P Naumann<sup>2</sup>, Oliver P. John<sup>1</sup><sup>1</sup>University of California at Berkeley, <sup>2</sup>Nevada State College

Although past research has examined the negative outcomes of suppression use, less work has investigated why people use this maladaptive emotion regulation strategy. In this study we use sociometer theory to investigate whether people's perceptions of how they are evaluated by others (meta-perceptions) affect their use of suppression. We had 212 participants form into 36 groups of 4-6 people, interact for 45 minutes, and rate themselves and each other. Using social relations model analyses, we found a significant interaction effect between how much participants liked the group members and the extent to which the participants thought they were liked ( $\beta = -0.181, p = .002$ ). Participants were more likely to use suppression when they liked the other group members, but believed the group members did not like them. These results suggest suppression use is dependent on a person's investment in and perceptions of the social relationship.

A212

**SMELLING VS. DRINKING: HOLDING SOMETHING WARM INCREASES FEELINGS OF WARMTH TOWARD TARGETS, BUT DRINKING IT DAMPENS THIS EFFECT**Tomoko Oe<sup>1</sup><sup>1</sup>Teikyo University

Perceiving physical warmth tends to lead one to judge others as interpersonally warm. However, our previous research showed that participants judged others as interpersonally cold after their body temperature was raised. Perceiving physical warmth of something in the environment would increase feelings of warmth toward others, on the other hand, perceiving physical warmth of the inside of their body would decrease the feelings. In a study, 58 participants rated targets (objects, persons, and self) in three trait dimensions (warmth, ability, and aggressiveness) after holding a cup of warm or cold tea and smelling or drinking it in a soundproof booth. Participants who smelled warm (versus cold) tea rated targets warmer, however, no effect was found for participants who drank a cup of tea and in the other two trait dimensions. These results suggest that just holding something warm increases feelings of warmth toward targets, but drinking it dampens this effect.

A213

**PERCEPTIONS OF SEXUAL EXPLOITABILITY IN WOMEN: THE EFFECT OF CLOTHING, AGENCY AND SEXUAL AVAILABILITY**Khandis R. Blake<sup>1</sup>, Brock Bastian<sup>1</sup>, Tom Denson<sup>1</sup><sup>1</sup>The University of New South Wales

Evolutionary models of exploitative resource acquisition provide a useful framework for identifying the characteristics that indicate a woman's risk for sexual victimization. The current studies examined physical cues and personality traits that predicted perceptions of sexual exploitability in women. Participants viewed images of women wearing sexualized or modest clothing, read descriptions about their agency and sexual availability, and rated how easy the women would be to sexually exploit. Serial mediation models indicated that exploitability was predicted by sexualized clothing, high sexual availability, and low agency. Women in sexualized clothing were seen as more sexually available, which led to perceptions that they were less agentic and thus easier to exploit. Modestly dressed women described as sexually available were also seen as less agentic and thus easier to exploit. Hence, perceptions of sexual exploitability in women were predicted by specific physical cues and personality traits-characteristics that may confer sexual victimization risk.

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A214

**PROMOTING THE RISKY AND PREVENTING THE LEERY: WOMEN'S PREFERENCES FOR PROMOTION-FOCUSED AND PREVENTION-FOCUSED MEN**J. Adam Randell<sup>1</sup>, Darcy Reich<sup>2</sup>, Ashalee Hurst<sup>2</sup><sup>1</sup>*Cameron University*, <sup>2</sup>*Texas Tech University*

Women tend to prefer ambitious (Buss, 1989), dominant (Sadalla, Kenrick, Vershure, 1987), risk-taking (Kelly & Dunbar, 2001) men. When people pursue their goals with a promotion-focus they are inclined to do so using risky strategies (Crowe & Higgins, 1997). We examined whether women would prefer a prototypical promotion-focused man or a prototypical prevention-focused man. One hundred sixty-six women were shown two "personality questionnaires" each ostensibly completed by a different man. These "personality questionnaires" were regulatory-focus questionnaires (Higgins, Friedman, Harlow, Idson, Ayduk, & Taylor, 2001) each completed in either a prototypical promotion-focused or prototypical prevention-focused manner. After viewing each questionnaire, women were asked to rate each man on a number of dimensions (e.g., overall attractiveness, ambition, dominance). We found that women preferred the man described as promotion-focused more than they preferred the man described as prevention-focused. Further, we found that women thought that the promotion-focused man was more ambitious and dominant.

A215

**HOT, NICE AND SLUTTY: CAN PHYSICAL APPEARANCE AND PERSONALITY INFLUENCE THE EXHIBITION OF THE SEXUAL DOUBLE STANDARD?**Yuliana Zaikman<sup>1</sup>, Michael Marks<sup>1</sup><sup>1</sup>*New Mexico State University*

The sexual double standard is the stereotypical notion that women are evaluated negatively and men are evaluated positively for engaging in identical sexual behaviors. Although people can hold conflicting information (stereotypical vs. counterstereotypical individuating information) about others, they attempt to form a consistent impression of individuals by inhibiting inconsistent information. The goal of the present study is to investigate whether individuating information about targets' appearance and personality can mitigate the activation of the stereotypical evaluations associated with the sexual double standard (e.g. slut, stud). An internet sample of 596 participants evaluated a target individual who reported having 1 or 12 sexual partners and was described as attractive or unattractive and pleasant or unpleasant. Results show that participants evaluated highly sexually active female targets more positively than their male counterparts when male and female targets were either attractive and had a pleasant personality or were unattractive and had an unpleasant personality.

A216

**RACE AND GENDER MODERATES THE RELATIONSHIP BETWEEN FACIAL WIDTH-TO-HEIGHT RATIO AND PERCEIVED THREAT**Heather R. Rees<sup>1</sup>, Cindy Muro<sup>2</sup>, Debbie S. Ma<sup>2</sup><sup>1</sup>*University of California at Davis*, <sup>2</sup>*California State University at Northridge*

Research has established a positive relationship between facial width-to-height ratio (fWHR) and perceived aggressiveness of a face. However, extant literature has almost exclusively examined the fWHR and aggressiveness relationship using White male faces. The current study investigated the possible moderating effects of race and gender on the fWHR-aggression relationship. Participants in this study rated 158 faces that varied in race (Black/White) and gender (male/female) in terms of how threatening they looked and fWHR was measured for each target. Consistent with prior research, fWHR positively correlated with perceived threat for White male targets. Whereas fWHR predicted perceived threat for both Black and White male targets, fWHR only corresponded with perceived threat among Black females and not White females. We argue that

current biological explanations for why the fWHR-threat relationship exists cannot sufficiently explain this pattern of results and discuss possible alternatives for why race and gender may moderate this relationship.

A217

**ANGER MANAGEMENT: COMPETING CATEGORY ACTIVATION IN PERCEPTION OF GENDER AND EMOTION**Rachel Pizzie<sup>1</sup>, Jonathan Freeman<sup>2</sup><sup>1</sup>*Dartmouth College*, <sup>2</sup>*New York University*

Individuals are categorizable along multiple dimensions, providing opportunities for one dimension to influence another due to stereotypical associations. A series of studies examined how a face's gender or emotion influences categorization along the other dimension. Using priming techniques, Study 1 (N = 27) found that angry expressions on both male and female faces facilitated subsequent categorization of male forenames, whereas happy expressions on male and female faces facilitated categorization of female forenames. In Study 2 (N = 43), we measured real-time hand movements en route to gender/emotion categorization responses. Compared to stereotypically congruent targets (angry males and happy females), hand-movement trajectories for incongruent targets (angry females and happy males) exhibited a simultaneous attraction to the stereotypically-associated category response, suggesting a partial influence of one dimension over another. The findings illustrate how gender and emotion influence each other's perception and provide support for a dynamic-interactive model of social categorization.

A218

**ABOUT FACE: IMPRESSIONS OF WOMEN WEARING COSMETICS**Tay Hack<sup>1</sup>, Lynette Carrillo<sup>1</sup>, Barbara Coleman<sup>1</sup><sup>1</sup>*Angelo State University*

The present research explores the effects of cosmetics on perceptions of women. Prior studies show that women who wear makeup are perceived favorably; however, the present research expands on prior impression studies by investigating the role of gender stereotype endorsement and benevolent sexism. In this single study, 153 participants viewed photographs of young and elderly female faces; some faces were shown wearing cosmetics, some faces were shown cosmetic-free. After the impression task, participants completed a gender stereotype endorsement scale and a benevolent sexism scale. Results indicated that those individuals who strongly endorse female gender stereotypes viewed the women wearing cosmetics most favorably; however, level of benevolent sexism did not affect impressions. Results also indicated an age bias, such that participants reported the most positive impressions of young (compared to older) female faces wearing makeup. Our findings add to existing knowledge in impression research, and suggest potential implications for women.

A219

**THE EFFECTS OF GENDER, PARENTAL STATUS, AND PREVIOUS RELATIONSHIP STATUS ON PERCEPTIONS OF ONLINE DATING PROFILES**Shannon Sommer<sup>1</sup>, Karyn Plumm<sup>1</sup><sup>1</sup>*University of North Dakota*

The present study examined perceptions of single adults' and single parents' online dating profiles using a 2 (gender of parent in profile) X 2 (parental status: yes vs. no) X 3 (previous relationship [none vs. dated vs. divorced]) factorial design. Participants (N=251) were asked to read one of 12 "About Me" sections of a mock online dating profile and rate their perceptions of the individual. Results indicated divorced women with a child were rated as having more positive traits and dating appeal, as well as being more likely to look for someone to care for them, compared to divorced men with a child. Implications of these results are discussed from a "traditional gender roles" perspective.

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A220

**SEXIST ATTITUDE GUIDES GAZE TOWARD WOMEN: A MOTIVATED PERCEPTION ACCOUNT OF SEXUAL OBJECTIFICATION AND GENDER BIAS**Lisa B. Kaggen<sup>1</sup>, David M. Amodio<sup>1</sup><sup>1</sup>*New York University*

Does the way a man looks at a woman influence how he thinks about her? In two studies, we examined the hypothesis that men with more sexist attitudes attend more to women's bodies than their faces, and that this pattern is associated with judgments of a woman's character. Both studies included heterosexual male undergraduates who completed measures of hostile and benevolent sexist attitudes. Using a dot-probe task in which head-to-thigh images of women were shown, Study 1 (N=61) revealed that higher hostile sexism was associated with greater automatic orienting to women's bodies (chest and pelvic regions), relative to their faces. Using eye-tracking in Study 2 (N=29), we found that higher hostile sexism predicted longer looking time at women's bodies, but not men's bodies, relative to their faces. Furthermore, longer looking time at women's bodies was associated with subsequent judgments of target women as warmer, but not more intelligent.

A221

**WHEN THE SUM IS WORSE THAN ITS PARTS: BLACK WOMEN AND THEIR PROSPECTIVE TEAMS EXPERIENCE DOUBLE JEOPARDY IN WORK-RELEVANT EVALUATIONS**Leigh Solano Wilton<sup>1</sup>, Diana T. Sanchez<sup>2</sup>, Laura Quiros<sup>3</sup><sup>1</sup>*Graduate Student*, <sup>2</sup>*Rutgers*, <sup>3</sup>*Adelphi University*

We examined how race and gender interacted to affect work-relevant judgments of Black and White and male and female targets, as well as their prospective work teams. Across two studies, we found that perceivers' beliefs about Black women's abilities to work in cooperative environments disadvantaged Black women - and their prospective teams - in work-relevant evaluations, demonstrating a pattern of evaluative penalties most consistent with double jeopardy. Black women were expected to contribute less to a group environment compared to Black men and White women. Teams joined by Black women were expected to be the least cooperative and perform the worst, compared to teams joined by Black men or White women and men. Moreover, groups joined by Black female candidates were viewed as less harmonious as a result of the Black female candidates' lower perceived warmth, and that the lower harmony expected in these groups subsequently explained their depressed performance expectations.

A222

**WHO CAN LEAN IN? THE INTERSECTING ROLES OF RACE AND GENDER**Negin Toosi<sup>1</sup>, Shira Mor<sup>2</sup>, Zhaleh Semnani-Azad<sup>3</sup>, Katherine W. Phillips<sup>1</sup><sup>1</sup>*Columbia University*, <sup>2</sup>*Rotterdam School of Management*, <sup>3</sup>*University of Waterloo*

Previous research on gender differences in negotiations has not typically considered the simultaneous impact of race. Drawing on intersectionality theory, we propose that women of color do not face the same social role constraints as White women for negotiating assertively. In Study 1, undergraduates (n=166) negotiated in pairs. Women of color had negotiation outcomes equal to White men and higher than men of color and White women. In Study 2, MBA students (n=81) generated salary requests in a hypothetical job negotiation. Women of color and White men rated themselves higher on assertiveness and effectiveness than White women, with men of color in the middle. However, ratings provided by experts (blind to sex and race) did not differ by race or sex, suggesting that differences in outcomes may result only when social identities are known. These findings underscore the need to consider intersectionality in understanding negotiation behavior and outcomes.

A223

**DISCRIMINATION CLAIMS BY WOMEN OF COLOR: INTERPERSONAL CONSEQUENCES OF CLAIMING RACISM, SEXISM, AND COMPOUND DISCRIMINATION**Jessica D. Remedios<sup>1</sup>, Samantha H. Snyder<sup>2</sup><sup>1</sup>*Tufts University*, <sup>2</sup>*Tufts*

Women of color face racism, sexism, and both prejudices simultaneously (compound discrimination). May the same person encounter varying support when she reports different discrimination experiences? In 5 studies, 851 participants evaluated women of color who attributed employment rejection to racism, sexism, or compound discrimination. In Studies 1-2, participants evaluated an Asian woman as a bigger complainer when she reported racism versus sexism. In Study 3, participants evaluated a Black woman as a bigger troublemaker when she reported racism versus sexism and felt more strongly that a racism claim represented an excuse for personal failure. In Studies 4-5, Black and Asian women did not incur greater interpersonal costs when they reported compound discrimination; counterintuitively, participants rated compound discrimination claimants as credible. It may be particularly difficult for women of color to foresee others' reactions to their discrimination attributions because they face varying, unpredictable interpersonal costs based on claim type.

A224

**TALENT IDENTIFICATION AS A SOCIAL PERCEPTION PROCESS**Sanne Nijs<sup>1</sup>, Nicky Dries<sup>1</sup>, Luc Sels<sup>1</sup><sup>1</sup>*KU Leuven*

The literature on the identification of talent in work organizations has focused almost exclusively on the characteristics of ratees—ignoring the fact that it is, in essence, a social perception process involving impression formation, social projection, and status attribution. Across three studies (N=238) we demonstrate that (a) self-rated personality, other-rated competence, archival performance ratings, and self-reported impression management interact in predicting nomination as most talented team member (using a data mining technique that allows for exhaustive testing of all n-way interactions); (b) both complementary and supplementary person-team fit across 14 talent domains affect expert-rated team performance (using team composition analysis); and (c) similarities between rater and ratee affect the reciprocity of their talent assessments of each other (using a round-robin dyadic design). Our findings suggest that team and rater characteristics play a significant

role in talent identification above and beyond ratee characteristics, thus opening up new avenues for research.

A225

**BOTTOM-UP AND TOP-DOWN INFLUENCES ON IMPRESSION UPDATING**Peter Mende-Siedlecki<sup>1</sup>, Alex Todorov<sup>2</sup><sup>1</sup>*New York University*, <sup>2</sup>*Princeton University*

Across a series of behavioral studies, we assessed both bottom-up (Study 1) and top-down influences (Studies 2a-c) on impression updating. In Study 1, we independently manipulated the behavioral frequency (common vs. rare), domain (morality vs. ability), and valence (negative vs. positive) of behavior. We observed that frequency had the strongest impact on updating, more so than domain or valence. Furthermore, we observed that updating magnitude was negatively correlated with frequency, such that less common behaviors led to larger impression updates. In Studies 2a-c, we examined how group membership influences predictions regarding behavior, and in turn, may bias impression updating. Both minimal and real-world in-group members were estimated to be more moral, less immoral, more competent, and less incompetent

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than out-group members. Critically, in both morality and ability domains, participants showed larger updates in response to the positive behaviors of in-group members, compared to out-group members.

## Personality Processes/Traits

**A226**

### BIKES, BIKING BEHAVIOR AND TRACING AN INDIVIDUAL'S PERSONALITY

**Brett Buttlere<sup>1</sup>, Wiebke Bleidorn<sup>1</sup>**

<sup>1</sup>*Tilburg University*

Here we examine the relations between the Big Five personality traits and people's bikes and biking behaviors in 204 Dutch students and faculty. In addition to traditional banks of questions, we utilized a new and potentially useful form of data collection, XY coordinate map data. This enabled us to examine where the individual parks their bike, which could be predicted with personality variables and other biking behaviors. The strongest relationships in the data exist between extraversion and conscientiousness, and risky behaviors like: having working lights, using hand turning signals, avoiding busy roads, and going through red lights. Personality appears to be relatively unrelated to the quality, color, or money spent on a bike. The image data provided reliable, consistent, estimation and suits quick data collection on touchscreen devices. A similar method can be used to quickly place individuals on political and mood spectrums and is worthy of more investigation.

**A227**

### THE RELATIONSHIP BETWEEN HYPERFEMININITY AND RAPE MYTH ACCEPTANCE

**Chloe Krinke<sup>1</sup>, Annamarie Pons<sup>1</sup>, Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup>**

<sup>1</sup>*University of North Dakota*

Correlations among five factors of hyperfemininity and six factors of rape myth acceptance were examined. Significant correlations between the five factors of hyperfemininity and rape myth acceptance were predicted. Data were collected using the newly developed Hyperfemininity Questionnaire (HFQ) and two rape myth measures: the Illinois Rape Myth Acceptance Scale and the Attitudes towards Violence Scale. Seven hundred ninety-one women completed these questionnaires online. The results suggest that different dimensions of hyperfemininity are associated with different components of rape myth acceptance. In particular, strong associations were observed between the hyperfeminine traits of superficiality and manipulation and the notion that a man who commits a rape didn't really "mean to" and/or that it "wasn't rape." This study adds to the limited literature on hyperfemininity and is the beginning of an examination on how hyperfemininity may serve to perpetuate rape culture.

**A228**

### USING THE BIG FIVE FOR CUSTOMISED ADVERTISING ON FACEBOOK

**Sandra C. Matz<sup>1</sup>, Vesselin Popov<sup>1</sup>, Michal Kosinski<sup>1</sup>, David Stillwell<sup>1</sup>**

<sup>1</sup>*University of Cambridge*

Working with an online retailer we investigated the role of personality-tailored advertising on Facebook. Focusing on the Extraversion trait we targeted introverted vs. extraverted users (target group) on Facebook with advertisements tailored to introverted vs. extraverted characteristics (ad version), resulting in a cross-over design with four conditions (two congruent and two incongruent). In total, we received over 8,000 clicks across all target groups. Using log-linear analysis (binary outcome variable of clicks vs. no clicks) we found a significant interaction between target group and ad version ( $p < .005$ ), indicating that tailoring advertisement content according to consumer characteristics increases the effectiveness of real advertisements on Facebook. We

are going to run the same experimental design for all Big Five traits in the upcoming months and are happy to report on further findings (both significant and non-significant).

**A229**

### THE DARK TRIAD PERSONALITY AND ATTITUDE TOWARD CHEATING

**Monica Munoz<sup>1</sup>, Irene Garcia<sup>1</sup>**

<sup>1</sup>*Texas A&M International University*

The Dark Triad personality traits (Machiavellianism, narcissism, and psychoticism; Paulhus & Williams, 2002) were examined in relation to academic dishonesty in a sample of 681 university students. While past research on the Dark Triad personality and academic dishonesty has focused on self-reported and observed cheating behavior (Nathanson, Paulhus, & Williams, 2006; Williams, Nathanson, & Paulhus, 2010), the current study considered attitudes toward cheating. Participants responded to self-report measures of the Dark Triad traits (D3-Short; Paulhus, 2013) and attitude toward cheating (ATC; Gardner & Melvin, 1988). Results of simple regression analyses revealed that the Dark Triad traits were significant predictors of attitudes toward cheating, where higher Machiavellianism, narcissism and psychoticism scores were associated with more tolerant (less condemnatory) attitudes toward cheating. These findings are discussed in terms of the relationship between personality traits and attitudes and the possible mediating role of attitudes in the relationship between personality traits and behavior.

**A230**

### AWE, OTHER POSITIVE EMOTIONS, AND IDENTIFICATION WITH OTHERS

**Daniel Strassburger<sup>1</sup>, Jo-Ann Tsang<sup>1</sup>**

<sup>1</sup>*Baylor University*

Previous research suggests that experiencing a positive emotion results in one's attention shifting from the self to others (Haidt & Morris, 2009). Awe is a self-transcendent emotion capable of instigating such a shift (Keltner & Haidt, 2003). The present study investigated the link between participants' propensity to experience various positive emotions, and their self-reported identification with members of their community, the USA, and the World. 553 participants completed measures of dispositional positive emotions (Shiota, Keltner, & John, 2006) and identification with humanity (McFarland, Webb, & Brown, 2012). A specific positive emotion, awe, was hypothesized to most strongly predict participants' identification with people at the worldwide level. Multiple regression analyses indicate that awe is the strongest contributor to one's identification with others at the global level ( $\beta = .429, p < .001$ ) compared to joy ( $\beta = .139, p = .121$ ), contentment ( $\beta = -.019, p = .843$ ), pride ( $\beta = .005, p = .959$ ), love ( $\beta = .175, p = .029$ ), compassion ( $\beta = .289, p < .001$ ), or amusement ( $\beta = -.039, p = .547$ ).

**A231**

### DETACHED AND ANTAGONISTIC: DARK PERSONALITY FEATURES AND MATE RETENTION

**Christopher J. Holden<sup>1</sup>, Courtney H. Roof<sup>2</sup>, Virgil Zeigler-Hill<sup>1</sup>**

<sup>1</sup>*Oakland University*, <sup>2</sup>*University of North Carolina at Chapel Hill*

Mate retention consists of behaviors that individuals engage in to maintain their romantic relationships, such as buying gifts or derogating competitors (Shackelford, Goetz, & Buss, 2005). The purpose of the present study was to examine whether the use of mate retention behaviors was associated with dark personality features (i.e., PID-5 model of personality; Krueger et al., 2012). Data were collected online via Amazon's Mechanical Turk in a single study consisting of 149 participants. A series of regression analyses showed that dark personality features had unique associations with the mate retention strategies employed by participants. For example, Antagonism was positively associated with use of Direct Guarding, Intersexual Negative Inducements, and Intrasexual Negative

Inducements, whereas Detachment was negatively associated with Positive Inducements and Public Signals of Possession. Discussion will focus on the implications of these findings for the connections between personality and mate retention behaviors.

**A232**  
**THE ROLE OF EMOTIONAL INTELLIGENCE AND RESILIENCE IN COUPLES' CONFLICT RESOLUTION**

Elizabeth Barlow Lozano<sup>1</sup>

<sup>1</sup>*University of Massachusetts at Dartmouth*

In the literature, there is accumulating evidence that emotional intelligence (EI) and resilience contribute to relational wellness, and may confer an 'interpersonal advantage' (Brackett, Rivers, Shiffman, Lerner, & Salovey, 2006; Dwiwardani et al., 2014). Furthermore, investigations have consistently shown that positive emotions produce beneficial outcomes in the coping process (e.g., Tugade & Fredrickson, 2008). The present study examines whether EI and resilience play a role in romantic couples' conflict resolution via positive reappraisal. Specifically, it is hypothesized that resilience moderates the association between EI and conflict resolution, and positive reappraisal is what mediates this overall relationship. Preliminary analyses of pilot data (N = 70) revealed that EI and resilience each predict conflict resolution, although positive coping was not found to be significant. These findings expand on previous studies by demonstrating that specific psychological characteristics, in particular, EI and resilience, may contribute to individual variation in the ability to resolve conflict.

**A233**  
**ARE JAPANESE ENTREPRENEURS MORE "AMERICAN" THAN MAINSTREAM JAPANESE?**

Yu Niiya<sup>1</sup>, Noriko Tajiri<sup>1</sup>, Motoko Harihara<sup>2</sup>

<sup>1</sup>*Hosei University*, <sup>2</sup>*Tokyo Woman's Christian University*

Characteristics required for starting a new business are high autonomy and social mobility, more commonly found among Americans than Japanese. So are Japanese entrepreneurs more "American" than mainstream Japanese? A cross-cultural survey determined that characteristics of Japanese entrepreneurs working in IT businesses resemble those of their American counterparts more than those of Japanese managers working for large public companies. Both Japanese and American entrepreneurs scored higher than Japanese managers on proactivity, social skills, social mobility, network size, and network diversity. Japanese and American entrepreneurs did not statistically differ on these characteristics. Among Japanese managers, proactivity and the ability to expand one's network were associated with having a positive attitude toward entrepreneurship and the intention to start a new business. These findings suggest that Japanese entrepreneurs have characteristics that are more "American" than Japanese, which may explain why there are so few entrepreneurs in Japan.

**A234**  
**SEEING YOUR NEIGHBORHOOD THROUGH MY LENS: EXAMINING BIASES IN COMMUNITY PERCEPTION**

Yaritza Del Carmen Perez<sup>1</sup>, Dev Crasta<sup>2</sup>, Ronald D. Rogge<sup>2</sup>

<sup>1</sup>*Princeton University*, <sup>2</sup>*University of Rochester*

While the impact of subjective experience of neighborhoods on individual functioning has been studied for decades, researchers have only recently begun to explore "community perception" (O'Brien & Wilson, 2011), the processes underlying how such judgments are made. We hypothesized that -- in addition to external community factors -- community perception would also be shaped by psychological constructs unique to each perceiver. We had 763 participants rate photographs from neighborhoods across the country while also assessing experiences of their own neighborhoods and relevant personality traits. We then used 2-level HLM models to assess how participant characteristics moderated the correspondence between participants' evaluations and qualities

of the neighborhoods depicted. Results showed participants from wealthy neighborhoods gave harsher ratings to neighborhoods without parks nearby while those from safer neighborhoods gave more forgiving ratings, suggesting different standards. Meanwhile, extraversion predicted higher ratings for neighborhoods with more businesses and resident cohesion, suggesting preference for social stimulation.

**A235**  
**ADAPTIVE AND MALADAPTIVE NARCISSISTS ON SNS: DO DIFFERENT THINGS AND EXPERIENCE DIFFERENT AFFECTS**  
Yuan Yuan Shi<sup>1</sup>, Huajian Cai<sup>1</sup>, Yu L.L. Luo<sup>1</sup>, Ziyang Yang<sup>1</sup>, Yunzhi Liu<sup>1</sup>

<sup>1</sup>*Chinese Academy of Sciences, Institute of Psychology*

Narcissism, as a whole, influences humans' behaviors on social networking sites (SNS). This research distinguished between adaptive narcissism and maladaptive narcissism and examined their differential associations with different behaviors and affective experiences on SNS. A survey of 232 young adults showed that maladaptive narcissists use SNS features more frequently and experience more negative affects, whereas adaptive narcissists experience more positive but less negative affects on SNS. In particular, self-esteem accounted for the association between adaptive narcissism and affective experience on SNS. The findings extended the understanding of differential functions of adaptive and maladaptive narcissism as well as human behaviors on SNS.

**A236**  
**HIGHER NEUROTICISM IS ASSOCIATED WITH GREATER FALSE MEMORY FOR NEGATIVE VERSUS POSITIVE CRITICAL LURES**

Catherine J. Norris<sup>1</sup>, Paula T. Papay<sup>2</sup>, Kimberly M. Fenn<sup>2</sup>

<sup>1</sup>*Swarthmore College*, <sup>2</sup>*Michigan State University*

The negativity bias is the tendency for individuals to give greater weight, and often exhibit more rapid and more extreme responses, to negative than positive information. The current study sought to examine how the negativity bias might affect both correct recognition for studied negative and positive words and false recognition for critical lures, as well as how trait neuroticism might moderate these effects. In one study, 238 participants studied lists of negative and positive words in which all list words were semantic associates of a critical unrepresented word (the critical lure); words were matched for extremity, arousal, length, frequency, and forward and backward associative strength. Results indicated that (a) negative list words were remembered better than positive list words, (b) participants were faster to respond to negative versus positive words, and (c) individuals higher in neuroticism also showed greater false memory for negative critical lures than for positive critical lures.

**A237**  
**NOSTALGIA PRONENESS AND EMPATHY**  
Jacob Juhl<sup>1</sup>, Tim Wildschut<sup>1</sup>, Constantine Sedikides<sup>1</sup>, Ad J.J.M. Vingerhoets<sup>2</sup>

<sup>1</sup>*University of Southampton*, <sup>2</sup>*Tilburg University*

Empathy contributes fruitfully to the human social experience. As such, it is essential to understand the types of individuals and psychological processes that foster empathy. Prior research has shown that nostalgia, a sentimental longing for the past, promotes attachment security. Research has also documented that attachment security affords individuals the ability to experience empathy. On this basis, we hypothesized that nostalgia prone individuals are more empathic. In four studies (N = 2,057), nostalgia proneness was positively related to affective empathy. Studies 2 and 3 established that this association is specific to affective, and not cognitive, empathy. Study 3 further revealed that nostalgia proneness longitudinally predicts increases in individuals' capacity to feel others' distress (an aspect of affective empathy) over a one-year period. Study 4 demonstrated that attachment security mediates the relation between nostalgia proneness and affective empathy. The

findings establish and clarify the positive relation between nostalgia proneness and empathy.

**A238**  
**THE COMPARATIVE BENEFIT OF THE CONFLICT ANALYSIS BATTERY: A RCT STUDY COMPARING SELF-GUIDED THERAPEUTIC INTERVENTIONS**

Maxwell Eli Joshua Levis<sup>1</sup>

<sup>1</sup>*Boston University*

The Conflict Analysis Battery (CAB; Levis, 1988), a self-driven relational diagnostic and therapeutic assessment, shares client-centered objectives with mindfulness (Kabat-Zinn, 1994) and narrative-based (Epston & White, 2000) interventions. Unlike these interventions, the CAB provides opportunities for structured self-analysis and detailed feedback about relational patterns and psychic conflicts. This randomized control study (n=60) compares the therapeutic value of narrative, mindfulness, and CAB interventions when compared over time. Participants in the Narrative condition exhibited less positive affect ( $B = -.331$ ) over time than those in CAB condition. Participants in the Narrative condition exhibited more negative affect ( $B = .384$ ) than those in the CAB condition. Study suggests the CAB group garnered greater insight and relational learning than those in the mindfulness condition ( $B = .301$ ). Results support therapeutic benefit of using the CAB when compared with these other interventions, providing support for implementation of the CAB for diagnostic and therapeutic purposes.

**A239**  
**THE FORMAL RELATIONAL NATURE OF THE UNCONSCIOUS: A SET OF WELLNESS PERSONALITY DIAGNOSTIC CATEGORIES**

Albert J Levis<sup>1</sup>

<sup>1</sup>*Museum of the Creative Process*

The Formal Theory analyzes the creative process as a rigorous natural science conflict resolution process, representing the unconscious as both morality driven and as a scientific measurable entity. This process is set off by normative deviation and corrected through normative conciliation. The structure of the process is a triple emotional dialectic, guided by the three formal equilibrium operations. We distinguish four relational modalities as alternative types of conflict resolution representing syndromal sequences of emotions. The Conflict Analysis Battery is a self-assessment that combines a relational inventory with a set of creativity insight generating tests. Cases illustrate the diagnostic categories as distinct relational modalities. The battery is didactic, diagnostic and therapeutic. The personality inventory validates the Formal Theoretical Assumptions on the formal nature of the unconscious. The creativity-exercises identify the six role states and validate the syndromal nature of the personality diagnoses.

**A240**  
**A CLINICAL CASE STUDY USING THE CONFLICT ANALYSIS BATTERY, A SELF-GUIDED DIAGNOSTIC AND THERAPEUTIC TOOL**

Tilman Gerald<sup>1</sup>, Sarah M Weinstein<sup>2</sup>, Maxwell Eli Joshua Levis<sup>3</sup>

<sup>1</sup>*Museum of the Creative Process*, <sup>2</sup>*Columbia University*, <sup>3</sup>*Boston University*

The Conflict Analysis Battery (Levis, 1988) is a self-guided clinical diagnostic and therapeutic intake assessment. This single-case-design-study presents a 21-year-old male homosexual student's case-record. The study introduces the relational modality construct, utilizing this record as an illustration of dominance typology. The CAB builds on Relational Theory (Leary, 1957; Sullivan, 1953), relying on circumplex personality modeling (Locke, 2000). Combining an objective personality inventory and narrative-based creativity prompts, the CAB aids test-takers to gain insight about relational patterns and areas of conflict, while creating a functional clinical diagnostic case record. The case was subject to Linguistic Inquiry and Word Count program (LIWC; Pennebaker, 2007) analysis, affirming the dominance pattern. Personality and

relational information identified by the CAB corresponds closely with the information identified via LIWC. We conclude that the CAB can serve as a model for personality assessment that is time and cost-effective and can be instrumental to understanding of relational patterns.

**A241**  
**PSYCHOMETRIC PROPERTIES OF THE RELATIONAL MODALITY EVALUATION SCALE**

Kate Tsagronis<sup>1</sup>, Maxwell Eli Joshua Levis<sup>2</sup>, Albert J Levis<sup>3</sup>

<sup>1</sup>*University of Mary Washington*, <sup>2</sup>*Boston University*, <sup>3</sup>*Museum of Creative Process*

The Conflict Analysis Battery (CAB; Levis, 1988) is an intake evaluation designed for both diagnostic and therapeutic functionality. The Relational Modality Evaluation Scale (RMES), part of the CAB, is a Likert-rated personality inventory measuring relational patterns and conflicts. This paper presents psychometric data from two studies, (1) evaluating reliability and (2) factor structuring. Study one relied on a community sample (n=471) of which 17 took the measures at two intervals. Data suggests the RMES is highly internally reliable (Cronbach, 1951), with  $\alpha=0.97$ . RMES scores at time one are highly predictive of time two scores. In study two (n=471), a principal component analysis with Varimax rotation suggests a five-factor structure. These five factors are congruent with theoretical assumption that personality types are organized in a relational circumplex (Locke, 2000; Pincus, Gurtman, & Ruiz, 1998). RMES items were refined to improve psychometric results.

**A242**  
**MEN THINK IT, WOMEN FEEL IT: A FACTOR ANALYSIS OF EMOTIONAL INTELLIGENCE BY GENDER**

Stacy Y. Sim<sup>1</sup>, Frank J. Bernieri<sup>2</sup>, Jill A. Brown<sup>3</sup>

<sup>1</sup>*Bowling Green State University*, <sup>2</sup>*Oregon State University*, <sup>3</sup>*University of Toledo*

Investigators examining the latent factors of Emotional Intelligence (EI) have assumed that men and women share common factors across measures. We report data to test this assumption. We factor analyzed 22 different measures of: (a) intelligence, (b) person judgment accuracy, (c) emotional intelligence ability, and (d) emotional intelligence traits. Analyses were performed separately within the 60 women and 38 men in our study. Men and women showed several interpretable differences in how measures correlated across the four domains listed above. Results suggested that EI in women is associated with their clinical skills (as assessed by the Hogan's empathy and the Empathic Concern subscale of the Davis IRI), whereas EI in men appeared to be related to their analytical skills (as assessed by the Ravens Matrices and the Cognitive Perspective-Taking subscale of the Davis IRI).

**A243**  
**"GOOD LUCK!": A GENDER AND PERSONALITY SPECIFIC PHENOMENON?**

Elizabeth Castaneda<sup>1</sup>, Evelyn Ayala<sup>1</sup>

<sup>1</sup>*CSUSB*

Although belief in good luck has been shown to promote positive outcomes, it is suggested that the prevalence of belief in good luck serves the sole purpose of maintenance of maladaptive behavior (Day & Maltby, 2003). Notwithstanding such bold suggestion much of the work lacks in exploring the role of gender and personality in belief in good luck. The purpose of the study is to observe the effect of belief in good luck on psychological distress and well-being as a function of gender and personality (N=127). It was found that good luck significantly predicts higher levels of positive affect and lower levels of psychological distress, regardless of gender and personality. However, neurotic females who believe in good luck showed significantly lower levels of anxiety, than neurotic males. In addition, conscientious males who believe in good luck showed

significantly higher levels of positive affect, than conscientious females. Perhaps belief in good luck serves as a coping mechanism contingent to the needs of individuals, which revolve around personality and gender.

**A244**

**“LUMPING” AND “SPLITTING” ARE DISTINCT TRAITS WITH DISTINCT NOMOLOGICAL NETS**

Victoria C. Oleynick<sup>1</sup>, Todd M. Thrash<sup>1</sup>, Emil G. Moldovan<sup>1</sup>  
<sup>1</sup>*College of William and Mary*

In academic discourse and everyday language, “lumpers” are people who tend to focus on connections and similarities between concepts, whereas “splitters” are individuals who focus on differences and make distinctions. The goal of this study was to test the possibility that lumping and splitting are distinct personality characteristics, rather than opposite ends of a continuum. We developed and administered items measuring tendencies to engage in lumping and splitting to a sample of  $n = 281$ . Participants also completed measures of Big 5 personality traits and approach and avoidance temperaments. As hypothesized, we found that (a) lumping and splitting form distinct (and positively related) factors, (b) both lumping and splitting are positively related to the personality trait of openness, and (c) lumping is uniquely related to approach orientation, whereas splitting is uniquely related to avoidance orientation. Implications for theory are discussed.

**A245**

**THE INTERPERSONAL CORE OF DARK PERSONALITY FEATURES**

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The interpersonal nature of dark personality has been a topic of considerable interest to both clinical and social-personality psychology. One approach used to better understand the interpersonal content of personality is the interpersonal circumplex which is a circular configuration represented by the orthogonal axes of agency and communion. These axes serve as a coordinate system for the identification of specific points representing unique blends of agency and communion within interpersonal circumplex space. The present study sought to extend previous research by mapping a broad array of dark personality features (e.g., narcissism, psychopathy, Machiavellianism, sadism, spitefulness, pathological personality features captured by the PID-5) onto the interpersonal circumplex. Results revealed that the majority of the dark personality features included in the present study projected onto areas of the interpersonal circumplex associated with arrogant, manipulative, cold, and hostile interpersonal styles. These results provide additional insight into the interpersonal nature of dark personality.

**A246**

**WHAT IS BELOW THE BIG FIVE?: AN EMPIRICAL IDENTIFICATION OF THE FACET LEVEL STRUCTURE**

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Each Big Five personality trait can be broken down into several lower-order facets. In the past, these facets were determined theoretically or through existing Big Five measures. As a result, the facet scales in current measures may not best represent the facet structure of personality traits. The current study examines the facet structures of each Big Five trait empirically, using a broad item pool of 3,224 items taken from existing measures. First, items were grouped and divided according to what Big Five trait they most closely aligned with. We then employed principal components analyses as described by Goldberg (2006) to analyze each grouping of items. For each analysis, nonloading items and items that strongly cross-loaded were removed from analysis. Final analyses revealed solutions ranging from six to eight facets across the traits and

included facets not captured by existing personality measures. The current study provides a new perspective on personality facets and measurement.

**A247**

**EXAMINING THE RECONSTRUAL OF SITUATIONS USING THE RIVERSIDE SITUATIONAL Q-SET AND THE SITUATIONAL EIGHT DIAMONDS**

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<sup>1</sup>*Florida Atlantic University*

An individual's perception of their everyday situations has a powerful effect on how they think, feel, and behave (Sherman, Nave, & Funder, 2010). The extant literature, however, has only examined perception of a recent situation at one time-point. The present research was conducted to assess the effect of time on how people remember and perceive a situation. Participants ( $N = 128$ ) recruited from Amazon's Mechanical Turk reported a recent situation, and rated its psychological properties using the Riverside Situational Q-set (RSQ; Wagerman & Funder, 2009). Approximately one week later, participants rated the same situation previously reported. The results demonstrated that perceptions of situations are remarkably consistent from one week to the next (mean profile correlation,  $r = .70$ , range =  $.03$  to  $.93$ ). Item-level analyses revealed mean-level change in certain RSQ items pertaining to negativity and adversity. Future studies should investigate if, and to what extent, personality moderates reconstrual.

**A248**

**FORGIVENESS AND UNFORGIVING MOTIVES: THE MODERATING ROLE OF RESPONSE SPEED**

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<sup>1</sup>*Freie Universität Berlin*, <sup>2</sup>*Technische Universität Darmstadt*, <sup>3</sup>*Charité Universitätsmedizin Berlin*

Two studies ( $N = 1,041$ ) tested the hypothesis that response speed (RT) moderates the association between self-rated forgiveness and unforgiveness. Participants were instructed to relive a real-life offense and to rate their current level of unforgiveness, while RT was unobtrusively recorded. Participants then rated the extent to which they have forgiven their transgressor. When participants were fast (vs. slow) to rate and describe their unforgiveness, those who have forgiven their transgressor reported less unforgiveness, whereas those who have not yet achieved forgiveness reported more unforgiveness. Study 2 replicated this finding in an independent sample and extended it to the domain of empathy. When participants had shorter (vs. longer) RT of unforgiveness ratings, those who have forgiven their transgressor reported higher offender-focused empathy, whereas those who have not forgiven their transgressor reported lower empathy. Results suggest that response speed may be an important source of information for forgiveness research.

**A249**

**USING THE MMPI-2-RF TO GAIN A BETTER UNDERSTANDING OF THE DARK TRIAD**

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The Dark Triad (i.e., narcissism, psychopathy, and Machiavellianism) has been widely studied in social-personality psychology and the MMPI-2-RF is a commonly used measure of personality structure and psychopathology in clinical psychology. However, little work has considered the associations between these two personality frameworks. The current research examined the associations between the facets of the Dark Triad and subscales of the MMPI-2-RF in order to gain a better understanding of dark personality features. Data were collected in a single study from 81 undergraduate participants. Multiple regression analyses revealed that the facets of the Dark Triad had unique associations with the

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MMPI-2-RF subscales. For example, the Emotional/Internalizing Dysfunction (EID) subscale was negatively associated with the leadership/authority facet of narcissism and primary psychopathy but it was positively associated with the exploitativeness/entitlement facet of narcissism and Machiavellianism. Discussion will focus on the implications of these results for our understanding of the Dark Triad.

A250

### PSYCHOPATHIC SEXUALITY: THE THIN LINE BETWEEN FANTASY AND REALITY

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<sup>1</sup>Trent University, <sup>2</sup>Brock University

In two studies, we explored relations between psychopathic traits and sexual fantasies/behaviors. In Study 1, we found that psychopathic traits predicted themes of anonymous, uncommitted, and non-romantic sexual activity in the fantasy narratives of 195 participants from a Canadian university. In Study 2, we found that psychopathy added to the prediction of self-reported engagement in unrestricted, dominant, submissive, deviant, and adventurous sexual activity in 355 undergraduate students, even after controlling for gender and level of fantasizing about that activity. Furthermore, an interaction between psychopathy and level of fantasizing was observed for unrestricted and deviant sexual behavior, such that participants who reported high levels of fantasizing about these sexual themes were more likely to engage in that behavior if they also reported high psychopathic traits. These findings suggest that not only is psychopathy related to interest in particular sexual behaviors, but also to whether individuals' behavior is consistent with their fantasies.

A251

### I LOVE THY SELFIE?: AN OBSERVATIONAL STUDY OF SOCIAL MEDIA USE AND NARCISSISTIC PERSONALITY IN YOUNG ADULTS

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<sup>1</sup>Fashion Institute of Technology/SUNY

The suggestion that today's young people are both narcissistic and savvy with social media has become a popular refrain in common discourse as evidenced by media reports. As such, we sought to explore the link between social media use and narcissistic personality. Sixty-eight undergraduates completed a survey of social media use along with the 16-item Narcissistic Personality Inventory (Ames, Rose, & Anderson, 2006). Additionally, participants' Facebook and Twitter activity was observed for a period of one month. Findings revealed that social media was used primarily for communication and only rarely for self-promotion. Our survey showed no relationship between social media use and narcissism. However, content analyses revealed that social media may be an enabling platform for narcissists. Thus, these platforms might provide a fruitful way for researchers to identify and study narcissistic personality. Taken together, our findings suggest that social media sites are not venues where narcissistic behavior predominates.

A252

### GLOBAL ASSESSMENTS OF INDIVIDUALS' "LIFE SITUATION" CORRESPOND WITH DAILY EXPERIENCED SITUATIONS: EVIDENCE FROM AN EXPERIENCE SAMPLING STUDY

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<sup>1</sup>Florida Atlantic University

Previous research has established the importance of individual's perception of their everyday situations (e.g., Sherman, Nave, & Funder, 2010). However, no research has examined if individuals' assessment of their daily experienced situations matches their perception of their overall "life situation." In this study, participants (N=210) described their personality using the 60-item HEXACO and

rated their overall life situation with a 32-item measure of the Situation Eight DIAMONDS (Rauthmann et al., in press). Next, participants were text-messaged eight times a day for one week and asked to rate their current situation. Results revealed that global assessments of life situations correspond to moment-to-moment experienced situations. Personality traits did not interact with individuals' global "life situations" to predict perception of everyday situations. Additional moderators such as gender and subjective well-being are explored.

A253

### EXAMINING THE FACTOR STRUCTURE AND CONSTRUCT VALIDITY OF HONG'S PSYCHOLOGICAL REACTANCE SCALE WITH DIVERSE PERSONALITY TRAITS

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<sup>1</sup>Pennsylvania State University, <sup>2</sup>California State University at San Bernardino

Psychological reactance—a motivational state or trait in which people seek to restore freedoms that they perceive to be threatened—has primarily been examined under different situational contexts that are assumed to cue reactance as a behavior. Because reactance has received little attention as a trait, few studies have examined the relationship between trait reactance and personality constructs. In the current study, we examined the factor structure of Hong's Psychological Reactance Scale (HPRS) and its validity with other personality constructs. Participants completed several personality measures (HEXACO, risk taking, RWA, SDO, self-esteem, social desirability, Machiavellianism, and psychopathy) and the HPRS. Using CFA, we found that the HPRS had a good model fit as a one and four factor model. Further, the HPRS related to relevant personality constructs (e.g., SDO) and unrelated to irrelevant constructs (e.g., openness). The results imply that the HPRS is a reliable measure and demonstrates adequate construct validity.

A254

### THE MANY LITTLE ITEMS OF "BIG FIVE" MEASURES: HIERARCHY, HETERARCHY, AND PREDICTIVE UTILITY IN PERSONALITY STRUCTURE

David M. Condon<sup>1</sup>

<sup>1</sup>Northwestern University

A surfeit of well-validated options exist for personality assessment based on the Big Five dimensional model. However, the majority of Big Five measures are at least one step removed from the factor-analytic procedures used to evaluate the multidimensional structure of the trait lexicon, as is evident from the use of phrased item formats rather than trait descriptors. This point, along with critical distinctions between measures, precipitates the need for better understanding of the structure of the universe of phrased personality items. Following joint administration of 8 widely-used sets of scales (IPIP100, IPIP-NEO, IPIP-MPQ (Goldberg, 1999), BFAS (DeYoung et al., 2007), IPIP-HEXACO (Ashton et al., 2007), QB6 (Thalmayer et al., 2011), EPQ-r (Eysenck et al., 1985), and Plasticity/Stability scales (DeYoung, 2010)) to a large international sample (N=25,000), evidence for hierarchy and heterarchy is reviewed and more efficient scales are proposed.

A255

### ANALYZING SELF-REPORTED PERSONALITY IN CHILDREN WITH AUTISM SPECTRUM DISORDER

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<sup>1</sup>University of California at Los Angeles

In order to better understand the important differences among those with Autism Spectrum Disorder (ASD) recent research has expanded to studying personality within the disorder. The present study utilized the Big Five Questionnaire for Children (BFQ-C), a self-report measure, to examine the personality in children (n=67), ages 6-13, with ASD. BFQ-C scores were compared to parent's self-



reported scores on the Big Five Inventory (BFI). Both self-report measures used the five factor model (FFM) of personality. Analysis of t-tests indicated that child's scores significantly differed ( $p < .05$ ) across all FFM factors except for agreeableness. Contrary to previous results on adults with ASD, children rated themselves as average across all FFM factors. Results infer potential inaccurate self-portrayals in children with ASD, a deficit associated with the disorder but not yet studied in regard to personality. This study suggests a need for a multi-methodological approach to studying personality in children with ASD.

**A256**  
**CONSTRUCTING AND VALIDATING A SCALE OF INTELLECTUAL HUMILITY**

Kathryn Lurino<sup>1</sup>, Paul Stey<sup>2</sup>, Mark Alfano<sup>1</sup>, Brian Robinson<sup>3</sup>, Markus Christen<sup>4</sup>, Daniel Lapsley<sup>5</sup>

<sup>1</sup>University of Oregon, <sup>2</sup>Environmental Protection Agency, <sup>3</sup>Michigan State University, <sup>4</sup>University of Zurich, <sup>5</sup>Notre Dame

This project reports on three studies establishing the construct validity of a scale measuring intellectual humility. The first is a psycholexical study that focuses on (near) synonyms and antonyms of the phrase 'intellectual humility'. Superparamagnetic agent mapping indicates that intellectual humility has three facets (sensitivity, discreetness, and inquisitiveness) and is opposed by three contrary dispositions (overrating oneself, underrating oneself, and underrating others). Our second study ( $n=442$ , undergraduate participants) employs the results of Study 1 to investigate the factor structure of 52 items related to intellectual humility. Exploratory factor analysis suggests a 7-factor solution. The third study ( $n=465$ , MTurk participants) replicates the 7-factor structure using confirmatory factor analysis, and uses an item response theoretic analysis to inform the development of sub-scales measuring four of the seven factors most central to intellectual humility: intellectual modesty, lack of intellectual vanity, intellectual resilience, and inquisitiveness.

**A257**  
**THE BEHAVIORAL EXPRESSION OF PERSONALITY IN VIRTUAL ENVIRONMENTS: MOVING BEYOND THE "REAL WORLD"**

Stefanie M. Tignor<sup>1</sup>, C. Randall Colvin<sup>1</sup>, Alessandro Canossa<sup>1</sup>, Magy Seif El-Nasr<sup>1</sup>, Jeremy Badler<sup>1</sup>, Mikhail Kabakov<sup>1</sup>, Chen Zhengxing<sup>1</sup>, Kunal Asarsa<sup>1</sup>

<sup>1</sup>Northeastern University

The current two-phase study sought to investigate the relationship between personality and behavior in virtual environments. In Phase 1, participants ( $n=70$ ) completed a battery of self-report questionnaires, including the NEO-PI-R and the Need for Cognition Scale. Each participant also recruited three informants to provide additional personality data. In Phase 2, these same participants played a custom-made first-person video game for 1 hour. Participants were free to behave however they wished within the virtual game environment, and all behaviors were recorded every 0.2 seconds. These in-game behaviors were then correlated with the personality data obtained in Phase 1. Preliminary results indicate that just as personality is expressed behaviorally in the "real world," so too is it expressed in virtual environments. For example, activity level was found to be correlated with exploring behavior ( $r=.49$ ,  $p < .01$ ), while achievement striving was found to be correlated with behaviors relevant to quest completion ( $r=.45$ ,  $p < .01$ ).

**A258**  
**ENTITLEMENT RAGE CONNECTS THE OVERT AND COVERT FACES OF NARCISSISM**

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The idea that the self-overvaluation characteristic of narcissism can be directed either overtly toward the public self (ego) or covertly toward the privately idealized self-image (ego ideal) was first discussed in the 1920s (e.g., Ellis, 1927). The more recent designation of these two faces of narcissism as Grandiosity-Exhibitionism (overt) and Vulnerability-Sensitivity (covert) by Wink (1991) finally has become accepted in contemporary personality and social psychological research (e.g., Miller et al., 2011). Researchers have tended to focus on what divides or distinguishes these two faces of narcissism (e.g., Krizan & Johar, 2012), and the extent of such distinctions now raises questions about what connects overt and covert narcissism as aspects of the same psychological construct and is covert "really" a form of narcissism? In three studies (total  $N = 746$ ) we found answers in strong positive correlations between both overt and covert narcissism and measures of entitlement rage and grandiose fantasies.

**A259**  
**SPECIFYING ASSOCIATIONS BETWEEN CONSCIENTIOUSNESS AND EXECUTIVE FUNCTIONING: ATTENTION SWITCHING, NOT INHIBITION OR WORKING MEMORY UPDATING**

Kimberly Fleming<sup>1</sup>, Samantha Heintzelman<sup>1</sup>, Bruce Bartholow<sup>1</sup>

<sup>1</sup>University of Missouri

Conscientiousness is characterized by self-control, organization, and goal-orientation and is positively related to a number of desirable outcomes. As such, it is commonly suggested that conscientiousness should be related to superior executive functioning (EF), a set of higher-order cognitive abilities associated with pursuit of goal-directed action. However, little empirical work has provided support for this notion, perhaps due to over-simplified and under-specified modeling of EF. The current study filled this gap by testing relations between conscientiousness and multiple facets of EF, each indicated by multiple EF measures, using a nested factors modeling approach. Participants ( $N = 420$ ) completed a measure of conscientiousness and nine EF tasks designed to tap three related yet distinguishable facets of EF: working memory updating, mental set shifting, and prepotent response inhibition. Results of a latent variable model showed that conscientiousness is associated with mental set shifting but not response inhibition or working memory updating.

**A260**  
**EXPLORING THE RELATIONSHIP BETWEEN INDIVIDUAL DIFFERENCES IN PERSONALITY AND THE NEURAL CORRELATES OF INHIBITORY CONTROL WITHIN THE PREFRONTAL CORTEX**

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<sup>1</sup>University of Toronto, <sup>2</sup>Drexel University

The neural basis of inhibitory control is reasonably well established within the prefrontal cortex (PFC). However, the association between individual differences in personality and the neural correlates of this ability remains largely unexplored. Therefore, the present study sought to explore the association between the Five-Factor Model (FFM) of personality and the neural correlates of motor response inhibition within the PFC. Self-report ratings of FFM personality traits from 108 healthy adults were obtained, and the hemodynamic oxygenation in the PFC was recorded during a standardized Go/No-Go task. Results indicated that Neuroticism was associated with attenuated activity in the dorsolateral PFC, a

region implicated in behavioural regulation. Agreeableness, Conscientiousness and Extraversion demonstrated the opposite trend. Interestingly, Agreeableness was associated with increased activation within the medial PFC, a region linked to self-other processes, whereas, Openness demonstrated the opposite trend. This lays the groundwork for critically examining personality in the context of inhibitory control.

A261

### IMAGINATIVE ABILITIES UNDERLYING HYPNOSIS AND ACTING IN STUDENTS

Maria Eugenia Panero<sup>1</sup>

<sup>1</sup>*Boston College*

Actors need to imagine themselves as others and embody these others as believable characters. It is as if they are able to hypnotize themselves to imagine themselves as others. What kind of personality traits makes this extraordinary feat possible? We compared acting students to music and psychology students on measures of five traits hypothesized to be related to hypnotizability: dissociation, imaginative suggestibility, fantasy proneness, and absorption. Acting students did not show a higher tendency towards dissociative experiences, but did score significantly higher on all other traits compared to both the music group and the psychology group. These traits may help actors to "become" other people and act as if imagined situations are real. Whether these traits are what draw individuals to acting or are a result of training in acting, should be investigated in an experimental study.

A262

### PERSONALITY TRAITS AS PREDICTORS OF INTERNET MOTIVATIONS AND BEHAVIOR

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<sup>1</sup>*University of Texas, Austin*

The Internet is the pervasive medium through which many people seek information, conduct everyday transactions, and communicate with others. However, inter-individual differences exist in the motivations behind Internet use and the types of behaviors engaged in online. The present study surveyed a group (N=309) of Internet users to identify the underlying motivations driving Internet use. The degree to which personality traits predict motivations and online behaviors was also examined. Results of a principal-components analysis suggest four broad dimensions capture the individual motivations for Internet use: entertainment, social interaction, utilizing a convenient alternative social medium, and information seeking. In addition, personality traits predicted the different motivations and online behaviors. For example, people higher in neuroticism and openness were more likely to use blogs and user-review sites (e.g., Yelp). Discussion focuses on the implications of the results and importance of understanding how individuals navigate their online lives.

## Psychophysiology/Genetics

A263

### THE ROLE OF TESTOSTERONE AND REJECTION IN MEN'S AGGRESSIVE BEHAVIOR TOWARD WOMEN

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<sup>1</sup>*Wayne State University*, <sup>2</sup>*University of Washington*

Recent experimental research has demonstrated that when high testosterone men lose status in male-male competitions, they behave in antagonistic ways in order to regain their status. This study builds on this research by examining how a rejection (status loss) from a potential dating partner interacts with baseline salivary testosterone to contribute to aggression toward the woman. Fifty-eight men completed a dyadic interaction paradigm with a woman (confederate), experienced an experimentally manipulated rejection (she does or does not want to exchange numbers with him), and were given an opportunity to be aggressive toward her (hot sauce

allocation paradigm). Consistent with research on male-male competition, rejection condition interacted with baseline testosterone levels; rejected participants with higher testosterone allocated greater hot sauce than rejected participants with lower testosterone. Future research should examine how changes in testosterone following a rejection, in addition to baseline testosterone, contribute to aggression toward women.

A264

### THE INFLUENCE OF EMOTIONAL STATE ON THE RELATIONSHIP BETWEEN RESPIRATORY SINUS ARRHYTHMIA AND SYMPTOMS OF DEPRESSION AND ANXIETY

Sumeet Mutti<sup>1</sup>, Anita Hibbert<sup>1</sup>, E. David Klonsky<sup>1</sup>

<sup>1</sup>*University of British Columbia*

Research has demonstrated that respiratory sinus arrhythmia (RSA), an index of parasympathetic influence, is decreased in individuals with depression and anxiety. Importantly, this relationship may actually differ across specific negative emotional states, as fear and sadness can be distinguished on psychological, expressive and behavioural grounds. However, past studies have typically examined this relationship in the context of quiet resting or general negative affect. In the present study, the relationships between RSA and symptoms of depression and anxiety were examined during neutral-, fear-, and sadness-inducing films in 138 undergraduates. After controlling for depressive symptoms, higher levels of anxious symptoms were associated with lower levels of RSA during the fear and neutral films, but not during the sadness film. Depression did not demonstrate a significant relationship with RSA during any of the emotional inductions. These findings may provide insight into how specific negative emotions can influence parasympathetic functioning in depression and anxiety.

A265

### OXYTOCIN-RELATED GENES DIFFERENTIALLY PREDICT POSITIVE EMOTION TRAJECTORIES DURING AN INTERVENTION

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<sup>1</sup>*University of North Carolina at Chapel Hill*

Genetic differences in oxytocin-related genes have been shown to influence social sensitivity and certain positive emotions. Since social connection can increase positive emotions, this study examined how polymorphisms in oxytocin-related genes influence the emotional benefits of a positive intervention. 125 mid-life adults were randomly assigned to learn either Loving-Kindness Meditation (LKM), which teaches self-generation of social positive emotions, or Mindfulness Meditation (MM), which served as an active control with a non-social focus. During the intervention, participants reported their daily positive emotions. Additionally, each participant was genotyped for several SNPs within OXTR and CD38. People who did not carry certain "risk" alleles for CD38 or OXTR showed the predicted patterns of positive emotion (PE) growth: LKM caused significant increases in PEs over time, whereas MM did not. Risk allele carriers showed different patterns of PE growth, suggesting that the social nature of LKM may benefit people differently depending on their genotype.

A266

### TO APPROACH OR AVOID? THE ASSOCIATION BETWEEN HEART RATE VARIABILITY AND THE NEED FOR AFFECT

DeWayne P. Williams<sup>1</sup>, Tia Rahman<sup>1</sup>, Julian Koenig<sup>1</sup>, Baldwin M. Way<sup>1</sup>, Julian F. Thayer<sup>1</sup>

<sup>1</sup>*The Ohio State University*

The need for affect (NA) can be defined as the motivation to approach, and not avoid, emotional experiences. Heart rate variability (HRV) is widely recognized as a psychophysiological index of emotional control. Low HRV is associated with emotion dysregulation and autonomic imbalance, and is detrimental to overall health. The current single-study investigation explored how NA is related to emotional control, indexed by resting HRV in 54

undergraduate participants. HRV was recorded during a 5-minute baseline-resting period. NA was assessed using the Need for Affect Scale, which includes the motivation to avoid (NA-avoid) and approach (NA-approach) subscales, where higher scores reflecting greater avoiding and approaching of emotions, respectively. Results indicated a negative association between resting HRV and NA-avoid ( $\beta = -.291$ ,  $p < .05$ ) and NA-approach ( $\beta = -.342$ ,  $p < .05$ ), indicating that lesser avoiding and approaching of emotions are associated with higher resting HRV. These findings suggest that those who regulate emotions as they emerge (neither approach nor avoid) have better emotional and autonomic control.

**A267**  
**INDIVIDUAL DIFFERENCES IN MINDFULNESS IS ASSOCIATED WITH FEMALE SEXUAL AROUSAL**

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<sup>1</sup>University of Utah

Female sexual arousal is augmented by one's ability to attend to moment-by-moment physical and emotional sensations while downregulating stress (e.g., practicing mindfulness). Not all individuals appear equally capable of achieving states of mindfulness. Oxytocin and parasympathetic nervous system (PNS) reactivity provide an avenue for investigating links between individual differences in mindfulness and arousability as both have been linked to stress reduction and sexual arousal. We assessed whether PNS (assessed by respiratory sinus arrhythmia) and oxytocin responses during mindfulness were related to responses during sexual arousal among 60 sexually diverse women. Preliminary analyses suggest that independent of baseline physiology, women with greater PNS reactivity and oxytocin levels during mindfulness showed greater PNS reactivity and oxytocin levels during sexual arousal, respectively. Individuals who had higher dispositional mindfulness also had higher baseline oxytocin. These data suggest that individuals who are better able to achieve states of mindfulness also have higher physiological arousability.

**A268**  
**THE RELATIONSHIP BETWEEN HEART RATE VARIABILITY AND IN-GROUP BIAS: PRELIMINARY EVIDENCE**

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<sup>1</sup>The Ohio State University

In-group bias (IGB) leads to prepotent response tendencies towards both in-group and out-group members, but it remains unclear how individuals can inhibit IGB and respond (e.g., on a cognitive task) in a less-biased manner. This preliminary study examined the relationship between resting heart rate variability (HRV), a psychophysiological index of inhibitory control, and racial IGB. Twenty White participants rated how strongly they identified with their racial group. IGB was then assessed using a modified target detection task, requiring participants to indicate the positioning of Black or White male faces displaying racial emotion. Five-minute baseline-resting HRV interacted with racial group identification to predict black-face target accuracy ( $b = .001$ ,  $p < .05$ ); indicating that higher HRV led to better accuracy only in those highly identified with their race ( $b = .051$ ,  $p < .05$ ). These results suggest that better inhibitory control, as indexed by higher resting HRV, enables individuals susceptible to racial IGB to inhibit prepotent responses in the experimental setting.

**A269**  
**THE DIFFERENTIAL EFFECTS OF COMPETITION ON PHYSIOLOGICAL REACTIVITY**

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<sup>1</sup>University of Rochester

This study tested Murayama and Elliot's (2012) opposing-processes model, which suggests competition's zero-sum effect on performance stems from individuals adopting one of two opposing

goals: approach or avoidance. To do so, participants were randomly assigned to perform a risk task (the Columbia Card Task, CCT) under competition or no competition control conditions. To assess motivational orientation during performance we examined physiological responses using the framework provided by the biopsychosocial model of challenge and threat. Participants also self-reported on their performance goals. Competition participants exhibited heightened sympathetic arousal (lower pre-ejection period intervals) relative to no competition controls, but consistent with the opposing-process model, we observed no effect of competition on motivationally-tuned physiological measures (cardiac output and vascular resistance). These null results stemmed from the competition manipulation producing significantly more avoidance-oriented threat responses and approach-oriented challenge responses relative to the control condition. This pattern of findings supports the opposing-processes model.

**A271**  
**SOCIAL PHOBIA MODERATES THE RELATIONSHIP BETWEEN TESTOSTERONE AND PSYCHOPATHY**

Evan Caldbick<sup>1</sup>, Samuele Zilioli<sup>1</sup>, Neil Watson<sup>1</sup>

<sup>1</sup>Simon Fraser University

Testosterone (T) is associated with psychopathy relative to its ratio with cortisol reactivity to a stressor, and some of the largest changes in cortisol reactivity come from social evaluative tasks. We investigated the role that social phobia plays in the relationship between T and psychopathy. Saliva samples were collected from subjects ( $n=115$  males) and analyzed using enzyme-linked immunosorbent assay (ELISA) for T concentrations. Subjects also completed the Levenson Self-Report Psychopathy Scale and Social Phobia Scale. Analysis suggests that social phobia moderates the relationship between baseline T and psychopathy. Males who score high in social phobia and who have relatively high levels of baseline T score higher in secondary psychopathy, a measure of anti-social impulsivity. This result reinforces previous findings of a relationship between high T and psychopathy, but implies a nuance to the relationship in that social phobia is a relevant trait with respect to its magnitude.

**A272**  
**THE ASSOCIATION BETWEEN ANXIETY SENSITIVITY AND PARASYMPATHETIC NERVOUS SYSTEM FUNCTION**

Sammie Tang<sup>1</sup>, Clint McKenna<sup>1</sup>, Kate A. Leger<sup>1</sup>, Amanda Acevedo<sup>1</sup>, Sarah D. Pressman<sup>1</sup>

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While anxiety sensitivity (AS; or "fear of anxiety") has been linked repeatedly to negative health outcomes, the mechanisms underlying this connection remain unclear. We explored varying parasympathetic nervous system function at rest and during stress as possible pathways. Specifically, we examined participants' ( $N=166$ , mean age = 21.98) High Frequency Heart Rate Variability (HFHRV) at rest (baseline), then during stress reactivity (2 min dexterity task) and recovery (5 min). Participants with high AS scores displayed lower levels of HFHRV at each time point examined. After accounting for baseline differences, the stress and recovery differences were no longer present, indicating that overall lower levels of HFHRV are due to an overall group/trait-like difference and not due to differential stress responses. Given ties between lower resting HFHRV and poor health, this may be one pathway by which AS influences wellbeing.

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A273

**CARDIAC VAGAL TONE PREDICTS RESPONSIVITY TO SELF-REGULATORY THOUGHT INDUCTIONS**Katherine R. Thorson<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter M. Gollwitzer<sup>1</sup>  
<sup>1</sup>*New York University*

The self-regulatory thought inductions of mental contrasting and indulging in thoughts of a desired future have immediate and lasting effects on individuals' commitment to reach a desired future. In three studies, we explored whether these effects are moderated by cardiac vagal tone. We measured participants' resting respiratory sinus arrhythmia as a measure of vagal tone before participants engaged in one of two self-regulatory thought inductions. Following the inductions, participants reported commitment for reaching their desired futures. In all studies, there were significant interactions between vagal tone and self-regulatory thought condition on commitment ( $ps < .05$ ). Consistent with the perspective that vagal tone indexes greater situational awareness, individuals high in vagal tone reported commitment in line with the thought inductions. Participants in the mental contrasting condition reported significantly greater commitment than those in the indulging condition. Commitment of participants low in vagal tone did not differ as a function of condition.

**Self/Identity**

A274

**A LEGACY OF CLIMATE CHANGE: CAN CONCERNS ABOUT POSTHUMOUS SELF-PRESENTATION MOTIVATE PRO-ENVIRONMENTAL BEHAVIOR?**Kaitlin T. Raimi<sup>1</sup>, Michael P. Vandenbergh<sup>1</sup>  
<sup>1</sup>*Vanderbilt University*

One important barrier to climate change mitigation is that this generation would bear the costs, but most benefits would accrue to future generations. The desire to be esteemed by these future generations could be a powerful motivation for overcoming this intergenerational dilemma, if only people believed their personal actions were traceable. This research was the first to test a novel possible intervention: Would recording people's climate actions for posterity trigger self-presentational concerns and thereby motivate climate mitigation? 311 participants across two studies reported on their legacy concerns, their expectations of how future generations' opinions of them would change if climate information was shared, and how these expectations might affect behavior. Results showed that people were more motivated by the opinions of future offspring than unrelated generations, but that making climate-relevant behavior public to any future generations would activate legacy concerns and motivate mitigation. Possible applications of these results are discussed.

A275

**CREATING AND NURTURING SOCIAL IDENTITIES IN THE DELIVERY OF HEALTHCARE: PATIENT EXPERIENCES OF A GROUP-BASED WEIGHT-MANAGEMENT PROGRAMME FOR PEOPLE WITH MORBID OBESITY**Mark Tarrant<sup>1</sup>, Sammyh Khan<sup>1</sup>, Claire Farrow<sup>2</sup>, Katarina Kos<sup>1</sup>, Mark Daly<sup>1</sup>  
<sup>1</sup>*University of Exeter*, <sup>2</sup>*University of Aston*

Social groups are increasingly used to deliver healthcare interventions but little is known about their impact on health. Guided by a social identity perspective on health and wellbeing, this qualitative study examined the experiences of a sample of patients with morbid obesity (N=20) participating in a group-based weight-management programme within the UK National Health Service (NHS). The study examined patients' own perspectives on the health benefits (or otherwise) of participating in the weight-management programme, with a particular focus on the role of

social support and social identity. Results indicate that experiencing the group as a collective entity was seen by many participants as critical to their ability to achieve behavioural targets (lifestyle change, weight loss). Through an emerging social identity as a group member, participation in the weight-management programme supported self-reflection and goal setting amongst patients which, it was felt, enabled behavioural change.

A277

**DIFFERENTIAL RELIANCE ON PERFORMANCE OUTLIERS IN ATHLETIC SELF-ASSESSMENT**Corey Guenther<sup>1</sup>, Sarah G. Taylor<sup>2</sup>, Mark D. Alicke<sup>2</sup>  
<sup>1</sup>*Creighton University*, <sup>2</sup>*Ohio University*

The goal of the present research was to explore mechanisms by which athletes maintain positive ability perceptions despite facing frequent performance setbacks and statistical improbabilities. Specifically, we tested the hypothesis that, despite experiencing high rates of performance failure, athletes maintain positive ability perceptions by basing assessments of their ability on peak, rarely occurring performances rather than on their more typically occurring base rate averages. Consistent with this hypothesis, Study 1 showed that collegiate baseball players perceived their best-ever hitting performance to better represent their true hitting ability than their worst-ever performance, despite the latter being significantly more reflective of their objective batting average. Study 2 replicated this effect and showed further that low-performing athletes were the most severely miscalibrated in their ability perceptions. These results are a compelling applied demonstration of Williams and Gilovich's (2012) "better-than-my-average effect". Implications for coaches, trainers, and practitioners committed to helping athletes develop are discussed.

A278

**FEELING CLOSER TO THE FUTURE SELF AND DOING BETTER IN SCHOOL: FUTURE SELF-CONTINUITY, SELF-CONTROL, SELF-EFFICACY, AND ACADEMIC PERFORMANCE**Rob Adelman<sup>1</sup>, Herrmann Sarah<sup>1</sup>, Jessica Bodford<sup>1</sup>, Morris Okun<sup>1</sup>, Oliver Graudejus<sup>1</sup>, Virginia S. Y. Kwan<sup>1</sup>  
<sup>1</sup>*Arizona State University*

This research examines future self-continuity in an undergraduate academic setting, replicates established relationships between future self-continuity and indices of intertemporal decision making, and extends the predictive value of future self-continuity to constructs relevant to academic performance and success. Though future self-continuity has multiple components, we focus on how similar and connected students feel to their future selves. Higher future self-continuity was associated with feeling temporally closer to the future self, placing more weight on future consequences, placing less weight on the present, higher grit, higher self-control, and higher self-efficacy. Although self-efficacy had similar relationships with the other measures as future self-continuity did, we found that the effects of self-efficacy and future self-continuity were additive, not interactive or redundant. In an undergraduate chemistry class, future self-continuity produced a significant indirect effect that increased course performance through self-control.

A279

**IS NOSTALGIA RECESSION PROOF?: NOSTALGIA BUFFERS THE EFFECTS OF SCARCITY ON MONEY ANXIETY**Cathy R. Cox<sup>1</sup>, Mike Kersten<sup>1</sup>, Clay Routledge<sup>2</sup>, Kiely Alfieri<sup>1</sup>, Christian Sullivan<sup>1</sup>  
<sup>1</sup>*Texas Christian University*, <sup>2</sup>*North Dakota State University*

The current financial crisis is regarded as the most severe economic recession in history due to the simultaneous decline in the stock, housing, and labor markets. Periods of recession are characteristically marked with seemingly ubiquitous financial hardships, which may increase the desire to look back on past times of economic prosperity. Research suggests that nostalgia, a

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sentimental longing for the past, provides many positive psychological benefits such as strengthening social bonds, increasing self-esteem, and increasing optimism for the future. Building on this work, the present research examined whether nostalgic reverie ameliorates the effects of The Recession on money-related anxiety. Study 1 demonstrated that participants who were primed with thoughts of The Government Shutdown (vs. economic recovery) reported greater nostalgic reverie. In Study 2, following primes of The Government Shutdown (vs. economic recovery), participants who wrote about a nostalgic (vs. ordinary) event reported significantly lower money anxiety and money obsession.

**A280**  
**IMPLICIT ASSOCIATIONS REVEAL THE DISTANT PAST IS VIEWED MORE ABSTRACTLY THAN AN EQUALLY DISTANT FUTURE: A CHALLENGE TO CONSTRUAL LEVEL THEORY**

Jessie C Briggs<sup>1</sup>, Andrew Karpinski<sup>1</sup>

<sup>1</sup>Temple University

People implicitly associate near points in time with concreteness and distant points in time with abstractness (Bar-Anan et al., 2006). We hypothesized that these implicit associations between distance and abstractness are stronger for the past than the future (see also Hart et al., 1993; Quoidbach et al., 2013; Caruso et al., 2013). Participants (N=113) took a time-distance IAT and a time-construal IAT. They were randomly assigned to one of two time conditions: "present/future" or "present/past." For all, distance was sorted as "near/far" and construal as "concrete/abstract." The participants associated both the past with far  $p < .01$ ,  $d = 3.34$  and abstract  $p < .01$ ,  $d = 1.60$ , and the future with far  $p < .01$ ,  $d = 4.73$  and abstract  $p = .02$ ,  $d = 0.71$ . The association with abstractness  $p = .04$ ,  $d = .42$ , but not distance  $p = .15$ ,  $d = .29$ , was stronger for the past than the future. Our results suggest that the distant past is viewed more abstractly than an equally distant future.

**A281**  
**RACIAL IDENTITY & SENSE OF BELONGING AMONG AFRICAN-AMERICANS ATTENDING A HISTORICALLY BLACK COLLEGE**

Julianne S. Lewis<sup>1</sup>

<sup>1</sup>West Chester University

"With dwindling percentages of Black undergraduates attending Historically Black Colleges and Universities (HBCUs), and the future of these institutions under threat, it is imperative to more fully understand the reasons and behaviors of those students who continue to choose an HBCU experience". In the 1992 case of *United States vs. Fordice*, the U.S. Supreme Court raised questions about the educational value of HBCUs. Therefore, a study to explore the students' perspectives of the quality and value gained by attending an HBCU is significant. The importance of this study was to conduct exploratory research in order to increase understanding of the benefits for attending an HBCU. It matters now, in times of economic cutbacks, more than ever, for colleges to determine what features of college life affect student persistence.

**A282**  
**IT'S NOT YOU, IT'S ME: CHANGES IN SELF-DEFINITIONS IMPEDE RECOVERY FROM REJECTION**

Lauren C. Howe<sup>1</sup>, Carol Dweck<sup>1</sup>

<sup>1</sup>Stanford University

Rejections are painful for everyone, but people struggle with recovery to various degrees. How can certain reactions to rejection prevent complete recovery? Five studies investigate how changing one's self-definitions in response to rejection heightens its impacts. We find that people who endorse entity theories of personality (i.e., the belief that personality tends to be stable) change self-definitions, linking rejection back to qualities of the self. When reflecting on personal past rejections (Studies 1, 2, and 3) and when imagining novel rejection experiences (Studies 4 and 5), changes in self-definitions lead to lingering consequences, such as reluctance to

disclose past rejections (Study 2), imagining that the rejection will continue to impact the future (Studies 3, 4, and 5), suppressing the rejection (Studies 3, 4, and 5), and negative emotion, particularly directed toward the self (Studies 2, 3, 4, and 5). Thus, tying rejection to the self causes its damage to linger.

**A283**  
**PRE-DISSOLUTION SELF-EXPANSION DISRUPTS POST-DISSOLUTION DISENGAGEMENT FROM EX-PARTNERS**

Jamie Graham<sup>1</sup>, Timothy J Loving<sup>1</sup>

<sup>1</sup>The University of Texas

Continued contact with an ex-partner may disrupt an individual's ability to 'move on' from a relationship. Very little is known, however, about what factors delay detachment from an ex-partner. We investigated the link between pre-breakup self-expansion, or the extent to which relationships expand individuals' sense of self and provide opportunities for growth, and post-dissolution engagement with ex-partners. Data were collected as part of a larger 9-month longitudinal study in which an event-contingent design was employed to identify the occurrence of major relationship transitions. Two hundred and seventy-two individuals enrolled at baseline (mean relationship duration = 3.2 months); 96 participants broke up during the study (35%; 64 female, 32 male; Mage = 20.6, SD = 1.78). Greater self-expansion pre-breakup predicted continued contact with and longing for an ex-partner post-breakup. Discussion will focus on the potential mental and physical health consequences of post-dissolution continued contact and desire.

**A284**  
**THE USE AND ACCEPTANCE OF SELF-COMPASSIONATE APOLOGIES**

Jennifer Barton<sup>1</sup>, Ashley Allen<sup>2</sup>

<sup>1</sup>University of North Florida, <sup>2</sup>University of North Carolina at Pembroke

People who adopt a self-compassionate mindset in the face of losses, failures, setbacks, and other difficulties tend to be happier, less anxious, and more self-forgiving (Neff, 2003; Neff, Rude, & Kirkpatrick, 2007). Two studies investigated the presentation of self-compassion following an interpersonal transgression. We hypothesized self-compassion would predict more self-compassionate statements than self-critical following a transgression. Secondly, we anticipated people would prefer self-critical over self-compassionate statements from a transgressor. Repeated measures ANOVAs indicated that self-compassionate participants were more likely to say self-compassionate statements and less likely to say self-critical statements when compared to participants low in self-compassion. Additionally, participants low in self-compassion preferred and were more likely to forgive someone who made self-critical statements. Conversely, participants high in self-compassion preferred self-compassionate responses but were equally likely to forgive someone regardless of apology type.

**A285**  
**I-SHARING AND THE ROLE OF THE TRUE SELF IN CLOSE RELATIONSHIPS**

Christina Smith<sup>1</sup>, Rebecca Schlegel<sup>1</sup>

<sup>1</sup>Texas A&M University

I-sharing, or the sharing of subjective experiences, helps meet the psychological need of feeling connected to others (Pinel et al., 2006). We propose that I-sharing serves as a "window" to the true self, providing a glimpse of who a person really is. We investigated this possibility in the context of romantic relationships, a context in which it should be particularly important given the evolving need for relationships to fulfill self-expression needs (Finkel et al., 2014). The current studies present a novel theoretical contribution by examining whether I-sharing within a relationship influences the feeling that your partner knows who you really are, and in turn, relationship satisfaction. In three studies (N=376), perceived partner knowledge of participants' true selves mediated the relationship

between perceived I-sharing and relationship satisfaction. These findings suggest that feeling like your partner knows your true self is an important component of relationships that can be achieved through I-sharing.

A286

### CONSEQUENCES OF INCLUDING SOCIAL AND PARASOCIAL OTHERS IN THE SELF

Hannah C. Zhou<sup>1</sup>, Kelly Seeber<sup>1</sup>, Kevin P. McIntyre<sup>1</sup>, Brent A. Mattingly<sup>2</sup>  
<sup>1</sup>Trinity University, <sup>2</sup>Ursinus College

Prior research on self-expansion has focused on the inclusion of close others into the self-concept; however, recent work reveals that individuals experience self-other overlap with a variety of social (e.g., community) and parasocial (e.g., fictional characters) relationships. This study examined differences in the degree to which individuals feel self-other overlap with social and parasocial targets, as well as differences in the consequences of these relationships for the self-concept. Participants completed an Inclusion of Others in Self (IOS) task, in which they indicated the degree of self-overlap with social and non-social targets (e.g., romantic partner, friend, pet, fictional characters), and then completed measures of self-efficacy and social connectedness. Results reveal that people report greater IOS in social (vs. parasocial) relationships. Moreover, whereas self-other overlap with social targets was associated with increased self-efficacy and social connectedness, no such patterns were found for self-other overlap with parasocial targets.

A287

### SELF-EXPANSION ACROSS RELATIONSHIP AND NON-RELATIONSHIP DOMAINS: A CASE FOR ATTACHMENT STYLES

Ying Tang<sup>1</sup>, Laura E. VanderDrift<sup>1</sup>  
<sup>1</sup>Syracuse University

Much recent work suggests that self-expansion could be achieved in both relationship and non-relationship domains. We first attempt to develop a Self-expansion Domain Questionnaire to identify specific domains in which individual attain self-expansion. At least five basic self-expansion domains have emerged (Relationship, Influence, Cognitive Complexity, Altruism, Existentialism) across two studies (266 participants). We then consider attachment style as an important moderator that influences domains in which individuals derive their self-expansion. On whole, 172 participants (college undergraduates in dating relationships) reported that roughly half of total self-expansion comes from the romance. Further, individuals higher in attachment avoidance report a lower amount of their total self-expansion comes from their relationship partner. However, this effect is unique to attachment avoidance and not anxiety. Overall, we establish that there are multiple self-expansion sources across relationship and non-relationship domains, and one important factor that influences individuals' choices of self-expansion across these domains is attachment style.

A288

### HOOKING UP AND BREAKING UP: HOW ROMANTIC HIGH AND LOW POINT NARRATIVES RELATE TO DATING IDENTITY AND WELL-BEING ACROSS THE FIRST YEAR OF COLLEGE

Jennifer P. Lilgendahl<sup>1</sup>, Hanaan Bing-Canar<sup>1</sup>, Ellen Reinhart<sup>1</sup>, Rebecca Suzuki<sup>1</sup>, Benjamin Le<sup>1</sup>, Kate McLean<sup>2</sup>  
<sup>1</sup>Haverford College, <sup>2</sup>Western Washington University

According to the narrative identity approach, processing emotional experiences during transitions is crucial to identity development and adjustment. A longitudinal study examined how the narration of romantic high and low points predicts changes in dating identity and well-being across the first year of college. Participants (N=116) completed measures of well-being and dating identity processes at the start and end of their freshman year. At the end of the year they also wrote narratives of their romantic high and low points, which were coded for event types, exploratory processing, and ending

valence. Dating identity exploration increased across the year, and this change was significantly associated with experiencing hook-ups as high points and break-ups as low points, and with exploratory processing in high point narratives. Increased well-being was associated with ending high points positively, whereas decreased well-being was associated with mentioning alcohol and negative attitudes toward hook-up culture in low point narratives.

A289

### CONCEALABLE STIGMATIZED IDENTITIES AND LANGUAGE USE ACROSS CULTURES: A COMPARISON BETWEEN AMERICAN AND TURKISH CULTURES

Elif G. Ikizer<sup>1</sup>, Nairan Ramirez-Esparza<sup>1</sup>  
<sup>1</sup>University of Connecticut

Previous research on concealable stigmatized identities has focused on factors such as health and well-being in Western populations. The present study examines concealable stigmatized identities through language use across cultures. Data were collected from 234 American and 80 Turkish participants. Using meaning extraction method, participants' responses to open-ended questions on their concealable stigmatized identities were analyzed in an exploratory fashion. Factor analyses revealed four factors in American participants' essays and three factors in Turkish participants' essays. Accordingly, American participants talked about the personal experience of concealment, coping, relationships and stress, and relationships. Whereas, Turkish participants talked about the social experience of concealment, family and concealing sexuality, cultural stigma, and norms. Implications on health and future directions are discussed.

A290

### SEEING THROUGH ROSE-COLORED GLASSES? A CROSS-CULTURAL INVESTIGATION OF POSITIVE ILLUSIONS AND WELL-BEING USING A NOVEL BEHAVIORAL MEASURE

Hyunji Kim<sup>1</sup>, Hwaryung Lee<sup>2</sup>, Eunok M. Suh<sup>2</sup>, Ulrich Schimmack<sup>1</sup>  
<sup>1</sup>University of Toronto Mississauga, <sup>2</sup>Yonsei University

One influential theory in psychology posits that people in general view themselves in a positive manner, and that these positive illusions (PIs) are beneficial for one's well-being. These biases have been examined in various cross-cultural contexts, and have raised controversies about the universality of PIs. Most research relied on self- or informant reports, which are susceptible to rating biases (acquiescence bias). We take a novel approach, and compare behavioral predictions with actual performances to examine differences in PIs between European Canadians, Asian Canadians, and Koreans (Ns = 106, 121, 109). Before performing each task (e.g., matching five pairs of picture cards), participants were asked to bet money on their expectation of success in each task. Results showed cross-cultural differences in well-being, evidence of positive illusions in all three groups but no cross-cultural differences in PIs measured using Signal Detection theory. Furthermore, PIs were unrelated to well-being in all three groups.

A291

### CULTURAL SIMILARITIES AND DIFFERENCES IN THE RELATIONSHIP BETWEEN TRUE SELF-KNOWLEDGE AND DECISION SATISFACTION

Seungbeom Hong<sup>1</sup>, Jinkyung Na<sup>1</sup>  
<sup>1</sup>The University of Texas at Dallas

People believe that they would feel satisfied with their decision when the decision is guided by the true self, namely who a person really is inside. However, there is little research that investigates whether this belief may vary across cultures. Thus, in the present research, Koreans and American participants were given various factors including true self-knowledge and asked to rate them with respect to their potential influences over decision satisfaction. The results showed cultural similarities as well as cultural differences. First, both Americans and Koreans believed that using the true-self

as a guide was more important for decision satisfaction than other relevant factors such as intuition or religion. However, this tendency was more pronounced among Americans than among Koreans. Furthermore, correlations between true self-knowledge and other factors substantially differed between two cultures. This suggests that not only the impact of true self-knowledge but also its nature may vary across cultures.

A292

**FAMILIAL SELF-AFFIRMATION WORKS ONLY AMONG ONLY-CHILDREN WITH HIGH FAMILY FUSION IN EAST-ASIAN CULTURE**  
Zaijia Liu<sup>1</sup>, Huajian Cai<sup>2</sup>, William B. Swann<sup>1</sup>, Kehan Shen<sup>3</sup>, Shengjie Lin<sup>1</sup>

<sup>1</sup>University of Texas at Austin, <sup>2</sup>Chinese Academy of Science, <sup>3</sup>Tsinghua University

Previous research showed that familial self-affirmation, rather than individual self-affirmation, could help East Asians buffer against self-threats. Two experiments examined the boundary conditions of familial self-affirmation. Experiment 1 found that, for college students who were only children, the coping strategy of familial affirmation was more effective than individual self-affirmation at reducing the effects of self-threats on a mental-rotation task. Experiment 2 further suggested that, if only children students are more strongly fused with their family, the familial self-affirmation strategy more greatly reduced the effect of a gender stereotype threat on leadership. Together, these findings suggest that the effectiveness of familial affirmation in East Asians depends on whether the person is an only-child and whether the person is strongly fused to their family.

A293

**TWO COMPONENTS OF INTERDEPENDENT SELF-CONSTRUAL DIFFERENTLY INFLUENCE THE EFFECT OF NEGATIVE FEEDBACK ON SELF-ESTEEM FOR PEOPLE IN COLLECTIVISTIC CULTURES**

Tao Jiang<sup>1</sup>

<sup>1</sup>Ohio State University

To examine how two components of interdependent self-construal differently influence the effect of negative feedback on self-esteem for people in collectivistic cultures, one hundred Chinese university students participated in the current study. They first reported their collective and relational self-construal and trait self-esteem, and then were randomly assigned into one of three conditions (social exclusion, personal failure, and control conditions). After the experimental manipulation, all participants reported their state self-esteem. The results showed that highly relational people's self-esteem decreases more than low relationals in the social exclusion condition, but collective self-construal did not affect people's self-esteem in any condition. Therefore, the results suggest that it is relational self-construal, rather than collective self-construal, that affects the change of self-esteem for people in collectivistic cultures when they experience social exclusion.

A294

**IDENTITY INTEGRATION IS PREDICTED BY CONFLICT ADAPTATION IN A STROOP-LIKE TASK**

Sarah E. Huff<sup>1</sup>, Daniel H. Weissman<sup>1</sup>, Ying-Yi Hong<sup>2</sup>, Fiona Lee<sup>1</sup>

<sup>1</sup>University of Michigan, <sup>2</sup>Nanyang Technological University

Most individuals have multiple social identities that sometimes conflict with one another (e.g., an individual can be both homosexual and Catholic). However, relatively little is known about how people manage, or adapt, to such conflict, such that their identities can be successfully integrated. In this research, we examined whether self-reported identity integration is related to the ability to adapt to conflict between competing responses. In two studies, participants in the United States (n=60) and Singapore (n=62) filled out the General Identity Integration scale and performed a Stroop-like task. In both studies, we observed a positive correlation between identity integration and conflict

adaptation scores. These findings show for the first time that identity integration – an important aspect of personality – is related to executive processes that adapt to conflict. As such, they provide a new perspective on how people may manage, or reduce, conflict between competing identities.

A295

**KEEPING ONE'S DISTANCE FROM CULTURAL VALUES TO REDUCE SELF-UNCERTAINTY**

Yuto Terashima<sup>1</sup>, Tasuku Igarashi<sup>1</sup>

<sup>1</sup>Nagoya University

Two studies examined whether people change self-evaluations in reference to cultural influences so as to reduce feelings of personal uncertainty. In Study 1, 60 Japanese undergraduates were presented with stereotypical values of Japanese culture, such as interdependence and loyalty, and asked to rate the level of identification with Japanese culture and to compare themselves to the average Japanese. People with high national identity evaluated themselves as more loyal and interdependent than those with low identity. In Study 2, 34 Japanese undergraduates were asked to write either a personal dilemma (self-uncertainty condition) or undergraduate activities (control condition) prior to answering the same questions in Study 1. A discrepancy of interdependence between the self and the average Japanese was larger in the self-uncertainty condition than in the control condition. Changing self-perceptions and keeping a distance from one's own cultural values may work as a strategy for uniqueness pursuit and uncertainty reduction.

A296

**DIVIDED LOYALTIES: WHICH SPORTS TEAM DO BICULTURALS ROOT FOR?**

Andy Y. Chiou<sup>1</sup>, Louis Lipani<sup>1</sup>, Brittany Mercado<sup>1</sup>

<sup>1</sup>City University of New York, Baruch

Many early discussions on biculturalism argued that biculturals are individuals who possess divided loyalties between two cultural ingroups, however few have examined this. We conducted one experimental study (n = 136) using Chinese-Americans to examine this using a computer simulated soccer game between the US and China. Participants were randomly exposed to one cultural priming condition (American, Neutral, Chinese) using commentaries recorded in different languages: English, no commentary, and Chinese. Participants were then asked to what degree they wanted each of the soccer teams to win. ANOVA analysis showed that under the Chinese priming condition the participants wanted the Chinese team to win more, while under the American priming condition the participants wanted the American team to win more. The effect was largely driven by the Chinese prime. Additionally, the Neutral priming outcome was similar to the American priming outcome, indicating a greater need for awareness regarding cultural priming.

A297

**BEING POSITIVE IS NOT ALWAYS GOOD: UNREALISTIC POSITIVE SELF-EVALUATION AND POSITIVE FEEDBACK PREDICT POOR PERFORMANCE AND MENTAL HEALTH**

Hae In Lee<sup>1</sup>, Minjae Seo<sup>1</sup>, Young-Hoon Kim<sup>1</sup>, Hsiang-Yi Wu<sup>2</sup>

<sup>1</sup>Yonsei University, <sup>2</sup>National Taiwan Normal University

Benefits of positive self-perceptions and positive performance feedback have been reported in various domains, such as intellectual functioning and mental health. However recent studies question their beneficial effects and even show detrimental effects. To unpack this theoretical inconsistency, the present study examined the effects of students' positive self-perception and their parents' performance feedback as a function of how realistic the self-perception and the feedback is on academic performance and

mental health among 1060 Korean students and 323 American students. We found that both Korean and American children who perceived their performance to be more positive than their actual level had lower GPA and experienced more depression for each of the following six semesters. Also, we found that the children who perceived their parents' feedback to be more positive than their actual performance level also showed the same tendency.

**A298**

**EVALUATING THE INVARIANCE OF THE MULTIGROUP ETHNIC IDENTITY MEASURE (MEIM) ACROSS FOREIGN-BORN, SECOND-GENERATION AND LATER-GENERATION COLLEGE STUDENTS IN THE UNITED STATES**

Stevie C. Y. Yap<sup>1</sup>, M. Brent Donnellan<sup>2</sup>, Seth J. Schwartz<sup>3</sup>

<sup>1</sup>Michigan State University, <sup>2</sup>Texas A&M University, <sup>3</sup>University of Miami

Past research has established that the Multigroup Ethnic Identity Measure (MEIM; Phinney, 1992) exhibits measurement invariance across diverse ethnic groups, but relatively little research has evaluated whether this measure is invariant across generational status. The present study evaluates the invariance of the MEIM across foreign-born, second-generation, and later-generation respondents in a large, ethnically diverse sample of college students (N = 9,107). Results suggest that there is configural and metric invariance, but that there is little evidence of scalar invariance across generational status groups. This indicates that the MEIM has an equivalent factor structure across generation groups with similar factor loadings, implying it is appropriate to compare the magnitude of associations between the MEIM and other variables across foreign-born, second, and later-generation individuals. However, the lack of scalar invariance suggests that mean level differences across generational status may not be appropriate and must be interpreted with caution.

## Self-Regulation

**A299**

**BUFFERING YOURSELF AGAINST VICARIOUS EGO DEPLETION: SELF-AWARENESS MODERATES LOSS OF SELF-CONTROL**

Aryun Hahm<sup>1</sup>, Bill Pedersen<sup>1</sup>, Tom Denson<sup>2</sup>, Robin Camarillo<sup>1</sup>, George Coutin<sup>1</sup>, Celia Garcia<sup>1</sup>, Rona Maglian<sup>1</sup>, Stefanie Northover<sup>1</sup>, Cindy Otero<sup>1</sup>, Alex Roberts<sup>1</sup>, Neda Tahami<sup>1</sup>, Emma Vaughn<sup>1</sup>

<sup>1</sup>California State University at Long Beach, <sup>2</sup>University of New South Wales

Taking the perspective of a person who has exerted self-control leads to ego depletion (Ackerman et al., 2009). In contrast, self-awareness circumvents the effects of direct ego depletion (Alberts et al., 2011). The current studies (n=559) were the first to investigate whether taking the perspective of a person inhibiting anger depletes self-control resources (Study 1) and whether self-awareness moderates the relationship between vicarious anger inhibition and ego depletion (Study 2). In Study 1 participants watched a video clip of a character restraining anger and either took the perspective of that character or not. A subsequent self-awareness manipulation was added in Study 2. Self-control resources were then assessed. As expected, (1) vicarious anger inhibition decreased self-control and (2) this effect did not occur under conditions of self-awareness. Implications of these findings for understanding and reducing aggressive behavior are discussed.

**A300**

**WHEN THREAT PROMPTS SELF-SERVING BIAS: HOW THREAT INFLUENCES INTERNET SEARCH**

Hannah Greving<sup>1</sup>, Kai Sassenberg<sup>1</sup>

<sup>1</sup>Knowledge Media Research Center Tübingen

Threats elicit defensive preferences for self-serving content (i.e., positive information protecting self-esteem). We propose that this

self-serving bias will be exacerbated if individuals can freely choose (sources of) information (i.e., during information search on the Internet) and that this selective information search will distort memory for information and representations of the own state. Four experiments tested the influence of threat on the behavioral steps of Internet search. As predicted, participants diagnosed with a fictitious threatening disease or thinking about a current threatening situation generated more positive search terms, selected more positive links, and received more positive information during Internet search than participants receiving no diagnosis or thinking about a neutral or challenging situation. After the Internet search, participants under threat also remembered more positive information and represented their current state more positively. By inducing self-serving bias, threat simultaneously distorts and protects representations of the own state.

**A301**

**INCREASING PARTICIPATION IN STEM THROUGH GROWTH THEORIES: TESTING AN IMPLICIT THEORY TEACHING INTERVENTION**

Crystal Hoyt<sup>1</sup>, Jeni Burnette<sup>2</sup>, Julianne Gomez<sup>1</sup>, Rachel Forsyth<sup>1</sup>

<sup>1</sup>University of Richmond, <sup>2</sup>North Carolina State University

Fostering a diverse scientific community and broadening participation in STEM fields is a national priority. In this research, we take an implicit theory approach, focusing on beliefs about whether STEM abilities are malleable (growth mindset) or static (fixed mindset), to foster interest in computer science (CS). We test a novel method to cultivate growth mindsets: a teaching intervention describing the nature of implicit theories and the power of growth mindsets. We randomly assigned 243 participants to this teaching condition or a fixed theory condition. Participants in the teaching, versus fixed, condition reported greater growth theories of CS, which in turn predicted greater levels of interest, self-efficacy, and belonging in CS as well as more adaptive self-regulatory responses after a hypothetical CS setback. In sum, this study identifies a new approach to cultivating growth theories and demonstrates the potential for these beliefs to help increase participation in STEM.

**A302**

**THE ROLE OF ELABORATION IN TEMPORAL DISCOUNTING**

Jennifer Nicole Belding<sup>1</sup>, Richard E Petty<sup>1</sup>, Kentaro Fujita<sup>1</sup>, Pablo Brinol<sup>2</sup>

<sup>1</sup>The Ohio State University, <sup>2</sup>Universidad Autonoma de Madrid

Research on self-control suggests that people prefer smaller immediate rewards over larger delayed rewards (temporal discounting; e.g., Green, Fristoe, & Myerson, 1994). The present research draws on attitude strength research and examines the role of thought direction and elaboration in this process. We manipulated the direction of one's thoughts (favoring smaller sooner vs. larger later rewards) and the amount of thinking (low vs. high) about this outcome. As hypothesized, we found that generating smaller sooner thoughts led to increased discounting relative to generating larger later thoughts. Furthermore, and more uniquely in the temporal discounting literature, this pattern resisted change more when the initial inclination was subsequently challenged for those in the high elaboration condition relative to those in the low elaboration condition. This study extends research on attitude strength to a new domain, namely temporal discounting, and suggests that elaboration may not always be beneficial for self-control.

**A304**

**SOCIAL REGULATION: THE BENEFITS OF THINKING ABOUT MOM**

Steve Strycharz<sup>1</sup>, Vivian Zayas<sup>1</sup>, Emre Selcuk<sup>2</sup>

<sup>1</sup>Cornell University, <sup>2</sup>Middle East Technical University

A key function of attachment figures is that they facilitate emotion regulation. Recent work (Selcuk et al., 2012) has shown that viewing a photograph of an attachment figure after recalling an upsetting



autobiographical memory facilitates affective recovery. Here, we posit that bringing to mind the mental representation of an attachment figure before recalling an upsetting autobiographical memory can buffer against negative affect. Using a within-subjects design, participants ( $N=94$ ) viewed either a photograph of their mother (or of a yoked participant's mother) before writing about a past upsetting autobiographical memory. Simply viewing a photograph of their mother (vs. another participant's mother), prior to recalling an upsetting autobiographical memory led to significantly attenuated negative affect. The present research extends past work by showing that activating the mental representation of an attachment figure could serve to preemptively protect individuals from the negative affective consequences of self-generated distressing thoughts.

**A306**  
**LOSING FACE ON FACEBOOK? SELF-REGULATION FAILURES LEAD TO RISKIER SELF-DISCLOSURE**

Nicole Muscanelli<sup>1</sup>, Rosanna Guadagno<sup>2</sup>, James Hamilton<sup>3</sup>  
<sup>1</sup>Knowledge Media Research Center, <sup>2</sup>University of Texas at Dallas, <sup>3</sup>University of Alabama

Social network sites (SNSs) offer the ability to communicate simultaneously to diverse audiences (i.e., ones containing close friends, relatives, mere acquaintances, and professional contacts). This creates a risk of sharing information that may be deemed inappropriate and can lead to negative personal consequences. There have been many instances in the media where individuals have experienced backlash because of their postings. The present research examined whether these instances of inappropriate online sharing can be usefully understood as momentary lapses in judgment caused by self-regulatory failures (moments of low self-control). Study 1 demonstrated that trait self-control predicted previous disclosure of potentially self-damaging information on social networking profiles. In Study 2, individuals with depleted regulatory resources were more likely create mock SNS profiles containing potentially self-damaging information, regardless of their audience. Overall, findings indicate that failures in self-regulation may explain why there are some instances in which individuals share inappropriate information via SNSs.

**A307**  
**WHY DOES IT TAKE SELF-CONTROL: THE DEPLETING NATURE OF IMPLICIT AFFECT**

Benjamin Ampel<sup>1</sup>, Ellen E. O'Malley<sup>1</sup>, Jeffrey Osgood<sup>1</sup>  
<sup>1</sup>State University of New York at Albany

Previous research has indicated that regulating emotional reactions can reduce subsequent use of self-control. This study is seeking to determine if the regulation of negative emotions that stem from potentially having to use self-control will make individuals less competent in later exertion of self-control. Participants were told they were participating in a health study in which they would have to drink as much as they could of a healthy, but disgusting drink. They were assigned to either a rumination condition or a control condition. Implicit affect was measured with the IPANAT and then they were given a verbal stroop task.

**A308**  
**SHIFTS IN UNREALISTIC OPTIMISM AND AFFECT REGULATION**

Karen Vanderzanden<sup>1</sup>, Bradlee W. Gamblin<sup>1</sup>, Kelly Jones<sup>1</sup>, Joelle Ruthig<sup>1</sup>, Andre Kehn<sup>1</sup>

<sup>1</sup>University of North Dakota

Unrealistic optimism, overestimating favorable outcomes, is a robust tendency, yet individuals may diminish their unrealistic optimism to regulate affect (Shepperd et al., 1996). We examined shifts in unrealistically optimistic exam performance estimates as a function of proximity to an exam. Undergraduates ( $N=166$ ) estimated their exam performance one month prior (T1) and immediately before the exam (T2). Performance anxiety was

assessed at T1 and T2, then multiple discrete emotions were assessed upon receiving exam performance feedback. Although T1 and T2 estimates were unrealistically optimistic compared to actual performance, T2 estimates were significantly lower ( $M_s=87.5\%$  vs.  $83.5\%$ ). This decline in unrealistic optimism was accompanied by a significant increase in performance anxiety from T1 to T2. MANOVA results showed diminished unrealistic optimism resulted in significantly less guilt, and more relief, satisfaction, happiness, and pride compared to maintained or increased unrealistic optimism. Findings support the notion that lowering performance expectations contributes to affect regulation.

**A309**  
**THE RELATION BETWEEN REGULATORY FOCUS AND THREAT VS. CHALLENGE: OUTCOMES OF AND TRANSITIONS BETWEEN STATES**

Kai Sassenberg<sup>1</sup>, Claudia Sassenrath<sup>1</sup>, Annika Scholl<sup>1</sup>, Adam Fetterman<sup>1</sup>

<sup>1</sup>Knowledge Media Research Center Tübingen

Threat vs. challenge and promotion vs. prevention focus are often considered the fundamental concept pairings of self-regulation theory. Comparisons of the concepts within these pairs are quite common and well understood. However, comparisons of the concepts between these core concept pairings are rare. The current research analyzed the relation between threat, challenge, promotion and prevention focus in two different ways: (1) The outcomes of the four states concerning attention attracted by self-relevant stimuli and the evaluation of self-relevant groups, as well as (2) the impact of regulatory focus on appraisals of demanding situations as threatening vs. challenging. Five studies ( $N=365$ ) demonstrated that prevention and challenge lead to stronger attention to negative stimuli and to more favorable evaluation of weaker social groups (compared to promotion and threat). Moreover, promotion facilitates challenge appraisals and prevention threat appraisals. A theoretical framework integrating these and other related findings forms the basis of the discussion.

**A310**  
**WHAT DOES SELF-CONTROL FEEL LIKE? A NEUROPHYSIOLOGICAL INVESTIGATION**

Blair Saunders<sup>1</sup>, Marina Milyavskaya<sup>1</sup>, Michael Inzlicht<sup>1</sup>  
<sup>1</sup>University of Toronto

Recently, growing research efforts have focused on the integration of affective processing and self-control, often suggesting that control challenges (e.g., goal conflict or errors) co-occur with increases in negative affective arousal. In this electroencephalographic (EEG) investigation, we extend previous work by exploring the subjective phenomenology of self-control; what does effective self-control feel like? 42 participants performed an inhibitory control paradigm and reported task-related experiences between blocks on five dimensions: anxiety, boredom, frustration, hopelessness and effort. Interestingly, we found that effective and ineffective self-control are associated with differing affective phenomenology. Specifically, block-to-block variation in self-reported anxiety predicted better inhibitory control, while variation in frustration predicted poorer performance. In contrast, EEG metrics of performance monitoring were associated with a negative affect composite score, but no specific self-report measure. Thus, while neural monitoring processes might track negative affective responses more generally, specific task-related feelings (anxiety and frustration) have divergent influences on goal-directed behaviour.

A311

**POSITIVE AFFECTIVE STATES AS A RESOURCE IN FEEDBACK-SEEKING OF SELF RELEVANT INFORMATION**Tomoe Tanaka<sup>1</sup>, Masayuki Harashima<sup>2</sup><sup>1</sup>*Meiji Gakuin University*, <sup>2</sup>*Aikoku Gakuen University*

Positive affect would facilitate self-regulation for future improvements (Trope & Neter, 1994) In the present research, we specifically examined the possibility that positive affective states induced by a task irrelevant to personal experience would promote the searching of negative self-relevant information. In study 1, participants (N=41) took a personality test on the Web. Next, they watched either positive or negative mood inducing video clips. Finally, they received the results of the personality test. On the computer screen, there were 5 boxes labeled Virtues and 5 boxes labeled Weakness, and participants read each feedback by clicking these boxes. The number of times they clicked, the latency they read each feedback were measured. The results indicated that positive affective states promote the searching of negative aspects of self-relevant information. These results were not found for the information of others. (Study2, N=40). A model of affect and self-regulation is discussed.

A312

**QUIET EGO AND SELF-REGULATION: THE RATIO OF SELF-IMAGE AND COMPASSIONATE GOALS MATTERS**Emily Craddock<sup>1</sup>, Heidi A. Wayment<sup>1</sup><sup>1</sup>*Northern Arizona University*

We examined whether use of self-image and compassionate goals would be associated with self-control in a sample of 801 college students (76% female, 24% male), and whether these relationships would mediate the relationship between quiet ego and well-being. Three mediational models were tested: a two mediator model (self-image and compassionate goals both impact self-control), a moderated mediator model (compassionate goals moderated by self-image goals), and a single mediator model (the ratio of self-image to compassionate goals impacts self-control). The use of self-image and compassionate goals were positively correlated. Quiet ego was associated with greater use of compassionate goals and less use of self-image goals and with a lower ratio of self-image goals relative to compassionate goal use. Results indicate that the ratio of compassionate to self-image goal use was strongest mediator of the relationship between quiet ego and well-being, via its relationship with self-control. However, important gender differences existed and are described.

A313

**EGO DEPLETION AND CHANGES IN THE PREMENSTRUAL PHASE: IMPAIRED SELF-CONTROL AS A COMMON SOURCE**Heather M. Maranges<sup>1</sup><sup>1</sup>*Florida State University*

I hypothesize that, in addition to the effects of hormones, a lack of self-control may account for the stark changes in emotion, cognition, and behavior in women during the premenstrual phase of the menstrual cycle. The metabolically expensive activity of the premenstrual phase diverts energy from metabolically expensive self-regulatory processes, making the use of self-control more difficult. This study tests this hypothesis with the dual-task paradigm common to self-control research. That is, participants perform one task that requires and depletes self-control followed by another task that requires self-control. I randomly assigned women to either a control or ego depletion condition and to participate either during the premenstrual or postmenstrual phase of their menstrual cycles. I measured total affect, critical thinking, and aggression. Results are consistent with the hypothesis that self-control depletion is not only linked to emotional, cognitive, and behavioral changes in the premenstrual phase, but also exaggerates these changes.

A314

**DOING WITH OTHERS WHAT YOU CANNOT DO ALONE: THE ROLE OF GROUP SUPPORT IN SELF-CONTROL**Natalie J. Ciarocco<sup>1</sup>, Jessica O'Dwyer<sup>1</sup><sup>1</sup>*Monmouth University*

Many programs designed to help people with self-control issues (e.g., Alcohols Anonymous and Weight Watchers) include an aspect of group support with little evidence of its effectiveness. This study evaluates whether group support plays a role in self-control. Participants performed a 5-minute writing task in order to manipulate group support (group support, lack of group support, or control) followed by an unsolvable anagram task. Persistence time served as the measure of self-control. As hypothesized, there was a significant difference in the amount of self-control exerted,  $F(2,57) = 9.87, p < .001$ . Participants in the support group condition displayed significantly more self-control than the lack of support group and the control group combined ( $p < .001$ ) and the control group exerted more self-control than the lack of support group ( $p = .02$ ). The results indicate that group support can enhance self-control capacity while a lack of support can hinder it.

A315

**THE EFFECTS OF INDIVIDUAL DIFFERENCES IN WORKING MEMORY CAPACITY ON UNCONSCIOUS GOAL PURSUIT**Ayano Yoshida<sup>1</sup><sup>1</sup>*Tohoku Fukushi University*

Unconscious goal pursuit is associated with executive functions (EFs) (Marine et al., 2012). We examined the effects of individual differences in working memory capacity (WMC), one of the core EFs, on unconscious goal pursuit. Japanese undergraduate students (N = 131, mean age = 18.73 years, SD = 0.64) completed a WMC test and two months later participated in goal priming experiments, which included a scrambled sentence task (Srull & Wyer, 1979). The results of a 2 (WMC: high vs. low) x 2 (priming goal: achievement vs. temptation) ANOVA showed that participants with high WMC performed better than relative to those with low WMC in the achievement priming condition. In addition, high WMC participants performed better in the achievement goal priming condition than in the temptation goal priming condition. Our results indicate that unconscious goal pursuit is affected by working memory capacity.

A316

**HIGH TRAIT SELF-CONTROL IS NOT ALWAYS ASSOCIATED WITH BETTER RESISTANCE TO TEMPTATION**Stephanie E. Komoski<sup>1</sup>, Erin K. Davison<sup>1</sup>, Rick H. Hoyle<sup>1</sup><sup>1</sup>*Duke University*

In some circumstances, people high in trait self-control are less successful at resisting temptation than are people lower in trait self-control. Specifically, this surprising pattern is evident under conditions of ego depletion and exposure to a temptation that cannot be avoided. We designed two studies to probe this finding. In each study, we measured trait self-control several days prior to a laboratory session in which all participants first engaged in a self-control task. We then exposed them to tempting food either under conditions that did not allow for avoidance (Study 1) or conditions that allowed them to avoid direct exposure to the tempting food (Study 2). We replicated the finding that people high in trait self-control indulge more than their lower self-control counterparts. We found mixed support for the hypothesis that high trait self-control is associated with the tendency to avoid a temptation when given the opportunity to do so.

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A317

**DO WE ALWAYS STICK WITH SHOPPING LISTS? THE EFFECT OF COGNITIVE LOAD AND TEMPORAL FOCUS ON PREFERENCE CONSISTENCY**Elcin Hanci<sup>1</sup>, Kıvılcım Doğerlioğlu Demir<sup>2</sup><sup>1</sup>*Bilkent University*, <sup>2</sup>*Sabancı University*

Though having a shopping list prior to the shopping occasion increases the likelihood to stick to the products on the list, when consumers are distracted in the marketplace, shopping list does not really help them go with the planned purchases. The results of the experiment 1 show that cognitive load has a larger effect than presence of a list. In other words, when consumers are distracted in the marketplace, having a list does not really matter. Experiments 2 was conducted to examine the interaction effect of cognitive load and temporal focus on preference consistency effect. When cognitive load is high, only consumers who are primed with a future focus tend to stick with the shopping list. Experiment 3 was replication of the experiment 2 with a more realistic approach; by strategically modifying shopping lists, results show that consumers may be able to keep their impulsive buying at a minimum.

A318

**CELL PHONE USE DIMINISHES SELF-AWARENESS OF THE ADVERSE EFFECTS OF CELL PHONE USE ON DRIVING**Arwen Alexandria Behrends<sup>1</sup>, David M. Sanbonmatsu<sup>1</sup>, David L. Strayer<sup>1</sup>, Francesco Biondi<sup>1</sup>, Shannon Moore<sup>1</sup><sup>1</sup>*University of Utah*

Multi-tasking may diminish the self-awareness of performance that is often essential for self-regulation and self-knowledge. Participants in an experiment drove on a simulator while talking or not talking on a cell phone. The errors they made while driving were recorded. Following previous research, participants who talked on a cell phone made more serious driving errors than no cell phone participants. No cell phone participants' assessments of the safeness of their driving and general ability to drive safely while distracted were negatively correlated with the actual number of errors they made driving. Hence, more errors were associated with more negative self-assessments. In contrast, cell phone participants' assessments of the safeness of their driving and confidence in their driving abilities were uncorrelated with their actual driving errors. Thus, talking on a cell phone not only diminished the safeness of participants' driving, it diminished their awareness of the safeness of their driving.

A319

**EGO DEPLETION IMPAIRS COGNITIVE REFLECTION AND COGNITIVE REFLECTION IMPAIRS SELF-REGULATION**Andrew J. Vonasch<sup>1</sup>, Roy Baumeister<sup>1</sup><sup>1</sup>*Florida State University*

Why are people cognitive misers? The present studies suggest limiting cognitive reflection may preserve the self-regulation resource (or motivation to self-regulate). Studies 1 and 2 showed that ego depletion leads to cognitive miserliness in the form of reduced cognitive reflection. In Study 1, participants who were randomly assigned to override (vs. continue) a habit performed worse on the Cognitive Reflection Test (CRT). Study 2 replicated this finding using a different depletion manipulation (writing without using common letters), but found the depletion effect was attenuated for participants who consumed glucose prior to the depletion task. Study 3 tested the converse: does cognitive miserliness improve self-regulation on subsequent tasks? Yes. Participants randomly assigned to solve word problems (10-item CRT) using controlled thought (vs. intuition) subsequently performed worse on an incongruent Stroop task, but no worse on a congruent Stroop task. People are cognitive misers in part to avoid the costs of self-regulation. The stimulation phase, one month and four months later or 3 months before the birth and 3 months after

the birth, the mothers completed measures of coping resources (e.g. meaning in life, optimism, PANAS). It appeared that narrative writing has led to the highest coping resources and well-being and this effect was sustainable in time. Only after the narrative writing SEM had indicated an expected pattern of outcomes, i.e. level of life meaning predicted levels of other coping resources scores. Characteristics of the self-story content (e.g. "wants" vs. "have to" motives) moderates these effects.

A323

**COGNITIVE LOAD AND UNETHICAL BEHAVIOR: IDLE HANDS – THE DEVIL'S PLAYGROUND?**Sophie Leroy<sup>1</sup>, John-Gabriel Licht<sup>1</sup><sup>1</sup>*University of Minnesota*

In recent years, unethical behavior has had extremely negative effects for society around the globe. Separately, increases in heavy workloads, interruptions, and multitasking have led to greater cognitive load in the workplace. We investigated the relationship between these two factors: cognitive load and unethical behavior. Specifically, we analyzed the effect of high versus low cognitive load on unethical behaviors, varying the salience levels of the opportunity for gain via unethical means. We found that high cognitive load led to less unethical behavior (compared to low cognitive load). However, this relationship was weakened under high salience. We also measured individuals' moral disengagement, and found that the effect of cognitive load was strongest for those with high moral disengagement.

**Social Development**

A324

**A LONGITUDINAL RESEARCH: ROLES OF SOCIAL STATUS INSECURITY AND POPULARITY GOAL IN PREDICTING ADOLESCENTS' CYBERBULLYING**Zheng Li<sup>1</sup>, Michelle F. Wright<sup>2</sup>, Li Lei<sup>1</sup>, Chang Shu<sup>1</sup><sup>1</sup>*Renmin University of China*, <sup>2</sup>*Masaryk University*

With the advent of technology, more researchers are focused on cyber social behaviors, especially cyberbullying. Adolescents are heavily involved in the cyber context, and even bully their peers in order to gain popularity or overcome social status insecurity. Using a sample of 435 Chinese adolescents (M age=12.64, 202 boys), a longitudinal study was conducted to explore the relationships among social status insecurity, the popularity goal, and cyberbullying. Students' social status insecurity and popularity goal were measured at Time 1 and their cyberbullying behaviors at Time 2 (4 months later). We found positive relationships between these three variables. In addition, we found that social status insecurity and popularity goal were predictors of adolescents' future cyberbullying behaviors respectively. The results reinforce the important roles that social status and the cyber context play in adolescents' development, which need further investigation.

A325

**EVALUATIONS OF LOW FORCE INTIMATE PARTNER VIOLENCE ACROSS RELATIONAL DYADS**Michael McRill<sup>1</sup>, Omri Gillath<sup>1</sup><sup>1</sup>*University of Kansas*

The topic of Intimate Partner Violence demands an intellectual apparatus for understanding the manifold influences shaping evaluations of this type of violence that can support less decontextualized or static analyses. The current study seeks to develop a model for evaluations of intimate partner violence from the person-by-situation interactions perspective. More than one in three women and one in four men have experienced rape or physical violence by an intimate partner in their lifetime (Tjaden & Thoennes, 2000). One reason for this high prevalence is the perception of such behaviors, especially within romantic

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relationships, as legitimate—i.e., as non-rape. Perceiving these behaviors in such a manner makes people more likely to engage in them, and less likely to prevent them. Here we examined the effects of relationship length and sexual orientation on such perceptions. Logistic regression analyses were performed for the various ways of construing acts of rape between intimate partners. Results suggest that sexual orientation is a statistically significant predictor in the regression equation model.

A326

**THE EFFECT OF SIBLINGS ON SELFISHNESS IN PRESCHOOLERS**Kuniyuki Nishina<sup>1</sup>, Haruto Takagishi<sup>1</sup>, Takayuki Fujii<sup>1</sup>, Hiroyuki Okada<sup>1</sup><sup>1</sup>Tamagawa University

We tested the behavior of children with or without siblings in a resource competition situation. In study 1, seventy-six preschoolers (4-6 years old) played one-shot dictator game with binary choice (fair: [5, 5], selfish: [10, 0]). Children with siblings (56.6%) chose the selfish option significantly more than children without siblings (18.7%). In study 2, twenty preschoolers (5-6 years old) played a novel the gimme gimme game. One preschooler and two anonymous players sat in a circle separated by plastic boards to keep anonymity. Response times (RT) in two conditions (1 or 3 chocolates) were measured as players reached for a chocolate on the table after the sound signal. Children with siblings were faster in 1 chocolate condition; No RT difference was observed in children without siblings. Besides making more selfish choices, our new results revealed that children with siblings also respond faster in scarce resource situations.

A327

**THE RELATIONSHIP BETWEEN FEAR OF NEGATIVE EVALUATION AND SECOND-ORDER FALSE BELIEF IN CHILDREN**Takayuki Fujii<sup>1</sup>, Haruto Takagishi<sup>1</sup><sup>1</sup>Tamagawa University

Monitoring can promote altruistic behavior in children and adults likely by enhancing one's motivation to build a good reputation in order to maintain and establish social relationships. Because such behavior switching can be strategic, it is not known whether children have intrinsic concerns about own reputation and whether such concerns depend on the capacity to understand other's mind. To test the relationship between reputation concerns and the ability to use theory of mind we had 59 children (35 girls, Mean Age = 9.8, SD = 0.4) answer the Fear of Negative Evaluation (FNE) subscale of the SASC-R questionnaire and perform the second-order false belief task. A correlation analysis revealed a significant positive relationship between the scores of the second-order false belief task and FNE. Our results indicated that children do worry about own reputation, a concern which is associated to the ability to mentalize other's mental state.

A328

**UNSUPERVISED SELF-CARE PREDICTS CONDUCT PROBLEMS AMONG MEXICAN-ORIGIN YOUTH: THE MODERATING ROLES OF HOSTILE AGGRESSION AND GENDER**Olivia E. Atherton<sup>1</sup>, Thomas J. Schofield<sup>2</sup>, Richard W. Robins<sup>3</sup><sup>1</sup>University of California Davis, <sup>2</sup>Iowa State University, <sup>3</sup>University of California at Davis

Previous research demonstrates the detrimental effect that unsupervised self-care has on adolescent outcomes. However, little is known about what characteristics the child possesses that exacerbates unsupervised self-care to lead to adverse consequences, rather than enriching experiences. The present study (N=674) followed youth from 5th to 7th grade, and examined the main effect of unsupervised self-care on conduct problems, as well as the moderating roles of hostile aggressive tendencies and gender. It was hypothesized that more time in self-care would be related to increases over time in conduct problems, but these associations would also be moderated by hostile aggressive tendencies and

gender. Results supported these hypotheses, and suggest that the moderating effect of child gender can be fully explained by differences in hostile aggressive tendencies, which emphasize the role that child personality plays in whether unsupervised self-care is beneficial for youths' autonomy and independence, or risk-averse for engaging in problem behaviors.

**Special Session**

A329

**CURRENT PERCEPTIONS OF THE JOB MARKET IN SOCIAL AND PERSONALITY PSYCHOLOGY**Graduate Student Committee<sup>1</sup>, Nicolas A. Brown<sup>2</sup>, Alexandra N. Lord<sup>3</sup>, Elizabeth Keneski<sup>4</sup><sup>1</sup>Society for Personality and Social Psychology, <sup>2</sup>Florida Atlantic University, <sup>3</sup>Washington University in St. Louis, <sup>4</sup>The University of Texas at Austin

Within social and personality psychology, the perception that it has become increasingly difficult to secure employment due to fewer available positions and other economic factors appears pervasive. However, there is little research that has empirically investigated perceptions of the job market. The present research was conducted to describe and compare perceptions of the job market among graduate students, postdocs, and faculty members. Participants (N=120) recruited from the Society for Personality and Social Psychology completed a questionnaire assessing how they perceive the job market and what characteristics are desired in a job candidate. Results demonstrated that discrepancies in perceptions of the job market exist according to career stage. For example, graduate students overestimated the number of first-author publications needed to obtain a tenure-track job, but underestimated the number of candidates that apply for a single position in comparison to faculty reports. Additional comparisons were explored.

**Stereotyping/Prejudice**

A330

**BACKLASH AND HIRING: A FIELD EXPERIMENT ON AGENCY, COMMUNION, AND GENDER**Rickard Carlsson<sup>1</sup>, Jens Agerström<sup>1</sup>, Fredrik Björklund<sup>2</sup>, Magnus Carlsson<sup>1</sup>, Dan-Olof Rooth<sup>1</sup><sup>1</sup>Linnaeus University, <sup>2</sup>Lund University

Gender stereotypes describe women as communal and men as agentic. Laboratory based research (Rudman & Glick 1999; 2001) suggests that trying to disconfirm such descriptive gender stereotypes (e.g., women self-promoting their agency), entails the risk of hiring discrimination due to violation of prescriptive gender stereotypes: a backlash. To examine whether backlash occurs when applying for real jobs, we conducted a field experiment. Gender, agency and communion were manipulated in the personal profile of 5,562 applications sent to 3,342 job openings on the Swedish labor market. The dependent variable was whether the application resulted in an invitation to a job interview or not. The results do not offer any support for the backlash hypothesis at this stage in the recruitment process.

A331

**LABELS MATTER: DIFFERENCES IN INDIVIDUALS' INTERPERSONAL HELP PROVIDED TO A RAPE VICTIM VERSUS TO A RAPE SURVIVOR**Jericho M. Hockett<sup>1</sup><sup>1</sup>Washburn University

Past research has shown that the labels "rape victim" and "rape survivor" carry different connotations: immobility, inability to cope, and perpetual trauma, versus empowerment, successful coping, and post-traumatic growth (e.g., Figley, 1985; Hockett, McGraw, & Saucier, in press; Thompson, 2000). Such labels may not only impact

a rape target's self-perceptions, but also others' attributions of blame to the target and their intentions to provide help to organizations supporting rape targets (e.g., Hockett, Strain, McGraw, McGraw, & Saucier, 2014). The present experiment assessed differences in interpersonal help given to a target of rape based on the target's self-references as a "rape victim" (RV) versus as a "rape survivor" (RS). Results showed that although participants felt more supportive of the RV, they actually identified resources more often for the RS. These outcomes demonstrate that targets of rape can influence others' helping behaviors, holding implications for rape trauma treatment, research, and theory.

A332

### **AWARENESS OF PRIVILEGE AND OPPRESSION: EFFECTS ON RESPONSES TO RACE-BASED MESSAGES**

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<sup>1</sup>*Benedictine University at Mesa*, <sup>2</sup>*Providence College*, <sup>3</sup>*Emma Pendleton Bradley Hospital*

Participants took the slavery footprint quiz, an educational quiz intended to make people aware of the oppression of others and their own privileged status. A control group took a personality quiz. Participants then read one of three messages regarding race: a message that argued that Black Americans still face a large amount of discrimination (pro-Black message); a message that argued that White Americans are the most discriminated-against group in society (victim message); or a message that argued that Whites should be able to celebrate their superiority (blatant message). Results showed that participants in the control condition reacted most positively to the pro-Black message, but participants who took the educational quiz reacted most positively to the victim message. In addition, the pro-Black message was effective in increasing pro-Black attitudes, but only for those in the control condition; participants in the awareness condition who read the message had significantly lower pro-Black attitudes.

A333

### **IMPLICIT ATTITUDES TOWARDS INDIVIDUALS WITH AUTISM**

Julie A. Kittel<sup>1</sup>, Cheryl L. Dickter<sup>1</sup>, Joshua Burk<sup>1</sup>, Janice Zeman<sup>1</sup>, Sara Taylor<sup>1</sup>

<sup>1</sup>*College of William and Mary*

The current study sought to characterize young adults' explicit and implicit attitudes towards autistic individuals. A small body of previous work has examined only explicit attitudes, with some studies indicating that adults and children report positive attitudes towards autistic individuals but others reporting negative self-reported attitudes. Because of self-presentational concerns that may arise during the reporting of explicit attitudes, examining implicit attitudes towards this population is of interest. In the current study, we created a version of the Implicit Association Test (IAT) to measure implicit bias towards individuals with autism. College students ( $n = 84$ ) completed the IAT, an explicit measure of attitudes, and a measure of their autistic behaviors. Overall, participants had a moderate level of implicit bias against individuals with autism. Additionally, individuals reporting more autistic behaviors demonstrated less implicit bias against autistic individuals. Those with greater implicit bias demonstrated a higher desire for personal distance from autistic individuals.

A334

### **CITIZEN SCIENCE: AN EDUCATION INTERVENTION CHANGES IMPLICIT SCIENCE ATTITUDES**

Kristin A. Lane<sup>1</sup>, Amy F. Savage<sup>1</sup>, Sophia Sutcliffe<sup>1</sup>

<sup>1</sup>*Bard College*

We measured implicit and explicit science attitudes (association between science and good), stereotypes (association between science and male), and construals (association between science and alone) among 158 students at the beginning and end of an intensive science

literacy program ("Citizen Science"). Citizen Science introduces students to the natural sciences and scientific method using laboratory-, computing-, and problem-solving modules. Pilot data from Citizen Science 2013 showed that implicit (but not explicit) attitudes toward science became more positive over the course of the program. The current study replicates this finding with a more robust sample - implicit attitudes toward science were more positive at the end of Citizen Science 2014 than the beginning. Although pilot data did not show changes in science stereotypes, associations between science and male became weaker over the course of the most recent session of Citizen Science. The pilot and current studies were the only relevant studies conducted.

A335

### **SUICIDAL NOTES, REAL OR FAKE?: STEREOTYPES ON SUICIDAL NOTES**

Seungkyung Baek<sup>1</sup>, Sun Kyung Lee<sup>1</sup>, Seung-Hyuk Choi<sup>1</sup>, Taekyun Hur<sup>1</sup>

<sup>1</sup>*Korea University*

The present study investigated stereotypes people have on suicidal notes by exploring people's psychological perceptions towards the notes and how they differentiate a real note from a fake one. 96 university students assessed the cognitive and emotional characteristics of a real suicidal note and judged how authentic or fake the note is. 8 factors were found to be relevant in suicidal notes; 1) 'disconnection from the outside world', 2) 'regret', 3) 'control', 4) 'anger', 5) 'positive emotion', 6) 'crying for help', 7) 'death will', 8) 'anxiety'. Results from multiple regression analysis indicate that people perceive the suicidal note as authentic if it contains sentences including contents of 'control', 'regret', and 'death will'. Conversely, notes containing 'disconnection from the outside world' was perceived as a fake suicidal note. The similarity and difference between stereotypes people have on suicidal notes and psychological characteristics of a suicidal person have in common is discussed.

A336

### **POSITIVELY VALENCE IMAGES DO NOT REDUCE IMPLICIT PREJUDICE TOWARD TATTOOED INDIVIDUALS**

Colin A. Zestcott<sup>1</sup>, Jeff Stone<sup>1</sup>

<sup>1</sup>*University of Arizona*

Research shows that perceivers hold negative implicit attitudes toward individuals with a tattoo (Zestcott, Bean, & Stone, in prep). The current research examines whether a tattoo of a positively valenced image (e.g., a heart) reduces negative implicit attitudes compared to a tattoo with a less positively valenced image. Ninety-three participants completed two Implicit Association Tests and an explicit measure of their attitudes toward tattooed individuals. Results revealed that a tattoo with positive content attenuated, but did not eliminate, negative implicit attitudes toward individuals with a tattoo. Moreover, perceivers showed dissociation between their implicit and explicit attitudes. These results suggest that the content of tattoo can attenuate, but not eliminate, implicit prejudice toward an individual with a tattoo, and that the implicit and explicit processes by which an individual perceives a tattooed individual may predict distinct behavioral responses.

A337

### **THE ELEPHANT IN THE ROOM: USING HUMOR TO ACKNOWLEDGE ONE'S STIGMATIZED IDENTITY AND REDUCE PREJUDICE**

Elizabeth S. Focella<sup>1</sup>, Jeff Stone<sup>2</sup>

<sup>1</sup>*University of Missouri*, <sup>2</sup>*University of Arizona*

While telling a disparaging joke about a marginalized group (e.g., sexist jokes; Ferguson & Ford, 2004) can increase discrimination toward that group, three experiments tested the hypothesis that a stigmatized target can reduce prejudice by using humor that "acknowledges" the target's stigmatized group membership. Experiment 1 ( $N=58$ ) showed that highly prejudiced perceivers liked a Muslim-American target significantly more when he humorously

acknowledged negative stereotypes about his group ("acknowledgment humor"), compared to a target who used humor only or no humor. Experiment 2 (N=119) revealed that acknowledgment humor's effectiveness was mediated by how much the joke put highly prejudiced perceivers at ease during the impression formation task. Experiment 3 (N=106) provided evidence that acknowledgment humor increases liking toward the target without increasing discrimination toward the group. These studies reveal a new way for stigmatized targets to use humor to address prejudice against them without disparaging the group or incurring backlash.

A338

#### A NEW PERSPECTIVE ON THE IMPACT OF INTERNALIZED HIV-RELATED STIGMA ON ADHERENCE TO HIV TREATMENT: THE UNDERLYING INTERPERSONAL MECHANISMS

Christopher B. Helms<sup>1</sup>, Jinhong Guo<sup>1</sup>, Gertraud Stadler<sup>2</sup>, Bulent Turan<sup>1</sup>  
<sup>1</sup>University of Alabama at Birmingham, <sup>2</sup>Columbia University

Sometimes persons living with HIV (PLHIV) internalize HIV-related stigma, feeling ashamed and inferior because of their HIV positive status. Previous research suggests that internalized stigma predicts poorer medication adherence, mediated by intrapersonal factors such as depression. However, interpersonal mechanisms may also play a role. In order to examine interpersonal mechanisms involved, 129 PLHIV completed measures of different interpersonal constructs and reported their medication adherence. Analyses controlled for gender, race, age, and socio-economic status. Internalized stigma predicted worse medication adherence, mediated by not wanting others to see taking one's medication. Attachment-related anxiety refers to worry about being abandoned by romantic partners, and also mediated the effect of internalized stigma on medication non-adherence. Given that medication adherence is vitally important for PLHIV to benefit from their treatment, understanding interpersonal factors affecting medication adherence is crucial. Interventions aimed at improving treatment adherence might also target these interpersonal factors.

A339

#### COMPARISON BETWEEN SUBJECTIVELY PERCEIVED AND OBJECTIVE CONSENSUS REGARDING PREJUDICE IN JAPAN

Sayaka Suga<sup>1</sup>  
<sup>1</sup>Aichi Gakuin University

A recent study suggested that subjectively perceived consensus was not simply a reflection of objective consensus (Zou et al., 2009). The present study aimed to compare these two types of consensus with respect to prejudice in Japan. An online survey was conducted, in which 900 Japanese people were asked to describe the types of group against which they were personally prejudiced and Japanese people were consensually prejudiced. The groups were classified in descending order according to the number of times they were described by participants. The most consensual prejudice, both subjectively and objectively, was against religious groups, followed by that against foreigners. However, thereafter, the types of consensus differed. The subjectively perceived consensus was prejudiced against people with disabilities, whereas the objective consensus was against vulgar people. Prejudice against people with disabilities in Japan could be a negative byproduct of a cultural tradition or social system rather than individuals' beliefs.

A340

#### TO CAST WHITE OR TO CAST RIGHT?

Katherine Aumer<sup>1</sup>, Cristina Rose<sup>1</sup>, Ashley Colen<sup>1</sup>, Ashlei Dixon<sup>1</sup>, Brendan Ito<sup>1</sup>, Anne Bahn<sup>1</sup>  
<sup>1</sup>Hawai'i Pacific University

This study examines the impact of media exposure on what people desire to see relative to movie casting. The mainstream media often cast and depict an excessive proportion of racial majorities (e.g., White) relative to racial minorities in box-office movies, which may

affect the racial perceptions and stereotypes/prejudices of individuals who view these movies. We hypothesize that participants would favor a predominantly Caucasian casting over a minority racial casting. We chose 5 "Classic" books and created potential movie synopses. We asked participants to rate their liking for each movie synopsis with either a racial majority or racial minority cast. Our results show that participants preferred a racial majority cast for "Classic" stories that they considered to have potential to become a movie, but not for those they considered to have no movie potential. The results also show that participants preferred famous Caucasian actors across all casting roles (e.g., both racial majority roles and racial minority roles).

A341

#### PERCEPTIONS OF EMPLOYMENT IN RESPONSE TO STEREOTYPE THREAT

Phoebe Lin<sup>1</sup>, Mengqiao Liu<sup>2</sup>  
<sup>1</sup>Framingham State University, <sup>2</sup>Wayne State University

When individuals are reminded of a negative stereotype regarding their social group, they are more likely to show increased anxiety and/or decreased performance, an effect known as stereotype threat. Research has indicated that various groups can be affected by stereotype threat such as African Americans in academics and women in mathematics. The current study investigated if Americans who were reminded of the stereotype that foreign individuals (particularly those in Asia) have stronger work ethic and higher work performance in business settings would show increased anxiety associated with employment opportunities. The experimental group (reminded of this stereotype) was more likely than the control condition (did not hear this stereotype) to report greater concern with wanting to obtain employment after graduation so that their social group would not be judged poorly. The study provides important implications and extends previous research on stereotype threat by applying the theory to a new domain.

A342

#### STEREOTYPE THREAT AND THE ACADEMIC UNDERPERFORMANCE OF TRANSFER STUDENTS

Tatev Papikyan<sup>1</sup>  
<sup>1</sup>Columbia University

The inequalities and rising costs of college have pushed students, with high academic potential, to begin at community colleges. While students overcome the obstacles of transfer process many faculty members at four-year institutions view community college students as "academically suspect." Moreover, community colleges have been criticized for inadequately preparing students who transfer to four-year institutions. As a consequence, psychological distress and underperformance may arise when students become aware of the negative stereotype associated with being a transfer student. This is a predicament known as stereotype threat, which prevents members of a negatively stereotyped group from performing to their full potential. The current study examined how Self-Concept Threat (SCT) and Own-Reputation Threat (ORT) influenced transfer students' academic performance. Results revealed that students with high SCT outside of the classroom had lower GPAs than those who experienced low SCT indicative of transfer shock for some segments of the transfer student community.

A343

#### "WILL SOMEONE PLEASE THINK OF THE CHILDREN!": ANTI-GAY ATTITUDES AND BIASED PERCEPTIONS OF MEDIA PORTRAYALS OF SAME-SEX AFFECTION

Renee E. Hunt<sup>1</sup>, Scott A. Leith<sup>1</sup>, Anne E. Wilson<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier University

The public reaction surrounding ESPN's recently aired kiss between Michael Sam and his same-sex partner highlights the continued resistance same-sex couples experience when displaying everyday

affection. People may justify their negative reactions to same-sex affection by perceiving it as more sexual than equivalent opposite-sex affection. Further, individuals (especially those with more anti-gay attitudes) may be particularly biased in their perceptions of ambiguous affection (an innocent kiss) than unambiguous overtly erotic affection. Participants viewed an advertisement depicting either an opposite-sex or same-sex couple engaged in an erotic or innocent kiss, supposedly placed within 500 feet of a school. Participants judged the erotic kiss as highly sexual and inappropriate across conditions; however, predicted differences emerged for the innocent kiss. Those endorsing anti-gay attitudes perceived the innocent same-sex (versus opposite-sex) kiss to be significantly more sexual and less appropriate, allowing them to justify recommending the billboard be placed further from the school.

**A344**  
**VALUING DIVERSITY: PERCEPTIONS OF MULTIRACIALS IN THE WORKPLACE**

**Aeroelay C. Vinluan<sup>1</sup>, Olivia Holmes<sup>1</sup>, Courtney Bonam<sup>1</sup>**  
<sup>1</sup>*University of Illinois at Chicago*

The current research examines how perceptions of multiracial (vs. monoracial) employees differ when a company emphasizes a preference for diversity. White, US Citizens viewed a profile of a White, Black, or Black/White (multiracial) employee at a hypothetical company that either did or did not mention diversity as a core value. Participants evaluated the employee on a variety of dimensions including perceived racial identity and belongingness to the company. We found a main effect of employee race: participants rated the multiracial employee as more racially confused than participants who rated the monoracial employees. In addition, we found an interaction between employee race and company value: the multiracial employee was rated as more likely to belong when the company valued diversity (vs. control), while ratings of belongingness did not vary for monoracial employees. These findings add to the existing, but limited, literature on multiracials as a group.

**A345**  
**ATTENTION ALLOCATION TO RACIAL OUTGROUPS**

**Steffanie Guillermo<sup>1</sup>, Joshua Correll<sup>1</sup>**  
<sup>1</sup>*University of Colorado at Boulder*

The current research examined attention allocation towards Black, Latino, and Asian faces, compared to White, ingroup faces, in three separate studies. Attention was measured with an exogenous cueing task that assessed attentional capture and holding towards faces of each racial group. These studies show that participants demonstrate attentional biases towards Black and Latino faces compared to White faces, but do not attend differently to Asian versus White faces. Thus, attention allocation is biased towards certain racial outgroups, perhaps those stereotypically associated with threat. Collectively, these studies show pronounced attention to racial outgroup Black and Latino faces.

**A346**  
**AN INVESTIGATION OF EMOTIONAL REACTIONS TO ETHNIC, RELIGIOUS, AND SEXUAL ORIENTATION IMAGES**

**Mark D. Davis<sup>1</sup>, Kelly Pivik<sup>1</sup>**  
<sup>1</sup>*The University of West Alabama*

The following two studies investigated the effects of ethnic, religious, and sexual orientation images on emotional reactions (self-report, EMG and FACS). Previous research supports the claim that certain emotions are more likely to be elicited in response to stimuli that invoke prejudicial attitudes (e.g., fear, anger, contempt, & disgust). Using a multimodal analysis of emotional reactions and self-report measures, it was hypothesized that individuals do experience negative emotional reactions when exposed to ethnic, religious, and sexual orientation images when they hold more

negative multicultural attitudes. Participants were exposed to a series of ethnic, religious, and sexual orientation images. Depending on the study, emotional reactions were assessed by facial EMG (study 1), video recorded FACS analysis (study 2), or by self-report (both). Supporting the hypothesis, results indicate more negative emotional reactions from the images when participants reported more negative multicultural attitudes. This was observed with both EMG and FACS analysis.

**A347**  
**FUNKED HYBRIDS: DESIRE FOR OFFSPRING PREDICTS INGROUP-SPECIFIC AROUSAL IN RESPONSE TO UNPROTECTED SEX**

**Jill Prince<sup>1</sup>, Christopher Burris<sup>2</sup>**  
<sup>1</sup>*University of Waterloo*, <sup>2</sup>*St. Jerome's University*

Sociobiological frameworks posit that ingroup favoritism and outgroup prejudice stem from the reproductive advantage that accrues from using physical resemblance as a probabilistic indicator of the presence/absence of shared genes. Extrapolating from this, we tested whether heterosexual men's desire for many offspring would predict greater sexual arousal specific to the prospect of engaging in unprotected (conception-friendly) vaginal intercourse with a willing female ingroup stranger. 189 undergraduate men first indicated their desired number of offspring and visualized a woman matching their ideal physical type. Via random assignment, the female target was identified as either an ethnic ingroup member or ethnic other. Following neutral instructions or a "hidden observer" prompt intended to uncover more implicit reactions, participants rated their interest in variety of stranger-focused sexual activities. As expected, desire for more offspring predicted arousal specifically in response to unprotected vaginal intercourse with an ingroup stranger, but only in the "hidden observer" condition.

**A348**  
**SOMEONE LIKE ME: A LONGITUDINAL STUDY ON THE EFFECTS OF PEER MENTORS ON THE PERFORMANCE, PERSISTENCE, AND SELF-CONCEPT OF UNDERGRADUATE WOMEN IN ENGINEERING**

**Tara Dennehy<sup>1</sup>, Nilanjana Dasgupta<sup>1</sup>**  
<sup>1</sup>*University of Massachusetts at Amherst*

The present research examined whether same-gender peer role models would protect beginning female engineering students against 'threats in the air' linked to underrepresentation, and whether these effects would extend to increase persistence and retention in engineering majors. Entering female engineering students completed measures of threat, challenge, belonging, and engineering self-efficacy, as well as indices of stereotyping, attitudes, and engineering identification at the beginning, middle, and end of the academic year. After the baseline assessment, participants were randomly assigned to a female or male mentor who was a senior student in their intended engineering major, or to the control condition. Participants with female mentors reported increased belongingness over time, relative to participants with male mentors and participants in the control condition. Furthermore, participants' identification with their mentors moderated the relationships between mentor gender and year-end outcomes, such that high identification with female mentors - but not male mentors - appeared to be protective.

**A349**  
**COMPARING WOMEN AND MEN'S EXPERIENCES AND EXPECTATIONS WITHIN STEM ENVIRONMENTS**

**Kathryn L. Boucher<sup>1</sup>, Mary Murphy<sup>1</sup>, Julie Garcia<sup>2</sup>, Sabrina Zirkel<sup>3</sup>**  
<sup>1</sup>*Indiana University*, <sup>2</sup>*California Polytechnic State University*, <sup>3</sup>*Mills College*

Numerous situational cues have been shown in lab settings to evoke social identity threat for women in science, technology, engineering, and mathematics (STEM). We explored how social identity threat is triggered in STEM classrooms and whether women and men

experience and expect different emotional and performance outcomes when the same situational cues are present. An experience sampling study assessed the actual classroom experiences of college students interested in STEM fields. Situational cues such as the professor's gender and the percentage of male peers present in class differentially influenced the extent of social identity threat experienced by women and men in their STEM and non-STEM classes. Results from a lab experiment suggest that although women and men expected high anxiety when cues to threat were present, neither gender appreciated the consequences of this anxiety for performance; both women and men expected that threat would be motivating, not debilitating.

A350

### PERCEIVED CLIMATE TOWARD WOMEN AND SENSE OF BELONGING AMONG FACULTY AND GRADUATE STUDENTS IN COMPUTING FIELDS

Jessica L. Cundiff<sup>1</sup><sup>1</sup>Colgate University

Negative gender climates toward women have been linked to negative outcomes for women, including decreased belonging, isolation, and alienation. However, relatively little is known about how men are impacted by negative climates toward women. Faculty (N=269) and graduate students (N=1,010) in university computer science departments across the U.S. completed a brief survey of their experiences. In both samples, perceiving a negative climate toward women in computing fields was associated with lower belonging among both women and men. In addition, among graduate students, those who perceived a negative climate toward women were more likely to consider leaving their program. The relation between perceived climate and considerations of leaving was mediated by feelings of belonging. These relations held for both women and men, although they were stronger for women. Together, these results suggest that a negative gender climate toward women may be negative not only for women but for men as well.

A351

### A NOVEL INTERVENTION TO INFLUENCE PERCEPTIONS OF WOMEN IN THE SCIENCES

Evava S. Pietri<sup>1</sup>, Corinne Moss-Racusin<sup>2</sup>, John Dovidio<sup>1</sup>, Victoria Brescoll<sup>1</sup>, Gina Roussos<sup>1</sup>, Jo Handelsman<sup>1</sup><sup>1</sup>Yale University, <sup>2</sup>Skidmore College

Both men and women show bias against women in the sciences. Consequently, the current research tested two sets of movies as a novel intervention with the goal of increasing awareness of and decreasing bias. One set of movies demonstrated gender bias through entertaining narratives that transported (i.e., engaged and immersed) participants. The other, expert interview movies, discussed the same bias using sound logical arguments during an interview with a psychology professor. The first experiment demonstrated that both movies increased awareness of bias, and decreased modern sexism compared to control conditions. The second experiment showed that by transporting participants, the narratives increased participants' engagement with learning about gender bias compared to the expert interview and control conditions. This intervention worked equally well for men and women, and although men felt more to blame for gender bias than women, our intervention did not enhance this feeling.

A352

### A COMPARATIVE STUDY OF PREJUDICE INTERVENTIONS

Sohad Murrar<sup>1</sup>, Markus Brauer<sup>1</sup><sup>1</sup>University of Wisconsin at Madison

There are many interventions that attempt to reduce prejudice in the world, but very few have undergone rigorous scientific testing. In this field study, we experimentally examined three recently developed prejudice interventions. Participants were recruited online from across the United States and randomly assigned to one

of four experimental conditions: out-group variability video, imagined contact activity, group malleability news article, or control. All participants completed several measures of prejudice after exposure to one of the interventions. The analyses show differences in the interventions' effectiveness. Participants exposed to a music video highlighting the variability of the out-group showed less prejudice and more positive attitudes towards the target out-group than participants in the other three conditions. These findings attest to the important role of narratives in changing intergroup attitudes and call for further research on how entertainment media and out-group portrayals can reduce prejudice.

A353

### IMPACTING BELIEFS ABOUT THE NATURE OF POVERTY: THE ROLE OF NARRATIVE PERSUASION

Philip J. Mazzocco<sup>1</sup>, Desiree L. Schlund<sup>1</sup><sup>1</sup>Ohio State Mansfield

Economic poverty entails serious costs to individuals, families, neighborhoods, and society at large. Support for anti-poverty initiatives, however, depends in large part on the way in which poverty is construed. Generally, when poverty is attributed to internal factors such as laziness, support for anti-poverty initiatives wanes. In the present work, participants (N = 191) were presented with a brief, yet immersive narrative highlighting some of the situational factors associated with poverty (vs. a no-message control). Results indicated that the narrative influenced beliefs about the root causes of poverty and, in turn, positively impacted attitudes regarding poverty remediation efforts. Furthermore, participants who were habitually more likely to become transported into narratives were especially likely to exhibit narrative persuasion. The theoretical and applied implications of these findings are discussed.

A354

### EFFECT OF SENSE OF FREEDOM ON WELL-BEING ACROSS COUNTRIES: A CROSS-NATIONAL STUDY USING THE WORLD VALUES SURVEY DATA SETS

Naoki Nakazato<sup>1</sup>, Kenichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup><sup>1</sup>Hiroshima University

We conducted cross-national research on the effect of sense of freedom on well-being using the World Values Survey data sets. We used life satisfaction as a measure of well-being. The results revealed that sense of freedom was one of the strongest predictors for well-being among several indicators (e.g., income, health, interpersonal relationship) even in Japan as well as in nations of individualism and with high national well-being (i.e., America, Sweden, Switzerland). Further, effects of sense of freedom were consistent across waves. Prior research based on the World Values Survey data sets showed that on average sense of freedom was highly correlated with national well-being and that levels of both variables were relatively low in Japan (Inglehart et al., 2008). Accordingly, our findings suggest that low national sense of freedom could account for the reason why Japan's national well-being is relatively low despite its affluence and well-functioning society.

A355

### WHAT IS INSIDE THE EMOTION REGULATION PROCESS? VALUATION OF IDEAL AFFECT DEPENDS ON AFFECTIVE DISCREPANCY

Yuen Wan Ho<sup>1</sup>, Jeanne L. Tsai<sup>2</sup>, Hoi Lam Helene Fung<sup>1</sup><sup>1</sup>Chinese University of Hong Kong, <sup>2</sup>Stanford University

Affect valuation theory (AVT; Tsai, Knutson & Fung, 2006) distinguishes what we want to feel (ideal affect) from what we actually feel (actual affect). Also, past studies in AVT (e.g. Tsai, Knutson & Fung, 2006) found cultural variation in ideal affect. Our study, however, examined the emotion regulation process on whether affective discrepancies between actual affect and ideal



affect signals individuals to change their ideal affect. We recruited 69 European Americans and 68 Chinese Americans (with age range from 20 to 79) and studied their momentary actual and ideal affect 5 times a day for a week. Our results showed that affective discrepancy in high arousal negative affect (HAN, anxiety) but not low arousal negative affect (LAN, boredom) predicts ideal low arousal positive affect (LAP, calm). In contrast, affective discrepancy in LAN but not HAN predicts ideal high arousal positive affect (HAP, enthusiasm).

**A356**

**CAN IMPLICIT MOTIVATION TO EAT FRUITS AND VEGETABLES BE TRAINED?**

**Casey K. Gardiner<sup>1</sup>, Angela D. Bryan<sup>1</sup>**

<sup>1</sup>*University of Colorado at Boulder*

The Approach Avoid Task (Wiers et al., 2011) has previously been used to measure approach motivation toward substances and successfully used to train avoidance toward alcohol among alcohol dependent individuals. The present study employed a novel version of the task, designed to train approach motivation toward fruits and vegetables. Following the task, participants had a laboratory-based eating opportunity while completing self-report measures. It was predicted that, as compared to participants who underwent other forms of training, those who completed approach motivation training would consume more fruits and vegetables and demonstrate more positive attitudes, self-efficacy, and intentions to consume fruits and vegetables in the future. However, these hypotheses were not supported. The findings suggest that this implicit training task may not have immediate effects on behavior or explicit attitude measures. Moreover, they suggest that the motivational mechanisms underlying healthy eating are psychologically distinct from those associated with substance use.

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# Poster Session B

Friday, February 27, 2015, 8:00 am - 9:30 am, Hall B

## Close Relationships

B01

### "MY PARTNER IGNORES MY SIDE OF THE STORY": IMPROVING THE PREDICTIVE POWER OF PERCEIVED PARTNER RESPONSIVENESS (PPR) BY FOCUSING ON INVALIDATION

Dev Crasta<sup>1</sup>, Ronald D. Rogge<sup>1</sup>

<sup>1</sup>University of Rochester

To optimize measurement of *perceived partner responsiveness* (PPR; Reis & Shaver, 1988), a pool of 246 candidate items was administered to respondents describing relationships to romantic (n=1637) or nonromantic (n=575) close others. Item response theory (IRT) analyses indicated positively worded items were too confounded with global satisfaction for accurate measurement. However, reverse-scored items measuring a lack of validation captured unique information, maintaining measurement invariance across targets/subsamples. **STUDY 2:** To test their predictive utility, items measuring invalidation were administered along with measures of satisfaction to 53 individuals actively engaging in a *Relationship Talk* intervention (Acitelli, 2002) over a one-month period with their romantic partners. Perceived partner invalidation at the beginning of the study predicted lower satisfaction one month later controlling for initial satisfaction. This suggests experiencing one's partner as invalidating core needs may interfere with the maintenance function of relationship talk. The IRT optimized measure is presented.

B02

### THE COST OF DISTRUST: TRUST, ANXIOUS ATTACHMENT, JEALOUSY, AND PARTNER ABUSE

Lindsey M. Rodriguez<sup>1</sup>, Angelo M. DiBello<sup>1</sup>, Camilla S. Øverup<sup>1</sup>, Clayton Neighbors<sup>1</sup>

<sup>1</sup>University of Houston

Trust is critical in the development of healthy, secure, and satisfying relationships. However, anxiously attached individuals may be more prone to trust issues as well as experiencing jealousy within their romantic relationship. Further, feelings of lower trust and higher jealousy may have potential downstream effects on physical and psychological abuse. Participants (N=261) completed self-report measures of attachment, trust, jealousy and IPV perpetration. Mediated moderation results from participants in committed relationships supported our hypotheses: Attachment anxiety moderated the association between trust and jealousy; anxious individuals experienced higher levels of cognitive and behavioral jealousy when reporting lower trust. Moreover, among anxiously attached individuals, behavioral jealousy mediated the association between trust and both types of abuse. Findings illustrate the importance of trust in relationships and suggest that lacking trust has cascading effects, particularly for anxiously attached individuals.

B03

### POLYGAMY, NONMONOGAMY, AND AONOGAMY IN TANZANIA: IMPLICATIONS FOR SEXUAL HEALTH NEGOTIATION

Jennifer J. Harman<sup>1</sup>, Michelle R. Kaufman<sup>2</sup>

<sup>1</sup>Colorado State University, <sup>2</sup>Johns Hopkins Bloomberg School of Public Health

The prevalence of polygynous marriages across Tanzania has declined; however, nonmonogamous marriages have increased. Researchers have largely studied relationship processes in monogamous and polygynous unions; little is known about married, nonmonogamous relationships. Interpersonal communication about sexual behaviours is of great import for HIV prevention efforts in countries with high prevalence of polygyny

(Saddiq et al. 2010); therefore, we examined power differences and communication self-efficacy among individuals in monogamous, nonmonogamous, and polygamous marriages in Tanzania. Men reported having more power and communication self-efficacy than women, but the difference was most profound among polygynous spouses. Greater power was also associated with greater communication self-efficacy for polygynous wives, but not for women in other marriage types. Discussion centers on complex marital structures in Tanzania, the impact nonmonogamous unions have on women's power and communication self-efficacy, the role of gender and sexual relationship power on sexual health negotiation, and implications for sexual health interventions.

B04

### CAN YOU FEEL LOVE AND SUPPORT IN THE WORKPLACE?: LEADERS AND COLLEAGUES AS ATTACHMENT FIGURES REVISITED

Michelle A. Luke<sup>1</sup>, Constantine Sedikides<sup>2</sup>, Katherine B. Carnelley<sup>2</sup>

<sup>1</sup>University of Sussex, <sup>2</sup>University of Southampton

Do people form attachment relationships in the workplace? Past research (Luke, Carnelley, & Sedikides, 2013) has provided some support that colleagues and supervisors can be considered as attachment figures when participants are asked to make a spur of the moment judgment regarding the extent to which these individuals fulfill the attachment functions. We further tested this notion in a single study. Employees (N = 329) listed and rated the extent to which up to 10 individuals fulfill the attachment functions: safe haven, secure base, emotional connection, and impact of death. Colleagues and supervisors were classified as fulfilling the attachment functions, although a low proportion of participants spontaneously listed and rated colleagues (n = 47, 14.29%) and/or supervisors (n = 14, 4.26%). Thus, people may need to be prompted to think of workplace relationships as potential attachment relationships. Nevertheless, an attachment perspective is applicable to relationships in the workplace.

B05

### PARTNERS AND CO-PARENTS: EVIDENCE OF THE IMPORTANCE OF THE CO-PARENTAL ROLE FOR RELATIONSHIP SATISFACTION

Patrick S. Tennant<sup>1</sup>, Marci E. J. Gleason<sup>1</sup>

<sup>1</sup>University of Texas at Austin

An intervention designed to help couples maintain their relationship satisfaction over the transition to parenthood, which has consistently been associated with declining satisfaction, yielded promising results by helping couples recognize the importance of their partner as a co-parent (Schulz, Cowan, & Cowan, 2006). An experimental study of 60 couples (N = 120) with slightly older children (ages 3 to 15) found support for the hypothesis that individuals who "cannot imagine anyone else" fulfilling their partner's roles in the relationship will report higher relationship satisfaction. Further analyses indicated that the belief that the partner is uniquely able to fulfill these roles was positively ( $p < .01$ ) related to the partner's penchant for facilitating the individual's parenting goals, and marginally ( $p = .057$ ) positively related to engaging in a brief parenting activity without the partner. Findings suggest that relationship satisfaction in parents is strongly linked to the partner's role as a co-parent.

B06

**THE IMPACT OF ATTITUDE ALIGNMENT AND SELECTIVITY ON ATTRACTION**Chelsea A. Reid<sup>1</sup>, Jody L. Davis<sup>2</sup>, Jeffrey D. Green<sup>2</sup><sup>1</sup>College of Charleston, <sup>2</sup>Virginia Commonwealth University

Would you like a stranger who shifts his/her attitudes to more closely align with yours? How would you feel if he/she aligned with everyone as opposed to just you? Participants (N =178) discussed with a partner disagreed upon social issues and received false feedback about whether the partner engaged in post-discussion attitude alignment. Participants also received feedback about whether the partner engaged in attitude alignment with zero (selective) or four (unselective) previous participants. Participants reported greater attraction toward partners who engaged in attitude alignment with them regardless of the partners' selectivity. The participants' own attitude alignment toward the partner was marginally affected by the partners' attitude alignment. However, participants engaged in greater attitude alignment with selective than unselective partners. This work extends our understanding of attitude alignment's potential to affect relationships, and it considers the influence of individuals outside of the dyad.

B07

**ATTITUDES TOWARD CONSENSUAL NON-MONO GAMY IN TWO EUROPEAN COUNTRIES**Christine Campbell<sup>1</sup>, Katarzyna Grunt-Mejer<sup>2</sup><sup>1</sup>St. Mary's University, <sup>2</sup>University of Zielona Góra

Consensual non-monogamy is becoming more familiar, but attitudes towards these relationships are under-researched. We present the first data from European countries on the perception of five types of romantic relationships: monogamy, polyamory (where participants have sexual and emotional relationships with more than one person), open relationships (where participants have sexual relationships with others), swinging (where a couple engages in extra dyadic sex in each other's presence) and cheating (where extra dyadic relationships happen without the knowledge of the other partner). Qualitative data revealed how familiar British and Polish participants were with sexual and emotional non-exclusivity. Quantitative data from a perception perception paradigm showed that participants strongly stigmatized the cheating relationships and there was a halo effect around monogamy. Polyamory was perceived more favorably than the other two types of consensual non-monogamy. Monogamy was perceived to suit women more than men and consensual non-monogamy to suit men more than women.

B08

**I LIED TO YOU FOR YOUR GOOD: THE EFFECTS OF LIE ACCEPTABILITY AND ATTITUDES TOWARD ALTRUISTIC LYING IN RELATIONSHIPS ON LYING BEHAVIORS AND RESPONSES TO LYING**Fen-Fang Tsai<sup>1</sup>, Eileen Tay<sup>1</sup><sup>1</sup>National University of Singapore

Whereas lie acceptability (LA) is one's generalized evaluation of lying, attitudes toward altruistic lying in relationships (AALR) specifically refer to one's attitudes toward lying to a close partner for promoting or protecting the partner's well-being. Two studies were conducted to investigate how these two constructs affect one's lying behaviors and reactions to lying in close relationships. Study 1 (n = 93) examined whether AALR is a moderator or a mediator for the effect of LA on lying behaviors to a romantic partner. Regression analyses suggested that AALR fully mediated the relationship between LA and lying behaviors but found no support for the moderation model. Having 44 undergraduate recall their personal accounts about lying incidents in their relationships, Study 2 examined the effect of AALR on reactions to lying. Results suggest that people with favorable AALR are less likely to exhibit active constructive responses to lying in their relationships.

B09

**THE EFFECTS OF PERCEPTIONS OF PARENTING AND ATTACHMENT-FUNCTION ON EXPLORATION AND ADJUSTMENT IN EARLY ADULTS**Yuji KANEMASA<sup>1</sup><sup>1</sup>Otemon Gakuin University

This study was conducted to reveal the effects of perceptions of parenting and attachment-function on exploration activities and adjustment in early adults. Participants were 301 undergraduate students. Based on attachment theory, four layers causal model was assumed as follows: (1) participant's perceptions of parenting until 16 years, (2) attachment-function in peer relationships in early adults, (3) exploration activities, and (4) subjective well-being. The results of SEM showed that participant's perceptions of parenting, Care (positively) and Over-Protection (negatively) directly affected Subjective Well-being. Although Over-Protection did not affect attachment-function in peer relationships, Care significantly positively affected Safe Heaven and Secure Base in peer relationships in early adults. In addition, Secure Base affected Subjective Well-being by mediating Exploration Activities, but Safe Heaven directly positively affected Subjective Well-being. These results were discussed in terms of adult attachment theory.

B10

**PERCEIVED PARTNER UNRESPONSIVENESS PROMOTES RELATIONSHIP COMMITMENT AMONG ANXIOUSLY ATTACHED INDIVIDUALS: THE MEDIATING ROLE OF COMMUNAL NORMS**Genta Miyazaki<sup>1</sup><sup>1</sup>Rikkyo University

Perceived partner unresponsiveness often inhibits commitment in intimate relationships. This study investigated whether attachment anxiety moderates the relationship between partner unresponsiveness and commitment, along with the underlying mechanism of the moderating effect. One hundred and eighty-eight Japanese undergraduates completed the Experience Close Relationship Inventory and were asked to recollect of their partner's past unresponsive behavior or a place where they went together. Finally, they indicated their adherence to communal norms in the relationship and commitment to the relationship. Results revealed that recollecting partner's unresponsiveness, as compared to recollecting the place, led those with low attachment anxiety to weaker adherence to communal norms, thus inhibiting commitment. In contrast, such recollections led those with high attachment anxiety to stronger adherence to communal norms, thus promoting commitment. These results suggest that a strong desire for intimacy might lead to overinvolvement with the unresponsive partner because anxiously attached individuals strive to maintain the relationship.

B11

**DOES RELATIONSHIP DURATION MODERATE THE ASSOCIATION BETWEEN ATTACHMENT STYLE AND FEELING IRREPLACEABLE IN CLOSE RELATIONSHIPS?**Ryosuke Asano<sup>1</sup><sup>1</sup>Hamamatsu University School of Medicine

Although adult attachment theory has postulated that attachment styles (anxious and avoidant) and contextual factors predict relationship quality, there has been little empirical investigation of the moderating role of contexts. This study examined whether relationship duration moderates the associations between attachment style and feeling irreplaceable in romantic relationships and close same-sex friendships. A total of 202 dating heterosexual couples and 256 pairs of same-sex friends completed the questionnaire. The results of random slope analyses showed that anxious attachment was associated with lower levels of feeling irreplaceable to the romantic partner, for relationships of longer durations but not for those of shorter durations. In contrast,

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avoidant attachment was negatively associated with feeling irreplaceable to the romantic partner, regardless of relationship duration. Among same-sex friends, both anxious and avoidant individuals did not feel irreplaceable. These findings suggest that an interactionist perspective regarding attachment styles allows us to understand better the relationship quality.

**B12**

### ROMANTIC PARTNER AND STRANGER: DIFFERENTIAL ATTENTIONAL BIASES

Elise Chaperon<sup>1</sup>, Stéphane Dandeneau<sup>1</sup>

<sup>1</sup>Université du Québec à Montréal

Past studies investigating the association between people's attentional biases and their attachment styles show inconsistent results possibly because they 1) measured people's general attachment style, and 2) used pictures of strangers to assess participant's general attentional biases towards positive and negative information. We instead propose to investigate 1) people's relationship-specific attachment and 2) measure people's partner-related biases. Stranger-related and partner-related attentional biases towards rejection and acceptance information was assessed in 44 participants currently in a romantic relationship using a dot-probe task using smiling and frowning poses of strangers and of participants' partner. Multiple linear regression analyses revealed that partner-related biases towards rejection and acceptance (but not stranger-related biases) predicted relationship-specific attachment avoidance, while controlling for relationship commitment and satisfaction. These results indicate that using more relationship-specific measurements may help clarify the association between biases and attachment styles.

**B13**

### SHIELDING AGAINST SELF-PROTECTION: SYMBOLICALLY PURSUING SELF-PROTECTION GOALS CAN BUFFER LOW SELF-ESTEEM PEOPLE FROM REJECTION CONCERNS

Sarah Gomillion<sup>1</sup>, Sandra L. Murray<sup>1</sup>

<sup>1</sup>University at Buffalo, SUNY

Low self-esteem people ("lows") face a conflict in romantic relationships: They deeply desire connection to partners, but their self-doubt often leads them to self-protect when the specter of rejection is raised. Thus, lows typically only pursue connection when they feel safe. The current studies propose that, paradoxically, pursuing self-protection goals in a non-relationship context may allow lows to feel safe seeking connection in risky situations. This prediction arose from findings that making progress towards a goal can lead people to disengage from its pursuit. Two experiments found that lows who pursued self-protection goals (vs. connection goals) by either approaching self-protection words with a joystick (Study 1) or using hand sanitizer (Study 2) had more constructive responses to risk. A diary study replicated these findings in couples' reports of their daily interactions. These findings suggest that pursuing self-protection goals in a non-relationship context may buffer lows from risk's destructive implications.

**B14**

### USING MINDFULNESS MEDITATION TO PROMOTE RESILIENCE FOR THOSE WITH LOW SELF-ESTEEM

Maire B. Ford<sup>1</sup>

<sup>1</sup>Loyola Marymount University

Individuals with low self-esteem (LSE) tend to engage in self-protective responses to social threats, such as rejection. Unfortunately these responses are often maladaptive, leading to poor psychological, physiological, and relationship outcomes. The current study investigated mindfulness meditation as a possible buffer against the harmful effects of rejection for LSE individuals. 133 participants received rejecting or non-rejecting feedback from a false other participant in the context of an online dating interaction. Next half of the participants engaged in a brief mindfulness

meditation. Cognitive, emotional, and physiological responses were assessed. Findings revealed that following rejection, mindfulness meditation was associated with less rumination, less self-focus, and lower systolic blood pressure for LSE individuals. Mindfulness meditation did not serve the same buffering effect for HSE individuals. These findings suggest that mindfulness meditation may buffer LSE individuals from the negative effects of rejection.

**B15**

### REJECTION SENSITIVITY AND ATTITUDINAL ACCEPTANCE OF INTIMATE PARTNER VIOLENCE

Julie Dinh<sup>1</sup>, Juliana Breines<sup>2</sup>, Ozlem Ayduk<sup>3</sup>

<sup>1</sup>San Francisco VA Medical Center, <sup>2</sup>Brandeis University, <sup>3</sup>University of California at Berkeley

Rejection sensitivity, or the tendency to anxiously expect, readily perceive and overreact to rejection, has been linked to a number of detrimental interpersonal dynamics. The present study aimed to explore the relationship between rejection sensitivity and attitudinal acceptance of intimate partner violence. Specifically, it was hypothesized that individuals high in rejection sensitivity would be more tolerant of situations in which intimate partners committed acts of violence. Participants were asked to read and respond to hypothetical scenarios depicting intimate partner violence. Results indicated that highly rejection sensitive participants exhibited greater attitudinal acceptance of intimate violence (assessed as the likelihood of calmly accepting violent behavior, forgiving a hypothetical partners' violence, and not exiting a relationship following violence) controlling for depressive symptoms. These relationships were mediated by deservingness beliefs, but not self-esteem. Theoretical implications of these results are discussed.

**B16**

### THE USE OF MATERIAL OBJECTS AS A SECURE BASE

Lucas A. Keefer<sup>1</sup>, Mark J. Landau<sup>2</sup>

<sup>1</sup>University of Dayton, <sup>2</sup>University of Kansas

Attachment theory proposes that people form and maintain close interpersonal relationships in part because they provide a secure base for personal growth. Emerging evidence expands on this insight by showing that people sometimes seek (and find) this secure base in non-human sources (e.g., pets), particularly under conditions of threatened or absent social support (support uncertainty). The current research presents the first evidence that material objects can also serve as a secure base for exploration when individuals experience support uncertainty. Two studies found that a reminder of a desired object effectively promoted exploration when support uncertainty was experimentally increased using both an explicit (Study 1) and a subtle priming procedure (Study 2). In contrast, we found that when support uncertainty was low, objects were less effective than close others in motivating exploration. These results offer important insight into how individuals maintain personal growth even in the face of threatened support.

**B17**

### ROBOTIC ATTACHMENT: THE EFFECTS OF A ROBOT'S RESPONSIVENESS ON ITS APPEAL AS A SOURCE OF CONSOLATION

Moran Mizrahi<sup>1</sup>, Gurit E. Birnbaum<sup>1</sup>, Guy Hoffman<sup>1</sup>, Omri Sass<sup>1</sup>, Harry T. Reis<sup>2</sup>, Eli J. Finkel<sup>3</sup>

<sup>1</sup>Interdisciplinary Center Herzliya (IDC), <sup>2</sup>University of Rochester, <sup>3</sup>Northwestern University

Responsiveness to one's bids for proximity in times of need is the linchpin of human attachment processes. In two studies, we examined whether a robot's responsiveness increased its appeal and the willingness to use it as a secure base when needed. In both studies, participants had one-at-a-time sessions in which they disclosed a negative event to a non-humanoid robot that responded with either positive or negative behaviors across two modalities (simple gestures and written text). In study 1, 34 participants rated

the robot's responsiveness and appeal. The results showed that a robot's positive gestures increased perceptions of its responsiveness and appealing traits (e.g., sociability, agency). Study 2 ( $N = 64$ ) replicated these results and demonstrated that perceived robot's responsiveness increased the willingness to use it during stressful events (e.g., visiting the dentist). These findings suggest that robots can instill a sense of responsiveness and serve as a source of consolation.

**B18**  
**PARTNER COMMITMENT REGULATION: THE ROLE OF PERCEIVED PARTNER DISSOLUTION CONSIDERATION**

Kenneth Tan<sup>1</sup>, Christopher R. Agnew<sup>1</sup>, Laura E. VanderDrift<sup>2</sup>  
<sup>1</sup>Purdue University, <sup>2</sup>Syracuse University

Are individuals cognizant of their partner's desire for relationship dissolution and how do individuals respond to such a threat? To address these questions, we developed a measure of perceived partner dissolution consideration (PPDC) that focuses on mental representations of the saliency of breakup. We used the Investment Model of Commitment Processes as a theoretical foundation to assess an individual's attempts to increase or decrease their partner's level of commitment toward their relationship by assessing attempts to influence partner satisfaction, perceived quality of alternatives, investments and subjective norms in response to PPDC. In addition to obtaining validation of our measures of PPDC and commitment regulation, regression analyses revealed that greater PPDC predicted increased commitment down-regulation over and above perceived partner commitment. Moreover, greater PPDC predicted increased commitment down-regulation, especially for people whose own commitment levels were low. Finally, greater PPDC predicted increased commitment up-regulation, but only for anxiously attached individuals.

**B19**  
**EXAMINING THE IMPACT OF RISK REGULATION AND DESTINY VS. GROWTH BELIEFS ON PERCEPTIONS OF ROMANTIC COMEDIES**

sadie Leder Elder<sup>1</sup>, Alex Ortowski<sup>1</sup>, Emmaline Doherty<sup>1</sup>  
<sup>1</sup>High Point University

The current work examined the impact of risk regulation and endorsement of destiny vs. growth beliefs on perceptions of romantic comedy movies. Participants completed background measures, including endorsement of destiny and growth beliefs. Participants then completed a reliving task in which they were randomly assigned to write about a rejection or acceptance experience. Finally, participants reported their feelings toward romantic comedies using the PANAS. Regression analyses revealed that individuals with growth beliefs tended to feel more positively about romantic comedies as compared to their destiny-endorsing counterparts. However, when primed with rejection, these positive feelings faded. Conversely, when participants with destiny beliefs were primed with rejection they showed the opposite effect. Making rejection salient led them to feel less negatively toward romantic comedies. Results suggest that making risk salient may lead participants to prioritize connection vs. protection differently. This, in turn, impacts feelings toward romantic comedies.

**B20**  
**DOES OSTRACISM BY STRANGERS AFFECT EVALUATIONS OF INDIVIDUALS' ROMANTIC PARTNERS AND RELATIONSHIPS?**

Maayan Dvir<sup>1</sup>, Dongning Ren<sup>1</sup>, Kipling D. Williams<sup>1</sup>  
<sup>1</sup>Purdue University

One behavioral consequence of ostracism is to seek and strengthen connections with others. The current research tests whether ostracism by strangers strengthens targeted individuals' perceptions of their romantic relationship and increases their desire to be close to their partner. In two studies, participants were either included or ostracized in a Cyberball game, and then completed relationship evaluation measures. Interactions of ostracism manipulation and

gender emerged, suggesting that ostracized women tended to evaluate their relationships more positively than included women, whereas ostracized men tended to evaluate their relationships less positively than included men. In Study 3 we extended these findings by exploring potential mediators. Although interactions of ostracism and gender were not replicated, mediation analyses revealed that threatened-control led ostracized women to perceive their relationship as closer and to desire closeness, whereas negative mood led ostracized men to be less satisfied with their relationships.

**B21**  
**A CAUSAL MODEL OF SEXUAL DESIRE, SEXUAL GUILT, AND CULTURAL SELF-CONSTRUAL**

Tsuyoshi Shimosaka<sup>1</sup>  
<sup>1</sup>Shikoku University

The purpose of this study is to construct and examine a causal relationship model of sexual desire, sexual guilt, and cultural self-construal through structural equation modeling and to investigate the cognitive process of sexual desire in Japanese males. The research method consisted of an anonymous online survey that was sent to 390 males of which 275 responses were valid. The findings demonstrate that the fit indices were acceptable ( $GFI = .997$ ,  $AGFI = .964$ ,  $RMSEA = .031$ ) and cultural self-construal had an indirect effect on their perception of deep sexual satisfaction, mediated by sexual guilt. Moreover, the results suggest that when considering both independent self-construal and sexual guilt in Japanese males, it is important to also recognize and determine their level of sexual satisfaction.

**B22**  
**FAMILISM BUFFERS PSYCHOLOGICAL WELL-BEING AND PHYSICAL HEALTH**

Karina Corona<sup>1</sup>, Belinda Campos<sup>1</sup>, Chaunsheng<sup>1</sup>  
<sup>1</sup>University of California at Irvine

Familism is one way of valuing family relationships that emphasizes close relationships and prioritizing family before the self. This study examined the extent to which familism (a) moderated the negative effects of stress on psychological well-being and physical health and (b) differed among Latino Americans, European Americans, and East Asian Americans. A sample of Latino Americans ( $n = 164$ ), European Americans ( $n = 225$ ), and East Asian Americans ( $n = 391$ ) completed measures of familism, stress, psychological well-being (i.e., self-esteem, depression, loneliness) and physical health (i.e., subjective health, physical symptoms). Regression analyses indicated that, at high levels of stress, participants with high familism had greater subjective health and self-esteem than participants with low familism, after controlling for cultural background. Latino Americans reported the highest familism among the three cultural background groups. The findings suggest that familism can be a protective factor against the adverse effects of stress.

**B23**  
**LOVE AND SEX IN THE EAST AND WEST: A CROSS-CULTURAL APPROACH TO SEX DIFFERENCES IN JEALOUSY**

Jeremy D Heider<sup>1</sup>, Qing Ma<sup>1</sup>  
<sup>1</sup>Southeast Missouri State University

Most evidence suggesting sex differences in jealousy comes from Western cultures (e.g., Buss et al., 1992). In the current study, 30 Western participants and 21 Eastern participants completed jealousy ratings for sexual and emotional infidelity and acceptability ratings of behaviors a partner might engage in with a third party (e.g., flirting, hugging). Infidelity type did not interact with participant sex or cultural background in jealousy ratings. However, females reported higher levels of jealousy ( $M=6.75$ ) than males ( $M=5.90$ ),  $F(1,47)=5.80$ ,  $p=.02$ . Analysis of the third-party behaviors revealed an interaction between cultural background and behavior type,  $F(12,46)=2.63$ ,  $p=.02$ . Western participants rated giving gifts ( $M_s=4.43$ ,

3.64) and holding hands ( $M_s=5.88, 4.78$ ) as more unacceptable; Eastern participants rated hugging ( $M_s=4.39, 3.44$ ) as more unacceptable. These differences in acceptability ratings may have occurred because giving gifts and holding hands are not as associated with intimacy in Eastern cultures as hugging.

**B24****INTIMACY AS AN ADAPTIVE PSYCHOLOGICAL PROCESS: INTIMACY AND SOCIAL SUPPORT IN A HIGH RELATIONALLY MOBILE SOCIETY**Mie Kito<sup>1</sup>, Junko Yamada<sup>1</sup>, Masaki Yuki<sup>1</sup><sup>1</sup>Hokkaido University

Previous research has shown that people in individualistic cultures feel higher intimacy toward their friends and romantic partners than those in collectivistic cultures. Why do such cultural differences exist? Based on a socioecological approach, we propose that intimacy is a psychological process underlying relationship-maintenance behaviors (e.g., social support) and is more adaptive in societies where abundant opportunities are available to form new relationships (i.e., high relational mobility). In such societies, there is a high possibility of one's partner leaving for alternatives, and thus, people need to actively maintain their partner's attraction to themselves. In this study, Canadian participants completed measures of relational mobility, intimacy, and social support. As predicted, the indirect effects of relational mobility on social support through intimacy were significant. Thus, Canadians who perceived higher relational mobility felt stronger intimacy towards their romantic partner, which then predicted greater social support provision to the partner.

**B25****COMPARING COMMUNICATION STYLES IN ROMANTIC RELATIONSHIPS BETWEEN ASIANS AND WHITES**Fiona Ge<sup>1</sup>, Paula Pietromonaco<sup>1</sup><sup>1</sup>University of Massachusetts at Amherst

Following work on culture and the self in relation to others (e.g., Markus & Kitayama, 1991), it might be expected that Asians differ from Whites in how they communicate in their romantic relationships. However, limited research has examined this question. We predicted that Asians would communicate more indirectly with their romantic partners than would Whites. Asian and White participants completed questionnaires regarding their communication styles in romantic relationships. As expected, Asians communicated more indirectly and expected their partners to communicate more indirectly than did Whites. In addition, Asians were more indirect than Whites when communicating negative messages, but not positive ones. These findings indicate that systematic differences exist in communication patterns across culture. The next step will be to examine the mechanisms underlying the cultural differences in romantic relationships.

**B26****STUDYING THE ASSOCIATIONS BETWEEN ROMANTIC PERFECTIONISM, ATTACHMENT, AND RELATIONSHIP QUALITY ACROSS TWO DIFFERENT CULTURES**Omri Gillath<sup>1</sup>, Hatice I. Ozteke<sup>1</sup><sup>1</sup>The University of Kansas

Perfectionism affects all areas of life including close relationships. Romantic perfectionism refers to the specific perceptions one holds regarding him/her- self and his/her partner in the relationship. In the current we compared these perceptions in two different cultures and then examined the effects of romantic perfectionism on perceived relationship quality. Romantic couples in Turkey ( $n = 230$ ) and the U.S. ( $n = 273$ ) reported their attachment style, personality traits, perfectionism and romantic perfectionism levels. Results revealed that attachment insecurity predicted romantic perfectionism in both cultures, even when controlling for personality. Furthermore, romantic perfectionism was a significant

predictor of perceived quality in the American sample. Our results draw a link between romantic perfectionism and personality traits on the one hand, and perfectionism and relationship quality on the other, while also providing convergent evidence from different cultures.

**B27****EFFECT OF CHILD ABUSE ON MARITAL COMMUNICATION AND SUPPORT SEEKING**Teresa Nguyen<sup>1</sup>, Benjamin Karney<sup>2</sup>, Thomas Bradbury<sup>2</sup><sup>1</sup>University of California, Los Angeles, <sup>2</sup>UCLA

We examine the social support behaviors of couples where one, both, or neither partner experienced abuse as a child. Observational social support data was collected from 430 newlywed low-income black, white, and Hispanic couples videotaped during three discussion tasks. Wives who were abused as children reported less marital satisfaction than wives who were not abused ( $F(1,427)=7.981, p=.005$ ). An analysis of observed communication during conflict discussions interestingly showed no differences between abused and non-abused groups. In addition, abused wives showed more positivity ( $F(1,409)=8.080, p=.005$ ) and more effectiveness ( $F(1,409)=5.763, p=.017$ ) when providing social support than non-abused wives. Although leading models of communication suggest that less negative emotion is advantageous for couples, the present findings indicate that wives with a history of maltreatment are providing more positive and effective support to their partners. This may reflect a pattern of prioritizing a partner's needs over one's own and explain abused wives' lower marital satisfaction.

**B28****DESTINY OR HARD WORK? AN ANALYSIS OF DESTINY AND GROWTH BELIEFS AND HOW THEY AFFECT RELATIONSHIP SOCIAL COMPARISON INTERPRETATIONS**Tamara A. Sucharyna<sup>1</sup>, Marian M. Morry<sup>1</sup><sup>1</sup>University of Manitoba

We manipulated people's relationship social comparison thoughts by randomly assigning 153 (120 females) participants to read either a mocked-up magazine article about destiny (meant to be) or growth beliefs (work at it) in romantic relationships. Next, participants were randomly assigned to make an upward or downward relationship social comparison to a friend's relationship and then completed the Relationship Social Comparison Interpretation scale (RSCI), satisfaction, and commitment measures. Participants made more negative interpretations after exposure to the destiny article, and reported more satisfaction and commitment to their own relationship than after the growth article. Participants also reported more satisfaction with, and growth for their own relationship after a downward but not upward social comparison. Mediation analyses indicated that all three RSCI subscales (positive upward, positive downward, and negative interpretations) mediated the relationship between comparison direction and either commitment or satisfaction. For Growth beliefs, more upward comparisons predicted more negative interpretations.

**B29****DO YOU KNOW YOURSELF?: SENSE OF SELF, JEALOUSY, TRUST, AND SATISFACTION**Angelo M. DiBello<sup>1</sup>, Camilla S. Overup<sup>1</sup>, Lindsey M. Rodriguez<sup>1</sup>, Clayton Neighbors<sup>1</sup><sup>1</sup>University of Houston

This research aimed to identify how an individual's weak sense of self, feelings of jealousy, and trust predict satisfaction in romantic relationships. Research suggests that individuals with a weak sense of self feel as if they do not know who they are, what they think, or what their own opinions are. Moderated mediation results from participants in committed relationships ( $N=261$ ) supported our hypotheses: Jealousy mediated the association between having a weak sense of self and lower relationship satisfaction. Moreover,

this mediation was moderated by feelings of trust, such that those who reported lower levels of trust and feelings of jealousy reported lower relationship satisfaction. Findings illustrate that those with weak sense of self also have trouble with interpersonal relationships, including increased jealousy and decreased trust and satisfaction. Uncertainties about the self may lead to increased feelings of insecurity in the relationship.

**B30**  
**PRIOR SOCIAL SUPPORT REDUCES NEGATIVE AFFECT IN RESPONSE TO ROOMMATES' CONFLICT BEHAVIOR**

Kevin J. Carson<sup>1</sup>, Robert Ackerman<sup>1</sup>

<sup>1</sup>*The University of Texas at Dallas*

This work used a sample of 103 college roommates participating in a five-wave longitudinal study to explore whether social support buffers the impact of conflict-related interpersonal behaviors on post-conflict negative affect. At each wave (two weeks apart), participants reported how much support they provided to their roommate the previous week and engaged in an interaction with her/him to discuss a disagreement. Afterward, participants reported on their roommate's behaviors (i.e., warmth and dominance) during the conflict and their own post-conflict affect. A Stacked Actor-Partner Interdependence Model analysis revealed a significant interaction between social support and conflict-related dominance on post-conflict negative affect ( $b = .04, p = .005$ ). Simple slopes analyses showed that although roommates' submissive behaviors predict greater negative affect in participants when roommates report providing low levels of support ( $b = -.26, p = .005$ ), the effect is attenuated with higher levels of support ( $b = -.15, p = .002$ ).

**B31**  
**COGNITIVE AND AFFECTIVE ASSESSMENTS OF SEXUALLY TRANSMITTED INFECTIONS IN CASUAL RELATIONSHIPS**

Jennifer Mendiola<sup>1</sup>, Anna V. Song<sup>1</sup>

<sup>1</sup>*University of California at Merced*

Previous research has examined cognitive and affective assessments of sexual risk separately. Our study aims to examine both cognitive and affective assessments of contracting sexually transmitted infections (STIs) across several types of casual relationships. Using Amazon Mechanical Turk, 768 adults were surveyed on their intentions to use condoms, as well as perceptions of STI risks and affect related to potential STI contraction across three types of casual relationships (friends with benefits, hook-ups, and one-night stands). Using a structural equation model, we found that affective perceptions of contracting a STI with a casual relationship mediated the relationship between cognitive perceptions of STI risk and condom use intentions with a new partner (indirect effect = .002,  $p < .001$ ; total effect = .005,  $p = .001$ ). By understanding the relationship between cognitive and affective perceptions of risk, we may implement better STI prevention strategies for at-risk adults.

**B32**  
**ACCURACY AND BIAS IN EMOTION PERCEPTION IN ROMANTIC RELATIONSHIPS**

William J. Brady<sup>1</sup>, Emily Balcetes<sup>1</sup>

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Facial expressions of emotions signal needs to romantic partners. As such, perceptions of partners' emotions predicts relationship outcomes including responses to conflict. In one study, we investigated how both emotion perception accuracy and emotion perception bias predicts relationship outcomes. We define accuracy as the ability to identify clear emotion expressions, and bias as the tendency to classify emotions as positive or negative despite what emotion is expressed. In a daily diary study, married couples reported experiences of conflict for two weeks. We then measured emotion perception accuracy and bias. Using the actor-partner interdependence model for statistical analysis, we modeled couple

members' experiences of conflict over time. Analyses found that husbands' emotion perception bias predicted negativity felt by wives during conflict. Performance on the accuracy task did not predict negative emotion felt during conflict. This research demonstrates the need for distinguishing between emotion perception accuracy and bias in determining relationship outcomes.

**B33**  
**CLOSE RELATIONSHIPS AND DEPRESSION: THE ROLE OF INTERPERSONAL EMOTION REGULATION**

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We hypothesized that links between social relationships and depression can be explained by interpersonal and relationship influences on intrapersonal emotion regulation. In Study 1, a longitudinal community study ( $n=1319$ ), both social connectedness and being in a romantic relationship diluted associations of individuals' ER strategies with depressive symptoms. Moreover, ER mediated associations of social connectedness and relationship status with symptoms, concurrently and over 1 year. Study 2 ( $n=772$ ) replicated these findings with a broader array of ER strategies, and ruled out alternative intrapersonal explanations. Among participants in romantic relationships ( $n=558$ ), relationship intimacy and trust diluted associations of individuals' ER strategies with symptoms; ER also accounted for their associations with symptoms. These findings suggest close relationships both help determine whether individuals' ER repertoire contributes to depression (context hypothesis), and influence the ER strategies people use (influence hypothesis). Findings have implications for both basic relational mechanisms of ER, and clinical science on depression.

**B34**  
**WE'RE BETTER TOGETHER: HOW LONG-VERSUS-SHORT TERM COUPLES RESPOND TO SEPARATION**

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Adult attachment formation is a process that unfolds over time. Although it should be evident at the levels of behavior, affect, cognition and neurobiology, little is known about normative attachment processes. The current study, which focused on the separation distress feature, is a part of a larger project that aims to identify potential markers of adult attachment and specify the processes by which such bonds are formed. We examined self-reported behaviors and emotions of 230 individuals in short- and long-term relationships to identify responses to brief separations. We found that participants in longer-term relationships and participants who listed their partners as attachment figures reported significantly more distress in response to brief separations. Moreover, when asked about what they missed most during separations, this group included more aspects of the relationship. These results suggest that increased distress and more detailed articulation of longing could be an important marker of attachment formation.

**B35**  
**THE BENEFITS OF BEING UNDERSTANDING AND FEELING UNDERSTOOD IN ROMANTIC PARTNERS' STRESSFUL INTERACTIONS**

Lauren Winczewski<sup>1</sup>, Jeffrey Bowen<sup>1</sup>, Nancy Collins<sup>1</sup>

<sup>1</sup>*University of California at Santa Barbara*

Responsiveness theory suggests that feeling understood is critical for positive relational outcomes, but is feeling understood rooted in reality? Do people (targets) feel more understood when their partners (perceivers) report and express more understanding during an interaction? And does felt understanding mediate the link between actual understanding and interaction outcomes? We

investigated these questions in romantic couples (N = 91) who were videotaped discussing a personal or relationship stressor. At the end of the interaction, perceivers rated how much they understood their partner, and targets rated how much they felt understood and how satisfied they were with the interaction. Trained raters coded the perceiver's behavior for verbal expressions of understanding. As predicted, a latent variable mediation analysis showed that perceivers who reported greater understanding and who were rated (by objective coders) as expressing more understanding had partners (targets) who felt more understood, which, in turn, predicted more positive interaction outcomes.

B36

### SUPPORT FOR THE GOOD PREDICTS COPING WITH THE BAD: CAPITALIZATION NETWORKS AND ACUTE TRAUMA

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College freshmen (N=133) participating in a year-long study completed measurements at the start of the academic year and end of the fall, winter, and spring quarters. Participants experienced a community tragedy (a mass shooting) during the final weeks of the spring quarter. Twenty-nine participants completed measures prior to the traumatic event and 60 completed measures post-trauma for the final measurement. Although the sample sizes are limited, the event provided a natural experiment on reactions to acute trauma. Participants who completed measures post-trauma had elevated stress levels, controlling for stress at the previous measurement. Measures of the quality of participants' capitalization networks (but not their social support networks) from the start of the academic year through the end of winter quarter predicted stress levels post-trauma, controlling for stress at the previous measurement. The results hold when the model includes both capitalization networks and social support networks.

B37

### WHY (AND WHEN) STRAIGHT WOMEN TRUST GAY MEN

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These two independent studies provide the first empirical evidence that (1) straight women place elevated trust in gay men's mating-related advice, (2) straight women do not place elevated trust in gay men's advice in domains unrelated to mating, and (3) increased mating competition amplifies straight women's differential trust in gay men. Study 1 supported the hypothesis that the absence of ulterior mating motivations in gay-straight relationship dyads drives women's greater trust in gay men; women placed greater trust in gay men's mating advice relative to the same advice from heterosexual individuals, but this effect was limited specifically to mating-related advice. In Study 2, priming women with mating competition enhanced their trust in gay men; as mating competition increased, women placed even greater priority on gay men's advice. These findings document previously unknown psychological phenomena, and provide the first evidence of important contextual influences on the psychology of gay-straight relationships.

B38

### (MIS)MATCHING IN PHYSICAL ATTRACTIVENESS AND WOMEN'S RESISTANCE TO MATE GUARDING

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Women (N = 1069) responded to an online survey about romantic relationships. Thirty four percent were single, 50.3% were dating, 12.2% were engaged or married. The average length of relationship was more than two years. The women self-reported their own as well as their partners' physical attractiveness, revealing significant matching in physical attractiveness. The women also completed the Resistance to Mate Guarding Scale as well as other measures of their relationship attitudes and behaviors. Women who perceived

themselves as more attractive than their mates, more strongly resisted mate guarding across all subscales; the strongest relationships were with the subscales of covert resistance behaviors, resisting public displays of affection, and avoiding partner contact. As women perceived themselves as more attractive than their mates, they also reported less commitment, more appealing dating alternatives, more flirting with other men, and more frequent thoughts about breaking up.

B40

### THE EFFECTS OF MATE VALUE ON MINIMUM MATE REQUIREMENTS

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Mate value reflects one's desirability as a mate, and correlational research suggests mate value affects mating strategies: High mate value women hold higher ideal partner standards; high mate value men exhibit increased mating effort and decreased parental investment. Our research examined the causal effects of mate value on minimum mate selection requirements by telling participants they had high general, long-term, or short-term mate value, or friend value (control), and measuring the minimum percentile they found acceptable in a romantic partner on various mate traits. Increasing short-term mate value increased mate requirements for attractiveness, wealth, sexual skills, health, monogamy/faithfulness, and ambitiousness, relative to friend control; increasing long-term and general mate value only increased wealth requirements relative to control. This research demonstrates the causal effects of mate value on mating affordances, largely specific to short-term mate value. We explore the importance of short-term over long-term and general mate value for mating affordances.

B41

### THE ADAPTIVE RELATIONSHIP: HOW RELATIONSHIPS MAY FACILITATE KNOWLEDGE AND SKILL ACQUISITION

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Recent work has theorized that long-term relationships may promote "thriving", including the acquisition of knowledge and skills. From an evolutionary perspective, the acquisition of knowledge and skills, while not directly related to reproduction, may provide an indirect route to an increase in inclusive fitness via one's own survival. That is, the pair-bond may help romantic partners acquire knowledge and skills faster than if they had attempted to do so in the absence of a pair-bond which may increase survival likelihood for both partners and (indirectly) their offspring. Several studies, employing multiple methodologies, examined how partners and the strength of their pair-bond affected participants' perception of their own knowledge and skill acquisition as well as the actual acquisition of novel skills. Preliminary results indicate that perceived partner support may encourage participants to spend less time practicing new skills whereas partner ambivalence promotes more practice and proficiency at novel tasks.

## Culture

B42

### INFLUENCE OF CULTURE ON PREFERENCE FOR COMPUTER MEDIATED VS. FACE-TO-FACE LEARNING ENVIRONMENTS

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Computer mediated (CM) learning environments are becoming increasingly common at many educational levels, but such environments also seem particularly oriented to students from individualistic cultural backgrounds, with their emphasis on a solitary, convenient, and self-directed learning experience and lack of social interaction. We measured dispositional individualism in 40



University of Arizona undergraduates and randomly assigned participants to a simulated CM or Face-to-face (FtF) learning experience. Results indicate that people scoring high in individualism perceived more personal control and performed better on a knowledge test in the CM compared to the FtF condition. By contrast, those scoring low in individualism perceived more connection to the instructor and expressed a general preference for the FtF learning environment.

**B43**  
**THE ROLE OF AGENCY IN CULTURAL INFLUENCE: EXAMINING A THEORETICAL MEDIATION MODEL IN CHINESE.**

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<sup>1</sup>*New Mexico State University*

Researches in cultural psychology in the past decades implies the idea that agency mediates the relationship between culture and human minds both theoretically and empirically. However, lacking particular operationalization of agency causes the researches of the mediating process in this direction to stay on the theoretical level. Based on the assumption that agency mediates cultural influence, I propose a mediating model in which agency mediates the relationship between social-economic status/mobility and cultural consequences in terms of cognitive styles and self-construe. The results supported the theoretical model I proposed. Specifically, the mediation analysis showed that a. self-capacity belief partially mediates the relationship between Subjective School Status and internal control tendency/self-construe. b. independent agency partially mediates the relationship between mobility and internal control. c. the relationship between birthplace and attribution styles was mediated by family capacity belief marginally and partially. The unexpected results during the study were also discussed.

**B44**  
**I ALREADY BELONG: IMMIGRANT-ORIGIN COLLEGE STUDENTS' FAMILY BELONGING, INSTITUTIONAL SOCIAL BELONGING, AND COLLEGE PERSISTENCE**

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<sup>1</sup>*University of Nebraska at Omaha*

Immigrant populations are increasing in the U.S. and are currently underrepresented at U.S. universities. The purpose of my research is to examine how collectivistic, immigrant-origin students and individualistic, U.S.-origin students may respond differently to university strategies to establish institutional social belonging in order to facilitate institutional persistence. I propose a model that adds an alternate path for immigrant-origin students to Tinto's Model of College Persistence, bypassing institutional social belonging and capitalizing on existing bonds with family. Immigrant-origin students' existing bonds with family, which meet their human need for belonging, may facilitate their institutional academic belonging and college persistence. In contrast, U.S.-origin students' persistence may be facilitated by new connections at the university, as opposed to existing family connections. Two-hundred-and-twelve college freshman of immigrant and U.S.-origins participated in this correlational study, which tested the relationship between culture of origin, institutional academic belonging, institutional social belonging, and family of origin belonging.

**B45**  
**DOES POSITIVE EVALUATION BY FRIENDS BENEFIT THE RELATIONSHIP?: A CROSS-CULTURAL EXAMINATION OF SELF-IMAGE AND FRIENDSHIP**

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The present study examined whether the discrepancy between how people evaluate themselves (SE) and how their friends evaluate them (FE) affect their friendship cross-culturally. The SE-FE discrepancy was found to be larger for Japanese than for British.

After receiving a false feedback (i.e., High Agreement = FE and SE match well; Negative Low Agreement = FE is poorer than SE; Positive Low Agreement = FE is better than SE), both Japanese and British reported stronger positive emotion, as well as higher preference and closer feeling towards their friends in the HA condition than in the NLA condition. In the PLA condition, however, British responses were as positive as those in the HA condition whereas Japanese responses were as negative as in the NLA condition, suggesting that, while Japanese often evaluate their friends much more positively than they do for themselves, such high evaluation may hinder their friendship.

**B46**  
**DOES INDIVIDUALISM DAMAGE INTERPERSONAL RELATIONSHIPS AND SUBJECTIVE WELL-BEING IN JAPAN?: LONGITUDINAL EXAMINATION FOR A CAUSAL LINK**

Yuji Ogihara<sup>1</sup>, Yukiko Uchida<sup>1</sup>, Takashi Kusumi<sup>1</sup>

<sup>1</sup>*Kyoto University*

We examined whether individualism decreases close relationships and Subjective Well-Being in Japan. Japanese culture has become more individualistic, but people might not have the appropriate psychological and behavioral tendencies needed for individualism, because Japan has not been historically individualistic. In individualistic cultures, people are independent of others, but actively construct close relationships. Individualistic people in Japan could be independent, but might lose close relationships, which makes them experience lower SWB. Japanese undergraduates reported individualistic orientation, number of close relationships and frequency of feeling negative affect two times, two months apart. We found that individualistic orientation was associated with fewer close relationships and more negative affect both at time1 and time2. More importantly, individualistic orientation at time1 decreased the number of close relationships and increased negative affect at time2 when we controlled the effect of time1. Our findings suggested that individualism has negative effects on interpersonal relationships and SWB in Japan.

**B47**  
**"YOU LOOK BLOATED TODAY!": CULTURAL DIFFERENCES IN THE RECEPTION OF NEGATIVE AND POSITIVE FEEDBACK IN FRIENDSHIP INTERACTIONS**

Jeong Min Lee<sup>1</sup>, Beth Morling<sup>1</sup>

<sup>1</sup>*University of Delaware*

Individuals follow cultural blueprints that guide their interactions and experiences within cultural contexts. We investigated one such practice—the reception of negative and positive feedback from friends. Related to cultural differences in self improvement motivations, we predicted that East Asians would be more likely to give and be accepting of negative comments than European Americans, and these comments would be given in the context of relational intimacy and closeness. Although European Americans and East Asians both disliked negative comments, East Asians felt less offended and rejected by negative comments. They also felt more accepted and closer to their friend, thought that their friends had good intentions, and wanted to improve themselves, compared to Americans. East Asians also felt improvement motivations after receiving positive comments from friends, compared to Americans. These results suggest that cultural contexts may foster the development of different schemas/ practices involving friendship interactions.

**B48**  
**RELATIONAL MOBILITY AND CULTURAL BELIEFS PREDICT USING INDIRECT REQUESTS FOR SOCIAL SUPPORT**

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<sup>1</sup>*Hiroshima University*

Does relational mobility affect the use of indirect requests for social support? This question was investigated by conducting a web

survey. Participants (N = 169) responded to the following scales: Frequency of Using Direct and Indirect Request Scale, Relational Mobility Scale, and Cultural Beliefs Scale, that assessed independence, harmony seeking, and rejection avoidance. Multi-level modeling with data nested regions indicated that relational mobility affected the frequency of using indirect requests at regional and individual levels, which was not the case with direct requests. Moreover, the cultural belief of rejection avoidance was the only mediator of the effect of relational mobility on indirect requests at the regional level. These results indicate that people in regions with low relational mobility had a tendency to use indirect requests, not for seeking harmony, but for avoiding rejection by others.

B49

#### MAINTAINING RELATIONSHIPS WITH IN-LAWS AND MARITAL SUCCESS: A CROSS-CULTURAL EXAMINATION

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<sup>1</sup>Iowa State University, <sup>2</sup>Hong Kong Polytechnic University

Research on in-laws relationships receives little attention in the relationship literature. Although results from these limited studies show that conflict with in-laws has a negative effect on marital quality, we predict that maintaining positive relationships with in-laws plays a more important role in Asian than Western marriages. Asian married couples are expected to stay close to their extended families after marriage, and to develop harmonious relationships with in-laws. Using cross-cultural data from the World Values Survey, we found that people from collectivistic cultures rated living apart from in-laws as less important to marital success than people from individualistic cultures. In another study among married couples in Hong Kong and the US, behaving more positively towards in-laws would make partner feeling happier in the marriage, and this association was stronger among Chinese than American couples. The current research contributes to the scarce literature on in-laws relationships by taking a cultural perspective.

B50

#### CULTURALLY DIVERGENT CONSEQUENCES OF SAYING THANKS IN CLOSE RELATIONSHIPS

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<sup>1</sup>Queen's University, <sup>2</sup>Huazhong Normal University, <sup>3</sup>Wuhan University

We conducted two studies to investigate the culturally divergent consequences of saying thanks in close relationships. After reading a scenario that they helped either a close friend or a classmate who then said thanks to them, Chinese reported a higher level of negative feelings (e.g., offended or annoyed) than European Canadians after receiving thanks from a close friend whereas no cultural differences in negative feelings were found after receiving thanks from a classmate (Study 1). Similarly, compared to European Canadians, Chinese participants predicted that their own mom would experience a higher level of negative feelings after receiving thanks from them for a delicious dinner during a holiday reunion, whereas the cultural difference was attenuated for anticipated negative feelings among one's childhood friend's mom after receiving thanks from them (Study 2). Implications of the current research for cultural differences in expression of gratitude and maintenance of close relationships will be discussed.

B51

#### KOREAN USE OF PRONOUNS AND ITS IMPACT ON PSYCHOLOGICAL CLOSENESS

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<sup>1</sup>Korea University

This study investigated interpersonal functions of possessive pronouns in Korea. Previous studies demonstrated that usage of plural pronouns (we/our) would bring out the perception of interpersonal closeness within a dyad than that of singular ones (I/my). Given with Korean cultural uniqueness that plural pronouns

are used too broadly to carry specific meaning but singular ones are less often used to mean strong ownership, possessive pronouns were hypothesized to play different roles in Korea. 54 participants evaluated two versions of a fictional personal statement about family relationship using exclusively either plural pronouns (e.g., our family) or singular ones (e.g., my family) and then evaluate the relationship. The results revealed that participants perceived the family relationship more closeness in plural (vs. singular) condition. Also, participants perceived the writer of the statement more separated from the family in plural (vs. singular) condition. Universality and cultural uniqueness in language and relationship were discussed.

B52

#### SOCIAL CLASS AND IN-GROUP LOYALTY

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Social class is a form of culture, influencing how people understand and behave in their relationships. We hypothesized that social class shapes loyalty in relationships. We found that people in working-class contexts were more likely than their middle-class counterparts to see themselves as interdependent with close others and to construe remaining loyal to these interdependent relationships as a moral imperative. Further, when asked to allocate money to others in need, working-class participants were more likely to favor in-group members than middle-class participants, who were more likely to equally allocate their resources. In turn, this working-class bias for in-group members was predicted by their moral beliefs about loyalty. Overall our results suggest that loyalty to in-group members is a salient feature of behavior for those in working-class contexts. These results have implications for how we understand conflicts in cross-class interactions.

B53

#### THE SALIENCE AND SEVERITY OF RELATIONSHIP PROBLEMS AMONG LOW-INCOME LATINO, WHITE, AND BLACK COUPLES

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Developing relationship education programs responsive to the needs of low-income couples requires understanding the challenges those couples perceive in their own relationships. We assessed the salience and severity of relationship problems among low-income couples by asking 862 Black, White, and Latino newlywed spouses (N=431 couples) living in low-income neighborhoods to (a) free-list their three biggest sources of disagreement in the marriage and (b) rate the severity of the problems appearing on a standard relationship problem inventory. Analyses reveal that when low-income husbands and wives were asked to list the three biggest sources of disagreement in their relationship, disagreements about aspects of life outside of their relationship (e.g., children, work) were listed more frequently and more readily than relational problems like communication or moodiness. These results suggest that relationship education programs focusing solely on relationship skills may not be well-tailored to the problems most prevalent in the lives of low-income couples.

B54

#### FAMILY DISAPPROVAL OF INTERCULTURAL ROMANTIC RELATIONSHIPS

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Intergroup romantic relationships occur in contexts that include the family. When parents are sources of family disapproval, conflict may ensue. This study examined (a) parent disapproval of intercultural relationships and (b) parent-child conflict and conflict resolution over intercultural dating. Undergraduates (N=628)

completed measures of attitudes and experiences with intercultural relationships, and reported on their parents' attitudes. Results indicated that parents disapproved of intercultural relationships more than same-culture relationships ( $p=.01$ ) and conflict occurred 21.7% of the time. Conflict was more likely to remain unresolved for daughters than sons (39.5% versus 10.3%). Among women, relationship quality with parents was associated with lower frequency of conflict about intercultural relationships. Findings differed by cultural group and immigration status: participants of Asian heritage and more recent immigrants reported the highest parent disapproval of intergroup relationships and more frequent conflict with parents. Findings highlight the importance of examining intergroup romantic relationships within their relevant social contexts.

**B55**  
**FAMILISM IS ASSOCIATED WITH PERCEIVED SOCIAL SUPPORT AND SOCIAL NETWORK SIZE: RESULTS FROM THE HISPANIC COMMUNITY HEALTH STUDY/STUDY OF LATINOS (HCHS/SOL) SOCIOCULTURAL ANCILLARY STUDY**

Emily D. Hooker<sup>1</sup>, Belinda Campos<sup>1</sup>, Patricia Gonzalez<sup>2</sup>, Rebeca Espinoza Giacinto<sup>2</sup>, Fiorella B. Castillo<sup>3</sup>, Karin A. Garcia<sup>4</sup>, Frank J. Penedo<sup>5</sup>, Rocio I. Pereira<sup>6</sup>, Lisa A. P. Sanchez-Johnsen<sup>7</sup>, Yanping Teng<sup>8</sup>, Linda Gallo<sup>2</sup>

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The cultural determinants of social support have implications for understanding relationship processes and health. Familism is a cultural value that emphasizes warm, close, and supportive family relationships but also that family be prioritized before self. This study examined the associations of three facets of familism with (a) perceived social support and (b) social network size in a diverse community sample of U.S. Hispanics/Latinos. Participants from the Sociocultural Ancillary Study of HCHS/SOL ( $N=5,313$ ; 55% male, 18-74 years at screening) self-reported familism, perceived social support, social network size, and demographic characteristics. After accounting for demographic characteristics, valuing family obligations and family support was associated with higher perceived social support ( $\beta=.260$ ,  $p<.001$ ;  $\beta=.443$ ,  $p<.001$ , respectively) and larger social networks ( $\beta=.071$ ,  $p<.001$ ;  $\beta=.076$ ,  $p<.001$ , respectively). Family involvement in decision-making was associated with lower perceived support ( $\beta=-.115$ ,  $p=.002$ ) and larger social networks ( $\beta=.024$ ,  $p=.029$ ). The multifaceted role of familism in social relationships is discussed.

**B56**  
**MULTICULTURALISM AND CULTURAL IDENTIFICATION OF A DOMINANT ETHNIC GROUP: A CROSS-CULTURAL ANALYSIS**

Takeshi Hamamura<sup>1</sup>  
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Multiculturalism as an approach for managing cultural diversity encourages acceptance and respect towards all cultural groups. However, research indicates that individuals' agreement with multiculturalism tends to occur at the cost of weakened identification with own culture among members of a dominant ethnic group. This research examined this issue cross-culturally. Based on the past research indicating that cultures differ on how social identity is represented, this research predicted and confirmed that multiculturalism implicates cultural identification differently across cultures as a function of salient focus in construing social identity--the association was negative in Western societies where categorical representation of identity is prevalent whereas the association was positive in East Asian societies where relational representation of identity is prevalent.

**B57**  
**EXPLORING THE RELATIONSHIP BETWEEN MULTICULTURAL EXPOSURE AND CREATIVITY ENHANCEMENT**

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Recent evidence indicates that multicultural exposure enhances creativity (Leung & Chiu, 2008; Leung & Chiu, 2010; Leung, Maddux, Galinsky, & Chiu, 2008). The present study investigates several mechanisms that are linked to this relationship: cultural tightness and looseness, perspective-taking ability, and social and personal identity. Participants were recruited from the United States of America and India to participate in two studies where they were exposed to cultural heterogeneity and homogeneity via a slideshow. Results from Study 1 indicate the presence of a three-way interaction between slideshow stimuli diversity, cultural tightness-looseness, and perspective-taking ability such that the enhancement effect is bolstered by perspective-taking ability in culturally loose populations. Study 2 indicated that sources of social and personal identity (e.g. family, ethnicity, skin tone) contribute further to the creativity enhancement effect beyond the findings in Study 1. Therefore, cultural and personal differences should be considered when expanding upon the multicultural exposure literature.

**B58**  
**INDEPENDENT AND INTERDEPENDENT SELF CONSTRUALS MANIFEST DIFFERENTLY ACROSS TWO CULTURES: THE UNITED STATES AND ROMANIA**

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The majority of research in psychology has been conducted with W.E.I.R.D participants (Henrich, et al., 2010). Cultural approaches have revealed considerable differences in even basic cognitive and affective processes. One of the goals of the present research was to expand the database to a part of the world that has received less attention. We looked to see if independent and interdependent self construals manifests in the same way in the USA and Romania. 458 students participated. In the USA, independence is positively correlated with expressive behaviors. This may mean, that in the USA, independence means the freedom for self-expression. Interdependence is positively correlated with social control. In the US, interdependence may mean relational choice to maintain numerous and positive relationships and less secondary control. In Romania, independence is negatively correlated with self-control and positively correlated with emotional suppression. In Romania, independence may mean stoic reservedness and less self-control.

**B60**  
**HOW YOUR HEART BEATS PREDICTS HOW YOU WILL ACCULTURATE**

Marina Michele Doucerain<sup>1</sup>, Catherine Amiot<sup>2</sup>, Sonya Deschênes<sup>1</sup>, Jean-Philippe Gouin<sup>1</sup>, Andrew G. Ryder<sup>1</sup>  
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Immigrants' attitudes toward their cultural groups lie at the core of acculturation research, yet little is known about (1) how these attitudes change over time, and (2) what are their antecedents. Given the inherently social nature of the phenomenon, we propose that examining acculturation as a process and within a social functioning perspective contributes to addressing these shortcomings. To that end, we conducted two longitudinal studies (total  $N=338$ ) to examine how acculturation orientations change over time and to investigate the role of high frequency heart rate variability (HRV), a well-known physiological marker of healthy social functioning, in prospectively predicting these change patterns. We found that acculturation orientations follow different change trajectories and that higher baseline HRV predicted greater increases in acculturation to the mainstream group. These findings

underscore the need to go beyond cross-sectional research on attitudes and to envision acculturation as a social and embodied change process.

**B62**  
**CULTURAL DIFFERENCES IN THE SOCIO-EMOTIONAL MEANING OF SUICIDE**

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The present research explores cultural differences in the socio-emotional meaning of suicide. In Study 1 (n = 162), participants read a scenario in which a target contemplates suicide in response to a controllable (e.g., loses family after affair) or uncontrollable (e.g., incurable disease) tragedy. Under controllable conditions, participants from honor states expected greater suicide ideation if the character experienced shame versus guilt. Although non-significant, the opposite trend occurred for participants from dignity states. In Study 2 (n = 387), participants rated their understanding for a target committing suicide. Results indicated that younger females and older males from dignity states were more understanding of suicide in response to guilt versus shame. Findings support that socially-oriented cultures (i.e., honor states) conceptualize suicide as a response to socially derived emotions (i.e., shame) whereas individual-focused cultures (i.e., dignity states) conceptualize suicide as a response to personally derived emotions (i.e., guilt). Implications will be discussed.

**B63**  
**PREFERENCES FOR EMOTIONAL EXPERIENCES ACROSS CULTURES DEPENDS ON THE SITUATION**

Anca M. Barsan-Cayro<sup>1</sup>, Brooke Wilken<sup>1</sup>

<sup>1</sup>Ball State University

While East Asians typically report experiencing more mixed positive and negative emotions than Americans in success but not failure situations, in general, Westerners report more positive (and less negative) emotions than East Asians. However, do preferences for emotional experiences differ across cultures, and does it depend on the situation? In Study 1, through explicit self-report ratings, we investigated if preferences for hedonic (i.e., more positive than negative) and balanced (i.e., equally positive and negative) emotional experiences differ between Americans and Hong Kong Chinese (n = 274). Using general prompts that enabled participants to situate themselves in success and failure scenarios, we demonstrated that success, but not failure situations generate significant cultural differences in preferences for both hedonic and balanced emotional experiences. This is the first study to show that preferences for emotional experiences are both culture- and situation-dependent, and that they mirror findings of cultural differences in actual emotional experiences. (150)

**B64**  
**CULTURAL DIFFERENCES IN PREFERENCES FOR EMOTIONAL EXPERIENCES ARE MODERATED BY SUBJECT**

Jessica L. Collins<sup>1</sup>, Brooke Wilken<sup>1</sup>

<sup>1</sup>Ball State University

Generally, East Asians report experiencing more mixed positive and negative emotions in success situations than do Americans. However, to date, no one has examined whether preferences for such emotional experiences differ across cultures, or if subject (i.e., the individual having the preferences) or target (i.e., the individual targeted by those preferences) can influence any preference differences. In Study 1, we presented 30 American and 40 Hong Kong Chinese participants with standardized scenarios in which the self, an ingroup member, or an outgroup member was the subject and/or target, and assessed preferences for both hedonic (i.e., positive more than negative) and balanced (i.e., equally positive and negative) emotional experiences. Results showed that subject (but not target) moderated cultural differences in emotional preferences.

These findings illustrate the importance of considering both culture and subject in examinations of emotional preferences and may have implications for preferences during cross-cultural interactions in emotional situations. (149)

**B65**  
**ANTICIPATION OF FUTURE TASK MODERATES CULTURAL DIFFERENCES IN REGULATION OF POSITIVE EMOTION**

Xiaoming Ma<sup>1</sup>, Yuri Miyamoto<sup>1</sup>

<sup>1</sup>University of Wisconsin-Madison

Americans tend to savor positive emotions more than Asians do (Miyamoto & Ma, 2011). However, even Americans sometimes dampen positive emotions (or increase negative emotions) to prepare for an upcoming task (e.g. Tamir, Chiu & Gross, 2007). We thus hypothesized that the nature of upcoming task should moderate cultural differences in emotion regulation. Specifically, Americans should be especially likely to savor their positive emotions more than Asians do when anticipating a future task that they believe positive emotions are beneficial for (i.e. Exam). Seventy-one Asian and seventy-two American participants were first induced to feel positive emotions by receiving bogus success feedback. They were then informed of an upcoming task (Exam, Social interaction, or Neutral) and their subsequent emotion regulation strategies were measured. As predicted, cultural difference in emotion regulation was largest when participants were anticipating an exam, smaller when anticipating a neutral task, and non-existent when anticipating a social interaction.

**B66**  
**AMERICANS (VS. KOREANS) GIVE MORE TO EXCITED RECEIVERS: IDEAL AFFECT DRIVES DONATIONS IN THE DICTATOR GAME**

BoKyung Park<sup>1</sup>, Jeanne L. Tsai<sup>1</sup>, Brian Knutson<sup>1</sup>

<sup>1</sup>Stanford University

How does culture influence giving? We predicted givers' cultural values and receivers' affective expressions would jointly determine giving. Specifically, givers should favor receivers whose expressed affect matches culturally valued affective states. We tested these predictions by pairing givers from two cultural groups with receivers who showed excited or calm smiles in the context of a dictator game. As expected, European Americans, who value excitement, gave more money to excited receivers, whereas Koreans, who value calmness, gave more money to calm receivers. Individuals' affective ideal and evaluation about the receivers serially mediated this cultural difference. People who valued excitement (vs. calmness) evaluated excited (vs. calm) receivers more favorably, and gave more money to excited (vs. calm) receivers. These findings suggest people decide to give to others based on a match between their affective ideal and receivers' expressed affect. The findings have implications for understanding psychological mechanisms driving cultural variations in giving.

**B67**  
**THE ROLE OF CULTURE IN PEOPLE'S RESPONSES TO ACCIDENTAL TRAGEDIES**

Sieun An<sup>1</sup>, Li-Jun Ji<sup>1</sup>

<sup>1</sup>Queen's University

Recently, a tragic ferry accident occurred in South Korea. Distaught, Koreans responded with anger, but also expressed shame and self-blame as a nation and claimed responsibility as a whole. This is different from how Westerners typically respond to similar accidental tragedies as a nation. The goal of the current project is to understand people's reaction towards such tragedies, and to determine how cultural imprints play a role in our responses towards them. Koreans and Canadians read about two real-life tragedies happening in Korea and Canada respectively. In response to each tragedy, participants reported their feelings of shame, guilt, blame, anger, and. As expected, Koreans blamed themselves more

than Canadians did for the tragedy that had happened in their own country. In addition, Koreans felt more shame than guilt, and more collective responsibility than personal responsibility about the tragedies.

**B68**  
**THE PSYCHOLOGY OF INSECT EATING**

Matthew Ruby<sup>1</sup>, Paul Rozin<sup>1</sup>, Christen Chan<sup>1</sup>  
<sup>1</sup>*University of Pennsylvania*

Many insects are non-toxic and highly nutritious, and compared to conventional 'livestock', far more environmentally sustainable (e.g., less energy, water, and land use; less pollution). Insect consumption may be one of the best solutions to the world food insecurity problem, and as such, the FAO (2009) has recommended that people start consuming more of them. Across two survey studies (USA:455; India:432), we find a small group that completely accepts or rejects the idea, and an ambivalent majority. People are most amenable to eating ants and grasshoppers, ideally as flour mixed into a favored food. Female and Indian participants are significantly less willing to eat insects. Other significant predictors include beliefs about the risks of eating insects, sensation seeking, food neophobia, and disgust sensitivity. Disgust seems to be the predominant reason for insect rejection. Beliefs about the morality of killing insects, however, are poor predictors.

**B69**  
**SOCIOECOLOGICAL APPROACH TO OTHER- AND SELF-FOCUSED TYPE OF SOCIAL ANXIETY: CROSS-NATIONAL STUDY BETWEEN JAPAN AND CANADA**

Kosuke Sato<sup>1</sup>  
<sup>1</sup>*Nagoya University*

Previous research has shown that people living in low relational mobility societies or regions express stronger other-focused type of social anxiety than those in high relational mobility societies or regions. Since there are few opportunities to form new relationships in low relational mobility societies, there are no alternatives to be friend with if one has been excluded from the current relationships or groups. Thus, having higher (not excessive level) other-focused type of social anxiety should be adaptive there because it leads to avoid costly exclusions from the current relationships. In this study, I further test the validity of this theory with cross-national survey between Japan and Canada. The complete replication was obtained even I controlled self-focused type of social anxiety (i.e., performance anxiety) and thus the strong support for the validity of this theory has confirmed. This research has demonstrated the importance of taking consideration in socio-ecological factors, such relational mobility, for social anxiety.

**B70**  
**PUTTING YOUR BEST FACE FORWARD: VARIATIONS IN EXPRESSIVITY ACROSS COLLECTIVISTIC CULTURES**

Stephanie Chen<sup>1</sup>, Richard Nisbett<sup>1</sup>  
<sup>1</sup>*University of Michigan*

Research suggesting that collectivists (COL) are more emotionally subdued than individualists (IND) generally compares East Asians to Caucasian North Americans. We demonstrate across 4 studies that while social context is valued by COL (studies 1-2), they do not necessarily subdue overall emotional expression in order to achieve social harmony (studies 3-4). In study 1, we compared American (IND), Brazilian (COL), and Chinese (COL) magazine images. Brazilian and Chinese magazines include more context (background) than American magazines. Study 2 revealed that Chinese and Brazilian emotion judgments are more influenced by emotions of background figures relative to American judgments. Studies 3 and 4 compared photographs from magazines and social networking profiles in the United States, Brazil, and China to consistently show that Brazilians and Americans are more emotionally expressive than Chinese. Thus, East Asians and Latins

both value social context, yet their collectivistic social goals may be achieved through very different expressive means.

**B71**  
**ATTITUDES TOWARD HAPPINESS AROUND THE WORLD**

Liudmila Titova<sup>1</sup>, Acacia Parks<sup>1</sup>  
<sup>1</sup>*Hiram College*

The pursuit of happiness seems to be a universal goal around the world. In this study, the subjective value of happiness and well-being is investigated from a cross-cultural perspective. The participants (N=1795) were recruited and participated in the study through Amazon's Mechanical Turk, and represented 64 countries with majority of participants coming from the United States and India. Valuation of happiness was measured on a scale proposed by Mauss and colleagues (2011) in previous research. Participants from Western countries, who showed high attitudes toward happiness reported increased levels of depression, but also higher levels of subjective happiness. No relationship with life satisfaction was found. In non-Western countries, valuing happiness highly was positively correlated with higher life satisfaction and emotional happiness, but there was no connection with depression. This indicates that previous findings on the paradoxical effects of valuing happiness on reducing well-being may be present only in Western cultures.

**B72**  
**NAVIGATING TWO WORLDS: HOW CULTURAL CUES SHAPE BICULTURALS' EMOTIONAL BEHAVIORS**

Yun Lucy Zhang<sup>1</sup>, Jeanne Tsai<sup>1</sup>, Grace Boorstein<sup>1</sup>  
<sup>1</sup>*Stanford University*

Research suggests that bicultural Asian Americans "switch" their ways of thinking depending on whether they are in an American vs. East Asian context. Can they also "switch" their ways of feeling? Two studies examined how European American, Asian American, and Hong Kong Chinese participants described themselves in applications for American vs. Chinese internships. Based on previous findings, we predicted that Asian Americans would use more positive and fewer negative words in response to American (vs. Chinese) internships, whereas across internships, European Americans would use more positive and fewer negative words, and Hong Kong Chinese would use fewer positive and more negative words. Our findings supported predictions for Asian Americans and European Americans. Contrary to our prediction, Hong Kong Chinese resembled Asian Americans in their emotional word use. These findings suggest that both Asian Americans and Hong Kong Chinese are able to "switch" their ways of feeling, depending on the cultural demands of the situation.

**B73**  
**EMOTIONS IN THE WORLD: CULTURAL VARIATIONS IN CHILDREN'S HABITATS REFLECT PARENTAL IDEAL AFFECT**

Mary Kinsky<sup>1</sup>, Rie Toriyama<sup>2</sup>, Yulia E. Chentsova<sup>1</sup>  
<sup>1</sup>*Georgetown University*, <sup>2</sup>*University of Tokyo*

What emotions are conveyed by children's habitats (e.g., bedrooms) in different cultural contexts? Prior research shows that individuals in the United States and East Asia hold different beliefs about ideal emotions, with the former placing more value on high arousal positive (HAP) emotions and less value on low arousal positive (LAP) emotions than the latter. The present study examined whether these ideas may be reflected in children's habitats. We compared parents (N=56) of preschool children in the United States and Japan. Parents created virtual bedrooms for their children. Trained raters blind to parent's culture coded affect conveyed by these rooms. Rooms created by US parents were rated as busier, higher in HAP, and lower in LAP than rooms created by Japanese parents. These findings illustrate that cultural models of ideal emotions may influence common environments, in turn shaping children's perceptions of ideal emotions.

B74

**CULTURAL DIFFERENCES IN REPORTS OF SOMATIC SENSATIONS IN RESPONSE TO A SAD FILM CLIP**Yulia E. Chentsova<sup>1</sup>, Andrew Ryder<sup>2</sup><sup>1</sup>Georgetown University, <sup>2</sup>Concordia University

East Asian cultural contexts are more likely than North American ones to foster reports of somatic symptoms of depression. Do these differences extend to non-clinical populations? The current study examined responses of unselected samples of European American and Chinese American women to a sad film clip. Participants completed self-report measures of low arousal negative emotions, somatic sensations, and tearfulness. Physiological reactivity and facial behavior were measured. The Chinese Americans reported more intense somatic sensations and more tearfulness than did European Americans. These differences emerged against the background of similarities in reports of emotions and physiological reactivity. These findings suggest that the tendency to emphasize somatic changes is evident among non-selected Chinese, with no evidence that somatic reports mask sadness in either group. This study serves as the first step in linking culture and mental health findings to basic emotion research to investigate how cultural context shapes emotional reactivity.

B75

**DISTRESS COMMUNICATION IN CULTURAL CONTEXT: EXAMINATION OF KOREANS AND AMERICANS**Eunsoo Choi<sup>1</sup>, Yulia E Chentsova-Dutton<sup>1</sup><sup>1</sup>Georgetown University

Previous research has documented that Asians tend to somatize negative emotional experiences to a greater degree than Westerners. It is posited that somatization may be a more functional communication strategy in Korean than American context. We examined how Americans and Koreans communicate and respond to distress by analyzing use of and response to somatic words used in narratives. In Study 1, we found that Koreans used more somatic words to communicate distress than Americans. Among Koreans, but not Americans, use of somatic words predicted increases in perceived disclosure quality and expectations of positive reactions (e.g., empathy) from others. In study 2, we found that when presented with distress narratives, Koreans (but not Americans) showed more sympathy to narratives using somatic words than to narratives using emotional words. These findings suggest that cultural differences in use of somatization may reflect differential effectiveness of somatization in communicating distress across cultural contexts.

B76

**CULTURAL AND INDIVIDUAL DIFFERENCES IN THE CONTRIBUTIONS OF SOMATOSENSORY NEURAL ACTIVITY TO SOCIAL-EMOTIONAL FEELINGS**Mary Helen Immordino-Yang<sup>1</sup>, Xiaofei Yang<sup>1</sup><sup>1</sup>University of Southern California

Somatosensory mapping of emotion-related body states in the brain is thought to undergird emotional experience (feelings). Given substantial cultural and individual variability in psychological embodiment of feelings, we conducted three studies correlating real-time social-emotional feelings with somatosensory neural activations, and relating correlations to real-world social-emotional measures. Among American young adults, individual differences in affective relative to cognitive language use when describing feelings in a private interview predicted somatosensory neural activations during an emotion induction neuroimaging task. In a cross-cultural neuroimaging study, feeling strength was more associated with activation in autonomic modulatory cortex in Chinese but with visceral somatosensory cortex in Americans. Among second-generation East-Asian and Latino American adolescents, quality of family relationships predicted the acquisition of culture-specific patterns of correlation between somatosensory neural activations

and feelings. Together the results suggest that the body's role in conscious emotional experience varies systematically across people and cultural groups, and is developmentally influenced.

B77

**ACCULTURATION OF IDEAL AFFECT IN ASIAN-AMERICANS**Clint McKenna<sup>1</sup>, Christina Cendejas<sup>1</sup>, Bijal Lal<sup>1</sup>, Kate A. Leger<sup>1</sup>, Amanda M. Acevedo<sup>1</sup>, Sarah D. Pressman<sup>1</sup><sup>1</sup>University of California at Irvine

Ideal affect (IA) is the emotional state that one would like to feel. Previous literature has suggested that East Asians value Low-Arousal Positive (LAP), while European-Americans value High-Arousal Positive (HAP). It has also shown that East Asians are less bothered by negative emotions as compared to European-Americans. We hypothesized that 1st generation Asian-Americans would value LAP more than their 2nd generation counterparts, who will value more HAP due to American cultural influences, and that 1st generation Asian-Americans would have higher valuation levels for negative emotions. Results revealed that 1st generation Asian-Americans (N=31) reported significantly lower scores on all arousal levels of positive IA on the Affect Valuation Index, and significantly higher scores on all arousal levels of negative IA when compared to 2nd generation Asian-Americans (N=52). These findings indicate that for Asians, US acculturation has a broad influence on IA valence as opposed to specific arousal levels.

B78

**ASSESSING AN INITIATIVE TO IMPROVE THE INTERNATIONAL STUDENT HOUSING EXPERIENCE**Andrea J. Belgrade<sup>1</sup>, Moin Syed<sup>2</sup><sup>1</sup>University of South Dakota, <sup>2</sup>University of Minnesota

A new community group called Students Crossing Borders (SCB) was formed in a University of Minnesota residential hall to help international students adjust to university life. A longitudinal study spanning the academic year followed roughly half of the SCB first-year international students and compared them with a group of first-year international students living in the general university housing system. Students in SCB showed increases in a measure of social connectedness ( $p < .001$ ), while general housing students gained in measures of personal growth and self-acceptance ( $p < .001$ ). Why did each group lead to strong gains in one area and not the other? One explanation for these results is that their distinct living environments influenced their growth: SCB promotes a more interdependent self while general housing promotes an independent self. This difference in community structure was observed during the two years the first author served as the International Resources Coordinator.

B79

**IS INTERDEPENDENCE WEAK?: CULTURE SHAPES PERCEPTIONS OF ADJUSTMENT BEHAVIOR**Caitlin S Handron<sup>1</sup>, Hazel Rose Markus<sup>1</sup><sup>1</sup>Stanford University

Increasing globalization will necessarily require that nations and individuals become more flexible and cooperative. When led to construe themselves as interdependent, however, European Americans become weaker and less motivated. We suggest that a historically and culturally embedded idea in the US that equates independent action, but not interdependent action, with strength may be undermining US Americans' ability to adapt to new global constraints. Two studies provide initial support for this framework. European American men - a uniquely independent group - incorporated adjustment behaviors into their conceptualization of strength to a less extent than European American women (Study 1) and evaluated adjustment behaviors as weaker and more passive than European American women and South Asian men and women (Study 2). Promoting interdependence among independent groups might require first changing perceptions of adjustment behaviors.

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This work suggests that one route to do so might be to increase associations between those behaviors and strength.

**B80**  
**GENDER DIFFERENCES IN DEPRESSION AND RISKY BEHAVIOR IN MEXICAN-AMERICANS: THE ROLE OF SPANISH LANGUAGE PREFERENCE**

Jessica K. Perrotte<sup>1</sup>, Willie Hale<sup>1</sup>, Raymond Garza<sup>1</sup>

<sup>1</sup>University of Texas at San Antonio

Introduction: Male and female Latino/as consistently exhibit different levels of risky behavior (Schwartz et al., 2014; Weiss & Tillman, 2009). The present study examined depression and Spanish language preference as potential factors underlying the relationship between gender and risky behavior. Method: Mexican/Mexican-American participants (N = 696) completed a study assessing risky behaviors and psychological/cultural factors. Moderated mediation was used to test for conditional indirect effects. Results: Depression mediated 82% of the relationship between gender and risky behavior. The total, indirect, and direct effects were significant for individuals with high, but not low Spanish language preference. Males with higher levels of Spanish language preference had higher levels of depression and engaged in more risky behavior (e.g. risky sex, drugs, and alcohol use) within the prior 30 days. Conclusion: Spanish language preference seems to influence a significant portion of the relationship between gender, depression, and risky behavior, particularly among Mexican/Mexican-American males.

**B81**  
**DIALECTICAL MEDIA REPRESENTATIONS OF MASCULINITY AND FEMININITY IN MEN'S APPEARANCE: A CROSS-CULTURAL COMPARISON**

Sara N. Ortiz-Cubias<sup>1</sup>, May Ling Halim<sup>1</sup>, Fei-Yin Florrie Ng<sup>2</sup>, Keumjoo Kwak<sup>3</sup>

<sup>1</sup>California State University at Long Beach, <sup>2</sup>Chinese University of Hong Kong, <sup>3</sup>Seoul National University

East Asian compared to Western epistemologies emphasize dialectical thinking, where two seemingly opposing elements, such as masculinity and femininity, may co-exist. We examined whether dialecticism could be revealed in the gendered representations of men in East Asian versus American culture. We hypothesized that in East Asian cultures, men would be portrayed with both masculine and feminine elements, whereas in American culture, men would be portrayed with mainly masculine elements. To test these hypotheses, we coded the physical appearance and clothing of 200 images in magazines from America, Korea and Hong Kong. Confirming our hypotheses, East Asian, and especially Korean, magazines displayed men with greater femininity compared to the American magazines. No differences in masculinity were found. In addition, feminine and masculine elements were negatively correlated in men portrayed in American magazines, but showed no correlation in men portrayed in East Asian magazines.

**B82**  
**EMERGENCE OF COOPERATION, COLLECTIVISM, AND INGROUP FAVORITISM FROM COLLECTIVE THREATS IN A PUBLIC GOODS DILEMMA.**

Bobby K Cheon<sup>1</sup>, George I Christopoulos<sup>1</sup>, Ying-Yi Hong<sup>2</sup>

<sup>1</sup>Nanyang Technological University, <sup>2</sup>Nanyang Technological University / Beijing Normal University

The rise of cooperation within groups has been attributed to diverse mechanisms of internal regulation (e.g., punishment, reputation, monitoring). Here, we demonstrate that cooperation, as well as collectivistic values, may emerge independently of such internal regulation among minimal groups situated within threatening environments. Modifying a public goods dilemma, we devised a behavioral simulation of collective threats of varying magnitude (monetary loss) that could only be averted through sufficient cooperation. Across 3 studies (total n=276), we observed that

simulated threats posing greater potential for harm evoked more cooperation, ingroup identification/commitment, and intergroup biases against another group navigating the dilemma. Moreover, these collectivistic psychological tendencies were predictive of greater individual and group-level fitness (total resources preserved) under contexts of high, but not low, threat. These findings demonstrate the adaptive function of collectivism in hazardous or uncertain environments, and offer insights into the emergence and self-organization of cultural and intergroup norms within groups.

**B84**  
**RESIDENTIAL MOBILITY BOOSTS BRIBE GIVING**

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Bribe giving is a detrimental practice yet common in many societies. We argue that residential mobility could encourage the intention of bribe-giving. Research suggests that individuals face uncertainty after relocation which could be reduced through bribe-giving. We therefore hypothesize that individuals experiencing high residential mobility will focus on the instrumental values of bribes in achieving their goals, which in turn lead to more intention and actual behavior of bribe-giving compared to their low mobility counterparts. To test this hypothesis, we conducted three studies in China (total n=718), and tested if residential mobility (measured or manipulated) affected participants' intention to give bribes in hypothetical scenarios, and actual bribe-giving behavior in a behavioral game. The results supported our hypotheses. The findings suggest that the socio-ecological factor of residential mobility could encourage an instrumental view of bribe-giving, and motivate individuals to utilize it as a means to achieve goals.

**B85**  
**THANKS FOR NOTHING: HONOR IDEOLOGY PREDICTS INDIGNATION TOWARD DISLOYAL GROUP MEMBERS**

Kevin Green<sup>1</sup>, Ryan P. Brown<sup>1</sup>

<sup>1</sup>University of Oklahoma

An online study (N = 186) investigated the influence of honor ideology on levels of indignation toward, and satisfaction with punishment of, disloyal group members. Disloyalty was defined as either a lack of effort or an intentional choice that led to the impediment of a group goal. Culture of honor endorsement was evaluated using the Honor Concerns (HC) scale. Twenty vignettes, ranging from two to four sentences, depicted fictional characters failing to contribute to a collective effort. Findings revealed a significant (p < .001) association between honor ideology and satisfaction with punishments for disloyal group members, as well as a significant (p < .001) association with indignation toward disloyal group members. Indignation significantly mediated the effect of honor ideology on satisfaction with punishment (p < .001).

**B86**  
**INDIVIDUALISM-COLLECTIVISM AND GROUP CREATIVITY: THE JOINT IMPACT OF GROUP MEMBERS' VALUE ORIENTATION AND SELF-REPRESENTATION**

Ha-yeon Lee<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>

<sup>1</sup>Sungkyunkwan University

Previous research on the link between individualism-collectivism and group creativity suggests that collectivism hinders group creativity because of its emphasis on harmony and conformity, whereas individualism facilitates group creativity due to its emphasis on originality and uniqueness. We argue that this may be an oversimplification and propose instead that group creativity requires key components of both collectivism and individualism. Building on the notion that collectivistic values coupled with independent self-representation promotes work group functioning (Choi, 2014), we hypothesized that the combination of collectivistic

value orientation and independent self-construal promotes collective creativity. We conducted a laboratory experiment involving 67 triads of Korean college students who performed a creative production task. Group members' value orientation was manipulated via financial incentives, and we used a priming procedure to make salient either independent or interdependent self. Results were consistent with our hypothesis, and we discuss implications of our findings for research on work groups.

B87

### AN EXAMINATION OF CROSS-CULTURAL DIFFERENCES IN PSYCHOLOGICAL, BEHAVIORAL, AND PHYSIOLOGICAL RESPONSES TO PAIN

Jacquelyn L. Shader<sup>1</sup>, Alysha Chagany<sup>1</sup>, Ariana A. Castro<sup>1</sup>, Roberto Aceves<sup>1</sup>, John Ontiveros<sup>1</sup>, Amanda M. Acevedo<sup>1</sup>, Sarah D. Pressman<sup>1</sup>  
<sup>1</sup>University of California at Irvine

Pain sensitivity varies cross-culturally, for example, Hispanic populations have been shown to exhibit heightened sensitivity to experimental pain. Understanding these types of variations has important implications for treating pain and in discerning group differences in response to stress. This study examined culture-based differences in psychological, behavioral, and physiological responses to the painful cold pressor task in a diverse sample (N=168, 77.4% female, Mage=20.7, 23.4% Hispanic, 44.2% Asian, 17.8% Caucasian, 14.7% Other). Results revealed that Hispanic students were more likely to withdraw from pain early versus other groups. When examining self-reported pain, Hispanics and Asians both rated their pain higher than the rest of the sample. Self-reported differences did not translate into physiological reactivity (i.e., heart rate, heart rate variability and blood pressure) differences. This implies that cultural differences in pain sensitivity may be primarily perceptually based as opposed to physiologically based.

B88

### BICULTURALS' CONTEXT-SENSITIVITY PREDICTS IDENTIFICATION AND WELL-BEING

Alexandria L. West<sup>1</sup>, Joni Sasaki<sup>1</sup>  
<sup>1</sup>York University

Biculturals face the unique challenge of navigating two cultural worlds, but what cognitive processes enable them to do so, and how do these processes impact well-being? One such process may be context-sensitivity, as previous research shows that global (vs. local) processing relates to integration of cultural identities, and that biculturals' competency within their cultures is linked to well-being. These findings suggest that context-sensitivity may come with benefits for bicultural identity and well-being, and the current studies directly tested this hypothesis. Study 1 measured reaction times on a Flanker task that required inhibiting contextual information. Results revealed that greater context-sensitivity predicted stronger identification with both cultures. Study 2 used the Analysis-Holism Scale in addition to Flanker and found that greater context-sensitivity (for both self-report and reaction time measures) related to higher life satisfaction and better mental health. Taken together, these results implicate context-sensitivity as a central ability that may shape biculturals' experiences.

B89

### DAILY BEHAVIOR TRENDS AMONG COLLEGE STUDENTS ACROSS THE 19 COUNTRIES

Erica N. Baranski<sup>1</sup>, Esther Guillaume<sup>1</sup>, David Funder<sup>1</sup>  
<sup>1</sup>University of California at Riverside

Past research has identified clear cross-cultural behavioral trends such as consumer-activity (Green & Alden, 1988) and academic success (Snyder, 1994). The present study expands upon this research by evaluating the within and between country variation of a wide variety of daily behaviors. College students from 19 countries were asked to evaluate their behavior at 7:00 the previous night with the Riverside Behavioral Q-sort (RBQ). The RBQ is a

forced-choice measure that enables participants to rank-order 68 behavioral characteristics. Within-country analysis revealed South Korea as the least homogeneous with an inter-individual correlation of  $r = 0.17$  and Poland as the most homogeneous with an inter-individual correlation of  $r = 0.31$ . Between-country analyses showed US and Australia as the most similar ( $r = 0.98$ ) and Poland and the Czech Republic as the least similar ( $r = 0.77$ ). Future research will expand on these results by sampling from a more community-based population.

B90

### CULTURAL DIFFERENCES IN STUDENTS' BELIEFS ABOUT CULTIVATING PASSION TOWARDS SUBJECTS

Gladys Tan<sup>1</sup>, Patricia Chen<sup>1</sup>, Yuching Lin<sup>1</sup>, J F. Yates<sup>1</sup>  
<sup>1</sup>University of Michigan

Students' college major choices may be attributed, in part, to cultural differences in beliefs about how passionate they feel towards subjects. Comparing survey responses from 322 White and 86 Asian college students, we found that Asians were significantly more likely to believe that passion can be developed and that one can learn to love any subject matter. Relative to Whites, Asians downplayed interest in the subject but emphasized ability to perform when choosing their majors. Our results offer a richer understanding of how students from different cultures navigate their college careers.

B91

### TRUE LOVE DOESN'T BLIND US TO FAULTS: THE ROLE OF INDIVIDUALISM-COLLECTIVISM IN OUTGROUP HELPING

Hyun Euh<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>  
<sup>1</sup>Sungkyunkwan university

Intergroup transgressions have been an unavoidable problem throughout the history. We explored the idea that cultural orientation of perpetrator group members plays a significant role in their attitudes and actions toward the victimized outgroup. In 5 studies involving college students in Korea, we tested the joint impact of two subcomponents consisting Individualism-Collectivism, namely, value orientation and self-construal. Building on the notion that collectivistic values coupled with independent self-representation breed true love and concern for one's own group (Choi, 2014), we hypothesized that the combination of collectivistic value orientation and independent self-construal leads to genuine acknowledgment of ingroup wrongdoing, which in turn facilitates reparatory actions for the victims. We found support for the hypothesis using multiple operationalizations of our variables. Moreover, the predicted interaction effect was manifested in diverse aspects of reparatory helping, including financial compensation and instigatory actions that will bring ingroup growth as well as intergroup harmony.

B92

### CROSS-CULTURAL DIFFERENCES IN GRUDGE-HOLDING

Leigh K. Kloss<sup>1</sup>, Louisa Egan Brad<sup>2</sup>  
<sup>1</sup>Haverford College, <sup>2</sup>Bryn Mawr College

The current research investigated cross-cultural differences in holding grudges. In a laboratory study, we induced grudges in East Asian and American participants against culturally matched confederates. Participants' interactions with the confederate included an ice-breaker, a teamwork task, and a "feedback" portion in which the confederate made a negative report to the experimenter about the participant's performance in the teamwork task. Participants' feelings about the confederates and their heart rates were elicited before the manipulation, immediately following the manipulation, and after 1-2 weeks. Results reflected significant cultural differences: American participants held more ill will against the confederates than the East Asian participants. Though the East Asian participants' ratings of the confederates decreased at each test



time, their ratings remained overall positive, while the American participants rated the confederates negatively after the manipulation and upon follow-up, indicating greater grudge-holding. Significant correlations between grudge-holding, heart rate, and life satisfaction were also observed.

B93

### VALUING INTERCULTURAL INTERACTION PROMOTES NEWCOMERS' ADAPTATION: EFFECTS OF CULTURAL IDEOLOGY AND IDENTITY THREAT

Jae Cho<sup>1</sup>, Michael W. Morris<sup>1</sup>, Hayley Blunden<sup>2</sup><sup>1</sup>Columbia University, <sup>2</sup>Harvard University

The present research investigates the effect of people's beliefs about culture on their adaptation in a new cultural context. In Study 1 (n=124), we measured individuals' cultural ideologies and their motivation to adapt to a new culture. Participants who more strongly endorsed polyculturalism, which emphasizes the interactions and connections between cultures, expressed a greater willingness to adapt. In Study 2 (n=159), participants were asked to imagine working in a new country. Greater endorsement of polyculturalism was significantly associated with more adaptive behavior, and individuals' experiences of personal identity threat mediated this relationship. In Study 3 (n= 93), we manipulated cultural ideology and found that polyculturalism led participants to undertake more adaptive behaviors to fit into a new culture. This research provides a theoretical contribution by identifying the influence of cultural ideology on the process of adaptation. We conclude by discussing how polyculturalism could be utilized to enhance newcomers' adaptation.

## Diversity

B94

### ARE ORGANIZATIONAL DIVERSITY PRACTICES GOOD FOR EVERYONE?: DIVERSITY IDEOLOGIES AND JOB SATISFACTION

Carolyn Weisz<sup>1</sup>, Renee Houston<sup>1</sup><sup>1</sup>University of Puget Sound

The purpose of this study was to understand how organizational diversity ideologies and practices relate to staff satisfaction and commitment in organizations that serve diverse clients. Participants were 77 employees at 12 homeless-service organizations (62% female, 71% White) who completed an anonymous electronic survey. Survey questions measured perceived organizational diversity climate (e.g., There is open communication about diversity in my organization.) (16 items, alpha = .93), and demographic and job-related variables. Regression analyses showed that regardless of race or gender, participants who perceived their organizations as being more positive and open about diversity and race reported higher job satisfaction and organizational commitment and lower intent to quit,  $p_s < .05$ . These findings add to a growing literature on diversity ideologies and suggest the positive impact of organizational attention to race and diversity, particularly in service organizations with diverse clients and an over-representation of White staff.

B95

### "CATCHING" THE CULTURE OF SCIENCE: HOW FACULTY BELIEFS ABOUT SCIENCE AFFECT STUDENT BELIEFS AND INTEREST

Elizabeth R Brown<sup>1</sup>, Jessi L. Smith<sup>2</sup>, Dustin B. Thoman<sup>3</sup><sup>1</sup>University of North Florida, <sup>2</sup>Montana State University, <sup>3</sup>California State University, Long Beach

Many students learn about the culture of science through research experiences. In a prospective longitudinal study, we examined whether faculty mentors' (N=26) beliefs about science predict the beliefs and interests of their student research assistants (N=157). Previous studies have shown that when students perceive science careers as supporting communal goals (working with/helping

others), students who highly value these goals (particularly underrepresented minorities: URMs) express greater science interest (Goal Congruity Theory; Diekman et al., 2011). Students and faculty indicated their communal beliefs; students rated their science interest. Using multilevel modeling to account for the clustering of students within faculty labs, our findings demonstrate that students whose faculty mentor reported higher communal beliefs about science also reported higher communal beliefs about science and, even when controlling for effects of students' own beliefs, reported greater science interest. This was particularly true for URM students. Implications for diversifying science through faculty-based interventions are discussed.

B96

### BASING SELF-WORTH ON ACADEMICS INCREASES WOMEN'S VULNERABILITY TO MATH-RELATED STEREOTYPE THREAT

Jason S. Lawrence<sup>1</sup>, Shawn Donnelly<sup>1</sup>, Christine Reyna<sup>2</sup><sup>1</sup>University of Massachusetts Lowell, <sup>2</sup>DePaul University

Stereotype threat is one potential barrier to diversifying the STEM fields. Perhaps one of the most worrisome predictions of stereotype threat theory is that women and minorities who care most about their academic outcomes are most susceptible to stereotype threat and its effects (Steele, 1997). We, therefore, tested whether women who based their self-worth on academics were especially vulnerable to stereotype threat-related effects. Two lab studies showed that after a subtle gender prime, the more women based their self-worth on academics the higher their pre-test anxiety and the lower their math test performance (Study 1), and the lower their performance self-esteem following a math test (Study 2). Men showed the opposite pattern, which suggests that the gender gap increases in gender-salient context. We discuss how interventions can be geared toward reducing both the degree to which women base their self-worth on academics and their susceptibility to anxiety.

B97

### HIRING FOR DIVERSITY: EVALUATION OF A FACULTY RECRUITMENT WORKSHOP TO IMPROVE DIVERSITY AND EXCELLENCE IN OUR FACULTY

Denise Sekaquaptewa<sup>1</sup><sup>1</sup>University of Michigan

This presentation describes the development and evaluation of a faculty recruitment initiative instituted by the ADVANCE program at a major US university. A workshop for faculty search committees, based on social science research findings, was designed to provide information and advice about search practices that will maximize the likelihood that diverse, well-qualified candidates for faculty positions will be identified and, if selected for offers, successfully recruited. In 2012 (N = 72) and 2013 (N = 259) workshop attendees and non-attendees completed survey assessments of attitudes and behavioral intentions regarding recruiting for diversity. Results showed that in pre- vs. post-workshop attendance comparisons, as well as in attended vs. never attended workshop comparisons, faculty members who attended the workshop reported more favorable attitudes toward and increased intentions to enact recommended faculty recruitment practices.

B98

### I AM A MINORITY HERE?: IMPACT OF LOCATION ON EXPERIENCES OF MICROAGGRESSIONS DIRECTED AT MINORITY AND MAJORITY MEMBERS

Katherine Aumer<sup>1</sup>, Acachia Schriml<sup>1</sup>, Krystal Woods<sup>1</sup>, Chanel Meyers<sup>2</sup>, Kristin Pauker<sup>2</sup>, Ed Chang<sup>3</sup>, Elizabeth Yu<sup>3</sup><sup>1</sup>Hawaii Pacific University, <sup>2</sup>University of Hawaii, <sup>3</sup>University of Michigan

Despite great advances, the prevalence of racism in subtle forms persists in the United States. Racial microaggressions can include assumptions of inferiority, denial of racial reality, and blindness to

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color (Sue et al., 2007). Victims of microaggressions can experience negative impacts to health and social status (as cited in Nadal, 2011), and affects both monoracial and multiracial minorities. This study examined the psychological differences between different racial groups in Michigan and Hawai'i (N = 167). Multiracial and monoracial minorities from Michigan experienced more microaggressions than those in Hawai'i. On the contrary, Whites reported experiencing more microaggressions and discrimination in Hawai'i than Michigan. These results are the first to empirically demonstrate a proposed anti-White sentiment in Hawai'i towards Whites. How the values and understanding of race in these different areas can predict the disparities experienced by both minority and majority members is further explored.

B99

### CAN I SAY THAT? COLORBLIND STRATEGIES IN A RACIALLY DIVERSE ENVIRONMENT

Chanel Meyers<sup>1</sup>, Amanda Williams<sup>2</sup>, Kristin Pauker<sup>1</sup>, Evan Apfelbaum<sup>3</sup><sup>1</sup>University of Hawaii, <sup>2</sup>Sheffield Hallam University, <sup>3</sup>Massachusetts Institute of Technology

White adults often adopt a colorblind approach and avoid mentioning race in order to appear less prejudiced, a strategy that often backfires (Apfelbaum et al., 2008). In two studies we examined whether non-White adults in a racially-diverse environment would exhibit strategic colorblindness. In Study 1, 30 non-Whites completed a photo-identification task (Apfelbaum et al., 2008) where they identified a target photo by asking yes-no questions. Non-Whites failed to be colorblind; 93% used racial labels. In Study 2 we examined the role of social context in the tendency to talk about race. Thirty-one non-Whites completed the photo-identification task followed by questionnaires on perceived colorblind norms and social anxiety. Majority (81%) of participants used racial labels. Individuals who reported less social anxiety were more likely to label race and was mediated by colorblind norms within this diverse context. These results highlight the influence social context has in non-Whites' ease in acknowledging race.

B100

### BEYOND OPPOSITIONAL CULTURE: THE BEHAVIORAL ECOLOGY OF GENDER AND RACE GAPS IN ACADEMIC ACHIEVEMENT

Carlos Navarrete<sup>1</sup><sup>1</sup>Michigan State University

Female students earn higher grades than males in all subjects for as long as there has been reliable data. The gender gap in academic achievement is even greater among Latino and African American students, suggesting that both gaps may share causal links. Analyses of data on grade point average from participants across broad demographic samples (N = 1,430) reveal the gender gap in achievement may have its roots in fundamental differences in risk sensitivity and "male honor" that differ between males and females. These differences are then exacerbated by environmental inputs, including neighborhood income inequality (Gini). Little evidence for an "oppositional culture" hindering academic effort among Blacks and Latinos is found, but rather, "macho" qualities that facultatively emerge from unequal environments and are incongruent with academic environments stymie minority students and males of any ethnicity. Disparities in friendship networks may also contribute to minority underachievement.

B101

### HOW "DARK" PERSONALITY TRAITS AND PERCEPTIONS RELATE TO RACISM IN AUSTRALIA

Peter Jonason<sup>1</sup><sup>1</sup>University of Western Sydney

This single study (N = 150) provided initial insights into the shape of racism in Australia from the perspective of personality psychology. In this study racism towards Anglo-Australians and Middle-Easterners was assessed in relation to the Dark Triad traits

(i.e., psychopathy, narcissism, & Machiavellianism), social dominance, authoritarianism, and perceptions of whether the world was dangerous/competitive. While the groups did not differ in the Dark Triad traits, Middle-Easterners did see the world as more dangerous and were more authoritarian than Anglo-Australians. Racism towards Anglo-Australians by Middle-Easterners appears to be mostly driven by authoritarianism and perceiving the world as a dangerous place whereas racism in the reverse appears to be driven mostly by social dominance. Importantly, the Dark Triad traits exerted little influence in predicting racism suggesting those who are racist are not necessarily "evil" but, instead, have some latent biases about how they see the world that lead to racist tendencies.

B102

### A MULTI-METHOD SAFE ZONE PROGRAM ASSESSMENT: THE ROLES OF AGENCY, IDENTITY AND COMMUNITY IN SHAPING ALLIES' EXPERIENCES

Christopher Kiker-Beury<sup>1</sup>, Jericho M. Hockett<sup>1</sup><sup>1</sup>Washburn University

Safe Zone is a resource, information, training, and support network for marginalized and victimized group members (e.g., lesbian, gay, bisexual, transgender, transsexual, and queer individuals; LGBTQ) on college campuses. Safe Zone may contribute to positive experiences (e.g., healing; e.g., Bruno, 2009; Evans, 2002), counteracting the hostility and revictimization that marginalized/victimized individuals often experience (e.g., Evans & D'Augelli, 1996). We conducted a multi-method (i.e., qualitative and quantitative) assessment of two universities' Safe Zone programs, testing and elaborating Chicana feminist Maria Lugones' (2003) theory that who we are is indistinguishable from our abilities to co-construct new and liberating realities that exist within and around, but differ from, dominant constructions of reality. Analyses of both qualitative data (Study 1) and quantitative data (Study 2) gathered from Safe Zone administrators and Allies at two universities (N = 80) provided theoretical support and development, offering implications for improving Safe Zone programs and directions for future research and interventions.

B103

### INSTITUTIONAL INTERVENTIONS CAN FAIL WHEN SOCIAL EXCLUSION PREVAILS: PERCEPTIONS OF MARGINALIZATION SUSTAIN GENDER DISPARITIES IN STEM FIELDS

Carla Zimmerman<sup>1</sup>, Adrienne R. Carter-Sowell<sup>2</sup>, Xiaohong Xu<sup>2</sup><sup>1</sup>Texas A & M University, <sup>2</sup>Texas A & M

The group dynamics in science, technology, engineering, and math (STEM) disciplines may increase perceptions of isolation and reduce the positive outcomes of organizational support for faculty members from under-represented groups. Specifically, ostracism experiences can perpetuate gender disparities for female faculty in STEM fields by reducing the effectiveness of intervention activities designed to increase parity in the workplace. Data was collected on perceived ostracism experiences by university faculty (N=531) in STEM departments. Findings from the study indicated a significant difference for gender, such that women, compared to men, were more likely to feel that they had been ignored and excluded - ostracized at work. Additionally, individuals who reported being marginalized also perceived fewer beneficial outcomes from intervention endeavors, including mentoring programs and other campus-wide activities intended to improve the professional climate for under-represented faculty. In sum, individual experiences of being ignored and excluded can undermine organizational efforts to retain targeted faculty.

**B104****BROADENING THE INCLUSION OF WOMEN AS CANDIDATES IN STEM FACULTY SEARCHES: A SELF-DETERMINATION INTERVENTION**Ian Handley<sup>1</sup>, Jessi Smith<sup>1</sup><sup>1</sup>Montana State University

Self-Determination Theory (Deci & Ryan, 2000) suggests that people better execute intended actions, and with greater motivation, when particular psychological needs are met. To increase the inclusion of women as candidates in STEM faculty searches, we addressed these needs in an intervention created to enhance the 1) competence of search committees to conduct a broad search, 2) autonomy of committees to control the search process, and 3) relatedness of the search process more generally. A randomized field experiment was conducted with all 23 STEM searches in one academic year. Search committees who received the intervention (n=14), compared to those who did not, interviewed a significantly greater proportion of women, were more likely to extend an offer to a woman candidate, and these women were 5.8 times more likely to accept. Overall, results suggest that the intervention was effective in broadening the participation of women in STEM faculty searches.

**B105****WHEN GENDER IS RIGHT AND WRONG: BIOLOGICAL GENDER CONCEPTIONS PREDICT TRANSPHOBIA**George F Chavez<sup>1</sup>, JoEllen Blass<sup>1</sup><sup>1</sup>Bloomsburg University

Couching beliefs about gender in terms of right and wrong may lead to less tolerance of those with seemingly unclear gender identities. Employing correlational methods, in Study 1 (N = 100), we find that biological gender concepts are associated with transphobia, and that this relationship is at least partly explained by the tendency of those with biological beliefs to have high epistemic certainty (e.g. to believe there is a correct and an incorrect answer to the question, "What is gender?"). In Study 2 (N = 88), experimentally manipulating biological gender concepts increased epistemic certainty and marginally increased transphobia. Mediation analyses suggested that the influence of condition on transphobia was partially explained by the former's effect on epistemic certainty. The current studies demonstrate that views of gender as biological lead to increases in conceptual certainty—a relationship that may explain why biological beliefs are associated with negative attitudes towards transgendered persons.

**B106****DIVERSITY AS A DOUBLE-EDGE SWORD: ETHNIC DIVERSITY IMPAIRS INNOVATION BUT CULTURAL DIVERSITY PROMOTES INNOVATION**Siran Zhan<sup>1</sup>, Namrita Bendapudi<sup>1</sup>, Ying-yi Hong<sup>1</sup><sup>1</sup>Nanyang Technological University

Perspectives and past findings on the ethnic-cultural diversity and innovation link have been conflicted. We reason that past contradictions may have resulted from researchers confusing ethnic and cultural diversity as one. In the present study, we aim to differentiate these two types of diversity and demonstrate their differential influences on group innovation. To test our hypothesis, we used a unique set of data, which distinguishes between ethnic and cultural diversity (Fearon, 2003), and the Global Innovation Index 2013. As predicted, we found that ethnic diversity impairs innovation, consistent with the social categorization perspective, while cultural diversity enhances innovation after controlling for the effect of ethnic diversity hence supporting the information processing argument for beneficial effects of diversity. Furthermore, our hierarchical regression analysis also showed an interaction effect between ethnic and cultural diversity, suggesting that high ethnic

diversity can dampen the facilitating effect of cultural diversity on group innovation.

**B107****WHAT IF THEY THINK I'M RACIST?: FACTORS THAT AFFECT DECISIONS TO DISCUSS DIVERSITY INITIATIVES**Conor J. O'Dea<sup>1</sup>, Stuart S Miller<sup>1</sup>, Donald A Saucier<sup>1</sup><sup>1</sup>Kansas State University

Diversity initiatives are important for recruiting and retaining under-represented groups on college campuses. However, evaluation and criticism intended to improve diversity initiatives may be inhibited by individuals' perceptions that their criticisms may be construed as racist (e.g., aversive racism theory; Gaertner & Dovidio, 1986). In one study, we presented 105 participants with details about a diversity initiative (higher versus lower in controversial nature), and provided them with the opportunity to discuss the initiative with either a White or a Black experimenter. Consistent with our hypotheses and aversive racism theory, we found that participants chose to discuss criticisms with a Black experimenter significantly less often than with a White experimenter. This effect trended to being stronger when the initiative was higher versus lower in controversial nature. Our results suggest that individuals may be motivated to suppress constructive criticisms of diversity initiatives due to a fear of appearing racist.

**B108****TOWARD UNDERSTANDING HOW DIVERSITY BELIEFS SHAPE EXPECTANCIES FOR INTERRACIAL INTERACTIONS**Chelsea Mitamura<sup>1</sup>, Patricia G Devine<sup>2</sup><sup>1</sup>University of Wisconsin-Madison, <sup>2</sup>University of Wisconsin - Madison

Researchers have exerted considerable effort to understand the impact and dynamics of racial/ethnic diversity in the educational setting. Yet the discourse has seldom taken into account the individual characteristics that students bring to the setting and the role they play in shaping interracial expectancies and resulting educational climates. We developed and validated three measures of majority group students' motivations and beliefs about diversity and affirmative action in the university environment. We find that a subset of majority group students both resent minorities and are motivated to socially and academically avoid minorities. Moreover, these same students have lower expectancies for task outcomes and enjoyment during academic collaboration with minorities versus white students. These students may subsequently ignore or undermine minority contributions within the task interaction. Results emphasize that different diversity beliefs may impact the educational climate and preclude minority students from fully participating in the learning context.

**Gender****B109****POWER POSES AND PINK CLOTHING: THE IMPACT OF GENDER ROLE VIOLATIONS ON IMPRESSION FORMATION**Dara Greenwood<sup>1</sup>, Linda Isbell<sup>2</sup>, Christopher Long<sup>3</sup><sup>1</sup>Vassar College, <sup>2</sup>University of Massachusetts at Amherst, <sup>3</sup>Ouachita Baptist University

Two studies investigated how gendered visual cues impact person perception within a traditionally masculine career context (aspiring MBA). In Study 1, participants viewed the same female target in either a high or low "power pose," wearing a pink or black blazer. In Study 2, participants viewed a male vs. female target wearing a pink vs. black blazer. In each case, the target was rated on domains of warmth, competence, and educational potential. Study 1 (Mturk; n = 266) revealed that the female target wearing pink (vs. black) was penalized on competence in the low power pose condition only. Men were more likely than women to penalize the high power-posed female target across all domains. Study 2 (Mturk, n = 538)

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revealed that the male target wearing pink (vs. black) was penalized on competence and educational potential. Lower perceived masculinity appeared to mediate the relationship between clothing color and competence.

**B110**

**A MODERATED MEDIATION ANALYSIS OF THE RELATIONSHIP BETWEEN ANXIETY AND RISKY SEXUAL BEHAVIOR: AN EXAMINATION OF GENDER, ALCOHOL INTOXICATION AND SEXUAL COMPULSIVITY**

**Brianna A. Lienemann<sup>1</sup>, Christopher Lamb<sup>1</sup>**

<sup>1</sup>*Claremont Graduate University*

A moderated parallel mediation model was tested with trait and social anxiety as predictors, gender as a moderator, alcohol intoxication and sexual compulsivity as mediators, and risky sexual behavior as the outcome. US adults (N=850) completed an online survey. Males reported higher levels of sexual compulsivity and risky sexual behavior. Anxiety was positively related to sexual compulsivity and risky sexual behavior, which was stronger for males than females. Alcohol intoxication and sexual compulsivity were positively associated with risky sexual behavior. While the relationship between trait anxiety and risky sexual behavior was explained by alcohol intoxication for females, sexual compulsivity explained the relationship between anxiety and risky sexual behavior for females and males. Interventions encouraging help seeking for anxiety, alcohol abuse, and sexual compulsivity could reduce risky sexual behavior. If successful, such interventions could reduce such harmful consequences as impaired driving, violence, suicide, unwanted pregnancies, STIs and HIV.

**B111**

**RISK PREFERENCE AND GENDER PREDICT STEM INTENTIONS AND PERFORMANCE EXPECTATIONS**

**Bettina J. Casad<sup>1</sup>, Amy Quarton<sup>1</sup>, Anna Y. Glushko<sup>1</sup>, Katrina Lynn<sup>1</sup>, Jordan Farhat<sup>1</sup>, Katia None<sup>2</sup>**

<sup>1</sup>*University of Missouri at St. Louis*, <sup>2</sup>*Beloit College*

Risk taking can lead to success in science, technology, engineering, and math (STEM) fields by enhancing problem-solving, creativity, academic identity, and achievement. One potential reason for women's underrepresentation in STEM may be their tendency toward risk aversion compared to men. To examine the relationship between risk and gender in STEM education, we recruited 888 undergraduate students majoring in STEM to complete an online questionnaire. Hierarchical regression analyses indicated interactions between risk and gender for math behavioral intentions ( $\beta = -.087$ ,  $p = .037$ ), math performance expectations ( $\beta = -.116$ ,  $p = .007$ ), and science performance expectations ( $\beta = -.099$ ,  $p = .021$ ). Students indicating a propensity to take academic risks had more positive intentions and expectations for math and science education, and this relationship was stronger for men than women. These results provide one possible explanation for the gender gap in STEM fields. Additional implications will be discussed.

**B112**

**SEXUALLY OBJECTIFYING IMAGES AND ATTITUDES TOWARDS INTIMATE PARTNER VIOLENCE (IPV) IN GAY, LESBIAN AND HETEROSEXUAL COUPLES**

**Afroditi Pina<sup>1</sup>, Jennifer Davis<sup>1</sup>**

<sup>1</sup>*University of Kent*

We examined the effects of sexually objectifying advertising images on attitudes towards lesbians and gay men, and also on attitudes towards intimate partner violence (IPV) between gay, lesbian and heterosexual couples. A total of 207 students from a British University took part in an online survey. Participants were shown either sexually objectifying or neutral advertisements. We conducted quantitative and qualitative analyses and found that a large proportion of the sample identified the sexually objectifying images and characterised them as inappropriate for advertising, but

sexual objectification did not directly affect attitudes towards IPV in any of the conditions. We did find that hostile sexism was related to higher victim blame in all three scenarios, but interestingly, sex role egalitarianism was linked to less blame for the gay victim and negative attitudes towards lesbians and gay men were linked with more blame only in the lesbian scenario.

**B113**

**GENDER AND MASCULINITY EFFECTS ON ATTITUDES TOWARD WOMEN**

**Katrina J. Speed<sup>1</sup>, Alison J. Patev<sup>1</sup>, Kristina B. Hood<sup>1</sup>**

<sup>1</sup>*Mississippi State University*

Research indicates that engagement in more masculine activities tends to be a predictor of less positive attitudes toward women for both men and women (Lemaster, Strough, Stoiko, & DiDonato, 2014). Traditionally, masculinity has also been seen as the derogation of the feminine and women (Chodorow, 1978). The purpose of this study was to analyze if sex impacted the effects of self-reported masculine traits on attitudes towards women. College undergraduates (N = 437) completed an online survey consisting of the BEM Sex Role Inventory, of which the masculinity subscale was analyzed, along with the Attitudes toward Women Scale. Participants were also asked to indicate if they were male or female. A regression analysis indicated that higher masculinity in women predicted the most positive attitudes toward women. Implications of these findings have value for society, specifically in the workplace environment and in policy-making.

**B114**

**PREDICTORS OF COLLEGE STUDENTS' OPINIONS ON SEXUAL TABOO TOPICS**

**Sara J. Couture<sup>1</sup>**

<sup>1</sup>*Boise State University*

Going to college, many students use their new found freedom to explore their sexuality, this experience can lead to their future opinions on sexual topics. Previous research on this topic has not looked into foreplay aspect of oral sex, and have not looked into religion as a predictor of sexual attitudes. Finally, there has been a lot of debate on of gender in sexual attitudes. There has been a shift in how females view their sexuality. Multiple variables were examined as predictors of college student's opinions on sexual taboo topics. One hundred and fifty students were administered sexual attitudes and personal experience survey. Religiosity, gender and permissive attitudes were predictors of their opinions on sexual attitudes. Results found that opinions about casual sex significantly predicted opinions about oral sex and anal sex. Finally, Gender and permissive attitudes significantly predicted overall opinion on sexual taboo topics

**B115**

**RE-EXAMINING AMBIVALENT SEXIST ATTITUDES: EXPLORATORY FACTOR ANALYSIS REVEALS NEW COMMON FACTORS, BUT NOT BENEVOLENCE TOWARD WOMEN AND MEN DIMENSIONS**

**Michelle L. Manning<sup>1</sup>, Elizabeth D. Stoddard<sup>1</sup>, Charlotte Tate<sup>1</sup>**

<sup>1</sup>*San Francisco State University*

The Ambivalent Sexism Inventory (ASI) and Ambivalent Toward Men Inventory (AMI) measure hostile and benevolent attitudes toward female and male targets, respectively. We used exploratory factor analyses to examine the dimensionality of the combined ASI and AMI items. Across women and men participants in two online samples (N = 650, N = 289), the common factor structure contained 17 items that tapped five subscales: (a) perceived female exploitation of gender, (b) perceived male dominance (c) perceived refinement of women, (d) heteronormative intimacy and (e) heteronormative complementarity ( $\alpha \geq .76$ ,  $r_s \geq .65$ ). While factors (a) and (b) are similar to the original hostile sexism factors, separate benevolent attitudes factors did not emerge toward female and male targets. Moreover, the new factor structure provided greater distinctiveness

among subscales ( $r = .43$  vs.  $r = .47$ ). These findings provide an understanding of ambivalent gender bias that is importantly comprised of heteronormative concerns.

**B116**  
**WHERE DO I FIT IN?: GENDER DIFFERENCES AND BARRIERS TO INTEREST AND PERCEIVED BELONGING IN SCIENCE CAREERS**

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<sup>1</sup>University of Nebraska at Omaha

We recruited 121 undergraduate arts and science majors for a single study examining gender, person-thing orientation, and work-school conflict as predictors of perceived ability, career interests, and perceived belonging in math/natural science (MNS) and social science (SS). Results revealed no gender differences in perceived ability or in person orientations, but men (vs. women) had stronger thing orientations and stronger feelings of belonging in MNS. Overall, person orientation predicted greater perceived ability, interest, and belonging in SS, whereas thing orientation predicted greater perceived ability, interest, and belonging in MNS. However, the latter effects depended on gender; thing orientation predicted greater interest and belonging in MNS only among women. Furthermore, a general tendency to perceive MNS (vs. SS) courses as more difficult was greater among women who experienced more work-school conflict. These effects suggest that barriers related to perceived fit—rather than perceived ability—deter women from careers in MNS.

**B117**  
**COMMUNAL GOAL AFFORDANCES PROMOTE BELONGING AND INTEREST IN STEM**

Aimee L. Belanger<sup>1</sup>, Amanda B. Diekman<sup>1</sup>, Erica S. Weisgram<sup>2</sup>  
<sup>1</sup>Miami University, <sup>2</sup>University of Wisconsin at Stevens Point

Goal incongruity, the perception that one's other-oriented, communal goals are impeded in the Science, Technology, Engineering, and Math (STEM) fields, and a lack of belonging predict disinterest in STEM independently. We suggest that the experience of goal incongruity may lead to a lack of belonging in STEM. To assess this hypothesis, 110 girls (mean age = 13.2) completed a survey at the beginning of Women and Science Day. The perception of science as communal predicted a greater sense of belonging and greater interest in both science tasks and science careers. Belonging accounted for the relationship between the perception of science as communal and interest in science tasks, Point Estimate = .13, 95% CI = (.045, .25) and interest in science careers, Point Estimate = .18, 95% CI = (.081, .32). This research suggests that increasing communal goal congruity may foster interest in STEM by increasing sense of belonging in STEM.

**B118**  
**"SHE WAS ASKING FOR IT:" WOMEN WHO SLUT-SHAME RAPE VICTIMS**

Nina D. Acosta<sup>1</sup>, Arlene Castro<sup>1</sup>, Donna M. Garcia<sup>1</sup>  
<sup>1</sup>California State University at San Bernardino

Female rape victims are often "slut-shamed," or derogated by other women. Whether a victim faces slut-shaming or support might depend on her response to the rape and female observers' endorsement of gender values. Because traditional values stipulate that women restrict their sexuality to control male sexual behavior, they are likely associated with negative responses toward rape victims. Contrastingly, feminist values, which advocate sexual freedom, should be associated with support for rape victims. Both effects should be pronounced if the woman reports the rape. In our study, women completed measures of traditional and feminist values, then read about a rape victim who did or did not report the rape. Traditional values were positively related to slut-shaming and victim-blaming, especially when the rape was reported. Contrastingly, feminist values were negatively associated with both

responses and positively associated with liking for victim and perceptions of harm, especially if the victim reported the rape.

**B119**  
**CONSIDER THE SOURCE: WOMEN'S EXPERIENCES OF OBJECTIFICATION FROM A PARTNER VERSUS A STRANGER**

Laura Ramsey<sup>1</sup>  
<sup>1</sup>Bridgewater State University

Objectification theory (Fredrickson & Roberts, 1997) suggests that women experience objectification in a variety of domains, but research has yet to compare these experiences. This study compared objectification from a romantic partner versus a stranger, given that some argue that objectification from a romantic partner is safe and even enjoyable (e.g., Nussbaum, 1999) while other research suggests partner-objectification is associated with negative consequences (e.g., Zurbriggen et al., 2011). Thus, the present research tested whether partner-objectification or stranger-objectification would be more strongly associated with known consequences of objectification (increased self-objectification, increased body shame, and lowered sexual agency). An online survey of 211 heterosexual female college students in romantic relationships was conducted. Regression analyses indicated that partner-objectification was more associated with increased self-objectification than stranger-objectification, neither was associated with body shame, and stranger-objectification was more associated with lowered sexual agency. These findings suggest that future research should consider the source of objectification.

**B120**  
**PRESCRIPTIVE AND PROSCRIPTIVE GENDER STEREOTYPES AND STATUS IN JAPAN**

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Two researches were conducted to examine the overlap between gender stereotypes and status in Japanese society. Gender stereotypes are comprised of four sets of rule: *prescriptive* rules dictating how men and women should behave and *proscriptive* rules delineating how women and men shouldn't behave. In Study 1, 80 traits were used and one of two surveys was administered to participants to determine the extent to which each trait fell on a prescriptive-proscriptive continuum for men or women. Study 2 examined the extent to which gender rules are aligned with status. Study 1 showed women's prescriptions, unlike previous studies in the United States, don't really reflect communality. This was because as to most of the communal attributes, the desirability ratings for men were so high as well as for women in Japan. Study 2 showed women's prescriptions were, on average, status neutral. Finally, implications of how the gender hierarchy is defended in Japan are discussed.

**B121**  
**EVERYDAY ENCOUNTERS: INFLUENCES OF GENDERED CULTURAL SCRIPTS AND POWER ON RAPE PERCEPTION**

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<sup>1</sup>Texas A&M University, <sup>2</sup>University of Prince Edward Island

The goal of this study was to investigate the impact of gendered cultural norms and social context on rape perceptions among college men ( $n=39$ ) and women ( $n=39$ ). To investigate, we conducted an experimental study in which mixed-gender pairs were asked to read aloud a script that manipulated gendered cultural norms (acquiescent/adversarial man) and social context (professional/dating). In a seemingly separate study, participants then read 16 ambiguous sexual encounters and made rape ascriptions before completing individual difference measures and demographic information. Results indicated that the relationship between gender, cultural norms, and social context is moderated by adversarial sex beliefs. Women were less likely to call stereotypical rape vignettes "rape" after participating in the adversarial dating

condition. Men were less likely to engage in rape denial after participating in the adversarial professional condition. These findings help illuminate the complex role power plays in rape perception and underscore the importance of sociocultural influences.

**B122****GENDER DIFFERENCES IN ENGINEERING STUDENTS' SELF-EVALUATIONS**Anna Woodcock<sup>1</sup>, Diana Bairaktarova<sup>2</sup><sup>1</sup>California State University at San Marcos, <sup>2</sup>The University of Oklahoma

Self-evaluations of ability are important predictors of performance. Women often underestimate their abilities compared with men, particularly on tasks in traditionally masculine domains. Three hundred and eighty three first year engineering students performed an engineering task in one of two conditions (one more difficult than the other) and then evaluated their own performance. Performance on the task was then independently rated by professional engineers who were blind to participants' experimental condition and gender. Despite no significant gender differences in independently rated performance, female engineering students significantly underestimated their performance compared with male students. Men had more accurate self-evaluations of their performance than women. These findings held regardless of task difficulty and when students' mechanical aptitude and prior experience with a similar task were accounted for. We discuss the findings in the context of retaining women in masculine domains such as engineering.

**B123****A QUESTION OF TRUST: HOW CONTEXT AND WORDING OF GENDER QUESTIONS AFFECTS ATTITUDES TOWARD RESEARCHERS**Margaret Haupt<sup>1</sup>, Mary Murphy<sup>1</sup>, Eliot Smith<sup>1</sup><sup>1</sup>Indiana University

When asking participants to report their sex or gender, researchers' word choices and stated survey purpose may convey their philosophies about gender and the acceptability of a given gender identity in this context. This information could influence participants' attitudes toward researchers and their willingness to disclose information or participate in future research. In two online surveys purportedly testing new demographic questionnaires, participants (N=1200) saw one of three contexts (a dating website profile, clinic intake form, or customer satisfaction survey) and one of four gender questions ranging in specificity from a traditional binary choice to scales indicating strength of identification with each of 14 gender identities. They then rated their willingness to disclose sensitive information and participate in future research as well as their perceptions and metaperceptions of the researchers. Results revealed the context and question type significantly influenced participant responding. Implications for creating identity safety are discussed.

**B124****TRAITS, GOALS, AND CONTEXT: EFFECTS ON STEM INTEREST**Katherine S. Corker<sup>1</sup>, Katherine Finnigan<sup>1</sup><sup>1</sup>Kenyon College

Research suggests that science careers are stereotyped as not affording communal goals, contributing to gender gaps in STEM interest. Reframing STEM as a communal endeavor increases women's interest in STEM, especially for those who endorse communal goals (Diekmann & Steinberg, 2013). Big five personality frameworks offer a unified approach to understanding chronic communal goal endorsement. In two studies, personality traits were assessed before participants had communal or neutral goals activated and then read about a scientist's day (collaborative or independent) in a 2 x 2 design. In Study 1 (N = 282), a three-way interaction was found (p = .10). When communal goals were activated and a science job was described collaboratively,

participant compassion (a facet of agreeableness) positively predicted attitudes toward a STEM career. However, in a close replication (N = 502), the interaction was not significant (p = .95). Implications for increasing women's STEM positivity are considered.

**B126****GAINING ENTRY INTO STEM FIELDS: THE EFFECTIVENESS OF SELF-PRESENTATION TACTICS**Jennifer L. Wessel<sup>1</sup>, Ann M. Ryan<sup>2</sup>, Alexandra I. Zelin<sup>3</sup><sup>1</sup>University of Maryland, <sup>2</sup>Michigan State University, <sup>3</sup>The University of Akron

Women attempting to gain entry into male-dominated industries (e.g., STEM fields) have to overcome gender stereotypes depicting women as more communal and therefore, less fitting with a more agentic environment. The current experiment examines the effectiveness of women using different self-presentation tactics in an interview for a STEM position. We found that using communal (vs. agentic) traits to describe oneself led to worse competency-related evaluations for the female applicant, particularly if she was preceded by a male (vs. female) applicant. We also found that participants were more likely to remember communal terms than agentic terms used by the applicant and were more likely to assimilate terms from a previous applicant if they were also communal. Overall, results suggest that it may be harmful for women applying to STEM fields to self-present using communal terms, as those terms tend to be remembered better and are associated with lower competency evaluations.

**B127****'HOW' OR 'WHY' TO INCREASE STEM ENGAGEMENT: A HIGH CONSTRUAL INCREASES BELIEFS THAT STEM AFFORDS COMMUNAL GOALS**Mia Steinberg<sup>1</sup>, Amanda B. Diekmann<sup>1</sup><sup>1</sup>Miami University

Goal congruity posits that women may avoid STEM fields because they are seen to impede valued communal goals such as the desire to work with or help others. Given the many benefits of STEM to society, we explored whether perceiving the abstract purpose goals ('why') versus the concrete means ('how') of a STEM task would increase communal beliefs about STEM. Participants adopted a high or low construal of a STEM task by generating reasons or means for performing the task. In Study 1 (N = 154), high construal participants believed that the STEM task afforded more communal (but not agentic) goals than those in a low construal, and this effect was especially pronounced for women. This effect was replicated in Study 2 (N = 181) although was not moderated by sex. Results indicate that a high construal may increase communal affordance beliefs, which are critical for STEM interest among women.

**B128****ACTIVATING GENDERED SELF-CONCEPTS THROUGH CULTURALLY CONSTRUCTED CONTEXTS**Sophie Kuchynka<sup>1</sup>, Jennifer Bosson<sup>1</sup>, William Ryan<sup>2</sup>, Nicole Legate<sup>3</sup><sup>1</sup>University of South Florida, <sup>2</sup>University of California at Santa Barbara, <sup>3</sup>University of Rochester

While most investigations of masculinity and femininity construe these as trait-like constructs, we investigated the situations that elicit gendered self-concepts. In Study 1 (N=315), men and women listed as many situations as they could that evoke feelings of masculinity or femininity in themselves or a 'typical other.' Masculine situations were associated with words reflecting work and achievement, whereas feminine situations were associated with 'home' and 'body' words. Among men, a tendency to produce more masculine than feminine situations correlated with homophobia and gender identification strength. In Study 2 (N=225), people rated situations in terms of how masculine and feminine they would make a typical man and woman feel. Whereas feminine situations were assumed to

make men and women feel equally feminine, masculine situations were assumed to make men feel more masculine than women. We will use the masculine and feminine situations from Study 2 to develop prototypes of gendered contexts.

**B129**

**GENDER AND STRATEGIC INTERGROUP HELPING: SYSTEMATICALLY SHAPING THE BEHAVIOR OF WOMEN AND MEN**

Silvia Abad-Merino<sup>1</sup>, John F. Dovidio<sup>1</sup>, Anna-Kaisa Newheiser<sup>2</sup>

<sup>1</sup>*Yale University*, <sup>2</sup>*University at Albany, SUNY*

Drawing on the Intergroup Helping as Power Relations Model (Nadler, 2002), we investigated whether different forms of helping behavior strategically affect responses to women and men who display socially valued or devalued characteristics. Participants (one study, N=181) read scenarios about concrete problems faced by a female or male target who displayed prosocial (e.g., volunteering) or antisocial (e.g., drug use) characteristics, and indicated the extent to which they would be willing to support small tax increases if that money were used to help address the target's issues. As predicted, participants gave less autonomy-oriented (i.e., empowering) help to a man displaying antisocial (vs. prosocial) characteristics, but gave more dependency-oriented (i.e., disempowering) help to a woman exhibiting prosocial (vs. antisocial) qualities. The role of seemingly positive forms of social behavior as a mechanism for social control and the relation of helping to processes of group-hierarchy and system-justifying processes are considered.

**B130**

**THE EFFECTS OF BODY SENTIMENT AND VALENCE OF THE OBJECTIFICATION EXPERIENCE ON SOURCE SENTIMENT**

Marco A. Gullickson<sup>1</sup>, Abigail Riemer<sup>1</sup>, Sarah Gervais<sup>1</sup>

<sup>1</sup>*University of Nebraska at Lincoln*

Sexual objectification - being treated as a sex object, rather than a person - leads women to internalize other people's perspectives (Fredrickson and Roberts, 1997). This study examined this self-objectification process further by exploring the consequences of complimentary and critical objectification experiences on sentiment of the source through balance theory, a cognitive consistency theory (Heider, 1958). 121 women were recruited from Mechanical Turk to complete an online survey. Body sentiment (positive or negative) and valence of the objectification experience recall (critical or complimentary) were manipulated; source sentiment (thoughts, feelings, and behaviors) and individual differences of enjoyment of sexualization were measured. Valence of objectification, but not body sentiment, significantly predicted source sentiment; such that complimentary objectifying experiences predicted more positive source sentiment than critically objectifying, but only with high enjoyment of sexualization. These results suggest objectifying experiences may differ for each individual. Discussion centers on future interpersonal objectification directions.

**B131**

**THE INFLUENCE OF RELATIVE INCOME ON ADOLESCENT GIRLS' LONELINESS**

Tabitha J. Wurster<sup>1</sup>, Nicole Sorhagen<sup>1</sup>

<sup>1</sup>*Temple University*

We examined how relative income status (calculated by comparing family income with neighborhood median income) influences mental health using longitudinal data. We used multi-group (by gender) structural equation modeling to examine the effects of relative income on internalizing and externalizing behavior mediated by loneliness at age 15. Controlling for family SES, low relative income status significantly predicted increased loneliness and increased internalizing factors for adolescent girls. The effect of low relative income status on internalizing behaviors was mediated through loneliness. Similarly, low relative income status predicted increased externalizing factors for adolescent girls, and was also

mediated through loneliness. No differences were found between relative income groups for boys in the sample. Findings point to the importance of considering contextual factors when examining the effect of income on adolescent well-being. Lower relative income status seems particularly salient for adolescent girls' social adjustment.

**B132**

**SORORITY PARTICIPATION: NOT A RISK FACTOR FOR BODY DISSATISFACTION?**

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<sup>1</sup>*Chapman University*

Objective: Participation in sororities has been implicated as one potential factor that exacerbates body dissatisfaction and disordered eating patterns. Across multiple studies, sorority women report greater body dissatisfaction than nonsorority women. It is unclear, however, whether participation in sororities actually produces poorer body image or if women with poorer body image choose to enter sororities. Method: Sorority and nonsorority members (N = 181) completed a survey assessing body surveillance, overweight preoccupation, and appearance evaluation. Results: There was a significant difference between sorority and non-sorority women in terms of appearance evaluation, and mean differences were in this direction for the other measures as well. In contrast to the hypothesis that sororities systematically produce body dissatisfaction, however, number of years spent in the sorority was not associated with any of the body image measures. Conclusion: The results of this study do not support the claim that sororities systematically produce increased body dissatisfaction.

**B133**

**THE EVIL THAT MEN DO: MANHOOD THREATS INCREASE UNETHICAL DECISION-MAKING**

Daniel J. Lehr<sup>1</sup>, Charlotte Tate<sup>1</sup>

<sup>1</sup>*San Francisco State University*

In order to maintain manhood, men engage in prescriptive behavior and avoid proscriptive behavior. Yet, will manhood threats increase prescriptive behavior-seeking even at the expense of ethics? In Study 1, men told they had a feminine personality (compared to a masculine personality) had an increase in unethical decision-making,  $t(92) = 2.28, p = .025$ . In Study 2, men placed in a low status (compared to high status) position also increased in unethical decision-making,  $F(1,193) = 9.94, p = .002$ . In Study 3, both status and gendered personality were simultaneously manipulated to determine the relative strength of each. Results suggest that the feminine personality threat increased unethical decision-making more so than the low status threat  $F(1,193) = 5.14, p = .024$ . Our results therefore suggest that men will seek prescriptive behavior even at the expense of ethics, and that gendered personality threats are stronger than status threats to produce this effect.

**B134**

**ASYMMETRIC MORAL ASSESSMENTS OF MEN, WOMEN AND SUB-GROUPS OF WOMEN**

Garrett T. Marks-Wilt<sup>1</sup>, Philip Robbins<sup>1</sup>

<sup>1</sup>*University of Missouri at Columbia*

Moral assessments of individuals are likely influenced by their perceived social group (e.g., gender or gender sub-group), given that stereotyping in terms of psychological traits follows from social categorization, and moral assessments are highly sensitive to information about minds and mental states. Subjects responded to a series of vignettes in which actors with gendered names (Study 1) or gendered traits (Study 2) were either the victim of a moral wrong (patient vignettes) or intentionally engaged in moral wrongdoing (agent vignettes). Study 1 supported our hypotheses, with women versus men ascribed greater considerability for rights as patients (concern, protection) and greater responsibility for wrongdoing as agents (blame, punishment), respectively. Study 2 demonstrated

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that gender-normative (communal, warm, low-status) versus stereotype-incongruent (agentic, competent, high-status) women receive comparatively greater ascriptions of considerability and responsibility, respectively. Gender-asymmetric moral assessments showed relationships with the Modern Sexism (Study 1) and Benevolent Sexism scales (Study 2).

**B135**

**INDEPENDENT AND INTERDEPENDENT SELF-CONSTRUAL AFFECT WHETHER ACKNOWLEDGING UNDERREPRESENTATION IS BENEFICIAL FOR WOMEN'S INTEREST**

Allison Master<sup>1</sup>, Sapna Cheryan<sup>1</sup>, Andrew N. Meltzoff<sup>1</sup>

<sup>1</sup>University of Washington

How do women respond to a frank statement acknowledging that they are underrepresented in STEM fields like computer science? For women who value standing out and being unique, such a reminder may increase interest in that field, but women who value fitting in may become less interested. To test this experimentally, we manipulated independent or interdependent self-construal and examined how reading a brief article acknowledging underrepresentation affected interest in computer science for N = 149 college women. Acknowledging underrepresentation led to increased interest among those primed with independent self-construal, but led to decreased interest among those primed with interdependent self-construal. Although being underrepresented can be threatening for women, acknowledging underrepresentation that already exists may actually be a way to encourage more American women to enter these fields. Women may thus benefit from open discussions of their underrepresentation in STEM in American independent cultural contexts, but not in other cultural contexts.

**B136**

**DO GENDER DIFFERENCES IN VALUES EXPLAIN MEN'S LACK OF INTEREST IN FEMALE-DOMINATED ROLES?**

Katharina Block<sup>1</sup>, Toni Schmader<sup>1</sup>

<sup>1</sup>University of British Columbia

Men's underrepresentation in female-dominated careers (e.g., nursing, teaching) has received markedly less attention in social psychology than has women's underrepresentation in science and leadership. In two studies, we examined this underrepresentation of men in light of their relatively lower endorsement of communal values compared to women. In study 1, correlational evidence from a sample of 308 undergraduate men and women suggests that communal values mediate gender differences in interest in female-dominated careers as well as family- and caregiving prioritization. In study 2, 100 male undergraduates were primed with communal goals or not. Results indicate that men whose communal goals were activated subsequently showed more interest in female-dominated careers than did men in the control condition. This evidence suggests that gender differences in values at least partly explain men's relatively lower interest in female-dominated roles. Limitations and future directions are discussed.

**B137**

**DETECTING IMPLICIT GENDER BIAS OF MALE INTERVIEWERS BASED ON THIN SLICES OF VIDEO AND AUDIO FROM JOB INTERVIEWS**

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<sup>1</sup>Rutgers University at Camden, <sup>2</sup>University of Lausanne

In two studies we investigated individuals' accuracy in assessing male interviewers' implicit gender stereotypes based on thin slices of job interviews with female applicants. Male and female participants rated interviewers' sexism, dominance, and friendliness based on 20-s slices of mute video (Study 1, N = 93) and 30-s slices of audio of interviewers (Study 2, N = 50). We correlated these ratings with interviewers' actual implicit gender stereotyping scores. Results indicated that women, but not men, were above-chance

accurate in detecting implicit sexism based on both video and audio slices, possibly because it is more adaptive for women to detect sexism compared to men. Both men and women rated high implicit sexist interviewers as more dominant (audio and video) and less friendly (video only). These results are consistent with work on thin slices of racial bias, but add nonverbal dominance as an important, previously understudied dimension in mixed-gender interactions.

**B138**

**DON'T BREAK THE RULES: DISAPPROVAL OF VIOLATIONS IN SAME- AND CROSS- GENDER FRIENDSHIPS**

Mallorie A. Miller<sup>1</sup>, Diane Felmlee<sup>2</sup>, H. Colleen Sinclair<sup>1</sup>, Elizabeth Sweet<sup>3</sup>

<sup>1</sup>Mississippi State University, <sup>2</sup>Pennsylvania State University, <sup>3</sup>University of California at Davis

Participants (N = 263, roughly 74% female) were randomly assigned to read seven vignette scenarios in which a friend, either male or female, violates a rule of friendship (see Argyle & Henderson, 1984). They subsequently rated the appropriateness of each violation. The gender of the hypothetical friend was randomly assigned during each vignette so that about half (54%) evaluated the behavior of a cross-gender friend. As hypothesized, women disapproved more than men of a friend who violated a friendship norm of emotional closeness and trust. For the violation of trust, which was found to be the worst of all offenses, female friends were also judged significantly more harshly than their male counterparts. Thus, the results reveal that norm violations are dependent upon the gender of both judge and offender, with women holding higher standards and being held to higher standards.

**B139**

**USING THE BRIEF IMPLICIT ASSOCIATION TEST TO EXAMINE THE SEXUAL DOUBLE STANDARD**

Janell C. Fetterolf<sup>1</sup>, Laurie A. Rudman<sup>1</sup>

<sup>1</sup>Rutgers University

The sexual double standard (SDS; i.e., differing standards of sexual permissiveness for men and women) persists as a form of gender inequality that impedes women's sexual expression. Men and women overwhelmingly believe the SDS exists, yet research on the SDS has produced inconsistent results when relying on self-reports (Crawford & Popp, 2003). In the present study, we uniquely examined participants' implicit attitudes toward sexually experienced and virgin male and female targets using the Brief Implicit Association Test. Reflecting the SDS, men showed more negative implicit attitudes toward sexually experienced females compared with female virgins, whereas implicit attitudes toward male targets were unbiased. Women did not show this implicit SDS. By contrast, no evidence of the SDS emerged using self-reports: both genders judged virgins more positively than sexually experienced targets, regardless of target gender. Based on this research, we suggest that implicit measures are an important direction for future SDS research.

**B140**

**MEDIATION OF SEX DIFFERENCES IN INTEREST IN THE ENGINEERING PROGRAM**

Una Tellhed<sup>1</sup>, Martin Bäckström<sup>1</sup>, Fredrik Björklund<sup>1</sup>

<sup>1</sup>Lund University

Women are underrepresented in the STEM field (e.g. engineering). Different literatures have presented self-efficacy (Hackett, 1995), career goals (Diekmann et al., 2011) and similarity judgments (Cheryan & Plaut, 2010) as the main explanations of sex differences in career interest. The present study tests the impact of these factors simultaneously in a sample of 1327 randomly selected Swedish high school students answering a survey. Structural equation modelling shows that perceived similarity to engineering students is the strongest mediator of sex differences in interest in the engineering programme. Self-efficacy in mathematical and spatial ability, and



computers and technology are also important mediators, while agentic and communal career goals are less important mediators, contrasting the results by Diekman et al. The results suggest that gender equality action should focus on strengthening women's self-efficacy in math and technology, and change the image of the stereotypical engineering student, to attract women to engineering.

**B141**  
**EFFECTS OF LEADERSHIP THREAT ON SELF-EVALUATION OF MALE VS. FEMALE LEADERS**

Joung Soon Ryong<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>  
<sup>1</sup>*Sungkyunkwan University*

Taking a leader role in work groups often accompanies psychological threat. Despite its relevance to research on leadership, how threats associated with enacting various leader roles (i.e., leadership threat) affect leadership effectiveness has not received much attention. Drawing on previous work on the role of gender in leadership, we hypothesized that females would experience higher levels of psychological threat than would males when they enact a leader role at work. We also predicted that leadership threat would affect females' self-evaluation of various leader behaviors, whereas self-evaluation of male leaders would not vary as a function of leadership threat. We conducted 4 laboratory studies involving college students in Korea and compared male vs. female leaders' self-evaluation across three different categories of leader behavior, namely, agentic, communal, and mixed. Results were consistent with our hypotheses. We discuss implications of our findings for research on gender and leadership.

**B142**  
**WHO UNDERMINES POWERFUL WOMEN AND WHY?**

Julia L. Dahl<sup>1</sup>, Theresa K. Vescio<sup>1</sup>  
<sup>1</sup>*The Pennsylvania State University*

We explored whether men or women undermine powerful women more and why. In two studies, male and female participants ostensibly worked with either a male or female leader who exerted power by taking more of the compensation money. Undermining behavior was operationalized as participant disagreement with, resistance to, and competence ratings of leaders. Study 1 revealed, that women undermined female leaders more than male leaders but men's undermining behavior did not differ as a function of leader gender. Study 2 was a replication, which revealed that 1) female participants were particularly surprised when female leaders exerted power, 2) female participants reported more unpleasant emotions, and 3) prejudice against powerful women led to more disagreement with female leaders. Findings suggest that female subordinates may sometimes be reactive to and undermine female leaders. More generally, results suggest female leaders experience unique challenges in positions of power.

**B143**  
**GENDER PERFORMANCE IN THE NCAA RIFLE CHAMPIONSHIPS: WHERE IS THE GAP?**

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<sup>1</sup>*University of San Diego*

The current study aimed to compare shooting performance between male and female athletes during the NCAA (National Collegiate Athletic Association) Rifle Championship from the 2007 to 2013 seasons. Distinct from most competitive sports, this sport requires little physical exertion, so physiological differences between the genders that generally bring about superior performance by males relative to females may have minimal effect on shooting performance. NCAA competitions, unlike Olympic shooting events today, allow male and female shooters to compete against each other. Using archival data covering a period of seven years, 555 scores of the best 149 shooters among mostly American collegiate athletes (the best of whom went on to compete in the Olympics) were analyzed using a generalized estimating equation (GEE)

model. We found no differences in performance between the genders. The results suggest that Olympic shooting is exercising a "separate and (un)equal" policy which should be reconsidered.

**B144**  
**EXAMINING THE ROLE OF RAPE HUMOR IN REINFORCING AND SUBVERTING RAPE CULTURE**

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Humor involving rape is increasingly common in American popular culture. Reinforcing rape humor contributes to the normalization of rape, while subversive rape humor challenges it. Across two studies, we assessed individuals' evaluations (e.g., as funny, offensive) and understanding of these two types of humor, and examined individual differences as moderators. Reinforcing rape humor was perceived more negatively than subversive rape humor, but these types of humor were not consistently understood to be reinforcing or subversive, respectively. Interestingly, the propensity to make attributions of sexism was a moderator; individuals more likely to recognize instances of sexism rated subversive rape humor less positively, suggesting they dismissed its content as inappropriate before considering its subtext. Our results demonstrate that while individuals may appreciate subversive rape humor, its underlying message may not always be detected, which suggests that it may not be entirely effective in challenging rape culture.

**B145**  
**EXAMINING THE "ORGASM GAP"**

Stephanie M. Kutler<sup>1</sup>, Ashley K. Malcom<sup>1</sup>, Diana Dinh<sup>1</sup>, Nathan Packard<sup>1</sup>, Lisa M. Brown<sup>1</sup>  
<sup>1</sup>*Austin College*

Previous research by Armstrong, England, and Fogarty (2010) discovered an "orgasm gap," with college men reporting significantly more orgasms than college women, particularly in casual hookups. They speculate that this gap may be due to gender differences in masturbation. These findings led us to examine possible gender differences in experiencing an orgasm across partnered and un-partnered sexual practices. This study investigated the orgasm gap in terms of masturbation, sexual history, and relationship status. Data collected from college students revealed that women are more likely to report never masturbating (39.2%) than never having sex (31.3%). Further results revealed that 20.9% of female participants versus 0.8% of male participants have never had an orgasm. Of sexually active participants, 28.9% of women versus 4.9% of men have never masturbated. Additionally, of participants currently in relationships, 45.6% of women versus 82.1% of men have masturbated in the past month

**B146**  
**I AM NOT AN ANIMAL BUT I AM A SEXIST: BELIEF IN HUMAN DISTINCTIVENESS PREDICTS SEXIST ATTITUDES TOWARDS WOMEN AND PERCEPTIONS OF MEANING IN LIFE**

Christina Roylance<sup>1</sup>, Andrew Abeyta<sup>1</sup>, Clay Routledge<sup>1</sup>  
<sup>1</sup>*North Dakota State University*

Existential concerns relating to human physicality influence cultural worldviews and norms regarding women. When people are striving to bolster perceptions of meaning, they respond negatively to the aspects of the female body that serve as reminders that humans are animals. In the present research, we sought to further explore how attitudes about human animality may influence attitudes about women. Specifically, we examined the association between beliefs about human-animal continuity and sexist attitudes. Since women serve as potent reminders that humans are biological creatures, we predicted that greater desire to perceive humans as distinct from other animals would be associated with higher levels of hostile and benevolent sexism among male participants. Results supported this

hypothesis. We also tested and found support for the assumption that the belief that humans are distinct from and superior to other animals contributes to perceptions of meaning in life.

**B147**  
**FEMININITY AND ATTITUDES TOWARD WOMEN PREDICT ATTITUDES TOWARDS CONDOM USAGE**

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<sup>1</sup>Mississippi State University

Previous research has found that women with more traditional beliefs regarding gender roles have a decreased sense of condom self-efficacy (Curtin, 2011) and that body objectification is related to a decreased use of condoms (Impett, 2006). The purpose of this study was to investigate the effects of femininity and attitudes towards women on condom use attitudes. Four hundred thirty two undergraduate students at a southeastern university participated in an online study, including the Attitudes towards Women Scale, the Personal Attributes Questionnaire—Femininity Sub-scale, and the Attitudes towards Condom Use Scale. The results of a linear regression found that an increase in femininity and positive attitudes towards women predict more positive attitudes towards condom use. These results can be implicated in intervention programs by helping women to become more open-minded to gender roles in order to become more open-minded to condom use.

**B148**  
**BODY DISSATISFACTION IN HETEROSEXUAL AND LESBIAN WOMEN ACROSS FIVE LARGE-SCALE STUDIES**

Brittney Allyn<sup>1</sup>, David A. Frederick<sup>1</sup>  
<sup>1</sup>Chapman University

Objective: Past research comparing body image dissatisfaction between heterosexual and lesbian women has produced conflicting results. This project examined body dissatisfaction, perceived appearance pressures, and body modification behaviors in five broad samples of women. Method: Heterosexual (N = 103,376) and lesbian (N = 2,154) women completed surveys including body image measures. Results: No consistent differences in body satisfaction emerged between heterosexual and lesbian women. In terms of appearance pressures, Likert-scale measures showed heterosexual women being more likely to report experiencing media pressure (d=0.54, 39% agree vs. 63% agree), social comparison (d=0.53, 57% vs. 77%), and surveillance (d=0.34, 48% vs. 63%). Odds ratios showed lesbian women were less likely to avoid sex due to body insecurities (.66), to go on a weight loss diet (.61), and to have had cosmetic surgery (.50). Conclusion: Differences in body image between lesbian and heterosexual women depend on the factor being measured.

## Mental Health/Well-Being

**B149**  
**THE RELATIONSHIP BETWEEN HAPPINESS AND BURNOUT AMONG HIGH SCHOOL STUDENTS: THE MODERATING EFFECT OF RESILIENCE**

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The purpose of the present study is to investigate the effect of happiness on burnout among high school students. Happiness means subjective well-being and is generally measured with a balance between positive and negative affect and general satisfaction in life. Burnout refers to a psychological condition in which a person constantly feels drained and exhausted. This condition is critical to high school students because it affects not only their academic efficiency, but also their physical and psychological health. A survey was administered to 129 high school students to examine the relationship of happiness and burnout and the potential moderating effect of resilience. The results suggest that

students with higher level of happiness have less burnout symptoms. Moreover, when they have high level of resilience, the relationship is more strengthened.

**B150**  
**BEHAVIORAL CONSEQUENCES OF BELIEF IN FIXED AMOUNT OF HAPPINESS (BIFAH) ON HAPPINESS**

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People's lay theories of happiness, belief that only a fixed amount of happiness exists in this world (BIFAH), has been previously found to be positively correlated with variables such as social comparison and competitiveness, and as a result, lower levels of happiness. The goal of the present research was to further investigate the behavioral characteristics of individuals who strongly endorse BIFAH, which may explain its relationship with lower happiness level. Two correlational studies revealed that BIFAH is significantly related to negative behavioral outcomes that may be of a potential harm to ones' pursuit of happiness, reaffirming its previously established relationship with lower levels of happiness. In Study 1, those with high BIFAH were significantly more likely to swear, even after controlling for related variables such as gender, neuroticism, and negative affect. In Study 2, those with high BIFAH tended to focus on the potential downsides of others' positive events, responding active-destructively.

**B151**  
**LOVING-KINDNESS MEDITATION ATTENUATES THE RELATIONSHIP BETWEEN DEPRESSIVE SYMPTOMS AND NEGATIVE EMOTIONS DURING SOCIAL INTERACTIONS**

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Research suggests that people with depression tend to report having worse social interactions. Loving-Kindness Meditation (LKM) may increase positivity in social interactions. This study tested whether LKM has social benefits for people with higher depressive symptoms. Participants (n=176) were randomized to LKM, Mindfulness Meditation (MM), or waitlist and completed measures of depressive symptoms and negative emotions during social interactions (SOC-NE) at baseline (T1) and 3 months (T2). Controlling for SOC-NE at T1, depressive symptoms at T1 significantly predicted higher SOC-NE at T2 across all groups. LKM (compared to MM and waitlist) moderated the relationship between depressive symptoms and SOC-NE, attenuating the relationship between higher SOC-NE and higher depressive symptoms. These findings suggest that LKM may provide alleviation of negative affect during social interactions for people with depression.

**B152**  
**QUALITY OF WORK RELATIONSHIPS INFLUENCE COLLEGE STUDENTS' HEALTH**

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<sup>1</sup>San Diego State University

Social relationships are linked to both positive and negative health outcomes. Previous research has demonstrated the utility of measuring relationship quality in terms of both positivity and negativity (including their co-occurrence, ambivalence). Since many students work at least part-time, work relationships are potentially health-relevant. This study examined the effect of supportive and ambivalent work relationships on the mental health (somatic stress symptoms, depression, anxiety, and life satisfaction) of 170 employed undergraduates via online surveys. Consistent with previous research on social networks, more supportive relationships predicted better health, whereas more ambivalent relationships predicted worse health. Structural equation modeling showed that participants with a supportive (compared to ambivalent) supervisor (or coworker) had better health and that this relationship was

mediated by work variables (higher job satisfaction and support, lower turnover intentions and burnout). Results highlight the importance of quality of work relationships and work variables as important for students' health.

**B154****STIGMA-BUSTING MESSAGES ABOUT MENTAL ILLNESS: PANACEA OR PARADOX?**Leonard S. Newman<sup>1</sup>, Ying Tang<sup>1</sup><sup>1</sup>*Syracuse University*

Current research tests the hypothesis that the standard "stigma busting" message has features that could cause it to be relatively ineffective even for people who might not otherwise be highly threatened by the idea of mental illness. In two studies, participants read control health-related messages and a standard stigma-busting or a control version with parallel content that did not emphasize the uncontrollability of mental illness or its potential to strike one's loved ones. They also completed the Belief in a Just World Scale and reported how anxious and fearful each message made them feel, how personally relevant they found the message, and attitude towards individuals with mental illnesses. Two studies combined revealed that people who are low in just world belief, when reading a standard stigma-busting message, may in fact harbor more negative attitude towards individuals with mental illness or be less to perceive the message to be relevant.

**B155****EXPLORING PSYCHOLOGICAL SITUATIONS AND THEIR THREATS: ARE SPECIFIC KINDS OF NEGATIVE EVENTS ASSOCIATED WITH SPECIFIC THREATS TO ADAPTIVE FUNCTIONING?**Cade D. Mansfield<sup>1</sup>, Monisha Pasupathi<sup>1</sup><sup>1</sup>*University of Utah*

Meaning-making after stressful events may be especially important for restoring adaptive functioning. But we know little about the extent to which different stressful events are associated with different psychological challenges (e.g. loss of sense of control vs. feelings of loneliness). That limits our ability to theorize about what people have to make meaning of when facing different negative events. We used a 2 (actor vs. target role) x 2 (competence vs. relatedness psychological need) within subjects design to experimentally elicit memories of 4 negative events from undergraduate participants (n=179, M age = 22.53 (SD = 4.52), female = 117). We tested the implications of those events on a battery of adaptive functioning measures (e.g. perceived self-efficacy). Different types of negative events were associated with decrements in distinct measures of adaptive functioning. Results suggest that meaning-making may need to target specific psychological threats after specific kinds of negative experiences.

**B156****EARLY ADVERSITY AND DEPRESSIVE SYMPTOMS: THE ROLE OF SOCIAL RELATIONSHIPS AND PERCEIVED STRESS**Jade E. Kobayashi<sup>1</sup>, Jessica J. Chiang<sup>1</sup>, Andrew J. Fuligni<sup>1</sup><sup>1</sup>*University of California at Los Angeles*

Early adversity increases risk for depression in adulthood, a link that may be explained by poor social relationships and ongoing stress (Repetti et al., 2002; Raposa, 2014). However, past studies have not empirically tested these pathways in a single study. The present study examined whether poor social relationships and stress mediate the early adversity-depression link. Fifty-four adults (M age=28.6, SD= 7.14; 64.8% male) recruited from Mechanical Turk completed surveys assessing their childhood family environments (Risky Families Questionnaire), and current social relationships (Social Provisions Scale), stress (Perceived Stress Scale), and depressive symptoms (CESD). Hierarchical regression analyses controlling for demographic characteristics indicated that greater early adversity was associated with more depressive symptoms ( $\beta=.38$ ,  $p=.03$ ). This link was attenuated when controlling for

perceived stress and social relationships ( $\beta=.13$ ,  $p=.17$ ), suggesting mediation by these psychosocial factors. However, bootstrapping analyses revealed poor social relationships as the primary pathway: only the indirect effect of poor social relationships was significant (indirect effect=3.15, 95% CI=[.68, 9.36]).

**B157****SOCIAL INTERDEPENDENCE MODERATES THE ASSOCIATION BETWEEN SOCIAL CLASS AND SUBJECTIVE WELL-BEING**Jacinth Tan<sup>1</sup>, Michael W. Kraus<sup>1</sup>, Christopher Oveis<sup>2</sup>, Emily Impett<sup>3</sup>, Alex Kogan<sup>4</sup>, Dacher Keltner<sup>5</sup><sup>1</sup>*University of Illinois at Urbana-Champaign*, <sup>2</sup>*University of California at San Diego*, <sup>3</sup>*University of Toronto at Mississauga*, <sup>4</sup>*Cambridge University*, <sup>5</sup>*University of California at Berkeley*

Despite the hardships and turmoil that lower-class individuals tend to face, research has revealed that the relationship between social class and subjective well-being is surprisingly weak. This weak link is indicative of the role of various social factors that could mitigate lower-class individuals' negative life experiences that impact their life satisfaction. In two studies, we examined how forms of social interdependence—assessed as one's commitment in communal relationships or one's perceived sociometric status—might influence lower-class individuals' subjective well-being. Both studies demonstrated that lower-class individuals (measured and experimentally manipulated) experienced significantly lower dysphoric affect—a component of subjective well-being—when they were in highly committed communal relationships (Study 1) or were high in sociometric status (Study 2). Conversely, the extent of social interdependence one possessed had less impact on upper-class individuals' dysphoric affect. Our findings underscore the importance of building one's social interdependence to improve lower-class individuals' subjective well-being.

**B158****STRESS AND SOCIAL SUPPORT AS PREDICTORS OF CLINICAL OUTCOMES IN A GROUP OF EMERGENCY MEDICAL SERVICE (EMS) MEDICS**Leslie K. Rice<sup>1</sup>, Ellie Shuo Jin<sup>2</sup>, Robert A. Josephs<sup>1</sup><sup>1</sup>*The University of Texas at Austin*, <sup>2</sup>*The University of Texas at Austin*

Emergency medical service (EMS) is often the first contact for individuals who have just experienced an emergency or trauma, and as a result, EMS medics witness trauma at a higher frequency than the general population. Surprisingly, there is scant research on trauma exposure and on-the-job stressors within this high-risk population. To identify associated risk and resiliency factors for clinical outcomes including depression and anxiety disorders, self-report measures assessing perceived stress levels and social support were collected from 204 local EMS medics. Perceived stress at baseline was positively associated with depression, anxiety, and PTSD, whereas perceived social support was negatively associated with these outcomes. Of greater interest was that perceived social support moderated the association between stress and these disorders, such that medics with high social support showed no association between stress and disorder, whereas medics with low social support showed a very strong association between stress and these disorders.

**B159****SHAME AS A MODERATOR OF SELF-EFFICACY AND INTIMATE PARTNER VIOLENCE**Evelyn E. Ayala<sup>1</sup>, David V. Chavez<sup>1</sup>, Elizabeth Castaneda<sup>1</sup><sup>1</sup>*California State University at San Bernardino*

Victims of child abuse(CA) often report higher rates of shame and lower rates of self-efficacy (Jaffe, et al. 2012). Predispositions to experience negative affect that contribute to the expression of mental health symptoms such as shame have been found among victims of aggression (Tangney & Dearing, 2002). Prevalence of intimate partner Violence(IPV) among young adults is physical 35%,

emotional 75%, sexual 9% (Shorey, et al. 2011). IPV is associated with negative mental health outcomes such as shame (Shorey, et al., 2011). The purpose of the study is to analyze the moderating role of shame among relationship self-efficacy and IPV among CA survivors. Participants consisted of female students and the general population (N=128). The results suggest that shame moderates the relationship between relationship self-efficacy and IPV. The implications of the study are that shame and relationship self-efficacy influence IPV victimization. This may be due to Self-blame and perceived lack of resources.

**B161**  
**THE ASSOCIATION BETWEEN CHILDHOOD AND ADULT ABUSE AMONG HOMELESS WOMEN IN SAN FRANCISCO**

Lauren Wong<sup>1</sup>, Elise Riley<sup>1</sup>, Martha Shumway<sup>1</sup>, Annesa Flentje<sup>1</sup>  
<sup>1</sup>University of California at San Francisco

The present study examined the relationship between different forms of childhood abuse and instances of adult abuse in a cross-sectional baseline survey of 298 underserved women. Study participants were recruited between 2002 and 2008 from community-based venues in San Francisco, California. Three forms of childhood abuse were examined: sexual, threats of abuse, and serious physical harm. We also examined several other risk factors, such as diagnosis of mental illnesses, sex exchange, and drug use. Regression analysis indicated that while all of these factors were related to experiences of violence as an adult, specific types of abuse as a child (e.g. sexual abuse) predicted instances of that same category of violence as an adult. These results are some of the first to examine different types of childhood and adult abuse among homeless women and indicate that similar forms of abuse persist across the lifetime for this disadvantaged population.

**B162**  
**POSITIVE AFFECT, SOCIAL CONNECTEDNESS AND HEALTH IN JAPAN**

Jiah Yoo<sup>1</sup>, Yuri Miyamoto<sup>1</sup>, Carol Ryff<sup>1</sup>  
<sup>1</sup>University of Wisconsin at Madison

Although the benefits of both positive affect and social connectedness on health have been well established in Western cultures, how these psychosocial variables are intertwined or whether health benefits exist in other cultures have not been fully explored. In East Asian culture where relationship maintaining aspects of emotions are highlighted, positive affect experienced in isolation from social relationships may not be beneficial or even harmful for one's health. Using a representative sample from Japan that contains HDL and DHEAS as healthy biomarkers, the present study found that the relationship between positive affect and biomarkers was moderated by social connectedness. Specifically, among Japanese who were not closely connected to the social relationship, those who experienced more positive affect showed less healthy biomarkers. The results indicate that the association between positive emotions and health may depend on cultural scripts that shape the emotional experience and its relations with other psychosocial variables.

**B163**  
**AT-RISK INDIVIDUALS INCREASE THE MOST IN NEGATIVE AFFECT AND ANXIETY AFTER UNCERTAINTY INDUCTION**

Rachel A. Archer<sup>1</sup>, Aaron L. Wichman<sup>1</sup>, Dana Larson<sup>1</sup>  
<sup>1</sup>Western Kentucky University

Stress-diathesis models of depression suggest that under stress, certain vulnerability factors become activated and may cause people to become depressed. It follows that the prediction of depression may be enhanced by measuring vulnerability under stress. Undergraduate students (N = 163) completed baseline measures of depression and anxiety. They were then randomly assigned to uncertainty threat or control conditions. Participants higher in their baseline risk level, as measured with depression and trait anxiety

measures, showed increased negative affect and state anxiety after uncertainty threat. Our finding that uncertainty threat caused those individuals theoretically most likely to have diatheses/vulnerability factors to show increases on the conceptually related variables of negative affect and anxiety indicates that this type of paradigm is likely an effective mechanism to test whether stress-activated vulnerability factors provide better predictive validity for depression than do more standard depression predictors.

**B164**  
**A CAUSAL LINK FROM DAILY GRATITUDE TO DAILY WELL-BEING**

David Newman<sup>1</sup>, John Nezlek<sup>2</sup>, Todd Thrash<sup>2</sup>

<sup>1</sup>University of Southern California, <sup>2</sup>College of William and Mary

Research has shown that dispositional traits of gratitude relate positively to well-being. Experimental manipulations of gratitude have even provided evidence that suggests that gratitude causes well-being. To complement these studies, we conducted a daily diary study in which 130 participants completed daily reports of feelings of gratitude and well-being. According to our multilevel modeling analyses, daily feelings of gratitude related positively to daily states of well-being. To address causality, lagged analyses showed that feelings of gratitude related positively to hedonic measures of well-being on the following day (e.g., self-esteem, positive affect, satisfaction with life) after controlling for the present day's well-being, but did not relate significantly to a eudaimonic measure of well-being (e.g., meaning in life) on the following day. In addition to the positive relationship between gratitude and well-being found between individuals, our results indicate that feelings of gratitude may cause well-being within individuals over time.

**B165**  
**ACUTE PSYCHOSOCIAL STRESSOR APPRAISALS, MOOD, AND CORTISOL RESPONSE: MODERATING ROLE OF DIFFERENT FORMS OF RUMINATION**

Robert Gabrys<sup>1</sup>, Samantha Coates<sup>1</sup>, Hymie Anisman<sup>1</sup>  
<sup>1</sup>Carleton University

Rumination can take several different forms, including reflective rumination, such as problem solving aimed at alleviating distress, or brooding which refers to passively dwelling on one's current emotional state. Reflective and brooding rumination have been predictive of lower and higher levels of depressive symptomatology, respectively, even years later. Given these findings, we examined the relationship between these different forms of rumination and stress appraisals, mood, and cortisol response following an acute psychosocial stressor (Trier Social Stress Test; TSST). Among female undergraduate students (N = 58), individuals higher in trait brooding, but not reflective rumination, perceived the TSST as more threatening, which in turn, was related to heightened negative affect. Conversely, individuals low in reflective rumination exhibited higher cortisol levels following the TSST. These data suggest that different forms of rumination may have dissociable effects on the development of depressive-like symptoms and stressor provoked neuroendocrine changes.

**B166**  
**THE NUANCED ROLE OF OUTCOME IMPORTANCE WHEN AWAITING UNCERTAIN NEWS**

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<sup>1</sup>University of California at Riverside

Waiting for uncertain news is anxiety-provoking, but all waiting periods are not created equal. This study examined the role of outcome importance in waiting experiences, considering four facets of importance: perceived importance, investment, potential gain, and potential loss. Researchers responded to a questionnaire regarding a manuscript they currently had under review and indicated their thoughts and feelings about awaiting a decision on the manuscript. To the extent that an acceptance decision (i.e., a good outcome) was important to participants, they generally

reported greater anxiety, more rumination, poorer coping, and greater use of strategies to manage their discomfort during the waiting period. Furthermore, each facet of outcome importance differentially predicted aspects of the waiting experience, with notable variability in the roles of perceived importance, investment, and potential loss, and relatively little impact of potential gain. Our findings confirm that outcome importance is a key but nuanced moderator of waiting experiences.

**B167**  
**ARE WE ALWAYS HAPPIEST WHEN BEING MINDFUL? EXPLORING THE ROLE OF ACTIVITY PLEASANTNESS USING AN EXPERIENCE SAMPLING STUDY**

Maitta Spronken<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>, Rob Holland<sup>1</sup>, Bernd Figner<sup>1</sup>  
<sup>1</sup>Radboud University Nijmegen

Most people spend a considerable amount of time mind-wandering. Previous research suggests that people are less happy when mind-wandering than when thinking about their current activity (not mind-wandering), and equally happy when mind-wandering positively and not mind-wandering. However, does activity pleasantness moderate the relation between thought type (not mind-wandering versus general/positive mind-wandering) and happiness? We explored this using an experience sampling study. Participants filled out a short questionnaire containing questions about momentary happiness, mind-wandering, mind-wandering valence, and activity pleasantness six times a day for a duration of one week. Results of this study showed a somewhat less negative relation between mind-wandering and happiness for unpleasant activities compared to pleasant activities (marginally significant interaction). Furthermore, when comparing not mind-wandering to positive mind-wandering, people were happier while not mind-wandering during pleasant activities, but happier while mind-wandering positively during unpleasant activities (significant interaction). Future studies should investigate these relations experimentally.

**B168**  
**EXAMINING THE EFFECTS OF EXPECTATIONS AND MOOD ON SUBJECTIVE WELL-BEING AFTER PRONOUNCED INTERVENING EVENTS**

Shane Close<sup>1</sup>, Kiley Stevenson<sup>1</sup>, Kelsey Graupmann<sup>1</sup>, Katherine Eckles<sup>1</sup>, Brittany Brest<sup>1</sup>, Andrew Geers<sup>1</sup>  
<sup>1</sup>University of Toledo

This research examined the separate and combined effects of mood and expectations on subjective well-being (SWB) judgments. Importantly, we tested if mood and expectations influenced SWB judgments when a pronounced intervening event occurred after the mood and expectation manipulations, but before the SWB reporting. We manipulated moods (sad or neutral video induction) and expectancies (pain increase expectation or no expectation) in a 2x2 design. After exposure to these manipulations, participants (N=75) performed a pain task by placing their hand in ice water for 2 minutes. Afterwards, participants completed a SWB questionnaire. Data analysis revealed an interactive effect on SWB, where participants who were in a sad mood and received the pain increase expectation reported significantly lower SWB ( $p < .05$ ). These data indicate that mood and expectations combine to influence SWB judgments. Further, the effect of mood and expectation on SWB judgments was neither ephemeral nor easily overrun by intervening events.

**B169**  
**ROLE OF ETHNICITY AND STRESS MANAGEMENT ON THE RELATIONSHIP BETWEEN MALADAPTIVE COGNITIONS AND DEPRESSION AMONG LOW-INCOME PREGNANT WOMEN**

Yasmin B. Kofman<sup>1</sup>, Guido Urizar<sup>1</sup>  
<sup>1</sup>California State University at Long Beach

Despite maladaptive cognitions (e.g., perfectionism, need for approval) being consistently linked to depression, few studies examine how this relationship manifests in at-risk populations during pregnancy. The current study examined whether maladaptive cognitions and depression levels differed among low income, multi-ethnic women participating in a prenatal cognitive behavioral stress management (CBSM) intervention. A sample of 78 low-income women (75% annual income < \$19K; 16.7% U.S.-born Latina, 53.8% foreign-born Latina, 29.5% non-Latina) completed cognitive (Dysfunctional Attitude Scale) and depression (Edinburgh Postnatal Depression Scale) assessments over the course of their pregnancy and postpartum. Results showed that women with more maladaptive cognitions had higher levels of postpartum depression ( $r = .37$ ,  $p < .001$ ). Additionally, the CBSM intervention was most effective in decreasing maladaptive cognitions among U.S.-born Latinas [ $F(2, 78) = 2.44$ ,  $p = .09$ ] and reducing postpartum depression among U.S.- and foreign-born Latinas (compared to non-Latina women) [ $F(2, 78) = 5.23$ ,  $p < .01$ ], suggesting cultural relevancy of the intervention.

**B170**  
**RUMINATIVE COPING MEDIATES THE ASSOCIATION BETWEEN GREATER SELF-OBJECTIFICATION AND LESS FULFILLMENT OF BASIC PSYCHOLOGICAL NEEDS**

Helena Hassen<sup>1</sup>, Benita Jackson<sup>1</sup>, Shanila Sattar<sup>1</sup>  
<sup>1</sup>Smith College

Self-objectification is the viewing of one's body primarily from an observer's perspective, and a large literature shows that it is a potent barrier to women's cognitive processing and well-being more generally. Yet little is known about whether and how self-objectification thwarts fulfillment of key basic psychological needs: autonomy, competence, and relatedness. Data from a cross-sectional sample of female college students responding to online surveys (N=124) confirmed our hypothesis: ruminative coping – repetitively focusing on causes, consequences, and symptoms of one's distress – mediated the association between greater self-objectification and less basic psychological needs fulfillment. Using a series of regression analyses, we found evidence for full mediation (sans mediator,  $B = -.14$ ,  $SE = .06$ ,  $p = .02$ ; including mediator,  $B = -.04$ ,  $SE = .06$ ,  $p = .50$ ). Findings are consistent with the notion that increasing young women's psychological needs fulfillment could happen through interventions remediating self-objectification and/or ruminative coping. The current data provides a foundation for future studies to test these suppositions directly.

**B171**  
**THE ROLE OF FACIAL EXPRESSIONS ON PERCEPTIONS OF INDIVIDUALS WITH DISABILITIES**

Todd J Williams<sup>1</sup>, Amanda Dillard<sup>1</sup>, Allison Desautels<sup>1</sup>  
<sup>1</sup>Grand Valley State University

There has been very little research to explore how expressed emotion and gender relate to perceptions of individuals with disabilities. In this study, two hundred and fifty-four college students judged a disabled or non-disabled individual who was either shown expressing a positive or negative emotion. Targets were rated on personality dimensions of extraversion, openness to experience, neuroticism, agreeableness and conscientiousness as well as overall levels of happiness. Results show a three-way interaction between gender, facial emotion and disability. Individuals judged disabled women who expressed negative facial emotion as being less extraverted, agreeable, conscientious, open and happy relative to individuals who had positive facial emotion,

were non-disabled, or male. Overall, the findings suggest that negative perceptions and stereotypes about disability exist and that disabilities are viewed as more detrimental to the perception of women's character and well being than men's.

**B172**

**"WHY NOT ME?": MEANING, ACCEPTANCE, AND ADJUSTMENT TO INFLAMMATORY BOWEL DISEASE**

**Danay Novoa<sup>1</sup>, Fuschia Sirois<sup>2</sup>, Christopher Davis<sup>1</sup>**

<sup>1</sup>Carleton University, <sup>2</sup>Bishop's University

"Why me?" is a question most ask when faced with an acquired disability. When the condition has an uncertain etiology, finding a satisfactory answer may be challenging. Although finding an answer may promote perceptions of growth, reduced searching is a better predictor of adjustment. Indeed, some research suggests that those who do not ask the question are more likely to accept their illness, and experience more positive and less negative affect. This study of 428 individuals with Inflammatory Bowel Disease (IBD) replicates those findings, and extends our understanding of those who do not search for meaning by assessing links with illness and personal factors. Results indicate that compared to those who found meaning and those unable to find meaning, non-searchers were more hopeful, optimistic, and reported less IBD-related stress. Groups did not differ on illness severity. Overall, results suggest that promoting acceptance may be an important alternative path to adjustment.

**B173**

**CAN PRESENT PERCEPTIONS OF CONTROL OUTWEIGH OUR PAST? CONTROL AND CUMULATIVE LIFETIME ADVERSITY'S ASSOCIATION WITH RESILIENT RESPONSES TO PAIN**

**Cheryl Kondrak<sup>1</sup>, Lindsey Streamer<sup>1</sup>, Shannon Lupien<sup>2</sup>, Mark Seery<sup>1</sup>**

<sup>1</sup>State University of New York at Buffalo, <sup>2</sup>Hilbert College

Research has demonstrated that, compared to having a history of no or high adversity, experience with some adverse life events predicts resilient responses to stressors and greater overall well-being. The current study sought to explicitly test perception of control as a moderator of adversity's relationship to more positive responses to stressors. Exposure to a low control manipulation led to a curvilinear pattern predicting responses to a pressure pain induction, such that moderate adversity was associated with more positive responses (i.e., lower catastrophizing, pain unpleasantness) compared to no and non-extreme high adversity. However, this pattern did not emerge following a high control manipulation; instead, all three levels of adversity exhibited the relatively positive responses typically associated with moderate adversity. These results suggest that fostering a perception of control may allow those with no and high levels of prior lifetime adversity to respond with greater resilience in the face of stressors.

**B174**

**30 DAYS OF NATURE CONTACT IMPROVES HAPPINESS AND STRENGTHENS NATURE RELATEDNESS**

**Elizabeth K. Nisbet<sup>1</sup>**

<sup>1</sup>Trent University

Brief exposure to nature promotes relaxation, cognitive functioning, psychological well-being, and can strengthen subjective connectedness. Longitudinal data from the Canadian 30x30 nature challenge (N=2,542) tested the effects of repeated nature contact on happiness and trait connectedness with nature. Nature contact was encouraged through practical daily tips via social media, employer toolkits, and email, for a month. More time in nature resulted in increased connectedness, better moods, and particularly large effects for the emotions awe, curiosity, and fascination. Repeat participants from the prior year's challenge (N=253) had maintained their nature contact and subjective connectedness yet still benefitted from the annual challenge, doubling their weekly time in nature and increasing their connectedness, positive affect, and vitality. This

work complements the evidence of nature's influence on physical health and highlights the potential to capitalize on nature's salutary effects in fostering intrinsically-motivated sustainable behavior.

**B175**

**PERCEIVING ECOLOGICAL THREAT, PRO-ENVIRONMENTAL BEHAVIOR, AND SUBJECTIVE WELL-BEING**

**Michael T. Schmitt<sup>1</sup>, Lara B. Aknin<sup>1</sup>, Jonn Axsen<sup>1</sup>, Rachael Shwom<sup>2</sup>**

<sup>1</sup>Simon Fraser University, <sup>2</sup>Rutgers University

Increasingly, people recognize that humans and other species are at risk from impending ecological crises. We predicted that perceiving these ecological threats ("eco-threat") would undermine subjective well-being. Perceiving eco-threat can also encourage people to engage in pro-environmental behaviors (PEB). Following research on the well-being benefits of pro-social behavior, we predicted that PEB would promote well-being, and partly suppress the negative effect of eco-threat. We tested these hypotheses in nationally representative samples of Americans (N=1001) and Canadians (N=1220). Controlling for region, age, gender, income, and education, eco-threat negatively predicted life satisfaction. Frequency of PEB mediated a positive relationship between eco-threat and well-being—eco-threat positively predicted PEB, which in turn positively predicted life satisfaction. In that sense, engaging in PEB can be considered a way of coping with eco-threat. Comparing individual behaviors, the largest effects occurred for PEBs involving social interaction, or requiring greater investments of money, time, and effort.

**B176**

**CHOOSING YOUR FACEBOOK FRIENDS WISELY: PERCEIVED CHOICE AS A MODERATOR OF THE RELATIONSHIP BETWEEN NUMBER OF FACEBOOK FRIENDS AND SOCIAL ANXIETY**

**Kenneth L. Reams<sup>1</sup>, Mai-Ly N. Steers<sup>1</sup>, Lindsey B. Eikenburg<sup>1</sup>, Lisa Caraway<sup>1</sup>, Linda K. Acitelli<sup>1</sup>**

<sup>1</sup>University of Houston

Self-determination has often been found to be related to more positive and open social interactions. Additionally, individuals with more self-determination perceived choice (SDPC) are by definition more autonomous. Literature has shown that social anxiety (SA) is negatively associated with social support as well as number of online friends. Therefore we anticipated both SDPC and number of Facebook friends (NFF) to be associated with less SA. Moreover, SA was expected to be negatively related to higher NFF, particularly for people higher in SDPC, because such individuals may be more likely to wisely choose (e.g., are more autonomous) Facebook friends who are supportive, thus reducing SA. Results revealed significant main effects for NFF and SDPC (N=475). Further, a significant interaction between NFF and SDPC emerged in the expected manner. This study elucidates the relationship between NFF and SA by demonstrating that individual differences such as SDPC might mitigate SA experienced on Facebook.

**B177**

**HOW DO PEOPLE DEFINE HAPPINESS?**

**Cindy L. Ward<sup>1</sup>, Anne E. Wilson<sup>1</sup>, Vanessa Buote<sup>1</sup>**

<sup>1</sup>Wilfrid Laurier University

Although everyone recognizes the concept of "happiness" - people may vary considerably in their definition of what happiness is. Examining how lay people define happiness is very important because people's definitions likely play a pivotal role in the goals people pursue. Over the course of three studies (n = 710), we examined people's definitions of happiness. In the first two studies we obtained spontaneous definitions of happiness via interviews and open-ended questionnaires. Coded responses from these two studies led to the creation of a questionnaire including 35 factors that contribute to people's definitions of happiness. There was astounding consensus among the factors that contribute to happiness: The top ten factors include good mental health, feeling

hopeful about the future, feeling safe and secure, and, feeling grateful in life. Individual differences predicting different "kinds" of happiness definitions will be discussed.

**B178**  
**WHEN IS PASSION UNHEALTHY? A CROSS DOMAIN INVESTIGATION**

**Maurice H. Yearwood<sup>1</sup>**  
<sup>1</sup>*University of Cambridge*

When is Passion unhealthy? Passions pervade many areas of an individual's life in varying degrees, but not all passions are the same. The Dualistic Model of Passion holds that passions can be harmonious (e.g., activities controlled by the individual) or obsessive (e.g., activities which control the individual), with harmonious passion generally leading to greater well-being and obsessive passion resulting in negative affect in various domains. However, no work has examined whether people can be harmoniously passionate in some domains of life (e.g., Relationship), yet obsessively passionate for other domains (e.g., work). The present study focused on several life domains: Work, Religion, Romantic Relationship, Family and Volunteering (activities). Our findings show that participants (N = 349) can indeed be harmoniously passionate in some domains and obsessively passionate in others - an important implication for potential intervention approaches based on harmonious living.

**B179**  
**ASSOCIATIONS BETWEEN GRIT AND SUBJECTIVE WELL-BEING IN A LARGE SAMPLE OF U.S. ADULTS**

**Victoria Young<sup>1</sup>, Angela Duckworth<sup>1</sup>**  
<sup>1</sup>*University of Pennsylvania*

Grit, the disposition to pursue especially challenging goals with perseverance and passion, has been shown to predict objective indicators of achievement. However, the relations between grit and subjective well-being have not yet been examined. Do gritty individuals enjoy success at the expense of personal happiness? In a cross-sectional study of N = 1,800 American adults aged 25 and older, we examined linear associations between grit and life satisfaction, positive affect, negative affect, and depressive symptomatology. Controlling for age and education, grittier individuals reported higher life satisfaction and positive affect, as well as lower negative affect and depressive symptomatology. Nonlinear analyses suggest a ceiling effect for negative, but not positive, aspects of well-being. Specifically, extremely gritty individuals report comparable, if not higher, negative affect and depressive symptomatology as only moderately gritty individuals. In contrast, the relationship between grit and both life satisfaction and positive affect is essentially monotonic.

**B180**  
**BELIEVING THAT HAPPINESS IS "VISIBLE" LOWERS LIFE SATISFACTION**

**Hyunji Nam<sup>1</sup>, Heeyoung Yoon<sup>1</sup>, Eunkook M. Suh<sup>1</sup>**  
<sup>1</sup>*Yonsei University*

In this study, we found that people's lay beliefs about what constitutes happiness predict their level of subjective well-being. Specifically, people who are more likely to believe that happiness is contingent on visible conditions (e.g., material possessions) tend to view happiness as a "zero-sum" resource that they need to compete against others. As expected, belief in visibility of preconditions of happiness (BVPH) and life satisfaction was mediated by the zero-sum attitude of happiness. BVPH was negatively correlated with life satisfaction ( $\beta = -.336, p < .05$ ), but positively with the belief that the amount of available happiness is "fixed" ( $\beta = .306, p < .05$ ). However, the relationship between BVPH and life satisfaction was no longer significant after controlling for the zero-sum attitude of happiness ( $\beta = -.278, p > .05$ ).

**B181**  
**THE INFLUENCE OF SEXUAL ASSAULT CHARACTERISTICS ON SURVIVORS' COPING STRATEGIES OVER TIME**

**Cassandra Gearhart<sup>1</sup>, Neilou Heidari<sup>1</sup>, Cynthia Magana<sup>1</sup>, Maria Morales<sup>1</sup>, Courtney Ahrens<sup>1</sup>, Katie Feifer<sup>2</sup>**

<sup>1</sup>*California State University at Long Beach*, <sup>2</sup>*Voices and Faces Project*

Rape survivors use a variety of adaptive and maladaptive coping strategies (Fanflik, 2007). The current study analyzed coping strategies reported in 300 rape survivors' written narratives. Inductive coding (Glaser, 1998) uncovered six helpful (creative expression, education, receiving support, giving support, empowerment, cognitive restructuring) and four unhelpful strategies (self-injury and addiction, denial and avoidance, rumination, social withdrawal). Survivors were then classified as using entirely helpful, entirely unhelpful, or mixed coping strategies at two time points. A chi-square test of independence showed that entirely unhelpful coping decreased after the first year. Discriminant function analysis was then used to identify predictors of the direction of change (positive change toward more helpful coping, negative change toward more unhelpful coping, or no change). Results suggested that past victimizations, age at first assault, and time since last assault significantly added to group classification. The function most clearly discriminated the negative change trajectory. Implications will be discussed.

**B182**  
**PERSONALITY-RELATED PROBLEMS OF COLLEGE STUDENTS THAT SEEK COUNSELING**

**Shreyas Doshi<sup>1</sup>, Michael Boudreaux<sup>1</sup>, Daniel Ozer<sup>1</sup>**  
<sup>1</sup>*University of California at Riverside*

The purpose of this study is to examine the occurrence of specific social, emotional, and behavioral problems of college students seeking counseling. We administered 400 personality-related problems (e.g., lack of self-direction, social inhibition) to a sample of students seeking counseling at a university counseling center (N = 54) and a general sample of college students (N = 384). The highest and lowest rated problems in the counseling student sample were examined. For example, the top five problems of counseling seekers were "procrastinating too much," "worrying too much," "having trouble staying focused," "being overly critical of myself," and "not reaching my full potential." We also examined problems that counseling seekers rated significantly higher than non-counseling seekers. These included, for example, "difficulty developing close and lasting relationships," "feeling hopeless or depressed," "difficulty making or keeping friends," "being easily affected by emotions," and "difficulty dealing with life transitions."

**Personality Processes/Traits**

**B183**  
**MIND-READING IN THE DARK: ASSOCIATIONS BETWEEN DARK PERSONALITY FEATURES AND THEORY OF MIND**

**Jennifer Vonk<sup>1</sup>, Demitrus Ewing<sup>1</sup>, Amy E. Noser<sup>1</sup>, Sterett Mercer<sup>2</sup>, Virgil Zeigler-Hill<sup>1</sup>**

<sup>1</sup>*Oakland University*, <sup>2</sup>*University of British Columbia*

Theory of mind (ToM) is the ability to attribute mental states (e.g., desires, emotions, intentions) to others and understand that these mental states may differ from one's own. Relatively few studies have examined the connection between ToM and personality features despite the obvious impact of ToM on social interactions. In the present study, we examined the relationships that dark" personality features (i.e., Machiavellianism, narcissism, psychopathy, borderline personality features, spitefulness) had with ToM using lower level and more advanced tests of ToM among 942 undergraduate participants. SEM analyses revealed that many dark personality features were negatively associated with ToM (e.g., primary psychopathy, spitefulness) but Machiavellianism and the

pathological form of grandiose narcissism were positively associated with ToM. Discussion will focus on the implications of these results for understanding the connection between dark personality features and ToM.

**B184**

**PERSONALITY DISPOSITIONS AND REDEMPTIVE LIFE STORIES**

Jen Guo<sup>1</sup>, Dan P. McAdams<sup>1</sup>

<sup>1</sup>*Northwestern University*

Life narratives are the internalized stories that people construct to produce meaning, purpose, and coherence in their lives. Prior research suggests that midlife adults who show high levels of psychological health and generativity narrate their lives as redemption scripts, consisting of five themes: (1) a sense of childhood advantage, (2) empathy for others' suffering, (3) moral steadfastness, (4) overcoming adversity, and (5) prosocial goals. The current study examines personality correlates of this redemptive script in 157 midlife adults. Summing thematic scores across 12 different scenes in life story interviews, the redemptive script was significantly associated with four of the Big Five traits: extraversion, conscientiousness, agreeableness, and emotional stability, but unrelated to cognitive features of personality as assessed on the trait of openness and ego development. The findings suggest that positive socio-emotional features of personality undergird redemptive life narratives whereas the proclivity for complex or sophisticated understanding is not required.

**B185**

**ALCOHOL AS ESCAPE FROM PERFECTIONISM: A LONGITUDINAL INVESTIGATION OF THE ASSOCIATIONS OF PERFECTIONISTIC TRAITS, PSYCHACHE, AND ALCOHOL USE ACROSS THE ADULT LIFESPAN**

Chang Chen<sup>1</sup>, Paul Hewitt<sup>1</sup>, Gordon Flett<sup>2</sup>

<sup>1</sup>*University of British Columbia*, <sup>2</sup>*York University*

Although the relationship between perfectionism and alcohol use in young adults has been studied, little is known about the impact of perfectionism on alcohol use across the adult lifespan. The aim of the current study is to evaluate a mediational model of the relationships between perfectionistic traits, 'psychache' (i.e., unbearable psychological pain), and alcohol consumption among 437 adults (Mean age = 58, ranging from 35 to 90 years, 64% female). Path analysis revealed that psychache mediated the relationship between socially prescribed perfectionism (i.e., perceiving others as demanding perfection from oneself) measured at baseline and alcohol consumption assessed 6 months later, after controlling for gender, socioeconomic status, current relationship status, and perceived social connectedness. Furthermore, this significant mediated effect was found only among participants below the age of 65 (n=288). The present study highlights the importance of delineating the mechanism in which perfectionism contributes to alcohol use from a lifespan perspective.

**B186**

**OBSESSIVE-COMPULSIVE PERSONALITY: SEEING BOTH THE FOREST AND THE TREES**

Melissa Mahoney<sup>1</sup>, Benjamin Saunders<sup>1</sup>, Nicole Cain<sup>1</sup>

<sup>1</sup>*Long Island University*

A preliminary study showed evidence that those higher in obsessive-compulsive personality (OCP) tendencies were slower to process visual information when presented with competing visual details. However, their sample scored low on OCP measures. We used a sample (N = 138) that scored higher on a measure of OCP. Subjects completed the WISPI-IV OCP scale (1993) and the Navon (1977) global versus local task. Neither the high nor the low OCP group displayed slower reaction times when presented with competing visual details. But, the high OCP group had significantly faster reaction times to the visual detail information. Those high in OCP tendencies presented as more detailed-oriented; however, they

did not display a deficit in gestalt visual processing. "Preoccupation" with details is listed in the DSM-5 as a symptom of OCP. To validate this terminology, it is important we understand what limitations, if any, are experienced as a result of this concentration on details.

**B187**

**OUT OF SIGHT, STILL IN MIND?: THE IMPACT OF NEUROTICISM ON FACEBOOK STALKING, BREAK-UP RECOVERY, AND WELL-BEING**

Ruby Barraza<sup>1</sup>, Jessica E. Bodford<sup>1</sup>, Virginia S.Y. Kwan<sup>1</sup>

<sup>1</sup>*Arizona State University*

As Facebook continues to rise in popularity, so too does the phenomenon of Facebook stalking, or the use of social networking sites for interpersonal surveillance. The present study (N = 332) examined whether Facebook stalking of past relationships affects break-up recovery and, consequently, subjective well-being. However, the impact of stalking behaviors on well-being may differ based on personality. Neurotic individuals—who often ruminate over negative events—may be likely to ruminate over past relationships regardless of Facebook stalking behaviors. As such, cutting all ties (i.e., suppression behaviors) may actually intensify rumination. Overall, increased Facebook stalking predicts longer break-up recovery time, which consequently led to lower well-being. Nevertheless, neurotic individuals were more likely to block or unfriend exes; however, these blocking behaviors did not benefit, but rather harmed, well-being. These findings suggest that neither Facebook stalking nor, on the other extreme, suppression behaviors are particularly helpful following a break-up.

**B188**

**BLUE MONDAY?: NOT IF YOU ARE A PERSONAL STANDARDS PERFECTIONIST!**

Brenda Harvey<sup>1</sup>, Marina Milyavskaya<sup>2</sup>, Mark Saffran<sup>3</sup>, Nora Hope<sup>3</sup>, Theodore Powers<sup>4</sup>, Richard Koestner<sup>3</sup>

<sup>1</sup>*Concordia University*, <sup>2</sup>*University of Toronto*, <sup>3</sup>*McGill University*, <sup>4</sup>*University of Massachusetts at Dartmouth*

The current study used a prospective design and daily experience methods to examine the relation of self-critical and personal standards perfectionism with experiences of affect and autonomy across the week. One hundred and fifty-nine university students completed baseline measures of perfectionism and reported their nightly affect for seven consecutive days. Experiences of autonomy while engaging in academic activities were assessed using ecological momentary assessment procedures. Results showed self-critical perfectionists' affect declined significantly at the start of the week, whereas the affect of personal standard perfectionists actually peaked at the start of the week. Moreover, engaging in academic activities was associated with feelings of constraint for self-critics but with autonomy for personal standards perfectionists. The present study highlights the association of different forms of perfectionism with distinct forms of academic engagement, which, in turn, are associated with unique patterns of autonomy and affect across the calendar week.

**B189**

**SELF-CRITICAL AND PERSONAL STANDARDS DIMENSIONS OF PERFECTIONISM AND THE MAINTENANCE OF DAILY COPING AND AFFECT OVER ONE YEAR**

Sauna Solomon-Krakus<sup>1</sup>, David Dunkley<sup>1</sup>, Amanda Thaw<sup>1</sup>

<sup>1</sup>*McGill University*

This study of 153 community adults examined self-criticism (SC) and personal standards (PS) dimensions of perfectionism in the maintenance of daily coping and affect over one year. Participants first completed measures of perfectionism. Then, at baseline and again one year later, participants completed an experience sampling methodology with repeated within-day reports of coping and affect for eight consecutive days. PS was associated with aggregated daily



problem-focused coping, whereas SC was associated with aggregated daily avoidant coping, negative affect, and lower positive affect at baseline and Year 1. Path analyses showed that avoidant coping tendencies explained why individuals with higher SC had persistent negative affect over one year. In contrast, PS was indirectly related to daily positive affect over one year through the maintenance of problem-focused coping. These findings demonstrate the importance of distinguishing between PS and SC in considering the role of perfectionism in the daily coping and adjustment process.

**B190**  
**BIG FIVE PERSONALITY FACTORS AND COPING WITH STRESSFUL EVENTS**

Savannah E. Clay<sup>1</sup>, David A. Schroeder<sup>1</sup>

<sup>1</sup>University of Arkansas

People experience and react to stress in different ways (e.g., problem-focused and emotion-focused coping strategies), and identifiable psychological processes play important roles in how they cope with stress in their lives. This study investigated how the personality factors of the Big Five theory are related to a person's coping strategies. Female undergraduates (N = 100) completed the International Personality Item Pool Big Five personality scale (Goldberg, 1993) and the Brief COPE scale (Carver, 1997), and they reported their reactions to a series of stressful situations (e.g., oversleeping for a test, poor group performance on an assignment). Consistent with predictions based on defining characteristics of the Big Five factors, correlational analyses revealed significant relations between the Big Five personality factors, the Brief COPE subscales, and the number of emotion-focused and problem-focused actions taken in response to the stressful situations. Results are discussed in terms of implications for effective coping strategies.

**B191**  
**BIG-5 PERSONALITY TRAITS AND ASSOCIATED CLINICAL OUTCOMES IN A GROUP OF EMERGENCY MEDICAL SERVICE (EMS) MEDICS**

Ellie Shuo Jin<sup>1</sup>, Leslie K. Rice<sup>1</sup>, Robert A. Josephs<sup>1</sup>

<sup>1</sup>University of Texas at Austin

Each day, thousands of EMS medics across the US experience profound psychological distress as a part of their work routine. Not surprisingly, these individuals are at significant risk for various mental and physical illnesses due to their highly stressful and unpredictable work conditions. Remarkably, there is a paucity of empirical studies examining the unique experiences of these emergency responders. The present study examined the Big-5 personality traits at baseline and their associated clinical outcomes at 3-month follow-up. Results demonstrate that trait conscientiousness and emotional stability are significantly negatively predictive of anxiety, depression and PTSD symptoms. In addition, trait extraversion, conscientiousness, emotional stability and openness to experience are significantly positively predictive of social support. In contrast, trait conscientiousness, emotional stability and openness to experience are significantly negatively predictive of perceived stress. Collectively, these results demonstrate the role of personality traits in the emergence of psychopathology in a group of EMS medics.

**B192**  
**TESTING THE ASSOCIATION BETWEEN NORMAL PERSONALITY AND BORDERLINE PERSONALITY DISORDER SYMPTOMS, EMOTIONS, AND STRESSORS AT THE DAILY LEVEL**

Brandon Weiss<sup>1</sup>, Madison Knight<sup>1</sup>, William Fleeson<sup>1</sup>, Malek Mneimne<sup>1</sup>, Elizabeth M. Arnold<sup>2</sup>, Michael Furr<sup>2</sup>

<sup>1</sup>Wake Forest University, <sup>2</sup>Wake Forest Medical School

This study tests the continuity between normal personality and Borderline personality pathology. It tests whether day to day fluctuations in normal personality correspond to day to day flare-

ups of symptoms of Borderline personality disorder and whether such correspondence is limited to those with pathology or rather characterizes normal functioning. 271 participants (83 with BPD Diagnosis) self-reported on their Personality, BPD symptoms, emotions, and stressors each day for two weeks. The prototypical BPD personality profile was assessed using Widiger's (2004) ratings and self-reports of personality from our sample. Correlations were assessed between daily personality and profiles. Data analyses employed multi-level modeling to examine whether these correlations predicted daily BPD outcomes. For 22 of 24 outcomes, daily personality convergence with both BPD profiles evidenced a significant effect on BPD outcomes. At the daily level, greater convergence with prototypical BPD personality is positively associated with levels of BPD outcomes regardless of BPD diagnosis.

**B193**  
**NARCISSISM INCREASE AMONG COLLEGE STUDENTS IN SOUTH KOREA**

Sun Kyung Lee<sup>1</sup>, Paloma Benavides<sup>1</sup>, Yong-Hoe Heo<sup>1</sup>, Sun W. Park<sup>1</sup>

<sup>1</sup>Korea University

We investigated whether narcissism has increased among college students in South Korea. We used the same cross-temporal meta-analysis as Twenge, Konrath, Foster, Campbell, and Bushman (2008) who reported narcissism increase in the U.S. We selected articles in which college students completed the Narcissistic Personality Inventory (Raskin & Terry, 1988). There were 28 samples (total n = 13,450), and publication years ranged from 1999 to 2014. Mean narcissism scores were positively correlated with publication years ( $r = .57, p = .002$ ), indicating that narcissism has increased for the past 15 years. Along with a recent report describing narcissism in China (Cai et al., 2012), this finding suggests that narcissism has become an important social issue in East Asia

**B194**  
**SOCIAL ORIENTATION DIFFERENCES BETWEEN SUBJECTIVE HAPPINESS AND SATISFACTION WITH LIFE**

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<sup>1</sup>Trinity University

Despite the theoretical differences between the concepts of subjective happiness and satisfaction with life, the scales typically used to measure these aspects of subjective well-being have often yielded near-identical results and are thus often used interchangeably in happiness research. However, five recent studies in our lab have indicated that measures of social orientation such as extraversion, agreeableness, and sociability are positively correlated with subjective happiness (controlling for satisfaction with life), but uncorrelated with satisfaction with life (controlling for subjective happiness). To examine social orientation correlates in more detail, we designed a follow-up study that included more reliable measures of extraversion and agreeableness and additional scales to measure preference for solitude and social anxiety. Results confirmed that each measure of social orientation was reliably correlated with subjective happiness (controlling for satisfaction with life) and shared almost no connection with life satisfaction (controlling for subjective happiness).

**B195**  
**DIFFERENCES IN PERSONALITY FOR EARLY AND LATE STUDY VOLUNTEERS**

Laura B Koenig<sup>1</sup>

<sup>1</sup>Kutztown University

Recent research indicates that inattentive and poorly motivated subjects, including student participants at the end of a semester, may be adversely affecting data quality (e.g., Nichols et al., 2014). In the current study, personality differences and response consistency were examined in 128 participants who completed a self-report survey either early in the semester (N = 32) or late in the semester (N = 96), including the Big Five Inventory (John et al., 2008), the

Satisfaction with Life Scale (Diener et al., 1985), and Ryff's well-being measure (Ryff & Singer, 1998). The late-semester students were significantly lower in Conscientiousness, Personal Growth, and Purpose in Life. However, when alpha and split-half reliabilities were examined, no consistent drop in reliability was seen for late-semester subjects. Thus, though late-semester subjects may be somewhat different than early-semester subjects, the current analysis did not suggest any systematic degradation in data from these subjects.

**B196****KNOW YOURSELF AND YOU WILL BE LOVED?**

**Sarah Humberg<sup>1</sup>, Steffen Nestler<sup>1</sup>, Stefan C. Schmukle<sup>2</sup>, Boris Egloff<sup>3</sup>, Mitja D. Back<sup>1</sup>**

<sup>1</sup>University of Münster, <sup>2</sup>University of Leipzig, <sup>3</sup>University of Mainz

Is it socially beneficial to know oneself? Here, we examined whether knowledge about one's own personality (personality self-knowledge, PSK) has a positive effect on popularity in people's daily lives. In an explorative (N = 42) and two extensive longitudinal laboratory (N = 279) and field (N = 127) studies, subjects were asked to rate themselves concerning the Big Five. PSK was assessed as the agreement of this self-rating with an aggregated criterion measure, consisting of behavioral observations (coded videotaped behaviors, event-based real-life behaviors), reputations (acquaintance reports), and the implicit self (Implicit Association Tests). Using Response Surface Analyses, we tested whether PSK predicts individuals' popularity (positivity of received evaluations across social partners), which was measured later in time. Results indicate that people who know about their own (dis-)agreeableness are more socially approved.

**B197****OPTIMIZING VOCABULARY OVERCLAIMING ITEM PERFORMANCE USING LEXICAL PARAMETERS**

**Patrick J. Dubois<sup>1</sup>, Delroy L. Paulhus<sup>1</sup>**

<sup>1</sup>University of British Columbia

The Overclaiming Technique (OCT), which measures knowledge and tendency to exaggerate knowledge via testing familiarity of real and foil (non-existent) items, has proven useful in a variety of domains yet no research to date has evaluated item selection (for reals), generation (for foils) or psychometric performance. Our research avoided domain-specific pitfalls by focussing on general vocabulary, and borrowed from computational psycholinguistics by using lexical parameters for selecting reals and for generating and selecting foils. In two studies with a total of 1,928 participants (online and in a classroom setting), we found distinct properties for optimal performance of each category and objective, measurable guidelines for item selection and generation. The resulting instrument was validated against a standard vocabulary test and a general overclaiming measure. By using open-source and freely available software, we developed techniques for any researcher to develop better overclaiming scales.

**B198****RELIABILITY IN PERSONALITY INVENTORIES WITH A LARGE NUMBER OF ITEMS**

**Martin Bäckström<sup>1</sup>**

<sup>1</sup>Lund University

During very long self-rating sessions there is a risk that participants will be tired and/or lose interest. This could be a general threat against reliability of personality inventories. This study investigated if reliability was threatened, but the hypothesis was not supported. The participant's ratings (N=1500) during the second half of a personality inventory were shown to have higher reliability than their ratings during the first half (items were presented in a random order specific for each participant). Even when the inventory included a very high number of items, more than 500, the second half of the inventory revealed higher reliability.

**B199****QUANTIFYING THE STRENGTH OF SITUATIONS**

**Patrick Morse<sup>1</sup>, David Funder<sup>1</sup>**

<sup>1</sup>University of California at Riverside

The Strong Situation Hypothesis states that situations are strong when they constrain the influence of personality on behavior, but two additional approaches to the quantification of situation strength are presented here: the degree to which situations, rather than personality, influence behavior and the degree to which situations are perceived similarly across actors in the situation. Participants (N = 226) completed a multi-visit study in which they described their personality, using the California Adult Q-Sort, and subsequently interacted with unacquainted peers in three situations, each spaced one week apart. After each interaction, participants described their perception of the situation as well as their behavior using the Riverside Situational and Behavioral Q-Sorts, respectively. Given these data, each definition of situation strength was explored. Rather than illuminating one 'best' definition, the results suggest that each definition captures unique information regarding the interactions between persons, situations, and behavior.

**B200****INCHING CLOSER TO OBJECTIVE PERSONALITY ASSESSMENT: THE PROMISE OF SMARTPHONE DATA**

**Randy Colvin<sup>1</sup>, Stefanie M. Tignor<sup>1</sup>, Andrew T. Campbell<sup>2</sup>, Rui Wang<sup>2</sup>**

<sup>1</sup>Northeastern University, <sup>2</sup>Dartmouth College

In the present study, we examined data obtained from people's smartphones during the course of daily life and its relation to self-reported personality and behavior. Participants (N=61) installed an application on their smartphone that permitted tracking of their location, social interactions, and sleep over 66 days. Participants also completed daily surveys sent to their smartphones and several traditional questionnaires including a measure of the Big 5. Data analyses examined (a) agreement between mean self-reported and mean smartphone derived measures of activity level, social activity, and sleep, (b) within-person agreement between daily self-reports and daily smartphone derived measures of activity level, social activity, and sleep, and (c) multi-level models in which daily self-reports predicted daily smartphone measures at level 1 and Big 5 served as predictors at level 2. Preliminary results indicated statistically significant agreement between self-reported and smartphone derived measures of activity level ( $r=.33$ ), social activity ( $r=.27$ ), and sleep ( $r=.39$ ).

**B201****QUALIFYING THE "UNMITIGATED APPROACH ORIENTATION" OF NARCISSISTS**

**Harry Manley<sup>1</sup>, Ross Roberts<sup>1</sup>**

<sup>1</sup>Bangor University

We examined the relationship between narcissism (grandiose and vulnerable components) and approach - avoidance motivations, as defined by revised reinforcement sensitivity theory. The effects of grandiose narcissism on measures of the Behavioral Approach System (BAS) were moderated by vulnerable narcissism. Grandiose narcissism predicted greater approach behaviors, but only when individuals were high in vulnerable narcissism. Interaction terms were significant for goal-drive persistence ( $p < .001$ ,  $\Delta r^2 = .06$ ), reward reactivity ( $p = .046$ ,  $\Delta r^2 = .02$ ) and reward interest ( $p = .003$ ,  $\Delta r^2 = .03$ ). Independently, grandiose narcissism predicted impulsivity ( $p < .001$ ). Further, grandiose narcissism was negatively related to the Behavioral Inhibition System, only when vulnerable narcissism was high ( $p = .02$ ). These results provide a new perspective on the relationship between narcissism and trait models of personality, and stress the importance of the vulnerable component of narcissism in the approach (and avoidance) motivated behaviors of narcissists.

**B202****AN ESTEEM FREAK: THE EFFECTS OF NARCISSISM AND SELF-ESTEEM ON IMMERSION IN SOCIAL NETWORK GAMES**Jin Kato<sup>1</sup>, Tasuku Igarashi<sup>1</sup><sup>1</sup>*Nagoya University*

Recent research has shown growing interest in the process by which narcissism triggers immersion in social network games (SNG). Highly narcissistic individuals are motivated not only by the achievement of goals and monopoly of materials (i.e. self-enhancement) but also by comparison and competition with others (i.e. social comparison). We predicted that common grounding rules and environments of SNG, such as systems of exchanging items and ranking players, facilitate immersion of highly narcissistic individuals during the game. Structural equation modeling of data from 378 SNG players recruited online showed that self-esteem inhibited game immersion. However, narcissism increased game immersion via motivation for goal attainments. These findings suggest that the environment of SNG provide strong incentives not for those high in self-esteem who seek acceptance of others, but for players high in narcissism who are motivated by self-enhancement via competition with others.

**B203****FACEBOOK, NARCISSISM, AFFIRMATION OF THE IDEAL SELF, AND WELL-BEING**Yokfah Isaranon<sup>1</sup>, Madoka Kumashiro<sup>1</sup>, Jonathan Freeman<sup>1</sup><sup>1</sup>*Goldsmiths, University of London*

Facebook appears to be an optimal platform for narcissists to showcase their grandiose self-image and gain many new admirers. Yet, we propose that the benefits of Facebook for narcissists may depend on the type of narcissism, cultural background, and application of effective cognitive/behavioral strategies for achieving their ideals of gaining admiration. A cross-cultural correlational study revealed communal narcissists in Thailand appeared to benefit more than British narcissists, by reporting higher levels of life satisfaction when Facebook affirmed their ideal self. Study 2 used an experimental design to investigate the role of cognitive/behavioral strategies and found that communal narcissists felt closer to their ideal selves when asked to focus on promoting their self-interests on Facebook over the course of 24 hours than those asked to focus on others. No effect of agentic narcissism was found in either study. The findings suggest that Facebook offers benefits for narcissists under specific circumstances.

**B204****HOW NARCISSISTIC SELF-CONSTRUCTION SABOTAGES THEIR RELATIONSHIPS**Carolyn C Morf<sup>1</sup><sup>1</sup>*University of Bern*

Trapped by their superordinate goal to maintain a grandiose self, narcissists navigate their relationships wishing to re-assure themselves of their specialness and superiority, using strategies bound to fail. Dyadic analyses of diary data (14 days, 83 couples) showed that narcissists focus on their partners' shortcomings, becoming experts at detecting negative forms of support, while simultaneously minimizing their partner's positive intentions. Partners of narcissists, in contrast, appear to have a positive bias in ongoing relationships and seem to compensate for some of the narcissists' shortcomings. Narcissists' focus on their own self-construction purposes also extends to their parenting roles. In a retrospective study, narcissistic mothers were found to demand superior performance, desiring to show-off their child, yet concurrently attributing their child's success to themselves. They also exercise psychological control and role-reversal, requiring the child to cater to their needs, and to admire them, while simultaneously oblivious to their child's needs and desires.

**B205****GRIT PREDICTS LOWER STRESS AND HEALTHIER BEHAVIOR**Travis J. Miller<sup>1</sup>, Mark P. Otten<sup>1</sup>, Lindsay Pleskus<sup>1</sup>, Abraham M. Rutchick<sup>1</sup><sup>1</sup>*California State University at Northridge*

Grit, perseverance and passion for long-term goals, has been shown to predict performance in a variety of settings, including academics, business and the military. The current study explored the relationship of grit to various health and lifestyle behaviors which may contribute to success. Undergraduate participants ( $N=357$ ) completed an initial questionnaire (including grit) followed by a ten-day diary study. Confirmatory factor analysis (using maximum likelihood extraction and promax rotation) supported a two-factor structure for grit. Grit correlated negatively with average daily stress severity,  $r = -.113$ ,  $p = .033$ . Grit predicted the average hours of television watched,  $r = -.116$ ,  $p = .036$ , confirming a previously discovered negative relationship. Grit also had a negative relationship with consumption of fast food,  $r = -.144$ ,  $p = .037$ , akin to previous findings relating grit to self-control. These findings suggest that grit enables processes (such as adaptive interpretations of stressors and healthier decision-making) that are conducive to success in a variety of settings.

**B206****A MULTIDIMENSIONAL ASSESSMENT OF TRAIT CURIOSITY AND ITS RELATIONSHIP TO OPENNESS/INTELLECT AND EXTRAVERSION**Alex Rautu<sup>1</sup>, Colin G. DeYoung<sup>1</sup><sup>1</sup>*University of Minnesota*

A growing number of studies support the existence of a higher-order personality factor consisting of the variance shared between Openness/Intellect and Extraversion. We tested the proposal that this factor represents individual differences in exploratory tendency (DeYoung, C. G. (2006). Higher-order factors of the Big Five in a multi-informant sample. *Journal of Personality and Social Psychology*, 91(6), 1138-1151) using self-report measures of trait curiosity. A sample of 181 undergraduates was administered 7 curiosity-related questionnaires, the Big Five Aspect Scales and additional IPIP-NEO facet scales. Using confirmatory factor analysis, we determined that the higher-order personality factor was indistinguishable from a general curiosity factor. Furthermore, exploratory factor analysis revealed three factors (perceptual curiosity, epistemic curiosity and sensation seeking) with strong loadings from the subdomains of Openness/Intellect and Extraversion. The results reinforce the central importance of curiosity and exploration to conceptualizations of these two personality domains and their higher and lower-order structures.

**B207****PLACE AND PERSONALITY: NEED FOR COGNITION SCORES VARY ACROSS SETTINGS**Brett O. Gardner<sup>1</sup>, Lauren Vera<sup>1</sup>, Brittany Ridge<sup>1</sup>, Brian S. Bitting<sup>1</sup>, Rowland S Miller<sup>1</sup><sup>1</sup>*Sam Houston State University*

The person-situation debate has continued for decades in personality and social psychology without examining potential contextual influences upon self-reports of personality. The current study explored the impact of administration setting and participant self-monitoring on self-reports of need for cognition. Undergraduate students completed questionnaires in one of three randomly assigned settings: a private office setting, a public social venue, or a public library. Location explained a small-to-moderate amount of variance in reported need for cognition. Further, higher self-monitors reported significantly higher levels of need for cognition when they were in a library. Thus, the present results describe a new form of person-situation interaction in which scores from a widely supported personality scale vary according to administration setting. Although the effect of context is modest, this effect is

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genuine and should be noted in personality research as it identifies systematic variance in self-reporting measurement error.

**B208**

**DOES THE SONG REMAIN THE SAME?: AN EXPERIMENTAL EXAMINATION OF DIFFERENCES IN AUTOBIOGRAPHICAL NARRATIVES AS A FUNCTION OF ASSESSMENT METHOD**

Tara McCoy<sup>1</sup>, William Dunlop<sup>1</sup>

<sup>1</sup>*University of California at Riverside*

We investigated linguistic differences in autobiographical narratives as a function of the method of assessment. In our first condition (n=54), participants were placed by themselves in a laboratory room and prompted to type their narratives via written instructions. In our second condition (n=45), participants were instructed by an experimenter to type these stories. The resulting high point, low point, and turning point narratives generated within each condition were analyzed using the Linguistic Inquiry Word Count computer program and the causation, cognitive mechanism, and affective categories were considered. Cognitive mechanism words were used significantly more in condition 1, relative to condition 2. In addition, when examining the different types of narratives individually, we found that the high point narratives of individuals in condition 1 contained more affective words than those in condition 2. These results suggest the presence of certain systematic differences in narratives as a function of assessment.

**B209**

**REPOST THIS! EMOTIONALITY AND SOCIAL CONTAGION ON FACEBOOK**

Robert A. Backer<sup>1</sup>, Margaret L. Kern<sup>2</sup>, Andrew Schwertz<sup>2</sup>, Gregory Park<sup>2</sup>, Maarten Sap<sup>2</sup>

<sup>1</sup>*Columbia University*, <sup>2</sup>*University of Pennsylvania*

Social contagion theory acknowledges that social contexts impact how information is transmitted. Social media is one such context. Although studies have investigated how information spreads on social media, fewer studies have examined who spreads information and how personality influences what is spread. Specifically, this study examined the transmission of Internet memes. Using a Facebook sample of 7,064 individuals, we examined two personality traits - positive and negative emotionality - in relation to overall posting volume and the emotional content of posts. Users high in negative emotionality posted more, but there was no clear emotional pattern (positive, negative, neutral). In contrast, users high in positive emotionality posted fewer words, but used those words to transmit positive ideas. Considering prevailing ideas from the perspective of memetic theory, we discuss potential implications for wellbeing.

**B210**

**GIVING BACK VS. STRIKING BACK: THE ROLE OF DARK TRIAD PERSONALITY TRAITS IN POSITIVE AND NEGATIVE RECIPROCALITY**

Matthew P. Kassner<sup>1</sup>, William G. Graziano<sup>1</sup>

<sup>1</sup>*Purdue University*

The predilection for selfish, competitive behavior associated with Dark Triad traits (Machiavellianism, psychopathy, and narcissism) should have implications for positive and negative reciprocal exchange. We proposed that individuals high on Dark Triad traits would engage in more negative reciprocity (returning anti-social behavior in kind), but less positive reciprocity (returning pro-social behavior in kind). In our first study, we collected data for Dark Triad traits using the Dirty Dozen (Jonason & Webster, 2010) and endorsement of positive and negative reciprocity using the PNRS (Perugini et al., 2003). Dark Triad traits predicted higher endorsement of negative reciprocity and lower endorsement of positive reciprocity. In a second study, participants completed a non-repeating sequential dictator game in which their partner always went first, splitting \$100 either selfishly or generously. Participants then had the opportunity to reciprocate. Individuals

high on Machiavellianism and psychopathy reciprocated negative but not positive allocations, whereas individuals low on those traits reciprocated both.

**B211**

**PERCEPTIONS OF WEALTH AND SELF-RELIANCE: DISTINGUISHING MATERIAL RESOURCES FROM SELF-CAPACITY**

Marissa B. Lepper<sup>1</sup>, Zachary Wilson<sup>1</sup>, Christian Tovar-Vargas<sup>1</sup>, Harry Wallace<sup>1</sup>

<sup>1</sup>*Trinity University*

Wealthy people are often portrayed as self-reliant, but are they really more capable of relying exclusively on their self resources? Our research distinguished between self and material components of self-reliance. Self resources include internal abilities and honed talents, whereas material resources are tools external to the self. Participants judged the extent to which people of low, moderate, and high wealth were self-reliant, and the extent to which they possessed and relied upon self vs. material resources. Our findings suggest that people typically conflate self and material components of self-reliance. When asked directly, participants judged that wealthy people were relatively more dependent on material resources and less capable of relying only on self resources. Wealthy people were expected to feel more anxiety and experience more frustration in contexts that prevented access to material resources. Material resource availability was perceived to cause decay in self-capacity.

## Religion/Spirituality

**B212**

**SOCIAL EXCLUSION OF AN OUTGROUP MEMBER: RELIGION'S INFLUENCE**

Patty Van Cappellen<sup>1</sup>

<sup>1</sup>*University of North Carolina at Chapel Hill*

In two studies we tested whether religious beliefs and affiliation were related to real (anti)social behavior against an outgroup member. In Study 1, importance of religion in one's life was related to sitting closer to a chair presumably occupied by a christian but was not related to the chair chosen when occupied by an atheist. In Study 2, a modified version of the cyberball was used to measure exclusionary behavior toward three players: christian, atheist, and neutral. Importance of religion and religious fundamentalism were related to ingroup favoritism (more throws to a christian than to an atheist or neutral players) but not outgroup derogation. However, participants who identified as atheist displayed ingroup favoritism and outgroup derogation (less throw to the christian than to the neutral). Religion is related to actual social exclusion and social distancing behaviors toward an outgroup member, but atheists are not immune since they exclude christians.

**B213**

**LOOKING FOR MATURE FAITH IN THE MISSIONS OF CHRISTIAN INSTITUTIONS OF HIGHER EDUCATION**

Matthew Weeks<sup>1</sup>, Katie James<sup>2</sup>, Brandon Winningham<sup>2</sup>

<sup>1</sup>*Augustana College*, <sup>2</sup>*Centenary College of Louisiana*

The concept of faith maturity was investigated in church-related institutions of higher education (IHE). The notion of faith maturity is centered around mainstream Protestant traditions, and as many of these religious denominations have seen fit to establish IHE, we examined the degree to which the institutions' missions reflected notions of a mature faith. We examined the mission statements of 87 IHE, representing six religious denominations, for evidence of both the Vertical (V; adherence to religious traditions regarding aspects of the divine) and Horizontal (H; service and social justice through actions) components of a mature faith. Analyses revealed considerable variability on both the V and H dimensions across the denominations. Contrary to the notion of a mature faith, there was an overall  $r = -.271$  between the V and H measures. The results

further examine aspects of a mature faith and institutional characteristics.

**B214**  
**THE ROLE OF PAST RELIGIOUS MEMBERSHIPS ON CURRENT RELIGIOUS GROUP PREFERENCES**

Charles R. Ebersole<sup>1</sup>, Brian A. Nosek<sup>1</sup>

<sup>1</sup>*University of Virginia*

More than 3000 participants across two studies, who were either Christian or not religiously affiliated, completed implicit and explicit measures assessing relative preferences among four religions. Christians showed strong implicit and explicit in-group favoritism ( $d$ 's > 1.21). Religiously unaffiliated participants, however, reported the strongest negativity explicitly toward Christianity ( $d$ 's < -.51), but simultaneously showed the strongest positivity implicitly toward Christianity compared to other religions ( $d$ 's > .41). We examined religious history as a possible moderator of implicit religion attitudes. Participants who were formerly Christian showed substantially greater implicit favoritism for Christianity ( $d$ 's > .49) when compared to unaffiliated participants who were never Christian ( $d$ 's < .30), but there were no differences in explicit preferences between these two groups. Past group membership accounts for some pro-Christian implicit bias among unaffiliated participants. The rest could be a function of the cultural dominance of Christianity.

**B215**  
**STICKING IT TO THE GODLESS: EVIDENCE OF BEHAVIORAL AGGRESSION AGAINST ATHEISTS**

Ben Ng<sup>1</sup>, Will M. Gervais<sup>1</sup>, David S. Chester<sup>1</sup>

<sup>1</sup>*University of Kentucky*

Recent psychological research has found that distrust is central to anti-atheist prejudice. However, prejudice can occur in more than one form. Our current study looks at aggression. Using a voodoo doll task, participants were asked to put pins into a doll. The doll is representative of other out-group members. 3 studies showed that believers aggress more against atheists compared to other out-groups. However, aggression against atheists was context dependent - aggression increased only when atheists were seen as actively trying to prevent spreading of religious beliefs. When they were only spreading their own secular beliefs, aggression did not increase. Given the numerous incidents of religious conflict between religious groups, religious out-groups should be aggressed more than other out-groups. However, our results showed the exact opposite. Preliminary evidence suggests it is fruitful to further explore this religion-aggression link. This could hint at a different dynamic than suicide terrorism between groups.

**B216**  
**TOLERATING THE "DOUBTING THOMAS": HOW RELIGIOUS BELIEFS VERSUS PRACTICES INFLUENCE ATTITUDES TOWARD OTHERS**

Jeffrey Hughes<sup>1</sup>, Igor Grossmann<sup>1</sup>, Adam B. Cohen<sup>2</sup>

<sup>1</sup>*University of Waterloo*, <sup>2</sup>*Arizona State University*

Past research has often equated religiosity with "religious belief," discounting other critical aspects, such as religious practices. We propose that religious centrality of beliefs vs. practices influences attitudes toward others, such that religious groups emphasizing beliefs perceive non-believers more negatively, while groups emphasizing practices perceive non-practicing individuals more negatively. In two studies, we found that Protestants and Muslims (belief-oriented) had more negative attitudes toward non-believers (i.e., atheists) than did Jews and Hindus (practice-oriented). This effect was robust across independent surveys with data from 66 countries. A third study manipulated a target individual's beliefs and practices. Protestants had more positive attitudes toward a believing target, whereas Jews had more positive attitudes toward a practicing target (particularly when the target had a Jewish

background). This research has implications for the psychology of religion and cross-cultural attitudes regarding where dissent in beliefs or practices may be tolerated or censured within religious groups.

**B217**  
**CHRISTIAN NATIONALISM AND SUPPORT FOR NATIONALISTIC VIOLENCE**

Stephanie R. Kramer<sup>1</sup>, Azim F. Shariff<sup>1</sup>

<sup>1</sup>*University of Oregon*

We examined the relationship between Christian nationalism in the United States (i.e. the belief that the United States was founded by Christians, for Christians, and that policy decisions should therefore be made based on the beliefs and preferences of this contingent) and support for nationalistic violence. Christian nationalism predicted greater support for both personal and coalitional violence ( $k=2$ ;  $N=231$ ). Christian nationalists reported more willingness to personally, physically fight others who insulted the United States. They also expressed greater support for historically unpopular military engagements: The Bay of Pigs, Vietnam War and most recent Iraq War. These relationships held even after controlling for political affiliation and other obvious potential confounds. Christian nationalism—and religious nationalism more generally—may serve to imbue national missions with supernatural authority and sanctioning, making one's country a religious representative participating in a divine mission.

**B218**  
**CERTAINTY IN AN UNCERTAIN WORLD: RELIGIOUS ZEAL AND THE PREFERENCE FOR CONSISTENCY**

Richard Zeifman<sup>1</sup>, Nikan Eghbali<sup>1</sup>, Constantine Sharpinskyi<sup>1</sup>, Joseph Hayes<sup>1</sup>, Eldar Eftekhar<sup>1</sup>, Alex Tran<sup>1</sup>, Ian McGregor<sup>1</sup>

<sup>1</sup>*York University*

Religion is often thought to be used as a tool for coping with anxiety and life's uncertainties. Given this premise, individuals with anxious tendencies ought to have increased levels of religiosity and religious belief. In 4 studies (overall  $n=1,177$ ) university students reported the extent to which they were religious and completed a battery of anxiety related self report measures (including uncertainty aversion, need for structure, preference for consistency, rumination and prevention focus). Preference for consistency was the primary index of anxiety that predicted religiosity across all 4 studies, with a consistent positive relationship between preference for consistency and religiousness. These findings indicate the importance of understanding religiosity based on differences in psychological needs and personality factors. Results are interpreted to reflect the highly interpersonal nature of both religion and preference for consistency.

**B219**  
**THE RELATIONSHIP BETWEEN RELIGION AND ENVIRONMENTAL CONCERN**

Faith Shin<sup>1</sup>, Jesse Preston<sup>1</sup>

<sup>1</sup>*University of Illinois at Urbana-Champaign*

Religion is a powerful influence in the United States, as the majority of people believe in God and affiliate with a specific religious group. This research aims to use this powerful influence to address one of our greatest problems as a species—climate change. In three experiments, we examine how different religious beliefs are related to environmental concern and how to use religious messages to affect attitudes towards climate change. In Experiment 1, we find that religious fundamentalism and belief in an intervening God are negatively correlated with environmental measures. In Experiment 2, we find that priming the idea of an intervening God decreases moralization of global warming and ecological worldviews. In Experiment 3, we find that scriptures in the Bible can either increase or decrease environmental concern. These three experiments

demonstrate that varying facets of religiosity can impact attitudes toward the environment in both positive and negative ways.

**B220**  
**DOES FASTING INCREASE EMPATHY FOR OTHERS' SUFFERING? A TEST AMONG MIDDLE EASTERN MUSLIMS**

Mark Aveyard<sup>1</sup>

<sup>1</sup>*American University of Sharjah*

Two studies tested whether Middle Eastern Muslim university students show higher levels of empathy during fasting periods in the holy month of Ramadan. In a within subjects design (before and during Ramadan), 46 participants read three vignettes in each session (counterbalanced) depicting characters suffering from various problems (e.g., hunger, homelessness, disease). Participants rated how badly they felt for each character (on a 20-point sliding scale) and described how they would feel in that situation. In another between-subjects design (during and after Ramadan), 82 participants (42 and 40 in each condition) rated all six scenarios using the same procedure. Both quasi-experiments showed no clear differences in self-reported empathetic responses. Small sample sizes and the lack of other empathetic measurements discourage any strong conclusions but raise questions about presumed psychological effects of fasting on empathy.

**B221**  
**BE YE FRUITFUL AND MULTIPLY: RELIGIOUS ACTIVATION AND REPRODUCTIVE DESIRE**

Erik M. Lund<sup>1</sup>, Will M. Gervais<sup>1</sup>

<sup>1</sup>*University of Kentucky*

While many norms sustain or destabilize certain religions, one domain is particularly relevant to the survival of some religions over others: norms about fertility and reproduction. Thus far, several ethnographic and correlational studies have found a positive association between religiosity and fertility rate, but there is a dearth of laboratory investigation utilizing experimental methods to isolate causation. In three studies, we found that experimentally activating religious concepts lead to 1.) an increased desire to have children (N = 462), 2.) a desire to have a greater number of children (N = 524), and 3.) in a nationally representative longitudinal study (the NLSY, N = 5356), the number of days per week in which participants attended religious services at age 13-17 predicted the number of children they had by age 27-31. We propose follow-up studies to explore how differing packages of norms in differing religious communities interact to predict reproductive success.

**B222**  
**SYNCHRONOUS RITUAL AND MENTAL STATE REASONING**

Adam S. Baimel<sup>1</sup>, Ara Norenzayan<sup>1</sup>

<sup>1</sup>*University of British Columbia*

Participation in collective ritual is frequently marked by the presence of some form of behavioural synchrony - which has been shown to foster interpersonal cooperation. Here, we will present three studies demonstrating that synchrony gets us thinking about others by engaging the systems we use everyday to think about the minds of others, our Theory of Mind. In groups, participants were instructed to move cups in a ritualized manner either synchronously or asynchronously. ToM was assessed in terms of participants' tendency to think about, and perceive minds, and their accuracy in mental state reasoning. When compared to the asynchronous control groups, those in the synchronous condition across these studies demonstrated significant increases in their tendency and ability to reason about the minds of others. Results will be discussed in terms of how this increase in one's readiness to engage with the minds of others lays the foundation for later cooperation.

**B224**  
**YOU GOTTA HAVE FAITH, BUT NOT THE KIND YOU THINK: TYPES OF RELIGIOSITY AND THEIR ASSOCIATIONS WITH GUILT, ANXIETY, AND DEPRESSION**

Michelle C. Quist<sup>1</sup>, Chelsie M. Young<sup>1</sup>, Mai-Ly N. Steers<sup>1</sup>, Jennifer L. Bryan<sup>1</sup>, C R. Knee<sup>1</sup>, Dawn W Foster<sup>2</sup>

<sup>1</sup>*University of Houston*, <sup>2</sup>*Yale School of Medicine*

Religiosity is thought to protect against negative outcomes such as depression and anxiety. The current study explored different aspects of religiosity to more fully explain their associations with guilt, anxiety, and depression. Participants (N=403) completed questionnaires to assess levels of guilt, anxiety, depression, harmonious and obsessive religious passion, and intrinsic and extrinsic religious motivation. Results revealed that intrinsic religiosity negatively predicted both anxiety and depression, and extrinsic religiosity positively predicted these outcomes. Further analyses revealed significant interactions between obsessive religious passion and extrinsic religiosity and guilt in predicting both anxiety and depression, such that guilt was negatively associated with anxiety and depression outcomes for people who reported high levels of these religious factors, and guilt was positively associated with anxiety and depression outcomes for people who reported low levels of these religious factors. Thus, it is important to consider different aspects of religiosity when studying its relationship with negative outcomes.

**B225**  
**DIFFERENCES IN CREATIVITY AND COGNITION BETWEEN ATHEISTS AND RELIGIOUS PEOPLE**

Anna R.D. Pope<sup>1</sup>, Aaron A. Shilling<sup>1</sup>

<sup>1</sup>*Saint Louis University*

Research (Burris & Petrican, 2011; Burris & Redden, 2012) suggests that differences in hemispheric dominance among the religious and Atheists cause religious people to prefer and have more vivid fantasy experiences. Work has yet to examine individual difference variables that reflect these differences. Differences in imagining were measured with a scale of fantasy experiences in study 1. Additionally, quest religiosity, how much one values their religious questions was measured to see if the religious domain would make a difference. Mturk workers completed measures of general religiosity, quest religiosity, and fantasy experiences. Religious people reported significantly more creative experiences than Atheists. Results also suggest that the religious value their religious uncertainties more so than Atheists. Study 2 explores a real world consequence: Atheists may have less ability to reason counterfactually than the religious. Differences will be discussed for both religious and secular counterfactual thinking between the two groups in an online counterfactual scenario response task.

**B226**  
**SOCIAL SURVEILLANCE UNBOUND: ANTHROPOMORPHIC INTERACTIONS MAKE MORAL SUPERVISORS OUT OF EVERYDAY OBJECTS**

Erica Marie Beall<sup>1</sup>, Jesse C. Graham<sup>1</sup>

<sup>1</sup>*University of Southern California*

Even when no one is actually present, the feeling of being watched can promote ethical behavior. We demonstrate that when people are experimentally assigned to anthropomorphize a mundane object with no preexisting moral significance, religious connotations, or anthropomorphic associations, the mere presence of that object reduces dishonesty. These results demonstrate that the experience of imbuing an everyday object with human characteristics achieves the same moral surveillance effect that is found when religious concepts are primed. But in everyday life, how do secular anthropomorphism and religion relate to one another? In a large-scale correlational study, religious attendance negatively predicted secular anthropomorphic tendencies in Abrahamic religious traditions (Judaism, Christianity, Islam), whereas it strongly positively

predicted such tendencies for Eastern religious traditions (Hinduism, Buddhism). These results suggest that religious practice, and the anthropomorphic deity concepts with which it is associated, may shape secular anthropomorphic tendencies in accordance with specific doctrinal content.

**B227****THE EFFECTS OF RELIGIOUS PRIMES ON DECISION MAKING**

Rafael Aguilera<sup>1</sup>, Brandt Smith<sup>1</sup>, Jessica Shenberger<sup>1</sup>, Michael Zárate<sup>1</sup>  
<sup>1</sup>University of Texas at El Paso

The present study investigated the effects of religion on individuals' decision-making when presented with a peer's arguments. Participants (N = 82) were primed with religious or neutral concepts and then participated in a money allocation task. Participants read about two research organizations in need of funding and then engaged in a group discussion on how to best allocate funds to these organizations. A peer confederate partook in the discussion and was tasked with arguing for one organization over the other, or to remain neutral. We hypothesized that individuals primed with religious (vs. neutral) concepts would allocate funds in line with the confederate's suggestions. Results supported our hypothesis, indicating a clear influence of religious concepts on an individual's susceptibility to follow a peer's arguments in decision-making.

**B228****AUTHORITARIAN PARENTING AND ADULT AFTERLIFE-ANXIETIES: A RELATION MEDIATED BY RACE AND GENDER**

Mary Adekale<sup>1</sup>, Russell L. Steiger<sup>2</sup>, Justin Hyman<sup>2</sup>  
<sup>1</sup>The Chicago School, <sup>2</sup>DePaul University

Using a sample of Midwestern Catholic university students, we investigated the influence of being raised by authoritarian parents during childhood on adult fears and anxieties about going to hell after death. We found that being raised by authoritarian parents significantly and moderately predicted adult hell-anxieties; interestingly, it did not predict belief in the existence of hell in-and-of itself. Hell-anxiety appeared to be primarily driven by the emotional coolness component of authoritarian parenting, rather than components related to punitiveness, inflexibility, or emphasis on rules/restrictions. Subsequent analyses revealed that the relation between authoritarian parenting and hell-anxiety was entirely mediated by both gender and race, such that it was only significant for participants who were female and/or non-Caucasian. Race appeared to be a particularly strong influence, such that it more than doubled the strength of the relation between authoritarian parenting and hell-anxiety.

**B229****SUPPORT THROUGH THE AGES: STRESS AND COPING RESPONSES VARY WITH AGE FOLLOWING SOCIAL IDENTITY THREATS**

Renate Ysseldyk<sup>1</sup>, Miki Talebi<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>  
<sup>1</sup>Carleton University

Discrimination may evoke varying appraisal-coping responses, depending on the content of the identity targeted. Indeed, religious discrimination may be especially threatening, challenging both the social group and belief system, thereby elevating perceived stress and engaging social-support resources. Moreover, given the tendency for older adults to be more religious, such responses may be especially marked with age. Community participants (N=333) recalled an incident of religious versus ethnic discrimination to examine whether age and social identification differentially elicited stressor appraisals (threat, control) and support-seeking (ingroup, outgroup). Older adults who recalled religious discrimination reported greater identification and threat, but less perceived control—comparable associations with ethnic discrimination were absent. However, following both types of discrimination, although identification was positively associated with ingroup support-seeking, age was negatively associated with ingroup and outgroup

support-seeking, suggesting a lack of perceived availability, necessity, or utility of that support amongst older adults.

**B230****THE IMPACT OF RELIGION ON MENTAL HEALTH SERVICE USE: RESULTS FROM NATIONAL SURVEY OF AMERICAN LIFE**

Young A Lee<sup>1</sup>, Patrick E. Shrout<sup>1</sup>  
<sup>1</sup>New York University

Religious church groups can be a source of support for persons experiencing distress, but the nature of the support might lead recipients to avoid more formal venues of help. We carried out secondary analyses of the National Survey of American Life (NSAL) data (N=6,082) to examine whether religious participation in conservative denominations would be associated with underutilization of mental health service compared to participation in more liberal denominations. The NSAL survey oversampled African Americans and Afro-Caribbeans, and included non-Hispanic whites residing in the same geographical areas. Logistic regression models adjusted for mental disorders and sociodemographic variables. Contrary to predictions, conservative and liberal religious denominations did not differ in lifetime or 12-month service use, and degree of religious participation was also unrelated to service use. However, denomination interacted with lifetime depression such that depressed persons in both denominations reported less lifetime service use than depressed persons without religious affiliations.

**B231****MORAL IDENTITY SALIENCE INCREASES ACCEPTANCE OF TARGETS WHILE RELIGIOUS SALIENCE DECREASES ACCEPTANCE**

Amanda ElBassiouny<sup>1</sup>, Lloyd R. Sloan<sup>1</sup>, Debbie Van Camp<sup>2</sup>  
<sup>1</sup>Howard University, <sup>2</sup>Trinity Washington University

Religious and moral identities are often confounded or used synonymously. The current study explores differential impacts of religious versus moral identity salience on evaluations of diverse religious targets. After Female Christian Howard University undergraduates' religious/moral identity was manipulated with word primes they rated religious ingroup or outgroup target's applications and target likeability. A 2 (moral/religious identity) x 2 (religious target: ingroup/outgroup) ANOVA revealed that moral identity primed participants rated the target more likeable than religious identity primed participants and there was a marginal interaction of the two factors (prime by target). Moral identity primed participants rated the outgroup target as more likeable than those in the religious identity condition while there was no religious / moral identity caused differences in likeability for the ingroup targets. This is consistent with theories that moral awareness widens acceptance of others while increased religious awareness increases distance from and rejection of others.

**Self/Identity****B232****WHO AM I AND WHY AM I HERE: THE STUDENT VETERAN TRANSITION TO COLLEGE**

Joseph Barbour<sup>1</sup>  
<sup>1</sup>Arizona State University

This research considers how successfully the social transition into college is navigated by military veterans and other non-traditional students. Specifically, the goal of the study was to identify relationships between a number of self-concept and motivation-related constructs and outcomes related to academic performance and well-being in student veterans. Atop a steady theoretical and empirical foundation, the current study further sought to predict how the relationships in question might differ between student veterans and other non-traditional students. The study utilized a

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cross-sectional, correlational design. Significant p-values and/or medium effect sizes indicated that student veterans do indeed experience a more socially uncomfortable transition into college, and differed from the comparison group on every key variable in the direction predicted. This research begins to elucidate the importance of self-concept and self-perceptions in the midst of major transition, and how they relate to the general well-being of students and professionals in new social roles/environments.

**B233**

### **HIGH STATUS GROUP MEMBERS' IDENTIFICATION AS "ALLIES," SELF-CONSCIOUS EMOTION, AND ADVOCACY**

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<sup>1</sup>California Polytechnic State University

Prior research demonstrated that ally identity can be measured reliably and predicts advocacy on behalf of lower status groups (Garcia & Langner, 2013; Langner & Garcia, 2012). And, self-conscious emotion plays a role in prejudice control (Giner-Sorolla, 2006). Here, we investigate whether self-conscious emotion relates to advocacy for outgroups differently depending on ally identification. Participants filled out race and sexual orientation versions of the ally identification scale, the PANAS, and voted on the supposed distribution of extra funding for student groups on campus. Race allies supported funding a campus multicultural center and straight allies supported funding a campus pride center. For individuals less identified as allies, shame inhibited support for funding. Among allies, more shame was associated with more support and lower levels of shame were associated with less support. These initial findings suggest that social justice advocates may need to tailor their messages differently for allies and non-allies.

**B234**

### **ADDING REALISM TO SELF-EFFICACY IN THE FLIPPED CLASSROOM**

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<sup>1</sup>Idaho State University

We want our students to learn. But what do we, as educators, learn when we "flip the classroom" (Berrett, 2012)? For 185 students (112 flipped format, 73 traditional format) in 6 sections of a Psychology Research Methods class, research self-efficacy (RSE) and class attendance were assessed at three time-points, and grades were obtained from instructors. RSE increased significantly for both formats, but the increase was greater for the traditional format than the flipped format. In contrast, on exams, papers, and oral presentations there was no difference between the formats. Attendance decreased significantly in both groups across the semester, but the drop-off was steeper in the traditional format. Overall, the formats were equivalent for grades, while the flipped format was advantageous for class attendance but detrimental for RSE (which may correspond with a less idealized and more realistic perception of knowledge as a result of increased engagement and application).

**B235**

### **SELF-AFFIRMATION BUFFERS THE EFFECT OF ANXIETY ON PERFORMANCE IN PUBLIC SPEAKING**

Michael C. Schwalbe<sup>1</sup>, Geoffrey L. Cohen<sup>1</sup>

<sup>1</sup>Stanford University

How do self-evaluation processes affect the important but understudied performance domain of public speaking? The present studies examined the effect of self-affirmation on public speaking anxiety and performance. Students who completed a values-affirmation task were hypothesized to report lower anxiety and exhibit improved performance on speeches delivered in class than those who completed a control task. The findings across 261 undergraduate and graduate students in three class interventions provided support for these hypotheses. Affirmed students reported

less anxiety, worry, and uncertainty, as well as greater confidence delivering an impromptu speech than control students. Among underperformers, affirmed students also achieved significantly higher grades in a prepared speech delivered one week later. This effect was further moderated by reported anxiety, such that greater anxiety predicted lower performance among control students, but not among affirmed students. Results suggest self-affirmation provides an important buffer to anxiety for performance in high-pressure situations.

**B236**

### **MENTAL REPRESENTATION OF GENDER IDENTITY: THE SELF-GENDER ASSOCIATION REPRESENTS GENDER CATEGORIZATION**

Jenny Roth<sup>1</sup>, Roland Deutsch<sup>1</sup>

<sup>1</sup>Technische Universität Dresden

Implicit social cognition models conceptualize gender identity as the association between the self and the gender category. This conceptualization of gender identity contrasts with the claim that explicit social identity is a complex construct composed of various facets (self-stereotyping, homogeneity, satisfaction, centrality, and solidarity). In an attempt to test whether self-gender associations reflect the complex structure of gender identity, we used an implicit association test (IAT; Greenwald et al., 2002) as a proxy to assess self-gender associations and measured gender identity components via the sub-scales of an identity questionnaire (Leach et al., 2008). Results of two studies (N=173) suggest that self-gender associations assessed via the gender identity IAT strongly reflect explicit self-categorization but do not substantially relate to any of the explicit gender identity components. We conclude that the gender identity IAT is a valid measure of gender self-categorization and that gender identity components may include aspects beyond self-group associations.

**B237**

### **SUPPORT AND GROUP MEMBER PROTOTYPICALITY: THE (SOMETIMES) NEGATIVE CONSEQUENCES OF RECEIVING SUPPORT WHEN IT IS NEEDED**

Tamara Butler<sup>1</sup>, Blake McKimmie<sup>1</sup>, Alex Haslam<sup>1</sup>

<sup>1</sup>The University of Queensland

Two studies (N = 198) were conducted to examine how intra-group position influenced perceptions of social support. In Study 1, participants read about an employee (high or low in group member prototypicality) who either gave support to, or received support from, a co-worker. Contrary to expectations, prototypical group members were evaluated favourably regardless of whether they gave or received support. Peripheral group members who received support were evaluated more negatively than those who gave it. In Study 2, participants' perceptions of prototypicality within a personally relevant group were experimentally manipulated. Participants also imagined that they gave or received support on a group task. Contrary to Study 1, peripheral group members who received support were evaluated more positively than those who gave it. These findings suggest that evaluations of support may depend on both intra-group position and affiliation with the group.

**B238**

### **SELF-CONSTRUAL STRENGTH MODERATES THE EFFECTS OF SITUATIONAL SELF-CONSTRUAL SALIENCE ON SPREAD OF ALTERNATIVES**

Bernice L. Z. Khoo<sup>1</sup>, Ya Hui Michelle See<sup>2</sup>

<sup>1</sup>DSO National Laboratories at Singapore, <sup>2</sup>National University of Singapore

While past research has shown that people with salient independent (vs. interdependent) self-construals exhibit greater spread of alternatives when making decisions for themselves (see Hoshino-Browne, 2012), the results of the current study show that self-construal strength moderates this effect. Consistent with the idea that people who have weak internal cues about their self-concept are



more likely to make judgments using external situational influences (Bem, 1972; Chaiken & Baldwin, 1981), participants whose chronic interdependent self-construals were weak were more susceptible to the independent-interdependent salience manipulation than participants whose chronic interdependent self-construals were strong. Among those whose chronic interdependent self-construals were less accessible, participants in the independent self-construal salience condition displayed greater spread of alternatives than participants in the interdependent self-construal salience condition,  $B = -2.52$ ,  $SE = .77$ ,  $t(69) = -3.26$ ,  $p = .002$ ,  $r_{\text{partial}} = -.36$ . However, among those whose chronic interdependent self-construals were more accessible, situational self-construal salience did not matter ( $p = .09$ ).

**B239**

### A LOT OF KNOWLEDGE IS A DANGEROUS THING: EXPERTISE PREDICTS OVERCLAIMING

Stav Atir<sup>1</sup>, David Dunning<sup>1</sup>, Emily Rosenzweig<sup>2</sup>  
<sup>1</sup>Cornell University, <sup>2</sup>Tulane University

When do people claim to have knowledge of people, concepts, and events they do not—and can't possibly—have? And does their overall knowledge about a topic predict this type of overclaiming? In six studies, we found that both self-perceived and genuine knowledge about a topic independently predict claiming knowledge of nonexistent topic-related items. We found that existing (study 1) and manipulated (study 2) self-perceived knowledge about geography positively predicts claiming knowledge of places that do not exist. Further, genuine knowledge about politics, as measured by a knowledge quiz, also positively predicts overclaiming on that topic (study 3). Finally, we show that self-perceived and genuine political knowledge each independently contributes to claiming familiarity with nonexistent political figures (studies 4, 5a&b). Taken together, the results suggest that the more people think they know—and the more they actually do know—the more likely they are to claim knowledge they do not possess.

**B240**

### THE EFFECTS OF SELF-CONSTRUAL AND PUBLIC SELF-CONSCIOUSNESS ON POSITIVE SELF-PRESENTATION IN ONLINE SOCIAL NETWORKING

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<sup>1</sup>Inha University, <sup>2</sup>Ohio State University, <sup>3</sup>Chungbuk National University

This research examined the impacts of self-construal (independent/interdependent) and public self-consciousness on positive self-presentation (PSP) in online social networking. PSP is defined as selective disclosure of positive and desirable aspects of the self on Facebook to actively construct positive public self-images. Specifically, we speculated that (1) both public self-consciousness and interdependent self-construal would enhance PSP and that (2) interdependent self-construal would moderate the association between public self-consciousness and PSP. In Study 1, participants' independent and interdependent self-construal levels were measured respectively ( $N = 137$ ). In Study 2, participants were primed with independent vs. interdependent self-construal ( $N = 121$ ). Results showed that public self-consciousness had a positive association with PSP whereas interdependent self-construal did not. More interestingly, interdependent self-construal interacted with public self-consciousness in both studies, such that participants' interdependent self-construal strengthened the positive association between public self-consciousness and PSP on Facebook. The limitations and implications of this study were discussed.

**B241**

### A TETRAPARTITE MODEL OF SELF-CONCEPT: ADDING THE SOCIAL SELF TO THE TRIPARTITE MODEL OF RELATIONAL, INDIVIDUAL, AND COLLECTIVE SELF-ASPECTS

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<sup>1</sup>Wellesley College, <sup>2</sup>Swarthmore College, <sup>3</sup>University of Massachusetts at Amherst

A psychological model classifying the self into its constituent parts and identifying multiple selves first appeared in James's (1890) *Principles of Psychology*. In the early years of the 21st century the dominant model of the self in social psychology comes from Kashima and Hardie's (2000) introduction of their RIC scale and publication of the book *Individual Self, Relational Self, Collective Self* (Sedikides & Brewer, 2001). The tripartite RIC model has become widely adopted in social psychology (e.g., Sedikides, Gaertner, & O'Mara, 2011), despite Kashima and Hardie's acknowledgement of the public or social self. We present a tetrapartite model of the self and report psychometric analyses of fifteen self-concept measures from four samples of participants (total  $N = 670$ ). We found empirical support for a tetrapartite model of self: e.g., only the social self correlated significantly with measures of public self-consciousness and self-monitoring.

**B242**

### THE RELATIONSHIP BETWEEN ACADEMIC SELF-HANDICAPPING AND ACADEMIC IDENTITY STATUS

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<sup>1</sup>University of California at Riverside

The purpose of the present study was to examine if behavioral and claimed self-handicapping differentially relate to academic identity status (i.e., achieved, diffused, moratorium, and foreclosed). Self-handicapping has been defined as creating or claiming obstacles to performance in order to enhance the ability to externalize failure and internalize success. Five hundred undergraduate students completed survey instruments measuring academic self-handicapping, academic identity, high school college-going climate, self-efficacy, and the impostor phenomenon. The results revealed divergent associations between academic self-handicapping and academic identity status. Specifically, achieved identity was negatively associated with both types of self-handicapping, while diffused identity and moratorium identity were positively associated with both types of self-handicapping; foreclosed identity was only negatively associated with claimed self-handicapping. These findings are further examined by considering college-going climate, self-efficacy, and impostor feelings. This research contributes to a body of literature that aims to understand maladaptive cognition and behaviors in the academic domain.

**B243**

### GENERATIONAL DIFFERENCES IN VULNERABILITY TO IDENTITY DENIAL: THE ROLE OF GROUP IDENTIFICATION

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<sup>1</sup>Western Washington University, <sup>2</sup>Stanford University, <sup>3</sup>University of Washington

Identity denial, or having one's group membership go unrecognized by others, is a form of discrimination and a common experience for ethnic minorities whose national identities are routinely questioned. Three studies found that being denied one's national identity generated greater negative emotions for second+ generation (i.e., U.S.-born) compared to first generation (i.e., foreign-born) Asian Americans, and for those first generation Asian Americans who arrived to the USA earlier in their lives compared to later. Negative emotions in response to identity denial were mediated by American identification, specifically greater self-stereotyping as American, among second+ generation Americans. The present work thus identifies which group members are most vulnerable to the negative effects of identity denial and further suggests that identity denial is

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a self-definitional threat in which one's view of oneself is not validated by others.

**B244**

**THE EFFECTIVENESS OF NATIONAL IDENTITY ASSERTION FOR MAJORITY- AND MINORITY-GROUP POLITICAL CANDIDATES**

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<sup>1</sup>California State University, Northridge, <sup>2</sup>California State University, Fullerton, <sup>3</sup>San Diego State University

Despite growing ethnic/racial diversity and increased minority voter participation, minorities are still severely underrepresented in American government. We hypothesized that boundaries of "American" identity which implicitly exclude minorities may serve as one of the barriers to effective political representation. Indeed, content analysis of archival data (508 real campaign websites and candidate biographies; Study 1) suggested that non-White candidates who explicitly emphasized their Americanness (i.e., national identity assertion) were less likely to win, controlling for incumbency, campaign spending, etc. Further, using 856 potential voters' ratings of randomly assigned bogus campaign websites varying in "Americanness" (Study 2), identity assertion was related to lower voter support only for the Asian American candidate. For the Latino candidate, it was related to favorable outcomes particularly when raters were Democrats, controlling for the candidate's perceived competence and warmth. There are implications for understanding the meaning of being "American" and its effect on political participation and representation.

**B245**

**ME'S A CROWD: DISTRIBUTIVE JUSTICE FOR FUTURE SELVES**

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<sup>1</sup>Yale University

Research in social psychology and behavioral economics suggests that people sometimes reason about past and future versions of themselves as if they were other people. This suggests that we might naturally think about the lifespan of one person as consisting of a series of distinct individuals. If so, judgments about what makes an ideal life may be guided by the same principles as judgments about what makes an ideal society. In a series of studies, we asked adults to choose between possible distributions of happiness, either for a population of individuals or for the lifespan of one individual. We found striking parallels in preferences in the two conditions, which are not easily explained by appealing to simple additive or averaging principles. This pattern of results supports the suggestion that our naive theory of personal identity involves thinking of ourselves as a series of distinct individuals existing over time.

**B246**

**DEVELOPMENTAL CHANGE AND STABILITY IN SELF-CONCEPT: A 4-YEAR LONGITUDINAL STUDY IN YOUNG ADULTHOOD**

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<sup>1</sup>Washington University at St. Louis, <sup>2</sup>University of Nebraska-Lincoln, <sup>3</sup>Washington University in St. Louis

The current research examined self-concept development in young adulthood using the Twenty Statements Test. Participants (507 male college students) provided 20 answers to the question "who am I?" four times across four years. We tallied the number of times participants used each of the seven categories (loci, activities and interests, traits, self-evaluation, achievement, ideology, and study) to define themselves as well as the number of different categories each participant used (self-complexity). Hierarchical linear modeling revealed that changes occurred in the frequency of all seven categories, but not in self-complexity. In particular, participants decreased in loci, traits, self-evaluation, and ideology; decreased and then increased in achievement and activities and interests; and increased and then decreased in study. The results

suggest that, although the overall complexity of the self-concept remains stable, the specific elements of the self-concept change in their prominence during the college experience.

**B247**

**THE DIFFERENTIAL PSYCHOLOGICAL IMPACT OF POSITIVE AND NEGATIVE PARENTING EXPERIENCES ON IDENTITY DEVELOPMENT IN WOMEN**

Kristina Oldroyd<sup>1</sup>, Monisha Pasupathi<sup>1</sup>, Cecilia Wainryb<sup>1</sup>

<sup>1</sup>University of Utah

Motherhood is an experience presumed to have profound implications for identity development in women. Despite the fact that most women become mothers at some point in their lives the extant body of literature presents very little data to explain the nature and processes of this development, especially of that which occurs after the initial transition to parenthood. In this study we begin to examine the differential psychological impact of positive and negative parenting experiences on identity. Mothers of 150 children ages 8-17 were asked to provide narratives about their biggest parenting regret and their most proud moment as a parent. The resultant narratives were subsequently coded for indicators of exploratory processing, growth, and identity change/stability. The data shows that experiences of parental regret were narrated with significantly more growth and development in identity than were experiences of parental pride.

**B248**

**THE "REAL" APPROACH: PROMOTION FOCUS PREDICTS THE EXPERIENCE OF AUTHENTICITY**

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<sup>1</sup>Texas A&M University

Authenticity is a psychological sense of being "real" and most experienced when one's action reflects his or her core values (Kernis & Goldman, 2006). The present research explored how promotion focus is associated with the experience of subjective authenticity. From a state-content significance perspective that emphasizes behavioral contents in the experience of authenticity (Fleeson & Wilt, 2010), we hypothesized that individuals with promotion focus would experience a higher level of subjective authenticity. In the laboratory study using experience-sampling methodology, we found that promotion focus significantly predicted the subjective authenticity. Importantly, this predictive effect of promotion focus on authenticity remained significant when controlling for other variables related to authenticity (e.g., extraversion, self-esteem, positive affect). Our findings suggests that having approach-motivational mindset helps one to feel in touch with his or her true self.

**B249**

**PLEASE DON'T EXCLUDE ME!: CONSEQUENCES FOR WELL-BEING WHEN LESBIAN INGROUP IDENTITY IS PERCEIVED TO BE ACHIEVED**

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<sup>1</sup>Wilkes University, <sup>2</sup>University of Maine

Lesbian women can be extremely protective of their ingroup boundaries (Brown, 1995). As a result, some lesbians feel they have to earn their acceptance as ingroup members (Newell & McCoy, 2014). In the current work we hypothesized, and tested via structural equation modeling, that feeling identity needs to be achieved to lesbians(AIL) negatively impacts well-being. We further hypothesized that feeling excluded from the lesbian ingroup would mediate this relationship. 176 self-identifying lesbians participated in a large online survey about lesbian well-being. Consistent with predictions, higher AIL predicted increased perceptions of stress and lower perceived health and self-esteem. Further, feeling excluded from the ingroup mediated the relationship between AIL and well-being. These data suggest that feeling included by ingroup members is crucial for well-being among lesbians who feel their

ingroup identity needs to be achieved. Alternative models are presented and implications for understanding unique aspects of social identity for lesbians are discussed.

**B250**  
**FEAR OF RECEIVING COMPASSION MODERATES THE ASSOCIATION BETWEEN SELF-CRITICISM AND DEPRESSION**

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<sup>1</sup>McGill University, <sup>2</sup>University of Waterloo

Self-criticism is a personality vulnerability to depression (Blatt, 1974) involving ambivalence about receiving affiliative emotions, such as compassion (Gilbert, 2005). Self-report questionnaires were administered to two samples of college students. Multiple regression revealed a significant interaction between self-criticism and fear of receiving compassion in predicting depression, in both Study 1 ( $b = 2.30, p < .05$ ) and Study 2 ( $b = 1.28, p < .05$ ). In Study 1 ( $N = 89$ ), simple slopes analysis showed a positive association between self-criticism and depression only at high fear of compassion ( $b = 6.76, p < .0001$ ). In Study 2 ( $N = 159$ ), there was a positive association between self-criticism and depression at high fear of compassion ( $b = 5.52, p < .0001$ ), and a weaker association at low fear of compassion ( $b = 2.95, p < .05$ ). Therefore, being open to receiving compassion from others may buffer the depressogenic effects of self-criticism.

**B251**  
**SELF-COMPASSION SPILLOVER: CAN MODELING SELF-COMPASSION LEAD TO INCREASED SELF-COMPASSION IN OTHERS?**

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<sup>1</sup>University of North Florida, <sup>2</sup>University of North Carolina at Pembroke

While much research has investigated the positive benefits of self-compassion, none has examined how other people might impact the acquisition of self-compassion through daily interactions. This study was conducted to investigate the hypothesis that observing self-compassion in others would result in a more self-compassionate response to one's own suffering. Participants ( $N=140$ ) were randomly assigned to read about an individual who responded with self-compassion, self-criticism, or a neutral response after being forgetful (an event that can cause mild suffering). Then, participants imagined encountering a similar event. Measures assessing participant's self-compassionate and self-critical response to the event and participant's trait self-compassion were collected. Findings show trait self-compassion significantly predicts self-compassionate responding to forgetfulness. Observing self-compassion in others, however, did not affect participants' likelihood of responding self-compassionately. These findings show modeling self-compassion briefly does not impact self-compassion in others. Future research should investigate the influence of modeling self-compassion over time.

**B252**  
**NOSTALGIA AND BEING ONESELF: THE PAST AS HEDONIC MOTIVATOR OF SELF-VERIFICATION STRIVINGS**

Minha J. Cho<sup>1</sup>, Seungha A. Oh<sup>1</sup>

<sup>1</sup>Yonsei University

The present research was conducted to illustrate how nostalgia can be a hedonic motivator of self-verification strivings. 144 individuals participated via Mechanical Turk. Participants indicated their personal agreements with statements regarding self-verification striving, past-positive time perspective, and life satisfaction. As a result, the association between self-verification striving and life satisfaction was significantly moderated by past-positive time perspective. In specific, the simple main effect of self-verification striving on life satisfaction was significant when individuals had high levels of past-positive time perspective. However, the simple main effect of self-verification striving on life satisfaction was not

significant when individuals had low levels of past-positive time perspective. In summary, actively striving to maintain social appraisals as congruent with one's own self-view is a green signal of subjective well-being for those with high personal degrees of nostalgia. By demonstrating so, this study contributes in clarifying the hedonic function of nostalgia in self-related attitudes and behavior.

**B253**  
**SELF-COMPASSION PROMOTE POSITIVE ADJUSTMENTS TOWARD REGRETS**

Em Reit<sup>1</sup>, Jia Wei Zhang<sup>1</sup>, Serena Chen<sup>1</sup>

<sup>1</sup>University of California at Berkeley

Regrets of both omission and commission elicit unpleasant emotions and have negative psychological consequences. Across three studies ( $n = 480$ ), we explored whether self-compassion promotes positive adjustment to regrets. In Study 1, we coded anonymously posted regrets from a website for self-compassion, emotions, and growth. We found that the expression of self-compassion in the regret posts was associated with less self-conscious and more positive emotions, as well as more growth. Replicating these findings, Studies 2 and 3 showed that higher trait and induced self-compassion, respectively, were associated with reduced self-conscious and increased positive emotions, as well as greater self-reported growth. Study 3 also found that induced self-compassion, compared to induced self-esteem and a control condition, led to greater acceptance and forgiveness for participants who wrote about a regret of commission relative to regret of omission. A mediated moderation model showed that acceptance explained why induced self-compassion led to greater forgiveness among people who wrote about a regret of commission.

## Social Justice

**B254**  
**OBSERVATIONS ON POLICE CYNICISM: SOME PRELIMINARY FINDINGS**

Randall E. Osborne<sup>1</sup>

<sup>1</sup>Texas State University

The current project measured police cynicism (Regoli, 1976) and presented officers with a brief crime scenario. When asked to assess why an individual committed a crime (with seven options ranging from entirely internal reasons to entirely external reasons) and the degree to which justice for a certain crime would be done in our system (with seven options ranging from justice WILL be done to justice will NOT be done) - cynical officers chose more "internal" reasons for why an individual would commit a crime and were "less" likely to believe that justice would result than less cynical officers. Supervisors of these same officers completed a brief job performance assessment so the relationship between officer cynicism and perceived job performance of those officers could be assessed. Additionally, three groups - officers, supervisors and family members - were asked to assess the causes of cynicism in officers. Findings from these assessments will also be provided.

**B255**  
**OVERCOMING THE BARRIERS TO SOCIAL CHANGE: EVOKING FEELINGS OF COMMUNITY CONNECTION INCREASES SUPPORT FOR ADDRESSING SYSTEM-THREATENING INJUSTICE**

Katelin H. Neufeld<sup>1</sup>, Danielle Gaucher<sup>2</sup>, Katherine B. Starzyk<sup>1</sup>, Greg Boese<sup>3</sup>

<sup>1</sup>University of Manitoba, <sup>2</sup>University of Winnipeg, <sup>3</sup>Simon Fraser University

When a community faces system-threatening conditions, such as no running water or high crime, governments sometimes relocate entire communities despite disastrous social and psychological effects on community members (Adelson, 2005). How can

communities raise support for non-relocation solutions? Across two studies, we show that evoking feelings of community connection increases support for addressing system-threatening injustice. In Study 1, 131 non-Indigenous Canadian undergraduates who considered how connected (vs. disconnected) they are to their own community were more supportive of government action and less supportive of community relocation, both in the context of the lack of running water in Canadian reservations. Not all reminders of connection were effective: evoking feelings of country connection (vs. disconnection) backfired. Study 2 (N = 198 American adults) established that value of communities mediated the relationship between community connection and support for government action in a high-crime housing project. Implications for social change will be discussed.

B256

### THE MORE YOU HAVE, THE MORE (YOU THINK) YOU NEED: WEALTH AND PERCEPTIONS OF NEEDS

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We tested the influence of wealth on people's estimates of their monetary needs. Given research finding higher incidence of psychological entitlement and self-interest among the wealthy, we hypothesized that wealthier individuals would have more exaggerated perceptions of how much money they need to survive, relative to lower-class individuals. We measured participants' (N = 673) estimates of their monetary needs, as well as their estimates of the needs of the average person. We found that wealth predicted higher estimates of one's own needs, as well as higher estimates of others' needs. We then calculated the difference between these two figures, which provided a measure of how much more (or less) than others people think they need to survive. Income was significantly positively correlated with these difference scores. These findings suggest that, ironically, the more resources people have, the more resources they think are required to meet their basic needs.

B257

### ASSESSING TO SELECT THE BEST STUDENTS LEADS TO THE (RE)PRODUCTION OF SOCIAL INEQUALITIES

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Normative assessment based on grades is usually perceived as an objective measure of students' qualities and thus a reliable basis for a merit-based selection. We propose that ironically the use of assessment practices for selective purposes lead to the production of performance differences that correspond to the social hierarchy. In two studies, participants assessed a dictation test supposedly produced by a low vs. high-SES pupil using normative (i.e., grades) vs. formative (i.e., comments) assessment. Participants using normative assessment found more mistakes in the test of a low-SES pupil than in the test of a high-SES pupil. The production of this social-class performance gap was not observed in the formative condition. A second study showed that the selective purpose of assessment drives the creation of a performance gap that reproduces the status asymmetry. These results suggest that the ideal of a merit-based selection actually contribute to the reproduction of social inequalities.

B258

### STOP SNITCHIN': HOW FEAR OF RETALIATION AND IN-GROUP IDENTIFICATION INFLUENCES WHISTLEBLOWING BEHAVIOR

Brianna M. Goodale<sup>1</sup>, Phillip A. Goff<sup>1</sup><sup>1</sup>University of California at Los Angeles

Examining how shared identities affect perceptions of the police as in-group members, this research explores the psychology of whistleblowing within the context of crime reporting. Surveying 240 individuals, Study One followed a 2 (Neighborhood Racial Majority: Black v. White) x 3 (Neighborhood Socioeconomic Majority: low v.

median v. high SES) design. Multilevel modeling revealed a significant interaction between race and SES; individuals from low SES neighborhoods were equally likely to trust the police while race-based differences appeared in higher SES neighborhoods. Recruiting 120 undergraduates, Study Two manipulated participants' shared identity with police officers and criminals through several videos. Data analysis showed that in the control condition, participants reported the crime more often and gave harsher sentences when the perpetrator was a different race. This bias disappeared, however, when participants were primed to share a superordinate identity with police officers. This research suggests that encouraging whistleblowing may require redefining intergroup boundaries.

B259

### REMINERS OF SOCIETAL UNFAIRNESS DECREASE CONSPICUOUS CONSUMPTION

Yasmin F. Abbaszadeh<sup>1</sup>, Paul K. Piff<sup>2</sup>, E.J. Horberg<sup>3</sup><sup>1</sup>University of California at Berkeley, <sup>2</sup>University of California at Irvine,<sup>3</sup>Stanford University

Individuals may generally feel deserving of their wealth and status, and feel justified in displaying it to others via conspicuous consumption-- overt displays of materialism and luxury. We tested whether priming individuals to feel less deserving of privilege via reminders of unfair disadvantages experienced by others in society would decrease their desires to signal wealth to others. In a field experiment conducted in an up-scale Bay Area shopping district (N = 56), we exposed participants to images and statistics of undeserved poverty or control stimuli. We then surveyed participants' preferences for designer vs non-designer labels, and their general attitudes about money and possessions. As predicted, when reminded of others' undeserved poverty, individuals expressed reduced preferences for designer goods relative to participants in the control. General attitudes about materialism and possessions were unaffected by condition. These findings suggest that reminders of societal unfairness specifically reduce desires to signal higher status to others.

B260

### BOLSTERING OR DAMPENING: THE IMPACTS OF SYSTEM JUSTIFICATION ON PERCEPTION AND INTENTION OF CORRUPTION

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Based on system justification theory, this research investigated how and why individuals have different corruption perception and corrupt intention. Four studies were conducted with correlational and experimental designs and a total of 1027 college students participated in the research. Results indicated that 1) system justification negatively predicted perception and intention of corruption; 2) institutional trust mediated the relationship between system justification, corruption perception and corrupt intention, and high system justification increased institutional trust and reduced corruption perception and corrupt intention; 3) perception of corruption threat moderated the relationship between system justification, corruption perception and corrupt intention, and only in the high perception of corruption threat condition, system justification was negatively associated with corruption perception and corrupt intention, whereas system justification was not associated with corruption perception and corrupt intention in the low perception of corruption threat condition.

B261

**WHICH AMERICAN WAY? OVERCOMING RESISTANCE TO CHANGE THROUGH SYSTEM-SANCTIONED APPEALS**H. Hannah Nam<sup>1</sup>, John T. Jost<sup>1</sup><sup>1</sup>*New York University*

Research on system justification theory has demonstrated that people can oppose social change due to motivation to defend the status quo. We examined the possibility that opposition to change could be overcome by reframing potential changes as consistent with the ideals of the existing system (i.e., as system-sanctioned). First, we demonstrated that system justification explained ideological polarization on support for the development of the "Ground Zero mosque". Additionally, when a proposed federal Muslim holiday was framed as system-sanctioned, high system justifiers expressed stronger support for the change and more positive attitudes toward Muslims. Finally, when health care reform was framed as system-sanctioned and participants were made to feel highly dependent on the system, they were more likely to request petitions supporting the change. Results indicate that system-sanctioned framing can increase support for social change across policy domains typically marked by inequality, and even has the potential to improve intergroup attitudes.

B262

**THE PROBLEM WITH HARD CHOICES: THE CONCEPT OF CHOICE DECREASES SUPPORT FOR INVESTMENT IN SOCIAL SCIENCE RESEARCH**Krishna Savani<sup>1</sup>, Aneeta Rattan<sup>2</sup><sup>1</sup>*National University of Singapore*, <sup>2</sup>*London Business School*

Particularly in times of economic hardship, people have in mind the need to make hard choices. The concept of choice itself can have important psychological consequences, like increasing people's tendencies to act on their preferences. In the context of "difficult choices" then, certain groups may risk losing more. Three experiments (N=354) showed that priming choice reduces support for funding the social sciences. Participants in the choice (vs. control) condition viewed the social sciences as less valuable than the natural sciences (Experiment 1) and allocated more NSF budget cuts to the social sciences than the natural sciences (Experiment 2). Experiment 3 found that people exhibited more sympathy for budget-related layoffs of natural scientists than of social scientists, even though both groups' research focused on the same topic. As choice leads people to act on their preferences, the salience of choice can have grave consequences for decisions about social science funding.

B263

**SHOWING LIBERALS AND CONSERVATIVES A BREAKDOWN OF HOW THEIR TAXES ARE SPENT DECREASES POLITICAL POLARIZATION**Erik P Duhaime<sup>1</sup>, Evan P. Apfelbaum<sup>1</sup><sup>1</sup>*MIT Sloan School of Management*

While scholars, politicians, and pundits bemoan the high levels of political polarization in the U.S., the factors that drive - or may mitigate - this polarization remain unclear. We investigate the potential for two psychological interventions - making information about government spending transparent and increasing personal control over this spending - to decrease polarization regarding a central point of contention: taxes. In Study 1, a survey of lay beliefs demonstrated that both liberals and conservatives overwhelmingly believe that a combination of greater transparency and personal control over how taxes are spent will be most effective for decreasing polarization. In two subsequent experiments, diverse and nationally-representative samples were randomly assigned to receive a breakdown of how their tax dollars are spent, greater control over this spending, both, or neither. Contrary to lay belief, in both studies, increasing transparency about spending alone was

the only intervention that significantly closed the opinion gap between liberals and conservatives.

B264

**ALL WORK AND NO PAY? EFFECTS OF REWARD STRUCTURES ON BELIEFS ABOUT SOCIAL MOBILITY**Courtney B. Tablante<sup>1</sup>, Susan T. Fiske<sup>1</sup><sup>1</sup>*Princeton University*

Perceptions of social mobility and the belief that hard work leads to rewards have been linked with a number of participant characteristics, such as ideology, education, and socioeconomic status. However, as individuals often generalize their own experiences to perceptions of others, lived experiences can also play an important role. We test this in an online game paradigm adapted from Shafir et al. (2012). In one condition, effort was proportionally rewarded by a scaling reward system in which each question was worth more points than the previous. We find that participants whose perseverance is rewarded in this way feel more personal control and perceive higher social mobility in the U.S. compared to participants whose potential points were held constant across questions. Enjoyment of the game did not differ by condition. This suggests that perceptions of social mobility, and perhaps other societal beliefs, can be shaped by experience as well as ideology.

B265

**THIS IS HOW A REVOLUTION BEGINS: ANALYZING CONDITIONS THAT LEAD TO THE RADICALIZATION OF LATINOS**Corin Ramos<sup>1</sup>, Brandt Smith<sup>1</sup>, Miriam Alvarez<sup>1</sup>, Michael Zarate<sup>1</sup><sup>1</sup>*University of Texas, El Paso*

In recent years, anti-immigrant laws similar to Arizona's SB-1070 have been passed at the state level. The current studies investigate the effects of leadership type (charismatic vs. non-charismatic) and empowerment (vs. disempowerment) on subjective knowledge feelings of collective angst and collective action toward restrictive immigration laws. SB1070-like laws are used as a prime to threaten Latinos. Study 1 has shown that, under conditions of a charismatic leader, when empowered against threat, subjective knowledge of the laws becomes more dogmatic. In addition, support for collective action was predicted by the interaction of leader type and collective angst. A second study manipulating threat type and investigating ethnic identity produced similar results. Furthermore, under conditions of a charismatic leader, Latinos showed increased willingness to participate in violent political activism as their ethnic identity increased, when threat was proximal, rather than distal.

B266

**"THERE'S NO PLACE LIKE HOME": THE IDEOLOGICAL MOTIVATION BEHIND PERCEPTIONS OF DANGER AND DANGER-RELATED TRAVEL ADVICE FOR FEMALE TRAVELERS**Harrison Oakes<sup>1</sup>, Danielle Gaucher<sup>2</sup><sup>1</sup>*University of Waterloo*, <sup>2</sup>*University of Winnipeg*

Safety initiatives focus disproportionately on the travel dangers facing women. These initiatives may be well intentioned, but why the almost singular emphasis on danger facing female travelers? We hypothesized that hostile sexism underlies this imbalance, driven by a desire to prevent women from traveling. Participants (N = 316) read about a male or female traveling frequently or infrequently. We found that men high in hostile sexism (a) perceived more danger for a frequently traveling female and (b) mentioned danger more frequently in their travel advice to a female, regardless of travel frequency. Women-regardless of hostile sexism-also mentioned danger more frequently in travel advice to a female. In a second study (N = 99), hostile sexism was positively associated with the desire to restrict women's mobility, but not to protect them. We suggest that warnings of travel danger for women may operate as a form of social control to keep women "in their place".

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B267

**ON THE UNIQUE JUSTIFYING FUNCTIONS OF SELF-HELP IDEOLOGY**Jae Yun Kim<sup>1</sup>, Aaron C. Kay<sup>1</sup><sup>1</sup>*Duke University*

Considerable research and theory have pointed to the system justifying function of meritocratic ideology, noting how useful it can be in justifying apparent inequalities in material well-being (i.e., wealth and power). We propose that a distinct form of ideology – “self-help ideology” – has emerged to help people justify apparent inequalities in psychological well-being (i.e., feelings of happiness, meaning). In two studies, we devise a measure to capture individual differences in self-help ideology, and then demonstrate its unique predictive power. Specifically, we observe that whereas both meritocracy and self-help ideology predict system justifying attributions towards people who differ in material well-being (e.g., attributing increased stupidity to those who are poor), only self-help ideology predicts justifications towards those who differ in psychological well-being (e.g., attributing increased intelligence to those who are happy). Implications for emerging forms and functions of ideology in increasingly secular and wealthy countries are discussed.

**Stereotyping/Prejudice**

B268

**THE EFFECTS OF STEREOTYPE THREAT AND POWER ON WOMEN'S AND MEN'S OUTCOMES IN FACE-TO-FACE AND EMAIL NEGOTIATIONS**Jasmine McCormick<sup>1</sup>, Wendy L. Morris<sup>1</sup><sup>1</sup>*McDaniel College*

Stereotypes that women are less assertive and competitive than men lead women to experience stereotype threat in salary negotiations (Tellhed & Björklund, 2011) resulting in gender differences in salaries. This experiment tested whether the effects of stereotype threat on negotiations are moderated by variables which decrease the salience of gender such as dyad composition (same vs. mixed-sex), mode of communication (face-to-face vs. email), and power. Ninety-six participants (37 males, 59 females) negotiated for a hypothetical salary as well as an actual monetary award. Stereotype threat negatively affected women's outcomes and positively affected men's outcomes in both face-to-face and email negotiations but only in mixed-sex dyads (Wald Chi-Square = 9.85,  $p < .005$ ). Participants assigned to a position of power were more successful in the negotiation regardless of their gender (Wald Chi-Square = 22.74,  $p < .001$ ). However, manipulating power did not decrease the effects of stereotype threat in mixed-sex dyads.

B269

**SOCIAL CONTAGION CONCERNS AND GENDER DIFFERENCES IN PREJUDICE TOWARD GAY MEN**Jessica Cascio<sup>1</sup>, E. A. Plant<sup>1</sup><sup>1</sup>*Florida State University*

Research consistently finds that heterosexual men hold more negative attitudes toward gay men than do heterosexual women. We argue an important part of men's negativity toward gay men is a concern about being misidentified as gay via associating with gay men, termed social contagion concerns. Across two studies ( $N = 372$ ) we examined whether the gender difference in attitudes toward gay men was statistically explained by gender differences in social contagion concerns. Contagion concerns significantly mediated the relationship between gender and prejudice toward gay men. Additionally, gender continued to predict contagion concerns even when prejudice was included as a mediator. Finally, it was shown that men's contagion concerns specifically toward feminine gay men accounted for the gender difference in prejudice. These findings indicate that men express more prejudice than women toward gay

men because they experience more intense contagion concerns than women regarding contact with gay men.

B270

**"WOMEN ARE IRRATIONAL": THE UNDERREPRESENTATION OF WOMEN IN PHILOSOPHY**Laura Di Bella<sup>1</sup>, Jennifer Saul<sup>1</sup>, Eleanor Miles<sup>2</sup><sup>1</sup>*University of Sheffield*, <sup>2</sup>*University of Sussex*

Women are chronically underrepresented in the field of Philosophy, and it is common to believe that explanations for this phenomenon can be borrowed from the women in STEM literature (e.g. stereotype threat, implicit bias). In this set of studies, we began an exploration of stereotypes of philosophers. Across three *gender-Philosophy* IAT studies we detected an ingroup bias where both men and women tend to associate Philosophy with their own gender. We then explored the stereotype content associated with philosophers adopting a two-step method. Core traits of the stereotypes included traits such as *male*, *logical*, *rational*, and *analytical*, which are all known to be associated with men. We failed to find an implicit association between Philosophy and men, but we did find the stereotype of Philosophers to be associated with male traits. The inconsistency of the data poses intriguing questions for further exploration of the gender gap in Philosophy.

B271

**ORGANIZATIONAL LAY THEORIES IMPACT WOMEN'S ENGAGEMENT IN BUSINESS CONTEXTS**Katherine T.U. Emerson<sup>1</sup>, Mary Murphy<sup>1</sup><sup>1</sup>*Indiana University*

The current experiment investigates how an organization's lay theory of intelligence affects people's trust and engagement in business contexts. An organizational lay theory of intelligence is the shared beliefs of people within a setting about the nature of intelligence (Murphy & Dweck, 2010). Specifically, a group may endorse an entity theory (i.e., believing intelligence is fixed and unchangeable) or an incremental theory (i.e., believing intelligence is malleable). Female and male participants learned about a consulting company that endorsed an entity or incremental theory. Results revealed that women—more so than men—mistrusted the entity (vs. incremental) company. Moreover, this mistrust led women in particular to disengage—to attribute hypothetical poor performance to a lack of interest in the task and in the company. Importantly, this context effect was more than twice as large for women as for men. Implications for underrepresented groups and their outcomes in organizations are discussed.

B272

**PROTOTYPICALITY OF RACE AND GENDER: THE ROLE OF ATTRACTIVENESS ON RATINGS OF COMPETENCE IN THE WORKPLACE**Ashley Troupin<sup>1</sup>, Amanda K. Sesko<sup>1</sup>, Monica Biernat<sup>2</sup><sup>1</sup>*University of Alaska Southeast*, <sup>2</sup>*University of Kansas*

Low prototypicality has been theorized as an antecedent of invisibility (Sesko & Biernat, 2010). One downstream consequence is that Black women often do not get the same negative evaluation in the workplace that White women do, suggesting that they are buffered from typical racial and gender stereotypes (Biernat & Sesko, 2013). To extend this work, we investigated the role of gender prototypicality and attractiveness on ratings of competence and hiring decisions in the workplace for Black and White women. 222 participants reviewed two resumes with pictures of potential applicants including one of four Black or White women (varied by low/high attractiveness and low/high gender prototypicality) paired with a Black or White man, respectively. When females were low on gender prototypicality, attractiveness did not affect ratings of competence. But, when females were high on gender prototypicality higher attractiveness helped White women (higher

competence ratings), but hurt Black women (lower competence ratings).

**B273  
PETS AND PREDATORS: DIVERGENT ANIMALIZING METAPHORS FOR WOMEN**

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<sup>1</sup>Tulane University

Research on gendered metaphors reveals two forms of female animalization (López Rodríguez, 2009). The "women-are-wild-animals" metaphor describes women as aggressive and independent, while the "women-are-domesticated-animals" metaphor depicts women as dependent and submissive. Metaphor exposure was manipulated to test the ability of distinct animalizing metaphors to differentially impact perceptions of women. College students read an article describing women as wild animals, domesticated animals, or persons. All participants then rated a woman in a photograph on a number of adjectives and described their impressions of several women's ambiguous behaviors. The photographed woman was rated as more aggressive after a wild animal metaphor ( $F(2,165)=4.52, p<.01$ ) and as more submissive after a domesticated animal metaphor ( $F(2,165)=3.75, p=.03$ ). The wild animal metaphor also led to more wild-animal-like characterizations ( $F(1,166)=9.62, p<.01$ ), while the domesticated animal metaphor led to more domesticated-animal-like characterizations ( $F(1,166)=1.97, p=.16$ ).

**B274  
ACCURACY AND BIAS IN DETECTING SEXISM DURING MIXED-GENDER SOCIAL INTERACTIONS.**

Jin Xun Goh<sup>1</sup>, Aria Rad<sup>1</sup>, Judith A. Hall<sup>1</sup>

<sup>1</sup>Northeastern University

This study examined accuracy in detecting sexism. Hostile sexism (HS) is sexist antipathy and benevolent sexism (BS) is the chivalrous belief that women are wonderful yet incompetent. Rudman and Fetterolf (2014) recently found that both men and women wrongly estimated the BS and HS level of the other gender, but the generalizability of this 'meta-perception' is unclear, particularly its applicability to real dyadic interactions. Thirty mixed-gender dyads interacted in the lab and were asked to judge the HS and BS of their partner and of themselves using the Ambivalent Sexism Inventory (ASI). Accuracy, as measured by profile correlations, revealed that both men and women were not very accurate at judging partners' BS or HS. However, men and women were biased in estimating partners' attitudes: Women overestimated men's HS but underestimated men's BS scores; men overestimated women's BS and underestimated their HS scores. Implications of these findings are discussed.

**B275  
SEXISM MATTERS: TOWARD UNDERSTANDING WHEN CONFRONTATIONS OF SEXISM CURB BIAS**

Amanda R. Van Camp<sup>1</sup>, Laura R. M. Parker<sup>2</sup>, Margo J. Monteith<sup>2</sup>, Corinne A. Moss-Racusin<sup>3</sup>

<sup>1</sup>Tulane University, <sup>2</sup>Purdue University, <sup>3</sup>Skidmore College

Past research shows that confrontations of racial bias spark self-regulation by highlighting egalitarian norms and motivating bias inhibition, whereas confrontations of sexism are often dismissed and ineffective. We hypothesized that people may care more about sexism confrontation in a domain where norms against sexist biases are strong—namely, bias against women in STEM fields. Across two studies, participants were either confronted about a biased evaluation of a job candidate in physics, or not. Interest centered on whether a confrontation of racism versus sexism (Experiment 1) or a gender-science versus gender-intelligence confrontation (Experiment 2) would lead to similar levels of negative self-directed affect (negself) and concern about bias. Participants expressed greater negself and concern following confrontations of racism and

also sexism relative to control conditions. Increased concern about bias following confrontation was mediated by the experience of heightened negself in both studies. Implications for curbing sexism through confrontation are discussed.

**B276  
ARE THE NEGATIVE PSYCHOLOGICAL EFFECTS OF WEIGHT-BASED SOCIAL IDENTITY THREAT UNIQUE TO WOMEN?**

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<sup>1</sup>University of California at Santa Barbara

Concerns about being judged through the lens of negative weight-related stereotypes can activate weight-based social identity threat, leading to increased psychological and physiological stress. The present research explores the vastly underexplored question of whether gender moderates the negative psychological effects of weight-based social identity threat. Overweight and average weight men and women were randomly assigned to give a speech describing why they would make a good dating partner either while being videotaped (social identity threat present) or while being audiotaped (social identity threat absent). Compared to average weight women and overweight women in the threat absent condition, overweight women in the threat present condition demonstrated increased rejection expectations, increased self-conscious emotions, and decreased appearance self-esteem. Interestingly, however, there were no significant effects for men. Thus, at least in a dating context, overweight women may be more vulnerable to the negative psychological effects of weight-based social identity threat than overweight men.

**B277  
THE TRANSPREJUDICED ATTITUDES SCALE: DEVELOPMENT AND VALIDATION**

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<sup>1</sup>Western Washington University

The Transprejudiced Attitudes Scale (TAS) was developed and validated across four studies as a measure of transgender prejudice (transprejudice). Exploratory and confirmatory factor analyses revealed and confirmed the TAS as a 25-item scale with two subscales: gender essentialism and comfort. Convergent, construct, and discriminant validity of the scale were all found to be good, indicating the TAS is a valid measure of transprejudice. Furthermore, the TAS predicts negative evaluations of transgender individuals, and support for transgender civil rights, beyond what a current popular transprejudice scale can predict. The TAS does this by measuring the extent to which individuals conceptualize gender as dichotomous, unchanging, and biologically based (gender essentialism), as well as the extent to which individuals feel comfortable sharing physical and social space with transgender individuals (comfort). The TAS' strong focus on gender essentialism makes it unique among transprejudice scales.

**B278  
ADVOCACY INFORMATION BUFFERS THE IMPACT OF STEREOTYPE THREAT ON PERFORMANCE**

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<sup>1</sup>Tulane University

Certain academic environments elicit less impactful stereotype threat effects than others, however the protective factors in these environments have yet to be empirically tested. The current research examined one factor that may be present in these environments: advocacy. Female participants either read a brochure with general information about their university, or one that presented advocacy in the form of information regarding the women's college on campus. Next, participants completed a math exam framed either as diagnostic of their math ability or as a simple reasoning exam. In line with past research, those who were not under threat performed best, while those under threat performed worst. Importantly, however, those who received advocacy information under threat

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performed equally as well as those who received this information not under threat. Advocacy in the form of institutional support for members of negatively stereotyped groups may reduce the influence of stereotype threat on performance.

**B279**

**STEREOTYPE VALIDATION AND GENDER STEREOTYPES ABOUT CHILDCARE**

**Kelsey C. Thiem<sup>1</sup>, Jason K. Clark<sup>1</sup>**

<sup>1</sup>*University of Iowa*

Recent research suggests that activating stereotypes after a task can validate performance perceptions held by stigmatized individuals (Clark, Thiem, Barden, O'Rourke, & Evans, under revision). Previous studies have focused on stereotypes about math performance. The present research suggests that this stereotype validation phenomenon has implications beyond this context. Male and female participants ( $n = 366$ ) completed a difficult quiz regarding child development and care. After this quiz, participants received information that was designed to make the gender stereotype (i.e., women are better than men at childcare) accessible or not. Consistent with hypotheses, a two-way interaction was found. Men reported greater certainty that they had performed poorly when the gender stereotype was made salient after the quiz. Conversely, the stereotype manipulation had no influence on the evaluative certainty of women. Importantly, mediation analyses revealed that greater certainty elicited by the stereotype manipulation predicted decreased beliefs about one's childcare knowledge and abilities.

**B280**

**CONFRONTING DEPLETES: THE COGNITIVE CONSEQUENCES OF CONFRONTING SEXISM**

**Sara K. Manuel<sup>1</sup>, Diana T. Sanchez<sup>1</sup>**

<sup>1</sup>*Rutgers University*

Research has identified many benefits of confronting discrimination while also acknowledging potential negative social consequences for stigmatized individuals (Hyers, 2007). However, the cognitive impact of confronting remains unclear. We hypothesize that lifetime experiences of discrimination predict cognitive outcomes of confronting. Women ( $N=77$ ) who had previously reported their past familiarity with sexist events observed sexist jokes. Among those made to confront the jokes, women who reported a history of experiencing sexism showed less interference on the Stroop task ( $M = 71.36$ ), while those with little to no prior sexism experiences showed greater Stroop interference ( $M = 258.74$ ). The reverse was found among those who were not given the opportunity to confront. Therefore, individuals who have encountered prejudice in the past may benefit from confronting current discrimination; however, those with little experience of prejudice may experience negative cognitive consequences as a result of confronting.

**B281**

**ENGINEERING ALLIES: THE BENEFITS OF SOCIAL SUPPORT FOR WOMEN IN ENGINEERING**

**William Hall<sup>1</sup>, Toni Schmader<sup>1</sup>, Elizabeth Croft<sup>1</sup>**

<sup>1</sup>*University of British Columbia*

The present research examined the benefits of social support for women in engineering. In Study 1, we examined how having an ally in a workplace can mitigate the experience of social identity threat for professional engineers. Participants were 96 professional engineers who completed an online survey. Analyses revealed that for female, but not male, engineers the presence of an ally in the workplace was associated with reduced self-reported social identity threat. A second study tested the efficacy of different interpersonal support strategies provided to a sample of 360 engineering graduate students who completed an online survey. Results showed that male and female engineers benefited equally from problem solving and reappraisal support strategies from both male and female peers.

However, female engineers benefited from validation only when the support giver was female. Discussion centers on how social connection mitigate the impact of social identity threat for female engineers.

**B282**

**FACE-ISM IN MAINSTREAM AND LGBT MAGAZINES**

**Nathan N. Cheek<sup>1</sup>, Olivia M. Salas<sup>2</sup>, Courtney A. Brown<sup>2</sup>**

<sup>1</sup>*Swarthmore College*, <sup>2</sup>*Wellesley College*

Archer, Iritani, Kimes, and Barrios (1983) found that in mainstream magazines men were higher than women in face-ism—the prominence of people's face relative to their bodies in photographs—implying a greater emphasis on women's bodies and appearance. Although many studies have examined the extent of gender differences in face-ism, no research has been done on face-ism in magazines aimed at LGBT audiences. To investigate possible differences in gendered representations between different types of magazines, we coded 591 photographs from mainstream (e.g., Time) and LGBT (e.g., The Advocate) magazines. We found no gender difference in face-ism in either type of magazine, suggesting that media representations may have become more equal since Archer et al.'s initial research. Interestingly, we also found that people in LGBT magazines were overall higher in face-ism than people in mainstream magazines, suggesting that mainstream media may place more emphasis on people's bodies than do LGBT media.

**B283**

**EVALUATIONS OF A COUNTER-STEREOTYPICAL TARGET BASED ON AGE AND GENDER: THE MODERATING EFFECT OF IMPLICIT ATTITUDES**

**John G. Conway<sup>1</sup>, Kate A. Ratliff<sup>1</sup>**

<sup>1</sup>*University of Florida*

While there are large bodies of research on age- and gender-based prejudice, comparatively little exists on the intersection of these two traits. The present research aims to fill this gap by examining people's evaluations of targets who either violate or abide by what is expected for someone of their gender and age. Participants in several studies volunteered through the Project Implicit website. They were then assigned to complete an Implicit Association Test (IAT; Greenwald et al., 1998) measuring implicit age stereotypes. Then, participants read one of several scenarios in which a younger woman, older woman, younger man, or older man behaves rudely (a violation of the warmth expectation of both women and the elderly). Implicit age stereotypes interacted with study condition to influence evaluations of the target individual.

**B284**

**HEALTH IMPLICATIONS OF INTERSECTIONAL APPROACHES TO RACE, SEXUAL ORIENTATION, AND GENDER IDENTITY AND EXPRESSION**

**Kevin Castro-Moino<sup>1</sup>, Kimberly Burke<sup>1</sup>, Ariana N. Bell<sup>1</sup>, Phillip A. Goff<sup>1</sup>**

<sup>1</sup>*University of California at Los Angeles*

Researchers have documented disparate mental and physical health outcomes among lesbian, gay, and bisexual (LGB) people, compared to straight people. The stresses of experiencing prejudice as a sexual minority likely account for some of these differences. However, minimal research explores how LGB identity intersects with other stigmatized identities (e.g., being gender non-conforming) to affect health outcomes. In Study 1, we examine intersectional experiences of prejudice and their effects on health behaviors in LGB individuals. We find that non-White LGB people experience more sexual prejudice and are less "out" about their sexual orientation than White LGB people. In addition, androgynous non-White LGB people report higher rates of binge drinking, whereas no such relationship was found for White LGB people. Using photographs of the LGB individuals from Study 1, we find in Study 2 that naïve raters express more prejudice towards androgynous and non-White LGB people. Implications for minority stress are discussed.



B285

**WHEN PERFORMING WELL IS WORSE THAN PERFORMING POORLY: STEREOTYPE DISCONFIRMATION AND HOSTILITY AMONG MEN**Tessa L. Dover<sup>1</sup>, Lisa Duong<sup>2</sup>, Brenda Major<sup>1</sup><sup>1</sup>University of California at Santa Barbara, <sup>2</sup>University of California at Los Angeles

Disconfirming gender roles can be quite threatening—especially for men. However, what happens when stereotype disconfirmation results from high objective performance in an important academic domain? We hypothesize that regardless of the objective valance of performance, disconfirming a gender stereotype may nevertheless be threatening. Undergraduate men ( $N=166$ ) completed an anagram task described as assessing either spatial or verbal abilities. False feedback indicated that they had performed well or poorly on the test. Relative to confirming a gender stereotype, stereotype disconfirmation led to greater self-esteem striving, more dissatisfaction with performance, reduced effort on a subsequent test trial, and higher endorsement of hostile sexist beliefs. This effect was seen regardless of whether the stereotype disconfirmation resulted from poor performance (performing poorly on a spatial task) or good performance (performing well on a verbal task). The identity-relevant implications of performance may be more salient for men than objective markers of ability and performance.

B286

**WOMEN AT THE TOP: HELP OR HINDRANCE TO OTHER WOMEN'S OPPORTUNITIES?**Francesca Manzi<sup>1</sup>, Madeline Heilman<sup>1</sup><sup>1</sup>New York University

Previous research suggests that exposure to women in traditionally male roles may enhance people's evaluations of other women seeking similar roles. We posit however that this relationship is more complex, and that how these women perform will have significant consequences. In a 2 X 2 between subjects design, participants read about a departing male or female CEO who had performed either well or poorly. They then evaluated a female candidate as a potential replacement. As predicted, the ratings of the female candidate's leadership skills, competence and likelihood of being selected were lowest when she followed a poor-performing female CEO, and highest when she followed a well-performing female CEO. No differences were found when female candidates were preceded by a male CEO. Our results suggest that whether a woman's presence in a traditionally male role benefits other women aspiring to similar roles depends on her success or failure.

B287

**"THAT'S NOT FUNNY (BUT IS IT REALLY SEXIST?)": COMPARING PERCEPTIONS OF CONFRONTATIONS TO SEXIST AND RACIST JOKES.**Julie A. Woodzicka<sup>1</sup>, Thomas E. Ford<sup>2</sup>, Robyn Mallett<sup>3</sup>, Shelbi Hendricks<sup>1</sup>, Astrid Pruitt<sup>1</sup><sup>1</sup>Washington and Lee University, <sup>2</sup>Western Carolina University, <sup>3</sup>Loyola University Chicago

We explored a) the perceived appropriateness of three responses (ignoring, saying "that's not funny," or labeling as discrimination) to sexist or racist jokes and b) the likeability of the confronter. Three-hundred and six (306) participants were recruited via Amazon's MTurk and received one of six scenarios that varied in type of prejudice (sexist or racist) and type of response (ignore, not funny, label it as bias). Participants were asked to read through the scenario carefully and then complete a questionnaire that measured perceptions of appropriateness of the confrontation and likeability of the confronter. Saying "that's not funny" was the most appropriate response to jokes, but labeling a racist joke as racism was perceived as more appropriate than labeling a sexist joke as sexism. Finally, confronters of racism were liked more than those

who confronted sexism. This research suggests that people are less comfortable with severe confrontation of sexist humor.

B288

**"TAKING CHARGE" OF STIGMA: TREATMENT-SEEKING ALLEVIATES PENALTIES FOR MEN'S MENTAL ILLNESS**Corinne Alison Moss-Racusin<sup>1</sup>, Hannah Miller<sup>1</sup><sup>1</sup>Skidmore College

Experiencing mental health issues may violate masculine stereotypes (i.e., strength, stoicism, independence). Thus, the established gender gap in mental health treatment-seeking may stem from men's fear of backlash (i.e., social and economic penalties for violating gender stereotypes). However, whether men actually encounter backlash when they experience or seek treatment for mental health issues remains unclear. In Study 1 ( $N=420$ ), men and women were equally likely to suffer penalties for depression (i.e., they were rated as less respectable, likeable, competent, and hireable than comparable non-depressed targets). However, in Study 2 ( $N=322$ ), male targets who embodied masculine gender stereotypes by taking charge and seeking professional treatment avoided these penalties. Results from a moderated mediation model revealed that treatment-seeking alleviated penalties for depressed men because it increased their perceived respectability. In contrast, no differences emerged for female targets as a function of their treatment-seeking decisions, because taking charge does not reaffirm female stereotypes.

B289

**HINDU-MUSLIM ATTITUDES AND DESIRE FOR DISTINCTIVENESS: THE ROLES OF CONTACT, SELF-DISCLOSURE, AND PERSPECTIVE TAKING**Lauren E. Coursey<sup>1</sup>, Jared B. Kenworthy<sup>1</sup><sup>1</sup>University of Texas at Arlington

Social Identity Theory and Optimal Distinctiveness Theory argue that group members possess a desire to positively distinguish the ingroup from the outgroup. We predicted that intergroup contact would decrease this desire and lead to more positive outgroup attitudes. In study 1, conducted in India, quality contact led to increased reciprocal self-disclosure which in turn decreased desire for distinctiveness and increased positive outgroup attitudes among a sample of Hindus and Muslims. This model was extended in study 2 to include perspective-taking as a mediator for the effects of self-disclosure. Among a sample of Hindu and Muslim students in the U.S., the overall model in which quality contact predicted increased self-disclosure which in turn produced decreased desire for distinctiveness and more positive outgroup attitudes via increased perspective-taking was supported. Despite the overall model fit, perspective-taking did not significantly directly or indirectly predict desire for distinctiveness.

B290

**REACTIONS TO EVIDENCE OF GENDER BIAS IN STEM FIELDS**Aneta K. Molenda<sup>1</sup>, Corinne A. Moss-Racusin<sup>1</sup>, Charlotte R. Cramer<sup>1</sup><sup>1</sup>Skidmore College

Women remain underrepresented within science, technology, engineering, and mathematics (STEM) fields, in part because of lingering gender biases favoring men. The current research investigated how people respond to experimental evidence of gender bias within STEM. We analyzed written comments ( $N = 831$ ) made in response to three prominent articles reporting on science faculty members' gender biases. Utilizing a mixed-method approach (including thematic and quantitative analysis), we identified the nature and frequency of response categories, and investigated possible gender differences in response types. Although acknowledgement of gender bias was the most prevalent category, a wide range of positive and negative reactions emerged. Additionally, gender differences arose, such that men were more

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likely to exhibit negative responses, while women were more likely to exhibit positive responses.

**B291**  
**THROUGH THE COLORED LOOKING-GLASS: THE RELATIONSHIP BETWEEN PERSONAL AND SOCIETAL ETHNIC SELF-STEREOTYPES**

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<sup>1</sup>*University of Connecticut*

Although European Americans' stereotyping of ethnic outgroups is a well-researched topic, the beliefs that minorities hold about their own ethnic groups remain under-explored. Specifically, what are the personal beliefs that individuals hold toward their groups, and how do they differ from their knowledge of widely held societal stereotypes? Furthermore, what impact does ingroup identification have on the relationship between personal and societal stereotypes toward one's own ethnic group? For the current study, we measured personal and societal ingroup stereotypes and ingroup identification of several American ethnic groups (N = 612). For Asian and European Americans, personal ingroup stereotypes were strongly correlated with societal stereotypes, while this relationship was weaker for African and Hispanic Americans. Additionally, regression analyses revealed that the personal beliefs of Asian Americans with high ingroup identification were more related to societal stereotypes than those with low ingroup identification, particularly for attributes related to the "model minority" myth.

**B292**  
**PERCEPTIONS OF PHYSICAL AND SEXUAL AGGRESSIVENESS DRIVE LGB MEN AND WOMEN'S FEAR OF HETEROSEXUALS**

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<sup>1</sup>*University of Wisconsin at Eau Claire*

To understand the sexual prejudices held by LGB individuals, we applied an affordance management perspective (e.g., Pirlott & Neuberg, 2014), which suggests cognitions and behaviors exist to manage perceived threats and opportunities (i.e., affordances) posed by others in the social environment. Stereotypes about particular groups reflect these perceived affordances and prejudices arise as reactions to mitigate these threats. Relative to the self ingroup, perceptions that heterosexual men create uncomfortable sexual situations and are physically aggressive drove LGB men and women's fear of heterosexual men. Perceptions that heterosexual women create uncomfortable sexual situations drove gay men and lesbians' fear of heterosexual women, while perceptions that heterosexual women create uncomfortable sexual situations and are physically aggressive drove bisexual women's fear; bisexual men reported no elevated fear toward heterosexual women. Perceptions of sexual and physical aggressiveness mediated LGB individuals' fear more strongly than other mediators.

**B293**  
**LGB MEN AND WOMEN'S ANGER AND RESENTMENT TOWARD BISEXUALS**

Emily Holland<sup>1</sup>, Taylor Vossen<sup>1</sup>, Angela Pirlott<sup>1</sup>

<sup>1</sup>*University of Wisconsin at Eau Claire*

Our research sought to understand the sexual prejudices held by non-heterosexuals, using an affordance management perspective (e.g., Pirlott & Neuberg, 2014), which suggests cognitions and behaviors exist to manage perceived threats and opportunities (i.e., affordances) posed by others in the social environment. Stereotypes about particular groups reflect these perceived affordances and prejudices arise as reactions to mitigate these threats. Using multilevel modeling techniques, we found that, relative to the self-ingroup, perceptions that bisexual men are prejudiced drove gay men and lesbians' anger/resentment toward bisexual men; and perceptions that they are prejudiced and hide their sexual orientation drove bisexual women's anger/resentment. Perceptions that bisexual women hide their sexual orientation drove lesbians' anger/resentment toward bisexual women; gay and bisexual men

reported no greater anger/resentment toward bisexual women relative to the self-ingroup. Our research demonstrates the perceived affordances driving prejudices differ functionally due to the unique social relationship between perceiver and target group.

**B294**  
**CONSTRUAL LEVEL AND THE ATTRIBUTION OF HUMANNESSTO THE SELF AND OTHERS**

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<sup>1</sup>*Saint Louis University*

Bain and Haslam (2007) investigated self-humanization across levels of construal, with less human nature traits attributed when individuals considered their future self. The goal of the present study was to further investigate the relationship between construal level and dehumanization by comparing self-humanization to dehumanization of others across different levels of construal. Construal level (abstract vs. concrete) and target (self vs. other ingroup) were randomly assigned with targets evaluated on 40 traits which varied in human nature, how uniquely human, and how desirable they were. A mixed model ANOVA was conducted with target and construal level as between subject factors and trait ratings (high vs. low for each) as within subject factors. When thinking concretely, individuals attributed more uniquely human traits to themselves compared to others, which would typically only be expected in intergroup contexts. This suggests that concrete thinking may lead to changes in group perception which may predict dehumanization.

**B295**  
**"THAT'S SO STRAIGHT": THE FUNCTION OF SEXUAL MINORITIES' STEREOTYPES ABOUT HETEROSEXUALS**

Jes L. Matsick<sup>1</sup>, Terri D. Conley<sup>1</sup>

<sup>1</sup>*University of Michigan*

Previous research on intergroup dynamics documents stereotypes that lesbian, gay, and bisexual (LGB) individuals hold about heterosexuals (Matsick & Conley, under review). The current research extends this area of research by examining the effect that heterosexual stereotypes may have on LGB people's well-being. This study exposed sexual minority participants (N = 142; 64% female) to one of two video clips: a video of LGB actors describing stereotypes that LGB people hold about heterosexual people (intergroup stereotypes) or a video describing stereotypes that LGB people hold about other LGB people (intragroup stereotypes). Results indicated that participants in the intergroup stereotype condition felt more affirmed (e.g., respected and proud) about their identities (M = 4.15, SE = .80) than participants in the intragroup stereotype condition (M = 3.80, SE = .94),  $t(140) = -2.33, p = .02$ , in addition to experiencing other positive outcomes. Implications for reducing minority stress will be discussed.

**B296**  
**MOTIVATION AND EXPERIENCE IN THE CROSS-RACE RECOGNITION DEFICIT: DIFFERENTIATING THEIR COGNITIVE EFFICIENCIES**

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<sup>1</sup>*University of Colorado at Boulder*

Individuals recognize own-race faces more accurately than other-race faces, a phenomenon termed the cross-race recognition deficit (CRD). Research suggests that both experience with other-race faces and instructions motivating participants to individuate other-race faces attenuate the CRD. Despite similar effects, research in the domain of expertise suggests that motivation may rely on more effortful processing and experience may lead to more routinized, less effortful processing. To test this possibility, we measured other-race contact and manipulated participants' motivation to recognize other-race faces. Participants then completed a recognition task with Black and White faces under either cognitive load or no load. Results suggest that cognitive load erases the beneficial effects of

motivation, suggesting that motivation relies on effortful processes. However, experience and motivation may jointly attenuate the CRD even under cognitive load, suggesting that the combination of the two factors diminish the CRD through relatively less effortful, more efficient processes.

**B297**

**RECONCILING COLLECTIVE DISCONTENT WITH INDIVIDUAL AFFLUENCE: A SOCIAL PSYCHOLOGICAL APPROACH TO MEASURING ZEITGEIST**

Anne Marthe van der Bles<sup>1</sup>, Tom Postmes<sup>1</sup>, Rob Meijer<sup>1</sup>

<sup>1</sup>University of Groningen

Over the last decade, several Western countries developed a collective sense of doom and gloom: their Zeitgeist could be characterized as one of decline. Paradoxically, in some countries this collective discontent with society seems to exist despite high levels of individual well-being. Current psychological research cannot fully explain this discrepancy. The present research proposes a novel operationalization of Zeitgeist, referred to as a general factor Z. We conceptualize Zeitgeist as a collective global-level evaluation of the state of society. Three studies confirm that perceptions of the same societal problems at the personal and collective level differed greatly from each other. Across these studies we found support for a hypothesized latent factor Z, underlying collective-level perceptions of society. This Z-factor predicted people's interpretation of new information about society that was presented through news stories. These results provide a first step in operationalizing and (ultimately) understanding the concept of Zeitgeist.

**B298**

**BRANDED: THE INFLUENCE OF SOCIAL IDENTITIES ON JUDGMENTS OF TATTOOED INDIVIDUALS**

Kristin A. Broussard<sup>1</sup>, Helen C. Harton<sup>1</sup>

<sup>1</sup>University of Northern Iowa

Tattoos represent a public, structural stigma (Pryor & Reeder, 2011), in that stereotypes about tattooed individuals, such as that they are promiscuous (Swami, 2011) or criminal (Miller & Nichols, 2008), are socially shared and accepted. These stereotypes may seem surprising given tattoo popularity, but most research showing these biases have used drawings as stimuli. In this study, we used more ecologically valid stimuli and examined differences by social identity. 105 community members and 142 student participants rated four target photographs that showed men and women with tattoos or with their tattoos digitally removed, plus six distractor photographs, on 13 semantic differential items. Target males were rated more negatively than target females, and tattooed targets were rated more negatively than non-tattooed targets. Conservative students and religious community members rated the tattooed targets most negatively. The negative attributes placed on tattooed individuals may lead to discrimination and the reinforcement of structural stigma.

**B299**

**THE ROLE OF ATTACHMENT STYLE IN WOMEN'S AWARENESS OF SEXISM**

Tara Van Bommel<sup>1</sup>, Amy Sheehy<sup>1</sup>, Janet B. Ruscher<sup>1</sup>

<sup>1</sup>Tulane University

The present research examined how differences in attachment style might impact women's awareness of sexism. Identity threat models of stigma emphasize the role of individual differences in responding to social identity threats, however little is known about what factors lead to avoidance versus vigilance for such threats. Research shows that insecure attachment is related to avoidant responses to blatantly threatening cues, but vigilance when such cues are ambiguous. Thus, it was hypothesized and found that insecurely attached women would acknowledge less sexism toward women when faced with instances of blatant sexism, whereas their awareness would be heightened by instances of ambiguous sexism. Conversely, securely

attached women acknowledged sexism when encountering blatant rather than ambiguous instances of sexism. The findings suggest interventions to improve outcomes for stigmatized groups should consider impacts of attachment style, and further, that attachment style might partially explain women's divergent responses to sexism.

**B300**

**THE RELATIONSHIP BETWEEN PREJUDICE AND TIME PERCEPTION**

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<sup>1</sup>Lehigh University, <sup>2</sup>Temple University

Previous research showed that concern about appearing prejudiced makes people terminate interactions with stigmatized-others earlier than nonstigmatized-others. We hypothesized that this tendency may stem from a distorted perception of time (i.e., an overestimation called "time-slowness") during these interactions. 100 White-American university students in two studies engaged in a time discrimination task where they compared the duration of objects (600 ms) with the duration of 1) other objects, 2) African-African male faces, and 3) White male faces (each presented at seven different durations). In both studies, as people reported higher concern about appearing prejudiced, the likelihood of overestimating the duration of African-American faces compared to White faces increased. Subliminally priming the goal of egalitarianism did not make a difference in this time-slowness effect (study 2), suggesting such distortion may not be related to increased vigilance towards the faces of stigmatized-others. Affect-related explanations and possible interventions for overcoming this bias are discussed.

**B301**

**PROTECTING THE PURITY OF WOMEN: THE ASSOCIATION BETWEEN DISGUST SENSITIVITY AND SEXISM**

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<sup>1</sup>West Virginia University

Disgust evolved as a disease-avoidance mechanism (Schaller & Duncan, 2007). One means by which disgust may function is by predisposing individuals to endorse socially conservative beliefs, which promote maintenance of societal norms, structure, and tradition (Terrizzi, Shook, & McDaniel, 2013). Indeed, disgust sensitivity has been associated with religious conservatism, collectivism, political conservatism, and other conservative ideologies. The purpose of the current study was to explore the relation between disgust sensitivity and sexist attitudes, or conservative beliefs that women need to be protected and cherished to maintain their purity. In this study, 296 undergraduate students completed an online survey consisting of several disgust sensitivity measures and the Ambivalent Sexism Inventory (Glick & Fiske, 1995). Participants who were higher in disgust sensitivity reported significantly higher levels of sexism. However, disgust sensitivity only significantly correlated with benevolent sexism, not hostile sexism. These findings add to previous work connecting disgust with socially conservative beliefs.

**B302**

**BUT SOME CONSPIRACY THEORIES ARE TRUE: DIFFERENTIATING BETWEEN WORLDVIEWS UNDERLYING CLASSIC CONSPIRACY BELIEFS AND REAL CONSPIRATORIAL POLITICS BELIEFS**

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<sup>1</sup>Washburn University

Conspiracy theories are often conceptualized as paranoid, counter-evidentiary, neurotic fantasies. However, conspiracy theories sometimes reveal actual conspiracies. Thus, some theorists (e.g., Goertzel, 1994) have proposed different worldviews underlying classic conspiracy beliefs (CCB) and real conspiratorial politics beliefs (RCPB). Two studies (N = 407) assessed this proposed

distinction by examining theoretically and empirically relevant correlates (i.e., demographics, personality and cognitive characteristics, alternative views and experiences, and power attitudes). Fundamental similarities emerged: distrust, discontent, and interest in alternative explanations. Meaningful differences also emerged: individuals higher in CCB may tend to be more conflicted and confused, while individuals higher in RCPB may tend to be more empowered. Together, these preliminary results offer the theoretical implication that CCB and RCPB may exist on the same continuum rather than being represented by wholly separate worldviews. Practically, results may hold implications for the maintenance of a sound democracy. Future research should further explore the relationship between CCB and RCPB.

B303

### THE ROLE OF IMPLICIT RACE BIAS IN INTERGROUP PERSPECTIVE TAKING

Michael D Fishman<sup>1</sup>, Nana K Bonna<sup>1</sup>, Catherine J Norris<sup>1</sup>

<sup>1</sup>*Swarthmore College*

Individuals exhibit a closeness-communication bias, such that they perform worse on a perspective taking task that requires following directions given by close versus unknown others. The current study investigated the complementary hypothesis that individuals higher in implicit race bias should be better at taking the perspective of outgroup members. In one study, 29 participants completed a computerized Director's Task that required first taking the perspective of either a Black or White confederate who gave them directions, and then subsequently giving directions to the confederate. Results indicated that participants lower in implicit race bias were equally able to take the perspective of either confederate, whereas participants higher in implicit race bias were better at taking the perspective of the Black Director, supporting our hypothesis. Furthermore, the Black Director was subsequently only able to take the perspective of participants with lower implicit race bias.

B304

### REFLECTING AND DEFLECTING META-STEREOTYPES: THE MODERATING ROLE OF GROUP-INTERDEPENDENCE.

Tomoyuki Kobayashi<sup>1</sup>, Masanori Oikawa<sup>1</sup>

<sup>1</sup>*Doshisha University*

Meta-stereotype is a person's beliefs regarding the stereotype that out-group members hold about their own group. We predicted that although negative meta-stereotype generally aggravates intergroup conflict, people may also behave favorably toward the out-group in order to reconcile such negative views, if intergroup cooperation is considered important. Prior to making judgment about a political issue between Japan and Korea, meta-stereotype was manipulated by presenting Japanese participants with a pseudo survey report indicating how Japanese are viewed by Koreans. In addition, individual differences in group-interdependence were assessed by asking how much they considered cooperation between the two nations as important. It was found that among individuals with low group-interdependence, negative meta-stereotype manipulation aggravated negative responses toward the out-group. Importantly, however, among individuals with high group-interdependence, negative meta-stereotype manipulation facilitated more favorable responses. Role of group-interdependence in eliciting reconciliation motivation in response to negative meta-stereotype will be discussed.

B305

### AN ANALYSIS OF DECISION MAKING UTILIZING WEAPON RECOGNITION AND SHOOTER BIAS TASKS

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<sup>1</sup>*Temple University*

Previous research examining shooting decisions (Correll et al., 2002) and weapon recognition (Payne, 2001) using computer simulations

has focused on race biases. The present work examines the effects of both race and socioeconomic status (SES) on these tasks. During the shooter task, participants (N=179) mistakenly shot at unarmed low SES suspects more frequently than armed low SES suspects, regardless of suspect race,  $t(178)=2.00$ ,  $p=.05$ . Participants also did not shoot armed White suspects (as compared to unarmed Whites) and mistakenly shot unarmed Black suspects (as compared to armed Blacks), regardless of suspect SES,  $t(178)=2.15$ ,  $p=.03$  and  $t(178)=3.94$ ,  $p<.01$ , respectively. With weapon recognition, participants were fastest at identifying handguns when primed with pictures of low SES Black suspects (as compared to low SES Whites, high SES Blacks, high SES Whites),  $F(1,178)=11.82$ ,  $p<.01$ . These findings suggest race and SES separately influence shooting decisions and work together to affect weapon recognition.

B306

### UNCONSCIOUS SOCIAL CATEGORIZATION BIASES PERCEPTUAL AND EVALUATIVE JUDGMENT

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<sup>1</sup>*Northwestern University*, <sup>2</sup>*Tsinghua University*

One fundamental question in social categorization is whether this process requires consciousness. Across two experiments, we provide evidence that in/out-group faces are indeed differentially processed unconsciously and that such unconscious processing biases people's perceptual and evaluative judgments. To manipulate consciousness, continuous flash suppression (CFS) was employed to render in/out-group faces unperceivable. Results revealed that perceptually, in-group faces broke interocular suppression (i.e., were detected) faster than out-group faces. In evaluative judgment, imperceptible in-group faces significantly facilitated participants' judgments of positive relative to negative words, compared to out-group and scrambled faces. Moreover, the nature of the evaluative bias was no different from that observed under conditions of conscious awareness of the faces. These findings together provide unique evidence suggesting that social categorization can occur without awareness, and such unconscious processes bias perceptual and evaluative judgments.

B307

### THE ROLE OF DEHUMANIZATION IN PREDICTING SHOOTING BIASES TOWARD BLACK VERSUS WHITE TARGETS

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<sup>1</sup>*University of Illinois at Urbana-Champaign*, <sup>2</sup>*University of Illinois at Urbana Champaign*

Studies using laboratory-based shooting tasks have documented various shooting biases towards Black versus White targets (Correll et al 2002; Plant & Peruche, 2005). Little is known about what individual differences may protect or put people at risk to having these biases. Based on Integrated Threat Theory, we investigated the roles of dehumanization, empathy and fear of minorities in predicting shooting biases. In our first study ( $n = 290$ ), we found that (1) people who reported being afraid of minorities and scored high on a dehumanization IAT had a significantly more liberal shooting threshold for shooting Black vs. White targets and (2) people who were high in White fear and low in empathic ability had a more liberal shooting threshold for shooting Black vs. White targets. Our second study (in progress) uses a novel dehumanization manipulation to investigate whether dehumanization causes shooting biases toward Black versus White targets.

B308

### MORE "BENEVOLENT RACISM?": SHIFTING STANDARDS TOWARD CHASTE BLACK WOMEN

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<sup>1</sup>*Portland State University*

We investigated how race and sexual behavior intersect within an ambivalent sexism framework. Benevolent sexist ideals of purity are

inconsistent with stereotypes of Black women as hypersexual. According to shifting standards theory, treatment of stereotyped individuals depends on whether the measured behavior is zero or non-zero sum. Participants read about a chaste or promiscuous Black or White woman, then reported their hostile and benevolent attitudes and trait evaluations of her (non-zero sum; Study 1 & 2) and whether she should be picked to represent an organization (zero sum; Study 2). Consistent with shifting standards, more benevolent sexism was expressed to a chaste Black, rather than White, woman. However, the chaste Black woman was not evaluated more positively overall or given an advantage on the zero sum outcome. Minority women who conform to traditional gender norms may be highly praised but are not given more tangible rewards for their behavior.

**B309**  
**PERCEPTIONS OF THREAT AND RACIAL PREJUDICE: A STUDY OF FIVE ETHNIC GROUPS IN IOWA**

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<sup>1</sup>*University of Northern Iowa*

Racial prejudice based on the perception of threat can vary depending on the target outgroup. Little research has examined (within one study) whether the influence of threat and political orientation vary depending on the out-group. In the present study, predictors of prejudice for five groups--Mexican, Chinese, and Arab immigrants, Bosnian refugees, and African Americans-- were examined. Across all five target groups, 87 participants completed measures of perceived threat (four types of threat: realistic, symbolic, intergroup anxiety, and negative stereotypes), political orientation, and prejudice. Realistic threat and negative stereotypes were significant predictors of racial prejudice for the four immigrant/refugee groups. For African Americans, symbolic threat and negative stereotypes significantly predicted prejudice. Higher political conservatism significantly predicted prejudice toward all groups expect Bosnian refugees. The type of perceived threat may be contingent on outgroup-specific negative views, thus leading to differing threat-based factors predicting prejudice for each outgroup.

**B310**  
**THE BLACK AND WHITE OF RACIAL DISCRIMINATION: UNDERSTANDING GROUP DIFFERENCES IN PERCEPTIONS OF RACIAL DISCRIMINATION**

Stefanie Simon<sup>1</sup>, Aaron J. Moss<sup>1</sup>, Laurie T. O'Brien<sup>1</sup>

<sup>1</sup>*Tulane University*

The intentions of White perpetrators and harm to Black victims can influence perceptions of racial discrimination. Using archival analyses of newspaper articles, Study 1 demonstrates White authors are more likely than Black authors to deny the perpetrator's intentions and minimize victim harm when describing a discriminatory event. Study 2 examined how intentions of White perpetrators (high vs. low) and harm to Black victims (high vs. low) affect Whites' perceptions of discrimination. Whites perceived more discrimination when perpetrator intent was high (vs. low); however victim harm had no effect. Study 3 examined group differences (White vs. Black) in the effect of intent and harm on perceptions of discrimination. Both Whites and Blacks perceive more discrimination when perpetrator intent is high (vs. low), but only Blacks perceive more discrimination when victim harm is high (vs. low). Increasing Whites' recognition of harm may decrease White's minimization discrimination and increase policy support remedying inequality.

**B311**  
**LEARNING BY EXAMPLE: EXPOSURE TO OTHERS' SUCCESS IMPROVES PEOPLE'S EXPECTATIONS ABOUT INTERRACIAL CONTACT**

Jennifer A. LaCosse<sup>1</sup>, E. Ashby Plant<sup>1</sup>

<sup>1</sup>*Florida State University*

Previous research indicates that people who are externally motivated to respond without prejudice, due to fear of social disapproval if they expressed prejudice, possess low levels of self-efficacy regarding interracial interactions. Negative efficacy beliefs in turn contribute to interracial interaction anxiety and avoidance. In one lab study (N=58) we tested the hypothesis that learning that one's peers have improved their interracial interaction abilities may reduce external motivation and increase self-efficacy for interracial contact. Participants in our self-efficacy improvement condition were exposed to information and statistics indicating that, although many upperclassmen had originally been concerned about their interracial interaction skills, these skills developed over time. Supporting our hypotheses, we found that participants in the self-efficacy improvement condition reported lower external motivation and higher self-efficacy regarding interracial interactions compared to a control condition. The utility of using peers as exemplars and promoting an incremental view of abilities in interracial interactions are discussed.

**B312**  
**THE EFFECTS OF INTRASEXUAL COMPETITION THREATS ON MEMORY FOR DIFFERENT SEXUAL ORIENTATION TARGETS**

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<sup>1</sup>*University of Wisconsin at Eau Claire*

Our research examined how mating motives influence memory for different sexual orientation targets. Using the affordance management and fundamental motives perspectives, we predicted making mating threats salient enhances memory for targets perceived as threatening--attractive same-sex heterosexual and bisexual targets. To test this, we activated an intrasexual competition threat or an equally upsetting control; participants then saw photos of attractive same-sex targets labeled heterosexual, bisexual, or gay/lesbian. They later saw a larger set of photos and reported whether they previously saw the targets. Conducting a 2 (condition) x 3 (target sexual orientation) mixed ANOVA on memory revealed intrasexual competition enhanced memory for all targets for highly competitive men relative to control. Intrasexual competition enhanced women's memory for lesbian targets relative to the control. Our research highlights how heterosexuals' motivational states affect memory differently for different sexual orientation targets, and demonstrates the malleability of behavioral sexual prejudices.

**B313**  
**HOW FAR DOES THE WEAPON BIAS EFFECT EXTEND? BIDIRECTIONAL PRIMING EFFECTS BETWEEN BLACK FACES AND THREAT-RELATED STIMULI**

Erica J. Yoon<sup>1</sup>, Nick Camp<sup>1</sup>, Takuya Sawaoka<sup>1</sup>, Michael Frank<sup>1</sup>, Noah Goodman<sup>1</sup>, Jamil Zaki<sup>1</sup>

<sup>1</sup>*Stanford University*

Non-Black individuals misidentify harmless tools as guns after being primed with Black faces ("Weapon bias"; Payne, 2001). Four experiments (N=295) explored whether this bias comes from specific associations linking Blacks and crime, or general linkages between Blacks and threat. After replicating weapon bias with high statistical power (Study 1), we tested whether this bias extends to threats not stereotypically associated with Blacks. Indeed, being primed with Black faces also led participants to misidentify ropes as snakes (Study 2). This effect was bidirectional: Participants misidentified White faces as Black more often after exposure to guns (Study 3) and snakes (Study 4), although the magnitude of the effect was smaller in both cases. Signal detection analyses indicate that Black faces

lowered participants' threshold for identifying threats, and vice versa. These data suggest that weapon bias reflects general, bidirectional linkages between threatening stimuli, not merely a direct association between Blacks and guns.

**B314**  
**APPEARANCE STIGMA AFFECTS IMPLICIT RACIAL ATTITUDES**

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Minority groups who show implicit outgroup preference (African Americans, the elderly, the overweight) are also likely to suffer from appearance stigma (deviating from cultural aesthetics). Two studies (N = 448) examined why both White and Black Americans automatically prefer Whites using the attitude IAT. Supporting appearance stigma, Blacks' pro-White bias was only eliminated when the attitude IAT represented their group as more attractive than Whites (Study 1A). In each study, only Whites associated own group members with attractiveness on the aesthetic IAT, which mediated the racial gap in automatic ingroup esteem. Two competing mediators, outgroup contact and origins stigma, were less successful. Even though Blacks reported more outgroup contact than Whites, both groups possessed implicit beliefs that Europeans are more responsible for human progress than Africans, and both variables correlated with the attitude IAT. Appearance stigma is an overlooked factor influencing asymmetries in implicit ingroup esteem.

**B315**  
**INTERGROUP CONTACT INTERVENTION EXPERIMENT OF INTERGROUP PREJUDICE**

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Intergroup prejudice is individual be fond of the group which he belongs to obviously, however, dislike or disparage the group which he doesn't belongs to. With new generation peasant-workers from the city of Tongliao, Inner Mongolia as experimental research participants, using 2x3 two factors random experimental design and create fast friendship procedure—distribute the participants into cross-group contact group and in-group contact group—every group contact different times—then observe and study how different times of contacting influences new generation peasant-workers' prejudice toward citizen. Conclusions as follow: firstly, new generation peasant-worker's prejudice toward citizen are all reduced in varying degrees; secondly, in comparison with the context of in-group contact group, the role effects of reducing new generation peasant-workers' prejudice toward citizen by cross-group contact group is better than that by in-group contact group. The role effects of reducing new generation peasant-workers' prejudice toward citizen by cross-group contact are depended on the different times of contacting.

**B316**  
**ENTITATIVITY AND AGEISM: WHEN DO WE HELP OR NEGLECT ELDERLY PEOPLE?**

Nozomi Futaki<sup>1</sup>, Takumi Watanabe<sup>2</sup>, Ryosuke Sakurai<sup>1</sup>, Kaori Karasawa<sup>1</sup>

<sup>1</sup>*The University of Tokyo*, <sup>2</sup>*The University of Tokyo / Japan Society for the Promotion of Science*

The present research examined the effects of perceived entitativity on attitude toward elderly people stereotyped as "warm but incompetent." Previous research demonstrated that "warm but incompetent" stereotypes elicit active facilitation and passive harm and emotions mediate these links. Extending previous research, we predicted that entitativity would moderate these effects because of its polarizing effect. In a study (N = 74), we manipulated perceived entitativity of elderly people and a relative salience of stereotypes (e.g., a relative salience of their warmth) by presenting scenarios. The results showed that when perceived entitativity is high, warmth

elicits active facilitation and lack of competence elicits passive harm. Furthermore, admiration mediates warmth and active facilitation. On the other hand, when perceived entitativity is low, stereotypes and behavioral intentions are not associated. The findings suggest that entitativity determines the process in which stereotypes elicit behaviors. Implications for reduction strategies of ageism are discussed.

**B317**  
**ALTEROPHOBIA: ATTITUDES TOWARDS INDIVIDUALS FROM ALTERNATIVE SUBCULTURES AND A COMPARISON OF MENTAL IMAGERY PREJUDICE-REDUCTION PARADIGMS**

Sofia Stathi<sup>1</sup>, Jay Tamplin-Wilson<sup>1</sup>

<sup>1</sup>*University of Greenwich*

One experimental study examined the effect of mental imagery prejudice-reduction techniques on prejudice towards individuals from alternative subcultures (alterphobia). Participants (n = 94) were allocated to a mental imagery condition; imagined contact, imagined cooperation, counter-stereotypical thinking or a control. Five dependent variables were used; feeling thermometer, empathy, social distance, intergroup anxiety and self-efficacy concerning future contact. The results revealed significant differences between intergroup anxiety, empathy and self-efficacy concerning future contact. Imagined contact was revealed as the most effective method of reducing prejudice toward individuals from alternative subcultures, compared to the other relevant mental imagery techniques. Results are discussed in the context of new forms of prejudice as well as current approaches in prejudice-reduction interventions.

**B318**  
**THE EFFECTS OF INTRASEXUAL COMPETITION THREATS ON ATTENTION TO DIFFERENT SEXUAL ORIENTATION TARGETS**

Sarah Nigro<sup>1</sup>, Nick Vermiglio<sup>1</sup>, Angela Pirlott<sup>2</sup>

<sup>1</sup>*University of Wisconsin at Eau Claire*, <sup>2</sup>*University of Wisconsin-Eau Claire*

Our research examined how mating motives shift behavioral sexual prejudices, specifically attention towards particular sexual orientation targets. We predicted activating mating competition increases attention for targets perceived to pose said threats—attractive same-sex heterosexual and bisexual targets. To test this prediction, we exposed participants to an intrasexual competition threat or equally upsetting control. They then saw a pool of attractive same-sex photos labeled as straight, bisexual, or gay/lesbian and were instructed to take as much time as needed to remember each target. Intrasexual competition increased highly competitive women's attention relative to control, especially for bisexual and lesbian targets, but hindered less competitive women's attention. In contrast, intrasexual competition had no effects for men, but less competitive men viewed targets longer than more competitive men. Our research highlights how motivational states affect heterosexuals' attention to different sexual orientation minorities, demonstrating the malleability of behavioral sexual prejudices specific to attention.

**B319**  
**USING SOFTWARE TO INCREASE PERSPECTIVE TAKING AND REDUCE IMPLICIT PREJUDICE**

Matthew Winslow<sup>1</sup>, Cassie M. Whitt<sup>1</sup>

<sup>1</sup>*Eastern Kentucky University*

Perspective taking has been shown to reduce implicit prejudice in previous research. Todd, Bodenhausen, Richeson, & Galinsky (2011) found that IAT scores were reduced after participants wrote stories about a typical day in the life of an African American, if they were told to take the perspective of the target person when writing the story. We partially replicated this finding. We also introduced a computer-based game designed to increase perspective-taking ability. Participants who played the game and were told to take the

perspective of the target person when writing the story demonstrated less implicit prejudice than participants who wrote stories from an objective perspective or played a control game. These results bolster research on the power of perspective taking to reduce prejudice and demonstrate the efficacy of the perspective-taking training game.

**B320**

**COLORING ISLAM: EXAMINING THE DYNAMICS OF ETHNICITY AND RELIGION ON THE CONSTRUCTION OF ISLAMOPHOBIA IN AMERICA**

Amanda D. Perez<sup>1</sup>

<sup>1</sup>*University of California at Berkeley*

This study investigates the impact of ethnicity in the construction of the Islamophobia stereotype. American participants (N = 193) were asked to form impressions of four males in a 2 (ethnicity: Arab vs. White) x 2 (religion: Muslim vs. non-Muslim) within-participants design. I hypothesized that the ethnicity and religion of an individual would adversely impact their ratings. The findings revealed a main effect of ethnicity on the likelihood of possession of both the negative and positive traits such that the Arab males were rated as more likely to possess the negative traits and least likely to possess the positive traits, a main effect of religion on the likelihood of possession of the negative traits such that the Muslim males were rated as more likely to possess the negative traits, and an interaction effect of ethnicity, religion, and trait type on likelihood of trait possession such that the White Muslim male's likelihood of trait possession was dependent upon trait type.

**B321**

**VISITING OR HERE TO STAY? HOW FRAMING MULTICULTURALISM IN DIFFERENT WAYS CHANGES ATTITUDES AND INCLUSION OF ETHNIC MINORITIES IN THE UNITED STATES**

Melissa McManus Scircle<sup>1</sup>, Nilanjana Dasgupta<sup>2</sup>

<sup>1</sup>*Millikin University*, <sup>2</sup>*University of Massachusetts at Amherst*

Three experiments explored the way in which different framings of multiculturalism influence White American perceivers' attitudes towards non-Whites and inclusion of them in the national group. Results showed that while participants always preferred Whites to non-Whites, the difference in liking was largest when multiculturalism was described as permanent and Whites were present (vs. absent) in that description. In contrast, differences in liking did not vary by the role of Whites when multiculturalism was described as temporary. Second, Whites were always seen as more American than non-Whites, but particularly when Whites were present (vs. absent) in the description of multiculturalism regardless of the temporal framing. Third, participants more strongly affirmed the White status quo when multiculturalism was described as permanent and Whites were present (vs. absent) in the description. Overall findings suggest that not explicitly including the majority group in multiculturalism may lead to better relations between them and minority groups.

**B322**

**ANGER PERCEPTUALLY INDIVIDUATES MEMBERS OF STEREOTYPICALLY THREATENING GROUPS**

Nicholas P. Camp<sup>1</sup>, Brent Hughes<sup>1</sup>, Jennifer Eberhardt<sup>1</sup>

<sup>1</sup>*Stanford University*

Whites demonstrate own-race bias in perception, individuating White faces to a greater extent than non-White faces (Walker & Hewstone, 2006). However, stereotypes identify Blacks as potential threats to be monitored. We tested whether facial threat cues (anger) lead Whites to perceptually individuate angry (versus sad or neutral) Black faces (versus angry White or Asian faces). In two studies, participants completed a perceptual discrimination task in which they had to identify pairs of similar faces as identical or different. Faces differed in Race and emotional expression. In the absence of threat, (neutral or sad facial expression) Whites

individuated White faces more than Black faces; this gap was eliminated for angry faces due to greater individuation of angry Black faces (Study I, N=43). Study II (N=33) added Asian targets (stereotypically nonthreatening). Anger individuated Black but not Asian faces, suggesting that threat stereotypes combine with anger cues to guide face perception.

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# Poster Session C

Friday, February 27, 2015, 12:30 pm - 2:00 pm, Hall B

## Close Relationships

### C01 UNMITIGATED COMMUNION IN A COMMUNITY SAMPLE OF COUPLES COPING WITH TYPE 2 DIABETES

Katilyn J. Mascatelli<sup>1</sup>, Vicki S. Helgeson<sup>1</sup>  
<sup>1</sup>*Carnegie Mellon University*

Unmitigated communion (UC) is characterized by an excessive focus on others to the neglect of the self. The goal of this study was to examine UC in a community sample of 70 couples in which one partner was diagnosed with type 2 diabetes in the past 2 years (M age = 55; 51% male; 60% white). Patients with diabetes and their spouses were interviewed about social support provided by the spouse to the patient, relationship quality, and mental health. Regression analysis revealed that spouse UC was related to more support provision and overprotectiveness according to patients, as well as higher patient relationship quality, but also greater spouse psychological distress. Patient UC was related to worse medication adherence, more depression, and greater emotional burden and regimen distress, but was not related to relationship quality. Results indicate that spouse UC may benefit patients, but at the cost of spouse mental health

### C02 "THE MAN IS THE ONE WITH A VOICE": EXPECTATIONS OF MARITAL ROLES IN TANZANIA

Charlie D. Trott<sup>1</sup>, Samantha W. Tsang<sup>2</sup>, Michelle Kaufman<sup>2</sup>, Jennifer Harman<sup>1</sup>, Alyssa Mooney<sup>2</sup>  
<sup>1</sup>*Colorado State University*, <sup>2</sup>*Johns Hopkins School of Public Health*

Research on marital schemas is currently focused in Westernized and developed countries where monogamous and religious marriages are most common. These schemas are not easily applicable in contexts where there is greater diversity in relationships, such as Tanzania. This study examined marital expectations among Tanzanians to better understand how they compare to those identified in more Western cultures. Qualitative data were collected through 8 focus group discussions with a total of 39 males and 34 females. While traditional views of men's right to sex and financial control shape marital frameworks in Tanzania, men and women view more modern, Western style marriages as the ideal. Although participants acknowledge the importance of good partner communication, they are reluctant to practice it themselves and violate traditional marital roles in which men are dominant. The present study represents a significant step toward understanding marital relationships and schemas in a cross-cultural context.

### C03 ENDORSEMENT OF GENDER IDEOLOGIES AND PERCEPTIONS OF ROMANTIC PARTNERS' ATTACHMENT ORIENTATIONS

Timea Farkas<sup>1</sup>, Campbell Leaper<sup>1</sup>  
<sup>1</sup>*University of California at Santa Cruz*

The purpose of the present study was to assess whether the endorsement of traditional gender ideologies contributes to individuals' perceptions of their partner's attachment orientation. A sample of 74 heterosexual romantic couples filled out survey questionnaires measuring attachment orientation, traditional masculinity ideology, and traditional femininity ideology. Results showed that women's traditional masculinity ideology correlated positively with perceptions of their partner's avoidance ( $r=.23$ ,  $p=.054$ ). Multiple regression analyses showed that, as expected, women's perception of their partner's avoidance was positively predicted by their endorsement of traditional masculinity ideology ( $\beta=.22$ ,  $p=.048$ ), after controlling for the partner's actual avoidance ( $\beta=.39$ ,  $p=.000$ ),  $F=9.03$ ,  $p=.000$ ,  $R^2=.21$ . Also as expected, men's

perception of their partner's avoidance was predicted only by the partner's actual avoidance--and not by the men's masculinity ideology. Contrary to expectations, men's perceptions of their partner's anxiety was not predicted by their traditional femininity ideology after controlling for the partner's actual anxiety.

### C04 WHO DOES THE WORK OF RELATIONSHIP INITIATION AND MAINTENANCE?

Susan K. Sprecher<sup>1</sup>, Diane Felmlee<sup>2</sup>, Terri Orbuch<sup>3</sup>, Pamela Regan<sup>4</sup>  
<sup>1</sup>*Illinois State University*, <sup>2</sup>*Pennsylvania State University*, <sup>3</sup>*Oakland University*, <sup>4</sup>*California State University*

Both the initiation and maintenance of relationships take work. Surprisingly, however, little is known about relationship partners' perceptions of who does the relationship work. The purpose of this study was to examine, with data collected from both partners of 100 romantic couples, perceptions of the balance of relationship work and the outcomes of those perceptions. Results indicated: a) greater perceived imbalance in work was found for relationship initiation than for the maintenance of the relationship; b) partners tended to agree on who was working harder; c) no significant gender differences were found in who works harder to initiate or maintain the relationship; d) both those who said the self worked harder and those who said the partner worked harder were less satisfied in the relationship than those who perceived balanced work. Results are discussed within an equity framework.

### C05 NOT IN THE MOOD? MEN UNDERPERCEIVE THEIR PARTNER'S SEXUAL DESIRE AS A WAY TO AVOID REJECTION

James Kim<sup>1</sup>, Amy Muise<sup>1</sup>, Sarah Stanton<sup>2</sup>, Emily Impett<sup>1</sup>  
<sup>1</sup>*University of Toronto*, <sup>2</sup>*University of Western Ontario*

Previous research on social cognitive biases has found that men tend to overperceive women's sexual interest, but no research to date has investigated this phenomenon in the context of established relationships. We conducted two dyadic daily experience studies of dating, cohabiting, and married couples to test the prediction that men in established relationships would demonstrate an underperception bias as a way to protect against rejection. In both studies, men significantly underperceived their partner's desire whereas women showed no bias in their perceptions of their partner's desire. In Study 2, the motivation to avoid sexual rejection accounted for men's underperception bias. Additionally, men were more likely than women to experience sexual rejection from their partners, suggesting that this underperception bias may be a strategy to protect against sexual rejection. The current study is the first to look at gender differences in strategic perceptual biases of sexual desire in established romantic relationships.

### C06 MISS GOOD ENOUGH FOR RIGHT NOW: SEX DIFFERENCES IN THE RELATIONSHIP BETWEEN SOCIO-SEXUAL ORIENTATION AND PARTNER VALUE

Jana Hackathorn<sup>1</sup>  
<sup>1</sup>*Murray State University*

Past research (Simpson & Gangestad, 1991) indicates that individuals with a high socio-sexual orientation (SO) are less committed in their relationships. Hackathorn and Brantley (2014) suggest that negative perceptions of the partner mediate that relationship. This study expanded this research by examining sex as a moderator. Results indicated that the relationship between SO and negative perceptions exists only for males. Specifically, for males SO is negatively related to the partner's perceived culture ( $r = -.52$ ,  $p = .027$ ), intelligence ( $r = -.72$ ,  $p < .001$ ), physical attractiveness ( $r = -.65$ ,



$p = .004$ ), and sexiness ( $r = -.54$ ,  $p = .022$ ); whereas none of the correlations existed for females. However, for both sexes, SO predicts a higher perceived quality of alternatives ( $ps < .005$ ) and lower commitment to the relationship ( $ps < .04$ ). This suggests that for females, something else may be the driving force behind lower commitment.

**C07**  
**PROTECT ME FROM WHAT I WANT: WOMEN'S MOTIVATIONS FOR HOOKING UP AND CONDOM USAGE.**

Marie-Joelle Estrada<sup>1</sup>  
<sup>1</sup>*University of Rochester*

Research has examined the frequency of hooking up ("brief uncommitted sexual encounters among individuals who are not romantic partners or dating each other"; Garcia, Reiber, Massey & Merriwether, 2012) but has failed to identify why women are engaging in casual sex and how it affects their condom usage. 273 heterosexual women completed a questionnaire designed to evaluate demographics, motivations for hooking up, sexual agency and comfort/willingness to use a condom. The results identified a relationship between both a) motivations and condom usage and b) sexual agency and condom usage. These results are discussed within the casual sex literature in terms of approach/avoid motivations and the different effects of sexual agency.

**C08**  
**ENGAGING IN AND BENEFITTING FROM DISCLOSURE OF PARTNER-DESIRED PERSONAL POSITIVE EVENTS IN MARRIAGE**

Courtney Gosnell<sup>1</sup>, James McNulty<sup>2</sup>  
<sup>1</sup>*United States Military Academy*, <sup>2</sup>*Florida State University*

Previous work suggests disclosing and receiving responsive support for positive events is beneficial to recipients. However, other work (e.g., self-evaluation maintenance model) suggests sharing in close other's good fortune can be a self-esteem blow (particularly if the event is desirable for both individuals). We hypothesized recipients may be less likely to disclose positive events that were desirable to the partner and may perceive less responsiveness when sharing desirable events. In a 14-day diary study of 134 married couples we found that, contrary to our predictions, participants were more likely to disclose positive events and perceive responsiveness from their partners for partner-desired positive events. Interestingly, husbands adjusted their disclosures more than wives, with husbands being less likely to disclose desirable positive events to their wives if they were particularly satisfied with their relationship as well as if they felt their wives were particularly satisfied with their lives.

**C09**  
**PERFECTIONISM AND INTERPERSONAL FORGIVENESS: TESTING THE MEDIATING ROLE OF CONFLICT-PROMOTING ATTRIBUTIONS**

Celina R. Furman<sup>1</sup>, Shanhong Luo<sup>1</sup>  
<sup>1</sup>*University of North Carolina at Wilmington*

The current research sought to explore underlying mechanisms that might contribute to the negative relation observed between perfectionism and romantic relationship outcomes. We examined whether partner-oriented and partner prescribed perfectionists interpret a partner's behavior in a conflict-promoting manner, thus making them less willing to forgive their partner. In one study, participants (N=151) made attributions about four hypothetical transgressions and indicated their willingness to forgive their partner. Measures assessing multidimensional perfectionism, neuroticism, and demographic/relationship information were also completed. Dimensions of perfectionism were significantly associated with conflict promoting attributions including viewing the cause of the partner's behavior to be intentional, selfish, blameworthy, stable, and global (affecting many areas of the relationship). Additionally, those high on partner prescribed perfectionism were less willing to forgive. Bootstrap analyses

indicated that stability attributions significantly mediated the relation between partner prescribed perfectionism and willingness to forgive. Theoretical and practical implications of the current research will be discussed.

**C10**  
**THE IMPACT OF RELATIONSHIP SOCIAL COMPARISON INTERPRETATIONS ON DATING RELATIONSHIP QUALITY OVER TIME**

Marian Morry<sup>1</sup>, Tamara Sucharyna<sup>1</sup>, Mason Legge<sup>1</sup>  
<sup>1</sup>*University of Manitoba*

Individual's interpretations of romantic relationship social comparisons may have important implications for the relationship. Drawing on social comparison theory and self-evaluation maintenance theory, we examined whether cognitive interpretations mediated the effects of relationship social comparison direction and self-esteem on satisfaction and commitment. In a longitudinal study, participants (N = 182, 61 men) were randomly assigned to an upward or downward comparison to a friend's dating relationship and completed the Relationship Social Comparison Interpretation scale, satisfaction, and commitment measures. We re-assessed satisfaction and commitment four months later. Bootstrapping indicated that positive upward, positive downward, and negative interpretations mediated the relation between comparison direction and Time 1 satisfaction, and negative and positive upward interpretations mediated the relation between comparison direction and Time 1 commitment. Negative interpretations mediated the self-esteem effects on satisfaction and commitment. Finally, Time 1 variables mediated the relations between interpretations and Time 2 satisfaction and commitment.

**C11**  
**RELATIONSHIP COMMITMENT AS A MODERATOR OF THE ASSOCIATION BETWEEN ANXIOUS ROMANTIC ATTACHMENT AND TRUST IN NEWLY ENGAGED COUPLES**

Katherine Pascuzzo<sup>1</sup>, Emilie Auger<sup>1</sup>, Shrabani Debroy<sup>1</sup>, Stéphane Dandeneau<sup>2</sup>, John Lydon<sup>1</sup>  
<sup>1</sup>*McGill University*, <sup>2</sup>*Université du Québec à Montréal*

Anxiously-attached individuals, who doubt the love of their romantic partner, experience numerous interpersonal difficulties (Mikulincer & Shaver, 2008). As the act of getting engaged represents a sign of partner commitment, the goal of the present study was to investigate the interaction between anxious attachment and commitment in predicting relationship trust (6 weeks later) in 71 engaged couples. Following the Actor-Partner Interdependence model, results revealed partner commitment to moderate the association between partner anxious attachment and actor trust. Specifically, participants whose partners were less committed reported lower trust, regardless of whether the partner was high or low in anxious attachment. However, participants whose partners were more committed reported greater trust if the partner was low in anxious attachment. Results suggest that although anxiously-attached partners may be committed to their relationship, negative thoughts and behaviors associated with their anxious attachment style seem to engender distrust in their romantic partner.

**C12**  
**TRYING SOMETHING NEW: FREQUENCY, CUES, AND CHALLENGES ASSOCIATED WITH THE ENGAGEMENT OF NOVEL COUPLE ACTIVITIES**

Chantal Bacev-Giles<sup>1</sup>, Cheryl Harasymchuk<sup>1</sup>  
<sup>1</sup>*Carleton University*

Novel couple activities are an important relationship maintenance tool; however, little research has examined the implementation of these activities. In two studies, we examined the frequency, cues, and challenges associated with novel couple activities with people in long-term close relationships. In Study 1, people (N = 355) answered questions about the frequency of novel couple activities,

individual differences, and relationship quality. Overall, people reported that they only “sometimes” engage in novel couple activities, though, engagement was greater for people scoring higher on approach motivation. Greater engagement in novel activities was associated with increased relationship quality. Qualitative analyses were used in Study 2 to examine the types, cues, and challenges of novel activities. Participants (N = 174) listed a variety of novel activities (e.g., trying new restaurants, going on a trip), with boredom as a key cue and common challenges including: lack of time and resources, different interests, and embarrassment.

**C13**  
**YOU ARE MY DESTINY, EXCEPT WHEN YOU'RE NOT: IMPLICIT THEORIES OF RELATIONSHIPS AND BREAKUP**

Meagan A. McDonald<sup>1</sup>, Jamie L. Graham<sup>1</sup>, Timothy J. Loving<sup>1</sup>  
<sup>1</sup>*The University of Texas at Austin*

We investigated the link between pre-breakup implicit theories of relationships (i.e., destiny and growth beliefs; Knee, 1998) and individuals' reported desire for and reactions to their breakups. Data were collected as part of a larger 9-month longitudinal study in which an event-contingent design was employed to identify the occurrence of major relationship transitions. Two hundred and seventy-two individuals enrolled at baseline (mean relationship duration = 3.2 months); 96 participants broke up during the study (35%; 64 female, 32 male; Mage = 20.6, SD = 1.78). For those individuals whose relationships ended during the 9 months, destiny beliefs (collected at baseline) were associated with a greater desire for the breakup (reported post-breakup), an increased likelihood of having initiated the breakup, and less interest in reuniting romantically with their ex-partners. Growth beliefs were unassociated with these outcomes. This work highlights the relevance of implicit theories to all relationship transitions (from initiation to dissolution).

**C14**  
**TO TRUST OR NOT TO TRUST?: BELIEFS IN PURE GOOD AND EVIL AS PREDICTORS OF TRUST**

Brooke C. Bengel<sup>1</sup>, Krystall M. Ring<sup>1</sup>, Amanda L. Martens<sup>1</sup>, Russell J. Webster<sup>2</sup>, Donald A. Saucier<sup>1</sup>

<sup>1</sup>*Kansas State University*, <sup>2</sup>*St. Mary's College of Maryland*

We examined beliefs in pure good (BPG) and pure evil (BPE) as predictors of interpersonal trust. Past research indicates that individuals' beliefs about pure good and pure evil affect social perceptions (Webster & Saucier, 2013). We hypothesize that BPG and BPE are important for understanding the social perceptions that shape interpersonal relationships, including trust. This study defines trust (interpersonal and dyadic) to be the expectation that an individual can be relied upon by another individual (Larzelere & Huston, 2014). Consistent with our hypotheses, results indicate that, in general, levels of BPG were positively correlated, and levels of BPE were negatively correlated, with trust. This study is novel in its examination of how mechanisms of interpersonal trust relate to individuals' beliefs about pure good and pure evil, and demonstrates the utility of examining these beliefs to better understand the mechanisms, such as trust, that help maintain interpersonal relationships.

**C15**  
**FORGIVE AND FORGET? BELIEFS IN PURE GOOD AND PURE EVIL AS PREDICTORS OF FORGIVENESS**

Krystall M. Ring<sup>1</sup>, Brooke C. Bengel<sup>1</sup>, Amanda L. Martens<sup>1</sup>, Russell J. Webster<sup>2</sup>, Donald A. Saucier<sup>1</sup>

<sup>1</sup>*Kansas State University*, <sup>2</sup>*St. Mary's College of Maryland*

We hypothesized individuals' tendencies to forgive are related to their beliefs about nature of humanity as good and evil. Accordingly, we examined the relationships between beliefs in pure good (BPG), pure evil (BPE; Webster & Saucier, 2013), and forgiveness (decisional and emotional). We assessed individuals'

tendencies to forgive a past transgression in interpersonal relationships and motivations for avoiding the transgressor and seeking revenge. Consistent with our hypotheses, generally, we found levels of BPG were positively associated with levels of decisional forgiveness, and levels of BPE were negatively associated with levels of decisional forgiveness. Emotional forgiveness was not associated with BPG or BPE. Levels of BPG were negatively associated with desires to seek revenge toward a transgressor, while levels of BPE were positively associated with motivations to avoid the transgressor and seek revenge. Our results indicate beliefs about human nature (BPE/BPG) are important for understanding complicated social mechanisms, such as forgiveness.

**C16**  
**I WANT HER TO WANT ME: ANXIOUS ATTACHMENT AS A PERSONALITY ANTECEDENT OF SEXUAL MISPERCEPTION**

Rhea Howard<sup>1</sup>, Joshua Hart<sup>1</sup>  
<sup>1</sup>*Union College*

It is well established that men systematically overperceive women's sexual interest; however, thus far, no investigation has identified attachment style as predisposing particular men towards misperception. In two studies, we examined how romantic attachment style relates to men's overperception of women's sexual interest. Study 1 included 204 heterosexual men who answered self-report questionnaires tapping into attachment anxiety and avoidance, desire for interpersonal closeness, and perception of a hypothetical woman's interest. Study 2 (n=294) was a replication and extension to identify additional mediators, such as hope of the hypothetical woman's interest and perceived mate value. Attachment anxiety predicted increased sexual overperception, while avoidance predicted decreased sexual overperception. Both were unidirectionally mediated by desire for closeness, hope of a woman's interest, and self-perceived mate value. The authors conclude that men's likelihood of overperception stems in part from dispositional attachment working models. Anxious men experience motivated overperception, whereas avoidant men do not.

**C17**  
**REVISING ROMEO & JULIET: EXAMINING THE ROLES OF DEFIANCE, DESTINY AND DISAPPROVAL IN ROMANTIC RELATIONSHIPS**

Chelsea Ellithorpe<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>  
<sup>1</sup>*Mississippi State University*

We explored the assumptions of the “Romeo and Juliet” effect by examining whether destiny, defiance, and disapproval are really the key elements underlying this effect. Two studies - one survey of daters and one virtual dating experiment - revealed that disapproval from both family and friends, rather than family alone, led to negative relationship outcomes for love, liking, and satisfaction. In another survey of daters and a vignette study, independent reactance, rather than defiant reactance, was found to act as a buffer to social network opinions in terms of commitment. In a different survey, when their parents disapproved, those high in growth beliefs, rather than destiny beliefs, were able to maintain their romantic relationship in terms of commitment/investment. The Romeo and Juliet effect seems to be, instead, a story of independence, approval, and growth and, thus, about couples who maintain their relationship despite (not because of) network disapproval.

**C18**  
**BUFFERING EFFECTS OF RELATIONSHIP QUALITY ON LOW-TRUST ROMANTIC PARTNERS: CAPITALIZATION AND STRAIN TEST SITUATIONS**

William F. Johnson<sup>1</sup>, Allison K. Farrell<sup>1</sup>, Jeffrey A. Simpson<sup>1</sup>  
<sup>1</sup>*University of Minnesota at Twin Cities*

Little research has been conducted on what factors buffer vulnerable romantic partners in stressful relationship interactions. One

potential way partners could be vulnerable is by having low relational trust in their partner. We test the buffering effects of perceived relationship quality in two behavioral observation studies of committed couples. In Study 1, 101 couples each in turn shared a positive life event with the other. Trained observers rated responding partners' levels of capitalization, responsiveness, and constructive behavior. In Study 2, 92 couples each in turn shared a goal that required a sacrifice from their partner. Again, trained observers recorded responding partners' accommodation, responsiveness and constructive behavior. Across both situations, responding partners displayed more positive reactions when low-trust disclosing partners were buffered by high levels of perceived relationship quality.

**C19**  
**DO PEOPLE KNOW WHAT THEY WANT IN A ROMANTIC PARTNER?**  
**THE NEGLIGIBLE PREDICTIVE POWER OF IDEAL PARTNER**  
**PREFERENCES**

Christine A. Daly<sup>1</sup>, Eli J. Finkel<sup>2</sup>, Paul W. Eastwick<sup>3</sup>, Daniel C. Molden<sup>2</sup>  
<sup>1</sup>Purdue University, <sup>2</sup>Northwestern University, <sup>3</sup>University of Texas at Austin

While it has been assumed that the qualities that people desire in a romantic partner, or *ideal partner preferences*, play a role in determining whom they are attracted to, recent findings have revealed a lack of predictive validity in face-to-face interactions. The present research seeks to replicate these findings using the most stringent measurement of preferences to date and to examine whether predictive validity can be enhanced under particular circumstances suggested by Eastwick et al. (2014). Two studies found that, when asked to generate a list of ideal attributes, participants' ideal partner preferences failed to more strongly predict romantic interest in a potential partner than those of another random participant. Additionally, the second study found that predictive power was not affected by manipulating participants' construal-level or whether the attributes they listed were personality traits or behaviors, thus providing further evidence that people may not know what they desire in a romantic partner.

**C20**  
**SEXY BAD BOYS: CONCEPTUALIZING AND PREDICTING**  
**ATTRACTION TO "BAD" PARTNERS**

Tara J. Collins<sup>1</sup>  
<sup>1</sup>Winthrop University

Popular media often suggests that women report wanting to be in a relationship with a "nice guy" but, in the end, they actually choose to date the not-so-nice guy (i.e., "bad boy"). The bad boy has been empirically defined in a number of ways: promiscuous, dominant, antisocial, insensitive, or self-absorbed (e.g., Herold & Milhausen, 1999). Due to these inconsistent operationalizations, the literature regarding attraction to nice/bad partners has been mixed. In the first study we created a measure to assess individuals' conceptualizations of bad guys/girls. Exploratory factor analyses revealed four factors that are associated with being bad boy/girls: mistreating romantic partners, breaking rules/laws, being charming, and sexual promiscuity. Two additional studies were conducted to establish the predictive (use of the bad boy/girl label), convergent, and discriminant validity of this measure and the personality characteristics associated with attraction to these types of partners. Limitations, implications, and future directions are discussed.

**C21**  
**A TALE OF TWO IMPULSES: RELATIONSHIP SATISFACTION AND**  
**EGO DEPLETION DETERMINE HOW AVOIDANTLY ATTACHED**  
**INDIVIDUALS MAKE AMENDS**

Sarah C.E. Stanton<sup>1</sup>, Lorne Campbell<sup>1</sup>  
<sup>1</sup>University of Western Ontario

Although attachment avoidance is typically linked with negative behaviors, certain circumstances (e.g., being in high-quality relationships) seem to promote pro-relationship behaviors for more avoidantly attached individuals. One possible explanation for why more avoidant persons behave negatively sometimes but positively at other times is that their impulses regarding relationship events vary depending on negative or positive relationship circumstances (e.g., relationship satisfaction level). Supporting this hypothesis, the present research found that when depleted (vs. non-depleted), more avoidant persons in less satisfying relationships made fewer amends for a transgression enacted against their partner, whereas more avoidant persons in more satisfying relationships made greater amends. These findings suggest that the fundamental manner in which avoidant individuals approach their relationships is sensitive to context.

**C22**  
**PERCEPTIONS OF PARTNER'S BENEVOLENT SEXISM BUFFERS**  
**HIGHLY ANXIOUS WOMEN'S DESTRUCTIVE REACTIONS TO**  
**CONFLICT**

Matthew Hammond<sup>1</sup>, Emily Cross<sup>1</sup>, Nickola Overall<sup>1</sup>  
<sup>1</sup>University of Auckland

Benevolent Sexism encompasses beliefs that men are incomplete without a women's love, who are warm, wonderful and should be protected. This research examined whether perceptions of partner's Benevolent Sexism provided the security highly anxious women need to react constructively to relationship conflict. In Study 1 (N = 84 heterosexual couples), highly anxious women experienced greater distress during observed conflict discussions, but this effect was eliminated when highly anxious women perceived their partner to strongly endorse Benevolent Sexism. In Study 2 (N = 91 heterosexual couples), highly anxious women reported less confidence in their partners love, lower relationship satisfaction, and greater hurt feelings on days they encountered relationship conflict, but these effects were attenuated when highly anxious women perceived their partner to strongly endorse Benevolent Sexism. These results indicate that the reverent position Benevolent Sexism offers women can buffer the negative reactivity to conflict typically exhibited by highly anxious women.

**C23**  
**SHOULD I BELIEVE IN SOULMATES? IMPLICATIONS FOR**  
**ATTRIBUTION, ACCOMMODATION AND RELATIONSHIP**  
**SATISFACTION**

Eri Sasaki<sup>1</sup>, Fen-Fang Tsai<sup>1</sup>  
<sup>1</sup>National University of Singapore

The present research examined how implicit theories of relationships (ITRs) and perceived partner fit influence attribution, accommodation and relationship satisfaction. Forty-three couples completed self-report measures and engaged in a dyadic disagreement task, in which accommodative behavior was coded. Multilevel modeling analyses revealed that (a) destiny belief predicted greater stable attributions for negative partner behavior, (b) destiny belief predicted less accommodative behavior while growth belief predicted greater accommodative behavior, (c) for individuals with poor partner fit, destiny belief predicted less accommodative behavior but no association was found for individuals with good partner fit, (d) destiny belief predicted lower relationship satisfaction while growth belief predicted higher relationship satisfaction, (e) for individuals with poor partner fit, destiny belief predicted lower relationship satisfaction, but no association was found for individuals with good partner fit. Results

suggest that growth belief was most beneficial under negative relationship conditions.

**C24**  
**STABLE STANDARDS OR FLUCTUATING FANCIES? STABILITY AND CHANGE IN PEOPLE'S MATE CRITERIA OVER 28 MONTHS**

Carrie Bredow<sup>1</sup>, Nicole Hames<sup>1</sup>

<sup>1</sup>Hope College

Although research on mate standards has been built on the assumption that the criteria people report at one point in time should predict their future partnering behavior, little is known about the temporal stability of people's standards. Using survey data collected at four times from 453 originally unmarried individuals, this study examined the rank-order, mean-level, and individual-level stability of people's mate criteria over a 28-month period. Although mate standards were moderately to strongly correlated across the four time points ( $r_s = .51-.74$ ), t-tests revealed significant mean level increases from T1 to T4 on all standard dimensions. Individual growth curve modeling showed that, on average, participants' standards followed a concave quadratic trajectory, but that there was significant inter-individual variability in this pattern. As hypothesized, individuals who were younger, higher in attachment anxiety, or who experienced a relationship transition had less stable standards over the course of the study than their counterparts.

**C25**  
**BETTER THE DEVIL YOU KNOW: AVERSION TO RELATIONAL UNCERTAINTY PREDICTS ANXIOUSLY ATTACHED INDIVIDUALS' LONGING FOR EX-PARTNERS**

Stephanie S. Spielmann<sup>1</sup>, Geoff MacDonald<sup>2</sup>, Mehrnaz Peikarnegar<sup>2</sup>

<sup>1</sup>Wayne State University, <sup>2</sup>University of Toronto

Anxiously attached individuals tend to have difficulty getting over ex-partners following a breakup. The present research demonstrates that this is due to an aversion to relational uncertainty. A correlational study ( $N = 209$ ) revealed that: 1) people feel more certain about past partners than future romantic partners, 2) anxiously attached individuals are more averse to uncertainty in their relationships than their secure counterparts, and 3) uncertainty aversion mediates the link between anxious attachment and longing for ex-partners. Experimental studies manipulating feelings of uncertainty about relationships (Study 2,  $N = 138$ ; Study 3,  $N = 133$ ) demonstrated that inducing relational uncertainty reduced anxiously attached individuals' longing for ex-partners. Taken together, these studies suggest that anxiously attached individuals remain attached to their ex-partners due to desires to avoid the uncertainties of new relationships, and longing for ex-partners can be reduced when feelings of certainty about ex-partners are called into question.

**C26**  
**SEX AND LOVE: SEXUAL BEHAVIOR AND ATTITUDES AS MARKERS OF ADULT ATTACHMENT**

Sarah M. Merrill<sup>1</sup>, Cindy Hazan<sup>1</sup>, Anne C. Laurita<sup>1</sup>, Gizem Surenkok<sup>1</sup>, Katelyn Fletcher<sup>1</sup>, Vivian Zayas<sup>1</sup>

<sup>1</sup>Cornell University

Background. Romantic relationships are often investigated, yet the contribution of sex to the attachment process is understudied. However, the neurochemical processes that are hypothesized to contribute to sex's role in attachment formation should manifest in behavioral markers. Methods. We compared individuals in early versus long-term romantic relationships, looking at changes in self-reported sexual and attachment behaviors. Participants ( $N=230$ ) were undergraduates via online survey. Results. Analyses of responses indicated changes in behaviors in the predicted directions over several attachment-related grouping variables, especially relationship length and secure base. Results showed that participants in longer relationships preferred more eye contact,

waited longer before having sex, had more sexual emotional connection, and were less likely to fantasize about others during sex. Conclusions. These findings suggest that individuals in attachment relationships have perspicuous differences in sexual preferences from those in infatuated relationships. Future studies should consider whether these behaviors are markers or mechanisms of attachment.

**C27**  
**PASSIONATE OR PRACTICAL? HOW BELIEFS ABOUT SEXUAL SATISFACTION INFLUENCE REACTIONS TO SEXUAL DISAGREEMENTS**

Jessica A. Maxwell<sup>1</sup>, Amy Muise<sup>2</sup>, Emily A. Impett<sup>2</sup>, Lisa C. Day<sup>2</sup>, Geoff MacDonald<sup>1</sup>

<sup>1</sup>University of Toronto, <sup>2</sup>University of Toronto Mississauga

How do individuals' lay beliefs about sexual satisfaction shape their response to sexual disagreements in their relationships? Sexual growth believers think that sexual satisfaction is maintained by effort, whereas sexual destiny believers presume satisfaction arises from finding a compatible partner. In Study 1, a daily experience study, we found that sexual destiny believers felt worse about their relationship on days following sexual disagreements (sexual growth believers' were unaffected by disagreements). In Study 2, we assessed both partners' sexual beliefs and relationship quality. Sexual destiny believers were more sensitive to sexual disagreements in their relationship – those who reported more sexual disagreements felt less satisfied and had partners who were less satisfied as well (in contrast, growth believers maintained satisfaction even when they reported sexual disagreements). Taken together, these results suggest that believing in sexual soulmates may detrimentally lead to greater fluctuations in relationship quality, leading to poorer outcomes for both partners.

**C28**  
**FEED MY EGO, CAPTURE MY HEART: ROMANTIC DESIRE FUELED BY FEELING ATTRACTIVE**

Jennifer A. Shukusky<sup>1</sup>

<sup>1</sup>University of Texas at Austin

In non-romantic contexts, people like those who like them (Kenny, 1994) and in romantic contexts, people like those who are uniquely interested in them (Eastwick, et al., 2007). In the current study, we aimed to determine which qualities increase romantic desire. Here, 116 participants recorded the details of 606 social interactions with members of the opposite sex, including their own feelings during their interaction and their feelings for their interaction partner. They also submitted photos of each of their interaction partners. Participants were expected to report more romantic desire for others who made them feel good about themselves, specifically, in regard to physical attractiveness. Hierarchical linear regressions reveal that nearly half of the variance in romantic desire is explained by how attractive one's interaction partner made them feel. These results emerge even when controlling for one's self-esteem and body satisfaction and for the objective attractiveness of their interaction partner.

**C29**  
**ROMANTIC RELATIONSHIP MEMORY EFFECTS ON FUTURE ROMANTIC RELATIONSHIP FORECASTS: DIFFERENCES BY ATTACHMENT**

Derek D. Caperton<sup>1</sup>, Rebecca M. Goodvin<sup>1</sup>

<sup>1</sup>Western Washington University

We investigated how recalling romantic relationship memories affects future romantic relationship forecasts for people of different attachment orientations. We hoped to learn more about how past relationship information affects future relationship outlook. Single college students ( $N=133$ ) described their most vivid positive or negative relationship memory and reported associated emotional changes. Participants then imagined they were in a future

committed relationship and made predictions (forecasts) about that relationship's quality. As expected, securely attached participants reported memory-congruent emotional changes, but uniformly positive forecasts. Dismissive individuals' emotions did not differ based on the memory they recalled, as expected. However, dismissive individuals unexpectedly reported more negative forecasts after recalling a positive relationship memory. Finally, preoccupied individuals reported emotion and forecast changes congruent with the valence of their recalled memory, as expected. These results contrast secure individuals' resilient and hopeful internal working models with the defensive negativity of insecure individuals' internal working models.

C30

**WEDDED BLISS: DUAL INCOMES AND SHARED FINANCES**Amanda C. Swope<sup>1</sup>, April Phillips<sup>1</sup><sup>1</sup>*Northeastern State University*

This study examines the relationship between financial arrangements and relationship satisfaction. It was predicted that couples reporting shared financial management systems (FMS) and equal access/usage of personal spending money (PSM), would report higher levels of satisfaction and trust. 84 participants in dual-income relationships (70 females and 15 males) completed a single online survey. Relationship satisfaction was measured with the Rusbult Investment Scale. Trust was measured with a Likert scale (1 = "no trust" and 10 = "a lot of trust"). Results revealed no significant relationship between FMS (pooled/shared, pooled/not shared, separate) and satisfaction or trust. However, participants who reported equal usage (not equal access) of PSM reported higher levels of satisfaction and trust. These results indicate that perceptions of financial equality may be more important than the reality. Future research will include data collection from more males and an examination of income discrepancies.

C31

**TO DO IT OR NOT TO DO IT? HOW COMMUNALLY ORIENTED PARTNERS RESOLVE SEXUAL DESIRE DISCREPANCIES**Lisa C. Day<sup>1</sup>, Amy Muise<sup>2</sup>, Samantha Joel<sup>1</sup>, Emily A. Impett<sup>2</sup><sup>1</sup>*University of Toronto*, <sup>2</sup>*University of Toronto Mississauga*

How do people decide whether or not to engage in sex with their romantic partner when they are personally not in the mood for sex? In a retrospective recall study and a dyadic daily experience study, we found that in situations in which their own sexual desire is low, people who are more motivated to meet their partner's sexual needs (i.e., higher in sexual communal strength) were more motivated to provide benefits to their partner, such as making their partner happy, and were less motivated to avoid costs to the self, such as feeling tired, than were people lower in sexual communal strength. In turn, these situation-specific motivations predicted a greater likelihood of engaging in sex, as well as greater sexual and relationship satisfaction for both partners. This is the first set of studies to show that communally motivated individuals make sexual decisions in a way that is beneficial for both romantic partners.

C32

**RELATIONSHIP ADVICE: WHEN DO WE SEEK IT?**Ezgi Besikci<sup>1</sup>, Christopher R. Agnew<sup>1</sup><sup>1</sup>*Purdue University*

When and why people tend to seek advice from others has intrigued researchers for decades, particularly those who study advice in performance settings from a decision making perspective and also those who examine the influence of advice provided by significant others at critical developmental stages of life. However, there has been little research on advice-seeking tendencies in the context of close romantic relationships. The current study provides initial results from a new line of inquiry that explores factors that prompt (or hinder) people to seek advice about their current romantic relationship. From a sample of 302 college students currently

involved in a romantic relationship, we obtained measures of relationship uncertainty, attachment anxiety, and attachment avoidance. We also included items asking about the relationship problems about which they sought advice. The results revealed that attachment anxiety, information sharing, and several relationship problem-specific measures (i.e., importance) significantly predict relationship advice-seeking.

C33

**SHAKY AND SELF-PROTECTIVE: PHYSICAL INSTABILITY TRIGGERS RISK REGULATION PROCESSES IN RELATIONSHIPS**Amanda L. Forest<sup>1</sup>, David R. Kille<sup>2</sup>, Joanne V. Wood<sup>2</sup><sup>1</sup>*University of Pittsburgh*, <sup>2</sup>*University of Waterloo*

Relationships can be rewarding but they are also risky: Partners can hurt us by criticizing, cheating, or leaving. According to risk regulation theory (e.g., Murray & Holmes, 2011), when people perceive a risk of being hurt or rejected, they self-protectively disengage from the relationship. Drawing on the embodiment literature, we hypothesized that the benign, relationship-irrelevant experience of physical instability could serve as a "threat" to perceived relationship stability and trigger risk regulation processes. Participants who experienced physical instability by sitting at a wobbly (vs. stable) workstation (Study 1) or standing on one foot (vs. two feet; Study 2) perceived their romantic relationships as less stable—which, in turn, predicted disengagement in the form of derogating the relationship (Studies 1-2) and expressing less affection to the partner (Study 2). These findings suggest that benign physical experiences can activate the risk regulation system, exerting downstream effects on consequential relationship processes.

C34

**RELATIONSHIP RESPONSIVENESS AND SEXUAL SELF-DISCLOSURE**Randal D. Brown<sup>1</sup>, Daniel Weigel<sup>1</sup><sup>1</sup>*University of Nevada, Reno*

Researchers have demonstrated a positive association between relationship responsiveness and self-disclosure. However, little has been done to examine the impact of relationship responsiveness on sexual self-disclosure in particular. This is surprising, as sexual self-disclosure is positively related to both sexual and relationship satisfaction. The present study seeks to address this gap in the literature. A total of 160 participants in a current romantic relationship were recruited for an online study about communication and relationship satisfaction. Information was also collected about general relationship communication patterns, perceived risk of sexual self-disclosure, and perceived consequences of sexual self-disclosure. Preliminary results suggest that relationship responsiveness is a significant predictor of sexual self-disclosure. Further, general relationship communication, perceived risk of sexual self-disclosure, and perceived consequences of sexual self-disclosure mediated this effect. These findings are notable because they extend the importance of relationship responsiveness to sexual self-disclosure.

C35

**MEMORY BIASES OF THE CONCEPT, "BEING IN A ROMANTIC RELATIONSHIP"**Rhonda N. Balzarini<sup>1</sup>, Arthur Aron<sup>2</sup>, Bjarne M. Holmes<sup>3</sup>, Marie Chelberg<sup>2</sup><sup>1</sup>*University of Western Ontario*, <sup>2</sup>*State University of New York at Stony Brook*, <sup>3</sup>*Champlain College*

This research tests the internal structure of the concept 'being in a romantic relationship.' If structured as a prototype concept, this structure should be evident in memory for prototype-relevant information (Fehr, Sprecher, 2009). Recall and recognition memory are evaluated simultaneously. Ninety-six undergraduate students were asked to read a series of statements about a hypothetical

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couple. Sentences included features of 'being in a romantic relationship' in sentence form. Half the participants, Group 1, received 27 features (14 prototypical features, 13 peripheral features). Group 2 received the remaining 27 (13 prototypical features, 14 peripheral features). Participants completed a free recall task and a memory recognition questionnaire, assessing all 54 features. Results suggest that the prototype structure of the concept 'being in a romantic relationship' influenced biases such that participants were more likely to report having seen nonpresented prototypical items, than nonpresented peripheral, features. This effect was evident in recall and recognition data.

C36

### STABILITY AND CHANGE IN MARITAL LOVE ACROSS THE TRANSITION TO PARENTHOOD: THE UNIQUE ROLE OF PERCEIVED COPARENTING QUALITY FROM A LONGITUDINAL DYADIC PERSPECTIVE

Yunying(Annie) Le<sup>1</sup>, Brandon T. McDaniel<sup>1</sup>, Mark Feinberg<sup>1</sup>  
<sup>1</sup>*Pennsylvania State University*

The coparenting and marital relationship have been identified as two related but distinct aspects of the couple relationship. The current study examined the longitudinal association between experiences of marital love and coparenting across the transition to parenthood using Actor Partner Interdependence Modeling (Kenny, Kashy, & Cook, 2006). A sample of 169 heterosexual couples expecting their first child completed measures assessing prenatal marital love and both marital love and perceived coparenting support/undermining at 6 months and 3 years postpartum. The reciprocity between the marital relationship and coparenting was partially supported such that prenatal marital love set the tone for early coparenting, which then in turn affected subsequent marital quality. Perceived coparenting undermining was more susceptible to and influential over marital love than perceived coparenting support. Gender differences in actor/partner effects and associations between marital love and perceived coparenting support/undermining are discussed.

C37

### SINGLE AND SEARCHING: HOW OLDER AND YOUNGER ADULTS SEEK ROMANTIC PARTNERS ONLINE

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<sup>1</sup>*The University of Texas at Austin*

Online dating has become an increasingly prevalent context for adults of all ages to form romantic relationships. Nonetheless, adults of different ages may have different motivations for seeking dating partners. The current study focuses on age differences in self-presentations in 4000 online dating profiles sampled nationwide from two popular dating websites. Themes in these profiles were identified using the Linguistic Inquiry and Word Count software. Older adults were more likely to use first person plural pronouns (reflecting a focus on connectedness) and words associated with health and positive emotions. Younger adults were more likely to focus on the "self," using first person singular pronouns, and to use words associated with work and achievement. Consistent with theories of adult development, younger adults focus on enhancing the "self" and personal achievements when seeking romantic partnership, whereas older adults are more positive and focus more on the "self" as embedded in relationships.

C38

### CHANGES IN ATTACHMENT ORIENTATION OVER A 53-YEAR PERIOD: DETERMINANTS OF CHANGE AND IMPLICATIONS FOR HEALTH

William J. Chopik<sup>1</sup>, Robin S. Edelstein<sup>1</sup>, Kevin J. Grimm<sup>2</sup>  
<sup>1</sup>*University of Michigan*, <sup>2</sup>*University of California at Davis*

Although attachment dynamics are thought to be important across the lifespan, few studies have examined attachment processes beyond young adulthood. There are few longitudinal studies on

how attachment fluctuates across the lifespan, what predicts these changes, and the implications of attachment for health in adulthood. We examined longitudinal changes in attachment orientation from age 7 to age 60 using data from the Berkeley Growth Study, the Guidance Study, and the Oakland Growth Study (total N = 291). Attachment anxiety increased during childhood and adolescence before decreasing in adulthood. Attachment avoidance increased until middle age before declining in older adulthood. Higher marital adjustment predicted declines in attachment avoidance. Finally, anxiety was associated with poorer health across adulthood; perhaps surprisingly, avoidance was associated with better health across adulthood. The mechanisms underlying changes in attachment orientation and implications for health and well-being across the lifespan will be discussed.

C39

### PERCEIVED PARTNER RESPONSIVENESS MEDIATES THE ASSOCIATION BETWEEN SOCIAL ANXIETY AND RELATIONSHIP SATISFACTION IN COMMITTED COUPLES

Eshkol Rafaeli<sup>1</sup>, Eran Bar-Kalifa<sup>1</sup>, Adi Hen-Weissberg<sup>1</sup>  
<sup>1</sup>*Bar-Ilan University*

Recent interpersonal models of social anxiety (SA) stress the maladaptive interpersonal cycles which perpetuate both the negative schemas and the symptomatology of SA individuals. Surprisingly, little empirical work has focused on the *committed romantic relationships* of SA individuals, despite the great importance of such relationships in adulthood. We hypothesize that responsiveness processes (through which partners *attend* to each other's needs, wishes, and concerns, as well as *perceive* this attention) which are deficient serve as a maladaptive mechanism responsible for impairments in relationship satisfaction of SA individuals. Eighty cohabiting couples reported their SA symptoms and relationship satisfaction, completed a 35-day dyadic diary in which daily perceived partner responsiveness (PPR) was measured, and then reported again on their relationship satisfaction. An Actor Partner Interdependence Mediation Model (APIMeM) revealed that for both genders, daily actor's PPR fully mediated the association between actor's SA and actor's Time-1 to Time-2 changes in relationship satisfaction.

C40

### TAKING ONE FOR THE TEAM: MALLEABLE BELIEFS AS A PREDICTOR OF WILLINGNESS TO SACRIFICE

Teresa D. Aguilar<sup>1</sup>, Steve Seidel<sup>1</sup>  
<sup>1</sup>*Texas A&M University at Corpus Christi*

Willingness to sacrifice has been shown to be a component of healthy romantic relationships (Mattingly & Clark, 2010). Additional research on intimate relationships suggests that individuals who have malleable beliefs about relationships are more likely to adapt and grow with their partner (Knee, Patrick, & Lonsbary, 2003). It was reasoned that relationship partners who hold more malleable beliefs put more effort into their relationships and should be more willing to make sacrifices than those holding more fixed beliefs. To investigate this, 203 students (52 males, 151 females) completed a survey that assessed their willingness to sacrifice in a relationship, couple identity, relationship satisfaction, empathy, and growth/destiny beliefs about relationships. Consistent with expectations, willingness to sacrifice was found to be positively related to satisfaction ( $p = .001$ ), couple identity ( $p = .005$ ), empathy ( $p = .014$ ), and malleable beliefs ( $p = .05$ ). Fixed beliefs did not predict willingness to sacrifice.

C41

### ARE RELATIONSHIP AND MENTAL HEALTH OUTCOMES PREDICTED BY ATTITUDE SIMILARITY OR FAMILIARITY IN COUPLES?

Shannon Moore<sup>1</sup>, Bert N. Uchino<sup>1</sup>, Brian R. Baucom<sup>1</sup>, Arwen A. Behrends<sup>1</sup>, David M. Sanbonmatsu<sup>1</sup>

<sup>1</sup>University of Utah

Seventy-four couples were examined to determine whether partners' knowledge of each others' attitudes or similarity of attitudes predicted relationship and mental health outcomes. Greater attitude familiarity was associated with lower levels of interpersonal stress ( $B = -.41, p < .05$ ) and higher levels of marital satisfaction ( $B = 28.07, p < .01$ ) and satisfaction with life ( $B = 3.42, p < .05$ ). Higher levels of attitude similarity were associated with lower interpersonal stress ( $B = -.39, p = .01$ ), higher marital satisfaction ( $B = 14.62, p < .05$ ), and lower depression ( $B = -4.38, p < .01$ ). Analyses indicated that the relations between both attitude similarity and mental health outcomes and attitude familiarity and mental health outcomes were mediated by interpersonal processes (i.e., relationship quality and interpersonal stress).

C42

### ONLINE SELF-DISCLOSURE, EXCLUSIVITY, INTIMACY, AND SATISFACTION

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<sup>1</sup>University of Kansas

Face-to-face self-disclosure is associated with increased relational intimacy, which, in turn, is linked with increased satisfaction. Online disclosure, however, has been shown to differ from offline self-disclosure in several ways. One of which is being lower on exclusivity. Here we examined the role of exclusivity in online disclosure and its effects on intimacy and satisfaction. Participants ( $n = 240$ ) in a romantic relationship were presented with "mock" Facebook messages differing in exclusivity. They were asked to imagine that their partner sent these messages, and then report their intimacy and satisfaction. Lower perceived exclusivity resulted in lower intimacy and satisfaction. The negative effects of low exclusivity were exacerbated when the content disclosed was more personal. Thus, online disclosure differs from offline disclosure, having negative effect on relational intimacy and satisfaction. This can be explained, at least in part, due to the low exclusivity of the communication venue.

C43

### DESPERATELY SEEKING CELEBRITIES: A DAILY DIARY STUDY OF EXPOSURE TO FAVORITE CELEBRITIES AND BODY SATISFACTION

Ariana Young<sup>1</sup>, Shira Gabriel<sup>2</sup>, Jaye Derrick<sup>2</sup>

<sup>1</sup>California Lutheran University, <sup>2</sup>State University of New York at Buffalo

Previous correlational research suggests that parasocial relationships (PSRs; one-sided relationships with favored media figures) have negative effects on body image. However, recent experimental research suggests that PSRs have positive effects on body image. The present study sought to resolve these seemingly contradictory findings using daily diary methodology. Male and female undergraduates (one study;  $n=86$ ) completed daily measures of exposure to their favorite same-sex celebrities and body satisfaction over a two-week period. Replicating past correlational findings, results demonstrated that exposure to favorite celebrities predicted lower body satisfaction on the same day. Importantly, this relationship did not remain across days. Rather, lower body satisfaction on one day predicted greater likelihood of exposure to favorite celebrities the following day. These results suggest that the correlation between poor body image and celebrity PSRs is due to people with poor body image being drawn to their favorite celebrities.

C44

### COUPLES' GROWTH IN THE WAKE OF DISASTER: EXPLORING THE ROLE OF RESPONSIVENESS IN PARTNERS' POSTTRAUMATIC GROWTH

Nicole M. Hilaire<sup>1</sup>, Amy Canevello<sup>1</sup>, Vicki Michels<sup>2</sup>

<sup>1</sup>University of North Carolina at Charlotte, <sup>2</sup>Minot State University

People's own growth after trauma can facilitate growth for those closest to them. Sixty-one married couples reported on their experiences of posttraumatic growth (PTG) and perceptions of own and partner's responsiveness 8-20 months after incurring substantial property damage from a severe flood. Couples completed follow-up measures six months later. Whereas findings were inconsistent for a direct link between actors' and partners' PTG, investigation of indirect pathways revealed evidence for PTG contagion through the interpersonal process of responsiveness. Analyses for T1, T2, and change from T1 to T2 revealed significant coefficients for each path in our model: for actors, PTG predicted responsiveness, which then predicted partners' perceptions of actors' responsiveness, and subsequently predicted partners' PTG. Results held when controlling for possible covariates, such as received social support, relationship quality, disruption of core beliefs, and rumination. These results suggest that responsiveness plays an integral part in mutual growth following trauma.

C45

### FINDING "HOME" AFTER WAR: SOCIAL FUNCTIONING IN RETURNING OEF/OIF VETERANS WITH TRAUMATIC BRAIN INJURY

Helen Lee Lin<sup>1</sup>, Laura Acion<sup>2</sup>, Ricardo E. Jorge<sup>1</sup>

<sup>1</sup>Baylor College of Medicine, <sup>2</sup>University of Iowa

Traumatic brain injury (TBI) is the most common type of injury seen in recent returning U.S. Veterans and is a frequent detriment to their ability to reintegrate and reestablish their former interpersonal relationships. As part of a larger observational study, male Veterans with TBI ( $N=142$ ) who had returned from Iraq or Afghanistan completed questionnaires assessing their deployment risk and resilience (DRRI; King, King, & Vogt, 2003) and current levels of social functioning (SFE; Starr, Robinson, & Price, 1983) and psychopathology. We used subscales pulled from a factor analysis of DRRI (e.g., combat experiences, social support, life concerns, prior stressors) to predict Veterans' social functioning. Perceiving more social support and fewer life concerns during deployment predicted significantly better social functioning in Veterans who returned. Social functioning was correlated only marginally with combat experiences, suggesting that the hardships encountered in warfare were not strongly linked to Veterans' social functioning after their homecoming.

C46

### RELATIONSHIP THREAT AND MORAL DILEMMAS: WHEN RELATIONSHIP IDENTIFICATION MOTIVATES COMPENSATORY RESPONSES

Emilie Auger<sup>1</sup>, Stefani Hurley<sup>1</sup>, John E. Lydon<sup>1</sup>

<sup>1</sup>McGill University

People often overestimate how similar they are to their romantic partner (Kenny & Acitelli, 2001). Situations such as moral dilemmas may call into question assumed similarity with regards to moral values, and this may be threatening to the relationship. In this study, we propose that relationship identification (the extent to which the relationship reflects one's values and identity) will predict how romantic partners respond to the threat of apparent value dissimilarity in a moral dilemma. Fifty-five dating couples participated in an experiment and were randomly assigned to receive positive or negative feedback on value similarity. When confronted with apparent value dissimilarity, high relationship identifiers reaffirmed a non-threatening aspect of their relationship by exaggerating their partners' positive attributes. In contrast, low identifiers were vulnerable to the threat and reported a decrease in

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relationship satisfaction. High identifiers were buffered against this and maintained their satisfaction.

## Culture

C47

### WOULD YOU RATHER BE A BIG FROG IN A SMALL POND OR A SMALL FROG IN A BIG POND?: EXAMINING CULTURAL VARIATIONS IN COMPETITION ENTRY DECISIONS

Kaidi Wu<sup>1</sup>, Stephen M. Garcia<sup>1</sup>, Shirli Kopelman<sup>1</sup>

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The Frog-Pond Effect refers to that students who perform well at less selective schools evaluate themselves more favorably than equally capable students who perform poorly at selective schools (Marsh, 1987). While past literature has focused upon self-evaluation after entering a competition environment, this cross-cultural study examines whether individuals prefer performing well in a less selective group to performing poorly in a selective group as a choice of competition entry. Across both European Americans (N=74) and Chinese (N=77), the majority favored being above average in a less selective work environment. However, European Americans were more likely to indicate such preference (86.49%) than Chinese (72.73%),  $\chi^2(1)=4.38$ ,  $p=.04$ . Analyses revealed Intragroup Comparison as a mediator of the relationship between culture and entry preference, unraveling the underlying mechanism that individuals who tend to evaluate themselves with reference to other ingroup members are more inclined to be the "big frog in a small pond."

C48

### CULTURE AND RESOURCE ALLOCATION: CROSS-CULTURAL COMPARISONS OF DECISION MAKING STYLES DURING A BATTLE GAME BETWEEN EUROPEAN CANADIANS AND HONG KONG CHINESE

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<sup>1</sup>University of Alberta

This research examined the role of culturally unique thinking styles, linear versus nonlinear thinking style, on decision making regarding resource allocation. In two studies, participants imagined being a commander in a fort and allocated soldiers in different gates, which varied in terms of distance from the enemy. Study 1 indicated that European Canadians showed greater influence of linear thinking style relative to Hong Kong Chinese in which they reported higher concern about the distance between the gate and the enemy during the allocation process, which was reflected in their final pattern of soldier allocation as well. Study 2 further tested the role of linear versus non-linear thinking style via manipulating these thinking styles across two cultural groups and replicated the observed response patterns in Study 1. This research contributes to building a comprehensive understanding of how culture shapes one's decision making styles.

C49

### RELATIONAL MOBILITY BREEDS INTEGRATIVE REACTIONS TO FOREIGN CULTURE

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<sup>1</sup>Beijing Normal University, <sup>2</sup>Peking University

Globalization has transformed human being's life practices. A major theme in the intersection of globalization, culture, and psychology is how people react to the integration of two dissimilar cultures. Research suggests that individuals live in the society of high relational mobility have more chance of meeting people with diversified culture background. Being open and acceptive to foreign culture help individuals adapt to such society. Along with this logic, we hypothesize that individuals experiencing high relational mobility will be more open to foreign culture and thus more likely to show integrative reactions to foreign culture. To test this

hypothesis, we conducted three studies in China, and demonstrated that relational mobility (measured or manipulated) lead to integrative reactions to the mixing of foreign culture with one's heritage culture. The results suggested that relational mobility breed culture openness to foreign culture and thus motivated individuals to integrate foreign culture with their heritage culture.

C50

### FROM EAST TO WEST: ACCESSIBILITY AND BIAS IN SELF-OTHER COMPARATIVE JUDGMENTS

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<sup>1</sup>University of Oregon, <sup>2</sup>National Chengchi University

Past research has shown that North Americans (i.e., Westerners) demonstrate more self-enhancement in their social comparisons than East Asians (i.e., Easterners). However, egocentrism - the tendency for comparisons to be based predominantly on information about the self - has received much less cross-cultural attention than this more motivationally-based self-enhancement. In our work, we cross-culturally examined the relationships between absolute-self ("How often do you...?"), absolute-other ("How often does the average student...?"), and comparative judgments ("In comparison to the average student, how often do you...?") in samples from Taiwan and the US. Across three studies and across both cultures, we show that absolute-self ratings are weighted more heavily in comparative judgments than absolute-other ratings. Interestingly, culture moderated this relationship such that a stronger relationship between absolute-self and comparative judgments was observed in Taiwan than in the US. These findings suggest that egocentric self-other comparisons occur across the East-West cultural divide.

C51

### CULTURAL DIFFERENCES ON INTEGRATING INFORMATION: HOW CULTURE AFFECTS ONLINE INFORMATION DISPLAY?

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<sup>1</sup>Singhua University, <sup>2</sup>Yonsei University, <sup>3</sup>University of Chicago

Research has generally reported that Asians are more overconfident than Americans. However, most of these studies of over-confidence involve tests of general knowledge and do not compare Americans with mainland Chinese. The current work draws on cross-cultural psychology to make an alternate set of predictions about Americans and Chinese when over-confidence is examined in the context of base-rate neglect. Study 1 found that Chinese do not appear to suffer from base-rate neglect to the same extent as Americans. Study 2 showed that manipulating base-rates to draw them into focal attention improved American performance of the task vis-a-vis objective (Bayesian) posterior probabilities. Study 3 used eye-tracking to examine consumers' online product purchase decisions: participants were asked to make preferential ratings among products with different combinations of what the reviews said and the number of reviewers. Among Chinese participants, attention to the number of reviewers (the base-rate) outweighed attention to the reviews' ratings.

C52

### REGULATORY FOCUS AND THE CULTURAL ANTECEDENTS OF ILLUSORY PATTERN PERCEPTION

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<sup>1</sup>The University of Texas at Austin, <sup>2</sup>Oklahoma State University, <sup>3</sup>Ohio State University

How does culture influence illusory pattern perception? Work on regulatory focus suggests multiple triggers of illusory pattern perception, in this case, conspiracy perceptions. On one hand, prevention-oriented individuals (e.g., East Asians) might infer conspiracies because they are especially vigilant about protecting themselves from dangers in their environment. On the other hand, promotion-oriented individuals (e.g., Westerners) might eagerly



form causal links to heighten their own proactive responses. We find baseline differences whereby promotion-oriented individuals are more susceptible to conspiracy perceptions (Studies 1-2). However, prevention-oriented individuals also become susceptible to conspiracy beliefs when their groups lose control (Studies 3-5). Finally, individuals with heightened conspiracy perceptions more willingly punish possible conspirators on that basis (Study 5). Our findings show how different cultural contexts and forms of regulatory focus can sometimes have similar action-oriented implications.

**C53  
UNPACKING THE CREATIVE BENEFITS OF PARADOXICAL FRAMES: BETWEEN-PERSON AND BETWEEN-CULTURE ANALYSES**

Angela K.-y. Leung<sup>1</sup>, Shyngnan Liou<sup>2</sup>, Ella Miron-Spektor<sup>3</sup>, David Chan<sup>1</sup>, Roni Eisenberg<sup>3</sup>, Iris Schneider<sup>4</sup>

<sup>1</sup>Singapore Management University, <sup>2</sup>National Cheng Kung University, <sup>3</sup>Technion-Israel Institute of Technology, <sup>4</sup>VU University

Recent research discovered that identified sense of conflict mediates the influence of paradoxical thinking on creativity. The preference of taking the middle ground (i.e. to avoid conflict) differs cross-culturally, with East Asian cultures endorsing the tactic more than Western cultures. We hypothesized that differences in the preference of taking the middle ground could reverse the influence of paradoxical thinking on creativity. Consistent with this hypothesis, Study 1 failed to replicate the mediation of experienced conflict in the paradox-creativity relationship among Taiwanese. In Study 2, individuals who adhered less to the middle ground tactic encountered more intense conflict feelings and performed more creatively after thinking in terms of paradoxes. Study 3 bolstered the findings of Study 1 and Study 2 using a cross-cultural analysis between Singaporean (East Asian) and Israeli (Western) samples. Study 4 further enriched the nuances of the paradox-creativity link by examining the role of integration processes.

**C54  
CULTURE AND REALISTIC EXPRESSION OF SOLID FIGURES: RULE- VERSUS EXEMPLAR-BASED VISUAL JUDGEMENT**

Satoshi Akutsu<sup>1</sup>, Yuri Miyamoto<sup>2</sup>, Katsumi Watanabe<sup>3</sup>, Fumiaki Katsumura<sup>1</sup>

<sup>1</sup>Hitotsubashi University, <sup>2</sup>University of Wisconsin at Madison, <sup>3</sup>University of Tokyo

There are two distinct ways to depict solid figures in a two-dimensional space: linear perspective and parallel projection. Although linear perspective has been more popular among Western (vs. East Asian) pictures, we predicted that "analytical, rule-based" Westerners tend to judge solid figures drawn in parallel projection more realistic because those are closer to the abstract rule-based "prototype" of solid figures, whereas "holistic, exemplar-based" East Asians tend to judge solid figures drawn in linear perspective more realistic because those are closer to visual experience-based exemplars of solid figures. The authors disentangled the two opposing factors (i.e., familiarity vs. cognitive style) influencing people's judgment in three experiments. The results show that European Americans (vs. Japanese) judge parallel projection more realistic. The cultural difference disappears when a solid figure is placed with a goblet picture in a picture frame (experience priming) and when a word describing the solid figure was co-displayed (abstract priming).

**C55  
APPRAISING PERFORMANCE OF OTHERS IN FACE AND DIGNITY CULTURES**

Dasom B. Seo<sup>1</sup>, YOUNG-HOON KIM<sup>1</sup>

<sup>1</sup>Yonsei University

While individuals from Face cultures evaluate the self through the eyes of others, individuals from Dignity cultures do so through their

own eyes. Based on this cultural variation, we examined a cross-cultural difference in how people appraise one's high performance as a function of number of witnesses of the performance. Hong Kong and American participants were asked to imagine a situation in which a target person performs well in the presence of either a) one other person or b) ten other people. All participants were then asked to appraise the target person's intelligence level. Hong Kong participants appraised the target person as being more intelligent in the ten (vs. one) observer condition. Additionally, they thought that the target person would be evaluated more favorably by both the witness(es) and the target person himself/herself in the ten (vs. one) observer condition. These patterns were not observed among American participants.

**C56  
SMOKING RISK BELIEFS AMONG SMOKERS AND NON-SMOKERS IN DENMARK, THE U.S., BULGARIA AND SPAIN.**

Marie Helweg-Larsen<sup>1</sup>

<sup>1</sup>Dickinson College

The risk beliefs of smokers have been studied extensively but little research has examined how smokers' risk beliefs vary cross-culturally or how non-smokers view the risks of lung cancer. In this study of smokers (N=372) and non-smokers (N=520) from the U.S., Denmark, Bulgaria, and Spain we examined perceived risk of getting lung cancer and attitudes toward smoking. Results showed some cross-cultural similarities: non-smokers rated their personal lung cancer risk as lower than smokers, moralized more, and agreed less with risk minimizing beliefs. However, cross-cultural differences among smokers included significant correlations between personal risk and (a) amount of smoking (only in the US and Spain) and (b) self-exempting beliefs (only in US, Spain, Bulgaria). Limitations of this study include convenience sampling. Future research should examine factors that can cross-culturally explain risk perceptions and smoking attitudes, including the role of stigmatization as well as national smoking prevalence rates.

**C57  
BEYOND CULTURAL STEREOTYPES: THE IMPORTANT MODERATORS OF RISK PREFERENCES**

Ulku Yuksel<sup>1</sup>, Hosei Hemat<sup>1</sup>

<sup>1</sup>The University of Sydney

Using experiments and cross-national data, we investigate cross-cultural differences in risk-taking to reveal cultural paradoxes. Generally, existing cross-cultural literature suggests that individualists prefer taking risks more than collectivists. However, we found that this is not generalizable and that specific situational factors act as moderators. We found that collectivists prefer financial risk (FR) over social risk (SR) when the decision affects their personal self, but they prefer SR over FR when the decision affects their in-group/collective self. We show that the cushion hypothesis (which implies that collectivists are more likely than individualists to receive financial help if in need as a collectivist's social network acts as a financial "cushion") does not hold when collectivists' collective self is affected. In contrast, individualists prefer SR over FR, regardless of whether the decision affects their personal or collective self. Further, regardless of risk type, individualists prefer risk affecting their collective self over personal self.

**C58  
WHAT KINDS OF HAPPINESS DO CHRISTIANITY AND BUDDHISM PROMOTE? DIFFERENT ROUTES LEAD TO DIFFERENT GOALS**

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<sup>1</sup>National Taiwan University of Science and Technology, <sup>2</sup>National Taiwan University

The essence of happiness might differ among religions. We argue that Christianity values high arousal positive emotions, whereas Buddhism values low arousal positive emotions. To test the above hypothesis via natural language usage, the current study collected

emotion words from several datasets, and then constructed four LIWC (Linguistic Inquiry of Word Count) categories of Chinese emotion words based on the rating score of both valence and arousal. Texts of religious experiences by Buddhists and Christians, 50 blogs for each group, were compared. The results showed that while Buddhists expressed more low arousal positive and low arousal negative emotions, Christians expressed more high arousal positive emotions. Further more causal words (e.g. because, hence) predicted Buddhists' low arousal positive emotions, whereas certain words (e. g. always, never) predicted Christians' high arousal positive emotions. These results can be explained by the affect valuation theory (Tsai, Knutson, & Fung, 2006).

**C59**  
**CULTURAL DIFFERENCES IN HOW TO DEAL WITH UNCERTAINTY OF LEGAL JUDGMENT**

Junbok Lee<sup>1</sup>, Sangyeon Yoon<sup>1</sup>, Taekyun Hur<sup>1</sup>  
<sup>1</sup>*Korea University*

The current study investigated how lay people deal with uncertainty involved in legal judgment and the cultural variations in it. Due to cultural differences in risk perception, social norms, and justice criteria, Koreans were expected to show more deviation from how the legal system handles the uncertainty. 2,000 participants from Korea, Japan, Germany, and U.S. read six criminal cases involving various types of uncertainty and answered to the questionnaires regarding conviction judgment, standard of proof, willingness to take risk of judgmental errors, etc. In general, Koreans were found most likely and Japanese were least likely to convict suspected offenders. Furthermore, Koreans and Americans used lower criteria for reasonable doubt than Japanese and Germans, and Japanese tended most to avoid risk of wrongful conviction. The results suggest that lay people are likely to use their own criteria for legal judgment that is different from legal system and varies by each culture.

**C60**  
**HOW SPECIAL ARE COLLEGE STUDENTS? COMPARING EDUCATIONAL GROUPS ON CORE LIFE DOMAINS**

Lauren L. Mitchell<sup>1</sup>, Moin Syed<sup>1</sup>  
<sup>1</sup>*University of Minnesota at Twin Cities*

Much research on personality and social psychology relies heavily on college student participants (Arnett, 2008). We know relatively little about non-students (Syed & Mitchell, 2013), and generalizability is a concern. To address this, we compare individuals with no college, some college, and Bachelor's degrees, using Add Health data (N = 3123). We explore the domains of work, love, and financial independence, which are developmentally critical to emerging adults (Arnett, 2004), and relevant to social and personality psychology. Results suggest important differences. For example, graduates' income trajectory soars above their peers, evidenced by differences in quadratic slope (Q<sub>grads</sub> = 5776; Q<sub>some</sub> = -1420; Q<sub>none</sub> = -2355; p < .001). By age 30, graduates are more likely to establish long-term careers, whereas non-students' jobs are unrelated to long-term goals, X<sup>2</sup>(6) = 439.8, p < .001. Through these results, we identify domains where generalizing to non-students may, or may not, be appropriate.

**C61**  
**FOOD ATTITUDES AND WELL-BEING: THE ROLE OF CULTURE**

Gloriana Rodríguez Arauz<sup>1</sup>, Nairán Ramírez Esparza<sup>1</sup>, Vanessa Smith Castro<sup>2</sup>  
<sup>1</sup>*University of Connecticut*, <sup>2</sup>*Universidad de Costa Rica*

Previous cross-cultural research on food attitudes has focused on how people in the United States associate food with feelings of worry and stress, as compared to their European counterparts. The present study also examines cultural differences on food attitudes, but we compare the American participants with a collectivist culture. Specifically we analyzed how attitudes like food negativity

and concerns about diet and health differ between the United States (N= 130) and Costa Rica (N= 70), and how these attitudes relate to psychological well-being. Preliminary results indicate that Americans show an increased food negativity and also show increased concern about their health and diet than Costa Ricans. Additionally, exploratory correlational analyses show that for Costa Ricans, higher concern with health and diet is related to lower levels of psychological distress. For Americans, eating alone during the weekends is related to higher levels of psychological distress. Implications about the role of culture on food attitudes and health are discussed.

**C62**  
**EXPERIENCES OF SOCIAL AND STRUCTURAL FORMS OF STIGMA AMONG CHINESE IMMIGRANT CONSUMERS WITH PSYCHOSIS**

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<sup>1</sup>*University of Oregon*, <sup>2</sup>*New York University*, <sup>3</sup>*Columbia University*

Chinese immigrants tend to rely on family and close community for support given their vulnerable societal position. Yet stigma, especially from structural and familial sources, may have a particularly harmful impact upon Chinese immigrants with psychosis. Using a descriptive analysis based upon grounded theory, we examined stigma experiences of 50 Chinese immigrant consumers with psychosis, paying particular attention to frequency, sources, and themes of social and structural stigma. Although past research indicates that family is a recipient of stigma, we found instead that family members were common perpetrators of social forms of stigma. We also found that perceptions of work deficit underlie many forms of stigma, suggesting this is "what matters most" in this community. Lack of financial resources and language barriers comprised the top forms of structural stigma. Anti-stigma efforts should aim to improve consumer's actual and perceived employability to target what is most meaningful in Chinese immigrant communities.

**C63**  
**CONSTRUCT VALIDITY OF THE DIALECTICAL SELF SCALE: A META-ANALYTIC APPROACH**

Lindsay Szabo<sup>1</sup>, Julie Rodgers<sup>1</sup>, Jessica Sawyer<sup>1</sup>  
<sup>1</sup>*California Polytechnic State University at San Luis Obispo*

The Dialectical Self Scale measures individual differences in the extent to which the self is viewed as: 1) contradictory/inconsistent, and 2) changeable over time and contexts. The scale was derived from research on "dialectical thinking" (Peng & Nisbett, 1999), a system of lay beliefs regarding contradiction, change, and holism. Prior research shows that people from East Asian countries (e.g., Singapore, China, Japan) exhibit greater contradiction and change in the self than do people from Western countries (e.g., US, Australia, United Kingdom). We present the results of a meta-analysis that compares and contrasts the associations between scores on the Dialectical Self Scale and a variety of psychological constructs. The data are drawn from 26 cultural groups, from published and unpublished studies (N = 21 samples) conducted from 2002-2014. Notably, the DSS is only weakly related to independent/interdependent self-construals and individualism/collectivism, highlighting the uniqueness and importance of this variable in cross-cultural psychology.

**C64**  
**WHAT IS IMMORAL? CHINESE VS. WESTERN LAY PROTOTYPES OF IMMORAL BEHAVIORS**

Emma E. Buchtel<sup>1</sup>, Yanjun Guan<sup>2</sup>, Yanjie Su<sup>3</sup>  
<sup>1</sup>*The Hong Kong Institute of Education*, <sup>2</sup>*University of Surrey, UK*, <sup>3</sup>*Peking University*

What kinds of behaviors do Chinese and Westerners consider immoral? In two studies, cultural differences in the lay prototype of immoral behaviors in Mainland China and the West (USA, Canada, and Australia) were examined. In Study 1, 449 university students in

four cities across Canada, Australia, and China listed 1132 examples of immoral behavior. In Study 2, 562 student and internet-recruited participants from Mainland China and the USA rated the typicality of the most commonly mentioned behaviors from within-culture Study 1 results. Factor analysis showed that for US participants, typical immoral behaviors fell into categories of vicious harm, criminal behavior, taking advantage of others, promiscuity, and being self-centered/uncaring; in Mainland China, salient categories were being unfilial, taking advantage of others, criminal behavior, un-civic behavior, and being self-centered/uncaring. Findings suggest that the meaning of "immorality" centers more on harming persons for Westerners, and more on affecting one's social fabric for Chinese.

**C65**  
**CROSS-GENERATIONAL AND CROSS-CULTURAL DIFFERENCES IN ATTITUDES TOWARD COMMITTED RELATIONSHIPS IN CHINA AND THE U.S.**

yishan xu<sup>1</sup>

<sup>1</sup>University of Virginia

Despite the drastic changes in family life in the Eastern hemisphere though, most marriage and family-related studies have been conducted in Western cultures. Study 1 explored the generational differences in individuals' attitude towards pre-marriage cohabitation among Chinese college students and middle-aged Chinese adults. We found evidence that, in regards to attitudes about pre-marriage cohabitation, Chinese youths are more tolerant than the middle-aged Chinese. Moreover, comparison between Chinese college students and American young adults in AddHealth Dataset indicated more tolerance on partners' ethnicity and higher value on love, faithfulness, life-long commitment, and money in committed relationships among American young adults. Moreover, Chinese young adults consider working full-time before marriage as more important than the Americans.

**C66**  
**LOVING MORE AND MORE: CULTURAL CHANGES AND AFFECTIONATE COMMUNICATION IN URBANIZED CHINA**

Michael Shengtao Wu<sup>1</sup>

<sup>1</sup>Xiamen University

Humans are born with the ability and the need for affection, but communicating affection as a social behavior is historically bound. Three studies examined the association of affectionate communication (AC) with cultural changes from rural community to urban society in China. Study 1 revealed that the frequency in terms of verbal (e.g. love you, like you), non-verbal (e.g., hug, kiss), and supportive affection (e.g., care, help) increased from 1950 through 2000. In study 2, participants born in urban area reported more affectionate trait and behaviors than those born in rural villages. In study 3, the AC of boys to their girlfriends was higher than that of their fathers to mothers, and the AC of girls to their boyfriends was higher than that of their mothers to fathers. These findings demonstrate the effect of cultural changes on AC, in which affection exchange becomes more and more important in urbanized China.

**C67**  
**WHEN JUSTICE IS LESS DESIRABLE: THE SYMBOLIC POWER OF TRADITIONAL CULTURE ON MORAL JUDGMENT**

Kate Xiaomeng Hu<sup>1</sup>

<sup>1</sup>Rutgers - The State University of New Jersey

Cultural change can have profound consequences for moral decision-making. Two studies examined the relationship between traditional/modern culture and moral judgment in the context of Chinese culture. Study 1 examined the effects of psychological traditionalism on relation/justice priority (choosing meeting interpersonal moral obligations over justice concern or vice versa) in moral dilemmas. Study 2 looked at the effect of priming

traditional/modern cultural icons on relation/justice priority in moral dilemmas. As expected, we found that: 1) Psychological traditionalism was associated with higher emphasis on the relation rule and psychological modernity was linked to preference for justice rule in moral judgment; 2) Participants primed by traditional cultural icons (vs. modern icons) were less likely to give priority to the justice rule. Taken together, these findings demonstrate the symbolic power of traditional culture on moral judgment.

**C68**  
**CHINESE STIGMA TOWARD THE MENTALLY ILL: A SURVEY OF COMMUNITY ATTITUDES TOWARD MENTAL ILLNESS IN MAINLAND CHINA**

Sherry Jueyu Wu<sup>1</sup>

<sup>1</sup>Princeton University

Limited studies exist that explore people's general attitudes toward mental illness in Mainland China, especially comparisons with various socio-demographic factors. This study aimed to explore attitudes to mental illness in China, with a particular emphasis on stigma. A general sample of 1292 people participated in the study voluntarily. Mental illness stigma was assessed using Community Attitudes towards Mental Illness (CAMI). Descriptive measures of people's willingness to treat when encountering various mental health concerns were also obtained. Results show that people's willingness to seek mental health services is relatively low and is correlated with their age and education level. In general, younger and more educated people tend to hold more liberal attitudes towards mental illness and are more likely to seek help from mental health services, suggesting that cultural change has resulted in more tolerance of mental illness.

**C69**  
**WHEN "WHO WE ARE" HINDERS "WHO I ASPIRE TO BE": MINORITY STUDENTS EXPERIENCING HIGH CULTURAL SELF-DISCREPANCIES REPORT HIGHER ACADEMIC DISENGAGEMENT, LOWER COMPETENCE AND LOWER GRADES**

Regine Debrosse<sup>1</sup>, Maya Rossignac-Milon<sup>2</sup>, Donald M. Taylor<sup>1</sup>

<sup>1</sup>McGill University, <sup>2</sup>Columbia University

Many members of cultural minorities have ambitious aspirations, but struggle to make their dreams come true. In three studies, we introduce *cultural self-discrepancies* (i.e., mismatches between one's aspirations and one's cultural identity) and examine their association with the academic outcomes of minority group members. In Study 1 ( $N = 151$ ), minority undergraduates who experienced larger cultural self-discrepancies reported higher levels of academic disengagement, and more symptoms of depression and anxiety. In field Study 2 ( $N = 89$ ), minority inner city adolescents who experienced larger cultural self-discrepancies reported less positive attitudes towards school and lower satisfaction of the need for competence, as well as lower grades two months later. The results of experimental Study 3 ( $N = 58$ ) suggest that being led to perceive high (vs. low) cultural self-discrepancies through a subtle anchor manipulation increases academic disengagement and reduces the satisfaction of the need for competence.

**C70**  
**AN ONLINE PRE-MATRICULATION INTERVENTION THAT STRESSES INDEPENDENCE AND INTERDEPENDENCE BOOSTS GRADES AND SOCIAL INTEGRATION OF DISADVANTAGED COLLEGE STUDENTS**

Ezgi N. Akcinar<sup>1</sup>, Shannon T. Brady<sup>1</sup>, Gregory M. Walton<sup>1</sup>, Hazel Rose Markus<sup>1</sup>

<sup>1</sup>Stanford University

Racial-minority and first-generation college students sometimes struggle in higher education. One reason may be that mainstream settings promote the independence of the self while overlooking interdependent values central to racial-minority and first-generation students. In a randomized intervention, we tested an online pre-

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matriculation exercise with half of the incoming freshmen at a selective university ( $N = 801$ ). This exercise used stories from older students to represent ways to develop interdependent relationships in college and ways to maintain such relationships with people at home. Minority and first-generation students earned significantly higher cumulative first-year GPAs in the culture-treatment condition ( $M = 3.47$ ) than in the control condition ( $M = 3.32$ ) ( $p < .01$ ). A follow-up spring-term survey revealed that they were also more socially integrated (e.g., had more close friends) on campus ( $p < .04$ ). Non-minority, continuing-generation students did not differ by condition. This study suggests that attention to students' selves can help disadvantaged students integrate and succeed in academic settings.

**C71**  
**DISTINGUISHING FACE AND HONOR CULTURES: RESPONSES TO INSULTS**

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<sup>1</sup>University of California at Santa Barbara

Although face and honor cultures are both collectivistic, the cultures diverge in responses to insults. Face individuals avoid confrontation to maintain face, while honor individuals enact confrontation to protect honor. We investigated these differences in insult responses and physical displays of dominance. In Study 1, European-American participants read descriptions of either face or honor cultures and predicted whether a member of that culture would respond to an insult with confrontation or not. Confrontation was consistent with honor cultures, while non-confrontation was consistent with face cultures. In Study 2, participants from either honor (Latino-American) or face cultures (Asian-American) viewed images of a non-identifiable person in high- and low-power poses and predicted their potential responses when insulted. All participants responded similarly: high-power poses were judged as consistent with confrontation, while low-power poses were judged as consistent with non-confrontation. Thus, distinctions in face and honor cultures emerge in shared conceptions of responses to insults.

**C72**  
**A PRICE TO PAY: TURKISH AND NORTHERN AMERICAN RETALIATION FOR THREATS TO PERSONAL AND FAMILY HONOR**  
Ceren Gunsoy<sup>1</sup>, Ayse K. Uskul<sup>2</sup>, Susan E. Cross<sup>1</sup>, Berna Gercek-Swing<sup>1</sup>, Cansu Aozkan<sup>3</sup>, Bilge Ataca<sup>4</sup>  
<sup>1</sup>Iowa State University, <sup>2</sup>University of Kent, <sup>3</sup>Bilgi University, <sup>4</sup>Bogazici University

We investigated retaliatory responses to actual honor threats among members of an honor culture (Turkey) and a dignity culture (northern US). In two studies, participants wrote an essay describing the role of honesty in their lives and received feedback on their essay from a bogus participant. In Study 1, Turkish participants retaliated more strongly than did northern Americans when they received feedback that challenged their honesty. In Study 2, participants also wrote about the role of honesty in their parents' lives (relational condition). Results revealed that when the threat was personal, the findings replicated Study 1. Endorsement of honor values predicted retaliation among Turkish participants in the personal and relational honor conditions, but not among northern Americans. These findings provide lab-based evidence of retaliation in the face of personal and relational honor threats, demonstrate the role of honor values in retaliation, and study aggressive responses in an understudied honor culture.

**C73**  
**QUALITY EDUCATION DOES NOT ALWAYS GUARANTEE INNOVATION OUTPUT: THE ROLE OF CULTURAL VALUES IN ENHANCING NATIONAL CREATIVITY**

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<sup>1</sup>Nanyang Technological University

Innovation takes two forms: knowledge generation (typical in hard sciences) and creative self-expression (typical in liberal arts fields) (Cornell et al., 2013). Previous research often emphasized the former over the latter, despite both contributing to economic growth (Anderson et al., 2014). In this study we examine the unique predicting variables and mechanisms on these two forms of innovation. Using data from Program for International Student Assessment, Schwartz Value Survey, and Global Innovation Index from 38 countries, we found that a country's quality of human capital strongly positively contributes to knowledge-based innovation. However, the relationship between human capital and self-expression-related innovation is moderated by cultural values such that the facilitating effect of high-quality education only manifest in cultures where egalitarianism values are valued and conformity values are de-emphasized. Our findings hold important implications for policy makers and organizational leaders who strive to create stimulating conditions for group creativity and innovation.

**C74**  
**CULTURAL IDENTITY AND THE EXPRESSION OF DEPRESSION: A SOCIAL IDENTITY PERSPECTIVE**  
Melissa Xue Ling Chang<sup>1</sup>, Jolanda Jetten<sup>1</sup>, Tegan Cruwys<sup>1</sup>, Catherine Haslam<sup>1</sup>  
<sup>1</sup>University of Queensland

There is a lack of psychological theorizing on how culture affects the expression of depression. Drawing on social identity theorizing, we propose that the expression of depression is dependent on the endorsement of normative expectations. Specifically, we argue that it is only when Chinese individuals identify with the culture and endorse the cultural normative expectations of stigma, face concerns, and collectivism, that these norms have an effect on the expression of depression. In study 1 ( $N = 65$ ), it was found that normative expectations moderated the effect of culture on levels of reported somatic symptoms. Chinese individuals, but not Australians, were found to somatize more when they highly endorsed their culturally normative expectations. In study 2, we experimentally manipulated the salience of cultural identity on 90 Westernized bicultural Asians. It was found that individuals primed with a Western cultural identity endorsed more depressive symptoms than those primed with an Asian cultural identity. The results support the use of social identity theorizing as a basis for understanding issues of culture and psychopathology.

**C75**  
**HOW DO YOU CHOOSE YOUR WORKPLACE?: THE CRUCIAL ROLE OF CULTURE**

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<sup>1</sup>Kobe University

Choice is associated with culturally dominant values. Across two studies, we explored cultural differences in workplace choice decisions and tested the hypothesis that Japanese are more likely than Germans and North Americans to consider external aspects (e.g., company size, seniority-based payment system, significant others' opinions). We asked students ( $N = 298$ ) and working adults ( $N = 343$ ) of these three cultures to imagine getting two offers from companies that differed in the above factors, indicate the likelihood of choosing either company and agreeing to individualistic and collectivistic reasons for their choice, and to fill out the desirability of control scale. As predicted, compared to Germans and Americans, Japanese were more likely to rate their choice and its reasons by considering these external factors. Moreover, the cultural

differences were partly mediated by the desirability of control, which was higher in Germans and Americans than in Japanese.

**C76**  
**DIFFERENTIAL IMPACTS OF EMPLOYEES' CULTURAL SELF-CONSTRUALS ON JOB SATISFACTION AND WORKPLACE SOCIAL RELATIONSHIP BETWEEN JAPANESE COMPANIES AND FOREIGN-OWNED COMPANIES IN JAPAN**

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It has been conventionally assumed that interdependent self-construal, the dominant cultural self-construal in Japan, promotes employees job satisfaction and workplace social relationship in the Japanese companies whereas independent self-construal, the dominant cultural-construal in Western culture, promotes them in the foreign-owned companies (generally have strong Western organizational culture). Given the significant turning point in the Japanese economy where the domestic market stagnates and globalization is only the hope, the authors hypothesize that better adapting to independent cultural values is a key for all companies while maintaining interdependent cultural values is also a key for foreign-owned company employees in order to minimize the negative impact of drastic shift to independent cultural values by Japanese employees. Consistent with the hypothesis, three studies demonstrated that independent self-construal of both Japanese and foreign-owned company employees promoted job satisfaction and workplace social relationship whereas interdependent self-construal promotes them only for the foreign-owned company employees.

**C77**  
**"IT'S WHO YOU KNOW, NOT WHAT YOU KNOW": USING SOCIAL CONNECTIONS TO GAIN EMPLOYMENT IN THE U.S. AND THE MIDDLE EAST**

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Norms in independent U.S. contexts suggest that hiring decisions should be based solely on individual merit, while norms in more interdependent Middle Eastern contexts promote sharing resources through relationship-based hiring. In two studies, we used vignettes to assess whether European American and Turkish participants would engage in a hypothetical nepotistic practice: asking a friend to arrange an internship (or job) for a sibling without an interview. In Study 1, we varied the merit of the sibling (high/low) and found that significantly more European Americans said they would request the job when the sibling had high merit (high grades), compared to low merit (low grades). Turkish participants endorsed this practice highly regardless of merit, more than European Americans in the low-merit condition. A follow-up study revealed that this cultural difference was mediated by Middle Easterners' belief that helping a sibling get a job was both sincere and selfless.

**C78**  
**CROSS-GENERATIONAL DIFFERENCES IN INDEPENDENCE AND INTERDEPENDENCE OF JAPANESE PEOPLE DURING THE TIME OF GLOBALIZATION**

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<sup>1</sup>*University of Tokyo*, <sup>2</sup>*Hitotsubashi University*

According to the assumptions of cultural psychology, people come to think and behave in culturally specific ways as they repeatedly engage in cultural tasks. Therefore, it is expected that Japanese people acquire interdependent psychological processes as they are exposed to more cultural experiences. Japanese culture today, however, seems to be facing the transition to a more independent culture as globalization and Westernization continue. Does this imply that Japanese individuals are becoming more independent? To address this question, we conducted three studies using Japanese samples, each including a wide age range. Contrary to the

predictions of the "cultural lag" hypothesis that assert that younger generations are becoming more independent in the midst of cultural transition, our results showed that younger Japanese people are less independent and more interdependent than older people. We discuss these results with regard to the □social adaptation□h hypothesis, based on the social niche construction views of culture.

**C79**  
**IMPLICIT CULTURAL ORIENTATIONS IN THE ARAB WORLD**

Alvaro San Martin<sup>1</sup>, William W. Maddux<sup>2</sup>, Marwan Sinaceur<sup>2</sup>, Steve Tompson<sup>3</sup>, Amer Madi<sup>2</sup>, Shinobu Kitayama<sup>3</sup>

<sup>1</sup>*IESE Business School*, <sup>2</sup>*INSEAD*, <sup>3</sup>*University of Michigan*

Little is known about cultural orientations in the Arab world. Using markers of independence/interdependence in extant literature, we showed that Arabs in several Middle-Eastern countries displayed strong simultaneous tendencies toward cultural interdependence (holistic thinking and social correlates of happiness) and independence (strong symbolic self-inflation and experience of socially disengaging emotions). Two experiments helped explain this unique cultural profile. In the first one, Arabs displayed stronger symbolic-self inflation than Americans when primed with commonalities with relatives and friends; the opposite pattern emerged when primed with differences with relatives and friends. In the second experiment, French-Arab biculturals reported higher levels of socially disengaging emotions than French monoculturals when primed with their Arab culture and responsibility towards family, not when primed with their French culture or responsibility towards their university. Thus, symbolic self-inflation and socially disengaging emotions could be viewed instead as interdependent markers in Arab cultures as they primarily serve the kinship.

**C80**  
**EXAMINING CULTURAL DRIFTS IN LANDSCAPE ARTWORK THROUGHOUT HISTORY AND DEVELOPMENT**

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<sup>1</sup>*University of Alberta*, <sup>2</sup>*University of Wisconsin at Green Bay*, <sup>3</sup>*Kobe University*

Research on cultural products suggest that there are substantial cultural variations between East Asian and Western landscape masterpieces from the 15th to 19th centuries and contemporary members' landscape artwork (Masuda, Gonzalez, et al., 2008), and that these cultural differences in drawing styles emerge around the age of 8 (Senzaki, Masuda, & Nand, 2014). However, as culture is not static, we should explore the dynamics of cultural change through conducting research from historical and ontogenetic perspectives (Tomassello, 1999; Vygotsky, 1978). Therefore, we examined 17th to 20th century Japanese and Western landscape masterpieces, and landscape artworks by children, adolescents and adults. The results demonstrated cultural variations in artworks and masterpieces, and "cultural drifts" (Herskovits, 1941; 1948) where at certain time periods cultural tendencies deviated from default cultural patterns but occasionally returned to its previous state. The bidirectional influence of culture and implications for furthering the discipline of cultural psychology will be discussed.

**C81**  
**I READ IT IN A MAGAZINE: THE SOCIALIZATION OF A CHANGING CULTURE IN THE MILLENNIAL GENERATION**

Valerie P. Wilwert<sup>1</sup>, Kerry S. Kleyman<sup>1</sup>

<sup>1</sup>*Metropolitan State University*

Previous research on generational differences in attitudes and values demonstrate that differences exist between members of the Millennial Generation and those that came before. However, this research indicates conflicting viewpoints on the defining characteristics of the Millennial Generation, both positive and negative. In a content analysis of 257 magazine covers, common themes of Millennial-focused media were found in both print and pictures, in order to identify a possible source (and reflection of)

differing ideals between generations. While a focus on physical vanity was found throughout the 30 years of magazine covers (through beauty and fashion tips), the vocabulary used in headlines depicted a significantly greater emphasis on individualism and narcissism in later years, which may both impact and reflect on changes in ideology between generations. Similar exploration of parenting magazines over the same time period may provide additional insight into the source (and impact) of some of these changes.

**C82**  
**MINDFULNESS FROM EAST TO WEST: AN EXAMINATION OF RELATIONSHIPS BETWEEN MINDFULNESS, PERSONALITY TRAITS, AND LEVELS OF ANXIETY AND DEPRESSION IN AMERICAN AND JAPANESE POPULATIONS**

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Mindfulness - nonjudgmental awareness on the present moment - has recently garnered attention due to its association with positive well-being. Certain personality traits such as neuroticism, however, can serve as risk factors for higher levels of depression and anxiety. To date, no study has examined whether mindfulness mediates the relationship between personality traits and anxiety and depression in nonclinical populations. Nor has mindfulness been compared across age and culture. A total of nearly 500 participants recruited from three different samples—American undergraduates, Japanese undergraduates, and Amazon Mechanical Turk—self-reported their mindfulness engagement, personality, and level of clinical symptoms. Results demonstrated that mindfulness partially mediates the significant relationships between trait anxiety and personality (extraversion, emotionality, and conscientiousness). Furthermore, differing levels of mindfulness, religion, personality, and other variables are examined with possible explanations. These results bridge an important gap between Western conceived and Eastern religion mindfulness.

**C83**  
**PREDICTING NARCISSISM BASED ON WHERE YOU ARE FROM: SUBSISTENCY STYLE MATTERS**

Huajian Cai<sup>1</sup>, Yu Luo<sup>1</sup>, Hairong Song<sup>2</sup>

<sup>1</sup>Chinese Academy of Science, <sup>2</sup>University of Oklahoma

The rice theory of culture argues that farming wheat induces individualism while farming rice cultivates collectivism (Talhelm et al., 2014). Given the established link between individualism (versus collectivism) and narcissism, we proposed that wheat agriculture would cultivate narcissism as compared to rice agriculture. We tested this possibility with a large internet sample comprising participants from 23 Chinese provinces whose majority farmland dedicated to either wheat or rice (N = 9517; age: 11-62, M = 23.4, SD = 5.3; 46.8% male). Multilevel analysis showed that after controlling for individual level variables (e.g., gender, age), as well as the province level variable of GDP per capital, people from wheat provinces manifested significantly higher narcissism (N = 5020, M = 142.12, SD = 30.24) than those from rice provinces (N = 4497, M = 140.21, SD = 29.64). This finding highlighted the importance of a society's subsistence style in fostering narcissism.

**C84**  
**INTERNET USE LEADS TO NARCISSISM: EVIDENCE FROM CHINESE STUDENTS**

Xianqiang Li<sup>1</sup>, Jiechen Liu<sup>2</sup>, Michael S. Wu<sup>2</sup>

<sup>1</sup>Xiamen university, <sup>2</sup>Xiamen University

Social networking sites (SNS) was found to breed narcissism in Western Cultures, and here we are wondering whether Chinese college students who were traditionally from the modest-valued culture become more narcissistic when exposed to internet. Two studies examined the relationship between narcissism and internet

use. The first study (n=248) revealed that the preference of internet use was significantly related to narcissistic personality disorder ( $r=.24, p<.01$ ). In the second study (n=97), those who previously posted more (vs. less) self-portrait photos (i.e., selfies) on SNS scored significantly higher on narcissism personality inventory,  $t = 2.32, p < .05$ . The results indicate that internet use associates with narcissism, suggesting that the media extension via internet may lead to abundant self-love.

**C85**  
**FREE SPEECH AS A CULTURAL VALUE: THE CASE FOR AMERICAN EXCEPTIONALISM**

Mauricio J. Alvarez<sup>1</sup>, Markus Kemmelmeier<sup>1</sup>

<sup>1</sup>University of Nevada at Reno

Individualistic cultures tend to value individual self-expression and self-determination; hence, a cultural analysis should lead one to expect greater support for free speech in individualistic countries and among liberals. Study 1, using a multilevel analysis of data from the World Value Survey (15 countries; n = 16,553) supported these predictions. However, in the U.S. free speech is also a strongly held collective value that is equally endorsed by conservatives and liberals. Study 2, using a multilevel analysis of data from 37 U.S. states (n = 1,001), showed that liberals supported free speech in individualistic states, but conservatives supported free speech in collectivistic states. Study 3 (n = 98) confirmed this pattern by priming independent and interdependent self-construals in liberals and conservatives. Findings demonstrate the importance of cultural context for free speech; yet, findings also point out that, at least in the U.S., the same values are embraced for different reasons.

**C86**  
**INFLUENCE OF INDIVIDUALISTIC AND COLLECTIVISTIC MINDSETS ON THEORY-OF-MIND PERFORMANCE**

Tuong-Van Vu<sup>1</sup>, Sheida Novin<sup>2</sup>, Lydia Krabbendam<sup>1</sup>

<sup>1</sup>VU University Amsterdam, <sup>2</sup>University of Michigan

Collectivism which entails perceiving an interdependent self, placing group above personal concerns, and emphasizing harmony, might connect with increased sensitivity to others' thoughts and feelings, as opposed to individualism, which entails having an independent self and placing personal above group concerns. Since cultural differences are due to momentarily accessible mental procedures (Oyserman & Lee, 2008), we primed cultural mindsets instead of comparing cultural groups. 111 participants were randomly assigned to an individualistic-prime, collectivistic-prime, or no-prime control condition before completing a theory-of-mind task. The task, cartoon vignettes requiring comprehension of targets' thoughts and feelings (ToM trials) and physical causality (control trials) (Sebastian et al., 2012), was unchallenging, but we examined how long it took for participants to recognize the mental state of the targets and the social situations they were in. Consistent with the hypotheses, collectivism-primed participants were not more accurate but significantly faster than individualism-primed and no-prime control participants.

**C87**  
**WHO IS TO BE BLAMED? THE INCONSIDERATE HELP-SEEKER, OR THE TOO-CONSIDERATE HELP-GIVER? COMPARISON BETWEEN THE U.S. AND JAPAN**

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<sup>1</sup>Tokyo Woman's Christian University, <sup>2</sup>University of Wisconsin at Green Bay, <sup>3</sup>Hosei University

Previous studies showed that Asians are more reluctant than European Americans to ask for support from others. We hypothesized that the Americans feel comfortable asking for help because they assume that potential helpers will refuse the request if they do not want to help, whereas the Japanese hesitate to ask for help because they assume that potential helpers will not be able to refuse. Seventy-two American and 67 Japanese university students

watched a short cartoon for children in which the main character, exhausted from having helped his friends, receives advice from his senior that he should have refused the requests. Consistent with the hypothesis, the Japanese evaluated the help seekers more negatively than the Americans. The Japanese most frequent response was to blame the help seekers, whereas the Americans' most frequent response was to emphasize the importance of saying no.

C88

### TESTING THE CULTURE FIT HYPOTHESIS FOR RELIGIOUS ORIENTATIONS

Jonathan Gore<sup>1</sup><sup>1</sup>*Eastern Kentucky University*

This study tested the hypothesis that internalizing cultural values that fit internalized Christian religious orientations would produce higher levels of well-being than internalizing cultural values that are incongruous with one's religious orientation. Participants (n = 507) completed self-report measures of cultural values (individualism, collectivism, traditionalism), religious orientation (intrinsic, extrinsic, quest and Christian orthodoxy) and well-being (hedonic, eudaimonic, negative). A series of hierarchical regression analyses revealed several Cultural Value X Religious Orientation interaction effects. Specifically, people whose cultural values did not cohere with their religious orientation experienced lower levels of well-being than those whose cultural values fit well with their religious orientation.

C89

### UNDERSTANDING IMMIGRATION: A LOOK INTO THE IMMIGRANT'S PERSPECTIVE

Miriam J. Alvarez<sup>1</sup>, Stephanie A. Quezada<sup>1</sup>, Michael A. Zarate<sup>1</sup><sup>1</sup>*The University of Texas at El Paso*

The present research investigates how reasons for migration shape the experiences of immigrants who live along the U.S./Mexico border. Cultural inertia predicts that that voluntary immigrants should report greater desire to assimilate to American cultural norms, relative to involuntary immigrants. In addition, we expected that voluntary migration would be associated with higher levels of resilience and life satisfaction. Results (N=32) reveal that voluntary migration predicts higher degrees of assimilation into mainstream American culture than involuntary migration. Involuntary migration, however, is associated with greater resilience. These findings provide a broader understanding of the extent to which Mexican immigrants are willing to assimilate into mainstream American culture and how their assimilation might affect immigrant-majority relations.

C90

### SUPERSIZE ME: SELF REPRESENTATIONS ARE GREATER IN SIZE FOLLOWING REMINDERS OF MORTALITY

Simon McCabe<sup>1</sup>, Kenneth E. Vail<sup>1</sup>, Jamie Arndt<sup>1</sup><sup>1</sup>*University of Missouri at Columbia*

Terror management theory posits mortality concerns prompt adherence to cultural values which provides existential security. American culture appears to value size as captured by the phrase "bigger is better". Four studies examine whether mortality reminders lead people to represent themselves, and things associated with the self as bigger and better. Reminders of mortality (vs. control) led students to: perceive the state of the university they attended as larger and a pill with the word "me" on it as more positive (Study 1), use more playdoh when asked to build themselves (vs. another person; Study 2), greater agreement with the phrase "bigger is better" and greater desire for a larger gravestone when the self was also primed (Study 3), and differential size estimates of tumors and money when mortality thoughts were in or out of focal attention, respectively (Study 4).

C91

### A CROSS-CULTURAL EXPLORATION OF THE PROCESSING OF SELF-THREATENING FEEDBACK

Mingxuan Tan<sup>1</sup>, Leonard Newman<sup>1</sup>, Bo Zhang<sup>2</sup><sup>1</sup>*Syracuse University*, <sup>2</sup>*Beijing Normal University*

Mnemonic Neglect is a phenomenon well-documented with Western participants; that is, such individuals recall less negative self-relevant social feedback than positive feedback (Sedikides, 1993). The current study was designed to contribute to the literature by extending Mnemonic Neglect research to include an East Asian sample for a cross-cultural comparison. Hypothetical self-relevant or other-relevant behavioral feedback which included both positive (favorable) and negative (unfavorable) information was presented to individuals in both Eastern (China) and Western (the United States) cultures. We did not find a difference between the East Asian and Western samples in terms of the tendency to forget negative self-relevant (but not other-relevant) social feedback and remember positive self-relevant (but not other-relevant) feedback. That is, the pattern found for Western samples was replicated in an Eastern sample. These findings contribute to the debate on the universality of self-enhancement motivation.

C92

### NARCISSISM IN SAUDI ARABIA: EXPLORING INDIVIDUAL AND BACKGROUND DIFFERENCES

Christopher Garris<sup>1</sup>, Sarai Blincoe<sup>2</sup><sup>1</sup>*Metropolitan State University at Denver*, <sup>2</sup>*Longwood University*

The goal of this study was to explore age, gender, and economic background differences in narcissism, while testing the measurement validity in a sample unrepresented in the narcissism literature. 556 (330 male undergraduates, 160 female undergraduates, and 96 non-students) Saudi participants were recruited through classrooms and using a snowball method. Non-students were over 40 years old to allow for a generational comparison. The short-form narcissism personality inventory (Ames, Rose, & Anderson, 2006) was used, yielding adequate internal reliability, and correlating with self-esteem, supporting the scale's validity. Contrary to previous research of non-individualistic samples, Saudis reported higher narcissism than Americans. Consistent with previous research, males reported higher levels of narcissism than females; older Saudis reported lower narcissism than Saudi undergraduates; and undergraduate narcissism correlated positively with parental income. These results suggest a potential rise in narcissism in Saudi Arabia, and warn against broad collectivistic labels in explaining Middle Eastern self-processes.

C93

### A FOUR NATION STUDY OF GLOBAL MEASURES OF THE SELF COMPARED TO THE SELF IN INTIMATE AND NON-INTIMATE CONTEXTS

Jiro Takai<sup>1</sup>, Matej Koprda<sup>1</sup>, Greg Bonn<sup>1</sup>, Lan Tran<sup>2</sup><sup>1</sup>*Nagoya University*, <sup>2</sup>*Green Mountain College*

Global measures of self-construals, self-awareness, self-monitoring, relational orientation, and social skills scales were compared against measures in reference of the self in the context of intimate and non-intimate targets across Japanese, Chinese, Americans, and Canadians. A total of 1236 participants responded to scales for three target conditions: global, close friend, and mere acquaintance. While expected differences in cultures were confirmed in the levels of each variable, the differences between global and intimacy targets were more pronounced for Japanese and Chinese subjects. In particular, they made more distinction between targets for independent self-construal, private self-consciousness, and ability to modify self-presentation than did Americans and Canadians. Such discrepancy across targets indicates that the Asian cultures surveyed see themselves more distinctively with relational targets, while North Americans distinguish less, suggesting a more malleable, relational-context dependent self of the former.

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C94

### CULTURAL TIMES: HOW LOCUS OF CONTROL AND SELF-CONSTRUAL ARE IMPLICATED IN THE COGNITIVE REPRESENTATION OF TIME

Annemijn C. Loermans<sup>1</sup>, Bjorn de Koning<sup>1</sup>, Lydia Krabbendam<sup>1</sup>  
<sup>1</sup>VU University Amsterdam

Worldwide the concrete domain of space is used to talk and think about the abstract domain of time. Subtle differences exist in the way space is used. Whilst Americans prefer an ego-moving representation, where time is conceptualized by having a moving observer travel along a stationary timeline, Mandarin Chinese prefer a time-moving representation, where time is conceptualized by having a stationary observer watch a moving timeline. Language has been pointed to as 'causing' these cognitive differences whereas broader cultural factors have been unexplored. This research is a first step towards remedying this by looking at the role of Locus of Control (LoC) and self-construal. Two priming studies showed that participants primed with high LoC, compared to low LoC, and independence, compared to interdependence, were more likely to adopt an ego-moving representation than a time-moving representation. Cultural factors, beside language, should thus be considered when explaining cross-cultural differences in time representation.

C95

### I AM AN AMERIBRIT SOUTH AFRICAN ZAMBIAN: REMOTE ACCULTURATION AMONG URBAN ZAMBIAN ADOLESCENTS

Yuna Ferguson<sup>1</sup>, Kim T. Ferguson<sup>2</sup>, Gail M. Ferguson<sup>3</sup>  
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Due to globalization, adolescents are exposed to the values, attitudes, and norms of other nations without leaving their own backyard. This may result in remote acculturation, cultural and psychological changes experienced by non-migrant individuals having indirect and/or intermittent contact with a geographically separate culture. In a survey study, we examined remote acculturation among 83 urban Zambian adolescents who are routinely exposed to UK, US, and South African cultures through traditional and social media, and materials/goods. A cluster analysis showed two distinct groups of adolescents. "Traditional Zambians" (54.1%) were significantly more oriented towards Zambian culture and reported a higher level of obligation to their families and greater interdependent self-construal compared to the "Westernized Multicultural Zambians" (42.4%), who were more oriented towards American, British, and South African cultures. These results imply that identity, values, and norms may no longer be confined to one's immediate geographic location.

C96

### MAKING SENSE OF POSITIVE SELF-EVALUATIONS IN CHINA: THE ROLE OF SOCIOCULTURAL CHANGE

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<sup>1</sup>York University, <sup>2</sup>University of Alberta, <sup>3</sup>University of Surrey, <sup>4</sup>Shanghai International Studies University

Three studies were conducted to test the role of sociocultural change in augmenting the motivation to make positive self-evaluations in China. First, when compared with Chinese Canadian students, Chinese students showed a stronger tendency to evaluate themselves better than average on a variety of traits, a phenomenon known as the better-than-average effect (BTAE; Study 1). Second, identification with contemporary Chinese culture predicted a stronger BTAE among Chinese students and this relation was, in turn, mediated by trait desirability/importance (Studies 1 and 2). Third, priming contemporary Chinese culture caused Chinese students to self-enhance more relative to priming traditional Chinese culture (Study 3). Finally, in light of the cognitive processes demonstrated to operate in standard measures of BTAE, we

provided further evidence that motivation underlies the rising Chinese BATE (Studies 1 and 2).

C97

### SOCIETAL ORIENTATION EFFECTS ON IMPLICIT AND EXPLICIT SELF-ESTEEM

Jacqueline A. Newbold<sup>1</sup>, Leonard L. Martin<sup>1</sup>  
<sup>1</sup>University of Georgia

According to I-D Compensation theory (Martin, 1999), modern delayed-return societies (e.g., future-oriented, inequality) often require people to act in ways that are not compatible with their immediate-return biology (e.g., present-oriented, equality). This discord may lead them to compensate. For example, they may enhance their just world beliefs. We tested whether this kind of compensation could put people out of touch with their implicit self. We measured just world beliefs and primed participants with features of immediate-return biology (e.g., present-oriented, equality) or delayed-return culture (e.g., future-oriented, inequality). Then, we measured implicit and explicit self-esteem. Regression analysis (n=150) showed that implicit self-esteem predicted explicit self-esteem among immediate-return participants or participants low in just world beliefs. There was an inverse relation between implicit and explicit self-esteem among participants high in just world beliefs who were primed with a delayed-return orientation. Thus, delayed-return compensation puts people out of touch with their implicit self.

C98

### HOW THREATENING FAILURE COULD BE: CULTURAL DIFFERENCES IN RESPONSES TO SUCCESS AND FAILURE

Yuen-Pik Chan<sup>1</sup>, Li-Jun Ji<sup>1</sup>  
<sup>1</sup>Queen's University

Studies have showed that East Asian tend to engage in more holistic thinking compared to North American. With recent evidence in our lab showing that Asian tend to generate more positive consequences out of negative events than Euro-Canadian, we're interested in seeing if failures are actually less threatening to Asian than to Euro-Canadian. Study 1 asked participants to recall either successful or failing past events, and found that Asian viewed failing past events as less difficult to recall and more important now than Euro-Canadian participants. Study 2 asked participants to draw a picture imagining they either successfully achieve or fail to achieve a goal in the future. Euro-Canadian participants, after imagining they fail to achieve a goal in the future, became less optimistic and had a lower self-esteem than Chinese participants. These findings suggest that failures are actually less threatening to Asian than to Euro-Canadian.

C99

### CULTURAL VARIATION IN THOUGHT SUPPRESSION

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When those from individualistic cultures suppress their thoughts, they can experience exaggerated expression of these thoughts afterwards (i.e., rebound effect). Collective cultures value group harmony more than independent expression and may be more skilled in suppression/less likely to rebound. This study explored thought suppression in European Americans (EAs), Korean Americans (KAs), and Koreans in Korea (Ks). Participants (n=141, 73% female) in the suppression condition were instructed to not think about a White bear and later asked to think about it. The task order was reversed for the expression group. EAs in the suppression group mentioned a White bear the least amount of times during the suppression task, followed by Ks and KAs. When this group expressed, Ks mentioned the White bear the least, followed by KAs and EAs,  $F(5,135)=7.429$ ,  $p<.001$ . This suggests a less exaggerated rebound effect for Ks, and contributes to our understanding of cultural variation in cognitive processes.



**C100****BICULTURAL IDENTITY HARMONY MODERATES THE EFFECT OF CULTURAL CUES ON COGNITIVE DEPLETION****Carmel S. Saad<sup>1</sup>**<sup>1</sup>*Westmont College*

In our increasingly multicultural society, biculturals must navigate cultural cues frequently. The extent to which this depletes their cognitive resources depends on how harmonious they view their cultures. Those high in bicultural identity harmony view their cultures as complementary, whereas those who are lower view them as oppositional. Because this is cognitively depleting, we hypothesized that lower harmony biculturals (but not higher harmony biculturals) would experience more cognitive depletion following a strenuous task after writing about their culture (experimental condition) versus a control condition. After 29 Chinese American biculturals participated in either of the two conditions, they engaged in the strenuous task and then a Stroop task. Results confirmed my hypothesis that the culture-writing manipulation exacerbated the cognitive depletion effects of the strenuous task for lower but not higher harmony biculturals. Implications for how cultural cues predict cognitive depletion in the context of a personality by situation interaction are discussed.

**C101****HUMAN NATURE AND HUMANS IN NATURE: DEPICTIONS OF PERSONS AND THE NATURAL WORLD IN U.S. AND INDIAN PICTURE BOOKS****Kara Weisman<sup>1</sup>, Caitlin Handron<sup>1</sup>, Erica J. Yoon<sup>1</sup>, Hazel R. Markus<sup>1</sup>**<sup>1</sup>*Stanford University*

Children's narratives are a repository of cultural knowledge, serving to align children's developing understanding of the world with the construals of the adults around them (Tsai et al., 2007). We coded 80 picture books randomly sampled from top US and Indian publishers (2 publishers/country; 20 books/publisher) to examine differences in depictions of the relationship between humans and the natural world. Extending research on cross-cultural differences in holistic vs. analytic reasoning (Buchtel & Norenzayan, 2009), we hypothesized and found that US books portrayed a less integrated vision of humans and nature, featuring fewer outdoor scenes, fewer natural objects, more barriers between characters and the natural world, and a higher ratio of anthropomorphized to naturalistic non-human animals. These differences may both reflect and reinforce culture-specific conceptions of humans as continuous with vs. separate from other kinds of agents and from the rest of the natural world.

**C102****THE HOLDING EFFECTS OF CHINESE CULTURAL SOCIAL SKILLS TRAINING PROGRAMS TO JAPANESE UNDERGRADUATES PARTICIPANTS****Xinhua MAO<sup>1</sup>, Masanori Kimura<sup>2</sup>**<sup>1</sup>*Kobe Gakuin University*, <sup>2</sup>*Kobe College*

We created social skills training (SST) programs that considering Chinese cultural characteristics, and confirmed the effects and holding effects from Chinese participants. In this study, we conducted the programs to Japanese undergraduates and want to examine the effects, especially the holding effects of Japanese samples to compare with Chinese. 20 Japanese undergraduates experienced the SST programs and also answered a series of culture-based social skills scales 3 times (before/after/3-month late) around the SST. The results indicated a significant effect on Chinese culture and cross-culture scales after SST, but no changes on the Japanese-culture scales. Moreover, the data from 3-month follow-up investigation showed holding effects. The results of this study are consistent with Chinese samples. We can conclude that Chinese cultural SST programs have holding effects to Japanese, too.

**C103****RELATIONAL MOBILITY AND TRUSTWORTHY SENSIBILITY****Tian Lan<sup>1</sup>, Ying-Yi Hong<sup>1</sup>**<sup>1</sup>*Beijing Normal University*

How to tell a stranger is trustworthy has drawn increasing attention in public discourse, especially in high relational mobility society. Sensibility of distinguish trustworthy person could be the concomitant of social learning. High relational mobility individuals are more likely to increase such sensibility during frequently interaction with strangers. In 2 studies, we investigated the role of relational mobility in influencing the efficiency and learning process of distinguish cheaters from cooperators. Study 1 followed Yamagishi's (2003) procedure, 76 participants (39 high mobility and 37 low mobility) were chosen. High relational mobility individuals are more efficient in recognizing faces of known cheaters than those of known cooperators. Study 2 applied Chao, Chiu & Hong's (2013) method to create a morph continuum between the original cheater and cooperator faces. We took 94 participants (44 high mobility and 50 low mobility), relational mobility is related to greater efficiency in learning trust-based categories.

**C104****A SOCIO-CULTURAL NEUROSCIENCE STUDY: THE IMPORTANCE OF SOCIAL ORIENTATION IN THE N400 INCONGRUITY EFFECT FOR AN EMOTIONAL FACE LINEUP RATING TASK FOR JAPANESE****Matthew Russell<sup>1</sup>, Takahiko Masuda<sup>1</sup>, Koichi Hioki<sup>2</sup>, Yvonne Chen<sup>1</sup>, Anthony Singhal<sup>1</sup>**<sup>1</sup>*University of Alberta*, <sup>2</sup>*University of Kobe*

Research in cultural psychology has shown that while East Asians tend to be influenced by background face emotions in face lineups, North Americans tend to ignore this background social information (Masuda et al., 2012). Extending these findings, we collected Japanese brainwaves during emotion ratings of central faces in five person lineups. Lineups were either congruent, with all faces showing similar emotions, or incongruent, with central face emotions differing from background faces. Behaviorally we replicated previous findings, showing that Japanese ratings of central faces were influenced by background faces. Neurally, we found an incongruity effect for the N400, a brainwave reflecting meaning-based neural processing, with the N400 showing slower latencies for incongruent lineups than congruent lineups, suggesting increased incongruent lineup processing. Furthermore, social orientation played an important factor in N400 latency with the incongruity effect being greater for interdependent-oriented than independent-oriented individuals. The importance of culture in social judgments is discussed.

**C105****WILL ENHANCED RELEVANCE OF SELF ENHANCE FEEDBACK SELF-RELEVANCE? CULTURAL SELF-SALIENCE MODULATES FEEDBACK-RELATED P3.****James Glazer<sup>1</sup>, Hideofumi Hitokoto<sup>1</sup>, Emily Wasserman<sup>2</sup>, Shinobu Kitayama<sup>1</sup>**<sup>1</sup>*University of Michigan*, <sup>2</sup>*Pomona College*

Previous work suggests that subjective experience of the personal self may be more salient to Caucasians than to Asians. So far, however, this suggestion remains largely conjectural. The present work addressed this gap by examining electro-cortical responses that occur following positive/negative feedback to one's own choices in a gambling task. Typically, feedback elicits a positive-going event-related potential, P3, which peaks at 300ms, assumed to reflect subjective salience of feedback information. 71 subjects (35 Caucasian/36 Asian) performed a gambling task, winning/losing 50/150 points per trial. As predicted, P3 (assessed by the magnitude of the positive deflection from the preceding negative peak, the feedback-related negativity) was larger for Caucasians than Asians. Results are the first to suggest a positive link between subjective

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feedback salience and enhanced salience of the personal self. Implications for culture and the self will be discussed.

**C106**

**“AREN'T YOU MORE MOTIVATED WHEN WATCHED?” CULTURE MODERATES THE FACE-PRIMING EFFECT ON FRN.**

Hidefumi Hitokoto<sup>1</sup>, James Glazer<sup>1</sup>, Meng Du<sup>1</sup>, Shinobu Kitayama<sup>1</sup>

<sup>1</sup>*University of Michigan*

Evidence shows that exposure to a watching face increases task-relevant motivation for Asians, but decreases it for European Americans. However, little is known about whether exposure to a face will change electro-cortical responses to feedback of loss (vs. gain) in a gambling task. 71 subjects (36 Asians/35 European Americans) chose between two options to win monetary rewards. On each trial, the gamble was presented along with a line-drawn face (vs. scrambled face). A negative deflection of the electro-cortical potential (feedback-related negativity—FRN) following loss (vs. win) feedback was significantly larger for Asians than for European Americans in the face condition, but no different in scramble condition. The magnitude of this face-priming effect was predicted by interdependent self-construal for subjects with short decision times. The current findings show that the link between perceived social scrutiny and increased motivation is automatic and cross-culturally variable.

## Disability

**C107**

**EXAMINING SLEEP-TEMPERAMENT RELATIONS IN CHILDREN WITH DOWN SYNDROME RELATIVE TO TYPICALLY DEVELOPING CONTROLS**

Helen Milojevich<sup>1</sup>, Angela Lukowski<sup>1</sup>

<sup>1</sup>*University of California at Irvine*

Research has revealed associations between sleep and temperament in typically developing infants, but relatively little work has been conducted with infants and children with developmental disorders. Children with Down syndrome are prone to sleep problems, particularly those associated with nighttime sleep disturbances and sleep-disordered breathing. In addition, children with Down syndrome differ from their typically developing peers on measures of temperament. In the present study, we merge these literatures by examining sleep, temperament, and sleep-temperament associations in children with Down syndrome and their typically developing peers. Our results indicate that children with Down syndrome experience more sleep problems relative to children who are typically developing. Children differ on temperament dimensions as well, particularly those associated with effortful control. Finally, mediation models suggest a bidirectional relationship between sleep and temperament, such that that temperament mediates relations between group and sleep problems; sleep problems also mediate relations between group and temperament.

## Diversity

**C108**

**HOW DIVERSITY EXPOSURE AFFECTS SOCIAL BEHAVIORS AND DECISION-MAKING**

Sarah E Gaither<sup>1</sup>, Evan P Apfelbaum<sup>2</sup>, Laura G Babbitt<sup>3</sup>, Samuel R Sommers<sup>3</sup>

<sup>1</sup>*University of Chicago*, <sup>2</sup>*Massachusetts Institute of Technology*, <sup>3</sup>*Tufts University*

As college campuses and other organizations wrestle with how best to frame diversity-related pursuits, little work has investigated directly how diversity actually affects social behaviors. Study 1 followed White college students assigned to live with either a same-race or other-race roommate. After six months, self-reports, partner ratings and nonverbal behavior indicated that Whites with an other-

race roommate were less anxious and more physically engaged during a novel interracial interaction. To examine workplace environments, Study 2 assigned White college students to either an all-White or racially diverse group, and examined conformity on a résumé selection task. White participants in all-White groups conformed significantly more often to the suboptimal résumé selections of fellow group members compared to White participants in racially diverse groups. These results illustrate the influence of personal exposure to racial diversity on future interracial behavior and work-related decision-making abilities, and highlight the value in framing diversity in performance-related terms.

**C109**

**PURPOSE IN LIFE REDUCES WHITES' PREFERENCE FOR LIVING IN A PREDOMINANTLY WHITE CITY**

Rachel Sumner<sup>1</sup>, Anthony Burrow<sup>1</sup>, Maclen Stanley<sup>2</sup>

<sup>1</sup>*Cornell University*, <sup>2</sup>*Harvard University*

Neighborhood ethnic diversity has been linked with greater racial hostility and prejudice for whites in particular, but a study by Burrow and Hill (2013) demonstrated that purpose in life is associated with reduced negative affect in a racially diverse setting. In our study, white participants (N = 130) were randomly assigned to write about purpose in life or a control topic. They were then shown maps of two cities, one that is relatively racially homogenous (predominantly white) and one that is racially diverse, and asked to choose which city they would prefer to live in. Half of participants were given the racial demographic information about the cities. Among control participants, there was an overwhelming preference for the homogenous-white city (94% to 6%), but this bias was significantly attenuated among participants who had written about purpose (76% to 24%). No effect of purpose emerged when maps without demographic information were shown.

**C110**

**ESSENTIALISM AS AN UNINTENDED COST OF MULTICULTURAL DIVERSITY PHILOSOPHIES**

Linnea C. Ng<sup>1</sup>, Jessica J. Good<sup>1</sup>, Diana T. Sanchez<sup>2</sup>, Leigh S. Wilton<sup>2</sup>

<sup>1</sup>*Davidson College*, <sup>2</sup>*Rutgers University*

With a call for increased diversity at virtually all levels of society, it is imperative that institutions manage diversity in a manner that allows minority individuals to thrive. Much research on colorblind and multicultural diversity philosophies suggests that a multicultural approach is preferable (Holoien & Shelton, 2011; Richeson & Nussbaum, 2004). However, multicultural philosophies may have unintended consequences such as increased stereotyping (Wolsko, Park, Judd, & Wittenbrink, 2000), and perhaps increased essentialist beliefs about race. In the present study, undergraduate participants (N = 165) read either a colorblind, multicultural, or control statement framed as part of the university's mission statement. Consistent with predictions, results indicated that those in the multicultural condition reported greater race essentialist beliefs than those in the other conditions. Race essentialism predicted less interest in interacting with diverse others. White and Minority participants responded similarly to the diversity philosophies. Implications for best communicating diversity philosophies are discussed.

**C111**

**FRIENDS OR FOES: DOES DIVERSITY PROMOTION IN HIRING UNDERMINE PERCEPTIONS OF EXCELLENCE?**

Eden J.V. Hennessey<sup>1</sup>, Anne Wilson<sup>1</sup>, Ivona Hideg<sup>1</sup>

<sup>1</sup>*Wilfrid Laurier University*

In today's globalized workplace, diversity in the workforce is of paramount importance in the pursuit of excellence. Yet, diversity policies are often plagued by negative perceptions undermining their support. We examine why such negative reactions persist and suggest that one reason is the perception that diversity is gained at the expense of excellence. To test this proposition, 205

undergraduates viewed one of four versions of a job advertisement emphasizing the employer's commitment to either promoting excellence, diversity, excellence and diversity simultaneously, or a control condition where no commitment statement was made. As expected, compared to the excellence or control conditions, when diversity was emphasized participants believed the hiring process would sacrifice excellence in favor of diversity, and indicated less favorable attitudes toward the advertisement and lower willingness to apply. Promoting both diversity and excellence simultaneously decreased negative reactions, suggesting that explicitly emphasizing both may counter people's zero-sum assumptions.

**C112****IS AMERICA'S DIVERSITY MAKING US FATTER?**Karen S. Chang<sup>1</sup>, Sapna Cheryan<sup>1</sup><sup>1</sup>University of Washington

As American obesity has increased in recent decades, so has the popularity and availability of diverse ethnic cuisines. Across two studies, we examine whether the presence of ethnically diverse food options will lead to greater food consumption, and why. In Study 1, participants reported they would eat out more in a city with ethnically diverse restaurants compared to a city with restaurants of a single ethnic cuisine. Study 2 found that ethnic diversity in food options increased reported consumption when offered across several meals over the course of a week, but not when offered within a single meal, such as at a buffet. This work suggests that increased eating is due to boredom as opposed to simple habituation. These studies begin to identify the potential downside of diverse cuisine options and are important in helping understand how food affects us.

**C113****EXPOSURE TO CULTURAL DIVERSITY CAUSES SHIFTS IN POLITICAL ATTITUDES, OPENNESS TO EXPERIENCE, AND OUTGROUP PREJUDICE**David J. Sparkman<sup>1</sup>, Scott Eidelman<sup>1</sup>, John Blanchard<sup>1</sup><sup>1</sup>University of Arkansas

Research indicates that political ideology, openness to experience, and outgroup prejudice are correlated with one's knowledge of and exposure to cultural diversity. We hypothesized that these relationships are causal; directly manipulating exposure to cultural diversity should increase liberal and decrease conservative political attitudes, increases openness, and decrease prejudice. Participants in the American South were randomly assigned to view several pictures of local eating practices and social customs (the familiar culture condition) or eating practices and social customs from Zambia, Bolivia, and Oman (the unfamiliar culture condition). Exposure to unfamiliar cultures increased liberal attitudes and decreased conservative attitudes, increased openness to experience, and decreased outgroup prejudice—even prejudice toward groups unrelated to the experimental manipulation. These findings indicate that exposure to culturally dissimilar others may influence beliefs in egalitarianism and acceptance of different people and perspectives, all of which are necessary for an increasingly more diverse world.

**C114****SETTLING FOR LESS: GENDER-RESTRICTED AWARDS STEER WOMEN AWAY FROM MORE LUCRATIVE OPPORTUNITIES**Sianna A. Ziegler<sup>1</sup>, Sapna Cheryan<sup>1</sup><sup>1</sup>University of Washington

Students can choose to apply for scholarships and other academic awards with a variety of eligibility criteria, including those open only to members of underrepresented groups. Across two studies (N=296), we investigated how the presence of gender-restricted awards for women impacts their decision to apply for more lucrative scholarships with no eligibility restrictions. When a gender-restricted scholarship was present, two thirds of female participants chose to apply for it over a larger scholarship open to

both men and women. In a second study, women chose the smaller, gender-restricted scholarship even when they were told the number of applicants for each scholarship was the same. These findings suggest that the presence of scholarships targeted at underrepresented groups may inadvertently decrease the likelihood that awards without eligibility restrictions go to members of these groups.

**C115****IF YOU DON'T VALUE THEM, WILL YOU REALLY VALUE ME?: THE EFFECT OF OUTGROUP MINORITY PHENOTYPIC STEREOTYPICALITY ON ORGANIZATIONAL TRUST**Aurelia T. Alston<sup>1</sup>, Kimberly B. Kahn<sup>1</sup>, J. Katherine Lee<sup>1</sup>, Miguel Unzueta<sup>2</sup>, Paul G. Davies<sup>3</sup><sup>1</sup>Portland State University, <sup>2</sup>University of California at Los Angeles, <sup>3</sup>University of British Columbia

Blacks use the phenotypic stereotypicality of ingroup members as a social identity contingency cue to evaluate organizations (Kahn et al, 2014). Current study investigated whether outgroup minority members would also be sensitive to outgroup minority phenotypic stereotypicality as a signal of how they would be valued within an organization. Researchers hypothesized that non-native English speaking Latinos who viewed organizations that depicted high stereotypic (HS) Black (e.g., darker skin tones, broader nose, fuller lips) employees would find the organization more trustworthy compared to organizations with only low stereotypic (LS) Black employees. 179 Latinos and Whites viewed organization websites with HS, LS, or only White employees and reported their attitudes. Results confirmed that non-native English speaking Latinos, but not Whites, trust the HS organizations more than the LS organizations. Minorities are sensitive to the phenotypic stereotypicality of outgroup minorities in organizations as a cue to how their identity will be valued.

**C116****MIXED MESSAGES: EXAMINING THE RELATIONSHIP BETWEEN RACIAL SOCIALIZATION MESSAGES AND BLACK IDENTITY IN MULTIRACIAL ADOLESCENTS**Dawn W. Espy<sup>1</sup>, Robert Sellers<sup>1</sup><sup>1</sup>University of Michigan

Research suggests there is a great deal of variability in how multiracial individuals racially identify. The current study explores the influence parents' messages about race have on how multiracial adolescents classify themselves with respect to race, as well as the attitudes and beliefs that they hold regarding the significance and meaning of race (i.e. racial identity attitudes and beliefs). Responses from 118 Black multiracial adolescents (i.e. adolescents who have both African American and at least one other racial heritage) were included in this exploration. Of the 118 participants, 83 identified as biracial/multiracial, while the remaining 35 individuals identified as Black/African American. Findings suggest that while racial identification is associated with varied connections to one's Black identity, parents' messages about race are not significantly correlated with an individual's racial classification. The results suggest racial identification and identity are correlated in multiracial adolescents but the social context supporting the relationship is unclear.

**C117****WHAT I REALLY THINK ABOUT MY BIRACIAL DAUGHTER! SOCIALIZATION IN BLENDED MULTIRACIAL FAMILIES**Yolanda Mitchell<sup>1</sup>, Roudi N. Roy<sup>2</sup><sup>1</sup>University of Nebraska at Lincoln, <sup>2</sup>California State University at Long Beach

Race can have a direct impact on how mixed-race children are seen by others as well as how they understand and encounter the world around them. Although identity development among biracial children is not a novel area of research the aim of this study was to

explore how multiracial children are socialized when they are raised in blended families with monoracial parents. Given the sensitive nature of this topic we applied a qualitative methodology blending both a heuristic perspective and interviews with parents from two separate families. Themes related to racial profiling, parental perception of the mixed race child's personality, level of respect, and parenting were identified through the five-step analyses process. This study highlights relevant socialization aspects in the lives of mixed-race children. More importantly it identifies ways in which the biological parent perceived their child's racial identity differently than the stepparent.

**C118**

### **I'M MIXED BUT MY PARENTS THINK I ACT WHITE: PARENTS' PERSPECTIVES OF SKIN TONE IN BLENDED FAMILIES**

Yolanda T. Mitchell<sup>1</sup>, Roudi N. Roy<sup>2</sup>

<sup>1</sup>University of Nebraska-Lincoln, <sup>2</sup>California State University at Long Beach

The aim of this study was to understand how monoracial biological and stepparents individually perceive the racial identity of their mixed race child(ren) in terms of skin tone and personality through qualitative interviews. Research has shown that the parameters of racial identity are socially, culturally, and politically constructed; the environment matters in the identity development process of multiracial people. Analysis revealed rich descriptions of the parent's perceptions of their biracial child's race related to (a) how parents viewed their child's race, (b) how the parents felt the child identified her own race, and (c) how the parents felt society viewed their child's race through Moustakas' five-step analysis process. This research emphasizes a greater understanding of how monoracial parents view their children in relation to the cultural environment created for the child, and has implications for understanding the racial identity development of biracial children as they develop in monoracial families.

**C119**

### **PERCEIVED INTENTIONALITY OF BIAS MODERATES THE EFFECTIVENESS OF OVERLOOKING OR RECOGNIZING DIFFERENCES**

Rebecca L Grunberg<sup>1</sup>, Evan Apfelbaum<sup>1</sup>, Nir Halevy<sup>2</sup>, Sonia Kang<sup>3</sup>

<sup>1</sup>Massachusetts Institute of Technology, <sup>2</sup>Stanford University, <sup>3</sup>University of Toronto

Research on intergroup relations has long wrestled with questions of whether it is more effective to recognize group differences or look beyond them. Nevertheless, empirical evidence is mixed, suggesting that the effectiveness of these messages is moderated by other factors. We propose and evaluate one such factor – whether societal bias and discrimination is perceived as intentional or accidental. In Study 1, we evaluate whether this perceived intentionality predicts individuals' preference for either looking beyond or recognizing differences. Perceiving discrimination as more intentional predicted choosing an approach advocating overlooking differences over an approach advocating recognizing differences. In Study 2, we examine whether perceived bias intentionality influences participants' self-efficacy regarding future intergroup interaction. The more participants perceived discrimination as intentional, the more the look beyond (versus recognize) differences approach improved their self-efficacy regarding intergroup interactions. Together, these studies suggest that perceived intentionality of bias is an important moderator of message effectiveness.

**C120**

### **MEASURING INTER-ETHNIC AND INTER-GENDER IDEOLOGIES: POSITIVE AND NEGATIVE ASPECTS OF EMPHASIZING VERSUS OVERLOOKING GROUP DIFFERENCES**

Sarah Banchevsky<sup>1</sup>, Adam Hahn<sup>2</sup>, Bernadette Park<sup>1</sup>, Charles Judd<sup>1</sup>

<sup>1</sup>University of Colorado at Boulder, <sup>2</sup>University of Cologne

Research on ethnic ideologies has primarily asked whether it is best to ignore ethnic differences and treat each person as individuals (i.e., be Colorblind) or celebrate ethnic differences as enriching (i.e., be Multicultural). In four studies, we expand this to show that four distinct ideological perspectives arise from crossing group differentiation with group evaluation. A reliable new ideology scale shows that colorblindness and multiculturalism entail positive evaluations of minorities, but a negative version of each entails negative evaluations of minorities: Assimilation holds that differences can be ignored when minority groups assimilate, whereas Segregation holds that differences are so great that racial groups should segregate. This same scale was also applied to gender ideologies, where the same four perspectives emerged. Regarding ethnicity and gender, personal ideologies mapped onto beliefs about the importance of difference, evaluation of subordinate groups (women and minorities), as well as beliefs about how to resolve realistic conflicts.

**C121**

### **TAKING RACE OFF THE TABLE: AGENDA SETTING AND SUPPORT FOR COLOR-BLIND PUBLIC POLICY**

Eric Knowles<sup>1</sup>

<sup>1</sup>New York University

We argue that some Whites endorse color-blind policies in a bid to exclude race from institutional decision-making. Such "racial agenda setting" represents a sophisticated means of hierarchy maintenance, hindering efforts to address racial disparities without requiring open opposition to racial equality. In Study 1, Whites were exposed to a manipulation of hierarchy-threat (i.e., the sense that the racial status quo is under attack). Participants high in the egalitarianism component of social dominance orientation (SDO-E) reacted to threat by increasing endorsement of color-blind policy. Suggesting specific concern for the racial status quo, high-SDO-E Whites in Study 2 increased support for color-blindness only when the threat was potentially successful. In Study 3, high-SDO-E Whites supported color-blind policy only when the racial status quo was framed as unstable White advantage (but not minority disadvantage), suggesting that Whites are attracted to color-blindness as a means of bolstering their ingroup's privileged position.

**C122**

### **A COMPARISON OF SEXBLIND AND COLORBLIND IDEOLOGIES IN WORK AND SOCIAL CONTEXTS**

Anne Koenig<sup>1</sup>

<sup>1</sup>University of San Diego

A consequence of being "blind" to race or gender was assessed by asking participants who they would choose between 2 targets who were either of different sexes or different races within both a work and social context. Participants could be blind to gender or race by stating they have no preference. In one study, participants also rated their endorsement of a sexblind or colorblind ideology on self-report scales. Across two studies that used different scenarios, participants were more likely to make a choice between people of different sexes than different races in social situations but not work situations. In addition, colorblindness was more strongly endorsed than sexblindness in social contexts. Thus, being sexblind (versus colorblind) and making decisions based on gender (versus race) is more common in social situations, perhaps indicating lesser concern with appearing gender-biased. However, being blind is equally common for gender and race in work settings.

## Gender

### C123 GENDER ASYMMETRY IN THE CONSTRUCTION OF AMERICAN NATIONAL IDENTITY

Laura Van Berkel<sup>1</sup>, Ludwin E. Molina<sup>1</sup>, Sahana Mukherjee<sup>1</sup>  
<sup>1</sup>*University of Kansas*

White Americans are perceived as more American than racial minorities (Devos & Banaji, 2005; Sidanius et al, 1997). Other marginalized groups, such as women, may also be considered less American. We examined gender differences in national identity using two techniques. In Study 1, 298 men and women considered masculine traits more American than feminine traits and listed more men as examples of "true" Americans than women. In Study 2, men (n=123) reported higher levels of nationalism than women (n=69). Women's nationalism was moderated by belief in traditional gender roles—women who endorsed traditional gender roles were more nationalistic. Men had a significantly higher correlation between their gender identification and American identity than women. Results suggest that men and masculinity are considered more American than are women and femininity. Men express more nationalism than women, but American identification and nationalistic sentiment depends on gender identification and beliefs about gender roles.

### C124 ONE SIZE DOES NOT FIT ALL: FEMINISM MODERATES THE EFFECTIVENESS OF COMMUNAL LEADERSHIP FRAMING

Lauren Hawthorne<sup>1</sup>, Shannon K. McCoy<sup>1</sup>  
<sup>1</sup>*University of Maine*

Promoting women's interest and success in leadership positions requires consideration of the potential role conflict between the female gender role and the masculine traits typically expected of leaders. Blending feminine traits into women's leadership styles has been proposed as one method to deflect bias and increase women's interest in leadership (Heilman & Okimoto, 2007). Yet, this approach may ironically backfire among some women. Because women who embrace a feminist identity tend to reject traditional gender roles, feminine framing of leadership may decrease the perceived "fit" of the leadership role. We examined blood pressure and leadership appraisals among women (N = 65) engaged in either a feminine (communal) or masculine (agentic) leadership task. Consistent with hypotheses, in the feminine leadership condition, the more feminist a woman was the less important she viewed leadership and the higher her blood pressure. Interventions designed to increase women's representation in leadership may not be one-size-fits-all.

### C125 CORRELATES OF SEXUAL ASSERTIVENESS IN WOMEN ACROSS THE LIFESPAN

Haley Thorsen<sup>1</sup>, Eevett Loshek<sup>1</sup>, Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup>  
<sup>1</sup>*University of North Dakota*

To better understand the correlates of sexual assertiveness, 1,052 female participants were recruited via Amazon Mechanical Turk. Participants completed the Sexual Assertiveness Questionnaire, which measures three dimensions of sexual assertiveness: the ability to initiate and communicate about desired sex, the ability to refuse unwanted sex, and the ability to communicate about one's sexual history with their partner. Participants also provided demographic information and completed measures of sociosexuality, gender roles, sexual risk perception, level of sex education, depression symptoms, and adult sexual abuse history. The ability to initiate and communicate about desired sex was positively correlated with masculine gender role traits and negatively correlated with depression symptoms. The ability to refuse unwanted sex was negatively correlated with depression symptoms and a history of adult sexual assault. The ability to communicate about one's sexual

history was positively correlated with higher levels of sex education and feminine gender role traits.

### C126 BENEVOLENT SEXIST BELIEFS OF WOMEN ON WOMEN

Ariel J. Mosley<sup>1</sup>, John F. Dovidio<sup>1</sup>  
<sup>1</sup>*Yale University*

Benevolent sexism represents a subtle form of bias that perpetuates the advantage of men over women in society. The present research tested the hypotheses that (a) women who internalize these beliefs, which undermines their sense of agency, would experience a lower sense of personal efficacy, greater interpersonal dependency, and more death anxiety (representing a latent variable of existential void); and (b) existential void would mediate the effects of benevolent sexism on objectification. The results confirmed the predictions: women (N=140, recruited from Mturk; ages 18-75 years) who internalized benevolent sexism to a greater extent were more likely to experience a greater existential void (path coefficient = .24), and consequently more likely to self-objectify (path coefficient = .50). This research demonstrates how women's endorsement of benevolent sexism is dangerous because it can potentially undermine their sense of efficacy and independence, and increase fears of death and rates of self-objectification.

### C127 WONDER WOMAN'S LASSO: UNDERSTANDING GENDER AND SEXUALITY THROUGH COMIC BOOKS

Justin Huft<sup>1</sup>  
<sup>1</sup>*Chapman University*

To understand how gender and sexuality are portrayed in comics, an extremely understudied medium, we analyzed comic books (n = 100) and graphic novels (n = 5), looking for ways gender and sexuality were displayed and discussed. Preliminary results indicate femininity is commonly portrayed as submissive, less capable, highly sexualized and stigmatized for being this way, and were often relegated to a secondary role. Masculinity is portrayed as highly sexual, strong, aggressive, intelligent, and dispassionate. Race appeared to have a moderating effect on how gender was portrayed, with greater exoticification of women of color, and more acts of unnecessary violence by men of color. Existing literature indicating that comics, used in therapy, can be a helpful way to explore identity. These current findings support previous research, and would provide an additional understanding of gender and sexuality in an area predominately focused on race and ethnicity (Gavigan, 2012).

### C128 PERCEIVED GENDER DISCRIMINATION AND GENDER PUBLIC REGARD AMONG IMMIGRANT AND ETHNIC MINORITY WOMEN

Danielle Bryant<sup>1</sup>, May Ling Halim<sup>1</sup>  
<sup>1</sup>*California State University at Long Beach*

Society devalues women compared to men, which may affect women's gender identities. Yet, few have examined women's perceptions of how others regard women compared to men (public regard), a critical component of gender identity. The current study examined women's public regard and possible ethnic variation and investigated what factors might influence public regard. Low-income women (N=187) were interviewed about their public regard, perceptions of gender discrimination, and household labor divisions. Unexpectedly, women's public regard was generally positive; however, African American women had the least positive public regard compared to Asian and Latina immigrant women. Further, as hypothesized, perceiving gender discrimination more frequently was associated with perceiving that others regard women more negatively compared to men. Unequal division of household labor between women and their male partners did not predict public regard. These findings underscore the malleability of gender public

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regard, as distinct factors (ethnicity, discrimination) predicted individual and group variation.

**C129**  
**GENDER IDENTITY (DIS)CONTINUITY: EFFECTS ON QUANTITATIVE EFFICACY**

Nida Bikmen<sup>1</sup>

<sup>1</sup>*Denison University*

Research on dynamic stereotypes has shown that women's gender identity is characterized by discontinuity in agentic or masculine traits. Compared to women of the past, contemporary women are perceived to be more competent, independent, etc. Since people associate masculine traits with quantitative ability, perceived discontinuity of these traits may suggest that, despite recent gains, women are not inherently agentic, thus, trigger a sense of uncertainty in women regarding success in male-dominated fields. MTurk workers (174 women and 219 men, U.S. residents) attributed agentic and communal traits to past and present members of their gender group before filling out a quantitative efficacy scale. Women perceived greater changes in agentic traits over time compared to men, which predicted reduced confidence in quantitative skills. No such relationship was found among men. Findings suggest that interventions that shift women's historical image toward greater agency may improve quantitative efficacy and, consequently, women's participation in science.

**C130**  
**IMPEDIMENTS TO ACADEMIC PERFORMANCE OF BISEXUAL COLLEGE STUDENTS**

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<sup>1</sup>*Southern Illinois University at Edwardsville*

Traditionally, research on health and academic-related outcomes among sexual orientation minority members has combined lesbian, gay, and bisexual (LGB) respondents into one homogenous category. Recent research, however, has suggested that these groups should be studied separately. In the current study, data (n = 27,774) from the American College Health Association-National College Health Assessment were examined to investigate how health-related impediments to academic success affect bisexual college students specifically. Exploratory analyses indicated that, compared to their non-bisexual counterparts, bisexual students had distinctly different threats to their academic success related to anxiety, depression, sleep difficulties, substance use, and stress levels. Further analyses delineated differences between bisexual men and women. When examining groups closely, it becomes clear that bisexual college students have more challenges to optimal performance in college and many need special consideration.

**C131**  
**FACEBOOK INVOLVEMENT, OBJECTIFIED BODY CONSCIOUSNESS AND SEXUAL HEALTH OUTCOMES: A MODEL OF GENDER DIFFERENCES**

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<sup>1</sup>*Western Washington University*, <sup>2</sup>*University of Michigan*

Young people frequently use social networking sites to broadcast attractive personas to peers. To explore the implications of social networking for gender and sexuality, we tested a model of Facebook involvement, objectified body consciousness, and sexual health among 467 female and 348 male college students. Participants reported their time on Facebook, investment, and active and passive use. Objectified body consciousness was assessed through reports of body surveillance, appearance self-worth, and self-sexualization. Measures of body shame and sexual assertiveness were used to assess sexual health. Results showed that greater Facebook involvement predicted greater objectified body consciousness, which in turn predicted higher levels of body shame among both women and men, and lower levels of sexual assertiveness among

women only. We conclude that involvement in social media such as Facebook can encourage young people's investment in external appearances but gender differences must be considered in the sexual health implications of this trend.

**C132**  
**LOVING THY SELF: MASCULINITY AND INDIVIDUALISM IMPACT SELF-ESTEEM**

Alison J. Patev<sup>1</sup>, Katrina Speed<sup>1</sup>, Kristina B. Hood<sup>1</sup>

<sup>1</sup>*Mississippi State University*

Past work has shown higher levels of masculinity for men and women correlate with higher self-esteem (e.g., Antil and Cunningham, 1979). Although many factors influence self-esteem, one factor of interest is individualism. Findings linking individualism and self-esteem have been mixed, with some finding individualism leads to lower self-esteem and others finding it increases it (e.g., Schmitt & Allik, 2005; Watson & Morris, 1994). This study aimed to identify effects of vertical and horizontal individualism when combined with masculinity on self-esteem. We conducted an online survey of college undergraduates (N = 437). Participants completed the Personal Attributes Questionnaire, of which we assessed the masculinity subscale, and the Rosenberg Self-Esteem scale. They also completed the Individualism-Collectivism Scale; we examined the horizontal/vertical individualism subscale. A regression analysis revealed higher masculinity and vertical individualism, combined with lower horizontal individualism best predicted one's self-esteem. This has value for both the general population and therapeutic settings.

**C133**  
**SELF-ESTEEM AS A MEDIATOR BETWEEN MASCULINITY AND ATTITUDES TOWARD WOMEN**

Bailey S. Brotherton<sup>1</sup>, Lauren Avery<sup>1</sup>

<sup>1</sup>*Mississippi State University*

A study conducted by Thomas Miller found that men's attitudes toward women's rights were influenced by their self-esteem (Miller, 1972). This study focuses on whether self-esteem mediates the relationship between masculinity and attitudes toward women. Our survey, composed of three scales (Personal Attributes Questionnaire - Masculinity Subscale, Rosenberg's Self-Esteem Scale, Attitudes Toward Women Scale), served to measure the subject's levels of self-esteem and masculinity as well as their disposition toward women. This survey was taken by 432 undergraduate students. A mediation analysis done in the SPSS macro Process (Hayes, 2014) showed that one's masculinity was related to one's self-esteem, which in turn predicted attitudes towards women; this was a partial effect, as there is still a direct effect of masculinity on attitudes towards women. These results may be useful when considering future methods of combating sexism.

**C134**  
**LIKE FATHER, LIKE DAUGHTER: FATHER'S PROFESSION PREDICTS STEREOTYPE THREAT AND SCIENCE EXPECTATIONS FOR WOMEN IN STEM**

Dana M. Pensoneau<sup>1</sup>, Breanna R. Wexler<sup>1</sup>, Bettina J. Casad<sup>1</sup>, Nilanjana Dasgupta<sup>2</sup>

<sup>1</sup>*University of Missouri at St. Louis*, <sup>2</sup>*University of Massachusetts at Amherst*

Family background characteristics are strong predictors of children's academic outcomes. This study conducted with undergraduate science, technology, engineering, and math (STEM) majors (N = 678) demonstrates that fathers' professions may influence daughters' academic outcomes. Fathers' occupations were coded as STEM or non-STEM and entered into hierarchical regression models to predict students' experiences with stereotype threat and science expectations. There was an interaction between fathers' professions and child's gender in predicting stereotype

threat ( $\beta = -.273$ ,  $p = .049$ ) and science expectations ( $\beta = .465$ ,  $p = .021$ ). Fathers in STEM professions had daughters who experienced less stereotype threat and had more positive science education expectations compared to daughters with fathers in non-STEM professions. The effects were not significant for sons. These findings are consistent with the importance of fathers in daughters' educational experiences. Fathers may serve as role models and provide social support for daughters to excel in STEM fields.

C135

### EMPOWERED TO CONFRONT: THE INFLUENCE OF POWER PRIMES ON WOMEN'S CONFRONTATION OF SEXISM

Nicholas P. Alt<sup>1</sup>, Cheryl Dickter<sup>2</sup><sup>1</sup>University of California at Los Angeles, <sup>2</sup>The College of William & Mary

In two studies we investigated how power influences women's confrontation of sexism. In Study 1 ( $n = 111$ ) we tested whether an expansive body position (high power prime) increased how assertively a woman confronted a sexist remark. Results demonstrated that power primed women expressed greater disagreement with a sexist remark, compared to women who held contractive (low power) or control body positions. In Study 2 ( $n = 138$ ), women were randomly assigned to recall a time when they held a position of high or low social power. After the power prime they wrote about a recent confrontation of sexism and we assessed the costs and benefits associated with the confrontation. Results indicated that high power primed women associated more benefits with their confrontation compared to low power primed women. Our findings suggest that power influences confronting behaviors, leading women to see more benefits to their confrontations and ultimately more assertively confront sexism.

C136

### MASCULINITY IS REACTIVE: MORTALITY SALIENCE CAUSES INCREASED MASCULINE, BUT NOT FEMININE, SELF-STEREOTYPING

Aaron L. Wichman<sup>1</sup>, DeLeon L. Gray<sup>2</sup>, Logan T. Penticuff<sup>3</sup>, Allen Q. Clark<sup>1</sup><sup>1</sup>Western Kentucky University, <sup>2</sup>North Carolina State University, <sup>3</sup>Morehead State University

Two experiments (total  $N = 341$ ) had the goal of testing whether reminders of mortality increase men's, but not women's, gender stereotype-consistent responses. Study 1 used an implicit association test (IAT) to show that men's personal beliefs predicted their IAT responses under control conditions, but that under mortality salience conditions, men's perceptions of male gender stereotypes predicted responses. Study 2 showed that men described themselves according to their perceived male gender stereotypes to a greater extent under mortality salience. Gender identity qualified this effect, such that men high in masculine gender identity showed this effect most clearly. In neither study did women show similar effects. These results follow from the idea that men may react to threats by defending their masculinity, and that masculinity is part of a more socially-dependent worldview than is femininity. When men experience threats, they may promulgate and rigidly adhere to their gender role stereotypes.

C137

### DO STEM FIELDS NEED A MAKEOVER?: THE EFFECT OF FEMALE ROLE MODEL FEMININITY ON MEN AND WOMEN'S INTEREST IN STEM

Carolynn Howard<sup>1</sup>, David Marx<sup>1</sup>, Brenna Huntley<sup>1</sup><sup>1</sup>San Diego State University

Women continue to be underrepresented in science, technology, engineering, and mathematics (STEM) fields. Because of this, recent research has attempted to show that exposure to female role models increases women's interest in STEM; yet, questions still remain about what makes these role models effective. Accordingly, the present study investigated whether feminine female role models

increase women's interest in STEM and improve their perceptions of female STEM role models. To do this, we exposed college women and men to one of two role models who embodied either feminine (e.g. wears makeup), or neutral (e.g. works hard) traits, then measured participants' interest in physics and their role model perceptions. Results revealed that women reported higher levels of interest in physics and found the role model to be more respected and inspiring after exposure to the feminine role model, compared to the neutral role model, whereas men displayed the opposite pattern of effects.

C138

### MISOGYNIST ATTITUDES DIFFERENTIALLY PREDICT DEHUMANIZATION OF BOTH MEN AND WOMEN WHEN DRESS CODES AIMED AT WOMEN'S ATTIRE ARE IMPLEMENTED

Scott Frankowski<sup>1</sup>, Melissa Armendariz<sup>1</sup>, Amber Lupu<sup>1</sup>, Nazanin Heydarian<sup>1</sup>, Michael A. Zarate<sup>1</sup><sup>1</sup>University of Texas at El Paso

We hypothesized that dress codes dehumanize women by taking away agency in attire choices, and dehumanize men as they are assumed to be controlled by sexual urges. Participants ( $N = 139$ ) were led to believe that either a dress code aimed at women's attire would be implemented, or that new parking regulations on campus would be implemented (control condition). After this manipulation, participants indicated the level to which they attribute uniquely human and human nature traits to either male or female classmates. Denying uniquely human traits indicates animalistic dehumanization; whereas, denying human nature traits indicates mechanistic dehumanization. Among women, after the dress code prime, misogynist attitudes predicted greater mechanistic and animalistic dehumanization of women, and greater animalistic dehumanization of men. Among men, misogynist attitudes predicted less dehumanization of women, an indication that when women are perceived as conforming to an enforced gender-relevant societal standard, they are being put on a pedestal by men who hold misogynist attitudes.

C139

### COUNTER-STEREOTYPIC IMPLICIT ASSOCIATIONS AMONG WOMEN IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATHEMATICS: AN EXTENSION USING MOUSETRACKER

Annick Smeding<sup>1</sup>, Jean-Charles Quinton<sup>2</sup><sup>1</sup>University of Savoie, <sup>2</sup>Clermont University

Women are still underrepresented in Science, Technology, Engineering, and Mathematics (STEM), although some of them manage to remain in counter-stereotypic STEM tracks. The present research extends work on implicit gender-math stereotypes using MouseTracker (MT). Contrary to classical response time measurements, which do not provide much information about underlying processes, trajectories recorded with MT reflect continuous decision-making dynamics. Using multilevel modeling, findings from one study ( $N = 70$ ) showed that STEM women's trajectories deviated less for counter-stereotypic trials (women = math) than for stereotypic trials (men = math). This deviation indicates less hesitation in the decision-making process, and a weaker attraction toward the stereotypical response. As expected, this pattern was not found in other groups (STEM men, non-STEM women), which displayed strong implicit stereotypic associations. Findings thus provide an important extension of previous research and support the relevance of MT in measuring implicit gender stereotypes.

C140

### MEANING THREATS CHANGE MEN'S BELIEFS ABOUT MEN

Kenneth Michniewicz<sup>1</sup>, Jennifer Bosson<sup>1</sup>, Jamie Goldenberg<sup>1</sup><sup>1</sup>University of South Florida

Men dichotomize their gender ingroup more than women do (i.e., men construe men as more masculine and less feminine), especially

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after a reminder of a time they violated their gender role (Bosson & Michniewicz, 2013). Here, we tested whether or not men's gender dichotomization, given its importance and chronic use, is a means through which men generally derive existential meaning. We exposed men and women (N = 175) to either a meaning-threatening task (viewing anomalous playing cards) or a control task (normal playing cards) and measured gender dichotomization as a response. Among men high in personal need for structure (PNS), threatened meaning caused higher gender dichotomization relative to control, a difference that did not emerge among low PNS men or women. Implications of these findings are discussed.

**C141**  
**EFFECTS OF GENDER STEREOTYPES ON CREATIVITY JUDGEMENTS**

Devon Proudfoot<sup>1</sup>, Aaron C. Kay<sup>1</sup>  
<sup>1</sup>Duke University

In this research, we propose that people rely on gender stereotypes when forming perceptions of men and women's creative ability. We hypothesize people assume that men are more creative than women and that this stereotype influences their judgments about men and women's creative output. In Study 1, using archival data, we find evidence that, controlling for perceived competence, male managers are perceived as more innovative by their bosses compared to female managers; however, these same male and female managers are seen as equally innovative when evaluated by their direct reports. In Study 2, we experimentally manipulate the gender of the target being evaluated, but hold their creative output constant. We find that output described as being created by a male target is judged to be more creative than identical output described as being created by a female target.

**C142**  
**CULTURAL-ECOLOGICAL VARIATION IN GENDERED REPRESENTATIONS OF STEM FIELDS**

Nur Soylu<sup>1</sup>, Claire Gravelin<sup>1</sup>, Gallal Obeid<sup>2</sup>, Glenn Adams<sup>1</sup>  
<sup>1</sup>University of Kansas, <sup>2</sup>University of Michigan

The gender gap in Science, Technology, Engineering and Mathematics (STEM) participation is smaller among African Americans than European Americans. Do European American spaces construct STEM as more masculine (and less feminine) than African American spaces? We compared representations of STEM fields in six pairs of Historically Black Colleges/Universities (HBCUs) and matched Predominantly White Institutions. Two independent coders rated images from official websites of STEM departments as more inclusive, welcoming, and conducive to collaboration at the HBCUs than the PWIs. We randomly selected 4 images from each department website and asked White university students to rate all departments on 10 dimensions. The standard gender difference—such that women experienced STEM department as colder, more masculine, and less welcoming—was more evident in ratings of PWI websites than HBCU websites. Results are consistent with the hypothesis that differential rates of participation in STEM reflect cultural-ecological variation in gendered construction of STEM.

**C143**  
**ACCEPTING THE GENDER INCOME GAP: THE ROLES OF AMBIVALENT SEXISM AND ATTRIBUTIONS OF CHOICE**

Rachel A. Connor<sup>1</sup>, Susan T. Fiske<sup>1</sup>  
<sup>1</sup>Princeton University

Ambivalent sexism consists of openly hostile and seemingly positive attitudes toward women that operate in concert to maintain gender-status differences. By threatening non-traditional women who challenge men's status and awarding preferential treatment to women who conform to gender stereotypes, hostile sexism (HS) and benevolent sexism (BS) perpetuate an unequal gender system. This paper explores relationships between HS/BS and attitudes toward

the gender pay gap. Three studies support a mediational model wherein HS is related to acceptance of gender income inequality (AGII) through choice explanations for the gender income gap. In Study 1, HS was positively related to choice explanations and AGII. Exposure to choice explanations for the gender income gap increased AGII (Study 2). For conservatives, HS and BS primes increased AGII, and this relationship was mediated by choice explanations (Study 3). HS may legitimate gender income inequality by facilitating perceptions that gender differences in income result from individual choices.

**C144**  
**SPEAKING UP FOR HER OWN GOOD: WHEN CONFRONTING SEXISM FUNCTIONS AS A BENEFICIAL COPING STRATEGY**

Aaron J. Moss<sup>1</sup>, Stefanie Simon<sup>1</sup>, Laurie T. O'Brien<sup>1</sup>  
<sup>1</sup>Tulane University

Is confronting discrimination an effective coping strategy for women facing sexism? We hypothesized the effect of confronting would depend on women's commitment to confronting sexism and the type of confrontation. Across two studies women were randomly assigned to a direct confrontation, indirect confrontation, or no confrontation (control) condition. Women in Study 1 provided an appraisal of expectations for the confrontation; women in Study 2 completed a difficult task in a masculine domain after confronting. Consistent with predictions, women committed to confronting made more positive appraisals (Study 1) and performed better (Study 2) when confronting sexist comments directly compared to confronting indirectly or not confronting. Women low in commitment made positive appraisals (Study 1), yet performed worse (Study 2) after directly confronting compared to indirectly or not confronting. Thus, the efficacy of confronting sexism may depend on a match between women's beliefs about confronting and the type of confrontation they employ.

**C145**  
**BLINDED BY HEIGHT: HOW GENDER STEREOTYPES MOTIVATE VISUAL PROCESSING OF FACES IN SPACE**

Kimberly A. Waters<sup>1</sup>, Sarah A. Lamer<sup>1</sup>, Timothy D. Sweeny<sup>1</sup>, Max Weisbuch<sup>1</sup>  
<sup>1</sup>University of Denver

Verticality implies power. Power is attributed to tall individuals (Blaker et al., 2013) and CEOs are placed higher in space than their subordinates (Schubert, 2005). Power is also selectively attributed to men. Thus, we hypothesized that gender-stereotypes of power would influence the processing of faces. Specifically, we hypothesized that faces placed high would be perceived as more masculine than faces placed low. Psychophysics methods were used to evaluate influences of verticality on gendered face processing. Culled from a set of faces ranging in gender ambiguity, participants were exposed to two faces at a time, aligned vertically on the screen. After each of 120 trials, participants were asked to indicate whether the cued face (indicated by a dot on the screen) had been more feminine or masculine than the other face. Findings showed that participants attributed more masculinity to faces higher in space. Implications for patterns of gender inequity are discussed.

**C146**  
**WHAT THE BLIND MAN SEES: DOWNPLAYING GENDER DIFFERENCES REDUCES MEN'S BIAS TOWARD WOMEN.**

Ashley E. Martin<sup>1</sup>, Katherine W. Phillips<sup>1</sup>, Stacey J. Sasaki<sup>1</sup>  
<sup>1</sup>Columbia University

Mass media, policy dialogue, and scholarly research send mixed messages about the importance of recognizing vs. ignoring gender differences. In two studies we examine the extent to which acknowledging vs. downplaying gender differences affects stereotypes about men and women. In Study 1, we measure gender-blindness vs. gender-awareness and find interactive effects, such that men holding gender-blind beliefs exhibit less bias in the form of



traditional gender stereotype endorsement than men holding gender-aware beliefs, while women remain consistent regardless of their gender beliefs. Study 2 extended these findings by manipulating gender-blind vs. gender-aware ideologies. Specifically, women's level of bias remained consistent regardless of condition, whereas men in the gender-blind condition exhibited less bias on both implicit and explicit measures than men in the gender-aware condition. These findings suggest that gender-blindness may play a more important role for men's endorsement of stereotypes than for women's. Implications for theory and policy are discussed.

**C148****POWERFUL WOMEN ARE CAPABLE (BUT ONLY IF THEY'RE NICE)****Christopher Petsko<sup>1</sup>, Janice Yoder<sup>2</sup>**<sup>1</sup>*Northwestern University*, <sup>2</sup>*The University of Akron*

Across two studies ( $N = 279$ ), we investigated how undergraduate men and women react to the context of female supervision, and how these reactions stem from gender beliefs and sexist prejudices. Specifically, we found that benevolent sexism (when controlling for hostile sexism) positively predicted evaluations of supervisor warmth and competence (studies 1 and 2), that this was true for men but not for women (study 2), and that the relationship between men's BS and perceived supervisor competence was fully mediated by perceived warmth (study 2). Taken together, our data suggest that an empowered woman may be perceived with competence by sexist men, but only to the extent that she is also projected as warm.

**C149****"GIVE US A SMILE, LOVE": PREFERENCE FOR GENDER-CONGRUENCY OVER ROLE-CONGRUENCY WHEN EVALUATING WOMEN IN HIGH-STATUS OCCUPATIONS****Kahla Redman<sup>1</sup>, Jamin Halberstadt<sup>1</sup>**<sup>1</sup>*University of Otago*

Women face a paradox in high status positions: Be warm and be seen as incompetent, or be competent and disliked. This trade-off comes from incongruity between gender stereotypes associated with women, and the qualities needed for high status, masculine jobs. Two studies were conducted using University of Otago students and an American Mechanical Turk sample. Participants were given a target that was manipulated on trait description (communal or agentic), gender, and occupation status. Participants rated communal women (i.e., gender-congruent) as more competent (study 1) and successful (study 2), compared to agentic women (gender-incongruent). No difference was found for male targets. These effects, however, were confined to high status occupations. The results contrast with previous findings on the trade-off between competence and likeability, and suggest that in some contexts prescriptive stereotypes may be weighted more heavily than role-appropriate information.

**C150****IMPLICIT GENDER STEREOTYPES AND ATTITUDES IN PRESCHOOL CHILDREN****Antonya M. Gonzalez<sup>1</sup>, Andrew S. Baron<sup>1</sup>**<sup>1</sup>*University of British Columbia*

The foundations of implicit gender stereotypes and attitudes were examined among 3 to 4-year-olds. Using a modified version of the Auditory Stroop task (Most et al., 2007), children identified voices as male or female while ignoring word content. In Experiment 1, both voices spoke gender stereotype-congruent or incongruent words. Faster responses were observed on stereotype-congruent trials ( $F(1, 36) = 8.85, p = .005, \eta_p^2 = 0.20$ ), indicating that by age 3, children have implicit knowledge of cultural stereotypes for both genders. In Experiment 2, both voices spoke positive and negative words. A significant interaction between age group, word type, and child gender was observed ( $F(1, 51) = 6.57, p = .01, \eta_p^2 = 0.11$ ). Specifically, 4-year-old girls were faster to respond when negative words were spoken by a male. These results suggest a developmental change in

implicit gender attitudes during preschool, and that in-group bias observed among 4-year-old girls in previous studies may be driven by a negative attitude toward males.

**C151****AND THE GRANT GOES TO...****Romy van der Lee<sup>1</sup>, Naomi Ellemers<sup>1</sup>**<sup>1</sup>*Leiden University*

Women today are still underrepresented in academia. Despite various attempts to promote more gender equality, female scientists – compared to male scientists – are less likely to get offered tenure, are judged to be less competent, receive less payment and research facilities, and are less likely to be awarded research grants. Closing the funding gap is of particular importance, as this may directly retain women in academia and foster the closing of other gaps. In the current study, we investigated the extent of the funding gap in The Netherlands by focusing on a prestigious grant for excellent early career researchers awarded by The Netherlands Organisation for Scientific Research (NWO). We examined the effects of applicant gender on the awarding decisions as well as the committee evaluation scores of the applications in three calls ( $N = 2823$ ). Results are discussed in terms of their impact on the career opportunities of female scientists.

**C152****IMPLICIT AND EXPLICIT ATTITUDES TOWARD MOTHERS IN THE WORKPLACE****Christine A. Vitiello<sup>1</sup>, Amy A. Hackney<sup>1</sup>**<sup>1</sup>*Georgia Southern University*

One laboratory experiment investigated how the manipulation of parental status of a female job applicant affected hiring decisions. Ninety-three participants acted as mock employers and evaluated one female applicant on the dimensions of warmth and competence from the Stereotype Content Model and provided a hiring decision for this applicant. Participants evaluated the applicant on an implicit level with two IATs and explicit level. Results indicated that parental status of the applicant did not affect hiring decisions. Participants did perceive the mother applicant as higher in warmth than the childless applicant, but the two applicants did not differ on perceived competency. Furthermore, participants implicitly associated warmth and competence traits more with mothers. Finally, participants' explicit attitudes predicted more variance in the hiring decisions than the participants' implicit attitudes. These results suggest that people may have more positive implicit and explicit attitudes toward mothers in the workplace than previously predicted.

**C153****EMOTIONAL RESPONSES TO GENDER-STEREOTYPICAL BEHAVIOR: NONVERBAL SEXISM AMONG POPULAR TELEVISION CHARACTERS****Paige C. Dvorak<sup>1</sup>, Sarah A. Lamer<sup>1</sup>, Max Weisbuch<sup>1</sup>**<sup>1</sup>*University of Denver*

Children and adults have more positive emotional responses to gender-stereotypical than gender-counterstereotypical behavior (cf. Campbell, Shirley, & Candy, 2004). We examined whether children's television characters model these emotional responses, and thereby provide culture-wide reinforcement of stereotypical gender roles. From each of 12 shows, we selected gender-stereotypical and gender-counterstereotypical female and male characters, matching for attractiveness, age, race, and status. Following predetermined rules, we selected 9 interactions for each character in which the character was the target of another's emotion expressions. Clips were edited such that only the expressers, not the targets, were visible. Sixty-three adult judges rated these silent clips. Results indicate that gender-stereotypical characters elicit more positive nonverbal behavior from co-characters than gender-counterstereotypical characters do.

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### JEN FIXED A CAR AND JOHN BAKED COOKIES?: DO PEOPLE RECALL INFORMATION THAT IS INCONSISTENT WITH GENDER STEREOTYPES MORE THAN CONSISTENT?: A TEST OF TWO COMPETING HYPOTHESES

Lindsay M. Ruckel<sup>1</sup><sup>1</sup>*New Mexico State University*

Do people remember information that is inconsistent or consistent with gender stereotypes? The incongruity effect suggests that people remember information about others that is incongruent with an expected trait. If Robert is kind, participants will remember that "Robert kicked a cat" because this is incongruent with kindness. Although stereotype research predicts that people remember information that is consistent with gender stereotypes. This study tests the "incongruity effect" against the "stereotype consistency" (SC) bias regarding gender stereotypes. The pilot study generated gender stereotypic behaviors and revealed high intercorrelations among the most gender stereotypic statements. In the main study, participants are asked to form an impression of a male or female character given information that is congruent, incongruent, or irrelevant to gender stereotypes (GS). Hypothesis 1 states that GS-incongruent behaviors will be recalled more than GS-congruent behaviors. In contrast, hypothesis 2 is that GS-congruent behaviors will be recalled more than GS-incongruent behaviors.

C155

### I'M A WOMAN AND A SCIENTIST: IDENTITY COMPATIBILITY MEDIATES DISCRIMINATORY EXPERIENCES AND STEM OUTCOMES

Breanna R. Wexler<sup>1</sup>, Lee M. Cagle<sup>1</sup>, Bettina J. Casad<sup>1</sup><sup>1</sup>*University of Missouri at St. Louis*

Women in STEM fields often experience identity conflict between their stereotypically incompatible identities as a woman and scientist. Stigmatization and discrimination of an identity is related to negative academic outcomes. A study with undergraduate women science, technology, engineering, and math (STEM) majors (N = 420) demonstrates that identity compatibility, or the extent to which STEM women can identify with two competing identities (e.g., woman and scientist) can serve as a buffer of gender discrimination. Results indicate that identity compatibility fully mediates the relationship between experiences with discrimination and science discounting, devaluing, and disengagement (indirect  $\beta = .013$ ,  $p = .032$ ). This finding stresses the important relationship between having compatible identities and a reduction of negative academic outcomes that predict attrition in STEM. One implication of this work is the importance of finding ways to increase identity compatibility for women in STEM, such as support groups and exposure to positive role models.

C156

### THE INTERSECTING INFLUENCE OF RACE AND GENDER STEREOTYPES ON JUDGMENTS OF ASSERTIVE WOMEN

Jill Coleman<sup>1</sup>, Sarah Evans<sup>1</sup>, Kerri Alexander<sup>1</sup><sup>1</sup>*Roosevelt University*

Previous research has investigated judgments of Black and White women who display dominant behavior in the workplace (Livingston et al., 2010). The purpose of the present study was to examine how race and gender stereotypes influence judgments of women's assertive behavior in the domain of romantic relationships. Participants (N = 134) read a vignette describing a woman going on a first date. The vignette described either a Black or White woman who behaved passively (stereotypic) or assertively (non-stereotypic). We predicted that the stereotypicality of the character's behavior would influence judgments more when the character was described as White compared to Black. Our results supported this hypothesis. The date was evaluated more positively when the White character behaved passively rather than assertively, but this difference was not present when the character was Black. Judgments

of the vignette character were related to general gender stereotypes and stereotypes specific to Black women.

C157

### STUDENTS' STEREOTYPES OF THE TYPICAL MALE AND FEMALE PROFESSOR

Pamela L. Bacon<sup>1</sup><sup>1</sup>*College of St. Benedict/ St. John's University*

When students are asked to explain what makes the best male or female professor, they tend to emphasize qualities that are consistent with gender stereotypes. Do students' gender stereotypes also influence their expectations of professors in general? This study tested if students draw upon gender stereotypes when describing the typical professor. College students (N = 101) were randomly assigned to rate how descriptive various personality traits and behaviors were of either the typical (a) male professor or (b) female professor. The typical female professor was rated more nurturing, understanding, warm, and providing more personal attention than the typical male professor. Likewise, the typical male professor was rated more funny, sarcastic, aggressive, and intimidating than the typical female professor. These results demonstrate that students' descriptions of typical male and female professors are based on gender stereotypes, and raise questions regarding the impact of gender stereotypes on student course evaluations.

C158

### PRIMING GENDER STEREOTYPES BEFORE HIRING: CAN OUR BIASES BE LESSENERED?

Lindsay Rice<sup>1</sup>, Joan M. Barth<sup>2</sup>, Larkin Gill<sup>2</sup><sup>1</sup>*The Citadel*, <sup>2</sup>*The University of Alabama*

This study investigated how priming gender stereotypes may affect evaluations of job applicants. Participants were asked to match gender-salient names with gender stereotypic traits to activate traditional or non-traditional gender characteristics. They then evaluated two job applicants, one male and one female, on several dimensions, ultimately selecting one for an open position. A MANOVA revealed that the gender of the evaluator was critically important to the evaluation of the applicants. After traditional gender stereotype priming, participants were likely to extend more positive evaluations to the applicant matching their own gender when compared to non-traditional priming. In addition, those participants who completed the non-traditional priming seemed to be more accepting of the job applicants, extending more positive evaluations overall. Results highlight potential biases in the workplace and suggest that one method of correcting for these biases may be to make non-traditional gender characteristics salient.

C159

### TO STEREOTYPE OR TO COUNTERSTEREOTYPE: THE EFFECT OF MEDIA ON WOMEN'S GENDER IDEOLOGY

Susanna Stone<sup>1</sup>, Jesse Graham<sup>1</sup><sup>1</sup>*University of Southern California*

The present study examined the degree to which women's gender ideology (i.e., attitudes toward gender roles and stereotypes) is influenced by depictions of women in the media. It was hypothesized that exposure to stereotypical media would increase negative attitudes toward other women; however, this would be mediated by their investment in gender ideals. Participants (N = 273 women, 263 men) were randomly assigned to one of three video conditions: stereotypical, counterstereotypical, or control. Participants first completed a pre-test measuring attitudes toward social roles. Next, they watched a short clip from a television show. Last, they completed a post-test measuring gender role attitudes and their own investment in gender ideals. No effects were found on women's attitudes toward other women. However, the results demonstrate that exposure to counterstereotypical media significantly decreased women's investment in being similar to

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society's "ideal" woman. There were no differences between the stereotypical and control conditions.

## Intergroup Relations

**C160**

### PREHENSILE MOVEMENTS ARE DRIVEN BY SOCIAL STATUS

Elena Sommacal<sup>1</sup>, Andrea Carnaghi<sup>1</sup>, Carlo Fantoni<sup>1</sup>

<sup>1</sup>University of Trieste

Consistent evidence attests that vision constitutes a major source of information in the control of prehensile movements. Here we address whether the same act of reaching toward grasp an object and lift it in a target position can be moulded by social factors alone. Keeping constant visual information, we varied the social status of the person towards which the action was directed, namely a High-, Low-, or a Neutral/Dummy-social status person. In two experiments, in which participants (N= 31) performed 60 prehensile acts in the three above social-status conditions, we showed consistent effects elicited by the social status on kinematics: The hand movement onset, the maximum wrist velocity, the maximal lateral deviation of the hand and the grip precision were larger in the High than in the Low social status condition, while the Neutral/Dummy condition led to the smallest values. Results suggest that social compliance might inform the planned component of action.

**C161**

### SOCIO-STRUCTURAL INTERGROUP CHARACTERISTICS AS PREDICTORS OF INTENTION TO JOIN UNIVERSITY ALUMNI ASSOCIATION

Gideon T. Mazambani<sup>1</sup>, Stephen Reysen<sup>1</sup>, Shonda Gibson<sup>1</sup>, LaVelle Hendricks<sup>1</sup>

<sup>1</sup>Texas A&M University at Commerce

We examined the association between socio-structural intergroup characteristics (i.e., permeability of group boundaries, legitimacy of status difference between ingroup and outgroups, stability of status difference) and students' intention to join the university alumni association. Prior theory and research suggests that group members assess the intergroup context to direct identity management strategies (e.g., leave group, collective action). College students in their last semester at a university were asked to rate the perceived socio-structural characteristics of the ingroup (compared to other universities) and their intention to join the alumni association. The results showed that perceiving one's ingroup as legitimately high status and in a stable intergroup context predicted greater intention to join the alumni association. Consistent with prior theory, the results suggest that viewing one's ingroup as legitimately high status predicts endorsement of actions to maintain a positive and distinct identity.

**C162**

### FAILING EC EFFECTS FOR INDIRECT VIRTUAL CONTACT

Anne K. Schwab<sup>1</sup>, Tobias Greitemeyer<sup>1</sup>

<sup>1</sup>University of Innsbruck

On Facebook outgroup contacts of one's friends are publicly visualized within 'friends' lists. Therefore, we proposed and empirically tested by simulating indirect intergroup contact through an evaluative conditioning (EC) procedure if intergroup attitudes may be influenced positively. Specifically, we presented outgroup members as conditioned stimuli (CSs) and mutual friendship as unconditioned stimulus (US). To test our hypotheses, we carried out nine experiments measuring explicit and implicit attitudes as well as prosocial intentions toward a target outgroup. Despite different methodological approaches and sufficient statistical power, our results demonstrate consistently that the EC procedure employing Facebook screenshots did not improve intergroup attitudes.

**C163**

### DIFFERENT FORMS OF COLLECTIVE MEMORY OF 9/11 INFLUENCE AMERICAN IDENTITY AND FOREIGN POLICY ATTITUDES

Nader H. Hakim<sup>1</sup>, Nyla Branscombe<sup>1</sup>

<sup>1</sup>University of Kansas

One study examined how a specific focus of memory of 9/11 predicts Americans' domestic and foreign policy intergroup attitudes. Framed as a study on memory of important events, participants were asked to recall where they were on 9/11/2001 while exposed to an image with the phrase 'Never Forget' with either a victim- or perpetrator-focused interpretation. During recall of the image, participants were more likely to notice the subtext if the interpretation was victim- rather than perpetrator-focused, perhaps indicating that the perpetrator-focused memory is more salient and thus not as out of place. Participants in the perpetrator-focused displayed higher levels of patriotism and nationalism. Across both conditions, Arab Americans were viewed less warmly than White, African, and Latino Americans. Results suggest how an ambiguous invocation to remember a politically charged event can influence various intergroup attitudes.

**C164**

### ETHNIC LABELS' EFFECT ON PERCEPTIONS OF OUTGROUPS AND IMPROVING INTERETHNIC RELATIONS

Makenzie O'Neil<sup>1</sup>, Kimberly Rios<sup>2</sup>

<sup>1</sup>Arizona State University, <sup>2</sup>Ohio University

Extending previous findings that majority ethnic group members primed to think of their ethnicity (European American)—versus their race (White)—reported greater endorsement of multicultural ideologies and more positive attitudes toward minorities (Morrison & Chung, 2011), the current research examined minority group members' (Black/African Americans') attitudes toward ethnic outgroups (e.g., White Americans) in addition to their endorsement of multiculturalism. Specifically, participants were primed to think of themselves as either "Black" (n=25) or "African American" (n=37) and then answered questions about their intergroup attitudes. There were no differences between conditions in support for multiculturalism, suggesting that endorsement may be more stable for a minority ethnic group than the majority group. However, participants in the "Black" condition had more positive attitudes toward White Americans than did participants in the "African American" condition. The findings have strong implications for how self-identifying labels can affect minority group members' perceptions of majorities.

**C165**

### DOES OXYTOCIN PROMOTE TRUST ONLY TOWARD IN-GROUP MEMBERS? THE ROLE THAT OXYTOCIN PLAYS IN INTER-RACIAL INTERACTIONS AMONG AFRICAN AMERICANS

Jiyong Park<sup>1</sup>, Abdiel Flores<sup>1</sup>, Joshua Woolley<sup>1</sup>, Wendy B. Mendes<sup>1</sup>

<sup>1</sup>University of California at San Francisco

Previous studies suggest that oxytocin promotes positive human social behaviors such as increased trust and liking, particularly toward in-group members. But, the role oxytocin plays in the context of inter-racial interactions is not well understood. This is especially problematic given that trust is often evoked to explain strained inter-racial relations. Here, we addressed this issue by examining how intranasal oxytocin influences African Americans' responses to receiving positive or negative feedback from a White partner in a placebo-controlled, double-blind experiment. In response to positive feedback from the White evaluator, African Americans given oxytocin, relative to placebo, displayed approach-oriented cardiovascular reactivity characteristic of challenge (vs. threat), perceived the partner to have more favorable attitudes toward them, and exhibited more trust behavior. Oxytocin did not moderate responses to negative feedback. Thus, oxytocin may

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promote positive physiological, cognitive, and behavioral responses to social acceptance by out-group members.

**C166**

**ME VERSUS US: WHEN AND WHY HIGH STATUS INDIVIDUALS WILL SACRIFICE STATUS IN CROSS-STATUS INTERACTIONS**

Rachel D. Arnett<sup>1</sup>, Jim Sidanius<sup>1</sup>

<sup>1</sup>*Harvard University*

The present research investigates when and why individuals are motivated to conceal high status, despite its benefits, when interacting with lower status others. In Study 1, we manipulated the status of an interaction partner to be either similar to or lower than the participant's status, and found that participants were more likely to conceal high status if their interaction partner was lower in status. Mediation and moderation analyses provide evidence that individuals conceal high status from lower status others in order to minimize threats and increase belonging, but are unwilling to conceal when authenticity is highly valued. Study 2 manipulated partner status and the competitiveness of the scenario. Results demonstrate that individuals conceal status from lower status others in noncompetitive scenarios and even moderately competitive settings where there are benefits to status disclosure, but not in highly competitive settings where the benefits of status disclosure may outweigh the costs.

**C167**

**HOW DO CROSS-ETHNIC FRIENDSHIPS RELATE TO POSITIVE PSYCHOLOGICAL AND ACADEMIC OUTCOMES AMONGST CHILDREN?: THE ROLE OF SELF-DISCLOSURE AND AFFIRMATION**

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<sup>1</sup>*Goldsmiths, University of London*

We examined how two interpersonal processes, self-disclosure (the extent to which cross-ethnic friends share information about themselves) and ideal self affirmation (the extent to which cross-ethnic friends affirm the child's ideal-self), may mediate the relationship between cross-ethnic friendships and positive psychological and academic outcomes among 243 White European and 241 South Asian children (aged 11) recruited from multiethnic secondary schools around London (UK). Multilevel SEM revealed that affirmation fully mediated the effects of cross-ethnic friendship quality on psychological and academic well-being for South Asians and on psychological well-being for White Europeans. Self-disclosure mediated the effects of quality on psychological well-being only for South Asians. For both groups, self-disclosure mediated the effects of quality on affirmation which further mediated the effects of self-disclosure on both outcomes. Findings demonstrate that cross-ethnic friendships in multiethnic settings may contribute to well-being through the generation of positive interpersonal processes.

**C168**

**"NO SUPPORT, NO PROBLEM": EXAMINING THE ROLE OF PRESSURE IN INTERRACIAL DATING**

Parnia Haj-Mohamadi<sup>1</sup>, Celina R. Furman<sup>2</sup>

<sup>1</sup>*University of Tennessee*, <sup>2</sup>*University of North Carolina at Wilmington*

The current study was designed to compare aspects of interracial relationships with intraracial relationships on various domains in order to improve the limited understanding regarding this topic and the underlying psychological mechanisms related to their relationship functioning. Individuals involved in romantic relationships (113 intraracial and 156 interracial) completed a questionnaire including measures assessing perceived external pressures, personal values, and relationship satisfaction. Results indicated that individuals in interracial relationships, as compared to intraracial relationships, perceived significantly less support from their own and partner's family members, peers, culture, and

American society. In light of perceiving less support from others, results yielded no significant difference in relationship satisfaction. Furthermore, those in interracial relationships rated significantly higher on the value of self-direction (creativity, curiosity, independence) and marginally significantly higher on the value of hedonism (gratification of desires, enjoyment of life), suggesting that achieving happiness may outweigh obtaining the support and approval of others.

**C169**

**THE ROLE OF ONLINE INTERACTIONS IN CROSS-GROUP RELATIONSHIPS AND INTERGROUP ATTITUDES**

Kristin Davies<sup>1</sup>

<sup>1</sup>*City University of New York, York College*

The current study sought to investigate the utility of online interactions in encouraging meaningful cross-group relationships and positive intergroup attitudes. An online survey was administered to 113 undergraduates inquiring about the closest outgroup member with whom they have "online interactions." Even after controlling for offline interactions, frequency of online interactions had a significant and positive relationship with many interpersonal variables (e.g. closeness, self-disclosure), including perceptions that the outgroup member was invested in the relationship. Online interaction also related to understanding the outgroup, even after controlling for offline interactions and prior contact with other outgroup members. Interestingly, few participants (16%) reported initially meeting the outgroup member online; most were maintaining a preexisting offline relationship. Therefore, while results imply that one's online cross-group interactions contribute to their intergroup attitudes, most individuals began their closest cross-group relationship offline. Future work should seek to clarify the situations under which cross-group friendships are initiated online.

**C170**

**ATTITUDES TOWARD IMMIGRATION: THE INFLUENCE OF NATIVE AMERICAN HISTORY**

Michelle C. Beddow<sup>1</sup>, Yueh-Ting Lee<sup>1</sup>

<sup>1</sup>*University of Toledo*

Currently, immigration policy is at best a contentious topic. This study aimed to examine if participants attitudes toward immigration would change when presented with information about how Native Americans fared after the introduction of White settlers. A total of 117 ( $M_{age} = 20.42$ ) undergraduates participated in one online study. Participants first completed a series of questionnaires regarding their attitudes toward immigrants and immigration. Afterwards, participants read some information about Native Americans, including information about how Native Americans were relocated to reservations. Participants then completed the attitudes toward immigration questionnaires again, along with some additional questions. Analysis indicated that participants became more accepting of immigration after being presented with the Native American information,  $t(116) = 3.14, p < .01$ . However, analysis also indicated that participants' viewpoints became more negative with regards to how Native Americans fare economically today compared to other minorities,  $t(116) = 4.32, p < .001$ .

**C171**

**A COMPARATIVE STUDY OF MORAL JUDGMENTS OF INDIVIDUALS WHO CHALLENGE BENEVOLENT SEXIST NORMS IN NORTH AMERICA AND INDIA**

Amy W.Y. Yeung<sup>1</sup>, Richard P. Eibach<sup>1</sup>

<sup>1</sup>*University of Waterloo*

Benevolent sexism (BS) encompasses seemingly positive attitudes towards women that legitimize gender-based hierarchies. Reviewing ethnographic evidence, we hypothesized that in North America BS primarily captures norms for men to treat women chivalrously, while in India BS also normatively regulates

subordinate women's (e.g., daughters-in-law) deference towards dominant women (e.g., mothers-in-law). We therefore predicted that North Americans would disapprove of men (but not women) who challenge BS, while Indians would disapprove of both men and women who challenge BS. We elicited participants' moral judgments of targets whose gender (male vs. female) and BS levels (low vs. high) were manipulated. As predicted, North Americans judged that low (vs. high) BS men are hostile towards women and lack family values, but they judged that low and high BS women equally support women and families. Regardless of target gender, Indians judged low (vs. high) BS targets to be hostile towards women and lacking family values.

**C172**

**BIRDS OF A FEATHER FLOCK TOGETHER AND OPPOSITES ATTRACT: THE RELATIONSHIP BETWEEN CROSS-NATIONAL VALUE SIMILARITIES AND FACEBOOK FRIENDSHIP TIES**

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<sup>1</sup>University of Cambridge, <sup>2</sup>University of California, <sup>3</sup>Facebook Inc.

A prevailing hypothesis in friendship formation states that individuals who are similar to each other tend to friend one another. Our study tests this homophily hypothesis within the context of cross-national Facebook friendships and cultural similarities according to two core value dimensions of the World Values Survey. It comprises 6.1 billion friendships that have been tied between 85 countries, representing  $n = 3570$  country pairs. We show that cultural similarity is not a uniform predictor for friendship formation. Whilst similarity on the traditional-rational value dimension predicts stronger friendship ties ( $r = .26, p < .001$ ), the same is true for dissimilarity on the survival-self expressionist value dimension ( $r = -.05, p < .001$ ). These relationships remain stable after controlling for GDP, Internet users, colonial ties, geographical distance, shared language and borders. Taken together, this study reveals a novel relationship between value similarities and cross-national online friendship ties.

**C173**

**THE IRONIC IMPACT OF INTERGROUP APOLOGIES ON NEGATIVE OUTGROUP ATTITUDES: A STUDY OF SOUTH KOREA AND THE UNITED STATES**

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<sup>1</sup>Chungbuk National University, <sup>2</sup>University of California at Los Angeles

Across samples from the United States and South Korea we investigated how intergroup apologies impact explicit and implicit negative outgroup attitudes. Participants read a vignette describing a violent act committed by an outgroup member (Korean or American), followed by an apology or no apology from the outgroup nation, based on condition assignment. Next, participants took a survey on perceptions of the apology and attitudes towards the outgroup, followed by an IAT assessing positive and negative, US and Korea implicit associations. Moderated mediational analyses indicated an indirect effect of Country  $\times$  Apology through Perceptions of Remorse such that Koreans perceived less remorse following a US government apology, leading to a significant increase in negative explicit and implicit bias towards the US. In contrast, Americans showed no effects of the apology. We discuss potential ironic effects of intergroup apologies, particularly between nations which differ in terms of culture and status.

**C175**

**A CROSS-CULTURAL STUDY OF INGROUP IDENTIFICATION AND OUTGROUP BIAS: THE MODERATION EFFECT OF CONTACT**

Yopina G. Pertiwi<sup>1</sup>, Yueh-Ting Lee<sup>1</sup>  
<sup>1</sup>University of Toledo

The study aimed to examine the relationship between ingroup identification and outgroup bias, and moderation effect of contact on this relationship. A total of 152 American and 181 Indonesian

undergraduate students participated in this study (Mage=19.14 years old). Participants completed a modified Multigroup Ethnic Identity Measure (Phinney, 1992); a group judgment scale in which participants were asked to rate ingroup and outgroup members in general along 20 traits; and a question measuring the contact experience in general, i.e. "Do you know any Indonesian/American?". For overall data, zero-order correlations showed that both ingroup identification and contact experience were negatively correlated with outgroup bias. Nonetheless, when analyzed separately, only correlation between ingroup identification and outgroup bias with American participants was significant. For overall data, contact was found to significantly moderated the relationship between ingroup identification and outgroup bias, but the same was not found with country-wise data.

**C176**

**THREAT OR OPPORTUNITY?: ATTRIBUTIONS FOLLOWING HIGH LEVELS OF COOPERATION WITHIN AN OUTGROUP**

Shiang-Yi Lin<sup>1</sup>, Dominic Packer<sup>1</sup>  
<sup>1</sup>Lehigh University

We reasoned that observing high levels of cooperation among outgroup members might be threatening, causing perceivers to expect little cooperation across group boundaries. Alternately, cooperation among outgroup members might be interpreted dispositionally, causing perceivers to expect cooperation to extend across group boundaries. In a minimal group study, participants ( $n = 432$ ) observed a series of players – either outgroup-pairs, ingroup-pairs or intergroup-pairs – play prisoner's dilemma games and make overwhelmingly cooperative decisions (90%). Results were consistent with the dispositional rather than the threat hypothesis. Positive cooperative expectations and dispositional inferences for outgroup targets were greatest in the outgroup-pairs condition, followed by the intergroup condition, followed by the ingroup-pairs condition. Effects were not moderated by a possible situational attribution (presence of a third party punisher). Without stereotypes or intergroup conflict, perception of outgroup targets was based on individual-level behavioral evidence – more instances of cooperation translated into stronger dispositional inferences.

**C177**

**WOMEN IN THE WORKPLACE: RESPONSES TO POSITIVE AND NEGATIVE STEREOTYPICAL PERFORMANCE FEEDBACK**

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<sup>1</sup>University of California at Los Angeles

The present research examines how and why women respond differently to performance review feedback from male vs. female supervisors. In the current study, 282 working women viewed positive or negative performance evaluations which were also consistent with stereotypes of their gender. Participants who received negative and stereotypical performance feedback (i.e., that they were low in technical competence and analytical skills) attributed the feedback to stereotypes of their gender when the evaluation came from a male supervisor, but not when it came from a female supervisor. When the feedback was stereotypical but positive (i.e., that they were high in interpersonal skills) participants did not attribute the feedback to gender stereotypes regardless of the supervisor's gender. Understanding how women interpret workplace feedback is important for the retention of women in the workplace, as well as for the recruitment and promotion of women to leadership positions.

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C178

**EMOTION IDENTIFICATION AND GROUP MEMBERSHIP:  
RECOGNIZING GENUINE AND FALSE SMILES IN INGROUP AND  
OUTGROUP FACES**Regis Caprara<sup>1</sup>, Kerry Kawakami<sup>1</sup>, Justin Friesen<sup>1</sup>, Amanda Williams<sup>2</sup>  
<sup>1</sup>York University, <sup>2</sup>Sheffield Hallam University

Accurate emotion identification is critical in interpersonal interactions. A target's group membership, however, may influence emotion perception in important ways. Two experiments investigated the impact of social categorization on the identification of genuine and false smiles. In Experiment 1, 60 White participants rated the happiness of Black and White faces displaying genuine and false smiles. The results demonstrate that while participants rated White and Black faces displaying genuine smiles as significantly happier than faces displaying false smiles, this difference was notably smaller for Black faces. In Experiment 2, an eye tracker was used to monitor 41 White participants' eye gaze while judging targets' happiness. The results of Experiment 2 replicated Experiment 1 in that participants were better at differentiating between genuine and false smiles for White than Black faces. Furthermore, the results show that this bias is related to greater attention to the eyes of White than Black faces.

C179

**RESOURCE EFFECTS ON INGROUP BOUNDARY FORMATION WITH  
REGARD TO SEXUAL IDENTITY**Sierra B. Cronan<sup>1</sup>, Karen D. Key<sup>1</sup>, Allison A. Vaughn<sup>1</sup>  
<sup>1</sup>San Diego State University

Previous research has shown that resource scarcity leads straights to be less inclusive when categorizing individuals into sexual identity ingroups (ingroup overexclusion). The present study sought to test this effect in sexual minorities. In Study 1, 128 LGB participants were randomly assigned to view a slideshow representing resource scarcity or abundance (i.e., priming procedure). Next, participants categorized 24 photographs into sexual identity groups. As predicted, participants in the scarcity condition categorized fewer faces as LGB compared to those in the abundance condition. In Study 2, 292 participants (LGB and straight) completed the same task with the inclusion of a no-prime control group. As predicted, for straight participants, ingroup overexclusion was due to perceived resource scarcity, while for sexual minority participants, this effect was due to perceived resource abundance. Findings have real-world implications for methodology (i.e., visual imagery in the media) as well as for ingroup overexclusion in employment and housing.

C180

**I LIKE YOU AS YOU SEEM: THE UPSIDE TO INTERPERSONAL  
INACCURACY**Chad Danyluck<sup>1</sup>, Elizabeth Page-Gould<sup>1</sup>  
<sup>1</sup>University of Toronto

To facilitate social coordination, strangers must make inferences about each other's personality and how they are being perceived that go beyond the knowledge that initial contact provides. This research examined the kinds of information strangers rely on to form personality judgements about similar relative to dissimilar others and whether such information predicts socially relevant outcomes. Participants completed personality and mood inventories before interacting with a same- or cross-race partner, then rated their partner's personality and how they thought their partner rated them (i.e., meta-perceptions). Finally, participants reported their mood and partner likability. Analyses demonstrated that people generally used self-ratings to form personality judgements and meta-perceptions. Relative to cross-race dyads, however, same-race dyads paid closer attention to their partners. Self-ratings and meta-perceptions positively correlated with mood and partner likability suggesting people can be unaware of who their social partner is,

regardless of the social context, and still view their partner favorably.

C181

**WHAT LIES BENEATH: MINORITY-GROUP MEMBERS' SUSPICION  
OF WHITES' EGALITARIAN MOTIVATION PREDICTS SPEED AND  
ACCURACY IN IDENTIFYING WHITES' FAKE SMILES**Taylor Tuscherer<sup>1</sup>, Jonathan W. Kunstman<sup>1</sup>  
<sup>1</sup>Miami University

Antiprejudice norms have created attributional ambiguity for Whites' positive gestures. Whites' praise given to minority-group members may sometimes be sincere, but it may also be in service of concealing prejudice. Minority-group members' suspicion of Whites' motives (i.e., the belief that Whites' positivity is motivated by fears of appearing prejudiced) may be associated with expecting positivity from Whites and the ability to detect insincere positivity. Two studies support these hypotheses (N=47). Specifically, the greater their suspicion, the faster minority-group members were to identify positive affect in White faces (Study 1) and the better they were at identifying disingenuous smiles (Study 2). Thus, those suspicious of Whites' motives expect White people to display positive affect and know when that positivity is inauthentic. These findings imply that suspicion is a double-edged sword: suspicion may be associated with erroneous expectations of Whites but may also be associated with the skill to detect Whites' inauthenticity.

C182

**MINORITY GROUP FRIENDSHIPS REDUCE ATTRIBUTIONS OF  
RACISM FOR MAJORITY GROUP MEMBERS WHO MAKE RACIST  
STATEMENTS**Michael Thai<sup>1</sup>, Fiona Kate Barlow<sup>1</sup>, Matthew Hornsey<sup>1</sup>  
<sup>1</sup>University of Queensland

People commonly cite minority group friendships when expressing prejudiced attitudes. The prevalence of this strategy suggests a widespread belief that having minority friends effectively makes one look less racist. To date, however, no research has demonstrated whether majority group members who have minority friendships are actually seen as less racist generally, let alone whether minority friendships can license an expression of prejudice. In two studies, White and Asian participants were presented with a Facebook profile depicting a White target who had posted an anti-Asian statement. Being visually depicted with Asian friends (Study 1), or even verbally claiming that they had Asian friends (Study 1), buffered targets against both White and Asian participants' attributions of racism. Overall, our results suggest that for majority group members, minority friendships can be used strategically to offset costs associated with expressions of racial prejudice.

C183

**CONFRONTING... RACISM? TARGET RACIAL AMBIGUITY  
DECREASES THE PERCEIVED APPROPRIATENESS OF  
CONFRONTING PREJUDICIAL COMMENTS**Gandalf Nicolas<sup>1</sup>, Cheryl Dickter<sup>1</sup>  
<sup>1</sup>College of William and Mary

Confronting prejudice is an effective method to discourage future biased responding. However, prejudiced expressions often go uncontested due to the potential interpersonal costs of misidentifying a statement as prejudicial or demonstrating disapproval towards the commenter. The current study explored how commenters and confronters are evaluated when prejudice is expressed towards racially ambiguous targets. Participants (N = 68) read a vignette depicting an interaction between two students during which a racist remark about a third person is made and subsequently confronted. Pictures of the three actors were included and the race of the target of prejudice was manipulated to be either Black or racially ambiguous. Results indicated that in the racial ambiguity condition (vs. control) the commenter was perceived as less abrasive and rude, while the confronter's intervention was rated

as more inappropriate. Findings suggest that confrontation might be less effective when prejudice is expressed towards racially non-prototypical targets (e.g. multiracials).

**C184**  
**STUDENTS' SOCIAL CLASS PREDICTS SOCIAL BEHAVIOR**

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As universities diversify their student bodies, lower and even middle class students often experience identity threat. This uncertainty about whether they "fit in" may undermine lower class students' ability to form new relationships with other students. In the current work, 43 undergraduate participants had a computer-mediated video interaction with another student (actually a confederate whose behavior was pre-recorded and standardized). Videos of the participants' behavior were coded. Subjective social class predicted coder judgments on three aspects of sociability: Lower class students were judged to be less engaged and less positive overall, and to smile less than higher class students. This effect was not moderated by whether the confederate was portrayed as being wealthy or middle class. These results reveal how feelings of identity threat by lower class students may affect their self-presentational behavior in ways that reinforce and perpetuate feelings of not belonging within the university community.

**C185**  
**AMERICA'S CHANGING RACIAL LANDSCAPE INFLUENCES SUPPORT FOR RESTRICTIVE IMMIGRATION POLICY**

Adrian Shadaram<sup>1</sup>, David M. Marx<sup>1</sup>

<sup>1</sup>San Diego State University

Across two studies we examined whether highlighting America's changing racial landscape influences support for restrictive immigration policies. In Study 1, White and minority participants read about either restrictive or non-restrictive policies that were purportedly written by a White, Black, or Latino politician. Policy support was then measured. White participants supported restrictive policies more when proposed by a Latino, compared to a White or Black politician. White participants also supported non-restrictive policies more when proposed by a White, relative to a minority politician. Minority participants supported non-restrictive, more than restrictive policies, regardless of politician race. In Study 2, White and minority participants first learned that America's immigration rates were either rising or falling and then indicated their policy support. White participants supported restrictive, more than non-restrictive policies when immigration rates were rising, but showed no difference when rates were falling. Minority participants simply supported non-restrictive policies more than restrictive policies.

**C186**  
**RACIST OR NOT RACIST? EXAMINING POLITICAL AND RACIAL DISAGREEMENT ABOUT DEFINITIONS OF RACISM**

Rebecca H. Grady<sup>1</sup>, Eric E. Chen<sup>1</sup>, Peter H. Ditto<sup>1</sup>

<sup>1</sup>University of California at Irvine

Heated debate in the U.S. about whether racism still exists may be partially due to disagreements about what counts as racism. Conflict arises when what one side calls "racism," the other calls "playing the race-card." This online study asked 580 U.S. adults (aged 18-80, 72% White) to decide which of 50 actions (e.g., "Wearing Blackface as part of a costume") were racist and which were not. We found large, significant differences in the percent of items rated racist between liberals (66%) and conservatives (47%), with no overall difference between White (60%) and non-White (59%) participants. Having a higher score on the Modern Racism scale was associated with rating fewer items as racist ( $r = -.701$ ). Events such as recent Supreme Court decisions regarding whether voter ID laws are racist (which in our study showed a sizeable difference between liberals

[54%] and conservatives [3%]) show how these issues can have serious societal implications.

**C187**  
**INGROUP PROJECTION OF POLITICAL IDENTITY PREDICTS LESS BIPARTISAN BEHAVIOR**

Abraham M. Rutchick<sup>1</sup>, Collette P. Eccleston<sup>2</sup>, Leigh A. Bradberry<sup>1</sup>, William C. Kidd<sup>1</sup>

<sup>1</sup>California State University at Northridge, <sup>2</sup>Syracuse University

Cooperation between political parties is not easily achieved. One potential obstacle to bipartisanship is ingroup projection, the tendency for subgroup members to base their definitions of superordinate groups on ingroup characteristics, and in turn to evaluate outgroup members more negatively because of their poor fit to the superordinate group. Study 1 showed that Americans perceived political ingroups as more prototypical of Americans than outgroups, and that perceiving the outgroup as poorly fitting the prototype of the superordinate group predicted opposition to bipartisanship (measured by participants' attitudes towards cooperating with both parties),  $\beta = .38$ ,  $p < .01$ . Study 2 replicated the ingroup projection model's proposed mechanism (that perceived differences between the outgroup and superordinate group drive intergroup conflict) with actual bipartisan behavior,  $\beta = .397$ ,  $p < .001$ . These studies provide evidence for ingroup projection in the context of American political parties and suggest its contribution to political polarization.

**C188**  
**THE PERCEIVED CHANGING INFLUENCE OF GROUPS IN THE U.S. AND CONSEQUENCES FOR WHITE-LATINO RELATIONS**

Vanessa M. Zavala<sup>1</sup>, Yuen Huo<sup>1</sup>

<sup>1</sup>University of California at Los Angeles

National rhetoric in the media has focused on changing demographics and consequences to the political influence of certain ethnic groups. As past research has shown, both perceptions of group power and of group respect by others are important factors in intergroup relations. The current study examined how perceptions of group respect and of group political influence impacted levels of ingroup bias and optimism of the future. Perceptions of group respect were more predictive of ingroup bias, while perceptions of group political influence were more predictive of optimism of the future. As perceived group respect increased, ingroup bias decreased in Latinos and increased in Whites. The more Latinos perceived ethnic minorities to gain political influence, the more optimistic they were, while the less optimistic Whites were, of the future. These findings suggest the national rhetoric of future changes shifts the focus away from perceived group respect to group material interests.

**C189**  
**UNDERSTANDING THE ROLE OF CULTURE, ESSENTIALISM, AND PERSPECTIVE TAKING IN CONFLICT MANAGEMENT**

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<sup>1</sup>Hong Kong University of Science & Technology, <sup>2</sup>Singapore Management University

Essentialist theory refers to the beliefs that there are immutable essences underlying social categories (such as racial or cultural groups). Previous studies have suggested that essentialist beliefs are prevalent and can be detrimental to intergroup relations. Can and how can we alleviate the negative intergroup impact associated with essentialism? The current research addresses this question in the context of conflict management. Across three studies ( $N = 184$ ), we found that people endorsing essentialist beliefs made fewer prosocial choices toward their different-cultural (vs. same-cultural) partners in resources allocation. However, the negative intergroup impact of essentialism was eliminated among individuals who engaged in perspective taking. Under intercultural contexts, perspective taking promoted the use of problem solving strategies

in resolving conflicts, and enabled individuals to enhance their dyadic joint gains in negotiations.

**C190**  
**MORTALITY SALIENCE EFFECTS ON SOLDIERS' MOTIVATION TO ASSIST OUT-GROUP MEMBERS**

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<sup>1</sup>*Ball State University*, <sup>2</sup>*The Academic College of Tel Aviv- Yaffo*

Mortality Salience (MS) hypothesis posits that an anxiety elicited by awareness to mortality leads people to develop negative emotions to those who hold values inconsistent with their worldview. Following this assumption, ninety-seven Israeli-Jewish soldiers were asked to rate their threat from Israeli-Arabs and their willingness to assist a father (Israeli-Jewish or Israeli-Arab) search for his lost son and to host the father for a night in their homes. Results showed that compared to the controlled condition, MS increased participants' threat from Israeli-Arabs ( $F=4.93, P<.01$ ). Also, while there were no differences in participants' motivation to search for the fathers' sons ( $F=1.14, P>.05$ ), participants' desire to host Israeli-Jews in their home was higher than the motivation to host Israeli-Arabs ( $F=3.87, P<.01$ ). These results provide new insights for inter-group relations: Death-related thoughts make people avoid offering intimate help to those who threaten their worldview, while it will not affect "light" types of help.

**C191**  
**SOCIAL CLASS AS GROUP IDENTITY (AND NOT JUST SOCIOECONOMIC STATUS)**

Pia Dietze<sup>1</sup>, Eric D. Knowles<sup>1</sup>

<sup>1</sup>*New York University*

Recent research operationalizes social class in terms of socioeconomic status (SES)—one's continuous ranking within a hierarchy. We argue that class also functions as a social and cultural group identity. Strength of class identification determines how strongly people's cognitions and behaviors resemble those characteristic of their (subjective) class group. We hypothesize that self-categorization into higher classes is associated with reduced communal orientation—but only for people high in identification. In Study 1, subjective class membership predicted communal concerns among highly (but not weakly) identified participants. In Study 2, participants were eye-tracked while looking at everyday street scenes. Consistent with Study 1, strongly identified upper and upper-middle class participants looked less at people and more at objects than strongly identified poor, working, and middle-class participants. Participants' SES failed to predict these effects.

**C192**  
**CHRISTIAN AND JEWISH IN-GROUPS ATTITUDES TOWARDS MUSLIM OUT-GROUPS IN THE U.S.: A CONTACT AND EXTENDED CONTACT ANALYSIS.**

Curtis Malik Starks Boykin<sup>1</sup>, Arthur Aron<sup>2</sup>, Shelly C. Zhou<sup>3</sup>, Stephen Wright<sup>4</sup>, Stephen Spector<sup>2</sup>

<sup>1</sup>*University of California, Berkeley*, <sup>2</sup>*Stony Brook University and University of California, Berkeley*, <sup>3</sup>*University of Toronto*, <sup>4</sup>*Simon Fraser University Professor*

A major factor predicting in-group members' attitudes towards out-group members is the quality and experiential nature of direct contact people have with out-group members (Pettigrew & Tropp, 2006). Relatedly, the extended contact hypothesis states that in-group members' knowledge of close friendships between fellow in-group members with out-group members enhances attitudes toward the out-group (Wright et. al, 1997). Our survey explores the relationships that contact and extended contact, as well as several social identity factors, have in predicting Christian and Jewish attitudes towards Muslims in the United States. Undergraduates identifying as either Christian or Jewish ( $N=294$ ) reported on their attitudes toward Muslims, as well as the quality and quantity of their contact and extended contact experiences with Muslims. The

roles that socio-political conservatism and religiosity play in positively and negatively predicting Jewish and Christian attitudes towards Muslims are also analyzed, as compared to Christian attitudes towards Jews and vice versa.

**C193**  
**PERCEPTIONS OF RELIGIOUS GROUPS MEMBERSHIP THROUGH AN SCM LENS**

Christine R. Smith<sup>1</sup>, Karen S. Lyness<sup>2</sup>, Martine Maculaitis<sup>1</sup>, Jolie Terrazas<sup>1</sup>, Michael K. Judiesch<sup>3</sup>, Josh Rutter<sup>1</sup>, Hilal E. Erkovent<sup>1</sup>

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According to Pew Global Research, about 20% of Muslims live in countries where Islam is a minority religion (e.g., only .6% of the U.S. population are Muslims). As a religious out-group, Muslims are over-represented in U.S. religious discrimination charges filed by the federal EEOC. Through three studies spanning a three-year period, we used the Mixed Stereotype Content Model (SCM) research methodology, developed by Fiske, Cuddy and colleagues, to study stereotypes of Muslims, relative to Christians and Jews; and in the final study we included Atheists. In these studies we explored religious stereotypes, based on relative patterns of the SCM dimensions of interpersonal warmth and competence, to clarify how members of these different religious minority groups are perceived. Furthermore, we took advantage of our large (i.e.,  $N=425, 389$ , and  $393$  respectively), culturally diverse samples to examine differences in perceptions depending on the participants' own religious affiliations and other demographic characteristics.

**C194**  
**METAPERCEPTIONS AND FOREIGN POLICY ATTITUDES**

Thomas C. O'Brien<sup>1</sup>, Bernhard Leidner<sup>1</sup>, Linda R. Tropp<sup>1</sup>

<sup>1</sup>*University of Massachusetts Amherst*

Two studies with U.S. participants manipulated information about public opinion in predominantly Muslim countries. Results supported the hypothesis that perceptions of the national outgroup's public opinion affect participants' support for foreign policies. In Study 1 ( $N=267$ ) when Iranian public opinion is framed as supporting policies consistent with U.S. interests, participants expressed more support for diplomacy with Iran and less support for military force against Iran. Analyses suggest that framing public opinion in line with U.S. interests increases support for diplomacy and reduces support for military aggression by first reducing negative expectations about the images (Boulding, 1959) that Iranians hold toward Americans and by reducing participants' negative images towards Iranians. In Study 2 ( $N=248$ ), when Saudi Arabian public opinion is framed as supportive of policies welcoming U.S. military bases and intelligence cooperation, participants are more supportive of enhancing diplomacy with Saudi Arabia.

**C195**  
**MINDFULNESS MEDITATION MODERATES THE ASSOCIATION BETWEEN INTERGROUP ANXIETY AND INTERGROUP ATTITUDES**

Mollie A. Price<sup>1</sup>, Shanmukh V. Kamble<sup>2</sup>, Ken M. Sheldon<sup>1</sup>, B. A. Bettencourt<sup>1</sup>

<sup>1</sup>*University of Missouri*, <sup>2</sup>*Karnatak University*

Studies reveal that intergroup anxiety is associated with less favorable attitudes toward outgroups. Other research shows that mindfulness practices reduce anxiety. And, one study reveals that a mindfulness intervention reduced implicit intergroup bias. We hypothesized that, due to improved capacity to regulate anxiety, people who reported more frequent meditation practice would report more favorable attitudes toward outgroups. Our study surveyed Christian, Hindu, and Muslim college students in India, and it measured frequency of formal meditation, trait mindfulness, intergroup anxiety, and outgroup favorability. The results showed that, among those who reported high levels of intergroup anxiety,



participants who engaged in mediation frequently expressed better attitudes toward their outgroups. Those who both engaged in meditation infrequently and reported high levels of intergroup anxiety expressed the least favorable outgroup attitudes. The findings suggest that meditation practice may help people regulate feelings of intergroup anxiety, which may in turn improve explicit intergroup attitudes.

**C196**

**INTERGROUP ANXIETY ENHANCES ATTENTION TO RACE: IMPLICATIONS FOR SELF-REGULATION**

Jenny Amanda DePierre<sup>1</sup>, David M. Amodio<sup>1</sup>

<sup>1</sup>*New York University*

Anxiety about appearing prejudiced is thought to impair self-regulation, such that it undermines performance on cognitively demanding tasks. However, we proposed that rather than simply depleting resources, anxiety may shift resources away from a race-irrelevant task and toward the source of threat (e.g., social disapproval for appearing biased)—a potentially adaptive response. In an initial test, participants completed a dot-probe measure of attention to Black versus White faces in private or while they believe they were being observed for signs of prejudice (public). Public-condition participants exhibited greater attention to Black than White faces, presumably because Black faces presented a risk of displaying bias, whereas private participants did not show a difference. A second study showed that this effect was highly selective; intergroup anxiety-provoking conditions modulated attention to race but not to non-social threats. These findings suggest that intergroup anxiety enhances the processing of intergroup threats rather than merely depleting resources.

**C197**

**RED, BLUE, AND WHITE PRIVILEGE: LIBERALS AND CONSERVATIVES PLAY IT SAFE WHEN FACED WITH RACIAL INEQUALITY**

Derrick F. Till<sup>1</sup>, Stuart S. Miller<sup>1</sup>, Donald A. Saucier<sup>1</sup>

<sup>1</sup>*Kansas State University*

Instructors teach about racial inequality in several university courses, often framing it as majority privilege (i.e., White privilege) and minority disadvantage. Framing affects the extent to which White participants feel personally responsible for racial inequality (Powell, Branscombe, & Schmitt, 2005), while political orientation (PO) affects the extent to which White participants feel that minorities are responsible (Kay, Czaplinski, & Jost, 2008). In Study 1, we found that higher conservatism was related to lower acknowledgement of White privilege (WP) and greater attributions to minorities causing their own disadvantage. In Studies 2-4, we used three different methods to manipulate racial inequality framing. PO predicted the acknowledgement of WP in each study only when the framing allowed for participants to avoid personally contributing to or taking advantage of WP. As the framing made it harder to dismiss or avoid responsibility for racial inequality, PO became less predictive of the acknowledgement of WP.

**C198**

**BORN TO BE GAY?: BELIEFS ABOUT THE ORIGINS OF HOMOSEXUALITY INFLUENCE SUPPORT FOR GAY RIGHTS POLICY**

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<sup>1</sup>*Stanford University*, <sup>2</sup>*Northwestern*

Despite a recent trend toward greater acceptance, the U.S. remains an unequal and unsafe place for Lesbian, Gay, and Bisexual (LGB) people. How do people's beliefs about the origins of homosexuality help to sustain or mitigate these inequalities? Heterosexual participants were randomly assigned to read about research concluding homosexuality is innate or a choice. Compared to participants in the choice condition, participants in the innate

condition were significantly more supportive of gay rights. The manipulation affected outcomes across multiple domains—marriage, education, and bullying—and influenced attitudes (e.g., support for same-sex marriage, support for inclusive curricula, and concern about homophobic bullying), intentions (e.g., to vote or donate money in support of these causes), and behavior (choosing to read more about homophobic bullying). Implications for the role of essentialism and social equality of LGB people are discussed.

**C199**

**DISCRIMINATION DIVIDES, SIMILARITY UNITES: HOW PRIMING SIMILARITY AND PERCEIVED DISCRIMINATION INFLUENCE INTRA-MINORITY INTERGROUP RELATIONS ACROSS IDENTITY DIMENSIONS**

Maureen A Craig<sup>1</sup>, Jennifer A Richeson<sup>2</sup>

<sup>1</sup>*Ohio State University*, <sup>2</sup>*Northwestern University*

The present work explores intra-minority intergroup relations across dimensions of identity (e.g., between race and sexuality). Four studies consider how the potentially common experience of discrimination influences the attitudes and social policy support that members of one stigmatized group express toward other stigmatized groups. Analyses of a nationally-representative dataset and a laboratory experiment reveal that perceiving anti-ingroup racial discrimination leads straight racial minorities to express more negative attitudes and less policy support regarding sexual minorities. Two additional experiments revealed that this cross-category divide is attenuated by manipulations of similarity. Inducing a similarity mindset eliminated the racial bias and sexual minority bias that straight White women expressed after being reminded of pervasive sexism; and, exposure to either blatant or subtle messages connecting past racial discrimination to current sexual orientation discrimination (e.g., marriage laws) positively affected the attitudes and policy support expressed by straight racial minorities regarding sexual minorities.

**C200**

**THE CONFLICT OF HARMONY: COMMONALITY-FOCUS, INTERGROUP CONTACT WITH A MAJORITY GROUP, AND POLITICAL SOLIDARITY BETWEEN MINORITY GROUPS**

Demis E Glasford<sup>1</sup>, Justine Calcagno<sup>1</sup>

<sup>1</sup>*City University of New York*

The present research investigates the conditions that make it more likely that minority or stigmatized groups will work together for social change, as well as how relations with a majority/high-status group can influence such motives for solidarity among minority groups. Latino/a participants were randomly assigned to read a message that blurred (commonality condition) or emphasized group-boundaries (group-boundaries condition) with Black Americans, or did neither (control condition). Across two experiments, political solidarity from one minority group to another was highest within the commonality condition, relative to the group-boundaries and control conditions, which was explained by perceptions of commonality. These effects were moderated, however, by contact with the majority group; participants with higher levels of quality contact with Whites were less likely to reveal the commonality-to-solidarity relation. The results suggest that relations with a dominant group have important implications for intergroup relations among different minority groups.

**C201**

**WHEN DO VICTIM GROUP MEMBERS FEEL A MORAL OBLIGATION TO HELP SUFFERING OTHERS?**

Ruth H Warner<sup>1</sup>, Michael J A Wohl<sup>2</sup>, Nyla R Branscombe<sup>3</sup>

<sup>1</sup>*Saint Louis University*, <sup>2</sup>*Carleton University*, <sup>3</sup>*University of Kansas*

Historical victimization can continue to affect contemporary group members and how they relate to other groups. Three experiments

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investigated circumstances in which reminders of ingroup historical victimization encourage a sense of moral obligation to reduce the suffering of others from different victimized groups. Historically victimized group members who considered the lessons of the past for their ingroup felt heightened moral obligation to help other non-adversary victimized groups. However, when the suffering outgroup was an adversary, victimized group members who focused on the lesson of historical victimization for their ingroup reported lower moral obligation to reduce others' suffering. The lesson focus effect on moral obligation was mediated by benefit finding as well as perceived similarity to the suffering outgroup. Means to facilitate moral obligation, as well as limiting factors, among victimized group members are discussed.

C202

### RACIAL ESSENTIALISM AND POLICY SUPPORT: GENETIC OR CULTURAL ESSENCES

Sara Estrada<sup>1</sup>, Nur Soylu<sup>1</sup>, Glenn Adams<sup>1</sup><sup>1</sup>University of Kansas

Essentialism—the belief that fixed “essences” define social categories—has been linked to legitimization of the status quo. Existing research on racial essentialism typically considers belief in biological essences. We extended consideration to a measure of cultural essentialism (i.e. beliefs in psychological differences arising from cultural distinctness of racial groups) and examined relationships with policy endorsement. Among White participants in two studies (ns = 169, 162) multiple regression analyses with racial identification and both forms of essentialism as predictors revealed that the standard measure of racial essentialism was the strongest predictor of opposition to affirmative action policy, but cultural essentialism was the strongest predictor of support for anti-immigration policy. Among African-American participants (n = 45; Study 2 only), cultural essentialism did not emerge as a positive predictor of either outcome. Results suggest variation in policy implications of different types of essentialism as a function of social identity and policy domain.

C203

### CROSS-GROUP CONTACT WITHOUT DEMOBILIZATION: A NEW VIEW ON ATYPICALITY

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Positive cross-group contact can undermine collective action for social change among members of disadvantaged groups. We qualify this effect in the current research, presenting first evidence that the demobilizing consequences of contact can be mitigated when outgroup contacts are viewed as atypical. Our predictions were tested across 3 studies with diverse samples and methods (total N=781): experimentally with Indian Muslims (Study 1) and American partisans (Study 2), and cross-sectionally with Turkish immigrants in Cyprus (Study 3). Results confirmed that positive contact with typical members of an advantaged outgroup reduced participants' motivation to take collective action for social change. However, this demobilization effect was significantly reduced when outgroup contacts were construed as atypical. These novel findings are discussed in the context of intergroup contact theory and recent work on psychological demobilization.

C204

### THE STIGMA OF POVERTY: THE INTERACTIVE EFFECT OF THE TARGET OF PERSPECTIVE-TAKING AND PROTESTANT WORK ETHIC ON DISGUST, LAZINESS PERCEPTIONS AND POLICY SUPPORT

Nicholas Santascy<sup>1</sup>, Sara E. Burke<sup>1</sup>, John F. Dovidio<sup>1</sup><sup>1</sup>Yale University

While most evidence suggests that perspective-taking of a member of a stigmatized group should improve attitudes toward that group,

this is not always the case. The present research investigated two factors hypothesized to moderate the effect of perspective-taking upon attitudes toward poor people: protestant work ethic (PWE) and the target of perspective-taking. In Study 1, participants (N = 151) took the perspective of a parent in poverty or the parent's child. As predicted, people who took the perspective of the child (vs. the parent) felt more disgust toward the parent. This effect was heightened for participants high in PWE. In Study 2, participants (N = 423) who took the perspective of the child (vs. parent) characterized the poor parent as more lazy—an effect fully mediated by disgust—and opposed pro-poor policy more. These effects were moderated by PWE, such that the effects were stronger for people high in PWE.

C205

### KEEPING A CLEAN CONSCIENCE: COLORBLINDNESS WHEN DISCUSSING HISTORICAL INJUSTICES

Robert A. Backer<sup>1</sup>, Ruth Ditlmann<sup>2</sup>, Elena Mayville<sup>2</sup>, Valerie Purdie-Vaughns<sup>1</sup><sup>1</sup>Columbia University, <sup>2</sup>Yale University

Past work acknowledges that majority group members often prefer colorblind approaches to past historical injustices. Colorblindness, the idea that people are universally similar and that group differences should be minimized, can offer a way to tone down or avoid discomfort when facing a history of exclusion, conflict, and oppression. This study investigated different White Americans' use of colorblind ideology when reflecting about the history of slavery. 55 White American college students were asked to write a letter to an ostensible Black fellow student about “the implications of slavery for intergroup relations today”. Findings showed that the majority of the White students (58%) adopted colorblindness in their writing. Further, those who's writing reflected colorblindness were significantly less likely to score high on a subsequent measure of collective guilt  $t(53)=2.33, p=.02$ . We consider 4 subcategories of colorblind ideologies and discuss the payoffs and costs of each.

## Judgment/Decision-Making

C206

### THE SIN OF PREDICTION: WHEN THE ALTERNATIVE BECOMES REALITY

Asher L. Rubin<sup>1</sup>, John V. Petrocelli<sup>1</sup><sup>1</sup>Wake Forest University

A topic that is less studied in judgment and decision making research is how psychological processes react to biased inputs. A good tool for this inquiry is counterfactual thinking. The existing literature on the link between counterfactual thinking and improved behavior is becoming mixed. In the current experiment, we presented participants with pre-recordings of a 3-to-1 biased coin being flipped. Participants were instructed to either predict and observe or to simply observe the coin flips. On the basis of prior research demonstrating that counterfactuals can distort memory, we hypothesized that the predictors would generate more counterfactuals and thus be less able to discover the bias in the coin. The data supported our hypothesis, providing evidence for a dysfunctional theory of counterfactuals. We propose that counterfactuals inhibit learning in such contexts by creating alternatives that are encoded into the aggregate memory, which returns inaccurate information when later recalled.

C207

**GIFTS AND THE ILLUSION OF UNIQUENESS: THE IRREPLACEABILITY OF GIFTS COMPARED TO SELF PURCHASED PRODUCTS**Y. Jin Youn<sup>1</sup>, Derek D. Rucker<sup>1</sup>, Kiwan Park<sup>2</sup><sup>1</sup>Northwestern University, <sup>2</sup>Seoul National University

The current research investigates the irreplaceability of gifts compared to self-purchased products. Prior literature on gift exchange suggests that gifts are often evaluated favorably regardless of the actual market value because of its symbolic meaning (e.g., Belk & Coon, 1993). However, no empirical evidence, up to date, addresses whether people believe gifts are irreplaceable compared to identical self purchased products, and why. Through a series of five studies, we propose and confirm that consumers perceive gifts (vs. self-purchased products) as more unique, and in turn, irreplaceable. This illusion of uniqueness appears to be a result of thoughtfulness put into the product. When consumers didn't (did) detect thoughtfulness of gift giver (self) in choosing the product, they perceived the gift (self-purchased product) as less (more) unique and more (less) replaceable. Furthermore, we extend our findings to product upgrade decisions by manipulating perceived uniqueness of a gift in a retail setting.

C208

**JUDGMENTS OF EARTHQUAKE AND AFTERSHOCK LIKELIHOOD AFTER A MAJOR EARTHQUAKE: WILL IT HAPPEN SOONER OR LATER?**John McClure<sup>1</sup>, Justin Justin Velluppillai<sup>1</sup><sup>1</sup>Victoria University of Wellington

People may interpret statements such as the risk of an earthquake in 50 years as implying that the risk increases toward the end of that period—a form of time discounting. We test for this pattern with earthquakes and aftershocks in New Zealand following the Christchurch earthquakes. Participants read expert predictions of earthquake risk over 50 years in Wellington and major aftershock risk over 12 months in Christchurch. Participants rated the risk in specific intervals across the time window. They judged the risk of a Wellington earthquake as rising throughout the time window whereas their estimates of the risk of a major Christchurch aftershock also increased on shallower slope. Likelihood of did not relate to perceived risk. These findings suggest that people view earthquakes as more likely toward the end of time windows and see aftershocks differently to scientific predictions that they decrease.

C209

**HEADACHES AND COMMUNICATION: CAN MESSAGE FRAMING ALTER SYMPTOM REPORTS?**Fawn Caplandies<sup>1</sup>, Andrew L. Geers<sup>1</sup>, Suzanne G. Helfer<sup>2</sup>, Ben Colaguri<sup>3</sup><sup>1</sup>University of Toledo, <sup>2</sup>Adrian College, <sup>3</sup>Sydney University

Message framing alters judgment and behavior. It is unclear, however, if message framing alters symptom perception such as headaches. Presently, two frames were orthogonally manipulated to assess their separate and combined influence on headache reports in a placebo paradigm. First, participants were told that 70% of individuals report mild headaches during an upcoming task, or 30% do not. Second, participants were told the purpose of the task was to induce headaches or that headaches were a task side effect. A no-frame control condition was also included. Results revealed a significant three-way interaction between the two framing manipulations and time such that headache reports increased more from baseline for participants given both the 70% frame and told the task was designed to induce headaches—compared to all other groups ( $p < .05$ ). This is the first experiment demonstrating that framing alters headache perception and that two different frames combined to determine headache reports.

C210

**RESOURCE AVAILABILITY PREDICTS SUBSEQUENT PREFERENCE FOR CREATIVITY**Andrea Dittmann<sup>1</sup>, Loran F. Nordgren<sup>1</sup><sup>1</sup>Kellogg School of Management

Does resource availability in an environment influence subsequent preference for creativity? Three experiments tested the hypothesis that environments that signal resource abundance or scarcity increase preference for creative options compared to environments that signal mixed resource availability or a control condition. Experiment 1 showed that participants who read about an overwhelmingly positive or negative resource context were more likely to select a creativity class as most desirable compared with those that read about a mixed resource context. Experiment 2 demonstrated a similar pattern of results to Experiment 1 utilizing a different resource manipulation and adding a control condition. Experiment 3 revealed that this pattern of results holds even when the resource manipulation is incidental to the creativity preference measure. While previous research has yielded contradictory results regarding the effect of resources on subsequent creativity, the current research indicates that there is a curvilinear relationship between resource availability and preference for creativity.

C211

**HARDWORKING PARENTS OR LUCKY CHILDREN: WHO SHOULD PAY INHERITANCE TAX?**James J. Katz<sup>1</sup><sup>1</sup>Stanford University

Inheritance tax can be levied on either a benefactor or their heir, with no change in the amount of money collected by the government or the residual amount passed on from the benefactor to the heir. However, this research found that on whom the burden of paying inheritance tax is placed makes a huge difference in how the tax is perceived by people in society. When a child (i.e. the heir), as opposed to their parent (i.e. their benefactor), pays the inheritance tax, people believe it is fair to tax them more – between 1.5 to 2 times more. This is because the child is perceived to have acquired that money via luck, more so than their parent. When the parent is also perceived to have inherited their money through luck, this difference disappears.

C212

**INVOLVE ME & I LEARN: MINDSET, GENDER & SELF-REGULATED LEARNING**Mycah Harrold<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>, Kali Trzesniewski<sup>2</sup>, Julia Singleton<sup>2</sup><sup>1</sup>Washington State University, <sup>2</sup>University of California at Davis

Students who believe their math intelligence can be increased (incremental theorists) earn higher grades than those who see intelligence as a fixed trait (entity theorists). The current study examined whether students' theory of math intelligence predicted their use of effective learning strategies. 127 high school students reported their theories of intelligence and completed a computer-based math lesson. The next day, students were given the opportunity to study the lesson material by reviewing the tutorial (relatively ineffective), summarizing the material and/or completing practice problems (most effective). Entity theorists discontinued studying faster than incremental theorists. As predicted, female incremental theorists were more likely to use an effective strategy (practice problems) and less likely to use an ineffective strategy (rereading) compared to female entity theorists. Surprisingly, this trend was not true for male students. These findings suggest that an incremental theory might be especially important for females.

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C213

**THE CALM BEFORE THE STORM? HOW WEATHER FORECAST SEQUENCES BIAS WEATHER-RELATED DECISIONS**Joy E. Losee<sup>1</sup>, Karen Z. Naufel<sup>2</sup>, Kent D. Bodily<sup>2</sup>, Lawrence Locker<sup>2</sup><sup>1</sup>University of Florida, <sup>2</sup>Georgia Southern University

Uncertainty in decision making often involves the potential for making either a false positive (e.g., preparing for a nonexistent storm) or a false negative error (e.g., not preparing for a real storm). Error Management Theory (Haselton & Buss, 2000) posits that, depending on context, people select decision-making biases that favor adaptive errors over less-adaptive ones. In a weather context, people prefer overestimation (Joslyn et al., 2011). Thus, the present study tested whether or not a sequence including a severe forecast would influence bias towards a false positive error. In two studies, participants made judgments about Friday's weather after viewing nine different sequences of two forecasts (sunny, cloudy, or stormy) from early in the week (Study 1) or after forecasts from Monday and Wednesday (Study 2). In both studies, participants systematically made decisions that deviated from rational choice, suggesting that sequential weather information leads to biased decision making.

C214

**IMPLICIT VERSUS EXPLICIT FEELINGS TOWARD TSUNAMI DEBRIS RISK**John A. Edwards<sup>1</sup>, Angelica Falkenstein<sup>2</sup>, Shana Needham<sup>1</sup><sup>1</sup>Oregon State University, <sup>2</sup>University of California at Riverside

There has been concern in U.S. coastal communities that debris arriving on Pacific beaches from the 2011 Japanese tsunami and nuclear power plant meltdown was radioactive, despite little evidence of this. A study examined the ability of implicit dimensions of risk perception and explicit feelings to predict behavior relevant to tsunami debris. 44 visitors to a marine museum on the Oregon coast were given separate single-category IATs measuring distinct affective dimensions of perceived risk (danger/safety, afraid/unafraid, dread/calm) towards such debris, similar explicit measures, and items assessing behavioral intentions towards tsunami debris. Results indicated that on average participants had weakly negative implicit attitudes towards tsunami debris, that explicit and implicit attitudes were relatively unrelated, and that the less informed people were the more negative their implicit attitudes. However, this was unrelated to an interest in gaining more information about debris. Overall, explicit attitudes predicted behavioral variables most strongly.

C215

**SELF-OTHER DECISION DIFFERENCES ARE DRIVEN BY MISPREDICTION AND NOT RULE APPLICATION**Curtis D. Von Gunten<sup>1</sup>, Laura D. Scherer<sup>1</sup><sup>1</sup>University of Missouri

Research has shown that people often make riskier decisions for themselves than for others. One question is whether these self-other differences stem from mispredictions of what others prefer, or are based on the application of decision rules (e.g. to maximize life). Participants made 10 hypothetical medical decisions—either for themselves or playing the role of a doctor—that involved tradeoffs between a higher probability of death versus a negative side-effect (e.g. 15% chance of death, 5% chance of paralysis versus 20% chance of death, no chance of paralysis). Additionally, participants indicated whether they (or an average patient) would prefer death to the negative side effect at certainty (“Would you rather be dead or be paralyzed?”). Participants overestimated how often other people prefer side-effects to death, and this was reflected in more death-minimizing decisions for others, suggesting that self-other decision differences are driven by mispredictions, not a rule to maximize life.

C216

**CONSUMER CHOICE IN NICE AND NASTY MARKETS: AN ILLUSORY CORRELATION APPROACH**Tobias Vogel<sup>1</sup>, Florian Kutzner<sup>2</sup><sup>1</sup>University of Mannheim, <sup>2</sup>University of Heidelberg

Whereas illusory correlations are a well-established phenomenon in the literature on stereotype formation, little is known about their influence on consumer preferences. This is surprising since sound choices require consumers to determine whether there is a contingency between category and outcome. For instance, consumers have to learn whether a food brand (target vs. competitor) predicts quality (delicious vs. modest). Building on a recent explanation for illusory correlations (i.e., pseudocontingencies), in the present paper we elaborate on consumer choice in markets in which either the number of high quality products or low quality products prevails. In two experiments, participants were provided with information about the prevalence of categorical predictors (e.g., the percentage of brand A vs. B) and product quality (predominantly high or low). In both experiments, participants chose products from the more prevalent category in high quality markets. In low quality markets, instead, participants decided for products from the rare category. In a rational analysis, we demonstrate why the underlying mechanism can be considered logically sound.

C217

**REDUCTIONS IN NAÏVE REALISM RELATED PHENOMENA FOLLOWING A BRIEF LEARNING TASK**Zachary J. Fetterman<sup>1</sup>, Alexa Tullet<sup>1</sup>, William Hart<sup>1</sup><sup>1</sup>University of Alabama

Research suggests people have a tendency to believe their subjective experiences are objective reflections of reality. This phenomenon – naïve realism – not only cloaks subjective attitudes, beliefs, and preferences with an illusory sense of objectivity, but may also contribute to poor decision-making, interpersonal conflict, overconfidence, and close-mindedness. Recent investigations indicate it may be possible to challenge naïve realism. The present study examined whether learning about and experiencing naïve realism can mitigate its manifestation and the presentation of associated phenomena. Analyses indicate that participants who learned about naïve realism in an experiential learning task reported less extreme views on social issues than participants participating in non-experiential learning. A second study indicated that participants who learned about naïve realism through experiential and non-experiential tasks demonstrated reduced confidence relative to controls. Overall results suggest a brief learning task may successfully reduce manifestations of naïve realism.

C218

**DOING GOOD BY DOING NOTHING? THE ROLE OF SOCIAL NORMS IN EXPLAINING DEFAULT EFFECTS IN ALTRUISTIC CONTEXTS**Jim A.C. Everett<sup>1</sup><sup>1</sup>University of Oxford

We explore whether the preference for default options in choices – default effects – occur in altruistic contexts, and the extent to which this is explained through social norms. In 4 experiments, we found that: (a) participants preferred the default option in an altruistic choice contexts (b) participants perceived the default option to be the socially normative option; (c) when participants were given explicit information about prevalent social norms, and, hence did not need to infer social norms based on the default status, default effects disappeared; (d) a transfer effect of these social norms was found. Theoretically, our analysis situates default effects within a comprehensive body of research concerning social norms and the attitude-behavior relationship, providing novel empirical predictions. Practically, these findings highlight that the way donation policies are framed has an important impact on behavior.

Making use of defaults could be an effective tool to increase altruistic behavior without compromising freedom.

**C220**  
**HOW GAY MALE DATING COUPLES NEGOTIATE SAFER SEX: COGNITIVE AND INTERPERSONAL INFLUENCES**

Jason R. Young<sup>1</sup>, Stefanie Ambrosio<sup>1</sup>

<sup>1</sup>*City University of New York, Hunter College*

Safer sex decision-making ultimately involves a two persons, though the majority of past research has focused on retrospective reports measuring the perceptions of individuals, as opposed to couples. The present study examined how both partners in currently-dating gay male couples negotiated safer sex with each other. An innovative in vivo role-playing task was devised to manipulate level of sexual arousal (high vs low), as well as to confront couples with a scenario in which the ability to practice safer sex was challenged. Thirty-six gay male dating couples (total N=72) were randomly assigned to role-play either a sexually arousing or non-arousing scenario about a hypothetical male couple eager to have sex, but who did not have a condom. Couples' discussions and recommended advice in response to this scenario were audio-recorded for analysis. Interactions between level of arousal and focus on interpersonal (e.g., importance of communication, trust, commitment) vs. health status (e.g., importance of getting tested) factors are discussed.

**C221**  
**EVIDENCE THAT UNCONSCIOUS THOUGHT OUTPUT EMERGES INTO CONSCIOUSNESS INDEPENDENTLY OF CONSCIOUS COGNITIVE LOAD**

Andrew W. Manigault<sup>1</sup>, Summer Whillock<sup>2</sup>, Ian Handley<sup>2</sup>

<sup>1</sup>*Ohio University*, <sup>2</sup>*Montana State University*

The Unconscious-Thought Effect (UTE) occurs when individuals report better decisions after they are distracted from consciously thinking about information than if they render decisions immediately or even after thinking consciously. This arguably results from unconscious thinking during the distraction, but may alternatively result from conscious thought that occurs while participants report decisions. Testing these possibilities, we manipulated participants' ability to think consciously while reporting their decisions by varying cognitive load. 173 online participants viewed 4 medical treatments, the best (worst) associated with mostly positive (negative) attributes and the others with equal positive-negative ratios. Next, participants were either distracted for 3min, instructed to think for 3 minutes, or immediately completed the decision task. Finally, participants reported their treatment choice under high, low, or no cognitive load. Results demonstrated a greater likelihood of choosing the best treatment following distraction vs. the other conditions regardless of cognitive load, supporting an unconscious thinking account.

**C222**  
**DELIBERATION, INTUITION, AND CONFIDENCE: WHO HAS A METACOGNITIVE ADVANTAGE?**

Samuel Glenn Baker<sup>1</sup>, Laura Scherer<sup>1</sup>

<sup>1</sup>*University of Missouri at Columbia*

We explored whether thinking style—deliberation versus intuition—influenced awareness of self-performance and others' performance. Research has shown people receive a metacognitive advantage from deliberative thinking; people who deliberate know the correct answer and know others probably don't (Mata, Ferreira, & Sherman, 2013). However, this research hasn't examined the metacognitive advantages of deliberative thinking per se, rather the metacognitive advantages of being correct. In two studies, we examined whether deliberative thought provided any advantage. Participants were asked to solve judgment problems (CRT questions or syllogisms) either after spending 1 minute reasoning (deliberators) or responding intuitively. Deliberators weren't more

confident in their answers, more accurate when estimating their own or others' scores, and weren't more likely to be aware of both correct and incorrect answers. Results suggest the metacognitive advantage belongs to correct responders—not deliberators. Critically, correct responders often showed little sign of deliberating, taking just as long as incorrect responders.

**C223**  
**INCREMENTAL THEORIES OF INTELLIGENCE AND EFFECTIVE LEARNING STRATEGIES**

Patrick T. Eiers<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>, John Dunlosky<sup>2</sup>

<sup>1</sup>*Washington State University*, <sup>2</sup>*Kent State University*

We investigated whether viewing intelligence as malleable (incremental) would correlate with self-reports of more effective study habits, compared to viewing intelligence as fixed (entity). Participants were asked to rate the degree to which they used 10 common study strategies (e.g., rereading). They also completed cognitive subscales of the Motivated Strategies for Learning questionnaire – a well validated measure of learning strategy use. As predicted, Female students holding an incremental view reported greater usage of effective strategies than females with a stronger entity view. For example, when describing their study habits incremental females reported spacing out their studying across time, persisting in the face of difficulty, and monitoring of their level of learning more often than entity females. Male students showed a less clear relationship between intelligence beliefs and learning strategy use. Our findings suggest learning strategies differ not only based on views of intelligence, but also gender.

**C224**  
**PHYSICAL CLEANSING MODERATES THE LINK BETWEEN INVESTMENT OF LABOR AND FEELINGS OF OWNERSHIP**

Albert Lee<sup>1</sup>, Li-Jun Ji<sup>2</sup>

<sup>1</sup>*Nanyang Technological University*, <sup>2</sup>*Queen's University*

People derive a sense of ownership from their own creation, feeling particularly attached to the things imbued with their effort than things without. Can such feelings of ownership be affected by the physical experience of cleansing? In a between-participant design, we had participants build an identical model with LEGO® bricks, with some building it from partially preassembled parts (low-effort) and others building it from scratch (high-effort). Then, participants either cleansed their hands or not (cleansing vs. non-cleansing) before rating the level of ownership they felt for the model they had created. The LEGO model that involved greater effort elicited stronger feelings of ownership – but only among participants who had not cleansed prior to their judgments. Participants who cleansed perceived the same level of ownership regardless of which model they had built. These findings highlight the moderating role of physical cleansing in the causal link between effort and perceived ownership.

**C225**  
**OPERATIONALIZING SYSTEMS THINKING AND TESTING ITS EFFECTS ON JUDGMENT AND DECISION MAKING**

Joel Ginn<sup>1</sup>, Paul Thibodeau<sup>1</sup>, Cindy Frantz<sup>1</sup>, Evan Tincknell<sup>1</sup>

<sup>1</sup>*Oberlin College*

Many challenges humans currently face (e.g. financial melt-down, climate change) are the result of acting within complex systems without understanding how these systems work. To improve decision-making in these areas, scholars from diverse fields of study argue that systems thinking is fundamental. However, while systems thinking is clearly a psychological process, psychologists have yet to define and measure it. Two studies tested how existing psychological constructs relate to the concept of systems thinking, and whether this construct predicts decision making. Undergraduate students (N=242) and participants recruited from Mechanical Turk (N=400) completed the new Systems Thinking Scale, the Analysis-Holism Scale, Attributional Complexity Scale,

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and Connectedness to Nature Scale as well as several judgment tasks. In both studies these scales loaded strongly on a single factor and predicted judgment and decision-making in theoretically expected ways. Results suggest that systems thinking was successfully operationalized and does impact judgment and decision making.

**C226****THE SELECTIVE ALLURE OF NEUROSCIENTIFIC EXPLANATIONS**Adam Shniderman<sup>1</sup>, Nicholas Scurich<sup>2</sup><sup>1</sup>Texas Christian University, <sup>2</sup>University of California at Irvine

Some claim that recent advances in neuroscience will revolutionize the way society thinks about human nature. Empirical support for this proposition is mixed. Two highly-cited empirical studies found that irrelevant neuroscientific explanations and neuroimages were highly persuasive to laypersons. However, attempts to replicate these effects have been unsuccessful. Two separate experiments tested the hypothesis that neuroscience is susceptible to motivated reasoning, which refers to the tendency to selectively credit or discredit information in a manner that reinforces pre-existing beliefs. Participants (n=299) read a newspaper article about a cutting-edge neuroscience study. Consistent with our hypothesis, participants deemed the hypothetical study sound and the neuroscience persuasive when the outcome of the study was congruent with their prior beliefs, but gave the identical study and neuroscience negative evaluations when it contradicted their beliefs. Neuroscience appears to be subject to the same cognitive dynamics as other types of scientific evidence.

**C227****PERCEPTION OF ARROGANCE**Maxim Milyavsky<sup>1</sup>, Noa Schori-Eyal<sup>1</sup>, Arie Kruglanski<sup>1</sup><sup>1</sup>University of Maryland College Park

When will one's dismissive behavior be perceived as arrogant? Observed since ancient times, arrogance has nonetheless been subject to little systematic research. We suggest that arrogance has two aspects: epistemic and behavioral. The epistemic aspect concerns the question of who knows better; it can be estimated from one's expertise and the outcome of the behavior. The behavioral aspect concerns the form of behavior. We predicted that contrary to people's lay beliefs, arrogance judgments will be influenced more by outcomes than by expertise, and that disrespectful behavior will be considered arrogant regardless of any epistemic considerations. To test these predictions, we presented participants (N = 789) with scenarios in which one dismissed another person's advice. In Study 1, they were asked about the hypothetical importance of the three factors for arrogance judgments. In Studies 2-4, these factors were actually manipulated and pitted against each other. The findings confirmed our predictions.

**C228****INTUITIONS ABOUT INTUITION AND REASON: HOW IMPLICIT ATTITUDES PREDICT CHOICE**Matthew R. Jordan<sup>1</sup>, Jeremy Cone<sup>1</sup>, Fiery Cushman<sup>2</sup><sup>1</sup>Yale University, <sup>2</sup>Harvard University

How do people resolve conflicts between intuition and reason when they occur? We explore the role of people's implicit and explicit evaluations of intuition and reason, as well their implicit and explicit perceptions of the accuracy of each type of input, in determining people's choices. In several studies, we show that people's tendency to more strongly implicitly associate intuition or reason with accuracy predicts their choices on a battery of tasks that previous research has shown produce intuition/reason conflicts (e.g., the cognitive reflection task; the ratio-bias phenomenon). Moreover, implicit associations uniquely predicted people's choices over and above their explicit judgments. We discuss how these results speak to current dual process models of judgment.

**C229****CONSTRUCTING VALUE FROM IRRELEVANT EXPERIENCE: ACTIVATING PREVIOUS TRADEOFFS INVOLVING TIME DYNAMICALLY SHIFTS UNRELATED DECISIONS**Stephanie M. Carpenter<sup>1</sup>, Brian D. Vickers<sup>1</sup>, J Frank Yates<sup>1</sup><sup>1</sup>University of Michigan

Extant decision scholarship typically takes only the current context into account during value construction. Our research proposes a dynamic valuation process for a pervasive value dimension, that of time, and finds that tradeoffs involving time are susceptible to context effects that extend beyond the incidental circumstances surrounding a given decision context. Across five studies, recalling a prior tradeoff situation involving time activated values for time, which carried over to decisions in financial investment contexts that were irrelevant to the original tradeoffs (Study 1). Knowledge about the decision domain (Study 2) and decision difficulty (Study 3) predicted carryover of the time value onto subsequent choices. Value satiation also provided a better account for the carryover effects than did deprivation (Study 4), and the time attribute dimension promoted the carryover (Study 5). We demonstrate previously undocumented influences of prior time experiences on current decision behavior.

**C230****WHEN PEOPLE TRUST ALGORITHMS OVER HUMAN JUDGMENT**Jennifer M. Logg<sup>1</sup><sup>1</sup>University of California at Berkeley

A seemingly widespread distrust of algorithms accompanies our increasing dependence on them. Experts and lay people alike appear resistant to allowing a numerical formula to make decisions for them (Dawes, 1979). I experimentally tested trust in algorithms relative to trust in the wisdom of the crowd. I asked participants to estimate the weight of a person in a photograph at two points in time. I measured how much participants relied on advice they received at time 2. People were more influenced by advice they thought came from an algorithm (M = .44, SD = .37) than when they thought it came from other people (M = .30, SD = .35),  $F(1, 200)=8.86$ ,  $p=.003$ ,  $d=.39$ . This result holds when I control for gender, numeracy, and confidence at time 1,  $F(1, 197)=9.02$ ,  $p=.003$ . The results shed light on the important questions of why and when people trust algorithms over human judgment.

**C231****UNCONSCIOUS ARITHMETIC PROCESSING: A DIRECT REPLICATION**Andy Karpinski<sup>1</sup>, Miriam Yale<sup>1</sup>, Jessie C. Briggs<sup>1</sup><sup>1</sup>Temple University

We directly replicated the study of Sklar et al. (2012) who found that the unconscious mind can solve subtractive, but not additive, equations. Using Continuous Flash Suppression (CFS), a technique that enables longer stimuli exposure outside awareness, we investigated whether a people can solve a mathematical equation after subliminal exposure to it. Mathematical equations were presented to participants' non-dominant eye for 1300 ms while a constantly changing pattern mask was presented to the dominant eye. Next, participants (N = 210) had to read a number that was either consistent or inconsistent with the primed equation. Using only participants who failed an awareness test of the masked equations, we found no evidence for unconscious addition,  $d = .02$ ,  $p = .93$ , or unconscious subtraction,  $d = -.21$ ,  $p = .17$ . In light of these findings, we critically evaluate our results, the results of Sklar et al., and replication studies in general.

C232

**HOW IDEAL PARTNER PREFERENCES AND PARTNER PERCEPTIONS GUIDE DATING DECISIONS**Stefanie Wurst<sup>1</sup>, Mitja D. Back<sup>1</sup><sup>1</sup>University of Muenster, Germany

Prior research speaks against a strong impact of explicitly stated partner preferences (=ideals) on initial romantic attraction in real-life encounters. But do people really not consider their ideals when it comes to choosing a potential mate? We argue that this quest can partially be resolved when examining the match between partner ideals and perceived partner characteristics (=ideals-perceptions-match). In 3 experience-sampling studies (total N=106) participants rated 8 to 23 potential romantic partners they encountered in their daily lives (amounting to a total of 1,662 dyadic interactions) on an extensive set of partner characteristics. In all studies, (a) the ideals-perceptions-match predicted romantic attraction and (b) individuals differed in the strength of this relation. Results indicate that partner preferences can predict romantic attraction in real-life encounters as long as they are analyzed in conjunction with people's partner perceptions. Potential consequences of the observed individual differences for relationship development are discussed.

C233

**THE (PERCEIVED) MEANING OF SPONTANEOUS THOUGHTS**Colleen Giblin<sup>1</sup>, Carey K. Morewedge<sup>2</sup>, Michael I. Norton<sup>3</sup><sup>1</sup>Carnegie Mellon University, <sup>2</sup>Boston University, <sup>3</sup>Harvard Business School

Spontaneous thoughts, the output of a broad category of uncontrolled and inaccessible higher order mental processes, arise frequently in everyday life. The seeming randomness by which spontaneous thoughts arise might give people good reason to dismiss them as meaningless. Instead, we suggest that it is precisely the lack of control over and access to the processes by which they arise that leads people to perceive their spontaneous thoughts as revealing meaningful self-insight. Consequently, spontaneous thoughts potentially influence judgment and preferences. A series of experiments provides evidence supporting three hypotheses: First, the more a thought is perceived to be spontaneous, the more the thinker will perceive it to provide meaningful self-insight. Second, the greater self-insight attributed to thoughts that are (perceived to be) spontaneous leads those thoughts to more potently influence judgment. Third, we extend our investigation to social contexts, hypothesizing that beliefs about other people's thoughts follow a similar pattern.

C234

**CHOOSING ACROSS CULTURES: EVIDENCE FOR MEDIATIONAL MECHANISMS IN THE EFFECTS OF CHOICE COMPLEXITY AND CULTURE ON TREATMENT OUTCOMES**Jill A. Brown<sup>1</sup>, Masanori Oikawa<sup>2</sup>, Jason P. Rose<sup>1</sup>, Heather M. Haught<sup>1</sup>, Haruka Oikawa<sup>2</sup>, Andrew L. Geers<sup>1</sup><sup>1</sup>University of Toledo, <sup>2</sup>Doshisha University

A recent study revealed that the beneficial effects typically found from giving individuals choice over treatment options does not hold when Japanese participants have many treatment options. To clarify the mechanisms responsible for this effect in Japanese, but not U.S. participants, participants were exposed to an uncomfortable stimulus and selected from two or fifteen placebo treatment options they believed would reduce discomfort. Importantly, participants evaluated the decision process on a series of bipolar scales (e.g., negative-positive) prior to experiencing their chosen placebo treatment. Replicating previous work, Japanese participants experienced greatest discomfort with 15 options (Choice x Culture interaction:  $p=.010$ ,  $\eta^2=.059$ ). This relationship was significantly mediated for Japanese participants by their evaluation of the decision process (95% CI: 0.18, 0.61). Competing mediators were tested and were non-significant. These data demonstrate that reactions to the decision environment account for the different

treatment reactions experienced across cultures and number of treatment options.

C235

**CAN READING WIKIPEDIA ARTICLES INCREASE INDIVIDUAL HINDSIGHT BIAS? EVIDENCE FROM A CROSS-CULTURAL APPROACH**Ina von der Beck<sup>1</sup>, Aileen Oeberst<sup>1</sup><sup>1</sup>Knowledge Media Research Center Tuebingen

Hindsight bias is the mistaken belief that an outcome could have been foreseen, once it is known. But does reading a biased source amplify individual hindsight distortions? This was tested using real life material and a cross-cultural sample. Participants from 5 countries (China, Germany, Singapore, US, Vietnam, N = 340) read one of two versions of the Wikipedia article on the Fukushima nuclear power plant (V1, online before vs. V2, online 8 weeks after the nuclear disaster) and rated their perceptions of likelihood, inevitability and foreseeability of the disaster. We hypothesized that a) reading the latter article (V2, previously identified as biased) increases perceptions of likelihood, inevitability and foreseeability and b) differences in cognitive reasoning style between the subsamples lead to higher hindsight distortions in rather holistic than analytic thinkers. The results are discussed in the light of causal model theory of hindsight bias and analytic vs. holistic thinking.

C236

**WHO SHOULD I APOLOGIZE TO? : THE EFFECTS OF 'TARGET OF APOLOGY' ON OFFENDER JUDGMENT**Yoonyoung Kim<sup>1</sup>, Taekyun Hur<sup>1</sup>, Leo Yang<sup>1</sup><sup>1</sup>Korea University

The present study investigated the roles of apology target in evaluation of the offender: specifically, offender's apologizing to his own family or to victims' family. The targets of offenders' apology have often become their own family, which was taken for granted and evaluated positively in Korea. The phenomenon could be closely related with Korean culture of Familialism, but it hasn't been tested yet. 115 participants read a scenario describing an offender's behavior either without apology, with apology to victim's family, or with apology to his own family, and then evaluated the offender. According to the results, participants with high Familialism recommended more lenient punishment to the offender who apologized to his own family than those with low Familialism. Interestingly, such a difference was not found in any judgment of morality, trustworthiness, and likelihood of reoffending, with an exception of shame. Cultural variations and legal implication of apology target were discussed.

C237

**THE AUTOMATIC COGNITIVE 'US- THEM DIVIDE' AND RESPONSES TO SOCIAL CLASS**Holley S. Hodgins<sup>1</sup>, Aneta K Molenda<sup>1</sup><sup>1</sup>Skidmore College

Research introduced a lexical decision measure (LDT) of the automatic cognitive association of a non-specific 'us' with positive adjectives, and non-specific 'them' with negative adjectives. We refer to this as the automatic 'us-them divide' (see Tajfel, 1982). The LDT was administered to undergraduates in three studies. In Study 3, participants (N = 64 F, 33 M) rated their willingness to address social class issues by participating in a focus group, lunching with a student of different background, and volunteering locally. All studies showed a measurable automatic us-them divide. In Study 3, participants with a smaller us-them divide showed greater behavioral intentions to address social class. Sex differences showed that the effect of us-them divide on social class behavior was more pronounced among men. Taken together, results show measurable

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automatic cognitive processes related to "us" and "them" that relate to behavior.

## Meta-Analysis

C238

### SEX DIFFERENCES ON WILLINGNESS TO BECOME AN ORGAN DONOR: A META-ANALYSIS

Danielle R. Blazek<sup>1</sup>

<sup>1</sup>*Claremont Graduate University*

Attempts to persuade individuals to become registered organ donors have varied widely in their success. With the need for available organs for transplantation higher than ever, it seems logical to target the most likely donors for future campaigns. While women are more typically associated with altruistic, giving behaviors, men tend to die younger with more viable organs. Sex differences in donor willingness were examined in a quantitative, meta-analytic review. Ten studies with a total sample size of 6,472 were evaluated using a random-effects model. It was predicted that females would demonstrate a small, but significantly greater willingness to donate than males. While this hypothesis was not supported,  $r = .07$ ,  $p = .096$  (95% CI =  $-.01, .16$ ), moderation analysis demonstrated a high degree in heterogeneity of effect sizes that yield interesting results regarding sample type, outcome measure and self-construal.

C239

### A SERIES OF META-ANALYSES INVESTIGATING THE POSITIVE OUTCOMES OF GRATITUDE INTERVENTIONS

Leah Dickens<sup>1</sup>, Isabel Vicaria<sup>1</sup>

<sup>1</sup>*Northeastern University*

Gratitude interventions have been proposed as beneficial practices for improving positive affect, well-being, and a myriad of other positive outcomes, and have been promoted in the self-help literature. However, authors often cite the same one article as evidence for gratitude interventions' effectiveness (Emmons & McCullough, 2003). This series of meta-analyses aimed to determine gratitude interventions' effects in a more encompassing manner. Thirty-seven studies were included, with a total of 381 effect sizes and a total  $N=5195$ . Separate meta-analyses examined overall effects for within-group tests (pre- versus post-intervention, delayed follow-up) and for different comparison groups (gratitude versus neutral, negative, positive comparison) at both post-intervention and delayed follow-up. Outcome variables included well-being, positive affect, negative affect, happiness, life satisfaction, depression, physical health, sleep, prosocial behavior, stress, optimism, relationship quality, and grateful mood. Results show that although gratitude interventions can lead to positive improvements, their unique benefits may be overemphasized in the literature.

C240

### LEADER PROTOTYPICALITY AND RATINGS: A META-ANALYSIS

Nicolas B. Barreto<sup>1</sup>

<sup>1</sup>*Claremont Graduate University*

The present work used meta-analysis to evaluate the relationship between leader prototypicality and leader ratings. Altogether, 19 independent studies ( $N = 3222$ ) were found that could be included in the review. A large summary effect, weighted by individual study sample size, was observed ( $r = .50$ ). A large degree of between study variation was found, and two moderators were proposed to account for this variation; method of study, and type of leader ratings. Studies using correlation (as opposed to random experimental designs) were observed found to show stronger relationships between prototypicality and leader ratings. Studies scales related to leader trust (as opposed to leader effectiveness) were also found to have detect stronger relationships between prototypicality and

leader ratings. Theoretical implications and future directions are discussed.

C241

### ADJUSTMENT OF MILITARY VETERANS: A META-ANALYTIC REVIEW

Jennifer Coons<sup>1</sup>, Daniel Ozer<sup>1</sup>

<sup>1</sup>*University of California at Riverside*

A meta-analysis was conducted to examine the relationship between military veterans' post-traumatic stress disorder (PTSD) status and adjustment to civilian life. Prior research has focused on specific outcomes (e.g., relationships, health, etc.) rather than adjustment broadly conceived. The current study aimed to consolidate prior research to report an overall effect size for the relationship between PTSD severity and veteran adjustment. Eleven studies with 12 independent effect sizes were identified. The unweighted mean effect size,  $r = .361$ , indicated that veterans with higher levels of PTSD reported more difficulty with adjustment to civilian life compared to non-veterans and to veterans with lower levels of PTSD. The results of this meta-analysis help to fill gaps in the current literature and suggest the need for more research examining military service, PTSD, and overall adjustment after returning home.

C242

### WHY DO SOME STUDENTS SELF-HANDICAP?: A META-ANALYSIS OF SELF-HANDICAPPING AND PERSONALITY CONSTRUCTS

Melissa Y. Christian<sup>1</sup>

<sup>1</sup>*University of California at Riverside*

"Self-handicapping" is defined by researchers as a defensive strategy used to regulate the threat to self-esteem provoked by performance uncertainty in evaluative situations. The meta-analysis presented here examined individual characteristics (i.e. personality and self-esteem) as correlates of self-handicapping based upon 31 studies with 81 independent effect sizes ( $N = 21,527$ ). A random effects model revealed that the variables most closely associated with self-handicapping were Neuroticism, depression, and public self-consciousness. When personality constructs were grouped according to the Big Five factors, Neuroticism and Agreeableness were the strongest predictors of self-handicapping tendencies. Moreover, moderator analyses showed that the stability of personality variables (dispositional vs. state) influenced the mean correlation considerably. Based on the findings, it was concluded that interventions aimed at reducing self-handicapping and other maladaptive academic strategies should continue to include consideration of the impact of individual characteristics.

C243

### NICE OR NAUGHTY IN NATURE?: A META-ANALYSIS ON THE EFFECT OF NATURE EXPOSURE ON PROSOCIALITY

Colin A. Capaldi<sup>1</sup>, John M. Zelenski<sup>1</sup>

<sup>1</sup>*Carleton University*

Nature exposure has been shown to lead to a variety of intra-individual benefits, ranging from the restoration of attention following mental fatigue to quicker recovery after surgery. More recently, research has begun to examine how nature influences our values, motivations, and interactions with others. A meta-analysis was conducted on research since 2000 in order to answer whether exposure to nature-related stimuli promotes or diminishes prosociality. Based on 22 samples ( $n = 6,055$ ), a fixed-effect meta-analysis found that exposure to nature leads to small but significant increases in other-oriented values, motivations, judgments, and actions ( $d = 0.27$ ). As effect sizes varied significantly across samples, moderator analyses were also conducted. Future research is needed to clarify the numerous potential mediators that have been proposed which range from increased nature relatedness to the restoration of self-control resources. In sum, the current study



suggests that we are in fact nice, not naughty, in nature.

## Methods/Statistics

**C244**

### INITIAL VALIDATION OF THE TOBACCO ATTITUDES SURVEY: ELECTRONIC VS. TRADITIONAL CIGARETTES

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<sup>1</sup>University of Connecticut

The health consequences and regulation of traditional cigarettes are well known as is the perceptions of their users i.e. stigmas. However the same cannot be said of electronic cigarettes (e-cigarettes) which entered the US market in 2007 and have increased in popularity over the years (Modi, N., et al, 2012). Therefore, the Tobacco Attitudes Survey (TAS) was developed to assess the attitudes and perceptions of e-cigarettes and traditional cigarettes in terms of the regulatory implications and health consequences, as well as stigmas and attractiveness of the users. The TAS was given to 204 adults in order to conduct the initial validation of the instrument, which was done via separate exploratory factor analyses. It was found that a three factor solution fit best for both e-cigarettes and traditional cigarettes, where stigma and health constructs were retained; while attractiveness, stigmas, and regulation items combined to create an acceptability construct.

**C245**

### COLLAPSING CONDITIONS INCREASING TYPE I ERROR: CHANGING ANALYSIS OF MULTIPLE CONTROL CONDITIONS

Amanda K. Montoya<sup>1</sup>, Sapna Cheryan<sup>2</sup>, Brian Flaherty<sup>2</sup>

<sup>1</sup>Ohio State University, <sup>2</sup>University of Washington

There has been an increasing concern in psychological science related to inflated false positive rates and the inability to replicate highly cited findings. We aim to establish a best practice for research using multiple control conditions. Because social psychologists often struggle to select between ecologically valid and theoretically accurate control conditions, it may be beneficial for researchers to run multiple control conditions; however, current common practice is to run these multiple conditions then collapse these conditions into one "control" for analyses. We use simulations and example datasets to show how collapsing conditions uses incorrect degrees of freedom and underestimates mean squared error. These examples show instances where collapsing across conditions results in conclusions which are contradictory to results based on contrasts, leading to false positives. We recommend using contrasts rather than collapsing, in order to correct for issues of type I error.

**C246**

### UNDERGRADUATES', FACULTY, IRB PROFESSIONALS', AND THE PUBLIC'S EVALUATIONS OF RESEARCH ETHICS

Helen C. Harton<sup>1</sup>, Kristin A. Broussard<sup>1</sup>, Asha Ganesan<sup>1</sup>, Danielle B. Stuck<sup>1</sup>, Wayva W. Lyons<sup>1</sup>, Anita Gordon<sup>1</sup>, Michael Mintz<sup>1</sup>

<sup>1</sup>University of Northern Iowa

Past research on perceptions of research ethics has generally been limited to either graduate students or faculty (e.g., Minifie et al., 2011) or researchers across countries (Sabik et al., 2005). Little research has investigated perceptions of research practices in social, behavioral, and educational research (SBER), particularly from the viewpoint of various populations. We compared evaluations of research scenarios across random samples of undergraduates, SBER faculty, and IRB members as well as convenience samples of community members and "professional participants" (i.e., mTurkers). 1,000 total participants rated 33 research-related vignettes on the extent to which they were ethically problematic. Perceptions of the ethical dilemmas varied across groups, with IRB professionals and faculty tending to rate scenarios as more problematic and students and laypersons tending to rate scenarios as less problematic. These differences may arise from research

experience and training; students may not fully understand the implications of ethical lapses in research.

**C247**

### SPEARMAN-BROWN'S FALSE PROPHECY: THE FALSE PROMISE OF SCALE LENGTHENING

Kimberly Barchard<sup>1</sup>, Vincent Brouwers<sup>1</sup>

<sup>1</sup>University of Nevada, Las Vegas

Personality tests don't typically consist of parallel items. Therefore, internal consistency and correlations with external variables may be smaller for longer scales. To demonstrate, we recruited 181 participants, who completed the IPIP Big Five Factor Markers (Goldberg et al., 2006) and the Metaphors Test (which measures emotion perception; Barchard et al., 2013). We deliberately divided the personality scales into subscales with non-parallel items, putting positively and negatively keyed items on separate subscales. For each personality dimension, one of the subscales had higher internal consistency than the full scale. Moreover, for two dimensions, the scores with the highest internal consistency did not have the highest correlation with emotion perception. Thus, there is no necessary relationship between internal consistency and correlations. Correlations are more important than internal consistency: They indicate validity and are part of substantive research. Therefore, researchers should select tests based on correlations (such as validity), not internal consistency.

**C248**

### ATTENTIVE TURKERS: MTURK PARTICIPANTS FAIL ATTENTION CHECKS LESS OFTEN THAN SUBJECT POOL PARTICIPANTS

David Hauser<sup>1</sup>, Norbert Schwarz<sup>2</sup>

<sup>1</sup>University of Michigan, <sup>2</sup>University of Southern California

Participant attentiveness concerns many researchers using Amazon's Mechanical Turk (MTurk). While studies comparing the attentiveness of participants on MTurk vs traditional subject pool samples have provided mixed support for this concern, methods of ensuring participant attention have become prolific in MTurk studies. Because MTurk is a population that learns, we hypothesized that MTurkers would be more attentive to instructions than traditional subject pool samples. In two online surveys, participants from MTurk and subject pool populations (911 participants total) completed a task that included a measure of attentiveness to instructions (an instructional manipulation check - IMC). Across both studies, MTurkers were more attentive to instructions (94.5% average IMC pass rate) than subject pool college students (32.5% average IMC pass rate), even with a novel IMC (study 2). These results have implications for sustainable use of MTurk samples for social science research and the conclusions drawn from research with MTurk samples.

**C249**

### ARE MEASURES OF SUBJECTIVE WELL-BEING FROM THE DAY RECONSTRUCTION METHOD SUPERIOR TO GLOBAL SELF-REPORTS?

Ivana Anusic<sup>1</sup>, Richard E. Lucas<sup>1</sup>, M. Brent Donnellan<sup>2</sup>

<sup>1</sup>Michigan State University, <sup>2</sup>Texas A&M University

Global well-being judgments (e.g., ratings of life satisfaction) are assumed to reflect quality of life. However, it has been argued that making such judgments is too cognitively complex, leading people to rely on heuristics such as rating their current mood instead of overall life quality. To address this issue, researchers have proposed that momentary measures such as the Day Reconstruction Method (DRM) may provide a more accurate method to assess well-being. In this multi-method longitudinal study we compared the psychometric properties of global well-being judgments and DRM. We evaluated the reliability and stability of these measures over one month, and we evaluated their validity by examining correlations with external criterion variables (personality) and by evaluating self-informant agreement. Results suggested that DRM was not superior

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to global well-being ratings. Global ratings were more stable over time and showed higher self-informant agreement. Correlations with personality did not differ substantially across different measures.

C250

**PRIMING EFFECTS RELY ON STRONG CONCEPT ASSOCIATIONS**Erika Salomon<sup>1</sup>, Michael Kraus<sup>2</sup><sup>1</sup>University of Illinois, <sup>2</sup>University of Illinois at Urbana-Champaign

Spreading activation theories indicate that a primed construct will influence an outcome only to the extent that the constructs are associated in memory. We examined the competing predictions that social priming effects would vary as a function of the observed strength of the association between the prime and outcome, or emerge after associations reached a specific threshold. Study 1 found a wide array of levels of associations between 13 concept pairs drawn from the priming literature. Studies 2-4 tested priming effects for strong (POWER and BEING IN CHARGE), moderate (GOD and BEING WATCHED), and weak (TIME and SELF-REFLECTION) observed associations. In contrast to the spreading activation model, we find that priming effects on associated outcomes occur once associations reach a specific threshold. We also report evidence that explicit priming has stronger effects than implicit priming and that variability in observed associations provides potential evidence for predicted moderation of priming effects.

C251

**WEARABLE CAMERA IMAGES TO ENHANCE SELF-REPORT OF EVERYDAY EXPERIENCES**Anya Skatova<sup>1</sup>, Victoria Shipp<sup>1</sup>, Benjamin Bedwell<sup>1</sup>, Lee Spacagna<sup>1</sup>, Tom Rodden<sup>1</sup><sup>1</sup>University of Nottingham

Our study developed a novel methodology to integrate images from wearable camera with diary self-reports of mood to study organisational behaviour. 30 participants wore a wearable camera during 5 days. The camera took automatic pictures every 30 seconds. Participants filled in a micro-diary via phone 8 times a day where they reported current mood and social context. In the end of the day participants reflected on their day either with support of the images or not. Results demonstrated that participants in the image condition recalled everyday experiences more accurately than those requested to report on their activities without image prompts. We found that there was a discrepancy between the number of actual and reported events, which speaks to an advantage of a camera diary technique, compared to standard self-report methods. We found that overall satisfaction with the day was determined by work/rest balance. This association was mediated by mood.

C252

**ATTENTION CHECKING THE "MANY LABS" PARTICIPANTS: DID PARTICIPANT ATTENTION MODERATE THE 13 INCLUDED EFFECTS?**Richard A. Klein<sup>1</sup>, Michelangelo Vianello<sup>2</sup>, Kate Ratliff<sup>1</sup><sup>1</sup>University of Florida, <sup>2</sup>University of Padua

Participants' careless responding may threaten the quality of data from psychological studies (McGrath et al., 2012). One method to detect these responses is the Instructional Manipulation Check (IMC; Oppenheimer et al., 2009), where unusual instructions (e.g., "do not click continue; instead, click on the page title") are embedded in a block of otherwise ordinary text. We investigated the efficacy of the IMC using data from the "Many Labs" project (Klein et al., 2014) in which 13 effects were replicated across 6,000+ participants. Overall, the effects across studies were similar regardless of whether or not participants passed the IMC. These results suggest that: (a) the IMC may not adequately address careless responding, or (b) the effects under investigation are not related to participant attention to instructions. Further research is

necessary before attention check measures are employed broadly in research.

C253

**MY ASPIRATIONS ARE YOUR ASPIRATIONS: GIVING PARTICIPANTS EXAMPLES TO OPEN-ENDED QUESTIONS INFLUENCES THEIR RESPONSES**Katherine Jacobs Bao<sup>1</sup>, Molly Moreland<sup>2</sup>, Steven Clark<sup>2</sup><sup>1</sup>Manhattanville College, <sup>2</sup>University of California at Riverside

Researchers sometimes provide participants with examples in order to illustrate or clarify open-ended questions. The present research asks whether giving examples clarifies the intent of the question or inhibits recall (e.g., Slamecka, 1968) such that participants are more likely to simply reproduce the examples in their responses. High school and college students were asked about their academic-related aspirations and were randomly assigned to either receive examples of each type of aspiration (Example group) or receive no examples (Control group). The aspirations listed by the Example group were rated as significantly more similar to the examples provided than those of the Control group, with a moderate effect size. Women's responses were rated as more similar to the examples than men's responses. However, the interaction between sex and group membership was not significant. In sum, giving examples may inhibit participants' ability to think of their own original aspirations.

C254

**AN EVALUATION OF RECOMMENDED MODEL FIT CUT-OFFS FOR TESTS OF MEASUREMENT INVARIANCE IN MIXED DESIGNS**Stephen D. Short<sup>1</sup><sup>1</sup>College of Charleston

Measurement invariance (MI) testing with confirmatory factor analysis is a popular tool in social psychology for evaluating if a measure is biased toward a specific population. Previous research on MI has examined change in alternative model fit indices (AFIs) such as the CFI, TLI, RMSEA, and SRMR, and has provided recommended cut-offs for change in AFIs for two group comparisons, but has not investigated mixed designs where multiple groups are measured longitudinally. A Monte Carlo simulation study was conducted to examine the power of these recommended change in AFIs to detect weak and strong MI across a variety of manipulated study conditions. Results revealed previously recommended cut-off values for test of MI often have very low power to detect biased items in mixed designs. Researchers are cautioned about using past cut-off values and are encouraged to empirically derived cut-off values for change in AFIs when examining MI in mixed designs.

C255

**VALIDITY OF MOBILE APPS AS MEASURES OF PHYSIOLOGICAL STRESS**Dominique Treboux<sup>1</sup>, Jessica Leveness<sup>1</sup>, Anne K. Cronin<sup>1</sup>, Anne-Louise David<sup>1</sup><sup>1</sup>St. Joseph's College

Physiological measures of stress are not susceptible to the confounds of self-report biases inherent in survey methodologies, but tend to be labor intensive and impractical to use outside of the confines of a laboratory. Smartphone apps which assess heart rate are easily accessible, easy to use, and, if reliable and valid, offer an appealing alternative to self-report and traditional physiological measures of stress reactions and anxiety. Stress mobile apps allow for the measurement of stress in settings not usually available to researchers. This study assessed the validity of one mobile heart application in relation to traditional measures of physiological stress and empathy. A sample (n=36) completed a modified Tier Social Stress test and physiological measures (i.e., mobile heart rate app, finger pulse, blood pressure and cortisol levels) were collected at baseline, peak stress and recovery. Results indicated that the mobile

app was related to measures of physiological stress and self-reported empathy.

**C256**

**SIMULATED SEX AND ALCOHOL CONSUMPTION BEHAVIOR FROM WITHIN AN fMRI SCANNER REFLECTS INDIVIDUAL DIFFERENCES IN REAL-LIFE BEHAVIOR**

**Benjamin J. Smith<sup>1</sup>, Feng Xue<sup>1</sup>, Emily Barkley-Levenson<sup>1</sup>, Vita Droutman<sup>1</sup>, Paul R. Appleby<sup>1</sup>, Carlos G. Godoy<sup>1</sup>, John L. Christensen<sup>1</sup>, Stephen J. Read<sup>1</sup>, Lynn C. Miller<sup>1</sup>**

<sup>1</sup>*University of Southern California*

Computer-simulated virtual environments (VE) allow subjects to perform simulations of real-life tasks usually impractical within the confines of an fMRI scanner. In the first known test of the correspondence of behavior between real life and a VE (Appleby et al., 2008) played within an fMRI scanner, 120 gay men aged 18-30 (including 40 methamphetamine users) made decisions in the VE predicting real-life behavior. Subjects who made sexually risky decisions during gameplay reported having more unsafe sex in the previous 90 days ( $N=25$ ,  $Mdn=5$ ) than other subjects ( $N=95$ ,  $Mdn=2$ ),  $W=825.5$ ,  $p=.017$ ,  $r=.27$ . In-game sex positions predicted real-life sex positions ( $\rho[43]=0.764$ ,  $p<0.001$ ). In-game alcohol consumption predicted drinks per week ( $\rho[120]=0.219$ ,  $p=0.016$ ) and time since last drink ( $\rho[120]=-0.209$ ,  $p=0.023$ ). Results suggest VE could be used in fMRI experiments to enhance ecological validity. Ongoing work examines relationships between in-game conversational behaviors and personality measures.

**C257**

**THE COCKTAIL MODEL: USES AND IMPLICATIONS IN PERFORMANCE UNDER STEREOTYPE THREAT**

**Hannah M. Douglas<sup>1</sup>, Brian A. Eiler<sup>1</sup>, Kris Ariyabuddhiphongs<sup>1</sup>, Rachel W. Kallen<sup>1</sup>**

<sup>1</sup>*University of Cincinnati*

Traditionally, psychological researchers have assumed phenomenon conform to a Gaussian distribution whereby outcomes arise from additive, linear, and independent perturbations. However, many biological processes yield distributions that are lognormal and/or power-law, which can emerge from interaction-dominant dynamical systems due to multiplicative and nonlinear perturbations. Statistical models of response time (RT) distributions on word naming tasks are best fit with a lognormal front end and power-law tail in which parameters are linked to task performance—called the cocktail model. The present study examined whether the cocktail model fit RT performance when stereotype threat (ST) was manipulated during a math task. Participants categorized numbers as prime/nonprime under either high/low threat. Results indicate that data fit the cocktail model well, suggesting that performance differences under ST arise from complex and nonlinear perturbations amongst component processes operating at multiple timescales. Theoretical and practical implications will be discussed regarding ST interventions during a math test.

## Personality Development

**C258**

**PERFECTIONIST SELF-PRESENTATION IN ADOLESCENTS: ITS DEVELOPMENT AND EXPRESSION**

**Sue Song<sup>1</sup>, Chang Chen<sup>1</sup>, Paul L. Hewitt<sup>1</sup>, Carmen F. Caelian<sup>1</sup>, Susan Birch<sup>1</sup>, Gordon L. Flett<sup>2</sup>**

<sup>1</sup>*University of British Columbia*, <sup>2</sup>*York University*

Although past research has linked parental perfectionism with perfectionism in children, little is known about the mechanism by which parental perfectionism influences socio-emotional development in children. According to the Perfectionism Social Disconnection Model (Hewitt et al., 2006), individuals develop perfectionistic self-presentation as a result of parenting and family

styles that discourage emotional expressiveness and thwart needs for belongingness. In Study 1, using a sample of 55 clinically depressed adolescents and their primary caregivers, we demonstrated that the relationship between parental perfectionism and loneliness in their adolescents was mediated by a perceived lack of emotional responsiveness in the family. In Study 2, perceived social disconnection contributes to maladaptive personality traits such as the Dark Triad (i.e., narcissism, Machiavellianism, and psychopathy) through elevated PSP among 178 nonclinical adolescents. These findings shed light on the mechanism by which parental and family styles and social disconnectedness influence the development of PSP in adolescents.

**C259**

**PATTERNS OF POWER FORMATION IN THE MOTIVATED AFFECTIVE BEHAVIORAL SYSTEM (MABS)**

**Jennifer R. Talevich<sup>1</sup>**

<sup>1</sup>*University of Southern California*

The Motivated Affective Behavioral System (MABS) is a theoretical model that specifies how psychological experiences are organized to quickly elicit behavior in reflex-like response to environmental stimuli as proposed by Bowlby in his behavioral systems theory. MABS was implemented as a neurocomputational model of attachment formation and its predictions validated in a human data experiment. The current work replicates the human data experiment to test the generalizability of the MABS model to a new domain: power. As with attachment, human data results reveal patterns of psychological power formation: triple serial mediations whereby social perceptions, motivations, and emotions mediate between manipulated power status and dominant, egalitarian, or submissive behavior. Further analyses show these mediations are moderated by trait power. Funding has been obtained to replicate this work in religious cognition wherein representations of God "Almighty" are influenced by and come to influence human power representations. The presentation will consider this analogue.

**C260**

**GROWING HEALTHY PERSONALITIES**

**Dietlinde P. Heilmayr<sup>1</sup>, Howard S. Friedman<sup>1</sup>**

<sup>1</sup>*UC Riverside*

Conscientiousness has emerged as a key element of good mental and physical health, and effective multifactor interventions need to be developed and evaluated. Community gardening, which requires steady physical activity, planful determination, persistence, and cooperation with peers, holds promise. We hypothesized that community gardening would nudge individuals onto a healthier biopsychosocial path. We tested this hypothesis by randomly assigning undergraduates ( $N=60$ ) to either an outdoor gardening activity or a nutrition education control. Health behaviors, personality, and self-reported health were measured over the course of 3 weeks. Results revealed psychosocial effects of gardening including feeling more socially connected and engaged with their environment (compared to nutrition education controls). This first-ever fully randomized study of gardening to measure a variety of psychosocial variables showed gardening may be a useful tool in promoting biopsychosocial health among college students, and points to elements of gradual personality change needing further study.

**C261**

**DARE TO COMPARE: AN EXAMINATION OF INITIAL INDIVIDUAL DIFFERENCES IN STUDENTS ENROLLED IN A SERVICE-LEARNING COURSE COMPARED TO STUDENTS ENROLLED IN A TRADITIONAL COURSE**

**Kimberly K. Hardy<sup>1</sup>**

<sup>1</sup>*Boise State University*

Service-learning is associated with several positive outcomes in students. However, these outcomes have only been examined at the

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end of the semester. Therefore, it is important to determine if differences exist between service-learning students and traditional students at the beginning of the semester before comparing students across classrooms at the end of the semester. I examined such differences in students enrolled in a service-learning abnormal psychology course (N = 43) compared to students enrolled in a traditional abnormal psychology course (N = 56). Service-learners were initially less Extraverted, Agreeable, Conscientious, and Emotionally Stable, and more Open, than their traditional classroom peers. By the end of the semester, service-learners had become significantly more Extraverted than they were at the beginning of the semester. Additionally, service-learners were just as Extraverted and Emotionally Stable as their traditional classroom peers. Therefore, service-learning appears to be related to increases in Extraversion and Emotional Stability.

**C262**  
**YOUNG GROWTH, MATURE GROWTH: WHAT GROWTH SOUNDS LIKE IN NARRATIVES BY AGE AND WELL-BEING**

Jack J Bauer<sup>1</sup>, Kate L McLean<sup>2</sup>, Jennifer P Lilgendahl<sup>3</sup>, Madeline Auge<sup>1</sup>, Mary Holtzhauser<sup>1</sup>, Ashley Ann Marshall<sup>1</sup>

<sup>1</sup>University of Dayton, <sup>2</sup>Western Washington University, <sup>3</sup>Haverford College

Growth narratives may be good for psychological well-being (PWB), but not just any kind of growth will do. In a study of 112 emerging and older adults, we examined how the content of growth narratives differed by age group according to Eriksonian theory—and how these differences related to Ryff's psychological well-being (PWB). We found that emerging adults who had identity-focused—but not intimacy- or generativity-focused—growth narratives had higher PWB, whereas older adults who had intimacy- and generativity-focused—but not identity-focused—growth narratives had higher PWB. We emphasize that quantitative narrative analysis allows researchers to disentangle subtle (yet important-for-well-being) features of self-identity within the same self-relevant thoughts. For instance, growth narratives were not merely about happy endings (but rather about development), identity-focused growth narratives were not merely about “becoming independent” (but rather about more eudaimonic concerns), and growth narratives predicted PWB only when dealing with age-relevant Eriksonian concerns.

**C263**  
**A WAY WITH WORDS: FINDING THE RELATIONSHIP BETWEEN LANGUAGE USE AND EGO DEVELOPMENT**

Daniel E. Lopez-Chavez<sup>1</sup>, Rachel Pauletti<sup>2</sup>, Ryne A. Sherman<sup>2</sup>, Kevin Lanning<sup>2</sup>

<sup>1</sup>Harriet L. Wilkes Honors College - Florida Atlantic University, <sup>2</sup>Florida Atlantic University

The Washington University Sentence Completion Test (WUSCT) is a measure of the broad parameter of personality known as ego development. We use the Linguistic Inquiry and Word Count (LIWC) in an examination of 16,871 textual responses from 942 participants to the WUSCT. Preliminary analyses reveal that LIWC categories associated with abstract, complex thinking have a linear, positive relationship with ego development, and that the lowest levels of development are associated with words implying a preoccupation with bodily functions and concrete thinking. These and additional analyses of person-wise and stem-wise effects, using both LIWC and other techniques reveal some of the promise and the limitations of brute-force, computerized assessment of ego development and other rich constructs of personality.

**C264**  
**SOCIAL CAUSES OF NARCISSISM IN AN AUSTRALIAN CONTEXT: NORMS, CELEBRITY CULTURE, TECHNOLOGY AND CHILDHOOD ENVIRONMENT**

Elizabeth Huxley<sup>1</sup>, Boris Bizumic<sup>1</sup>

<sup>1</sup>Australian National University

Social norms, celebrity culture, childhood experiences and social technologies have all been linked to the development of narcissism. There is, however, little empirical evidence to support these claims, and much of the existing research has been limited to North American samples. This study aims to investigate the role of these social factors in the development of both vulnerable and grandiose narcissism within an Australian context. Participants (N = 321) completed measures of grandiose and vulnerable narcissism, social norms, celebrity culture, perceptions of childhood environment, and current use of social technologies. Correlational and regression analyses showed that immersion in celebrity culture and use of social technologies were related to higher levels of narcissism. There was also evidence for the impact of childhood environment on both vulnerable and grandiose narcissism. Social norms, however, appeared to have little effect on narcissism. Implications of these findings for the understanding of narcissistic development are discussed.

**C265**  
**AFFILIATION DURING LIFE TRANSITIONS**

Heather A. Dobbins<sup>1</sup>, Zoe D. Erikson<sup>1</sup>, Dr. Yanna Weisberg<sup>1</sup>, Nick Popma<sup>1</sup>

<sup>1</sup>Linfield College

Social creatures by nature, affiliation is essential to human beings. Major life transitions, such as going away to college, create opportunities to connect with new people. Using a self-report study involving 105 college freshmen, we investigated longitudinal change in trait affiliation - an individual's general tendency to desire to associate with others. Our findings reveal that although affiliation levels in general remained stable, there is a moderate amount of change. Individuals higher in behavioral activation, who are more sensitive to potential rewards as a result of their behaviors, also reported higher levels of affiliation. However, their affiliation scores decreased across their first two months of college. Individuals with lower initial levels of behavioral activation showed no change in affiliation over time. These results are promising as developing friendships and a sense of belonging may play an important role in an individual's successful adjustment to college and other major life transitions

**C266**  
**MASTERING THE TRANSITION TO RETIREMENT - DIFFERENTIAL EFFECTS ON OPENNESS**

Anne K. Reitz<sup>1</sup>, Ursula Staudinger<sup>1</sup>

<sup>1</sup>Columbia University

This study examines the development of Openness to Experience in older adulthood in the context of a central developmental task in older adulthood, the transition to retirement. Mean-levels of Openness decline in older adulthood (Roberts, Walton, & Viechtbauer, 2006). However, increases are possible in special constellations of contextual and personal factors (Mühlig-Versen, Bowen, & Staudinger, 2012). Retirement may involve radical changes in daily routines and activities that are, however, perceived heterogeneously (Pinquart & Schindler, 2007). We thus studied its differential impact on Openness. Using a large-scale panel study (N = 693), we identified different developmental trajectories that were predicted by individual and contextual resources. Furthermore, since adaptation processes are functions of time (Uglanova & Staudinger, 2013), we studied different time intervals to build accurate adaptation trajectories. In sum, the consideration of

different developmental trajectories at different time points after retirement provided fine-grained insights into how retirement shapes Openness to Experiences.

## Personality Processes/Traits

**C267**

### THE LEADER SHIP IS SINKING: A TEMPORAL INVESTIGATION OF NARCISSISTIC LEADERSHIP

Chin Wei Ong<sup>1</sup>, Ross Roberts<sup>1</sup>, Calum Arthur<sup>2</sup>, Tim Woodman<sup>1</sup>, Sally Akehurst<sup>3</sup>

<sup>1</sup>Bangor University, <sup>2</sup>University of Stirling, <sup>3</sup>University of Derby

Although narcissists have leader emergent tendencies their personality characteristics suggest that such leadership qualities will decrease over time. We present data from two studies that provide the first empirical support for that theoretical position within a transformational leadership perspective. In Study 1, a narcissist described in a vignette was perceived as a more effective and more inspiring leader in a scenario depicting a short duration of leadership compared to a longer duration of leadership. When leadership was examined longitudinally in Study 2, narcissism was associated with peer-rated leadership at initial group formation but not later. Transformational leadership was shown to mediate the relationship between narcissism and leadership in both studies. Despite enjoying a short honeymoon period of leadership, the appeal and attractiveness of the narcissistic leader rapidly wanes; this decline is explained by their changing transformational leadership qualities.

**C268**

### THE PERSONALITY TRAITS OF OBJECTIVELY SUPPORTIVE PEOPLE

Elizabeth Fles<sup>1</sup>, Brian Lakey<sup>2</sup>

<sup>1</sup>University of Tennessee at Knoxville, <sup>2</sup>Grand Valley State University

Some research suggests that perceptions of support are partly based on provider personality. One issue with this research is that provider personality and supportiveness have been based on ratings by single recipients. By allowing multiple recipients to rate each provider, we isolated the aspect of provider supportiveness and personality that reflected inter-rater agreement ( $n=64$ ; 16 groups of 4 roommates; 96 dyads). Objectively supportive providers were agreeable, open and emotionally stable. Results supported the idea that objective personality is linked to perceived social support.

**C269**

### PERSONALITY, DAILY ACTIVITIES, AND THE PREDICTION OF STUDENTS' ACADEMIC AND SOCIAL ENGAGEMENT

Kristina Mouzakis<sup>1</sup>, Daniel J. Ozer<sup>1</sup>

<sup>1</sup>University of California at Riverside

Student engagement is predictive of academic persistence and eventual graduation (Astin, 1984), and it is an important component of successful academic and social integration within the university environment (Tinto, 1993). Levels of student engagement may change (Roebken, 2007), and it is valuable to understand which variables predict academic and social engagement and how engagement develops throughout students' time in college. The present study utilizes the Five-Factor Model of personality and students' daily activities to predict academic and social engagement in three samples ( $N = 331$ ) (two cross sectional and a small, brief longitudinal study). Our results suggest that personality traits more stably predict students' engagement with the university environment. Daily activities did not consistently relate to student engagement.

**C270**

### THE MODERATING ROLE OF NARCISSISM UPON SELF-EFFICACY, EFFORT AND PERFORMANCE.

Chelsey J. Dempsey<sup>1</sup>, Stuart J. Beattie<sup>1</sup>

<sup>1</sup>Bangor University

Recent research has begun to examine moderating variables which influence the relationship between self-efficacy and performance. The present study examines the moderating role of narcissism, a personality associated with overconfidence and an inflated sense of self. It is predicted that higher levels of narcissism would result in a negative relationship between self-efficacy, effort and performance. Ninety participants completed ten trials on a race car driving simulator. The Narcissistic Personality Inventory y-16 was completed to measure narcissism, with self-efficacy measured before and effort measured after each trial. High narcissists showed a positive relationship between self-efficacy and performance whereas a negative relationship occurred for low narcissists. Conversely, effort was not related to performance for high narcissists, whereas low narcissists experienced a positive effect of effort upon performance. The study adds to the growing body of research examining the complex relationship between self-efficacy, effort, and performance.

**C271**

### DO YOU QUIT? RESILIENCE IN THE FACE OF FAILURE

Adriana Ariza<sup>1</sup>, Connie Shears<sup>1</sup>

<sup>1</sup>Chapman University

Some individuals pick themselves up after a disappointment, be it as small as receiving an unwanted grade on a paper, or as heavy as losing a loved one. Therein lies a debate. Is resilience a personality trait that remains constant throughout the lifespan (Connor & Davidson, 2003), or a cognitive process that changes (Kaplan, 2013)? We hypothesize that if resilience is a malleable process it would increase given a pass condition or decrease given a fail condition. 80 Participants were randomly assigned to complete a maze task that was either solvable or unsolvable. Participants completed pre and post version of the Connor-Davidson Resiliency Scale (CD-RISC). Results indicate that participants' resilience increased under the pass condition and decreased under the fail condition. Results support the malleability of resilience as a cognitive process. Further, this process can be measured by the CD-RISC, which until now has been a clinical measure of personality.

**C272**

### HOW WELL DO TEACHERS KNOW THEIR STUDENTS? COMPARING TEACHER AND SELF-REPORT RATINGS OF PERSONALITY AMONG HIGH SCHOOL SENIORS

Carly Haeck<sup>1</sup>, Angela Duckworth<sup>1</sup>, Brian Galla<sup>1</sup>, Benjamin Plummer<sup>1</sup>, Alyssa Matteucci<sup>1</sup>

<sup>1</sup>University of Pennsylvania

How well do teachers know their students? The current investigation asks whether teachers know their students better in some respects than others. A sample of  $N = 425$  high school seniors completed Big Five personality questionnaires; separately, two of their teachers were asked to complete single-item Big Five ratings with their students as target. Both teacher-teacher correlations and self-teacher correlations were medium-to-large for extraversion and conscientiousness, and small-to-medium for agreeableness and openness to experience. In contrast, teacher-teacher and self-teacher associations were much smaller in magnitude and less reliable for emotional stability. These findings suggest that using teacher-report measures of personality is justifiable for overt, behavioral aspects of personality but less so for more covert, internal attributes (e.g., feelings). To our knowledge, this is the first investigation to directly compare consensual validity estimates for diverse personality traits in this age group.

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C273

**THE ROLE OF PERSONALITY IN THE PROPENSITY TO DECEIVE FOR EXTRINSIC/INTRINSIC REWARD**Jaimie B. Bartlett<sup>1</sup>, Kelly L. Curtis<sup>1</sup><sup>1</sup>*High Point University*

Within medical contexts, extrinsic rewards (monetary gain) as well as intrinsic rewards (engaging in "sick-role" behavior to get attention) may influence individuals to be deceptive about their symptoms. This study explored the relationship between the Big-Five personality traits, psychopathy, and a person's willingness to deceive for reward. 86 undergraduate participants completed the NEO-FFI, the Levenson Self-Report Psychopathy Scale, the Marlowe-Crowne Social Desirability Scale, a demographic questionnaire, and provided responses to one of two hypothetical medical scenarios which involved either an extrinsic or intrinsic reward. Participants were asked to indicate how likely they would agree to using deception and how confident they were in their ability to deceive others. Results showed that individuals were more likely to lie for extrinsic than intrinsic rewards. Higher correlations, however, were observed between personality (agreeableness), psychopathic traits, and one's willingness and confidence to deceive in the intrinsic condition than in the extrinsic condition.

C274

**SELF-KNOWLEDGE AND THE CONSEQUENCES OF FLUCTUATIONS IN PERSONALITY**Robert Edmund Wilson<sup>1</sup>, Simine Vazire<sup>1</sup><sup>1</sup>*University of California, Davis*

Recent work has expanded our understanding of how aware people are of their stable tendencies and the consequences of trait self-knowledge. However, almost nothing is known about how much self-knowledge people have about the dynamic aspects of their personality. Further, it is unknown how self-knowledge of variability in personality influences intra- and inter-personal consequences such as self-esteem and friendship quality. To address these questions we conducted two ESM studies (N = 123; N = 385) and used fluctuations in personality states as a criterion for actual variability in personality. To assess self and other knowledge of variability, we created a scale that asked participants and informants to specify the percentage of time they (or the target) experienced each level of a trait. Results indicate that there is an asymmetry in self and informant knowledge of variability and each source distinctly predicts positive and negative intra- and inter-personal consequences.

C276

**INTRA- AND INTERPERSONAL CONSEQUENCES OF CROSS-SITUATIONAL VARIABILITY IN SELF-ESTEEM, AFFECT, AND BEHAVIOR**Katharina Geukes<sup>1</sup>, Roos Hutteman<sup>2</sup>, Albrecht C. P. Kuefner<sup>3</sup>, Steffen Nestler<sup>1</sup>, Mitja D. Back<sup>1</sup><sup>1</sup>*University of Muenster*, <sup>2</sup>*Utrecht University*, <sup>3</sup>*FactWorks, Berlin*

Beyond trait- and state-levels, within-person variability is a meaningful personality variable predicting intra- and interpersonal outcomes. Situational similarity is discussed to moderate these relationships. In a laboratory (N = 311) and an intensively designed experience-sampling field study (N = 124) we investigated the influence of cross-situational variability in state self-esteem, state affect, and behavior (i.e., actual, self- and other-reported) upon intrapersonal consequences (e.g., trait self-esteem, well-being, trait affect) and interpersonal consequences (e.g., liking, social status, being seen as a friend/a leader). Findings support a negative relation between variability indices and intra- and interpersonal outcome variables. Considering situational similarity as a moderator of this relation has shown that variability in similar situations has more negative intra- and interpersonal consequences than variability in dissimilar situations. Thus, the consideration of the

situation variable improves our understanding of when variability is (mal-)adaptive.

C277

**I JUST WANT TO FEEL FINE: THE RELATION BETWEEN PERSONALITY TRAITS AND ACCEPTANCE OF NEGATIVE FEEDBACK**Elizabeth A. Edershile<sup>1</sup>, Kathryn L. Bollich<sup>1</sup>, Simine Vazire<sup>1</sup><sup>1</sup>*Washington University in St. Louis*

We investigated how Big Five personality traits (extraversion, agreeableness, conscientiousness, neuroticism, and openness) and narcissism play a role in reported behavior change as a result of negative feedback. Participants completed personality assessments in addition to questionnaires about their most recent instance of negative feedback and their relationship with the feedback-giver before and after the feedback situation. The results indicate only individuals scoring higher in agreeableness ( $r = .282$ ) and communal narcissism ( $r = .232$ ) were more likely to report behavioral changes as a result of receiving negative feedback. Additionally, we found decreased levels of liking towards the feedback-giver post-feedback compared with prior to receiving feedback. It is apparent from this research that personality does play a part in receptivity to negative feedback. Namely, we uncovered differences in how individuals respond to feedback, as well as how their relationship with the feedback-giver varies as a function of their personality dimensions.

C278

**SOCIAL-COGNITIVE AND NORMAL PERSONALITY PREDICTORS OF SHORT-TERM CHANGE IN PERSONALITY DISORDER SYMPTOMS**Malek Mneimne<sup>1</sup>, William Fleeson<sup>1</sup>, Michael Furr<sup>1</sup>, Elizabeth M. Arnold<sup>2</sup><sup>1</sup>*Wake Forest University*, <sup>2</sup>*Wake Forest School of Medicine*

Although personality disorder symptoms are considered relatively stable over time, longitudinal studies have found that they decrease in as early as a year. Whether change in personality disorder symptoms occurs on a shorter time scale is less clear. This study investigated short-term change in borderline personality disorder (BPD) symptoms and whether social-cognitive and normal personality factors may explain such change. Participants ( $n=273$ ; 83 meeting criteria for BPD) reported on their symptoms, social-cognitive stressors, trait-relevant behavior, and affect daily for 14 days and monthly for 7 months. Growth curve modeling revealed a quadratic change in daily symptoms, such that symptoms increased and then decreased, which covaried with perceived interpersonal stressors and agreeableness, and a linear decrease in monthly symptoms, which covaried with perceived interpersonal stressors, extraversion, and shame. These findings suggest that personality disorder symptoms are less stable than previously considered and offer possible etiological mechanisms contributing to their short-term change.

C279

**CAN PERSONALITY CHANGE?: CONSTRUCT VALIDITY FOR FREQUENCY-BASED MEASUREMENT OF INTRAINDIVIDUAL VARIABILITY**Carol Tweten<sup>1</sup>, Sunde M. Nesbit<sup>2</sup><sup>1</sup>*Michigan State University*, <sup>2</sup>*University of Northern Iowa*

Temporal stability in personality is well researched (see Caspi & Roberts, 2001). However, variability across situations is not as empirically understood, in part because repeated measures designs are often resource-intensive. The present study evaluated a novel measure of within-person variability called frequency-based measurement by comparing it with situational personality ratings in a 5-day ESM study. Mean levels of Big Five traits, as measured via frequency-based, were positively correlated with aggregated ESM ratings. However, frequency-based variability in personality did not correlate with ESM variability as predicted. Notably, in both frequency-based and ESM ratings, variability in any one of the Big Five traits was positively correlated with variability in all the others,

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providing support for traitedness (Baumeister & Tice, 1988), a theory as to why some individuals vary more across situations than others. Overall, these findings establish some construct validity for frequency-based measurement and indicate the need to further examine its utility.

**C280**

### **RESPONSIVE JOY AND RESPONSIVE DISTRESS: TWO ENDS ON A CONTINUUM OR SEPARATE CONSTRUCTS?**

Vivian Tran<sup>1</sup>, David Martinez-Alpizar<sup>1</sup>, Scott Plunkett<sup>1</sup>

<sup>1</sup>California State University at Northridge

This study's purpose was to examine whether two indicators of empathetic response (responsive joy, responsive distress) were separate factors or two ends of one continuum. Self-report survey data were collected from 457 ethnically-diverse university students. Factor analyses indicated two distinct factors. Also, two aspects of parent-child relationships (support, intrusiveness), two personality characteristics (kindness/generosity, vulnerability), and two mental health indicators (happiness, anxiety) were examined in relation to responsive joy and distress. Perceived support, kindness/generosity, and happiness were positively related to responsive joy, while perceived psychological control, vulnerability, and anxiety were positively related to responsive distress. Happiness was also negatively related to responsive distress. Responsive joy and responsive distress were predicted by different parent-child variables and personality variables, and also related to different mental health outcomes. Thus, they appear to be independent constructs. Theorists and researchers should more fully explore how these different empathetic responses develop and how they influence mental health.

**C281**

### **IDENTIFICATION OF THE HEALTHY NEUROTIC: PERSONALITY TRAITS PREDICT SMOKING AFTER DISEASE ONSET**

Sara J. Weston<sup>1</sup>, Joshua J. Jackson<sup>1</sup>

<sup>1</sup>Washington University in St. Louis

Personality traits are known predictors of health behaviors and health status. However, most of this work focuses exclusively on how personality influences health outcomes rather than how personality influences response to disease. Using a large, national study (N = 7,051), we investigated whether conscientiousness and neuroticism were associated with smoking behavior after the onset of a disease. After the onset of a major chronic disease, high levels of neuroticism predicted less smoking when paired with high levels of conscientiousness, a combination described as healthy neuroticism. Healthy neuroticism only predicted smoking behavior after the onset of disease, not before, suggesting that the relationship between personality and responses to health problems differs from the relationship between personality and the onset of health problems.

**C282**

### **PERSONALITY AND HEALTH: NO EVIDENCE OF SOCIAL OR BEHAVIORAL MEDIATORS?**

Kelly A. Cotter<sup>1</sup>, Barbara J. Kerschner<sup>2</sup>, Justin T Martin<sup>2</sup>, Leigh A. Powell<sup>2</sup>, Daniel J. Rodda<sup>2</sup>, Kellie M. Sturgeon<sup>2</sup>

<sup>1</sup>California State University at Stanislaus, <sup>2</sup>California State University at Sacramento

Personality, social relationships, and health behaviors contribute to health and well-being across the lifespan. In a survey of 192 undergraduates (85% women), better self-rated health was associated with higher extraversion ( $r = .21, p = .01$ ), higher conscientiousness ( $r = .22, p = .01$ ), lower neuroticism ( $r = -.29, p < .001$ ), greater negative social control ( $r = -.27, p < .001$ ), and more frequent vigorous physical activity ( $r = .27, p = .001$ ). Personality is often theorized to impact health uniquely, in addition to acting via social relationships and health behaviors. Thus, the goal of the present study was to examine social control and physical activity as

potential mediators. However, none of the associations between the Big 5 personality characteristics and self-rated health were mediated by social control or physical activity in the present sample, suggesting instead that each variable contributed uniquely to self-rated health.

**C283**

### **THE UNIQUE INFLUENCE OF DISINHIBITION AND SELF-CONTROL ON ALCOHOL USE IN COLLEGE STUDENTS**

Rita Dwan<sup>1</sup>, Tonya Dodge<sup>1</sup>

<sup>1</sup>George Washington University

Although research has found both self-control (SC) and the disinhibition (DIS) aspect of sensation seeking to be associated with alcohol use, it is unclear whether each predicts unique variance in alcohol use. Two cross-sectional studies tested whether DIS and SC predict unique variance in alcohol use. In study 1 ( $n = 151$ ) and study 2 ( $n = 113$ ) undergraduates completed Zuckerman's Sensation Seeking Scale-V and the Self-Control Scale. The outcome variable in study 1 was weekend drinking as assessed by the Daily Drinking Questionnaire. In study 2 the outcome variable was heavy episodic drinking as assessed by the Timeline Follow-Back calendar. In both study 1 (Beta = .50,  $p < .001$ ) and study 2 (Beta = .46,  $p < .001$ ) DIS was a statistically significant predictor of the alcohol use variable, but SC was not. DIS may be a particularly important personality trait when studying alcohol use among college students.

**C284**

### **SPECIAL STAYERS OR STRIVING LEAVERS?: THE ROLE OF PERSONALITY IN TEACHER RETENTION**

Brady K Jones<sup>1</sup>

<sup>1</sup>Northwestern University

While teacher retention is an important public policy question, personality differences between people who stay in teaching long-term and people who do not have not often been considered. Instead, literature on teacher retention tends to focus on variables external to teachers, such as school environment or financial incentives. For this study, an extensive array of personality measures at all three levels of McAdams' Model of Personality (personality traits, characteristic adaptations, and personal narratives) were collected from 118 current and former teachers, all graduates of the same competitive teacher preparation program. This information was matched with national data on school environment and quality. Long-term teachers reported lower neuroticism, higher openness, setting generative, difficult goals, little interest in power, and adaptive personal narratives. Teachers working in struggling schools relied more heavily on the trait-level variables (low neuroticism, high openness) to sustain their commitment than they did on characteristic adaptations and personal narratives.

**C285**

### **DEFINING HONESTY: A QUALITATIVE ANALYSIS OF THE TRAIT HONESTY**

Kimberly R. Hayes<sup>1</sup>, Sara J. Couture<sup>1</sup>, Jared Talley<sup>1</sup>, Kyle Brasil<sup>1</sup>, Drew Lindgren<sup>1</sup>, Lauren Stevens<sup>1</sup>, Patrick Beach<sup>1</sup>, Stephen Crowley<sup>1</sup>, Kimberly McAdams<sup>1</sup>

<sup>1</sup>Boise State University

There has been limited research on the trait of honesty in psychology research. The trait of honesty may be related to Big 5 Personality trait of agreeableness. Moreover, there is another personality trait theory that was created in Europe called HEXACO (Honesty-Humility, Emotionality, eXtraversion, Agreeableness). This theory is based lexical approach and needs to have a more developed measure to test the theory. In order to create a measurement for honesty researchers decided to create a folk theory of honesty by putting out a qualitative survey asking 60 participants to tell a story about a situation where someone is acting purely honest or dishonest, and to give a list of traits that would make up

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an honest person. The information was coded using qualitative methods and ten themes (Recognizing Applicability, Altruism, Responsibility, Rarity, Truthfulness, Property, Motives, Contract and Relationship.) These themes were used to create a model using the methodology Grounded Theory Analysis.

**C286**

**DO PEOPLE ACTUALLY KNOW WHEN THEY ARE ACTING LIKE THEMSELVES?: AN EXPERIENCE SAMPLING ASSESSMENT OF AUTHENTICITY**

Ashley Bell Jones<sup>1</sup>, David G. Serfass<sup>1</sup>, Nicolas A. Brown<sup>1</sup>, Ryne A. Sherman<sup>1</sup>

<sup>1</sup>Florida Atlantic University

People seem to have an intuitive sense of who they are. It is common to hear someone say, "I was not acting like myself." However, it is not clear whether people actually know when they are acting like themselves. This study measures both subjective authenticity, the degree to which one feels true to oneself, and objective authenticity, the degree to which one is actually behaving true to one's personality. Participants (N = 210) used their smart phones to complete eight surveys per day for one week. In these real-time assessments, participants recorded their behavior, their feelings, and their current situation. Results indicate that subjective and objective authenticity seem to be two distinct constructs, and that people equate positive feelings with being authentic. The effects of personality, behaviors, and situations on each of these constructs are also discussed.

**C287**

**DOES THE SELF-REFERENCE EFFECT IN MEMORY TAP INTO PERSONALITY SELF-CONCEPT?**

Glen T. Howell<sup>1</sup>, John M. Zelenski<sup>1</sup>

<sup>1</sup>Carleton University

People remember more personality trait adjectives after making self-descriptiveness judgments compared to other judgments (e.g., semantics). This self-reference effect (SRE) may stem from the rich information available in the self-concept. Borrowing techniques from cognitive psychology, two studies (N = 98 & 92) examined whether individual differences in relevant traits (conscientiousness and openness) predict the processing that occurs during self-reference, with slower recall speed indexing more item-specific processing, and forgotten adjectives in a second recall task (item loss) indexing relational processing. Trait conscientiousness and openness were associated with slower recall speed of corresponding adjectives ( $r = -.22$  and  $r = -.23$ , respectively,  $ps < .05$ ), but not item losses ( $|rs| < .06$ ). Results suggest 1) people high on a trait have more corresponding item-specific information in their self-concept, which serve as recall cues, and 2) recall speed in a self-reference task may offer a novel way to assess traits.

**C288**

**THE RISE OF ONLINE PORNOGRAPHY: EXAMINING ITS CONTENT, USERS AND EFFECTS**

Temple Northup<sup>1</sup>

<sup>1</sup>University of Houston

A generation ago, for those who were interested in viewing pornography, it meant a trip to the video rental store, a magazine subscription, or some other difficult method to obtain the material. Today, anyone with an Internet connection has access to an endless amount of content. Despite this change, there is a relatively small amount of research examining the type of content available, the extent that individuals use different types of content, and any possible effects. Through two studies, the content of the most popular online video pornography websites (e.g., Pornhub.com) was first assessed, with over 80,000 videos analyzed, to determine the most popular types of pornography. A survey (n=550) then found significant relationships among different types of content and sexual behaviors and attitudes (sexual activity, sexual

permissiveness, sexual satisfaction and expectations) as well as other variables, such as gender stereotyping, self-esteem, and religiosity. Gender differences also emerged.

**C289**

**TESTING THE MODEST MASK HYPOTHESIS: VULNERABLE NARCISSISM AND IMPLICIT SELF-ESTEEM**

Ashley A. Brown<sup>1</sup>, Robert M. Arkin<sup>1</sup>

<sup>1</sup>Ohio State University

Vulnerable narcissists are known to be hypersensitive, anxious, shame-ridden, insecure, and overly reliant on the feedback of others. Importantly, vulnerable narcissists are known to report low self-esteem on explicit measures. Yet, these individuals are also self-centered, interpersonally antagonistic, and exceedingly entitled. To explain this incongruence, we proposed and tested a "modest mask hypothesis" that conceptualized vulnerable narcissism as inner grandiosity shrouded by an outward mask of modesty and self-effacement. We predicted that vulnerable narcissism would be associated with low explicit self-esteem and high implicit self-esteem. Consistent with previous research, vulnerable narcissism was associated with low explicit self-esteem on the Rosenberg Self-Esteem Scale. Contrary to our hypothesis, vulnerable narcissism and implicit self-esteem on the IAT were uncorrelated. Possible explanations for these findings are discussed, as well as future research directions such as examining domain-specific implicit and explicit self-esteem.

**C290**

**AN ATTEMPT TO MEASURE IMPLICIT ACTUAL-IDEAL SELF DISCREPANCY**

Ryuta Takawaki<sup>1</sup>

<sup>1</sup>Toyo University

In this study we developed the actual-ideal implicit association test (IAT) to test relationships between narcissism and self-esteem. The actual-ideal IAT measures implicit self-discrepancy by pairing "actual-self" and "ideal-self" words with words of positive and negative valence. Study 1 shows that the actual-positive group, where subjects have a stronger association between "actual-self" and pleasant than between "ideal-self" and pleasant, showed higher correlation between narcissism and self-esteem. In contrast, the ideal-positive group, where subjects are more positively associated with "ideal-self" than "actual-self", showed low correlation between narcissism and self-esteem. In Study 2, we used lexical decision task to measure chronic accessibility to "actual self" and "ideal-self". The result of this task showed that the actual-positive group have higher chronic accessibility to "actual self" than the ideal-positive group. Also, actual-positive group subjects had higher chronic accessibility to "actual self" than chronic accessibility to "ideal self".

**C291**

**SELFIES, NARCISSISM, AND THE BIG FIVE PERSONALITY TRAITS**

Jessica McCain<sup>1</sup>, W. K. Campbell<sup>1</sup>

<sup>1</sup>University of Georgia

"Selfies" (pictures of oneself usually taken with a smart phone) have become increasingly prevalent in today's society. We predicted that selfies would serve specific self-regulatory functions for those with certain personality traits—for example self-enhancing functions for narcissists and communal functions for agreeable people. We measured relevant personality variables and self-reported selfie behaviors in 350 adults on Amazon Mturk using the *Narcissistic Personality Inventory 13* and the *Five Factor Model Rating Form*. Results were consistent with our predictions—narcissists report taking selfies more frequently for the purposes of getting attention, making others jealous, and showing off, and feel pride, excitement, and happiness when taking a selfie. Agreeable participants report taking selfies to keep in touch with friends and family, and feel happiness and excitement only when others like their selfies. These



data have implications for understanding how personality and technology interact in the present generation.

**C292**  
**RELATIONSHIP BETWEEN CHINESE PERSONALITY TRAITS AND EMOTION REGULATION STRATEGIES**

Xue Pan<sup>1</sup>

<sup>1</sup>*Renmin University of China*

Objective: The research was aimed at exploring the relationship between personality and emotion regulation strategies in Chinese college students. Methods: A total of 426 subjects completed Emotion Regulation Questionnaire(ERQ)and Seven-Factor Chinese Personality Scale(QZPS-SF). Results: Cognitive reappraisal significantly correlated with all the seven dimensions of Chinese personality (emotionality, human relations, extroversion, kindness, behavioral styles, talents and ways of life), while expressive suppression only significantly correlated with emotionality, human relations, extroversion and talents. Stepwise regression analysis showed that human relations, ways of life and kindness could predict cognitive reappraisal positively, and emotionality could predict expressive suppression positively. Conclusion: Personality traits could predict emotion regulation strategies significantly.

**C293**  
**BEHAVIORAL INHIBITION PREDICTS BOTH HIGHER REJECTION SENSITIVITY AND LOWER GOAL SELF-EFFICACY**

Dylan P. Kriescher<sup>1</sup>, Walt D. Scott<sup>1</sup>, Suzanna L. Penningroth<sup>1</sup>

<sup>1</sup>*University of Wyoming*

Personality scientists have a central task of identifying coherence amongst variables responsible for influencing individual patterns of thinking, feeling, and behaving. For instance, personality researchers have found that individual differences in traits/temperaments relate meaningfully to goal orientations (Elliot & Thrash, 2002) and to themes in life narratives (Manczak, Zapata-Gietl, & McAdams, 2014). The goal of the present study was to expand on these findings, and to specifically explore how a behaviorally inhibited temperament might relate to self-schemata and self-efficacy for personal goals. In a single study, 156 participants completed the BIS/BAS scale (Carver, 1994), the Rejection Sensitivity Questionnaire (Downey, 2002), and the Personal Concerns Inventory (Klinger & Cox, 2011). Behavioral inhibition was found to significantly predict both negatively valenced self-schemata (i.e., higher rejection sensitivity) and lower goal self-efficacy. Path analyses supported a model in which the relationship between behavioral inhibition and goal efficacy was mediated by rejection sensitivity.

**C294**  
**HARDINESS AND EXCESSIVE GAMBLING BEHAVIORS**

Baharak Farzanmehr<sup>1</sup>, Natasha Saifabad<sup>1</sup>, Mellissa Shirmohammadi<sup>1</sup>, Sarah C.M. Savino<sup>1</sup>, Brandilynn Villarreal<sup>1</sup>, Salvatore M. Maddi<sup>1</sup>

<sup>1</sup>*University of California at Irvine*

Psychological hardiness is a form of resilience that views stressful circumstances as an opportunity to grow and develop. Through HardiCoping, the stressor is transformed into something positive, like a learning experience. The purpose of the current study was to investigate the relationship between Hardiness and gambling tendencies. Because hardiness has been negatively associated with other types of regressive coping, such as addictions, we posited that there would be a negative relationship between levels of Hardiness and gambling tendencies. Participants included undergraduate students at a public university and adults from the general public with self-proclaimed gambling tendencies (n=208). Participants completed an online survey measuring gambling tendencies and attitudes as well as the Hardiness PVS-III-R scale. The results supported a negative association between Hardiness and gambling behavior. Although future research is necessary, Hardiness training could potentially help individuals with strong gambling tendencies

find better ways to cope with stress and possibly mitigate the negative effects of gambling.

**C295**  
**THE RELATIONSHIP OF NARCISSISTIC PERSONALITY OF TEENAGERS AND CYBER-BULLYING: THE MEDIATION EFFECT OF SOCIAL STATUS INSECURITY**

Chang Shu<sup>1</sup>, Michelle F. Wright<sup>2</sup>, Li Lei<sup>1</sup>

<sup>1</sup>*Renmin University of China*, <sup>2</sup>*Masaryk University*

Narcissistic personality, a kind of personality disorder, manifested as two forms of overt and covert .Obviously, the narcissistic is described most vividly among teens. They have a strong showmanship, hoping to get attention from others, and tending to overestimate themselves. However, the social experience limits them, which leads the youth into a relatively awkward position in society. Consequently, they have a low sense of control over the environment, that is, insecurity. Meanwhile, when teens desire cannot be satisfied in the real world, the virtual world of the Internet will become their vent channels, which causes numerous problems like cyber bullying. A research which covered 683 valid questionnaires sought to explore the relationship between narcissistic personality, cyber bullying and social status insecurity and how these three affect each other exactly. The analysis of data processing found a significant positive correlation between them. Additionally, the social status insecurity has a mediation effect.

**C296**  
**SELF-REPORT AND INFORMANT-REPORT DISPARITIES IN PERSONALITY ASSESSMENT**

Alyssa J. Matteucci<sup>1</sup>, Ethan R. Lowens<sup>1</sup>, Sarah D. Patrick<sup>1</sup>, Eli Tsukayama<sup>1</sup>, Angela L. Duckworth<sup>1</sup>

<sup>1</sup>*University of Pennsylvania*

Self-report and informant-report questionnaires are sometimes averaged to create composite measures of personality that are more reliable and valid than either component. Such a procedure essentially treats differences in scores as random error. In a cross-sectional study of N = 2,819 middle school students across 10 schools, we examined disparities between self-report and (an average of five) teacher-report ratings of self-control, grit, gratitude, zest, and curiosity. We used an objective measure of popularity, the number of students who named the target student as a friend, to test the hypothesis that differences between self-report ratings and teacher-report ratings indicate a lack of self-awareness on the part of the student. Controlling for gender, grade, and school, greater disparities predicted lower popularity. These findings suggest that disparities between self-report and informant-report ratings are not random but, on the contrary, provide meaningful information.

**Religion/Spirituality**

**C297**  
**THE EFFECTS OF ACTIVATING RELIGIOUS CONCEPTS ON AMBIGUITY INTOLERANCE AND JUDGMENT CERTAINTY**

Christina Sagioglou<sup>1</sup>, Matthias Forstmann<sup>2</sup>

<sup>1</sup>*University of Innsbruck*, <sup>2</sup>*University of Cologne*

How does living in a society in which one is frequently exposed to reminders of its Christian foundations shape one's basic cognitions? Following contextual priming logic, being exposed to Christian religious content should render associated norms accessible. One prototypical Christian norm is the reliance on dichotomous moral categories such as right vs. wrong (virtuous vs. sinful). If Christian primes indeed activate this normative structure, it should manifest itself in increased ambiguity intolerance. We tested this reasoning in five studies. Specifically, we demonstrated that semantically activating Christian concepts increases self-reported ambiguity intolerance (Study 1), preference for a non-ambiguous (vs. ambiguous) visual stimulus (Study 2), as well as judgment certainty

as means to reduce experienced ambiguity (Studies 3a & 3b). Finally, we extended our laboratory findings to real-life environments by showing that individuals exposed to a cathedral (vs. a place with civic buildings) reported increased ambiguity intolerance (Study 4).

**C298**

**IN THE IMAGE OF GOD, THE CHURCH, OR FAITH?:  
DECONSTRUCTING RELIGIOUS PRIMING EFFECTS ON SEXISM**

**Megan Haggard<sup>1</sup>, Wade C. Rowatt<sup>1</sup>**

<sup>1</sup>*Baylor University*

Recent priming research has proposed that different types of religious priming, specifically religious agents, institutions, and spirituality, can produce differing effects on attitudes toward others. The current studies examine how the three types of religious priming impact sexism. First, an online community sample was primed supraliminally using a scrambled sentence task with control, religious agent, religious institution, or spiritual words. Participants in the religious agent condition reported the highest levels of sexism, as measured by the Attitudes toward Women Scale. Next, using an undergraduate sample, we tested the effect of subliminal religious priming via lexical decision task on hostile and benevolent sexism. Though no priming condition influenced hostile sexism, those in the religious agent condition demonstrated the highest levels of benevolent sexism. Taken together, these results demonstrate the effects of religious priming on prejudice toward women, as well as the need to use separate religious primes in future studies.

**C299**

**PRIMING RELIGIOUS COMPLEXITY**

**Carissa Sharp<sup>1</sup>, Azim Shariff<sup>1</sup>**

<sup>1</sup>*University of Oregon*

From children to theologians, religious believers show individual and group differences in the complexity of their beliefs (Hunsberger, Alisat, Pancer, & Pratt, 1996). We measured how the integrative complexity (IC; the sophistication of one's reasoning) of people's religious beliefs can be affected by situational variables. Four studies (n=400) showed that exposure to targeted writing prompts (either mentioning just one or both sides of an argument), outgroup cooperation, and outgroup threat prompted people to express differentially complex positions on the consequences of religion in general, and of ingroup or outgroup religion in particular. The research shows how religious styles can be changed by outgroup contact - findings which may prove useful in light of past research relating higher levels of IC to more peaceful outcomes in political and violent conflicts (Suedfeld, Tetlock, & Ramirez, 1977; Winter, 2007).

**C300**

**DOMINION OR SYMBIOSIS: HOW DO RELIGIOUS POPULATIONS  
RELATE TO THE ENVIRONMENT?**

**Skylar M. Brannon<sup>1</sup>, Wade C Rowatt<sup>2</sup>**

<sup>1</sup>*University of Texas at Austin*, <sup>2</sup>*Baylor University*

According to prior studies, disparate relationships with the environment are held in religious circles: one of dominion and the other of symbiosis. The current study seeks to determine the relationship between religion/ spirituality and attitudes towards environmental issues utilizing mailing and online surveys. In a nationally representative sample, religiousness negatively correlated with attitudes regarding the deleterious effects of climate change and fuel exhaustion and government spending for environmental efforts. A college sample, however, showed a positive relationship between spirituality and connectedness to nature and nature relatedness. Continued research on unique populations, in-lab manipulations, and studies investigating the effects of political ideology should be done to help better understand how to navigate environmental awareness in specific populations.

**C301**

**ACROSS ALL LEVELS OF AUTHORITARIANISM, RELIGIOSITY IS  
NEGATIVELY RELATED TO SOCIAL DOMINANCE ORIENTATION  
AND TORTURE**

**Karen Ruiz<sup>1</sup>, Ian Hansen<sup>1</sup>**

<sup>1</sup>*City University of New York, York College*

Hansen (2012) found in various samples that when controlling for Right Wing Authoritarianism (RWA), religiosity is negatively related to Social Dominance Orientation (SDO). This finding is puzzling, however, because religiosity often has a positive zero-order correlation with SDO. We therefore used a large dataset (Graham, 2011) to examine the zero-order correlation between religiosity and SDO at five different levels of RWA. At each level of RWA, the zero-order correlations between religiosity and SDO were negative, and at least marginally significant. Religiosity was also significantly positively related to opposition to torture in 4 out of 5 RWA groups. These results suggest that the negative independent relationship found between religiosity and SDO is not a statistical artifact, but is a robust independent relationship across various levels of authoritarianism.

**C302**

**THE EFFECT OF RELIGIOUS CERTAINTY ON HEALTH INTENTIONS**

**Tammy Core<sup>1</sup>, Jessica Alquist<sup>1</sup>, Zach Hohman<sup>1</sup>**

<sup>1</sup>*Texas Tech University*

This study was designed to test the hypothesis that religious certainty increases intentions to engage in healthy activities. Previous correlational research found that individuals who were more certain about their religious beliefs had significantly better physical health than individuals who were less certain about their beliefs, even when controlling for the content of religious beliefs. The current study manipulated attitude certainty by asking participants to report their religious beliefs either multiple times (high certainty condition) or only once (control condition). In the high certainty condition, participants with moderate beliefs reported greater intentions to engage in healthy behaviors over the next 24 hours compared to participants with strong beliefs (who were presumably already certain about their beliefs). In the control condition, there were no differences in health intentions between participants with strong and moderate beliefs. This suggests that certainty may play a causal role in the relationship between religion and health.

**C303**

**POLITICS, MORALITY, AND SCIENCE: AN ANALYSIS OF THE  
SOCIAL FACTORS INFLUENCING REJECTION OF EVOLUTION**

**Liz Barnes<sup>1</sup>, Sarah Brem<sup>1</sup>, Jenefer Husman<sup>1</sup>**

<sup>1</sup>*Arizona State University*

Within psychological research, there is a debate about the separation and influence of religiosity, political affiliation and moral stance on rejection of evolution (Carter and Wiles, 2014). It is interesting to explore these variables and how they influence the psychology and education debate. I recruited 284 adults throughout the U.S, between the ages of 18-75, to better understand a broad population of individuals with various educational backgrounds. It is interesting that despite a continuum of beliefs among participants, religion still seemed to hold the most explanation over views on evolution. This phenomenon of religious polarization is an ongoing problem in the United States as well as a growing issue in other countries in Europe. Further, although creationism and evolution are presented as mutually exclusive and opposing belief systems in much of the literature, participant responses indicated that the two may be overlapping domains of belief.

C304

**FORGIVENESS MOTIVES MATTER: PRAYER, CARING, AND RELIGIOUS OBLIGATION--BUT NOT SELF-INTEREST--REDUCED UNFORGIVENESS ONE WEEK LATER**Anne L. Zell<sup>1</sup>, Sydney Fleming<sup>1</sup><sup>1</sup>*Augustana College, SD*

We conducted an experiment comparing prayer (Lambert et al 2010, 2013) and other forgiveness prompts (Root & Exline, 2011). Participants recalled an upsetting offense, then were randomly assigned to reflect on one of six prompts, described below. Immediately after the manipulation and then again one week later (without first being reminded of the condition manipulation), they rated their forgiveness (TRIM). ANCOVAs controlling for offense severity and relationship satisfaction revealed that praying for the offender, thinking about how much one cares about and wishes well for the offender, and thinking about how religion requires one to forgive all led participants to report greater forgiveness than the control (listing contents of one's bedroom) at both times. However, considering how forgiving would benefit oneself did not lead participants to report increased levels of forgiveness compared to the control at either time. Thinking about gratitude for God's forgiveness increased forgiveness only at time 1.

C305

**THE DIFFERENTIAL EFFECTS OF AUTHORITARIAN AND BENEVOLENT GOD CONCEPTS ON AFFECT, CERTAINTY, AND RELIGIOUS ATTITUDES FOR CATHOLIC AND NON-CATHOLIC CHRISTIANS**Shea Snelling<sup>1</sup>, Travis Crone<sup>1</sup><sup>1</sup>*University of Houston-Downtown*

Recent research revealed that images invoking a stern God primed an authoritarian perception of God while images of a caring Jesus primed a benevolent perception of God. Research also suggests that Catholics may experience the primes differently than non-Catholic Christians. The current research expanded on these findings by exploring the effects of the priming mechanism on anxiety, guilt, shame, and closeness to God in a single study with a sample of 145 participants. Participants were primed with either the authoritarian, benevolent, or no God concept through an art rating task. Participants then completed a battery of measuring examining affect, closeness to God, and current well-being. Catholic participants tended to have worse psychological outcomes and reported more uncertainty and less positive affect. Non-Catholic Christians showed little change in reported closeness to God due to the visual prime. Catholics, however, significantly reported feeling less closeness to God after experiencing the benevolent prime.

C306

**YOUR BODY IS A TEMPLE: THE EFFECT OF RELIGIOUS PRESSURE TO BE THIN ON FEMALE PARTICIPANTS**Anisleidys Rivero<sup>1</sup>, Travis Crone<sup>1</sup><sup>1</sup>*University of Houston-Downtown*

Social pressure can have detrimental effects on individuals' body perceptions. Specifically, exposing women to images of thin models increases body dissatisfaction. Attachment to God has been shown to mitigate this effect. The current single study using a sample of 83 female participants expands on this by examining the effect social pressure can have when it is thought to come from religious authority figures or God. After completing the Attachment to God inventory, participants either received family/friend pressure, religious pressure, or no pressure related to their body. After being primed with body dissatisfaction, participants next completed measures examining pressure to lose weight and attitudes concerning God and the self. Participants given religious pressure reported higher levels of perceived sociocultural pressure to be thin and negative affect than participants who received family pressure or no pressure. The mitigating effect of a secure relationship to God was not seen in the current study.

C307

**RELIGIOUS IDENTITY AND ETHNIC IDENTITY AMONG RELIGIOUSLY OBSERVANT AND NON-OBSERVANT COLLEGE STUDENTS**Lisa M. Brown<sup>1</sup>, Ashley Abraham<sup>1</sup>, Jazmin E. Kelly<sup>1</sup>, Mikayla S. Elliott<sup>1</sup><sup>1</sup>*Austin College*

Sociological research has examined ways in which religion and ethnicity may foster each other (e.g., Herberg, 1955 and Warner, 1993). Following in this vein, our previous research found that religious affiliation correlated with preferring romantic partners of one's own ethnicity, and this preference was strongest among people whose childhood religion matched their current religion (Kelly et al., 2013). The current study examines differences in religious identity centrality and ethnic identity centrality between religiously observant and non-observant participants from a college sample. Preliminary results reveal that religiously observant people have higher religious identity centrality than do religiously non-observant people. In addition, religiously observant people have higher ethnic identity centrality than do religiously non-observant people. Moreover, while religious identity centrality and ethnic identity centrality are correlated among observant participants, they are not among non-observant participants. Future research may examine whether these differences also exist on the implicit level.

C308

**HOPELESSLY MORTAL: THE ROLE OF MORTALITY SALIENCE, AFTERLIFE BELIEF AND SELF-ESTEEM IN PERSONAL HOPE**Arnaud Wisman<sup>1</sup>, Nathan Heflick<sup>1</sup><sup>1</sup>*University of Kent*

Based on Terror management theory (TMT) we hypothesized that reminders of mortality form a potentially potent and direct challenge to thoughts and feelings of hope, particular for people low, but not high, in self-esteem. Further, we hypothesized that this reduction in hope would not occur when evidence affirming an afterlife was salient. In Studies 1 and 2, as predicted, mortality reminders reduced personal hope across measures for people low in self-esteem, but this did not occur for people high in self-esteem. In Study 3, a mortality reminder reduced hope for people low in self-esteem when they read an argument that there is no afterlife, but not when they read "evidence" supporting life after death. These findings uniquely demonstrate that mortality salience interacts with self-esteem to impact feelings of hopefulness, and that afterlife belief may be particularly important in coping with existential concerns for people low in self-esteem

C309

**BELIEF IN FOREIGN SUPERNATURAL AGENTS AS AN ALTERNATE SOURCE OF CONTROL WHEN PERSONAL CONTROL IS THREATENED**Helen C. Boucher<sup>1</sup>, Mary A. Millard<sup>1</sup><sup>1</sup>*Bates College*

Across two experiments, we examined whether foreign supernatural agents (i.e., agents that are outside one's religious tradition), can serve as an external source of control when personal control is threatened. In Experiment 1, participants in a state of personal control threat believed in the controlling power of the Buddha to respond to direct requests more than non-threatened participants. In Experiment 2, participants in a personal control threat condition believed in the power of Buddha to provide order and structure in the world more generally, although this effect was restricted to those who indicated a religious affiliation. This research thus adds to the list of external sources of control that people may turn to when their personal control is threatened. We discuss discrepancies between our findings and extant research, and offer directions for future research.

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C310

**MODERATING EFFECTS OF JUDGEMENT OF ETHICAL TRANSGRESSIONS BASED ON RELIGIOUS LABEL**Brock C. Rozich<sup>1</sup>, M. K. MacLin<sup>1</sup><sup>1</sup>*University of Northern Iowa*

The presence of religion in society has been around for nearly as long as civilization itself. Just as there have always been believers of a higher power throughout mankind's history, however, there have also been those who refuse to put emotional investment into a blind faith towards a supreme being. These individuals have been persecuted significantly for their beliefs throughout history, including today, with punishment ranging from social isolation, distrust, and other negative schemas involving the title 'atheist' (Gervais, Shariff & Norenzayan, 2011). Prior research has demonstrated that how non-believers are labelled ('atheist' versus 'someone with no religious beliefs') effects how they are judged during ethical transgressions (Rozich & MacLin, 2014). The present study expands on these findings, examining need for closure, belief in a just world, belief that the world is threatening, and centrality of religion as potential moderators

**Stereotyping/Prejudice**

C311

**INTERMEDIATE NOVEL SOCIAL GROUPS PERCEIVED AS LESS ENTITATIVE, DISTINCTIVE AND WELL-LIKED THAN DISCRETE ENDPOINT GROUPS**Sara E. Burke<sup>1</sup>, Sylvia P. Perry<sup>1</sup>, John F. Dovidio<sup>1</sup><sup>1</sup>*Yale University*

Two studies investigated formation of impressions of "intermediate" social groups that fall between more recognized advantaged and disadvantaged groups. To permit participants to evaluate an intermediate group free of additional social meanings, we presented cartoon drawings representing three novel groups defined by the size of their spots in a hypothetical alien world. In the first study, the intermediate group was perceived as less "real" (entitative and distinctive) than the endpoint groups, especially when it shared discrete characteristics with them rather than falling along a continuum. Participants also believed that the alien beings would not like the intermediate group as much as the other groups, an effect that was mediated by differences in attributed realism. These effects were specific to intermediate targets rather than targets that "stood out" for another reason. We discuss these abstract information-processing results in light of prior work regarding real-world bisexual and biracial targets.

C312

**OUT OF BOUNDS: FACTORS AFFECTING THE PERCEIVED APPROPRIATENESS OF RACIAL SLURS**Emma B. Andres<sup>1</sup>, Conor J. O'Dea<sup>1</sup>, Stuart S. Miller<sup>1</sup>, Madelyn H. Ray<sup>1</sup>, Derrick F. Till<sup>1</sup>, Donald A. Saucier<sup>1</sup><sup>1</sup>*Kansas State University*

Racial slurs are terms used primarily to disparage individuals belonging to the targeted group (Camp, 2013). In two studies, we manipulated racial slurs (nigger, nigga) used by White individuals toward Black individuals in different situations (between friends versus between strangers) to assess different levels of perceived offensiveness in third party observers. Consistent with our hypotheses, in Study 1 we found that the use of racial slurs between friends was perceived to be as less offensive than between strangers, and "nigga" was perceived as less offensive than "nigger". In Study 2 we replicated these results, and extended them by finding that ratings of offensiveness, consistent with hypotheses, were correlated with individual differences relating to the justification and suppression of prejudice. Our findings suggest that observers' reactions to racial slurs depend on the context in which the slur is

used and perceivers' beliefs about the social appropriateness of expressing prejudice.

C313

**EXPOSURE TO AMERICAN INDIAN MASCOTS PRIME AMERICAN INDIAN PREJUDICE**Angela Bell<sup>1</sup>, Melissa Burkley<sup>1</sup><sup>1</sup>*Oklahoma State University*

While there is a growing debate about the use of American Indian sport mascots and their impact on views of American Indian people, few empirical studies have examined the matter. The present study sought to investigate if American Indian mascots resulted in negative evaluations of American Indian people. One hundred thirty-two participants (62 women) were exposed to either American Indian mascots, White mascots, or neutral images and evaluated an American Indian, White, or African American target. Results indicate the effect of American Indian mascots was moderated by people's American Indian prejudice; exposure to American Indian mascots led to an increased negative evaluation of the American Indian target among high-prejudiced people. Furthermore, American Indian mascots impacted evaluations of the American Indian target but not for other racial targets. These findings suggest that American Indian mascots prime racist attitudes that result in negative evaluations of American Indian people.

C314

**MEDIA IMAGERY AND ANTI-FAT ATTITUDES: THE ROLE OF COUNTER-STEREOTYPICAL PORTRAYALS OF OBESE PERSONS**Jamie Dunaev<sup>1</sup><sup>1</sup>*Rutgers University at Camden*

Research suggests that weight-based discrimination is both highly prevalent and associated with a number of negative physical, social, and psychological outcomes, yet less is known about effective means for reducing anti-fat prejudice. In this study I examined 160 college aged males and females in order to investigate the effects of viewing counter-stereotypical media portrayals of obese persons on explicit and implicit anti-fat attitudes. This study also explored individual differences in factors such as social comparison tendency and levels of disgust toward obese persons. Hypotheses were generally confirmed; exposure to counter-stereotypical portrayals of obese persons was associated with significantly less anti-fat attitudes. Further, participants with a higher tendency to make social comparisons, or stronger feelings of disgust toward obese persons, reported significantly higher levels of anti-fat attitudes. These findings are discussed in relation to current obesity trends and the role of media imagery in anti-fat prejudice reduction efforts.

C315

**THE EFFECT OF RECOGNITION OF SEXISM ON OPPOSITION TO EQUALITY INITIATIVES**Karen R. Dickson<sup>1</sup>, Victoria M. Esses<sup>1</sup><sup>1</sup>*University of Western Ontario*

It has been proposed that social norms against sexism are weaker than norms against prejudice toward other groups. Previous research has demonstrated that sexism is consistently recognized as prejudice less than other forms of prejudice (Czopp & Monteith, 2003). Therefore, individuals may be less able to recognize the role of prejudice in opposition to policies designed to enhance gender equality compared to policies targeting other groups. In the current study, participants read a student opinion opposing a policy designed to promote use of campus gym facilities by either women or disabled people. Although there were no differences in how participants viewed the policy directed toward women compared to the policy directed toward disabled people, they demonstrated less recognition that opposition to the gender equality policy was based on prejudice.

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C316

**DECONSTRUCTING PREJUDICE**Amanda E. Sharples<sup>1</sup>, Elizabeth Page-Gould<sup>1</sup><sup>1</sup>University of Toronto

Traditionally, prejudice has been conceptualized as a stable, trait-level characteristic. The goal of the present study was to determine whether prejudice is indeed a trait that varies across individuals or is a more fixed aspect of human nature. A community sample completed 10 daily diaries measuring prejudice towards multiple outgroups spanning ethnic, religious, political, and sexual orientation groups. We used a cross-classified multilevel model with random slopes that indicated whether the target group was an ingroup or outgroup nested in four possible sources of variance: the individual, the day, the target group, and the group domain. Results revealed that majority of the variance in prejudice is explained by individual differences, followed by target group. Group domain and daily change did not explain significant portions of the variance in prejudice. Therefore, it seems that who you are and the group you are responding to matter most in your day-to-day prejudice.

C317

**GOD HATES FAGS - AT LEAST WHEN I DO: RELIGIOUS BELIEFS AND PREJUDICE TOWARDS HOMOSEXUALS**Michelle S. Fabros<sup>1</sup>, Donna M. Garcia<sup>1</sup><sup>1</sup>California State University at San Bernardino

In two studies, we examined circumstances in which heterosexuals used religion as justification for prejudice towards LBTBQ individuals. We hypothesized that when people are falsely told they show anti-LGBTQ prejudice, they would report higher levels of religiosity compared to those falsely told they have neutral attitudes. We expected political affiliation to moderate this effect. Participants in both studies were given an implicit attitudes task that ostensibly measured their attitudes toward LGBTQ people. Participants randomly received false feedback, either negative (LGBTQ prejudice) or neutral. Among those who received negative feedback, we found liberals were more religious compared to conservatives. However, liberals were less likely to endorse Biblical literalism (BL) when given negative but not neutral feedback. Conservatives tended to endorse BL across both conditions. Liberals' higher levels of religiosity after negative feedback might have been self-affirming, whereas lack of BL endorsement might have been an attempt to distance themselves from religion.

C318

**FULL-COURT PRESSURE: EXPLORING RACIAL PHENOTYPICALITY BIAS UNDER SCRUTINY**Alex M. Borgella<sup>1</sup>, Michael Sargent<sup>2</sup>, Keith Maddox<sup>1</sup>, Michael Murray<sup>2</sup><sup>1</sup>Tufts University, <sup>2</sup>Bates College

Previous work suggests Blacks with more phenotypically Black (or "Afrocentric") facial features are often judged more negatively than those with less phenotypically Black features. Motivated by previous work hypothesizing aversive racism through perceived scrutiny as a cause of racial biases in fouls called by NBA officials, the present study investigated the role of scrutiny in phenotypicality bias. Participants (N = 201) watched video clips of situations involving potentially inappropriate physical contact—instances where police use physical force against Black suspects varying in phenotypicality. Some participants were scrutinized before watching these videos, while others were not. Results showed in the absence of scrutiny, individuals' assignment of suspects' culpability was consistent with previous research on phenotypicality bias; that is, suspects higher in phenotypicality were seen as more culpable than suspects lower in phenotypicality. When scrutinized, individuals assigned less culpability to suspects when race was highly salient, at higher levels of phenotypicality.

C319

**THE EFFECT OF RACIAL ATTITUDES AND STATUS ASYMMETRY ON PERCEPTIONS OF RACIAL DISCRIMINATION**Mary Rinker<sup>1</sup>, Stefanie Simon<sup>1</sup>, Aaron J. Moss<sup>1</sup>, Laurie T. O'Brien<sup>1</sup><sup>1</sup>Tulane University

Recent research demonstrates that Whites and Blacks may perceive victim harm differently in instances of discrimination (Simon, Moss, & O'Brien, 2014). The present study extends this line of research by exploring how Whites' modern racism attitudes influence perceptions of perpetrator intent, victim harm, and discrimination. White participants either read about a White perpetrator and Black victim of discrimination or vice versa. As predicted, modern racism moderated the effect of discrimination condition. Participants high in modern racism (i.e., more racist attitudes) perceived equal levels of intent, harm, and discrimination, regardless of condition. However, participants low in modern racism (i.e., less racist attitudes) recognized more intent when the perpetrator was White vs. Black, more harm to a Black vs. White victim, and more discrimination to a Black vs. White victim. Thus, raising awareness of modern racism may be one strategy for increasing Whites' awareness of harm to Black victims due to discrimination.

C320

**THE IMPACT OF GENDER, ETHNICITY AND SEXUAL ORIENTATION ON THE CONTENT OF ADOLESCENTS' STEREOTYPES**Negin Ghavami<sup>1</sup><sup>1</sup>University of California at Los Angeles

What stereotypes do adolescents have of LGB peers? Do these stereotypes differ when ethnicity is salient? Urban, ethnically diverse 6th-8th grade boys and girls (N= 1962) viewed Facebook-like profiles of teens that varied in gender (boy, girl), ethnicity (Asian, Black, Latino and White) and sexual orientation (heterosexual, gay, lesbian and bisexual) and offered their "first impressions." Drawing on the BIAS MAP (Cuddy, et al. 2007), we hypothesized and found that girls were rated as more friendly than boys, Asians as more smart and Blacks as more aggressive than other ethnic groups and LGBs as more gender-nonconforming than heterosexuals. Additionally, targets' gender, ethnicity and sexual orientation combined to produce unique stereotypes. For example, while heterosexual and LGB Asian boys and girls were rated as equally smart, heterosexual Black boys and girls were rated as more aggressive than their same-ethnicity LGB counterparts. Our results demonstrate that a complete understanding of stereotype content requires an intersectional approach.

C321

**GOODBYE, INGROUP! COLLECTIVISM MODERATES TURKISH-ORIGIN MIGRANTS' INDIVIDUAL MOBILITY MOTIVATION AFTER STEREOTYPE ACTIVATION IN GERMANY**Sog Yee Mok<sup>1</sup>, Sarah E. Martiny<sup>2</sup>, Kay Deaux<sup>3</sup>, Ilka H. Gleibs<sup>4</sup>, Laura Froehlich<sup>1</sup><sup>1</sup>University of Konstanz, <sup>2</sup>The Arctic University of Norway, <sup>3</sup>New York University, USA, <sup>4</sup>London School of Economics and Political Science

Turkish-origin migrants are negatively stereotyped in Germany. This work explores the effects of stereotype activation on Turkish-origin migrants' performance and their motivation to leave their ingroup after working on a task under stereotype activation. Drawing on social identity theory, we postulated that threatening ingroup members' social identity by activating negative stereotypes enhances the tendency for individual mobility. It was shown that high collectivistic-oriented immigrants showed ingroup favoritism after threat. We postulate that collectivism moderates Turkish-origin migrants' individual mobility motivation. In two studies (N = 83, N = 188), results showed that Turkish-origin migrants who had first worked on a test under stereotype threat showed a performance decrease and a higher motivation to leave their ingroup in a subsequent scenario. Moreover, we found that Turkish-origin migrants with low collectivism in the stereotype threat condition

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showed a higher motivation of leaving the threatened ingroup than Turkish-origin migrants in the control condition.

**C322**  
**DISCRIMINATION TYPE AND TARGET RACE SHAPE WHITES' PERCEPTIONS OF INEQUALITY**

Julian M. Rucker<sup>1</sup>, Evelyn R. Carter<sup>2</sup>, Mary C. Murphy<sup>2</sup>  
<sup>1</sup>Northwestern University, <sup>2</sup>Indiana University

Research has uncovered many contextual factors that influence perceptions of individual discrimination; however, relatively little work has examined perceptions of structural discrimination. This study examined Whites' perceptions of a company hiring policy that advantaged White or Asian applicants. After learning that the policy was a new initiative supported by the hiring manager (individual decision-maker) or the entire company (structural decision-maker), participants saw one or 10 of the company's most recent hires that were either all White or all Asian. Participants reported that the hiring policy was more unfair when it was supported by the entire company, regardless of the race of the recent hire(s). Moreover, participants viewed a discrimination lawsuit against the company as more legitimate when White litigants claimed discrimination (i.e., the company had only hired Asian employees) than when non-White litigants claimed discrimination (i.e., the company had only hired White employees).

**C323**  
**THE EFFECTS OF TARGET RACE AND RACIAL DATING PREFERENCE ON PERCEPTIONS OF PREJUDICE**

Amber L. Garcia<sup>1</sup>, Gabriela I. Jaramillo<sup>1</sup>  
<sup>1</sup>The College of Wooster

This study examines perceptions of a target based on the target's race, gender, and racial preferences in dating, which were included in a target's online dating profile. Participants (N = 237) were asked to look at a target's online dating profile. The target in the dating profile varied by gender, by race (White, Latino, or Black), and by racial preference in dating (preference for same-race partners only, or no preference). Results indicate that those who stated a racial preference in dating were perceived as more prejudiced, liked less, and given more negative traits than those who did not. The race of the target also influenced the results. When both a White target and a non-White target stated a racial preference, the non-White target was perceived as much more prejudiced, liked significantly less, and given more negative trait evaluations than the White target.

**C324**  
**NOT SO STERLING: EXPLORING THE RELATION BETWEEN MOTIVATIONS TO CONTROL PREJUDICE AND PERCEPTIONS OF RACISM**

Yunzhu Ouyang<sup>1</sup>, Deborah L Hall<sup>1</sup>, Benjamin Polakoff<sup>2</sup>  
<sup>1</sup>Arizona State University, <sup>2</sup>University of Utah

The present study examined how perceptions of others' racist behavior and motivations to change prejudicial beliefs and behaviors in the future might vary depending on individuals' own motivations to control prejudiced responding. An adult sample (N = 202) read about NBA team owner, Donald Sterling, whose actions were perceived by many to be racist towards African Americans. Participants then reported the degree to which they perceived Sterling as racist and how motivated they believed Sterling was to change, as well as their own levels of prejudice towards African Americans and internal and external motivations to control prejudiced responses. Controlling for prejudice level, the internal motivation to control prejudice positively predicted perceptions of Sterling as racist, but was uncorrelated with perceptions of his motivations to change. In contrast, the external motivation to control prejudice positively predicted beliefs in Sterling's motivation to change, but was uncorrelated with perceptions of Sterling as racist.

**C325**  
**EFFECTS OF NICOTINE PRIMING ON PERFORMANCE IN THE WEAPONS IDENTIFICATION TASK**

Elena V. Stepanova<sup>1</sup>

<sup>1</sup>The University of Southern Mississippi

Previous research has indicated smokers believe that nicotine increases their ability to concentrate (Gilbert & Warburton, 2003). We investigated the effects of nicotine-related cues on performance in the Weapons Identification Task (WIT, Payne, 2001). White (n = 35) and non-White nicotine users (n = 45; mostly Black) were primed with either nicotine-related or neutral ads, and then completed the WIT. We hypothesized that nicotine-related expectancies activated by exposure to nicotine-related cues would result in a better WIT performance. We observed better performance in the nicotine priming than in the neutral priming condition on White Prime trials in White participants, as indicated by a Prime Race x Cue Priming Condition x Race of Participants interaction,  $F(1, 76) = 3.71, p = .058$ . Our findings suggest that exposure to nicotine cues increases selective concentration and performance in the WIT – in a majority group (Whites) on in-group primes (White faces) only.

**C326**  
**IMPLICIT ATTITUDES FOR RACE, RELIGION AND SEXUAL ORIENTATION: GOOD ASSOCIATIONS REVEAL INGROUP FAVORITISM; BAD ASSOCIATIONS REVEAL DOMINANT GROUP FAVORITISM**

Jordan R. Axt<sup>1</sup>, Tal Moran<sup>2</sup>, Yoav Bar-Anan<sup>2</sup>, Brian A. Nosek<sup>1</sup>  
<sup>1</sup>University of Virginia, <sup>2</sup>Ben Gurion University of the Negev

There is a strong tendency to demonstrate ingroup favoritism. However, there are instances of out-group favoritism, especially among low-status groups, and particularly evident with implicit measures (Jost et al., 2004). In four studies (N's = 19,725; 2,036; 1,274; 1,384) we discovered an interesting wrinkle for this effect on implicit attitudes. A new implicit measure permitted distinct assessment of "good" and "bad" associations with people of different sexual orientations, races, and religions. When assessing "good" associations, all groups showed ingroup favoritism on average. When assessing "bad" associations, all groups showed favoritism toward the dominant group on average. A final study (N = 113) replicated this difference among American Jewish participants, but showed no effect among Jewish participants living in Israel, a culture with a differing dominant group. These results suggest different sources, and possibility different consequences, of "bad" versus "good" associations – emphasizing good elicits ingroup favoritism, emphasizing bad elicits dominant group favoritism.

**C327**  
**A BASIC EXPLANATORY HEURISTIC PROMOTES STEREOTYPE FORMATION AND ENDORSEMENT**

Andrei Cimpian<sup>1</sup>, Lin Bian<sup>1</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign

What are the cognitive origins of stereotyping? Here, we propose that this tendency is due in part to people's reliance on a basic explanatory heuristic (the "inherence heuristic") that often leads people to explain regularities in the world in terms of their inherent features (Cimpian & Salomon, 2014). Consistent with this hypothesis, individual differences in reliance on this heuristic predicted (1) the tendency to generate stereotypes about a novel social group based on sparse information, and (2) endorsement of current pervasive stereotypes about real social groups (Study 1). Moreover, this relationship was significant even after adjusting for participants' essentialism, their need for cognition, and their broader tendencies to reason heuristically (Study 2). Finally, the inherence heuristic appears to foster stereotyping even in young children (6- to 8-year-olds; Study 3). Together, these findings suggest an important role for a basic explanatory heuristic in the formation and endorsement of stereotypes.

**C328****RACIAL ATTITUDES ARE CLASSIST TOO: THE INTERDEPENDENCE OF RACIAL AND CLASS ATTITUDES IN BLAME JUDGMENTS**Lea A. Folsom<sup>1</sup>, Gina M. Pippin<sup>1</sup>, Charlotte Tate<sup>1</sup><sup>1</sup>*San Francisco State University*

Limited research has assessed the effects of classism and racism on social judgments. Therefore, the current study examined how class and race affect judgments using a 2 (class of target: upper versus lower) by 2 (racial identity of target: Black versus White) between-groups design in which participants read a scenario describing Charles (the target) attempting to open a vehicle without a key, becoming upset with the police, and being cited for disorderly conduct. In a forced-choice for who was most at fault, loglinear results indicated a three-way interaction,  $Z(n = 191) = 2.09, p = .036$ , such that when Charles was lower-class, he was most at fault when he was Black as compared to White; however, when Charles was upper-class, he was most at fault when he was White as compared to Black. These results suggest that racial stereotypes have an important class element to them that drives attitudes.

**C329****INCREASING ESCALATION: A DYNAMIC SEQUENCING ANALYSIS OF POLICE-SUSPECT USE OF FORCE INTERACTIONS**Kimberly B. Kahn<sup>1</sup>, Joel S. Steele<sup>1</sup>, Jean McMahon<sup>1</sup><sup>1</sup>*Portland State University*

Research has shown that police officers use more force interacting with racial minorities than Whites (Goff & Kahn, 2012). This study examines what is differentially occurring during these police-suspect interactions for White and minority suspects that leads to higher amounts of force. Two hundred eleven (92 White, 72 Latino, 47 Black) use of force case files and associated narratives from a medium size police department were analyzed. Trained coders sequenced interaction narratives into suspect's resistance actions and officer's force responses across time. Mixed effects models were run on amount of force by time, suspect response, actions toward 3rd party, race, and sequence length. Results demonstrated that minority suspects receive force earlier in the sequences and receive more force when they resist compared to Whites. By breaking down police-suspect interactions, this study reveals a better understanding of where bias originates in police use of force and informs where to focus interventions.

**C330****MOTIVATED POLICYMAKING: FAVORING THE IN-GROUP BY SELECTIVELY ADOPTING HIRING CRITERIA**Roseanna Sommers<sup>1</sup>, John Dovidio<sup>1</sup><sup>1</sup>*Yale University*

Contemporary bias is often expressed in rationalizable ways. This study, which examined criteria applied to groups rather than to individual cases, investigated whether White Americans would be more likely to favor a given selection criterion when it was portrayed as advantaging White American job applicants as compared to Asian applicants. Participants high in anti-Asian prejudice expressed greater support for a given hiring criterion and greater confidence in the reliability of that criterion when it was portrayed as advantaging American applicants than when it was portrayed as advantaging Chinese applicants. In contrast, low-prejudice participants' support for the criterion did not differ based on which group was expected to benefit, and their confidence in the reliability of the personality test tended to be higher when it was expected to advantage Chinese applicants. Implications of the study findings for antidiscrimination law, which offers little protection for group-level discrimination, are discussed.

**C331****THE EFFECT OF CUES TO CONSENT IN CASES OF STRANGER AND ACQUAINTANCE RAPE**Blake M. McKimmie<sup>1</sup>, Barbara M. Masser<sup>1</sup>, Faye Nitschke<sup>1</sup>, Regina Schuller<sup>2</sup>, Jane Delahunty<sup>3</sup><sup>1</sup>*The University of Queensland*, <sup>2</sup>*York University*, <sup>3</sup>*Charles Sturt University*

Research has suggested that rape victim stereotypes are most influential when cues to consent are present (i.e., acquaintance assaults). Two studies explored the impact of cues to consensual sex that overlap with ( $N = 206$ ), and are independent of ( $N = 644$ ), a rape script. Community members read a stranger or acquaintance rape scenario in which the offender was either rough or not with the victim during the assault (Study 1) or rang post assault to invite her out or not (Study 2). Unexpectedly, only main effects of rape prototypicality and consensual sex cue were observed. The victim was blamed more, and the perpetrator less, when the assault was between acquaintances rather than strangers or when cues to consensual sex were present rather than absent. These findings suggest that consensual sex cues may have a broader impact on evaluations in sexual assault cases than previously thought.

**C332****THE EFFECT OF INFORMATIONAL VIDEO ON REDUCING STIGMA OF PEOPLE WITH SCHIZOPHRENIA**Yixian Li<sup>1</sup>, Ross Norman<sup>1</sup>, Yang Ye<sup>1</sup>, Richard Sorrentino<sup>1</sup>, Elisabeth Hampson<sup>1</sup><sup>1</sup>*The University of Western Ontario*

This study examined if informational videos with different content would reduce stigma of schizophrenia differently. 240 participants were randomly assigned to watch a 10-minute video with a young schizophrenia patient talking about his symptoms (symptoms condition) or recovery experiences (recovery condition), or watch no video at all (control condition). Both explicit measures such as self-report behavioral intentions towards this patient and people with schizophrenia in general and implicit measures such as IAT and AMP were then measured. Participants' uncertainty orientation was also measured to examine its potential influence on responses to the video manipulation. RESULTS: Participants in recovery condition showed significantly less stigma at explicit level than those in symptoms and control conditions, with no difference between the latter two. Uncertainty-Oriented persons showed a significantly lower level of stigma on all explicit measures compared to Certainty-Oriented persons. Uncertainty orientation also interacted with video to predict some implicit responses of participants.

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# Poster Session D

Friday, February 27, 2015, 6:15 pm - 7:45 pm, Hall B

## Belonging/Rejection

D01

### LONELY AND OSTRACIZED: ATTENTIONAL BIAS TO AGGRESSIVE WORDS FOLLOWING OSTRACISM

Naoyuki Sunami<sup>1</sup>, Kristine M. Kelly<sup>1</sup>

<sup>1</sup>Western Illinois University

Belongingness Theory (Baumeister & Leary, 1995) suggests that a precursor to aggressive behavior is the satisfaction of one's need to belong. Although past research has shown that ostracism leads to aggression, little research has examined aggression following ostracism of lonely individuals, which we did by assessing attentional bias to aggressive words following ostracism. A sample of undergraduate students completed a measure of loneliness then played Cyberball, whereby exclusion was manipulated. Finally, they completed an emotional Stroop task consisting of aggressive, positive, negative, and neutral words. A significant loneliness  $\times$  exclusion  $\times$  word valence interaction effect was found in which lonely individuals showed decreased attentional bias to aggressive words compared to non-lonely individuals following ostracism. However, there was no significant difference in attentional bias to aggressive words between the included groups. These results suggest that ostracism leads to avoidance of aggressive thoughts among lonely individuals, supporting one proposition of Belongingness Theory.

D03

### HOW DATING REJECTION CONTRIBUTES TO MEN'S AGGRESSION TOWARD WOMEN: AN EXPERIMENTAL STUDY

Michelle Berlinski<sup>1</sup>, Rhiana Wegner<sup>2</sup>, Kayla Ferguson<sup>1</sup>

<sup>1</sup>Wayne State University, <sup>2</sup>Wayne State University; University of Washington

Interpersonal rejection is related to aggressive responding in experimental designs. Little research has examined how rejection from a potential dating partner might contribute to aggression toward the rejector. Fifty-eight men completed a dyadic interaction with a woman (confederate), experienced a manipulated rejection (she wanted to exchange numbers with him, yes/no), and were then given an opportunity to be aggressive toward the woman (hot sauce allocation paradigm). Participants affect and perceptions of the woman were assessed pre- and post-rejection. Serial mediation analyses showed that rejection condition was indirectly related to hot sauce allocation through decreases in positive affect and perceptions of the woman. Rejected men's positive mood decreased, which was related to negative ratings of the woman, resulting in more aggressive responding. Study results highlight the importance of considering in-the-moment changes in affect and perceptions when examining the links between rejection and aggression. Replication studies with larger samples are needed.

D04

### THE EFFECT OF PERCEIVED POWER AND THE LIKELINESS TO SLUT-SHAME FEMALE RAPE VICTIMS

Arlene L. Castro<sup>1</sup>, Stephanie T. Nguyen<sup>1</sup>, Joana Rosas<sup>1</sup>, Nina D. Acosta<sup>1</sup>, Donna M. Garcia<sup>1</sup>

<sup>1</sup>California State University at San Bernardino

We examined whether perceived power influences women's responses to women who experience and report rape. To test this possibility, we randomly assigned 70 female participants to describe a time when they experienced either high power, low power, or equal power. They then read about a young female undergraduate who was raped by a male peer at a fraternity party. Half the participants read that the woman reported the rape and the other half read that she did not report the rape. Finally, participants

completed measures assessing their thoughts about the victim and situation. Relative to low- and equal-power participants, high-power participants were less likely to slut-shame and victim-blame the rape victim but were more likely to report positive feelings for the victim, especially if she reported the rape. We discuss the possible role that perceptions of power play in whether women support or derogate women who experience and report rape.

D05

### LONELY DOMINANCE: THE EFFECT OF LONELINESS ON SENSE OF DOMINANCE.

Seungha A. Oh<sup>1</sup>, Minha J. Cho<sup>1</sup>

<sup>1</sup>Yonsei University

People generally feel difficult in their social behavior when they are socially isolated. However, to identify the mechanism beneath their difficulty in social behavior, we focused more on the change of internal state when people are lonely. Study 1 examined the association between loneliness, self-disclosure, and dominance. Loneliness was positively associated with dominance, and this effect was mediated by self-disclosure. Study 2 examined the moderating effect of sense of power among the relationship between loneliness and dominance. When sense of power was high, the positive relationship of between loneliness and dominance was strengthened. As Scrooge of Charles Dickens, the lonely may have difficulty in self-disclosure which results in dominance. Moreover, when lonely people have a high sense of power, the positive relationship between loneliness and dominance may be more powerful.

D06

### DEVELOPMENT AND VALIDATION OF A SOCIAL DESPERATION INVENTORY

Kelly Seeber<sup>1</sup>, Kevin P. McIntyre<sup>1</sup>, Brent A. Mattingly<sup>2</sup>

<sup>1</sup>Trinity University, <sup>2</sup>Ursinus College

We developed a brief (8-item) scale to measure social desperation, which describes the urgent need of some individuals to form new social relationships, as well as their overdependence on the few relationships they may already possess. In Study 1, we developed a pool of 37 potential items based on prior theorizing, and then examined the psychometric properties of these items. Based on exploratory factor analysis and reliability results, we retained eight items in our final Social Desperation Inventory (SDI). Studies 2-4 established the construct validity of the SDI. Study 2 found that the SDI correlates positively with measures of belongingness needs and loneliness. Study 3 found that the SDI correlates negatively with measures of self-esteem and happiness. Study 4 found the SDI correlates positively with measures of depression, social anxiety, and avoidance motivation. Overall, the psychometric properties of the SDI support its use in future research.

D07

### DECLINING LEVELS OF LONELINESS OVER TIME: EVIDENCE FROM AMERICAN COLLEGES AND HIGH SCHOOLS

David M. Clark<sup>1</sup>, Natalie J. Loxton<sup>1</sup>, Stephannie J. Tobin<sup>1</sup>

<sup>1</sup>University of Queensland

We examined changes in loneliness over time. Study 1 was a cross-temporal meta-analysis of 48 samples of American college students who completed the Revised UCLA Loneliness Scale (total N = 13,041). In Study 1, loneliness declined from 1978 to 2009 ( $d = -0.26$ ). Study 2 used a representative sample of high school students from the Monitoring the Future project (total N = 320,108). In Study 2, loneliness declined from 1991 to 2012. The decline was similar among White students ( $d = -0.14$ ), Black students ( $d = -0.17$ ), male students ( $d = -0.11$ ), and female students ( $d = -0.11$ ). Different factors



of loneliness showed diverging trends: Subjective Isolation declined ( $d = -0.20$ ) whereas Social Network Isolation increased ( $d = 0.06$ ). We discuss the diverging trends and the overall declines in loneliness within the context of other cultural changes, including changes in group membership and personality.

D08

### PERCEIVING THE NEED TO BELONG IN OTHERS: SOCIAL DESPERATION AND THE CONSEQUENCES OF DESIRING SOCIAL CONNECTIONS

Matthew M. Peebles<sup>1</sup>, Kevin P. McIntyre<sup>1</sup>, Brent A. Mattingly<sup>2</sup>

<sup>1</sup>Trinity University, <sup>2</sup>Ursinus College

We examine a problem faced by individuals with a high need to belong: excessively desiring social relationships may ironically make it more difficult to form them due to being perceived as socially desperate. Four experiments revealed that high need to belong targets are perceived as socially desperate, which leads them to be viewed as low in social attractiveness (Experiment 1) and social status (Experiment 2). In contrast, low need to belong targets are perceived to be socially anhedonic (Experiment 3). Finally, even while being perceived as socially desperate, high need to belong individuals were seen as high in empathy and propensity to engage in prosocial behavior (Experiment 4). These results suggest conflicting and paradoxical outcomes for the need to belong.

D09

### MOTIVES FOR SEX FOLLOWING SOCIAL EXCLUSION: A CLOSER LOOK AT INTIMACY AND EGO RESTORATION

Stephanie D. Finneran<sup>1</sup>, Frederick X. Gibbons<sup>1</sup>, Meg Gerrard<sup>1</sup>

<sup>1</sup>University of Connecticut

The link between social exclusion and risky sexual behavior has been demonstrated prospectively, cross-sectionally, and experimentally. However, there is no evidence of the motives or underlying mechanisms driving these effects. Since exclusion leads to a lower sense of belonging and reduced feelings of self-worth, we hypothesized that these mechanisms are involved in the link between social exclusion and risky sex behavior. Therefore, we hypothesized two motives were driving the effects: a desire for intimacy and a desire for ego restoration. Both intimacy and ego restoration could compensate for the reduced sense of belonging and self-esteem. We also build on our previous work exploring the role of relationship status as a moderator. Two Cyberball studies were conducted in which motives varied as a function of relationship status: when excluded, monogamous participants have higher intimacy motives than those in the control (inclusion) condition; and single males have higher ego restoration motives.

D10

### THE EFFECTS OF BOTH DISPOSITIONAL AND EXPERIMENTAL SENSE OF ATTACHMENT SECURITY ON PHYSICAL PAIN SENSITIVITY

Maria T. Frias<sup>1</sup>, Phillip R. Shaver<sup>1</sup>

<sup>1</sup>University of California at Davis

We examined the effects of attachment security, both dispositional (Study 1) and experimentally induced (Study 2), on individuals' physical pain sensitivity following social rejection. We examined the responses of 440 participants. Results from Study 1 ( $n = 345$ ) showed that high levels of both anxiety and avoidance predict high physical pain sensitivity in the coldpressor task, following rejection in the Cyberball. Results from Study 2 ( $n = 95$ ) suggested that security priming buffered the effects that social rejection had on physical pain sensitivity following social rejection, especially among participants high on both anxiety and avoidance. Results from these studies indicate that attachment insecurity, both dispositional and experimentally induced, is associated with high physical pain sensitivity. They also suggest that avoidant individuals need a certain amount of resources available to suppress their pain

manifestations, and that such resources are undermined if they are also high on anxiety.

D11

### SOCIAL CLASS AS A RANK OR CATEGORY: EFFECTS ON IDENTITY, AFFECT, AND MOTIVATION

Pete Ondish<sup>1</sup>, Michael W Kraus<sup>1</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign

The goal of this research is to determine if thinking of social class as a category (e.g., working class), relative to a ranking (e.g., low class, high class) has protective benefits for the selves of people from relatively lower socioeconomic backgrounds. In Study 1, lower SES participants who were primed to think of their class as a category showed stronger group identification and less negative affect than those who thought of their class on the bottom of a hierarchy. Study 2 directly replicated these findings and found that that class labels did not reliably influence vocational interests or social values. The results suggest that interpreting one's class as categorical could offer a sense of positive identity that defends disadvantaged individuals from threat.

D12

### WANT TO STAND OUT OR BLEND IN?: CULTURAL DIFFERENCES IN MEETING THE NEED TO BELONG

Jina Park<sup>1</sup>, Roy F. Baumeister<sup>1</sup>, Hwaryung Lee<sup>2</sup>

<sup>1</sup>Florida State University, <sup>2</sup>Yonsei University

The present investigation demonstrated that individualists differed from collectivists in preference for standing out versus blending in as a means to meet the need to belong. In Study 1, highly independent individuals preferred an experience of standing out, whereas highly interdependent individuals preferred an experience of blending in as a means to cultivate a sense of belonging. Study 2 made participants recall a personal experience in the past in order to manipulate social exclusion. Participants were randomly assigned to one of the three conditions: exclusion, acceptance, and neutral control condition. Social exclusion decreased cultural differences or even reversed the usual pattern of cultural differences that were observed in the neutral control condition. Thus, cultural orientations accounted not only for the manner in which people cultivated the sense of belonging, but also for coping strategies to social exclusion.

D13

### CULTURAL DIFFERENCES IN THE RELATIONSHIP BETWEEN CONTINGENCIES OF BELONGING AND INTRINSIC MOTIVATION

Ramya Ravichandra<sup>1</sup>, Sebastian Lema<sup>1</sup>, Jennifer Mangels<sup>1</sup>, Catherine D. Good<sup>1</sup>

<sup>1</sup>City University of New York, Baruch College

Sense of belonging (SOB) is an important factor in achievement and representation in STEM. However, the impact of the relative contingencies of that belonging—one's efforts compared to one's innate ability—may vary for different cultural groups. The present study was designed to examine the cultural difference in the relationship between Contingencies of Belonging and Intent to pursue mathematics as a STEM discipline among Foreign Asians and Asian Americans. Sixty-seven undergraduates read a supposed news article discussing why students feel a belonging to the math community. The articles either emphasized effort-based belonging or ability-based belonging. They then completed a measure on math intrinsic motivation. Foreign Asians showed a significantly greater intent to pursue mathematics compared to Asian Americans in the ability-based sense of belonging intervention. However, the cultural differences that existed between the two groups disappeared in the effort-based belonging condition.

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D14

**FACTORS ASSOCIATED WITH EMOTIONAL AND BEHAVIORAL RESPONSES TO AMBIGUOUS REJECTION**Tucker Jones<sup>1</sup>, Mark Barnett<sup>1</sup>, Taylor Wadian<sup>1</sup>, Tammy Sonnentag<sup>1</sup>, Courtney A. Langley<sup>2</sup><sup>1</sup>Kansas State University, <sup>2</sup>University of Kansas

Undergraduates completed questionnaires assessing their experiences with, and attitudes relevant to, being rejected. Next, each participant read six interpersonal scenarios, one at a time, that described various situations in which another individual's interaction with him/her could be interpreted as rejection. Following each scenario, the undergraduates completed a questionnaire that assessed their emotional response to the hypothetical situation and behavioral responses to the individual in the situation. Correlational and path analyses revealed that the participants' experiences with rejection (and, to a lesser extent, their rejection-relevant attitudes) were associated with a negative emotional response to the ambiguous situations which, in turn, was associated with negative behavioral responses to the other individual in those situations. The results suggest that when another individual's interpersonal behavior has an uncertain intent, undergraduates' prior experiences with rejection may be especially important in determining the extent to which they feel and act as if they have been rejected.

D15

**SOCIAL EXCLUSION INCREASES FLEXIBILITY IN EMOTIONAL RESPONDING**Elaine O. Cheung<sup>1</sup>, Wendi L. Gardner<sup>1</sup><sup>1</sup>Northwestern University

After experiencing social exclusion, people are often motivated to restore their sense of social connection with others. Prior research has found that excluded individuals will exhibit greater social sensitivity (see Pickett & Gardner, 2005). We sought to examine whether this greater sensitivity would translate to more flexible responding to others' emotions. In the present study, we first manipulated belonging need in participants by having them relive a past experience of exclusion or acceptance. Next, participants were asked to regulate another person's emotions. After each regulatory attempt, participants received feedback that their chosen strategies were ineffective at regulating their partner's emotions. Excluded participants exhibited greater flexibility in their responding, being more likely to tailor their regulation attempts to their partner. Specifically, when prior strategies proved ineffective at regulating their partner's emotions, excluded participants were more likely to respond by adjusting their responding accordingly and switching to new strategies for regulation.

D16

**EXPLORING THE LINKS BETWEEN OSTRACISM AND SURVIVAL**Michelle Grzybowski<sup>1</sup>, Savannah Stucki<sup>1</sup>, Diana Steakley-Freeman<sup>1</sup>, Sarah Koppenhoefer<sup>1</sup>, Eric Wesselmann<sup>1</sup><sup>1</sup>Illinois State University

In our ancestral past, ostracism threatened one's survival (Wesselmann, Nairne & Williams, 2012). We present research examining the evolutionary underpinnings of reactions to ostracism. In Study 1, participants played Cyberball and were either included or ostracized by two computer confederates. Participants then rated ambiguous characters on their relevance to survival-related words (e.g., food) and control words (e.g., broom). Finally, participants reported psychological need satisfaction. Study 2 employed a reliving paradigm in which participants spent 3 minutes recalling a time they were included, ostracized, or exercising alone (control). Then, participants completed the Study 1 measures and differentiated between genuine and deceptive smiles. In both studies, ostracized participants recalled lower basic need satisfaction and rated the characters as more survival-related than included participants. There was no significant difference on control words or

participants' ability to discriminate between real and fake smiles. These data suggest that ostracism may prime a survival mindset.

D17

**PERCEPTIONS OF BULLYING IN STUDENTS AND TEACHERS: SOCIAL DOMINANCE ORIENTATION (SDO), GENDER, & FORMS OF BULLYING**Wind Goodfriend<sup>1</sup>, Gwendolyn Walton<sup>1</sup><sup>1</sup>Buena Vista University

This study investigated bullying by analyzing links between general perceptions of bullying (including four types: physical, verbal, cultural, and cyber-bullying) and personality (Social Dominance Orientation [SDO; Pratto et al., 1994]). We also analyzed perceptions of a fictional bullying scenario that was a 2 (sex of bully) X 2 (sex of victim) factorial design. DVs were perceptions of the fictional bully (how negative the behavior was), perceived negative effects on the victim, and negative emotions in the participants themselves. Two samples were collected: students from a middle/high school (n = 327) and high-school teachers (n = 70). In both samples, acceptance of bullying in general was higher in males and in those with higher SDO scores. Physical bullying was seen as the most acceptable form, while cultural and cyber were least acceptable. Surprisingly, acceptance of bullying in fictional vignettes did not differ based on gender of the bully or victim.

D18

**AGGRESSION IN RESPONSE TO SOCIAL REJECTION: GROUPS VS. INDIVIDUALS**Ryan M. Nicholls<sup>1</sup>, Radmila Prislin<sup>2</sup>, Kristin Donnelly<sup>3</sup><sup>1</sup>Miami University, <sup>2</sup>San Diego State University, <sup>3</sup>University of California at San Diego

Research has demonstrated that there is a causal relationship between social rejection and aggression, such that social rejection elicits aggressive behavior in individuals who experience it. However, the current literature has only examined this relationship at the individual level, and to our knowledge there has been little research investigating this phenomenon at the group-level. Therefore, we conducted a study to explore the rejection-aggression link at the group level, and tested the hypothesis that groups exposed to instances of social rejection will be more aggressive than their individual counterparts. Participants were exposed to an instance of social acceptance or exclusion, and then completed several measures of aggression. Results revealed that, as hypothesized, groups were significantly more aggressive than individuals. However, no evidence emerged that socially rejected groups or individuals were significantly more aggressive than those who were accepted. Possible reasons for this disparity are discussed.

D19

**WHY DO PEOPLE SOCIALLY REJECT OTHERS?: REJECTION AS A METHOD OF AFFILIATION MAINTENANCE**Gili Freedman<sup>1</sup>, Jennifer S. Beer<sup>1</sup><sup>1</sup>University of Texas at Austin

Why do people socially reject others? Two studies investigated how the desire to maintain group affiliation influences perpetration of social rejection. In online (Experiment 1) and face-to-face (Experiment 2) group settings, participants decided whether to accept or reject new group members (6 confederates in Experiment 2). Some participants were told their decision could gain them group affiliation; others that their decision could cost them group affiliation; a control group did not hear about affiliation. Some participants made rejection decisions without knowing their current group members' decisions (no pressure to reject; Experiments 1 and 2). Others made decisions after hearing all of the current members' (i.e., 4 confederates) unanimous decisions (pressure to reject; Experiment 2). Across experiments, participants who did not experience group pressure rejected more when threatened with affiliation loss (vs. gain or control). Participants who experienced

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group pressure rejected more regardless of whether they might gain or lose affiliation.

**D20**  
**DO PEOPLE KEEP CONNECTION WITH THE IN-GROUP AFTER THEY ARE REJECTED BY THE IN-GROUP MEMBERS?**

Chikae Isobe<sup>1</sup>

<sup>1</sup>*Chiba university*

Previous studies suggested that if a need for acceptance is threatened by social exclusion, people attune to promising opportunities for socially reconnecting with others. Then, the member might maintain the connection with the in-group, even if the in-group members reject them. Conversely, considering social identity, because the group in which exclusion occurred is not attractive, the rejected member would weaken the attachment toward in-group. This study focused on the group permeability as a moderator and predicted that the rejected member would decrease the in-group attachment when they are allowed to change groups. Contrary to the prediction, participants who were not selected as a Cyber-ball game player by lot reported lower in-group attachment on the low vs. high permeability condition. And participants reported low in-group attachment after they were not thrown the ball from members in both conditions. These effects were explained by the difference of the impact by exclusion.

**D21**  
**MONEY OR LOVE?: LONELY PEOPLE CHOOSE MONEY OVER INTIMACY**

KaYoung Kim<sup>1</sup>, Jinseok Kim<sup>1</sup>, Susie Yi<sup>1</sup>, Eunkook M. Suh<sup>1</sup>

<sup>1</sup>*Yonsei University*

People feel lonely when they are deficient in social connections, thus they should seek intimate relationships to fulfill their unmet social needs. Nevertheless, the lonely tend to strongly adhere to materialistic values, which may aggravate deficiencies in the social domain. In two studies, we found that people with high level of loneliness consistently chose money over intimacy in various contexts. In Study 1, the degree to which people chose money over love or friendship predicted levels of loneliness. In Study 2, lonely people chose money over a true friend, even when household income, socioeconomic status, and money spent per month were all controlled for. These findings may explain why lonely people are trapped in the vicious cycle of chronic isolation.

**D22**  
**SOCIAL EXCLUSION AND VULNERABILITY TO PHYSICAL HARM**

Kristy K. Dean<sup>1</sup>, Nikole LeCompte<sup>1</sup>

<sup>1</sup>*Grand Valley State University*

Social exclusion has both social and physical consequences (Baumeister & Leary, 1995). A growing literature suggests that humans employ similar mechanisms to recognize and respond to physical and social pain (e.g., Eisenberger, 2012; DeWall et al., 2010; MacDonald & Leary, 2005). Expanding on this research, 3 studies (total N=301) utilizing a reliving paradigm examined whether social exclusion heightens perceived vulnerability to physical harm. Participants who relived a social exclusion demonstrated heightened accessibility of vulnerability-related constructs relative to an acceptance condition (Study 1), and lower ratings of physical safety on campus (Study 2) and greater perceived likelihood of experiencing negative physical safety and health (but not academic) consequences (Study 3) relative to acceptance and neutral conditions. Reliving a past injury and social exclusion exerted similar effects on basic needs. Discussion will center on implications for people regaining a sense of belonging and physical safety after such threats.

**D23**  
**I'M SO LONESOME I COULD BINGE: INVESTIGATING BEHAVIORAL CONSEQUENCES OF LONELINESS THROUGH DISENGAGEMENT AND SUBSTANCE USE COPING**

Sarah N. Arpin<sup>1</sup>, Lindsey Alley<sup>1</sup>, Cameron McCabe<sup>1</sup>, Cynthia Mohr<sup>1</sup>, Sarah Haverly<sup>1</sup>

<sup>1</sup>*Portland State University*

Loneliness is a distressing experience with effects on broad-based morbidity and mortality (Hawkley & Cacioppo, 2003). Researchers have considered health-behavioral explanations for this association, revealing differential and comparable behavior among lonely and less lonely individuals. Yet, little work has considered mechanisms (i.e. coping behavior) through which loneliness relates to risk-related behavior. The current study (N=1147) examined relationships between loneliness, emotional eating, and alcohol consumption using the day reconstructive method within a sample of mostly non-traditional-aged college students (Kahneman et al., 2004). Indirect effects of behavioral disengagement and substance use coping were explored. Results revealed significant indirect effects of behavioral disengagement on the loneliness-emotional eating behavior association (Sobel test = 4.55,  $p < .001$ ); and of substance use coping on the loneliness-alcohol consumption association (Sobel test = 3.18,  $p = .001$ ). These findings provide insight into loneliness-related coping behavior, which may be consequential for the health of lonely persons over time.

**D24**  
**THE SOCIAL-COGNITIVE ROOTS OF PEER EXCLUSION IN HIGH SCHOOL: CORRELATIONAL AND EXPERIMENTAL EVIDENCE FROM A LONGITUDINAL STUDY**

Hae Yeon Lee<sup>1</sup>, David Yeager<sup>1</sup>, Sophia Hooper<sup>2</sup>

<sup>1</sup>*University of Texas at Austin*, <sup>2</sup>*UCLA*

What causes the social aggression—such as ignoring or excluding peers—that characterizes the transition to high school? We conducted a 7-month longitudinal study with N~350 high school freshmen. Adolescents were more likely to say they would exclude peers when their stated goal in high school was to avoid demonstrating low social status. These adolescents also literally perceived high school differently—more quickly sorting peers into “winners” and “losers” on a novel social judgment task. Next, we expected that adolescents would be more likely to have the goal of demonstrating social status—and bully others—when they believed that labels such as “winner” or “loser” were fixed traits that cannot change. Indeed, a measured entity theory of personality predicted social-cognitive styles and subsequent social bullying, while a brief experimental intervention teaching a malleable, incremental theory of personality changed social demonstration goals, reaction time, and self-reports of bullying at 7-month follow-up.

**D25**  
**PROMOTING ADOLESCENTS' ACADEMIC PERFORMANCE BY ALLEVIATING THE NEGATIVE EFFECTS OF BELONGING UNCERTAINTY: A DISTRICT-WIDE EXPERIMENTAL TEST**

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Previous studies found positive effects of social belonging interventions for college-aged students, but this study focused on intervening earlier so that more students might be have a chance to get to college. In the first district-wide scale-up of these interventions, this randomized controlled trial examined the effects of a belonging intervention on sixth graders making the transition from elementary to middle school. Teachers administered the intervention at the beginning of the school year as a normal classroom activity, and students in the intervention group, as compared to their control group peers, had better grades, failed fewer classes, and reported improved mindsets as measured by an end of the year survey. Results showed that intervention effects on

psychological processes helped to understand the effects on student achievement. In all, this work suggests that brief but precise interventions can be successfully scaled-up and have long-lasting effects on important academic attitudes and achievement.

D26

### HOW AND WHY BUREAUCRATIC HASSLES CONTRIBUTE TO POST-SECONDARY ACHIEVEMENT GAPS: AN IDENTITY THREAT PERSPECTIVE

Stephanie Reeves<sup>1</sup>, David Yeager<sup>1</sup><sup>1</sup>University of Texas at Austin

Past research has shown that students from underrepresented groups (e.g. first-generation college students) have reason to be uncertain of their belonging, and this can lead them to interpret adversity as diagnostic of their overall potential to succeed. We hypothesized that even mundane, group-irrelevant forms of adversity - specifically bureaucratic difficulties - may similarly affect achievement. In study 1, students completed an online form on a university financial aid website that was manipulated to be easy or frustrating (by deleting inputted information after an error). The frustrating web form reduced self-reported sense of belonging and perceived likelihood of success among first-generation college students. In studies 2 and 3, a different type of bureaucratic manipulation - a simple or confusing math course selection task - similarly affected low-SES remedial math students and community college GED students. Further, a novel implicit theories of "know how" intervention fully buffered students from the effects of bureaucratic adversity.

D27

### AFFIRMING INDEPENDENCE: PROMOTING ACADEMIC FIT FOR FIRST-GENERATION STUDENTS

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First-generation college students (students for whom neither parent has a 4-year college degree) earn lower grades and worry about whether they belong in college, compared to continuing-generation students (who have at least one parent with a 4-year college degree). One intervention that has proven to reduce achievement gaps is values affirmation, in which students affirm personally important values. We tested whether the social class achievement gap might be more effectively closed when first-generation students affirm interdependent values (thus re-affirming their own cultural values) or independent values (thus aligning their values with the independent culture that characterizes higher education in the US). Either type of values affirmation might help students fit in with the academic context and establish a sense of belonging. We found that affirming independent values proved most effective and will discuss the implications for how to address cultural mismatch and promote a sense of belonging for first-generation students.

## Emotion

D28

### UNRIGHTEOUS INDIGNATION? DISGUSTING IMAGES CAN ELICIT HOSTILITY WITHOUT A MORAL VIOLATION

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Previous research has indicated that anger and disgust can arise simultaneously after exposure to a moral violation. We wondered whether disgust elicited without a direct moral violation might also be sufficient to cause anger. Across two studies, individuals who viewed disgusting images reported more hostility than did those who viewed control images. In Study 1 ( $n = 113$ ), disgusted participants scored significantly higher ( $p = .041$ ) on the State

Hostility Scale (SHS) than did those in the control group. Study 2 ( $n = 58$ ) replicated these results ( $p = .001$ ) and also revealed that disgusted participants scored significantly higher than did control participants on three of four SHS subscales (aggravation, mean, unsociable;  $ps < .02$ ). Taken together, these results further support previous links between disgust and anger, and they indicate that disgust may also cause anger in situations that do not directly involve a moral violation.

D29

### PLAYING VIOLENT COMPUTER GAMES LOWERS EMOTIONAL INHIBITORY CONTROL AND INCREASES AGGRESSION

Ewa Miedzobrodzka<sup>1</sup>, Jacek Bucznny<sup>1</sup><sup>1</sup>University of Social Sciences and Humanities

Playing brutal computer games has consequences for both automatic and reflective mechanisms of behavior as they reduce pro-social behavior and increase aggressive reactions. We tested the hypotheses that playing violent games influences negatively processing of emotional information and is positively related to aggressive behavior. Processing of emotional stimuli was measured using the stop signal paradigm. Participants were asked to inhibit their reactions if a facial expression was presented. We expected that disgust as an avoidance-related emotion, comparing with anger, stimulates inhibition of reactions. As predicted, brutal gamers, compared to non-players, showed lower levels of emotional inhibitory control only when disgust expressions were presented. In addition, violent gamers expressed higher levels of aggression measured with the Competitive Reaction Time Task. Further analysis showed the relationship between groups (players vs. non-players) and aggression was significantly mediated by emotional inhibitory control. This suggests a hypothetical mechanism of the negative influence of brutal games on players.

D30

### NATURALISTIC OBSERVATION OF EMOTION TRAJECTORIES WITH RESPECT TO EXERCISE SESSIONS

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Although it has been well established that positive affect increases after an acute exercise session, the trajectories of different emotions in relation to exercise and the duration of the positive affect increase are not yet well understood. Using a 5-day ecological momentary assessment protocol, this study examined naturalistically the affective trajectories of 44 regular exercisers prior to the decision to exercise and in the period after exercise and how these trajectories differed across various emotions. Results comparing exercise days to matched non-exercise days suggest that negative emotions increase in the 4-hour period prior to exercise, whereas positive emotions decrease in the 4-hour period prior to exercise. The increase in positive affect after an exercise session appears to hold for up to 6 hours.

D31

### SUPERFICIAL PROCESSING OF AFFECTIVE PRIMES INCREASES THEIR INFLUENCE ON SUBSEQUENT EVALUATIVE JUDGMENT

Robert Schnuerch<sup>1</sup>, Henning Gibbons<sup>1</sup><sup>1</sup>University of Bonn

Evaluative judgments shift in a certain direction when an affective stimulus (e.g., an emotional facial expression) precedes the to-be-evaluated item. This evaluative-priming effect is most likely caused by automatic processes such as affective misattribution or response priming that typically benefit from a low level of awareness and control. Although somewhat counterintuitive, the priming effect should thus be larger when affective primes are processed superficially than when they are processed deeply. We tested this idea across three behavioral experiments, implementing novel paradigms to manipulate the degree of attentive processing of the primes. As expected, we found robust evaluative-priming effects

that significantly increased when attention was diverted from the primes. This indicates that prime-congruent shifts of evaluative judgment indeed rely on automatic processes that can only be controlled or counteracted when a sufficiently clear representation of the potentially influencing prime is available.

**D32**  
**THREATENING EXPRESSIONS INDUCE EXTENSIVE PROCESSING OF PERSUASIVE APPEALS**

**Jimmy Calanchini<sup>1</sup>, Wesley G. Moons<sup>1</sup>**

<sup>1</sup>*University of California at Davis*

Previous research has demonstrated that angry expressions can induce extensive processing of persuasive appeals. The present research tested perceptions of threat as the mechanism for this effect using both mediation analysis and causal chain design. In Study 1, angry expressions were perceived as more threatening than other emotion expressions. In Study 2, need for cognition moderated extensive processing of persuasive appeals made by fearful but not angry sources, and this effect was mediated by perceptions of threat. In Study 3, participants reported more favorable attitudes towards strong than weak appeals made by angry sources with direct gaze, but equally favorable attitudes towards strong and weak appeals made by angry sources with averted gaze. Emotion contagion was ruled out as an alternate mechanism. Taken together, these findings suggest that threat signaled by angry expressions induces extensive processing of persuasive appeals.

**D33**  
**AN "INSIDE LOOK" AT THE MORTALITY SALIENCE MANIPULATION: ON THE LEVERAGE OFFERED BY LINGUISTIC ANALYSES**

**Fade Eadeh<sup>1</sup>, Stephanie A Peak<sup>1</sup>, Alan J Lambert<sup>1</sup>**

<sup>1</sup>*Washington University*

The mortality salience (MS) manipulation represents one of the most frequently employed experimental manipulations in the entire history of social psychology. Although the MS task is quite capable of producing large, reliable, and theoretically meaningful effects, there has been a great deal of ambiguity—along with considerable controversy—as to the precise mechanisms by which these effects occur. The present research was driven by the assumption that greater clarity in this regard can be gained by linguistic analyses of written protocols generated in the context of the MS task itself, something that TM researchers rarely, if ever, do. Across three studies we show that this analytic approach provides great leverage in understanding several aspects of the MS task, including its impact on affective experience, as well as changes in ideological preference.

**D34**  
**IS VALUING HAPPINESS AN ASSET OR A LIABILITY?**

**Acacia Parks<sup>1</sup>, Yuna Ferguson<sup>2</sup>, Harrison Klucher<sup>1</sup>, Aaron Lynch<sup>1</sup>, Liudmila Titova<sup>1</sup>**

<sup>1</sup>*Hiram College*, <sup>2</sup>*Penn State Shenango*

Previous research by Mauss et al. (2011) finds that people who value happiness, paradoxically, fail in efforts to become happier. They induced participants to value happiness or not, and discovered that they did not benefit from a positive mood induction. We hypothesized that this effect is a result of the extreme phrasing of Mauss's valuing happiness scale. 99 undergraduates completed two measures of their attitudes about happiness (Mauss's, and another scale by Sheldon), then were randomly assigned to a neutral or positive mood induction. They then rated their mood. Results indicate that while participants who valued happiness according to Mauss's scale did experience less positive emotion in the positive induction group, those who valued happiness on the Sheldon scale experienced more positive emotion. It appears that whether valuing happiness is an asset or a liability depends on how it is operationalized.

**D35**  
**GRATITUDE AS PERSUASION: UNDERSTANDING WHEN SAYING "THANK YOU" FACILITATES AND INHIBITS COMPLIANCE WITH A REQUEST**

**Patrick Dwyer<sup>1</sup>**

<sup>1</sup>*University of Minnesota*

In this study, participants (N = 609) read a message to supporters of a political candidate that either included an expression of gratitude for having supported them in the past, or not, and that also asked for their support in the future. Persuasion awareness (Friestad & Wright, 1994) was also manipulated, and the hypothesized interaction between gratitude and persuasion awareness emerged. Whereas gratitude facilitated compliance when persuasion awareness was low, it decreased compliance when persuasion awareness was high. Participants' motivation type (Deci & Ryan, 1985) was also measured, and a significant interaction between gratitude and motivation type was also revealed. Whereas gratitude facilitated compliance when motivation was controlled, it decreased compliance when motivation was autonomous. This research broadens our understanding of gratitude in social contexts by showing that saying "thank you" can not only facilitate compliance with requests, but also diminish compliance in some circumstances.

**D36**  
**THE EFFECT OF RECIPROCAL RELATIONSHIPS ON PERCEIVING ENVY**

**Yumi Inoue<sup>1</sup>, Koji Murata<sup>1</sup>**

<sup>1</sup>*Hitotsubashi University*

As envy sometimes leads people to behave antisocially, for example, denigrating an envied person, people should sensitively perceive envy especially with people they do not have a reciprocal relationship. In the current study, we examined perceptions of envy when people were in situations that make a hypothetical target envious, and whether this perception varied by the reciprocity of the relationship. We further examined whether impressions of how "annoying and troubling" the targets' response was mediated the hypothesized relationship between relationship reciprocity and perceptions of other-envy. We found that participants in a non-reciprocal relationship condition perceived more envy from a hypothetical target than those in a reciprocal relationship condition. Further, a mediation analysis revealed that perceiving a hypothetical target as more annoying and troubling mediated the effects of relationship reciprocity on perception of envy. We discuss the possible function of perception of envy in cooperative situations.

**D38**  
**BEAUTIFUL IS NOT ALWAYS GOOD: THE EFFECTS OF MALE OFFENDERS' ATTRACTIVENESS AND APOLOGIES ON FORGIVENESS.**

**April Phillips<sup>1</sup>**

<sup>1</sup>*Northeastern State University*

As an extension of previous work, we examined the effects of a male offender's attractiveness and apologies on forgiveness. 74 female participants were randomly assigned to one of 4 groups and responded to a hypothetical offense committed by either an attractive or unattractive male who either apologized or didn't. Forgiveness was measured using an eight-item scale assessing various reactions to the hypothetical offense. In addition, the participants' perceptions of the offender's mate value was assessed. Results revealed a significant interaction between attractiveness and apology. The apology increased feelings of forgiveness toward the unattractive but not the attractive male. Participants were less willing to forgive the attractive man even when he offered an apology. Possible reasons for these findings will be discussed including levels of trust and the offender's mate value. Data collection with male participants in ongoing and future research will also include manipulation of mate value rather than attractiveness.

D39

**AWE BUILDS LIKING, CLOSENESS, AND COOPERATION IN NEW DYADS**Alexander F. Danvers<sup>1</sup>, Michelle N. Shiota<sup>1</sup><sup>1</sup>Arizona State University

Positive emotions build relational resources, but may do so in distinct ways. Awe is thought to promote new schema formation and broaden the self-concept. In one study we examined distinctive effects of awe for affiliation with strangers. 125 undergraduate dyads viewed an emotion-eliciting film clip (amusement, awe, pride, or neutral); had a 5-minute "getting-to-know-you" conversation; completed questionnaires including liking and Inclusion of Other in Self; and completed a prisoner's dilemma. Analyses used actor-partner-independence mediation modeling. Uniquely among the positive emotions, awe promoted greater liking ( $Z = 1.86$ ,  $p = .062$ ) and higher IOS closeness ( $Z = 2.08$ ,  $p = .038$ ) than neutral control. Both affiliation measures predicted prisoner's dilemma cooperation (liking  $Z = 2.39$ ,  $p = .017$ ; IOS  $Z = 1.73$ ,  $p = .083$ ). The mediating effect of liking approached significance ( $a*b = 0.133$ , 95%CI[-0.012-0.359],  $p = .085$ ). Awe may facilitate social bonding even in the earliest stages of affiliation.

D40

**GROUPS IN OUR EYE: CULTURE DIFFERENCE IN GROUP EMOTION PERCEPTION**Yang Bai<sup>1</sup>, Allison Yamanashi Leib<sup>1</sup>, Kaiping Peng<sup>2</sup>, David Whitney<sup>1</sup><sup>1</sup>University of California at Berkeley, <sup>2</sup>Tsinghua University

The accurate perception of facial expressions is a necessary skill in most human social interactions. Previous research has documented that specific emotions expressed by a single face can be recognized across different cultures. However, research on cultural differences in group emotion perception is sparse. In two experiments, we investigated whether the first impression of a group - crowd emotion perception - is influenced by cultural background. Specifically, we explored whether Caucasians and East Asians differ in perceiving the average emotion expressed by an individual face or a group of faces. Results across the two experiment demonstrated that participants from both cultures can accurately perceive the average emotion of a group. Both cultures performed the same when the group expressed basic emotions (e.g. happy) and non-dialectical emotions (e.g. a mixture of angry and sad). Only in dialectical emotions (e.g. a mixture of happy and sad) did performance differ; easterners were less accurate.

D42

**THE SEMANTIC STRUCTURE OF EMOTIONAL CONCEPTS IN JAPANESE**Eun-joo Park<sup>1</sup>, Naoto Suzuki<sup>1</sup><sup>1</sup>Doshisha University

We examined the structure of emotional concepts between basic concepts and connotative meanings in emotions. Watanabe (1994) suggested that the independence and the coherence of emotional words are strongly connected the association words with the basic concepts of emotions. 155 participants were given the 50 cards including 5 central concepts of emotions; "sadness", "loneliness", "anger", "pleasure", "happiness", and 15 primary-associated ( $n=140$ ) and 30 secondary-associated words ( $n=92$ ) with the concepts. They were performed respectively to select the cards with similar emotion by 5, 9, 15 and 20 groups. In the MDS and CLUSTAR analysis, the result showed that there was an intimate relationship between basic concepts and associated words in every category except a "sadness" category. There were weaker relationships in the negative emotions groups such as "loneliness" and "anger" than the positive. The relationships in the positive emotions groups such as "pleasure" and "happiness" are more independent than the negative.

D43

**ENGLISH WORD DISGUST LACKS TRANSLATION EQUIVALENTS IN MALAYALAM AND HINDI**Dolichan M. Kollareth<sup>1</sup>, James Russell<sup>1</sup><sup>1</sup>Boston College

English-speakers use the word disgust to report their experience in response to pathogen related substances: feces, vomit and moral violations: racism, corruption. This supports the unique status of disgust as a moral emotion. Present study investigated whether the native speakers of Malayalam and Hindi (two Indian languages) endorse the translation equivalent of disgust similar to the English speakers. Ninety three (31 X 3) participants rated the emotion words: disgust, grossed-out and anger to three types of stories: physical aversion, moral violation, and autonomy violation. Results showed a language by story-type Interaction for the word disgust but not for grossed-out and anger. English speakers used the word disgust to refer to physical aversion and moral violation stories. This pattern did not show up for Malayalam and Hindi-speakers. Therefore the English word disgust may not be a single universal category implying a limitation on its use as a scientific category.

D44

**SELF-ENHANCEMENT ACROSS CULTURES: THE PARADOX OF EAST ASIAN HUBRIS**Katherine S. Sorensen<sup>1</sup>, Joanne M. Chung<sup>1</sup>, Richard W. Robins<sup>1</sup><sup>1</sup>University of California at Davis

The present research examined the interplay between culture and self-enhancement via reports of trait authentic (AP) and hubristic pride (HP). In Study 1 ( $N = 471$ ), South Koreans reported equal levels of AP, but higher levels of HP than U.S. Americans. In Study 2 ( $N = 268$ ), East Asian-Americans reported higher levels of HP and lower AP than Whites, replicating the noteworthy HP effect. Exploring what might explain the HP effect, potential mediators were examined. Socially desirable responding and feeling deserving of status did not mediate the HP effect, but dialectical self-concept of behavior and self-esteem did. East Asian-Americans' tendency to view behavior as context-dependent and to report lower self-esteem led to reporting higher HP. Discussion focuses on the role that modesty norms might play in reports of trait pride and how these findings inform the literature on culture and self-enhancement and the two facets of pride.

D46

**CUTENESS AS A POSITIVE AFFECTIVE RESPONSE: PERCEIVING CUTENESS FOSTERS EGALITARIAN ATTITUDES TOWARD CULTURAL DIVERSITY**Reina Takamatsu<sup>1</sup>, Jiro Takai<sup>1</sup><sup>1</sup>Nagoya University

Positive emotions broaden our scope of attention, moral community, and behavioral patterns (Fredrikson, 2004). Among them, cuteness signals a need for care, which in turn elicits positive affective response, care-taking behavior, and the activation of care/harm foundation (Sherman & Haidt, 2011). This study tested a hypothesis that perceiving cuteness elicits an other-directed, positive emotion that alleviates negative affective responses to out-groups. Undergraduate students ( $n = 33$ ) individually participated in this study. Participants who viewed baby animals reported that they have experienced other-directed positive emotions significantly more than those who viewed neutral objects. Also they evaluated Japanese and foreign cultural symbols equally pleasant on the Affect Misattribution Procedure (AMP; Payne, Cheng, Govorun, & Stewart, 2005). Results suggest that compared to other positive emotions (e.g., interest and security), cuteness seems to have a unique functional role in social cognition and it may foster intergroup relations by mitigating negative evaluations of out-groups.

D47

**THE MORE POSITIVE, THE MORE AGENTIC: COMMUNICATING MENTAL STATES BY EMOTIONAL STATES**Yen-Ping Chang<sup>1</sup>, Lung H. Chen<sup>2</sup><sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>National Taiwan Sport University

Past research has shown that we perceive different people to have different "kinds" of mind. However, we know that mind is not a constant; it changes all the time. In the current study, we investigated the "state" perception of mind. From the functionalist perspective, we hypothesized that people form their perception of an individual's mental state based on the person's emotional state. Across two studies, we found that participants perceived others to have a more agentic mind when the others showed positive emotions, and the effect was beyond the goodness and the seriousness of the others' current action. We also found that, when personifying 24 different emotions, participants ascribed more agency to the mind of positive emotions than to that of negative emotions, and the effect was beyond the emotions' arousal levels. We discussed the results' practical and theoretical implications for the mind perception and emotion theories.

D48

**IT'S GOOD TO DO GOOD AND RECEIVE GOOD: THE IMPACT OF A "PAY IT FORWARD" STYLE INTERVENTION ON GIVER AND RECEIVER WELL-BEING**Marie Cross<sup>1</sup>, Tara Kraft<sup>2</sup>, Sarah Pressman<sup>3</sup><sup>1</sup>University of California at Irvine, <sup>2</sup>University of Kansas, <sup>3</sup>UC Irvine

Despite the popularity of the "pay it forward" (PIF) concept, to date, no study has tested the effectiveness of a brief, one-time PIF activity on the wellbeing of those who do good and those who receive good. To test this, 83 undergraduate students (givers) performed random kind acts in their community for 1.5 hours. We found that the PIF activity resulted in a wide range of wellbeing benefits for givers (e.g., greater positive and lower negative affect). The receiver group also benefited: they smiled more and reported fewer negative feelings and higher cheerfulness, excitement, and optimism. We also examined whether any individual differences dictated the extent to which this activity benefited the givers. There were few group differences, although females reported larger positive affect increases. Results indicate that a one-time brief PIF intervention can have broad benefits for those individuals involved.

D49

**EVALUATING A TRAINING PROGRAM TO IMPROVE EMOTION PERCEPTION AND REGULATION**Sarah Herpertz<sup>1</sup>, Astrid Schütz<sup>1</sup>, John B. Nezlek<sup>2</sup><sup>1</sup>University of Bamberg, <sup>2</sup>College of William & Mary

We describe the development and evaluation of a program designed to improve the ability to perceive and regulate emotions as parts of ability-based Emotional Intelligence (EI). The intervention is characterized by a (1) random assignment to intervention or control condition, (2) pre-post-post design, (3) longitudinal follow-up, and (4) performance-based measures of EI (e.g. MSCEIT, ERP-R). To evaluate the effects of the training, a sample of 80 business students participated in either an 8-hr EI skill training or a time-management training. Measures of EI were collected before training, 1 month and 4 months after the end of training. Students who participated in the EI skill intervention reported higher MSCEIT and ERP-R scores 1 month after the intervention than controls. Changes persisted after 4 months. In addition the training group had increased life satisfaction as well as decreased stress scores. Moderators of training effects such as processing style and mindfulness were examined.

D50

**GENDER DIFFERENCES IN THE RELATIONSHIP BETWEEN ANGER AND SEARCH FOR MEANING IN LIFE**William E. Davis<sup>1</sup>, Nicholas J. Kelley<sup>1</sup>, Joshua A. Hicks<sup>1</sup><sup>1</sup>Texas A&M University

Research on the relationship between meaning in life (MIL) and negative affect is somewhat inconsistent, potentially because motivational aspects of emotions (approach vs. avoidance orientation) are not generally considered. Additionally, gender differences in MIL are not typically observed. Two studies (total N=467) extended this research by focusing on the negatively-valenced approach-oriented emotion of anger. Using a cross-sectional correlational design, Study 1 (n=318) found that anger was strongly associated with search for MIL for female participants but not male participants. Study 2 (n=149) experimentally manipulated feelings of anger (anger vs. neutral control condition) and found that search for MIL did not differ between conditions for males, but was significantly higher in the anger condition compared to the control condition for females. These results are considered in the context of gender role identification and gender differences in emotion regulation.

D51

**THERE IS AN "I" IN TEAM: IDENTIFYING AND DISTINGUISHING BETWEEN GROUP-LEVEL REGRET AND DISAPPOINTMENT.**Joshua Buchanan<sup>1</sup>, Ryan Walker<sup>1</sup>, Carl Fenderson<sup>1</sup>, Rachel Smallman<sup>2</sup>, Amy Summerville<sup>1</sup><sup>1</sup>Miami University, <sup>2</sup>Texas A&M University

Existing research has previously identified group-level emotions such as guilt and shame. It is unclear, however, if more self-focused emotions such as regret can also be experienced at the group-level. Using structural equation modeling, we examined group-level regret and disappointment and their antecedents. One hundred sixty-five participants considered a specific negative event that occurred to a meaningful group (a highly-regarded university football team), then rated appraisals of the negative group-related event along with their emotional reactions. Although some individuals experienced disappointment, others did experience regret. This is surprising given they had no control over the outcome. Stronger group identification was associated with more intense experiences of regret. Furthermore, appraisals associated with group-level regret differed from appraisals characteristic of individual-level regret. Contrary to past work on individual-level regret, people did not perceive control over or responsibility for the negative outcome. These findings have implications for research on emotion and group dynamics.

D52

**MEASUREMENT AND STRUCTURAL INVARIANCE OF THE PROFILE OF EMOTIONAL COMPETENCE ACROSS JAPANESE AND BELGIAN POPULATIONS**Yuki Nozaki<sup>1</sup>, Masuo Koyasu<sup>1</sup><sup>1</sup>Kyoto University

Researchers have repeatedly argued that it is important to determine whether the psychometric properties of an emotional competence measure hold in Eastern populations because there may be cultural variability in abilities linked with emotional competence. However, few studies have examined potential differences in an emotional competence measure in Eastern collectivist cultures. To fill this gap, we investigated the applicability of the Profile of Emotional Competence (Brasseur et al., 2013) to a Japanese population. Five hundred and fifty five Japanese people answered a Japanese version of the Profile of Emotional Competence. These data were compared with the original paper-based Belgian datasets (N = 4,307). The successive multi-group confirmatory factor analysis demonstrated structural invariance and measurement invariance at the level of configural, metric, and partial scalar invariance across our Japanese and the Belgian datasets. Our results suggest that the

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Profile of Emotional Competence, an emotional competence measure, is applicable to Eastern populations.

**D53  
TRAIT AFFECT AND THE PERCEIVED IMPORTANCE OF POSITIVE  
AND NEGATIVE OPINIONS**

**Megan K. McCarty<sup>1</sup>, Nicole E. Iannone<sup>1</sup>, Janice R. Kelly<sup>1</sup>, Andrea B. Hollingshead<sup>2</sup>**

<sup>1</sup>*Purdue University*, <sup>2</sup>*University of Southern California*

This research investigates whether a person's trait affect impacts the perceived importance of their positive or negative opinions. Opinions incongruent with one's trait affect should be viewed as particularly important, consistent with the distinctiveness component of Kelley's (1967) covariation model. Thus, positive opinions from negative people and negative opinions from positive people should carry the most weight. 140 participants imagined a friend with trait positive, negative, or neutral affect told them positive or negative opinions. Participants rated how important this opinion was, and the degree to which they would take it into account when making a decision. Negative opinions from trait-positive people were rated as more important and more influential in decision making than identical opinions from trait-negative people ( $p < .001$ ). However, positive opinions were rated as equally important regardless of trait affect. Thus, negative opinions from positive people carry particular weight, although positive opinions from these people are not discounted.

**D54  
NOT EVERYONE ESSENTIALIZES EMOTIONS: EXPLORING THE  
CONSTRUCT OF EMOTION INCREMENTALISM**

**Jennifer K. MacCormack<sup>1</sup>, Kristen A. Lindquist<sup>1</sup>**

<sup>1</sup>*University of North Carolina at Chapel Hill*

Some individuals essentialize emotions, viewing emotions as discrete entities with immutable essences (Lindquist et al., 2013). We explored whether incrementalism—the perspective that emotions are situated and variable—relates to greater emotional complexity. Eighty-seven participants completed scales assessing their beliefs about the nature of emotion (Tamir et al., 2007), the role of context in emotion (Owe et al., 2013), need for cognition (Cacioppo et al., 1984), alexithymia (Bagby et al., 1994), and interoceptive awareness (Mehling et al., 2013). As hypothesized, incrementalism was predicted by the emotionally complex view that emotions are situated and variable and inversely associated with difficulty identifying emotions (alexithymia). Emotion incrementalism was also predicted by adaptive traits such as need for cognition, the belief that the body is predictable, and self-rated interoceptive awareness. Finally, emotion incrementalism predicted regulatory self-efficacy. Emotion incrementalists may thus differ from emotion essentialists, and benefit from perceiving emotions as situated and complex.

**D55  
MINDFULNESS BENEFITS EXAM PERFORMANCE BY REDUCING  
TEST ANXIETY**

**David B. Bellinger<sup>1</sup>, Marci S. DeCaro<sup>1</sup>, Patricia A.S. Ralston<sup>1</sup>**

<sup>1</sup>*University of Louisville*

Mindfulness facilitates emotion regulation (Coffey et al., 2010) and enhances cognitive and academic performance (Beauchemin et al., 2008; Chambers et al., 2008). This study examined whether mindfulness improves academic performance by reducing anxiety associated with exams. Freshman undergraduate engineering students ( $N = 245$ ) completed self-report measures of dispositional mindfulness and trait cognitive test anxiety, which were linked to their exam scores in a first semester engineering calculus course. Controlling for math ability and gender, greater mindfulness was associated with higher average exam scores, whereas higher cognitive test anxiety was related to lower average exam scores. However, the relationship between mindfulness and exam

performance was mediated by cognitive test anxiety. These findings suggest that the benefit of mindfulness on exam performance may result from fewer worries associated with exams or decreased rumination.

**D56  
NOSTALGIA REPLENISHES DEFICITS IN WELL-BEING FOR LOW-  
RESILIENCE INDIVIDUALS**

**Kenny Brackstone<sup>1</sup>, Tim Wildschut<sup>1</sup>**

<sup>1</sup>*University of Southampton*

Nostalgia is defined as a sentimental longing for the past, and serves various psychological functions that are pivotal to well-being. Psychological resilience is the maintenance of a stable trajectory of healthy functioning following exposure to a stressful or traumatic event. Low-resilient individuals lack the ability to think optimistically, possess lower self-esteem, and lack general resourcefulness and sturdiness of character compared to high-resilient individuals. The present research aimed to examine the notion that low-resilient individuals derive the most psychological benefits from nostalgia. Three hundred and ten participants completed measures of resilience and were randomly assigned to think about either a nostalgic or ordinary event from their past. Results revealed that nostalgia boosted self-esteem, increased optimism, and improved feelings of life satisfaction and well-being among participants low (compared to high) in resilience. These findings reinforce the notion that nostalgia acts as a resource which protects and fosters psychological adjustment.

**D57  
APPROACH MOTIVATION AND COGNITIVE RESOURCES COMBINE  
TO INFLUENCE MEMORY FOR POSITIVE EMOTIONAL STIMULI**

**Adrienne L. Crowell<sup>1</sup>, Brandon J. Schmeichel<sup>1</sup>**

<sup>1</sup>*Texas A&M University*

Inspired by the elaborated intrusion theory of desire (Kavanagh, Andrade, & May, 2005), the current research tested the hypothesis that persons higher in trait approach motivation process positive stimuli deeply, which enhances memory for them. Ninety-four undergraduates completed a measure of trait approach motivation, viewed positive or negative image slideshows in the presence or absence of a cognitive load, and one week later completed an image memory test. Higher trait approach motivation predicted better memory for the positive slideshow, but this memory boost disappeared under cognitive load. Approach motivation did not influence memory for the negative slideshow. The current findings support the idea that individuals higher in approach motivation spontaneously devote limited resources to processing positive stimuli. Our results lend support to the broader conclusion that elaboration of desirable stimuli relies on the availability of cognitive resources.

**D58  
BELIEF IN THE EXPECTATION BIAS CAN SOMETIMES  
EXACERBATE THAT BIAS**

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Expectations for an event can bias individuals' event experience, producing placebo (or expectation-congruent) effects. Further, individuals' belief in this bias varies, and can moderate placebo effects. Prior research demonstrates that for ambiguous events (e.g., pain), individuals who believe this bias exists correct against it, eliminating placebo effects. The current research tested the prediction that greater belief in expectation bias can rather enhance the placebo effect when events are less ambiguous (e.g., art pictures). Via random assignment, participants in our experiment were, or were not, told that an upcoming set of pictures would make them feel negative. Then, participants viewed the pictures, reported their feelings, and finally reported their beliefs in expectation biases. As predicted, regression analyses revealed that participants



reported more negative feelings if they received a negative expectation (vs. control) to a greater extent the more they believed in expectation biases. We also address development of the belief scale.

D59

### VALIDATION OF THE FRENCH VERSION OF THE EMOTION CONTAGION SCALE

Delphine Grynberg<sup>1</sup>, Marie Bayot<sup>1</sup>, Ioan Marius Bilasco<sup>2</sup>, Martial Mermillod<sup>3</sup>, Nicolas Vermeulen<sup>1</sup>

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The Emotional Contagion Scale (ECS) is a five-factor auto-evaluative scale that investigates individual differences in terms of contagion of happiness, love, fear, anger, and sadness expressed by others. The purpose of the present study is to validate the ECS in French. In study 1 (150 participants), the confirmatory analysis indicated that the five-factor structure of the French version of the ECS satisfactorily explains the data. In study 2 (88 participants), we supported the convergent validity of the ECS by showing significant correlations between the ECS and measures of affective empathy. The discriminant validity of the ECS was supported by an absence of correlations between the ECS and measures of cognitive empathy. Finally, the test-retest reliability was supported in Study 3 (45 participants) by the absence of a main effect of time (Time 2=6 weeks later) and by the absence of interaction between time and ECS sub-factors.

D60

### INTRINSIC CONNECTIVITY BETWEEN DEFAULT AND SALIENCE NETWORKS AT REST PREDICTS THE AFFECTIVE ENHANCEMENT OF MEMORY

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Substantial research indicates that episodic memory is associated with the activity of the default mode network, and that individual differences in resting state functional connectivity within this network predict individual differences in memory. Prior research also indicates, however, that regions of the salience network, particularly the amygdala, show increased activation in response to the encoding of novel neutral material, suggesting that the salience network routinely participates in episodic memory. In this study, we examined individual differences in intrinsic connectivity between key nodes of the salience and default mode networks and found that stronger inter-network connectivity predicted greater enhancement of neutral memory by negative affect induction. These findings indicate that brain regions putatively assigned an affective function (i.e., the salience network) also play a role in episodic memory and, more generally, that brain networks might not be so easily assigned cognitive or emotional functional roles.

D61

### EXAMINING THE NATURE, ORIGINS, AND HEALTH CONSEQUENCES OF INDIVIDUAL DIFFERENCES IN EMOTION REGULATION: AN ATTACHMENT PERSPECTIVE

Jennifer Fillo<sup>1</sup>

<sup>1</sup>University of Houston

Individuals vary in their tendency to habitually adopt specific emotion-regulation strategies; however, the existing literature has failed to provide a strong theoretical explanation for why or how these tendencies develop. The present research examined individual differences in attachment orientations as one such explanation. Study 1 revealed that attachment anxiety and avoidance were associated with a number of similar emotion-regulation difficulties, but distinct approaches toward regulating emotions (i.e., specific strategies). Additionally, the relative effectiveness of specific emotion-regulation strategies (i.e., suppression, cognitive reappraisal) varied across levels of anxiety and avoidance. Study 2

went a step further to examine the long-term effects of attachment-related emotion-regulation difficulties on health behaviors using data from a prospective longitudinal study. Specific difficulties with emotion regulation mediated the relation between attachment representations and later substance use (i.e., alcohol consumption). These findings illustrate the need for additional research examining the origins and consequences of individual differences in emotion regulation.

D62

### NEUROTICISM MAGNIFIES BIAS IN RETROSPECTIVE REPORTS OF EVERYDAY HIGH AROUSAL NEGATIVE AFFECT OVER TIME

Jennifer C. Lay<sup>1</sup>, Denis Gerstorff<sup>2</sup>, Christiane Hoppmann<sup>1</sup>

<sup>1</sup>University of British Columbia, <sup>2</sup>Humboldt University Berlin

Given our reliance on past emotional experiences to guide action, how accurately do we recall felt emotion? Previous research reveals exaggeration of past positive and negative affect intensity, suggesting underlying episodic and semantic memory processes. This study seeks to disentangle temporal, personality, and episodic salience influences on recall of everyday emotion. 181 adults age 20-78 electronically reported on eight affective states 6 times daily over 10 days. Immediately afterwards and one month later, participants recalled each emotion's intensity over the 10-day period; retrospective ratings were compared with averaged momentary ratings. Multilevel models confirmed retrospective exaggeration of positive and negative affect (beyond peak and recency effects), and further revealed this bias was limited to high arousal affect. Interestingly, retrospective over-reporting of high arousal negative affect increased over time for individuals high in neuroticism. Findings suggest that neuroticism-related self-schemas influence recall over time, with implications for the use of retrospective affect measures.

D63

### RISK TAKING FOR PLEASURE OR PAIN? EMOTION PREFERENCE AND RISK TAKING

Shane W. Bench<sup>1</sup>

<sup>1</sup>Washington State University

People differ in their preference for discrete emotions. Overall, people prefer happiness to negative emotions (anger, boredom, disgust, fear, sadness). The purpose of this investigation was to assess the relationship between emotion preference and risk taking. Participants completed the attitudes towards emotions scale and then reported their preference for a series of risk taking behaviors. Results showed with a stronger preference for happiness, risk taking behavior was liked less, whereas, a preference for negative emotions predicted liking risk taking behavior more. Further, a greater preference for happiness predicted less risk taking behavior, while a greater preference for negative emotions predicted more risk taking. The findings reveal that people that have a greater preference for negative emotions feel more positively about risk taking and take more risks. This calls into question the motive for risk taking behavior, as it has classically been assumed that risk taking is done to maximize pleasure.

D64

### ONCE A PUN A TIME: REACTIONS TO PUNS AND PUNSTERS IN NARRATIVE CONTEXTS

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<sup>1</sup>University of Kentucky

Paradoxically, punning is simultaneously among the most beloved and maligned forms of humor. Despite this, previous research on puns has not taken into account the context in which the puns were told. Applying Apter's theory of humor, we predicted that reactions to puns and punsters would be less favorable when the puns were told in "telic," or serious situations, than "paratelic," playful situations, and that puns involving an interruption of a group goal

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would also be seen less favorably. To test these hypotheses, we conducted a study in which undergraduates ( $N = 185$ ) read and responded to four of eight rich, diverse narratives constructed around different puns, yielding a 2(telic/paratelic)  $\times$  2(interruption/no interruption) within-participants design. Results confirmed both hypotheses. Follow-up personality questionnaires revealed that negative attitudes toward punning correlated with finding puns to be less funny across all 4 conditions, and lower self-reports of both punning ability and agreeableness.

**D65**  
**EMOTION REGULATION IN SELF VERSUS OTHER: CONSTRUCTING AND VALIDATING THE ERQ-OTHER**

Fausto J. Gonzalez<sup>1</sup>, Oliver P. John<sup>1</sup>

<sup>1</sup>University of California at Berkeley

Most emotion regulation research has focused on intrapersonal processes, rather than on the interpersonal aspects of emotion regulation. We address individual differences in the ways people try to regulate the emotions of others with the ERQ-Other, a version of the Emotion Regulation Questionnaire (ERQ; Gross & John, 2003) adapted to study interpersonal regulation. Further, because we expected Acceptance to be a particularly common strategy in interpersonal regulation, we added it as a third strategy. A total of 141 students completed the original ERQ, the new ERQ-O, and psychological and social outcome variables. The 3 new "other regulation" scales were internally consistent and formed three distinct factors. Attempts to regulate the emotions of another person showed a healthier pattern than self-regulation (John & Gross, 2004): healthy strategies (reappraisal and acceptance, about 70% endorsement) were used more often for other than self, and unhealthy strategies (suppression, about 25%) less often.

**D66**  
**"DO WHATEVER IT TAKES?": INTERGROUP AGGRESSION AS A REACTION TO GROUP-BASED HUMILIATION DEPENDS ON PERCEIVED GROUP-STATUS**

Liesbeth Mann<sup>1</sup>, Jolanda Jetten<sup>2</sup>, Alex Haslam<sup>2</sup>

<sup>1</sup>University of Amsterdam, <sup>2</sup>University of Queensland

Humiliation may be conceptualized as the experience of being lowered in status compared to others. Although group-based humiliation has been related to aggression and revenge (e.g., Lickel, 2012), there is little empirical evidence that shows this link. We propose that reactions to humiliation of one's group differ depending on perceived status of that group. In particular when the group is perceived as being of high-status, humiliation may lead to aggression as a means to compensate for the status-loss. We tested this idea in two studies in which participants were confronted with a historical defeat of their group. In Study 1, both humiliation about the defeat as well as perceived group-status predicted endorsement of aggression towards another (unrelated) group. In Study 2, humiliation predicted endorsement of aggression, but only for participants who perceived their group as being of high-status. Implications of these results are discussed.

**D67**  
**AWE AND PREJUDICE: THE RELATIONSHIP BETWEEN AWE, IDENTIFICATION WITH HUMANITY AND ATTITUDES TOWARD OUTGROUPS**

Koji Takahashi<sup>1</sup>, Paul Piff<sup>1</sup>, Dacher Keltner<sup>1</sup>

<sup>1</sup>University of California at Berkeley

Awe is often conceptualized as a positive social and moral emotion that makes people feel more connected to a common humanity. The present study tested whether individual tendencies toward awe would predict greater endorsement of multiculturalism and reduced prejudice. Consistent with our hypothesis, we found that individuals who were more prone to feeling awe held more favorable attitudes toward multiculturalism and diversity and endorsed fewer explicit racial prejudices. This relationship was

mediated by identification with a common humanity. However, neither awe nor identification with humanity predicted reduced transphobia. Overall, these findings suggest that awe is linked to a greater appreciation of diversity but only of groups whose social identities are perceived as related to a natural human identity. The present study supports the conceptualization of awe as a moral emotion and highlights both the mechanisms and potential limits of the relationship between awe and attitudes toward outgroups.

**D68**  
**HOPE AND CHANGE: DYNAMIC PERCEPTIONS INDUCE HOPE IN CONFLICT RESOLUTION**

Smadar Cohen-Chen<sup>1</sup>, Richard Crisp<sup>1</sup>, Eran Halperin<sup>2</sup>

<sup>1</sup>University of Sheffield, <sup>2</sup>Interdisciplinary Center Herzliya

Though the importance of hope in intractable conflict has long been asserted, little is known about ways to induce hope. Since intractable conflict is characterized by a perception of irresolvability, we tested whether hope about a specific conflict is based upon general dynamic perceptions of reality, leading to support for concession-making. Study 1, an observational study in which interviews with Israelis were coded, showed associations between general dynamic perceptions, hope for peace and support for concessions. Study 2, a correlational study examining self-report measures among Israeli-Jews, revealed similar associations. In Study 3 participants learned that reality is dynamic (vs. static), while in study 4 they merely depicted their association of a dynamic (vs. static) reality. Although the outgroup and conflict were never mentioned, general dynamic perceptions of reality led to higher support for concession-making through an induced experience of hope in a peaceful future of the conflict.

**Groups/Intragroup Processes**

**D69**  
**THE TEACHER ACHIEVEMENT GAP: TEACHER RACE AND ETHNICITY PREDICTS STUDENT PERFORMANCE**

Christine H. Naya<sup>1</sup>, Mariana A. Preciado<sup>1</sup>

<sup>1</sup>CollegeSpring

Students of color exhibit an "achievement gap" - as a group, they underperform on educational measures such as standardized testing. In two studies analyzing data from a year-long high school SAT prep course, we tested whether teachers show an achievement gap in the performance of their students. In study 1 ( $N = 1000$ ), we found that students of teachers of color underperform, even accounting for student race/ethnicity and academic baseline. In study 2 we analyzed teacher ( $N = 80$ ) and student data ( $N = 1000$ ) to explore mechanisms of this effect. Mechanisms included teacher classroom performance and expectations for students, and student perceptions of teacher efficacy and relationships with the teacher. We discuss possible interventions for both teacher and student.

**D70**  
**CAUSAL OPACITY AND SOCIAL EFFECTS OF FUSION OF DYSPHORIC RITUALS**

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<sup>1</sup>University of Otago, <sup>2</sup>University of Oxford

Rituals are frequently "causally opaque" with no clear link between their content and their intended outcome. Qualitative researchers argue that this is a key ingredient in rituals' effect on social fusion, creating an atmosphere in which participants must trust that others in the ritual share their causal interpretation. We present the first empirical study to test this hypothesis. Participants completed a "ritual" (submerging their hands in water) in small groups that was framed as either causally opaque or causally transparent and was either pleasant or unpleasant (depending on water temperature). Results revealed that fusion depended on both causal opacity and task pleasantness. When the task was pleasant, participants felt

more fused in the causally opaque than the causally transparent condition, but the reverse was true when the task was unpleasant. This interaction also emerged for participants' ratings of the ritual's pleasantness, and how comfortable they reported feeling for its duration.

D71

### IS THE MERE PRESENCE OF OTHERS SUFFICIENT FOR GROUP INFLUENCE?

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<sup>1</sup>University of Guelph, <sup>2</sup>McGill University

This study examined the role of affiliation in group influence. University students interacted with a computer program that led them to believe they were talking with peers in a virtual chatroom. Participants were prompted by the "group leader" to share a personal opinion (e.g., a movie they liked). In the affiliation condition, virtual members made comments agreeing with the participant (e.g., "yea I feel you!"). In the no affiliation condition, such comments were absent. Then, as part of a "group project," participants created slogans in support of policies restricting alcohol on campus—a policy students typically oppose. Participants in the affiliation condition came up with more, and more creative, slogans in support of the controversial policy than those in the no affiliation condition. They also reported more favorable attitudes towards the policies themselves. These results suggest that affiliation plays an important role in a group's ability to influence behaviours and attitudes.

D72

### "IT'S US AGAINST THE WORLD": LIKING AND REJECTING A DEVIATE GROUP MEMBER

John Hogue<sup>1</sup>, Andy Eichler<sup>1</sup>, Devin Gill<sup>1</sup>, Eric Wesselmann<sup>1</sup>, Kipling Williams<sup>2</sup>, John Pryor<sup>1</sup>

<sup>1</sup>Illinois State University, <sup>2</sup>Purdue University

Schachter (1951) found that when participants interacted with confederates who either agreed with the group, deviated from the group, or started deviating but conformed, they rejected the deviate compared to the other confederates. Wesselmann et al. (2014) replicated the Schachter's basic findings but found some differences. We reanalyzed our data with additional measures to extend and clarify these findings. Participants indicated their discussion opinions using a Love-Punishment Scale, and confederates altered their opinion based on the participants' votes. Participants liked the deviate more when their opinion was closer to the deviate's,  $\beta=.30$ ,  $p=.01$ ; the closer participants' opinions were to the deviate, the more likely they were to assign the deviate an important group role, (Wald[1]=4.64,  $p=.03$ ) and the less likely they were to assign him an unimportant role, Wald(1)=6.50,  $p=.01$ . The difference between the groups' aggregate opinion and the deviate did not influence individual members' liking of the deviate,  $\gamma_01=.20$ ,  $p=.56$ .

D73

### HOW SOCIAL NETWORK SIZE INFLUENCES RESPONSIVENESS TO ITS MEMBERS

Shane Schweitzer<sup>1</sup>, Leigh Smith<sup>2</sup>, Margaret Clark<sup>3</sup>

<sup>1</sup>Northwestern University, <sup>2</sup>University of Texas at Austin, <sup>3</sup>Yale University

Previous research suggests that cultivating meaningful social connections with others has positive outcomes for well-being. But what factors allow people to maintain and nurture healthy social connections? Across 2 studies, participants were asked to indicate how many of 30 different types of social relationships they currently maintained (e.g., close friendships, acquaintanceships, romantic relationships). They were also asked to report on the communal responsiveness of each relationship, as well as their life satisfaction and self-esteem. Results indicated that as the size of participants' social networks increased, the less responsive they were to the

members of their social network; this association was especially pronounced for participants with low self-esteem. Results suggest that perhaps communal responsiveness is a finite resource that can either be spread thinly among large social networks—which may result in less meaningful social connections—or concentrated carefully among a few select close others—which may result in improved self-esteem.

D74

### WORKGROUP CULTURE AND IDEATIONAL CREATIVITY: EFFECTS OF CULTURAL VALUES AND SELF-REPRESENTATION

Young-Jae Yoon<sup>1</sup>, Hoon-Seok Choi<sup>1</sup>

<sup>1</sup>Sungkyunkwan University

Cognitive fixation is detrimental to creativity of groups as well as individuals (Smith, 2003). In the present study, we explored under what conditions groups would be able to overcome this obstacle and achieve high levels of ideational creativity. Based on the notion that collective creativity requires key components of both individualism and collectivism (Choi, 2014), we hypothesized that the combination of collectivistic value orientation and independent self-representation would lead to high levels of group creativity in terms of both quantity and quality of ideas generated. We conducted a laboratory experiment involving 56 triads of Korean undergraduates and found, as expected, that ideas were more creative when group members combined collectivistic values with independent self-representation. To illuminate the causal mechanisms of our effect, we conducted a follow-up study and found that the observed effect was mediated by the degree of divergent thinking during the group task.

D75

### MORE THAN OUR DIFFERENCES: THE EFFECTS OF ANTICIPATED DIVERSITY ON PERFORMANCE

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<sup>1</sup>Tufts University

Research on the influence of diversity on performance suggests that in order to observe the benefits of diversity, differences in knowledge, values, and social category should be synthesized in the effort to generate novel solutions (Jehn, Northcraft, & Neale, 1999). However, little is known about what changes may happen in our thinking when merely anticipating diversity in its simplest forms. This study assigned 132 participants to novel groups using the minimal group paradigm in order to ascertain potential performance effects for creativity, logical reasoning, and judgment tasks as a result of anticipating an ingroup, intergroup, or no interaction (control). Data suggest that anticipating an ingroup interaction may improve performance on anagrams and logical reasoning, while anticipating an intergroup interaction may improve effective solution generation. Anticipating a diverse versus homogeneous interaction may influence our cognitions about others and our performance in various and sometimes unanticipated ways.

D76

### REVEALING HIDDEN SIDE EFFECTS OF QUOTA RULES ON GROUP COOPERATION

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Quota rule is perceived as an effective legal tool introducing gender equality in professions and positions where women are underrepresented. Policymakers claim that gender diversity achieved through quotas has positive effects on team performance. In an experimental, fully incentivized study (N=188) we challenged this belief by testing the impact of quotas on group cooperation using a real-effort-task. We compared quota with merit based selection procedure. To test whether these results are specific for

quota rules applied to gender criteria, we manipulated group characteristics: Initial assignment to lower status group and quota rule were based either on gender or on an arbitrary randomly assigned feature (i.e. color). We found that cooperation decreases when selection is based on gender quota system compared to all other conditions. In addition, quota rules are perceived as more unfair than merit rules.

D77

### PRIMING STATUS LEGITIMACY: THE IMPACT ON ANTI-WHITE BIAS, ZERO-SUM BELIEFS AND SUPPORT FOR AFFIRMATIVE ACTION

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Recent research has shown that Whites are increasingly likely to view themselves as the target of prejudice. Previous work found that Status Legitimizing Beliefs (SLBs) are positively associated with increased perceptions of anti-White bias among Whites (Wilkins & Kaiser, 2013) but experimental evidence is still needed to understand their role. The current research examines the link between SLBs and Whites perceptions of anti-White bias, by manipulating SLBs via a established priming task (McCoy & Major, 2007). Participants (N=123) were randomly assigned to either an SLB Prime or Control Prime condition before being asked about their perceptions of anti-White bias, zero-sum beliefs (ZSBs) and support for affirmative action. Individuals primed with SLBs perceived greater anti-White bias, endorsed greater ZSBs and decreased support for affirmative action relative to individuals in the control condition. Mediation analysis revealed that SLBs impacted ZSBs and affirmative action support via anti-White bias. Implications for affirmative action policy are discussed.

D78

### DO MALES ENGAGE IN OUTGROUP DEROGATION?: A TEST OF VALIDITY OF THE MALE WARRIOR HYPOTHESIS AND THE DISPLAY OF SOLIDARITY HYPOTHESIS USING A MINIMAL GROUP EXPERIMENT

Kunihiro Yokota<sup>1</sup>, Sho Tsuboi<sup>2</sup>, Nobuhiro Mifune<sup>3</sup>, Hotomi Sugiura<sup>4</sup><sup>1</sup>The Graduate University for Advanced Studies, <sup>2</sup>Institute of Applied Social Psychology, <sup>3</sup>Kochi University of Technology, <sup>4</sup>Hiroshima University

In this study, we aim to investigate whether outgroup derogation is triggered by perceptual cues of outgroup threat in men but not women. The male warrior hypothesis suggests that psychological mechanisms adaptive to intergroup conflict are observed almost exclusively in men, but not women. This hypothesis predicts that both outgroup derogation and ingroup cooperation is adaptive behaviours in intergroup conflict situations. On the other hand, the display of solidarity hypothesis explains men's behavior and cognitions in intergroup situations as a strategy to avoid intergroup conflict. That is, ingroup cooperation enhances solidarity within the group, and this display of high solidarity deters aggression from outgroups. In this study, we employed a minimal group experiment to test the validity of each theory as an explanation of human behavior in intergroup situations. The results demonstrated that cues of outgroup threat elicited outgroup derogation only in men, but not women.

D79

### FAST FOOD FIENDS: SOCIAL NORMS OF LITTERING

Kiersten J. Durning<sup>1</sup>, Robert D. Mather<sup>1</sup><sup>1</sup>University of Central Oklahoma

Research was conducted to determine if an individual's burden of responsibility decreases when five or more tables in a fast food restaurant are occupied. We hypothesized that people would be more likely to litter as more tables were occupied, as well as an increased number of people present. We observed and recorded the duration of each customer's visit, the number of customers per

order, and whether or not they left trash behind. There were 261 total observations. Pearson's Point-Biserial Correlation indicated that the number of people present significantly predicted the presence of litter. A Chi-Square test indicated that the number of tables occupied was not independent of the presence of litter. Both hypotheses were supported.

D80

### DOES VIOLENCE INCREASE GROUP IDENTIFICATION? EVIDENCE FROM EX-COMBATANTS IN UGANDA AND LIBERIA

Rebecca Littman<sup>1</sup><sup>1</sup>Princeton University

Does engaging in violent behavior on behalf of a group increase an individual's identification with the group? Using data from ex-combatants in Uganda and Liberia, I show that there is a positive relationship between perpetrating violence and group identification, even when membership in the violent group is forced. Additionally, I exploit the quasi-random nature of forced violence among group members in the Lord's Resistance Army (LRA) in northern Uganda to test whether violent behavior itself can increase identification with violent groups. I find that former combatants forced to perpetrate violence against family members and friends in Uganda report higher levels of identification with the LRA. These findings suggest that violence can be used as a tool for increasing identification with violent groups, thus contributing to group cohesion and the durability of violent groups.

D81

### WHO TREATS PEOPLE AS SEX OBJECTS?: CULTURAL ORIENTATION, SOCIAL COMPARISON, AND SEXUAL OBJECTIFICATION PERPETRATION

Abigail R. Riemer<sup>1</sup>, Sarah J. Gervais<sup>1</sup>, Philippe Bernard<sup>2</sup><sup>1</sup>University of Nebraska at Lincoln, <sup>2</sup>Université Libre de Bruxelles

Sexual objectification causes piecemeal processing of women's bodies leading to dehumanization, and often times laying the foundation for violence. Yet, few studies have focused on what predicts sexual objectification of others, which is crucial to stopping perpetration and its outcomes. The present research proposes a novel mediation model with cultural orientation, specifically vertical individualism, predicting sexual objectification perpetration and social comparison as a critical mechanism. To test this model, 232 male and 438 female undergraduates participated in a cross-sectional online survey. Consistent with hypotheses, vertical individualism predicted social comparison and sexual objectification perpetration, with social comparison as a mediator between vertical individualism and sexual objectification perpetration for both men and women. These results suggest that sexual objectification emerges when a preference for inequality is paired with a focus on individuals, as is the case with vertical individualism. Discussion centers on implications for cross- and within- cultural differences in objectification.

D82

### "THAT'S NOT HOW I REMEMBER IT!": THE ROLE OF MOTIVATED RECALL IN RACIALLY BIASED DECISIONS

Benjamin C. Ruisch<sup>1</sup>, Melissa J. Ferguson<sup>1</sup>, Erin P. Hennes<sup>2</sup><sup>1</sup>Cornell University, <sup>2</sup>University of California at Los Angeles

Though explicit attitudes toward racial minorities in the U.S. have greatly improved, implicit prejudice persists, and racial discrimination has remained a largely intractable problem. We posit that one reason that people make racially biased decisions, despite explicit attempts to reach objective conclusions, is that they unconsciously distort and misremember information in a way that perpetuates their preexisting prejudices. In our study, as predicted, we find that more prejudiced participants (N = 300) not only judged minority race candidates to be less qualified, but they actually misremembered their objective qualifications in a way that justified giving them less favorable treatment. Interestingly, analyses suggest

that motivated recall operates not only as a post-hoc justification of racially biased decisions, but may actually facilitate these biased decisions as well. Implications for intervention strategies targeted at reducing the impact of implicit prejudice are also discussed.

**D83**

### **COLLECTIVE RESPONSIBILITY: THE INDIVIDUAL ACTOR'S PERSPECTIVE**

**Peter Kardos<sup>1</sup>, Emanuele Castano<sup>2</sup>, Bernhard Leidner<sup>1</sup>, Brian Lickel<sup>1</sup>**  
<sup>1</sup>*University of Massachusetts at Amherst*, <sup>2</sup>*New School for Social Research*

Our work contributes to the theory and research of collective responsibility by extending the research of collective responsibility processes to the individual who activate them. We hypothesized that people have a naïve understanding of collective responsibility and are aware when they individually activate the ingroup's collective blaming. We investigated how this awareness guides cognitive and affective processes. Four studies show that people are aware that they can activate the ingroup's collective blaming (Study1 - Study4). Individuals reported more compunction after the same action when it could activate collective blaming and this effect was mediated by the perceived damage to the ingroup image (Study2 - Study4). Furthermore, this effect was moderated by perceived ingroup entitativity, in that it is only occurred among people who perceived the ingroup highly entitative (Study3). The compunction felt for activating collective blame led to compensatory motives toward the ingroup (Study4).

**D84**

### **SHARED GROUP IDENTITY AND KNOWLEDGE OF THIRD-PARTY GAIN CAN REDUCE DYADIC CONFLICT**

**Rosanna K. Smith<sup>1</sup>, Sung Hee Kim<sup>2</sup>**  
<sup>1</sup>*Yale University*, <sup>2</sup>*University of Kentucky*

Will the presence of a benefiting third party promote cooperation in dyadic conflict? Dyads interacted in a prisoner's dilemma where one or both parties' noncooperative choice would incur equal loss to both of them. We manipulated the type of third party (benefiting third party vs. mere observer vs. no third party) and group identity (shared vs. unshared). The analyses of 85 dyads' responses showed that dyads cooperated more, earned higher joint payoffs, and engaged in less mutual defection in the third-party gain condition, compared to other third-party conditions. Shared identity, compared to unshared identity, helped curb mutual defection and increased joint payoff. These findings imply that one strategy for promoting cooperation in dyadic conflict is to make the dyad aware that their conflict enriches a third party.

**D85**

### **COLLECTIVE RITUAL LEADS TO INTERGROUP BIASES IN BEHAVIOR AND NEURAL PERFORMANCE-MONITORING**

**Nicholas Hobson<sup>1</sup>, Michael Norton<sup>2</sup>, Francesca Gino<sup>2</sup>, Michael Inzlicht<sup>1</sup>**  
<sup>1</sup>*University of Toronto*, <sup>2</sup>*Harvard Business School*

Collective rituals help foster ingroup solidarity but at a cost to the outgroup. Across four studies using a minimal-group manipulation, participants learned a set of ad-hoc "rituals" that they performed over the course of a week. Engaging in the week-long ritual heightened intergroup biases beyond the effects of a minimal group control (Study 1). Participants who engaged in either simple or elaborate rituals showed similar biases in trusting behaviors (Study 2). The mere knowledge of sharing in a group ritual creates similar patterns in biases (Study 3). In an EEG study, participants' neural activity was recorded while observing others receive feedback. Here we find evidence of intergroup biases at the level of the brain, as indexed by the patterning of the neurophysiological markers associated with observing others' performance (Study 4). In sum, rituals serve to bind people to their ingroups but to blind people from their outgroups.

**D86**

### **HARNESSING SELF-INTEREST TO MITIGATE IN-GROUP BIAS**

**Michael Stagnaro<sup>1</sup>, David G. Rand<sup>1</sup>, Yarrow Dunham<sup>1</sup>**  
<sup>1</sup>*Yale University*

In-group bias is a well-documented facet of human behavior. Here we show how self-interest, a motivation typically demonized in social psychology, can mitigate such bias. We contrast behavior in a Dictator Game (DG), where participants unilaterally decide how much money to give to a recipient (no self-interest motive to give, like most behavioral measures of in-group bias), with an Ultimatum Game (UG), where recipients can reject low offers and prevent either party from receiving anything. Unlike the DG, the UG creates a selfish motive for making generous offers: avoiding rejection. Participants played either a DG or UG with a partner having the same or opposing attitude on abortion rights. In-group offers were significantly higher in the DG, replicating earlier results. In the UG, however, participants made high offers regardless of the partner's affiliation, showing no bias. Thus we provide evidence that strategic self-interest can be harnessed to reduce group-based biases.

**D87**

### **DEVELOPMENT OF A NEW MEASURE OF BEHAVIORAL DISTANCING FROM OUTGROUP MEMBERS**

**Hyeon Jeong Kim<sup>1</sup>, Dasom Kim<sup>1</sup>, Sang Hee Park<sup>1</sup>**  
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We developed a novel computer-based task to test the hypothesis that people would feel more uncomfortable when outgroup (vs. ingroup) members approach them, resulting in participants halting approaching outgroup targets sooner than ingroup targets. In each trial, Korean participants first saw a red dot on screen. This dot was then replaced by a video clip in which a target (Korean, Black, White, or South Asian) increased in size as if s/he was approaching the participant. Participants were tasked to press the spacebar when the target reached the location of the previously seen dot and their reaction time was measured. Results showed that the average reaction time for ingroup targets (Koreans) was significantly longer than for White targets but not for Black or South Asian targets, implying that participants experienced more discomfort toward White targets. Furthermore, reaction times for ingroup targets were negatively correlated with negative emotions toward the ingroup.

**D88**

### **HOW THICK ARE THIEVES? THE COMPLEXITY OF GROUP LOYALTY AND ITS RELATIONSHIP TO WHISTLEBLOWING**

**Nick D'Angelo Ungson<sup>1</sup>, Dominic Packer<sup>1</sup>**  
<sup>1</sup>*Lehigh University*

Investigations of group loyalty often focus on specific, researcher-defined aspects - ingroup preference being a common example. The current research seeks to understand how lay people conceptualize loyalty and how distinct construals may relate to whistleblowing, a behavior linked theoretically and rhetorically to loyalty. Across four studies (n = 813) with free-response and scale-rating data, we found that people perceived multiple aspects to loyalty, differentiating between ingroup preference, self-sacrifice, engagement with group goals, conformity to norms, and demonstrations of dependability. These aspects were not equal, such that participants consistently prioritized self-sacrifice and engagement over preference. Further, whereas endorsement of preference and conformity negatively predicted self-reported willingness to whistleblow in response to transgressions, other aspects of loyalty (sacrifice, engagement, dependability) were unassociated with this behavior. These studies illuminate the complexity of group loyalty, and highlight the need for further research into how different aspects of loyalty relate to important group-relevant behaviors.

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D89

**LOYALTY AS MORALITY: EXPLORING TWO DISTINCT FORMS OF MORAL BINDING**Nate Carnes<sup>1</sup>, Ronnie Janoff-Bulman<sup>2</sup><sup>1</sup>University of Massachusetts - Amherst, <sup>2</sup>University of Massachusetts-Amherst

Although past work has largely presented a monolithic view of loyalty, we propose that there are two distinct forms of this binding morality. Social Justice, a prescriptive morality focused on providing for the group's welfare, binds people through an emphasis on interdependence and communal responsibility. Social Order, a proscriptive morality focused on protecting the group, binds people through an emphasis on conformity and communal solidarity. This talk addresses how these two forms of group morality operate differentially as social glue. First, we will present the results of two studies (N1 = 1254, N2 = 543) examining trust and assurance as binding mechanisms. Then, we will present the results of recent work (N3 = 209) examining the relationship between morality and identity fusion in facilitating cooperative behavior. Results of these studies provide a consistent picture of two distinct forms of loyalty that bind group members in very different ways.

D90

**FEW BUT GOOD: GROUP SIZE AND EVALUATIONS OF TRANSGRESSIVE LEADERS**Georgina Randsley de Moura<sup>1</sup>, Giovanni A Travaglino<sup>1</sup>, Dominic Abrams<sup>1</sup><sup>1</sup>University of Kent

A group may be badly affected if its leader transgresses important rules. Nonetheless, emerging evidence suggests that, in intergroup contexts, group members apply a double standard when judging ingroup leaders - they respond more positively to transgressions by their leader than by non-leaders (e.g. Randsley de Moura & Abrams, 2013). We present two experiments investigating how proportionate ingroup size affects reactions to transgressive leaders. We tested the effects of two different types of transgressions (nepotistic favoritism, corruption). Experiment 1 (N = 66) demonstrated that ingroup leaders from relatively larger, but not smaller, groups benefit from the double standard. Experiment 2 (N = 53) also found that faced with a transgressive leader, members of a smaller group reported greater embarrassment than members of larger groups in relation to the leaders' actions.

D91

**PROMOTE UP, INGRATIATE DOWN: STATUS COMPARISONS DRIVE WARMTH-COMPETENCE TRADEOFFS IN IMPRESSION MANAGEMENT**Jillian K. Swencionis<sup>1</sup>, Susan T. Fiske<sup>1</sup><sup>1</sup>Princeton University

How do people manage interpersonal interactions across social status divides? We hypothesized participants would adopt diverging impression management strategies when interacting with higher- versus lower- status others, in efforts to disconfirm status-based stereotypes of their incompetence or coldness. If so, participants would engage in specific compensation strategies: emphasizing competence (while downplaying warmth) in upward comparisons, and emphasizing warmth (while downplaying competence) in downward comparisons. As background, Study 1a participants selectively reveal higher- versus lower-status identities in upward versus downward comparisons, and Study 1b replicated compensation effects between warmth and competence when given social goals. Study 2 demonstrated that status comparisons spontaneously prompt compensation between warmth and competence. Studies 3a and 3b showed the compensation effect is not fully explained by a strategy to match the target's stereotyped traits. These studies suggest that mere status differences shift individuals' interaction goals in conveying two strong predictors of impression formation, warmth and competence.

D92

**UNCERTAINTY AUGMENTS SOCIAL IDENTITY FRAMING**Viviane Seyranian<sup>1</sup><sup>1</sup>California Polytechnic University, Pomona

Social identity framing theory (Seyranian, 2014a) suggests that leaders may bring about social change by altering group structure through communication that implicates social identity. In particular, inclusive language ("we", "us") is critical in promoting changes within group structures like social norms (Seyranian, 2014b). This study examined whether individuals who experience uncertainty were more likely to change their perceptions of social norms when they were exposed to inclusive than non-inclusive language (Seyranian, 2012). Participants (N = 231) completed a survey after being randomly assigned to read either an inclusive or non-inclusive leader's speech about global climate, which promoted environmental sustainable policies for the ingroup. Participants reporting high levels of uncertainty concerning global climate change were more likely to believe that environmental sustainability should be normative if they were exposed to inclusive language than non-inclusive language. These findings suggest that uncertainty augments the power of inclusive language to influence perceptions of group structure.

D93

**A RELATIONAL PERSPECTIVE ON SOLIDARITY**Greg Boese<sup>1</sup>, Martijn van Zomeren<sup>2</sup>, Stephen Wright<sup>1</sup><sup>1</sup>Simon Fraser University, <sup>2</sup>University of Groningen

Psychological theories tend to adopt either an individual or collective perspective to explain collective action motivation. In this research, in contrast, we adopt a relational perspective (van Zomeren, 2014). In an online questionnaire, we assessed non-Aboriginal Canadians' (N = 145) perceptions of the Aboriginal/non-Aboriginal Canadian intergroup relationship using measures derived from Relational Models Theory (Fiske, 1991). We subsequently assessed non-Aboriginal Canadians' solidarity with Aboriginal Canadians. At low levels of personal outgroup contact, the degree to which participants' felt Aboriginal and non-Aboriginal Canadians shared an (communal or hierarchical) intergroup relationship positively predicted outgroup identification and solidarity-based action. We did not observe these effects among those with high levels of personal outgroup contact, however, presumably because these participants' act according to their interpersonal relationship with the outgroup. In sum, we were able to explain and predict solidarity-based action using a relational perspective.

D94

**THE BENEFIT OF COGNITIVE DIVERSITY IN SMALL GROUPS**Paul Zarnoth<sup>1</sup>, Mahsa Mirabdel<sup>1</sup>, Katherine J. McGowan<sup>1</sup>, Samuel R. Hutchinson<sup>1</sup><sup>1</sup>St. Mary's College of California

Intuitive and analytic cognitive styles were explored in a group setting. The cognitive styles of 126 participants were assessed using the REI (Pacini & Epstein, 1999). The participants completed judgment tasks first as individuals and then in dyads. As predicted, heterogeneous dyads reported more accurate judgments than groups composed of either two intuitive members or two analytic members. The heterogeneous groups apparently benefited from differing perspectives within the group. Consistent with the underlying logic of the Wisdom of the Crowd phenomenon (Larrick, Mannes, & Soll, 2011), the degree to which accuracy improved from the individual stage to the group stage of the study was strongly predicted by the degree to which the two member judgments differed from one another ( $r=.57$ ), and member judgments differed more in cognitively diverse groups than in homogenous groups. These results suggest that decision making groups benefit from a diverse membership.

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D95

**EXPLICIT AND IMPLICIT JUDGMENTS OF GROUP SIZE**Jack Cao<sup>1</sup>, Mahzarin Banaji<sup>1</sup><sup>1</sup>Harvard University

Size is a fundamental property of social groups. Bigger groups have more people; smaller groups have fewer. How does a group's size affect explicit vs. implicit judgments of it? In Study 1, participants explicitly matched two opposing attributes (e.g., rich and poor) with social groups differing only in size. Consistent with actual base rates, participants matched high status attributes (e.g., rich, business class) with smaller groups. In Study 2, participants were faster and more accurate on IATs when associating high status attributes with bigger rather than smaller groups, indicating that bigger groups are implicitly high status. These results not only highlight an infrequently observed explicit-implicit dissociation, but also raise the possibility that explicit judgments of group size may represent corrections of implicit associations. Implicitly, bigger groups are high status, but explicit cognition can lead people to make judgments that are aligned with real-world base rates.

D96

**THE PSYCHOLOGY OF EMOTICONS: A COMPLEMENTARY LANGUAGE IN OUR DIGITAL SOCIETY**Ashley K. Phillips<sup>1</sup>, Jason D. Ferrell<sup>1</sup>, Ryan Boyd<sup>1</sup>, Yi-Tai Seih<sup>1</sup>, James W. Pennebaker<sup>1</sup><sup>1</sup>University of Texas at Austin

To what degree do emoticons reflect psychological states? We examined emoticon use in multiple real-time small-group discussions between undergraduate students (N = 841) enrolled in an online psychology course. Text analysis software explored the psychometrics of the 175 most commonly-used emoticons. Overall, emoticon use was related to language use, thinking style, demographic factors, and several other individual difference measures. Moreover, factor analyses revealed three broad categories of emoticons that exhibit distinct relationships with individual differences in factors such as socioeconomic status, agreeableness, and negativity within communications. Given the constraints on affective and non-verbal expression in text-only communications, the evolution of emoticon use in online environments is intriguing. With advanced text analysis techniques of emoticons, we can get a sense of novel social psychological processes that manifest in online communications. These findings are important because they provide insight into the psychological meaning of emoticons, a complementary language in our digital society.

D97

**IDENTITY FUSION IN IDEOLOGICALLY-BASED GROUPS: SACRED VALUES AND ENDORSEMENT OF EXTREME BELIEFS AND BEHAVIORS**William T. Fraser<sup>1</sup>, Leah Fredman<sup>1</sup>, Michael D. Buhrmester<sup>2</sup>, William B. Swann<sup>1</sup><sup>1</sup>University of Texas at Austin, <sup>2</sup>University of Oxford

Identity fusion has been linked to self-sacrifice for fellow group members (Swann et al., 2010), but does fusion predict sacrifice for a cause? Results from two studies indicated that individuals who were strongly "fused" with their religion (Study 1a) or gun rights advocacy group (Study 1b) were especially inclined to endorse core group beliefs as absolute and inviolable "sacred values" (Tetlock et al., 1996). Fusion was also associated with endorsing these sacred values to extreme, even illogical extents (e.g., endorsing the healing power of prayer over medicine (Study 2a)). Moreover, fusion was predictive of behavioral intentions to further and protect core group values (e.g., willingness to fight for gun rights; endorsing single-issue voting (Study 2b)). Together, these studies show that strongly fused individuals are obstinate in their endorsement of the group's core values as "sacred", which in turn motivates them to provide moral and practical support for the group's ideals.

D98

**SOCIAL-COGNITIVE CONSEQUENCES OF COMPETING WITH COOPERATORS**Florian Landkammer<sup>1</sup>, Kai Sassenberg<sup>1</sup><sup>1</sup>Knowledge Media Research Center Tuebingen

Research has often compared the effects of competition and cooperation. However, many social contexts require competing while cooperating (termed co-opetition in economics). Therefore, we examined the social-cognitive consequences of interpersonal co-opetition. We predicted that experiencing co-opetition violates acquired competition (and cooperation) schemata that, as a result, will not carry-over to subsequent situations. Based on earlier research on schema violations, co-opetition should furthermore enhance cognitive flexibility. Four experiments (total N = 305) compared co-opetition, competition, and cooperation using an information pooling game (Experiments 1a&b), a matching paradigm (Experiment 2), or a brainstorming task (Experiment 3). Whereas competition subsequently led to more distortion of information (compared to cooperation), co-opetition did not elicit a competitive carry-over effect. In addition, co-opetition resulted in more flexibility than all other conditions. Together, these findings suggest that co-opetition violates schematic processing. Implications for research on interdependence and competition in everyday life are discussed.

D99

**SOCIAL NETWORKING MOTIVATIONS AND EGO-CENTRIC NETWORK STRUCTURES**Taro Hirashima<sup>1</sup>, Tasuku Igarashi<sup>1</sup><sup>1</sup>Nagoya University

Human beings are by nature autonomous in that they can form and maintain social networks at will. This study examined the relationship between individuals' social networking motivations (SNMs) and their actual social network structures. Extending Kadushin's (2012) model, we specified four types of motivations that underlie individuals, social networking: motivations for safety, weak-ties/betweenness, intermediation, and status seeking. A total of 175 Japanese undergraduates reported their ego-centric network, SNMs, and extraversion. To measure ego-centric network structures, participants nominated up to eight friends or acquaintances and reported if the nominees were known to each other. Structural indices of ego-centric networks were calculated and regressed on SNMs. Even controlling the effect of extraversion, weak-ties/betweenness motivation was positively associated with ego-betweenness and negatively with network density. Intermediary motivation was positively correlated with network heterogeneity. The significance of individuals' motivational factors related to social networks is discussed.

D100

**FACILITATION OR INHIBITION? THE EFFECT OF SITUATIONAL AND DISPOSITIONAL FACTORS ON INDIVIDUAL'S FLOW STATE IN TEAM**Dwight Cheuk Kit Tse<sup>1</sup>, Helene Hoi-lam Fung<sup>1</sup><sup>1</sup>The Chinese University of Hong Kong

While researchers are knowing better the mechanism of social facilitation and inhibition of individual performance in team, whether working in team will inhibit or facilitate individual's subjective experience like flow state (FS) remains relatively unexplored. This study hypothesizes that in dyadic working condition, both individual's flow proneness (FP) and challenge-skill level would be the antecedents of individual's FS. Sixty-four pairs of participants worked on six sessions of puzzle tasks with three different levels of difficulty, either working in pairs or individually, and completed questionnaires measuring FP and FS. Results showed that FS was enhanced when low FP individuals worked on overwhelming tasks in pairs, compared to working individually; whereas FS was hampered when high FP participants worked on

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underwhelming tasks in pairs, compared to working individually. These results suggested that social facilitation or inhibition of individual's FS depends on the matching between situational factor (challenge-skill level) and dispositional factor (FP).

**D101****IDENTITY INCOMPATIBILITY AS A RISK FACTOR FOR LOW SOCIAL BACKGROUND STUDENTS' SUCCESS AT UNIVERSITY**

Jort de Vreeze<sup>1</sup>, Christina Matschke<sup>1</sup>

<sup>1</sup>*Knowledge Media Research Center Tuebingen*

Students from low social background who enter university often perceive their current identity incompatible with their new identity as a student. It is expected that students that experience an incompatibility between identities will develop a negative relation with the student group, i.e., they will disidentify. There is also evidence that disidentification increases the likelihood of leaving the group. Consequently, students that disidentify with the student group should have more dropout intentions. A large questionnaire study (N = 2585) investigated students' status transitions to university. As expected, it was found that lower social background increased the perception of incompatibility between old and new identities, which in turn led to disidentification with the student group. Moreover, this disidentification increased dropout intentions. Taken together, the findings demonstrate that perceived incompatibility acts as a catalyst that causes low social background students to disidentify and drop out of university.

**D102****TO REWARD OR PUNISH? FRAMES OF RESOURCE CONTROL SHAPE POWER'S EFFECT ON SOCIAL COGNITION AND BEHAVIOR**

Jonathan W Kunstman<sup>1</sup>, Tonya Buchanan<sup>1</sup>

<sup>1</sup>*Miami University*

Although researchers commonly operationalize power as interpersonal resource control (i.e., the ability to simultaneously reward and punish others), this definition conflates complementary but distinct components of outcome control; namely the discrete control of rewards or punishments. The current research tests how priming these distinct aspects of resource control changes the high power experience. Across diverse methods, five experiments (n=525), found that reward- and punishment-framed-power created social and creative tradeoffs for the powerful. Compared to controls, punishment-framed-power improved creativity, but amplified social distance, depersonalized perception, and impaired interpersonal coordination. By comparison, reward-framed-power hampered creativity, but improved sociality. When it comes to outcome control; the power to punish may be a creative boon, but a social bane. These results extend research on power by illustrating that situational power-frames create tradeoffs in core aspects of problem-solving and highlight the social benefits of emphasizing reward (v. punishment) control among the powerful.

**D103****POWER GETS YOU HIGH: POWERFUL PEOPLE ARE MORE INSPIRED BY THEMSELVES THAN BY OTHERS**

Gerben A Van Kleef<sup>1</sup>, Christopher Oveis<sup>2</sup>, Astrid C Homan<sup>1</sup>, Ilmo van der Löwe<sup>3</sup>, Dacher Keltner<sup>4</sup>

<sup>1</sup>*University of Amsterdam*, <sup>2</sup>*University of California, San Diego*, <sup>3</sup>*University of Cambridge*, <sup>4</sup>*University of California, Berkeley*

Powerful people talk more and listen less than lower-power individuals. We hypothesized that, for powerful individuals, recounting their own experiences is more inspiring than learning about others' experiences. Study 1 yielded correlational evidence that people get more inspired by narrating their own experiences than by hearing about those of others to the degree that they have a higher sense of power. In Study 2, following a manipulation of power, participants became more inspired by writing about their own lives than by reading about others' lives, especially when they had high-power. In Study 3, participants exchanged inspirational

experiences in face-to-face conversations. Participants with a higher sense of power were more inspired after telling their own stories than after listening to their partner's stories, whereas lower-power participants did not differ. These findings suggest that powerful people prioritize themselves over others in social interaction partly because this is emotionally rewarding for them.

**D104****THE DISINHIBITING EFFECTS OF GROUP INVOLVEMENT**

Ernest Park<sup>1</sup>, Trevor Spoelma<sup>2</sup>, Jeremy Winget<sup>3</sup>, Thomas Ewing<sup>4</sup>, Lauren Berry<sup>1</sup>

<sup>1</sup>*Grand Valley State University*, <sup>2</sup>*University of Arizona*, <sup>3</sup>*Loyola University*, <sup>4</sup>*Oakland University*

Safety and certainty accompany group involvement, so we predicted people would be less inhibited in groups (vs. alone). Our hypothesis is derived from theories on the Behavioral Inhibition System (BIS), which is thought to inhibit behaviors in the presence of threat or response conflict. In Study 1, 88 participants read scenarios describing unethical behaviors and individually rated how likely they'd be to act in such ways. Some scenarios described acting unethically with others and some involved acting alone. While the scenarios were rated equally unethical, participants were more willing to act unethical in group contexts. Study 2 compared responses between 44 individuals and 30 interacting dyads. Dyad members listed more "taboo" words on an anagram task compared to individuals, made less equitable offers in an ultimatum game, and were more willing to participate in a monetary gamble. These outcomes support the hypothesis, and highlight important ways social contexts influence people.

**D105****HERO VS. TRAITOR: THE ROLE OF CONSTRUAL LEVEL AND PERCEIVED GROUP CHANGEABILITY IN PREDICTING DISSENTER EVALUATIONS**

Janet Rha<sup>1</sup>, Kentaro Fujita<sup>1</sup>, Dominic Packer<sup>2</sup>

<sup>1</sup>*Ohio State University*, <sup>2</sup>*Lehigh University*

We posit that perceivers' reactions to an ingroup member who dissents against a potentially harmful group norm depend on whether they are motivated by shorter-term group stability goals vs. longer-term group change goals. Specifically, they may negatively evaluate a dissenter for disrupting group stability in the present, or positively evaluate the dissenter for pursuing future group improvement. Higher perceived group changeability accentuates this goal conflict by making the dissenter's group-change goal seem attainable. We tested these predictions by varying construal level, a cognitive factor known to shift goal selection from stability (low level) to change (high level). In two studies, we manipulated participants' construal level and measured (Study 1) or manipulated (Study 2) perceived group changeability before assessing evaluations of a dissenter. As predicted, individuals who perceived the group as changeable evaluated dissenters more positively under high-level construal than under low-level construal.

**Individual Differences****D106****HONESTY-HUMILITY, SELFISHNESS, AND ANTISOCIAL BEHAVIOR: DOES SELFISHNESS LIE AT THE CORE OF HEXACO'S HONESTY-HUMILITY FACTOR?**

Kate J. Diebels<sup>1</sup>, Mark R. Leary<sup>1</sup>

<sup>1</sup>*Duke University*

Despite widespread agreement that personality is characterized by five factors, an alternative six-factor model (HEXACO; Ashton & Lee, 2004) has been proposed that includes an "honesty-humility" factor (being honest, fair, sincere, and not greedy) and that demonstrates incremental predictability beyond five-factor models. We propose that the honesty-humility factor can be parsimoniously



reconceptualized as individual differences in selfishness. Using a new measure of selfishness, this research provides initial evidence for this reconceptualization. With three samples ( $n$ 's = 233, 231, 230) from Amazon's Mechanical Turk, we found that (1) selfishness and honesty-humility (modeled as latent variables in SEM) were strongly negatively correlated ( $r$ s = -.62 to -.68); (2) selfishness and honesty-humility correlated similarly (though inversely) with psychopathy, narcissism, Machiavellianism, entitlement, unethical decision making, communal orientation, and endorsement of virtues; and (3) hierarchical regression analyses showed that selfishness accounted for a large portion of the relationship between honesty-humility and these outcomes.

**D107**  
**THE FREEDOM TO EXCEL: WHEN THE BELIEF IN FREE WILL PREDICTS BETTER PERFORMANCE**

Gilad Feldman<sup>1</sup>, Kin Fai E. Wong<sup>2</sup>  
<sup>1</sup>University of Illinois UC, <sup>2</sup>Hong Kong University of Science and Technology

Perceptions of agency, freedom, and choice are at the core of human action. The belief in free will is a generalized lay-belief that encompasses these elements and views the self as free from internal and external constraints, with implications for the domains of accountability, responsibility, motivation, and learning - all key components for achieving better performance. Three studies examine the relationship between the belief in free will and performance. The belief in free will predicted better academic performance (study 1,  $N=614$ ) and job performance (study 2,  $N=218$ ), even when controlling for self-efficacy and autonomy. The belief in free will also interacted with self-control, such that the endorsement of the belief in free will and having higher self-control predicted the strongest performance. Results from a world-wide country-level analysis (study 3,  $N=42/50$ ) indicated a positive relationship between the national endorsement of the belief in free will and country economic performance indicators.

**D108**  
**FORTUNE SMILED ON ME FROM BIRTH: THE IMPACT OF BELIEF IN LUCK ON ENTREPRENEURIAL INTENTIONS**

Ning Chen<sup>1</sup>, Janeil Todhunter<sup>1</sup>  
<sup>1</sup>Clarion University of Pennsylvania

Entrepreneurial intention (EI) is associated with internal locus of control. Belief in luck has long been labeled as an external control, and thus should have no relationship with EI. Recent studies, however, have shown that luck beliefs can enhance one's feeling of control. The current research explores if luck beliefs relate to EI. In Study 1, 122 college students were randomly assigned to a Luck Condition and a Control Condition. We found that when luck beliefs were activated, individuals were more likely to start a venture than those in the control condition. In Study 2, 177 college students completed the Belief in Good Luck Scale, Entrepreneurial Self-efficacy Scale, and Entrepreneurial Intention Scale, as well as covariates. Results showed that luck beliefs positively affected EI via entrepreneurial self-efficacy. These findings enrich the concept of luck belief by demonstrating that it may be associated with personally adaptive outcomes.

**D109**  
**THE INFLUENCE OF PERSONALITY DISPOSITIONS AND POLITICAL IDEOLOGY ON UNEMPLOYMENT ATTITUDES**

Brandon J. Silbaugh<sup>1</sup>, Kerry S. Kleyman<sup>1</sup>  
<sup>1</sup>Metropolitan State University

Evidence suggests that republican and democratic ideological differences are grounded in personality dispositions. The purpose of the current study is to differentiate the influence of personality vs. ideology on social issues, primarily the issue of unemployment. It was hypothesized that strong political affiliation would result in a larger influence of ideology, while weak affiliation would result in a

larger influence of personality disposition. Participants read an unemployment scenario (negative, neutral, positive), and completed personality and ideology questions, as well as a measure of attachment to party affiliation. Results indicate support for the hypothesis, such that strong party affiliation was related to ideology, while weaker party affiliation related to personality. These findings suggest that individuals who identify with a stronger party affiliation confirm their parties ideology even with a differing personal disposition.

**D110**  
**PERSONALITY, VALUES AND ETHNOCENTRISM: AN EMPIRICAL INVESTIGATION OF A THEORETICAL MODEL**

Boris Bizumic<sup>1</sup>, Ravi Iyer<sup>2</sup>, Elizabeth Huxley<sup>3</sup>  
<sup>1</sup>The Australian National University, <sup>2</sup>University of Southern California, <sup>3</sup>Australian National University

Ever since Adorno and colleagues' work on ethnocentrism, researchers have attempted to link personality, values, and ethnocentrism in a model. There were numerous problems along the path. A major problem was the lack of comprehensive models of personality, values, and ethnocentrism. Conceptual and theoretical improvements now let us comprehensively conceptualize these constructs and hypothesize their links. The present investigation uses the Big Five model of personality, Schwartz's and Haidt and colleagues' models of values, and Bizumic and colleagues' model of reconceptualized ethnocentrism. It tests a theoretical model in which the Big Five personality traits affect ethnocentrism via values. A study with 817, primarily US, participants showed that only agreeableness and neuroticism directly influenced ethnocentrism, but that all the Big Five personality traits indirectly influenced ethnocentrism via seven, primarily moral, values. The present research, therefore, shows that disparate models can integrate to explain personality processes that generate ethnocentrism.

**D111**  
**RECALIBRATING INDIVIDUALS' VALENCE WEIGHTING BIASES: MAKING RISKY PEOPLE MORE CAUTIOUS**

Aaron P. Hatchett<sup>1</sup>, Evava S. Pietri<sup>2</sup>, Russell H. Fazio<sup>3</sup>  
<sup>1</sup>The Ohio State University, <sup>2</sup>Yale University, <sup>3</sup>Ohio State University

An experiment examined the causal impact of valence weighting propensities on risk apprehension. Individuals who endorsed risky behaviors were recruited from a large prescreened sample. Participants first played the BeanFest game, requiring them to learn whether beans varying in shape and speckles increased or decreased their points. They subsequently classified beans encountered in the game, as well as novel ones, as harmful or helpful. In the recalibration condition, participants received feedback regarding the appropriateness of their bean classifications; those in the control condition did not. Thus, recalibration participants were provided with trial-by-trial information as to whether they were correctly weighting the extent to which the novel beans resembled known positive versus known negative beans. Recalibration toward a balanced weighting of positive and negative valence made the initially risky participants subsequently more cautious. The recalibration participants reported more apprehension regarding various risky situations immediately thereafter, as well as one week later.

**D112**  
**TRAIT REJECTION SENSITIVITY MODULATES INTERPRETATION BIAS TO FACES AMBIGUOUSLY DISPLAYING DISGUST**

Taishi Kawamoto<sup>1</sup>, Mitsuhiko Ura<sup>2</sup>, Hiroshi Nittono<sup>1</sup>  
<sup>1</sup>Hiroshima University, <sup>2</sup>Otomon-Gakuin University

Rejection sensitivity (RS) is an individual disposition defined as anticipatory anxiety about, readiness to perceive, and behavioral overreactions to social rejection. Although numerous studies have demonstrated its relationship with aberrant cognitive and affective responses to rejection stimuli, how people with high RS interpret

ambiguous social cues is unclear. In one experiment involving 34 undergraduate students, we investigated how RS modulates the interpretation of faces ambiguously displaying disgust. Participants performed an explicit facial recognition task, which included a neutral face and multiple faces with varying intensity levels of disgust. Two-high threshold theory was applied to compute the measures of response bias to each intensity level of the faces displaying disgust. The bias score of the mid-intensity level (i.e., 50%) face displaying disgust was higher for people with high RS than those with low RS. This suggests that high-RS people tend to interpret faces ambiguously displaying disgust as actually being disgusted.

D113

### SOCIAL ANXIETY AND SOCIAL SURROGACY IN ROOMMATE RELATIONSHIPS

Eliane M. Boucher<sup>1</sup>, Jorden A. Cummings<sup>2</sup><sup>1</sup>Providence College, <sup>2</sup>University of Saskatchewan

Bradshaw (1998) proposed that, in an effort to manage their anxiety, socially anxious people recruit social surrogates to accompany them into social situations. However, the impact this might have on the relationship between recruiters and their surrogate(s) remains unclear. Therefore, we examined the effects of social anxiety (SA) and social surrogate use in roommate relationships. Ninety-five college roommate pairs reported their likelihood of recruiting each other as social surrogates and rated the quality of their relationship. As predicted, high SA participants reported higher levels of recruitment; however, their roommates generally were unaware of these recruitment behaviors. Furthermore, high SA participants rated the roommate relationship more negatively than did the roommates. These findings suggest that social surrogates may not be aware of how frequently they are being recruited and, consequently, the relationship between the recruiter and surrogate may not be affected by this process, at least in the short term.

D114

### THE RELATIONSHIP BETWEEN INTELLIGENCE AND BEHAVIOR: A CROSS-CULTURAL COMPARISON

Daniel I. Lee<sup>1</sup>, Erica Baranski<sup>1</sup>, David Funder<sup>1</sup><sup>1</sup>University of California at Riverside

Previous research has identified links between behavior and intelligence. For example, intelligence correlates positively with prosocial behavior (Millet & Dewitte, 2007) and negatively with self-injurious behavior (Ross, 1972). Few studies, however, have evaluated this relationship cross-culturally. The present study asked students from 19 countries what they did at 7:00 pm the previous night. They assessed this episode using the Riverside Situational Q-sort (RSQ) and the Riverside Behavioral Q-sort (RBQ). The RSQ and RBQ are forced-choice measures that rank 68 behavioral and 89 situational attributes from 1 ("extremely uncharacteristic") to 9 ("extremely characteristic"). RSQ item 'Affords an opportunity to demonstrate intellectual capacity' was correlated with each RBQ item. Results suggest cross-cultural similarity and distinctiveness: RBQ item 'exhibits a high degree of intelligence' was strongly correlated with intelligence worldwide (average  $r = 0.35$ ) while smiling only related to intelligence in Slovakia ( $r = 0.34$ ). Future research will extend these results by sampling from community-based populations.

D115

### CULTURE AND STATE BOREDOM: A COMPARISON BETWEEN EUROPEAN CANADIANS AND CHINESE

Andy H. Ng<sup>1</sup>, John D. Eastwood<sup>1</sup>, Yong Liu<sup>2</sup>, Jian-zhi Chen<sup>2</sup><sup>1</sup>York University, <sup>2</sup>Harbin Normal University

North American culture promotes the idea of having a fun and exciting life and thus European Americans (vs. East Asians) value high-arousal positive affects (e.g., excitement) more, and low-arousal positive affect (e.g., calm) less (Tsai et al., 2006). We

proposed that the ideal affect that people strive for would influence the level of boredom subjectively experienced in a particular situation. Accordingly, we hypothesized that European Canadians (vs. Chinese) would experience boredom to a greater extent when completing a psychological survey. An age-matched sample of 383 European Canadian participants and 383 Chinese participants completed the Multidimensional State Boredom Scale (MSBS) in English and in Chinese respectively. After establishing cross-cultural validity of the MSBS by eliminating items that functioned differentially across the two cultural groups, we found that European Canadians scored higher on the MSBS than did Chinese. Implications for scale development and theory development in culture and boredom are discussed.

D116

### VULNERABLE NARCISSISTS' INADEQUATE DEFENSE MECHANISMS

Stephanie D. Freis<sup>1</sup>, Robert M. Arkin<sup>1</sup><sup>1</sup>The Ohio State University

We examined the reactions of vulnerable narcissists to interpersonal feedback. After self-report questionnaires 85 participants wrote an essay on adjustment to college, rated their own writing performance, randomly received negative or satisfactory feedback, and reported their current emotions. Lastly, process measures assessed participants' thoughts during the experiment. Feedback which disconfirmed vulnerable narcissists' self-reported performance ratings led to greater shame and anger in comparison to the average population. Furthermore, a moderated-mediation analysis revealed that vulnerable narcissists' attempts to disqualify the importance of interpersonal feedback through motivated reasoning led to greater shame in the end. In sum, since vulnerable narcissists' self-worth is defined by approval from others, attempts to deny such dependency backfires on vulnerable narcissists' emotional life. These individuals' hypersensitive and self-doubting nature interferes with their ability to execute defense mechanisms effectively, leading to internalizing emotions such as shame. The discussion addresses the conceptual and practical implications of these findings.

D117

### SNOW WHITE'S STEPMOTHER HAD AN ENVIOUS HEART: INTEGRATING PERSONALITY- AND SOCIAL-PSYCHOLOGICAL PERSPECTIVES ON DISPOSITIONAL ENVY

Katrin Rentzsch<sup>1</sup><sup>1</sup>University of Bamberg

Research has so far mostly studied situations as antecedents of envy, but not looked at the person experiencing envy. In four studies (N1 = 198, N2 = 312, N3 = 644, N4 = 72), the concept of dispositional envy and its impact on state levels of envy were examined. Results revealed that dispositional envy remained stable over a 3-month period, highlighting the trait character of the construct. Dispositional envy was positively related to negative self-perceptions, interpersonal tendencies, and negatively to mental health. Investigating dyadic interactions between unacquainted participants, results show a significant interaction between dispositional envy and the situation on state levels of envy. Placing dispositional envy into a network of similar and dissimilar constructs, the current findings are a basis for drawing conclusions on the concept of dispositional envy. On this basis the development of the Domain-Specific Dispositional Envy Scale, a multidimensional instrument with good psychometric properties, is described.

D118

**IS WISDOM AN UNDERLYING OR RESULTANT FACTOR OF INTERPERSONAL STRENGTH?**Jordan A. Booker<sup>1</sup>, Julie Dunsmore<sup>1</sup><sup>1</sup>*Virginia Tech*

Wisdom involves deeper perspectives and constructive insight into life's different challenges (Peterson & Seligman, 2004) and is tied with greater social cooperation and preference for mutually-beneficial social goals (Kunzmann & Baltes, 2003). To further test how wisdom and perspective-taking may be linked with interpersonal adjustment, we tested two path models of wisdom in response to hypothetical life challenges with self-reports of empathy, gratitude, and forgiveness among 260 emerging adults. One model tested direct effects of wisdom on empathy and indirect effects through empathy on gratitude and forgiveness. A reverse model tested indirect associations of gratitude and forgiveness on wisdom through direct effects on empathy. Fit indices better supported wisdom as an endogenous variable influenced by gratitude, forgiveness, and empathy, suggesting that wisdom and perspective-taking may reflect adaptive uses of social and emotional skills. This study serves as an early foundation for continued longitudinal considerations of wisdom and adaptive social strategies.

D119

**EXTRAVERSION AMPLIFIER: LOUD MUSIC AUGMENTS STRESS REDUCTION AND PREFERENCE FOR JAZZ MUSIC IN EXTRAVERTED MEN**Brent Clickard<sup>1</sup><sup>1</sup>*University of Cambridge*

Preference for music with certain qualities has been linked to personality (Rentfrow et al., 2003) and preference increases stress reduction from music listening (Helsing, 2012). Previous work revealed interactions between gender, extraversion, and intensity (loudness) of music in prediction of preference for classical music (Clickard, unpublished data). Extraverted men prefer loud classical music more than women and introverted men. Two studies explored the extension of the intensity\*gender\*intensity interaction into self-reported stress and to preference in jazz music. The relationship extended to jazz, suggesting the effect is genre-permeating. To test the effect of intensity on stress reduction, two conditional groups (loud and soft) listened to an intensity modified music clip lasting seven minutes in length. The intensity, extraversion, and gender interaction impacts self-reported stress in a similar manner as it did preference, with extraverted men in the loud condition reporting the lowest levels of stress.

D120

**THE ROLE OF HUMAN ESSENTIALIST BELIEFS IN PERCEPTIONS OF HUMANLIKE REPRESENTATIONS**Michael J. Sharp<sup>1</sup>, Jeff Schimmel<sup>1</sup>, Jamin Blatter<sup>1</sup><sup>1</sup>*University of Alberta*

Previous research shows that humanlike representations (e.g., androids) are often perceived as creepy. To examine why this "creepy" feeling might occur, the current research looked at the role of human essentialist beliefs on ratings of androids. Participants completed a measure of belief in human essentialism and read one of three articles discussing a near human android, a mechanically limited android, or a control article about a robotics researcher. They then rated pictures, which were identical across conditions, of the subject of the article (the android or the researcher) on level of creepiness. Results revealed that higher levels of human essentialist beliefs led to rating the android as creepier between the near human android and control conditions, as expected. A similar, marginal pattern was found comparing the mechanically limited android and the control condition. This provides support for the idea that human essentialism may influence perceptions of humanlike representations.

D121

**NARCISSISM AND EMOTIONAL CONTAGION: DO NARCISSISTS "CATCH" THE EMOTIONS OF OTHERS?**Anna Z. Czarna<sup>1</sup>, Monika Wróbel<sup>2</sup>, Virgil Zeigler-Hill<sup>3</sup>, Michael Dufner<sup>4</sup><sup>1</sup>*Universität Bern; Jagiellonian University in Krakow*, <sup>2</sup>*University of Łódź*, <sup>3</sup>*Oakland University*, <sup>4</sup>*Universität Leipzig*

In this research, we investigated the association between narcissism and one central aspect of empathy, susceptibility for emotional contagion (the transfer of emotional states from one person to another). In an experimental study (N=101), we were able to compare actual susceptibility for emotional contagion (as indicated by a change in emotions that converges with the emotions of another person) and self-reported susceptibility for emotional contagion (assessed via questionnaire). Results showed that in the case of positive emotions, narcissists were actually less susceptible to emotional contagion than individuals low in narcissism. At the same time, however, narcissists believed they were more susceptible to contagion of positive emotions. Thus, narcissists were less likely to "catch the positive emotions" of others than individuals low in narcissism, but at the same time lacked the self-insight capabilities to notice this.

D122

**THE INFLUENCE OF EMPATHIZING AND SYSTEMIZING ON INDIVIDUAL DIFFERENCES OF EMPATHY FOR PAIN**Kosuke Kawamura<sup>1</sup>, Akio Wakabayashi<sup>1</sup><sup>1</sup>*Chiba University*

Prior studies suggest that females show more empathy for pain than males on average. However, would gender difference be the best explanatory factor for this difference? In the empathizing-systemizing (E-S) theory, which explains individual differences in cognition, the balance between two drives (empathizing and systemizing) classifies three cognitive styles (brain types: type E, S, and B). This study examined the difference of the degree of empathy for pain indexed by Electrodermal activity (EDA) between the people (9 males and 9 females in undergraduate) in two cognitive styles (type E and S), during they watched the short video clips containing painful and non-painful scenes. The results showed that people in type E showed higher EDA response than those in type S, and females showed higher EDA response than males. These findings suggest that not only gender difference but also cognitive styles contribute to individual difference of empathy for pain.

D123

**INDIVIDUAL DIFFERENCES IN NEED FOR COGNITION AND NEED FOR CLOSURE INFLUENCE INFORMATION-BASED DECISION-MAKING IN SOCIAL NETWORKS**Rushika De Bruin<sup>1</sup>, Bianca Work<sup>1</sup>, Olta Hoxha<sup>1</sup>, Danielle Martineck<sup>1</sup>, Damon Abraham<sup>2</sup>, Sibel Adali<sup>3</sup>, Jennifer A. Mangels<sup>1</sup><sup>1</sup>*City University of New York, Baruch College*, <sup>2</sup>*City University of New York*, <sup>3</sup>*Rensselaer Polytechnic Institute*

We increasingly turn to on-line social networks for information, yet the information we find there can often be copious and conflicting. When evaluating the credibility of this information and deciding on the most credible source, Need for Cognition (NCog) and Need for Closure (NClos) may impact accuracy and speed. Here, we examined the relationship between these factors across four information-based decision-making tasks. Tasks varied in the number of information-providing sources, the subjective credibility of the information these sources provided, and the time pressure to make an accurate decision. As expected, Higher NClos (decisiveness, discomfort with ambiguity) led to faster, but not necessarily more accurate decisions when there were multiple sources and time pressure. Surprisingly, however, higher NCog was associated with lower accuracy, but only in the simplest scenario, when there was no time pressure and only one source. In this

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situation, reduced need fulfillment may have decreased task engagement.

**D125**

**THE RELIABILITY AND VALIDITY OF THE CATEGORICAL-DYNAMIC-INDEX: A LANGUAGE MEASURE OF THINKING STYLE**

Jason D. Ferrell<sup>1</sup>, Elliot M. Tucker-Drob<sup>1</sup>, James W. Pennebaker<sup>1</sup>

<sup>1</sup>University of Texas at Austin

What are the cognitive processes that reflect how people think about their social worlds? Few studies have approached cognitive individual differences (e.g., thinking style) at scale. In Study 1 (N = 110,000) we used language analyses of 77 million words from 10 writing genres to explore the psychometrics of the Categorical-Dynamic-Index (CDI), a measure of thinking style. Factor analyses showed that eight categories of function words are reliable indicators of one factor—Categorical (i.e., hierarchical abstraction and cognitive complexity)-Dynamic (i.e., time-based stories about people)-Thinking—with Chronbach's Alpha reliability averaging .69. In Study 2 (N = 681) undergraduate students wrote two 15-minute stream-of-consciousness essays separated by 12 weeks; the test-retest reliability was .68. In Study 3, we used data from undergraduate students (N = 3248) to explore the construct validity of the CDI by showing its significant relationships with sex, ethnicity, socioeconomic-status, personality, affect, scholastic aptitude, intellectual engagement, and academic success.

**D126**

**AGE DIFFERENCES IN SEXUAL ASSERTIVENESS**

Chelsea Skare<sup>1</sup>, Eevett Loshek<sup>1</sup>, Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup>

<sup>1</sup>University of North Dakota

The purpose of this study was to compare levels of sexual assertiveness in women across the lifespan. One thousand fifty-two women were recruited online and asked to complete the Sexual Assertiveness Questionnaire, which is composed of three factors: the ability to initiate and communicate about desired sex, the ability to refuse unwanted sex, and the ability to communicate about sexual history and risk. Participants were divided into one of four age groups: 18-25, 26-40, 41-55, or 56 and older. Comparisons were made across age groups for each of the three factors of sexual assertiveness. Results indicated significant age differences in the ability to initiate and communicate about desired sex and the ability to communicate about sexual history and risk, but no significant age differences in the ability to refuse unwanted sex.

**D127**

**TEENS ARE NOT STRAWMEN: SOPHISTICATED CONCEPTIONS OF KNOWLEDGE IN ADOLESCENTS**

S. Emlen Metz<sup>1</sup>

<sup>1</sup>University of Pennsylvania

Contemporary theories of epistemological development suggest that students pass from a conception of knowledge as straightforward to a conception of knowledge as situated via an intermediate stage of epistemic relativism. However, three studies suggest that most students' apparent relativism is only superficial. Relativist answers on an online multiple choice task sampling four domains (science, ethics, aesthetics, theology) predict the desire for actively open-minded thinking (AOT) about what is true. This is inconsistent with believing that truth is either nonexistent or inaccessible. In the second study, many 8th grade students interviewed about the nature of knowledge gave superficially relativist explanations for scientific disagreement. However, when probed with open-ended prompts, they clarified that either the disagreement is illusory, or only one theory could be right, a non-relativist answer. In the third study, distributions and interactions between conceptions of knowledge, perceived norms of thinking, IQ, and prosociality are reported for 1000 8th graders.

**D128**

**THEY LOST MY LUGGAGE!: THE PROTECTIVE VALUE OF ANTICIPATING NEGATIVE OUTCOMES ON VACATION SATISFACTION**

Christine Frank<sup>1</sup>, Christopher G. Davis<sup>1</sup>

<sup>1</sup>Carleton University

Vacations in sunny climates are intended to be restorative. Yet hassles -- like lost luggage and sickness -- often mar the experience. The benefits of vacations may be enhanced to the extent that vacationers adopt a realistic orientation. Relative to unrealistically optimistic individuals, those with a realistic orientation anticipate a broad range of possible situations (positive and negative), and thus are better prepared for hassles, should they arise. This study examined whether adopting a realistic orientation resulted in higher vacation satisfaction ratings. Students about to travel for spring break reported their anticipations regarding their trip (N = 30); post-vacation they reported their satisfaction as well as any unexpected stressors. As anticipated, when unexpected stressors occurred, those with a realistic orientation reported higher post-trip vacations ratings relative to those deemed unrealistically optimistic. Findings suggest that whereas hoping for the best is a worthy orientation, so too is planning for the worst.

**D129**

**THE DOWNSIDE TO KEEPING TABS ON FRIENDS: NEUROTICISM AND SOCIAL COMPARISON ON FACEBOOK**

Claire Midgley<sup>1</sup>, Penelope Lockwood<sup>1</sup>

<sup>1</sup>University of Toronto

In two studies, we examined the role of neuroticism and motivation for using Facebook in the frequency, direction, and outcome of making social comparisons on the social networking site. Higher neuroticism was associated with greater motivation to use Facebook to gather information about other people rather than to share information about the self or to connect with others (Study 1) and was also associated with making more comparisons, particularly upward comparisons, on Facebook (Studies 1 and 2). This interest in comparisons among individuals higher in neuroticism was in turn associated with negative outcomes: After using Facebook for 20 minutes, those who made more upward comparisons subsequently reported lower life satisfaction, decreased self-esteem, and increased negative affect (Study 2). Furthermore, a mediation analysis indicated that people high in neuroticism felt worse after using the site, in part as a result of the upward comparisons that they made.

**D130**

**INDIVIDUAL DIFFERENCES IN POSITIVE SOCIAL EXPERIENCES ON WELL-BEING**

Stephanie D. O'Keefe<sup>1</sup>, Laura Wray-Lake<sup>1</sup>

<sup>1</sup>University of Rochester

Although there is considerable evidence about the detrimental effects of social deficits, less is known about positive social experiences' association with health and well-being. Secondary analyses using the Midlife in the US II study, which examines middle age adults' experiences with psychosocial, demographic, and health measures, were used to examine the association of inherently social positive experiences with well-being compared to experiences that aren't inherently social. Six positive experience factors were created and validated using confirmatory factor analysis. Using structural equation models, we found that inherently social experiences had a more robust relationship with subjective well-being compared to general positive experiences. Extraversion moderated these findings, with stronger associations for individuals low in extraversion. Additionally, the associations between positive experiences and health were inconsistent. In sum, these analyses provide preliminary evidence that positive social interaction is associated with greater subjective well-being and may matter more for low extraversion individuals.

**D131****RAPIDLY AND AUTOMATICALLY ASSESSING SITUATION CHARACTERISTICS FROM LIMITED LINGUISTIC INFORMATION**David G. Serfass<sup>1</sup>, Ryne A. Sherman<sup>1</sup><sup>1</sup>*Florida Atlantic University*

How a person feels or behaves is importantly associated with his or her situation. However, assessing situations that people actually experience in real-life is challenging. This study developed an algorithm for assessing the psychological characteristics of situations described in Tweets. Specifically, research assistants rated 5000 Tweets for the degree to which the situations described therein were characteristic of Duty, Adversity, Intellect, etc. (DIAMONDS; Rauthmann et al., in press). Machine learning was employed to develop scoring algorithms for the DIAMONDS based on linguistic information in the Tweets. Predicted scores correlated between  $r = .14$  to  $.57$  (mean =  $.30$ ) with coder ratings on test data, despite the brevity of Tweets (i.e., 140 characters). This algorithm was applied to 4.3 million Tweets from the continental US. Results show both regional and temporal differences in situation experiences. The prospects for rapidly and automatically assessing situation information at various times and locations are discussed.

**D132****ENTITLEMENT, EXPLOITATIVENESS AND REASONING ABOUT EVERYDAY TRANSGRESSIONS: A SOCIAL DOMAIN THEORY ANALYSIS**Christopher Daddis<sup>1</sup>, Amy Brunell<sup>1</sup><sup>1</sup>*The Ohio State University*

Social domain theory was used to examine the role of entitlement and exploitativeness in reasoning about everyday transgressions. Study 1 consisted of a card sorting task and semi-structured interview and Study 2 utilized a questionnaire. In Study 1, exploitativeness was positively associated with judging engagement in transgressions as acceptable, whereas entitlement was negatively associated. When justifying these judgments, exploitive participants endorsed more personal (e.g., appeal to choice) and less moral (e.g., appeal to welfare of others) reasoning, whereas entitled participants endorsed more prudential (e.g., concern for harm to self) but less personal reasoning. In Study 2, exploitive participants were less likely to acknowledge the relevance of non-personal concerns (i.e., morality, conventions, and prudence) when considering transgressions. The association between exploitativeness and acceptability of transgressions was mediated by the degree to which issues were believed to involve moral reasoning. Implications for narcissistic traits and everyday decision-making are discussed.

**D133****A PRELIMINARY EXAMINATION OF RELATIONSHIPS AMONG BASIC PSYCHOLOGICAL NEEDS, INTOLERANCE OF UNCERTAINTY, CONTINGENT SELF-ESTEEM, GLOBAL SELF-ESTEEM, AND SUBJECTIVE WELL-BEING**Asiye YILDIRIM<sup>1</sup>, Deniz Sahin<sup>1</sup><sup>1</sup>*Hacettepe University*

The purpose of the present study was to examine the relationships among satisfaction of basic psychological needs, intolerance of uncertainty, contingent self-esteem, global self-esteem and subjective well-being. Basic psychological needs (i.e., relatedness, competence and autonomy) are essential for well-being, personal growth and integrity (Deci & Ryan, 2000). Previous research has shown associations between basic psychological need satisfaction and some positive outcomes, such as daily well-being, secure relationship attachment, higher self-esteem, and so forth. In this respect, an association between satisfaction of basic psychological needs and intolerance of uncertainty which was linked to worry was predicted. Data were collected from 572 undergraduate students at four different universities in Turkey. As predicted, results indicated that satisfaction of basic psychological needs was negatively correlated with intolerance of uncertainty corresponding to worry.

Moreover, global self-esteem and subjective well-being had also negative associations with intolerance of uncertainty. However, it was positively correlated with contingent self-esteem.

**D134****SENSATION SEEKING MODULATES SENSITIVITY TO SUBLIMINAL ADVERTISEMENT**GAELLE BUSTIN<sup>1</sup>, Daniel N. Jones<sup>2</sup>, Jordi Quoidbach<sup>1</sup><sup>1</sup>*Universitat Pompeu Fabra*, <sup>2</sup>*University of Texas, El Paso*

Are we all equally sensitive to subliminal advertisement? This study assessed whether subliminal priming of a brand name of a drink can affect people's choices for the primed brand, and whether this effect is moderated by personality traits. Participants with different levels of sensation seeking were presented subliminally with the words Red Bull or Lde Ublr. Results revealed that being exposed to Red Bull increased participants' preferences for the primed brand, but only for participants high in sensation seeking. Going beyond previous research showing that situational factors (e.g., thirst, fatigue...) can increase people's sensitivity to subliminal advertisement, our results suggest that some dispositional factors could have the same potentiating effect. These findings highlight the necessity of taking personality into account in non-conscious persuasion research.

**D135****INDIVIDUAL DIFFERENCES IN PREFERRED CONFLICT HANDLING STYLE**Kirsten Johnson<sup>1</sup><sup>1</sup>*Northeastern University*

A laboratory study tested the hypothesis that higher levels of perspective taking, empathy, and interpersonal sensitivity would be associated with conflict handling styles that promote successful conflict resolution. To test this, 30 same-gender student dyads were recruited from Northeastern University to participate in a conflict role play based on a typical college roommate conflict. The role play required participants to behave as though the scenario was really occurring, and to behave like themselves. Participants' levels of empathy, perspective taking, and interpersonal sensitivity were measured using self-report and behavioral coding methods. As predicted, individuals scoring higher in empathic concern and perspective taking were significantly more likely to compromise or problem solve and significantly less likely to be forceful. However, those high in interpersonal sensitivity showed no preference for any particular conflict handling style. Interestingly, participants' satisfaction with the outcome of the conflict was only affected by conflict handling style if their partner was forceful. Using a forceful style led to a partner's dissatisfaction with the resolution outcome.

**D136****NARCISSISTS ARE LESS PRONE TO COME UP SHORT (LITERALLY) UNDER PRESSURE**Christian Tovar-Vargas<sup>1</sup>, Michelle Lanier<sup>1</sup>, Harry Wallace<sup>1</sup><sup>1</sup>*Trinity University*

This research examined how narcissism affects target-shooting performance tendencies under pressure. We focused specifically on undershooting/overshooting, which has received limited research attention. We specifically examined whether narcissists' aggressive, approach-oriented tendencies would reduce their likelihood of missing short on a target-aiming task under pressure. After completing the Narcissistic Personality Inventory, participants slid poker chips across a tabletop towards twelve labeled target zones in two different rounds. Participants received more points for landing a chip in a more distant target zone without going past the last target zone's edge. The self-enhancement value of success and cost of failure was increased by framing the second round as a test of ability to perform under pressure. Narcissism was found to predict more target accuracy across both rounds and protected against the

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tendency to miss short in the performance pressure round. These results provide evidence that narcissism can be beneficial for motor performance.

**D137**  
**NARCISSISTIC POWER POSTER?: ON THE RELATIONSHIP BETWEEN NARCISSISM AND STATUS UPDATING ACTIVITY ON FACEBOOK**

Fenne große Deters<sup>1</sup>, Matthias R. Mehl<sup>2</sup>, Michael Eid<sup>1</sup>  
<sup>1</sup>Freie Universität Berlin, <sup>2</sup>University of Arizona

The pervasiveness of social networking sites and the popularity of status updates have prompted the question whether excessive online self-presentation is motivated by narcissism. The present studies assessed (1) whether this concern is shared by users of social networking sites, and (2) the actual relationship between narcissism and frequency of status updates using self- and informant reports of narcissism and an observational measure of status updating activity. Results confirmed that users of social networking sites believe that narcissism strongly predicts status updating activity. However, analyses of the actual relationship in a German and US sample yielded null-results. Using the equivalence testing approach allowed us to conclude that the effect of narcissism on status updating activity is not substantial.

**D138**  
**THE NAPOLEON COMPLEX: WHEN AND WHY SHORTER MALES BEHAVE MORE DOMINANTLY**

Jill E.P. Knapen<sup>1</sup>, Nancy M. Blaker<sup>1</sup>, Thomas V. Pollet<sup>1</sup>, Mark van Vugt<sup>1</sup>  
<sup>1</sup>VU University Amsterdam

We examined whether short stature influences interpersonal dominance and aggression, as predicted by the "Napoleon complex" (Adler, 1956). We expected short (vs. tall) men to behave more dominantly in order to compensate for their lack of status. An exploratory pilot study showed that men, but not women, behaved more dominantly when they reported that they often "feel small". Studies 1 and 2 showed that when two men competed with each other, relative height (compared to the opponent) had a negative effect on dominant behavior in a Dictator Game (dominant behavior), but not an Ultimatum Game, suggesting that short men only behave dominantly when the opponent has no opportunity to retaliate. Relative height did not have an effect on hot sauce allocation (aggressive behavior). We conclude that, when the situational context allows for it, short men act more dominantly, but not more aggressively, in order to attain resources or status.

## Judgment/Decision-Making

**D139**  
**REFLECTING ON THE PAST: HOW POWER AND COUNTERFACTUAL THINKING INFLUENCES REGRET**

Brittney Becker<sup>1</sup>, Rachel Smallman<sup>1</sup>  
<sup>1</sup>Texas A&M University

Previous research on power and forgiveness suggests that one reason high power individuals are more likely to forgive is because they are less likely to ruminate. Counterfactual thinking (one type of rumination) may increase regret, which in turn, influence forgiveness. Experiment 1 examined how power and counterfactual thinking influenced feelings of regret and forgiveness. Experiment 2 used a similar design; however, it included two different regret scales, one differentiating cognitive and emotional regret and a second measuring post-decisional regret. Experiment 3 examined counterfactual potency as a potential mechanism. Across three studies, we demonstrated that power and counterfactual thinking interact to influence regret and forgiveness. Compared to low power individuals, high power individuals feel less regret unless explicitly instructed to engage in counterfactual thought. Additionally, high power individuals feel more regret when they believe their

statements are more likely to have changed the outcome (i.e., have high counterfactual potency).

**D140**  
**THE SOURCE MATTERS: LEARNING FROM SELF VERSUS OTHER COUNTERFACTUALS**

Ryan J. Walker<sup>1</sup>, Rachel Smallman<sup>2</sup>, Amy Summerville<sup>1</sup>  
<sup>1</sup>Miami University, <sup>2</sup>Texas A&M University

Counterfactuals about "what might have been" facilitate behavioral intentions, but no work has examined whether social distance impacts those intentions. 104 undergraduates (Mage = 19.25, SD = 1.07) read four vignettes describing negative events with implied counterfactuals (e.g. getting food poisoning at an unfamiliar restaurant). We manipulated whether the actor in each vignette was the self, a close friend, a student at the same university, or a student at the rival university. Participants rated their intention to perform the relevant preventative behavior, then completed the trait Interpersonal Reactivity Index (Davis, 1980, 1983). Intentions were associated with closeness of the target,  $\beta = .09$ ,  $t(307) = 2.10$ ,  $p = .045$ , chronic empathic concern  $\beta = .35$ ,  $t(101) = 2.30$ ,  $p = .02$ , and their interaction,  $\beta = -.11$ ,  $t(307) = -2.03$ ,  $p = .043$ . Intentions were stronger for closer targets, but the effect was stronger for those low in empathic concern.

**D141**  
**FORECASTING THE EMOTIONAL CONSEQUENCES OF FAVOR PERFORMANCE**

Amanda Weirup<sup>1</sup>, Linda C. Babcock<sup>1</sup>, Laurie R. Weingart<sup>1</sup>  
<sup>1</sup>Carnegie Mellon University

We conducted two between-subjects experiments during which participants predicted future emotions or described current emotions about performing a favor for a colleague. In study 1, 105 online and laboratory participants were paired with a computer-simulated partner ("strangers" condition), and in study 2, 131 laboratory participants brought a familiar same-sex partner for their session ("friends" condition). While their partner worked on a simple task, participants were told that they could do their partner a favor by assisting with that task. Participants responded to a theoretically-derived list of emotion words during three time periods: favor deliberation, performance, and post-performance. Results showed discrepancies between predicted and experienced emotions online and in the laboratory, which confirmed affective forecasting errors. Both strangers and friends overestimated the positive emotional benefits of favor performance, and strangers also underestimated the negative emotional costs of favor performance.

**D142**  
**REWARDING INTUITION: THE DELETERIOUS EFFECT OF ACCURACY MOTIVATION ON INTUITION**

Shannon K. Pinegar<sup>1</sup>, Keith Markman<sup>1</sup>  
<sup>1</sup>Ohio University

Experts in intuition document its role as a decision-making tool within various organizations (Gladwell, 2005; Klein, 1998) however; authors rarely discuss the implications of encouraging intuition as a decision-technique for novices. Five studies examine the effect of accuracy motivation on intuitive-based performance. The first three studies demonstrate that extrinsic motivation undermines performance on an intuition task, via confidence levels and decision-making. The third study further implements the process dissociation procedure by adding a retrieval deadline to minimize conscious control (Kelley & Jacoby, 1998). Results indicate that accuracy motivation does not improve with the response deadline, suggesting that extrinsic motivation hinders the implicit components of intuition. The fourth study examines whether analytical processing accounts for the detriments in intuitive performance, via attentional encoding. The last study demonstrates first, that intrinsic motivation improves intuitive accuracy and second, whether improving

attentional encoding negates the effect of explicit motivation on intuitive accuracy.

**D143**  
**THE POSITIVE SIDE OF NEGATIVITY: NEGATIVE AFFECT ELIMINATES FRAMING-RELATED BIASED EVALUATIONS**

Joseph Mikels<sup>1</sup>, Michael Shuster<sup>1</sup>, Sydney Thai<sup>1</sup>

<sup>1</sup>*DePaul University*

People are highly influenced by the way information is presented to them. For instance, people offer more favorable evaluations of equivalent information when presented in a positive gain frame (e.g., 90% survival rate) versus a negative loss frame (e.g., 10% mortality rate). In one study, we investigated how negative versus positive affect might impact people's (N=195) evaluations of framed information. Before evaluating a series of medications with varying side effects, participants were presented with affective images. Although participants' evaluations were more favorable for the gain versus loss frame following the presentation of neutral and positive images, the effect of framing was eliminated after the presentation of negative images. These results indicate that negative affect can reduce frame-related biased evaluations, and are discussed in terms of the differential influence of negative versus positive affect on information processing.

**D144**  
**THE WISDOM OF THE IRONIC OBSERVER**

Henri Carlo Santos<sup>1</sup>, Igor Grossmann<sup>1</sup>

<sup>1</sup>*University of Waterloo*

Past research has examined the development of irony detection, yet little is known about the effects of irony - the presence of contradictory meanings in a situation - on reasoning. In two experiments (N = 358), we investigated if focusing on irony in a social dilemma led to wiser reasoning, defined as the application of the principles of intellectual humility, recognition of the world in flux, multiple perspectives, compromise, and conflict resolution. In Study 1, reading ironic (vs. non-ironic) stories resulted in greater wisdom in participants' narratives about the future unfolding of the story, with wise reasoning measured across multiple levels of analysis (content analysis, self-report questionnaires, linguistic codings). Study 2 extended and replicated these results: instructions to focus on the irony (vs. metaphors or alliterations) when reading an ironic story led to wiser reasoning. These findings suggest that seeing the irony in a situation helps one reason more wisely about it.

**D145**  
**RISK PERCEPTION OF FUKUSHIMA NUCLEAR DISASTER AND RADIOACTIVE CONTAMINATION IN JAPAN**

Koki Ikeda<sup>1</sup>, Daisuke Nakanishi<sup>2</sup>, Kunihiko Yokota<sup>3</sup>, Kai Hiraishi<sup>4</sup>

<sup>1</sup>*Chukyo University and JSPS*, <sup>2</sup>*Hiroshima Shudo University*, <sup>3</sup>*Graduate University for Advanced Studies (SOKENDAI)*, <sup>4</sup>*Yasuda Women's University*

The accident in Fukushima Daiichi nuclear plant has been posing an unprecedented threat to the people in Japan. One of the current concerns is that people avoid to eat crops from Fukushima even if the specific area producing the crop is not reported to be contaminated, creating financial problems for producers. To understand psychological mechanisms driving such risk perception, we conducted an internet-based survey (N = 1648) and a behavioral experiment using real crops from the Fukushima areas (N = 80). Results showed that participants estimated the radioactivity-related fatalities much higher than the numbers officially reported (i.e. zero), distrusted all information sources on radioactive contamination, and exhibited a distinct pattern of emotional reactions towards radioactive risks, which is consistent with the "risk as feelings" hypothesis (e.g. Loewenstein et al. 2001). These data suggest that the extreme reactions towards Fukushima products could be mitigated by modulating their emotional aspects.

**D146**

**EVEN BETTER THAN THE REAL THING: ALTERNATIVE OUTCOMES AFFECT DECISION EVALUATION AND REGRET**

Catherine Seta<sup>1</sup>, John Petrocelli<sup>2</sup>, John Seta<sup>3</sup>, Michael McCormick<sup>4</sup>

<sup>1</sup>*Wake Forest University*, <sup>2</sup>*Wake Forest University*, <sup>3</sup>*University of North Carolina at Greensboro*, <sup>4</sup>*Cornell*

Although there is a wealth of research on counterfactuals and regret, research has not typically examined the relationship between positive events and counterfactual thinking. Our research examined whether people experience regret when objectively "good" decisions are made and alternative realities are presented that involve even better outcomes. In two experiments, we tested the hypotheses that people generate upward counterfactuals when they learn about superior alternative outcomes and that these thoughts do mediate perceptions of decision quality and regret. Both actual decision-making contexts and perceptions of others' decisions were assessed: results supported the hypotheses (i.e., ANOVA tests and mediation analyses reached traditional levels of significance). This research suggests that when alternative worlds are even better than the desirable outcomes experienced, affect and cognition may be more strongly linked to the magnitude of alternatives realities than to obtained outcomes.

**D147**

**THE RELATIONSHIP BETWEEN EMOTIONAL IMAGERY AND RISK COMMUNICATION VIA TWITTER**

Arielle Morganstern<sup>1</sup>, Robert Mauro<sup>1</sup>, Paul Slovic<sup>1</sup>

<sup>1</sup>*University of Oregon & Decision Research*

We examined the influence of emotional imagery on the evaluation of risk perceptions and behavioral intentions within Twitter event newsfeeds across specific emotion expressions (sadness, anger, fear) and hazard crises (nuclear radiation, biohazard). Subjects from a national panel (n=120) completed a survey that displayed three experimentally manipulated Twitter event pages, containing anonymous risk communication comments from community members directly affected by catastrophic hazard events. Subjects that viewed Twitter comments with emotional images indicated significantly less interest in receiving related hazard prevention materials upon completion of the study, compared to subjects who read the same semantic material without pictures. This suggests that emotional imagery presented in social media crisis communication may provide valuable social knowledge cues that attenuate risk perceptions and decrease information seeking behavior. Underlying factors that amplify or attenuate perceptions of risk may have far-reaching implications for risk communication research and crisis management strategies within emerging social media contexts.

**D148**

**ANGER AND RISK PERCEPTION - SECOND THOUGHTS?**

Jo Secher<sup>1</sup>

<sup>1</sup>*University of Otago*

People overestimate the prevalence of malicious hazards (such as terrorism attacks) but not non-malicious hazards (such as natural disasters). This pattern of overestimation may be due to the higher levels of anger that malicious hazards inspire, or because malicious hazards involve agentic intent (i.e. they are caused by an intentional agent). The present research presents three studies to isolate the characteristics of malicious hazards that result in overestimations of prevalence. After finding that anger-induced participants overestimate risk prevalence (study 1), we show that malicious hazards inspire greater anger and risk overestimation when compared with other types of hazard (study 2), and that this prevalence effect is erased when the emotion loading of the hazard is held constant, and only agency is varied (study 3). We conclude that malicious hazards are overestimated because they invoke greater anger, and not because they are caused by intent-based agents.

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D149

**CONTEXTUAL FACTORS SURROUNDING EXTRADYADIC HIGH-RISK SEXUAL DECISION-MAKING IN MEN: A CASE-ORIENTED PERSPECTIVE**Claudia Villasante<sup>1</sup>, Katherine Hertlein<sup>1</sup>, Sarah Willick<sup>1</sup><sup>1</sup>University of Nevada at Las Vegas

Many models have been developed to explain the decision-making process of high-risk sexual behavior (HRSB) in men. Juhasz and Sonnenschein-Schneider (1980) proposed a model for sexual decision-making with three distinct factors (socialization influences, factors germane to the situation, and cognitive factors). While these models make sense from a theoretical standpoint, they have not been empirically validated. The purpose of this study was to identify the key points in decision-making toward engagement in high-risk sexual behavior. Using qualitative interviews, key components surrounding the context, decision-making, and management processes of engagement in high-risk sexual behavior were analyzed. This study found that chemical impairment, sensation-seeking and impulsivity, quality of the relationship, and self-esteem were all key contributors to the context of engaging in HRSB; however, the decision-making process of HRSB contained compartmentalization, rationalization, and a point of no return. Finally, the management process of the engagement of HRSB included dissociation, self-esteem, and control.

D150

**ALCOHOL AND LIKELINESS TO ENGAGE IN SEXUAL ACTIVITIES**Vanessa Lloyd<sup>1</sup>, Sarah Nigro<sup>1</sup>, Charles Bakalars<sup>1</sup>, Angela Pirlott<sup>1</sup><sup>1</sup>University of Wisconsin at Eau Claire

Previous research frequently associates alcohol consumption with a lowering of inhibitions and engagement in sexual activity, both of which create the possibility for long-term repercussions such as unintended pregnancies, STIs, or sexual assault, but much of these findings rely on correlational methods. Using a naturalistic experiment, we approached participants on a bar street near campus, either early evening or late night. To eliminate potential confounds, we excluded participants indicating no intentions to drink that night. Participants completed a Breathalyzer test and we dichotomized participants into two groups—alcohol consumed and no alcohol consumed. Participants viewed a photo of an opposite sex target, and reported their intentions to engage in sexual intercourse and likelihood of using condoms with the target. Alcohol increased intentions to engage in sex with the target but showed no effect on condom intentions. Our results demonstrate alcohol's causal effects on young adults' sexual health decision-making.

D151

**GROUP DISCUSSION CAN CATCH LIARS**Nadav Klein<sup>1</sup>, Nicholas Epley<sup>1</sup><sup>1</sup>University of Chicago

Lie detection is a consequential but exceptionally challenging judgment with accuracy rates rarely exceeding chance. Interventions to improve lie detection typically try to improve individual judgment, a costly and ineffective endeavor. However, groups of individuals can sometimes make more accurate judgments than the average individual could make. We tested whether this group advantage extends to lie detection. Four experiments find that groups are consistently more accurate than individuals in distinguishing truths from lies, an effect that comes primarily from an increased ability to correctly identify when a person is lying. These experiments demonstrate that the group advantage in lie detection comes through the process of group discussion, and is not a product of aggregating individual opinions (a "wisdom of crowds effect") or of altering response biases (such as reducing the "truth bias"). Our findings suggest a cheap and simple synergistic approach of enabling group discussion before rendering a judgment.

D152

**CHOICE BLINDNESS AND PREFERENCE CHANGE THROUGH CHOICE IN DYADS**Philip Parmamets<sup>1</sup>, Jorina von Zimmerman<sup>2</sup>, Lars Hall<sup>1</sup>, Petter Johansson<sup>1</sup><sup>1</sup>Lund University, <sup>2</sup>University College London

Choice Blindness (CB) is the finding that decision-makers often fail to notice mismatches between their intended decision and the outcome of the choice. Here we investigated whether it was possible to manipulate choices in a group setting by letting dyads (N=36 dyads) make joint decisions about faces representing potential roommates. We found that only a third of manipulations were detected and that participants would collaboratively confabulate about their non-chosen option when it was presented as their chosen. In a second experiment we replicated this finding and as well as adding a second round of choices. Dyads (N=40) were much more likely to choose their originally non-preferred face for pairs where a CB manipulation had been attempted compared to when not (Odds ratio=3.36, p<0.001). Within the manipulated trials participants were more likely to switch preferences having failed to detect the manipulation during the first round of choices (Odds ratio=2.48, p<0.01).

D153

**THE EFFECT OF THE INTENSITY OF CONJUNCTIVE NORMS ON CONFORMITY TO VIOLATORS**Ako Agata<sup>1</sup>, Yasuhiro Daiku<sup>1</sup>, Kazunori Shimizu<sup>1</sup>, Naoki Sobue<sup>1</sup>, Wei Fu<sup>1</sup>, Naoki Kugihara<sup>1</sup><sup>1</sup>Osaka university

This study examined the effect of the intensity of conjunctive norms on conformity to violators of escalator use. We conducted an experiment with two dependent conditions 2 (Injunctive norm: strict vs. variable) and 3 (Number of violators: 1 vs. 2 vs. 3) at two monorail stations. One station has the strict rules about escalator use that they step to the right side when they step onto the escalator. Another station doesn't have any rules about it because the station is near an airport. Confederates stepped to the left side of the escalator. Results showed that participants in the strict condition significantly conformed to confederate's behaviors than in the variable condition. However, the ratio of conformity was the same regardless of the number of violators. The study showed that people might judge the intensity of conjunctive norms that the present situation has.

D154

**MAXIMIZERS, SATISFICERS AND THEIR SATISFACTION WITH AND PREFERENCES FOR REVERSIBLE VERSUS IRREVERSIBLE DECISIONS**Rebecca L. Shiner<sup>1</sup><sup>1</sup>Colgate University

Previous research on decision reversibility has found that, although people believe they prefer reversible decisions, irreversible decisions yield the most satisfaction. Two studies investigated whether these findings are moderated by individuals' tendencies toward maximizing (decision-making via extensive search for the best option) versus satisficing (decision-making via less exhaustive search and less optimizing). Study 1 found that satisficers were more satisfied following an irreversible decision about a poster choice, whereas maximizers were more satisfied following a reversible decision. When a different group of participants in Study 2 were asked whether they would prefer the reversible or irreversible versions of Study 1, satisficers disproportionately chose the irreversible version, and maximizers disproportionately chose the reversible version; however, some maximizers preferred the irreversible version as a means of managing distress. Maximizers may generally prefer and be more satisfied with reversible decisions



as a means of managing anticipated regret and preventing negative outcomes.

**D155**  
**IF TOMORROW NEVER CAME: A SURVIVAL PERSPECTIVE**

Vaishali Mahalingam<sup>1</sup>, Alexandr Kogan<sup>1</sup>, David Stillwell<sup>1</sup>, Michal Kosinski<sup>1</sup>

<sup>1</sup>University of Cambridge

Would you rather have a studio apartment today or a luxurious villa in 50 years? What if your chances of surviving were low, regardless of age? A series of correlational and experimental studies examined how mortality cues influenced decision making. Multilevel modelling showed that age, commonly used as a proxy for mortality, did not directly influence decision making ( $N > 9000$ ). As people grew older, they were more impulsive as life satisfaction decreased ( $N = 157$ ). When time to obtaining the reward was less, people were more impulsive as their chance of surviving decreased; while this relationship was reversed at longer time delays ( $N = 365$ ). People who were made aware of their eventual death, were more impulsive ( $N = 157$ ). Subjective perceptions of mortality may be manipulated by way of health care and insurance services; thereby helping terminally ill or ageing individuals make sound decisions for their future.

**D156**  
**ON THE MECHANISM UNDERLYING THE BIAS TOWARD DISPOSITIONAL INFERENCE: THE CORRESPONDENCE BIAS AS A DOMAIN-SPECIFIC OUTPUT OF A BROADER EXPLANATORY HEURISTIC**

Daniel S. Storage<sup>1</sup>, Andrei Cimpian<sup>1</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign

Why do people tend to focus on internal traits and discount situational factors when explaining others' behavior? According to previous accounts, this "correspondence bias" is a product of a heuristic process invoked specifically to make sense of behavior. Here, we propose instead that this bias is simply a specific instance of a very general tendency to explain observed phenomena in inherent terms – a tendency that extends far beyond the realm of person perception. Consistent with this proposal, two studies ( $n = 371$ ) found that participants' reliance on this general explanatory heuristic (the "inherence heuristic"; Cimpian & Salomon, 2014) predicted their tendency to make correspondent inferences above and beyond relevant controls (e.g., IQ). Moreover, experimentally lowering participants' reliance on the inherence heuristic led to decreases in their correspondence bias (Studies 3 and 4;  $n = 1,004$ ). Thus, the correspondence bias may be a domain-specific manifestation of a powerful domain-general explanatory heuristic.

**D157**  
**NOW REVERSE EVERYTHING: DETECTING DECEPTION WITH A RESPONSE CONFLICT-BASED COGNITIVE LOAD MANIPULATION**

Erin N. McCormick<sup>1</sup>, Karim S. Kassam<sup>1</sup>, Taya R. Cohen<sup>1</sup>, Daniel N. Osherson<sup>2</sup>

<sup>1</sup>Carnegie Mellon University, <sup>2</sup>Princeton University

Recent lie detection research suggests cognitive load manipulations can amplify otherwise weak cues to deception, such as differences in reaction time (RT). Reversal is a manipulation that requires participants to resolve stimuli response conflicts using the same cognitive processes needed for deceptive responding. We hypothesized that such a load task would increase the difference in RTs for deceptive responses in normal and reversed trial blocks relative to the difference in RTs for truthful responses in normal and reversed trial blocks. We found evidence for this effect in both an unincited and incited deception task. These results have implications for studies of the cognitive process of deception, as well as the development of cognitive load manipulations that amplify cues to deception.

**D158**  
**THE MODERATING ROLE OF THE DIALECTIC SELF-CONCEPT IN THE EFFECT OF SENSORY STIMULI ON BRAND EXTENSION EVALUATIONS**

Hosei Hemat<sup>1</sup>, Ulku Yuksel<sup>1</sup>

<sup>1</sup>The University of Sydney

Despite the common belief that geometrical shapes matter, little research has explored how such shapes can act as external stimuli to affect consumers' evaluations of brand extension (BE) fit. Using experiments, we investigate the effect of geometric shapes (circle vs. square) on BE fit evaluations. Based on previous literature in the aesthetic literature, we propose and find that exposure to circular shapes cause individuals to engage in relational processing, which in turn increases fit perceptions for dissimilar BEs. In contrast, exposure to square shapes causes individuals to engage in item-specific processing, which in turn decreases fit perceptions for dissimilar BEs. Further, we find that individuals' dialectic self-concept acts as a moderator on the effect of shapes on fit evaluations. Individuals with a dialectic self-concept perceive higher BE fit, when exposed to circles than squares. Individuals with a non-dialectic self-concept perceive lower BE fit, when exposed to squares than circles.

**D159**  
**ACCEPTING THE UNACCEPTABLE: HOW SOCIAL CLASS INFLUENCES ACCEPTANCE RATES IN THE ULTIMATUM GAME**

Vincent Pillaud<sup>1</sup>, Michael Inzlicht<sup>1</sup>

<sup>1</sup>University of Toronto

In a set of 5 studies, we hypothesized that individuals would make different decisions when playing the ultimatum game (a task where a proposer and a receiver have to agree on a split of money) as a function of their social class. More precisely, we expected that high social class individuals would be more likely to reject low offers than low social class individuals; we also expected that they would more readily accept high offers. We found such interaction in a lab experiment but not when using Mechanical Turk (MTurk). Furthermore, we observed higher acceptance rates on MTurk regardless of the amount of the offer compared with the lab. On top of the social class that might moderate how participants behave during economic games, it is also plausible that a platform such as MTurk could influence how individuals deal with money offers more generally.

**D160**  
**WHAT INFLUENCES PUNISHMENT?: THE EFFECT OF HERO / VICTIM INFORMATION - AND SELF - JUSTICE BELIEFS ON JUDGMENT OF PUNISHMENT**

Manami Matsumoto<sup>1</sup>, Chikae Isobe<sup>1</sup>

<sup>1</sup>Chiba University

It has been believed that defendant's Hero/Victim strategies are effective in escaping blame. Hero strategy is to emphasize previous good deeds and offset blame and victim strategy is to highlight the harms suffered by the defendant and deflect blame. Gray and Wegner (2011) showed that victim strategy reduced blame. Nevertheless, according to the belief in a just world theory (Lerner & Miller, 1978), Hero information would reduce punishment in some cases. Then, in this study, we examined the moderate effect of self-justice on the relationship between Hero/Victim information and judgment of punishment. The results ( $N = 253$ ) showed that those who have low (vs. high) in self-justice beliefs tended to reduce defendant's punishment when they were presented the information that Hero event occurred before the wrongdoing. This is because those who have high in self-justice beliefs were strongly conscious of a fair result and were motivated to judge correctly.

D161

### APPLYING A SOCIAL COGNITIVE MODEL OF INFORMATION USE TO JUDICIAL DECISION-MAKING: AN ANALYSIS OF 27,000 FELONY OFFENDERS SENTENCED IN NEVADA: 2007-2009

Victoria Springer<sup>1</sup><sup>1</sup>University of Nevada at Reno

This research examined information use in felony sentencing. The use of extra-legal information (proposed to be heuristic) was contrasted with the use of legally relevant information. The three hypotheses of the heuristic-systematic model of information processing (additive, attenuation, and bias) were tested, utilizing actual data for offenders sentenced from 2007-2009 (one study, 27,000 cases) and the decisions rendered by the judge in each case. In the evaluation of sentence disposition (prison vs. probation), the use of legally relevant information dominated the model. Overall, the relationship between extra-legal factors and sentence disposition was weakened when legally relevant information was considered (attenuation). The results for prison sentence length were mixed. Overall, the effect of legally relevant information again dominated the model. However, several extra-legal factors were also significant. This provided some evidence that both types of processing may be occurring (parallel processing). This was supported by the emergence of significant interaction effects (bias).

D162

### META-ANALYTIC REVIEW OF PERCEIVED RISK AND GENETIC TESTING DECISIONS: MODERATION OF METHODOLOGICAL, DEMOGRAPHIC, AND DISEASE FACTORS

Brittany L. Bannon<sup>1</sup>, Angela M. Legg<sup>2</sup>, Rosa O'Campo<sup>1</sup>, May Reinert<sup>2</sup><sup>1</sup>University of California at Riverside, <sup>2</sup>Pace University

Medical advances such as human genome sequencing and the identification of genetic pathways to disease, combined with public access to direct-to-consumer DNA kits, have increased public interest in genetic testing. Perceived disease risk, or the belief that one will develop a disease in the future (independent from disease worry), predicts decisions to utilize these services. However, much of the risk perception literature has found inconsistent, often contradictory, links with screenings and other preventive health behaviors. We conducted a quantitative review of the empirical literature on the relationship between perceived risk and genetic testing decisions. The following moderators were evaluated: disease type, objective risk (family history), sample age, gender and ethnicity and, lastly, measurement of perceived risk (continuous, categorical) and decision outcomes (behavioral, self-report). The relationship between perceived risk and genetic testing decisions was small but significant, and stronger among studies including behavioral uptake measures and objective risk factors.

D163

### BIG HILLS DO NOT NECESSARILY CAUSE HILLS TO APPEAR STEEPER

Christopher J. Wilbur<sup>1</sup>, Etienne LeBel<sup>2</sup><sup>1</sup>University of Wisconsin Colleges, <sup>2</sup>Montclair State University

Slepian, Masicampo, Toosi, and Ambady (2012, Experiment 1) found support for embodied cognition theory, showing that being burdened by a large secret causes hills to appear steeper. Given the burgeoning interest in embodied cognition, we attempted to independently replicate Slepian et al.'s results in two high-powered, pre-registered studies. Despite considerable effort to closely duplicate all methodological details of the original study, we were unsuccessful in replicating the original findings. Our studies involved slight deviations from Slepian et al.'s study (e.g., our use of a consent form in one study), however additional analyses strongly ruled out any biasing influence of these deviations. Slepian et al. found support for the embodied nature of secrets in three other studies, and embodied cognition more broadly has yielded intriguing findings. We thus encourage independent replications of other embodied cognition effects to more fully comprehend the

promises and boundaries of the embodied cognition approach to psychology.

D164

### INTUITING MORAL PROCESSING: WARMTH AND COMPETENCE PERCEPTIONS OF MORAL JUDGES

Sarah Rom<sup>1</sup>, Alexa Weiss<sup>2</sup>, Paul Conway<sup>2</sup><sup>1</sup>Universität zu Köln, <sup>2</sup>University of Cologne

Whereas considerable research examines the antecedents of moral dilemma judgments where causing harm maximizes overall outcomes, this work examines a consequent—whether participants infer personality characteristics from others' dilemma judgments, and whether people anticipate that others do the same for them (meta-perceptions). Over six studies, we found that participants rated targets who rejected causing harm as warmer but less competent than targets who accepted causing harm (when harm maximized outcomes). Privately, participants rated themselves as high on warmth and competence regardless of their dilemma judgments, but they anticipated that their judgments would influence others' warmth and competence ratings of them. Moreover, participants adjusted their dilemma judgments to create a favorable impression. Together, these results suggest that people intuit the roles of affect and cognition underpinning moral dilemma judgments, and use these intuitions to a) draw inferences about others and b) adjust their own judgments to impact others' inferences regarding them.

D165

### KARMIC PUNISHMENT: WHAT GOES AROUND COMES AROUND

Natalie M. Wheeler<sup>1</sup>, Jane L Risen<sup>1</sup><sup>1</sup>University of Chicago

Do people expect bad outcomes to follow bad behaviors? In four studies we investigate the belief in karma. Although karmic beliefs are non-normative and magical in nature, we suggest that they are not restricted to people who lack certain cognitive capacities or to those who explicitly subscribe to a magical worldview. Instead, we argue that karmic beliefs emerge from ordinary psychology. We find that actions that are intentional and harmful are considered worthy of karmic punishment and that karmic outcomes are thought to be domain specific, swift, and from the universe. We also find that people believe karmic outcomes ought to match the severity of the bad action. Finally, we find that people believe bad outcomes are especially likely following bad actions, even when no logical connection exists. We discuss how karma may be related to other theories about punishment.

D166

### GROUNDLESS MORALITY: SELF-INTEREST BIAS ENHANCES MORAL JUDGMENT BUT SHRINKS TRUST

Konrad Bocian<sup>1</sup>, Bogdan Wojciszke<sup>1</sup>, Wieslaw Baryla<sup>1</sup><sup>1</sup>University of Social Sciences and Humanities, Sopot Campus, Poland

Unethical acts serving our interests are evaluated as moral, where acts against those interests as immoral because moral perception is biased by self-interests (Bocian, Wojciszke, 2014). In the current research, we bound participants interests with dishonestly behaving partner to investigate whether self-interest bias either increases or decreases trust. Participants observed how other student behaved dishonestly solving mathematical equations with the help of forbidden calculator use (cheating condition) or honestly (no cheating) condition. Participants had to match partner answers with answer key and either paid one dollar for each correct answer only to the partner (self-interest uninvolvement) or both partner and themselves (self-interest involvement). After partner moral evaluation participants played with her one-shot trust game. The results replicated previously obtained effects and interestingly showed that self-interest bias enhanced moral judgment of partner immoral actions but decreased her trustworthiness. This suggests that moral judgments can serve as lip service.

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D167

**THE METACOGNITIVE ADVANTAGE OF DELIBERATIVE THINKERS: A DUAL-PROCESS PERSPECTIVE ON SOCIAL METACOGNITION**Andre Mata<sup>1</sup><sup>1</sup>*University of Heidelberg*

Problems of reasoning and JDM often pose a conflict between deliberation and intuition, such that these different modes of thinking suggest different responses. Because intuition operates quickly and effortlessly whereas deliberation is slower and effortful, by the time a person comes up with the deliberative response, she might have already considered the alternative intuitive response. Participants were asked to solve conflict problems (e.g., Cognitive Reflection Test) and they were then asked to indicate how good their performance was, how others might respond to the same problems, and whether they themselves thought of alternative responses. Results showed that deliberative responders are indeed aware of intuitive alternative solutions, and that this gives them a metacognitive advantage: 1) they are not only confident but also accurate in assessing their performance; 2) because they share others' intuition, they have better insight into the way others think and into different responses that others might give.

D168

**WHEN GOOD IS STICKIER THAN BAD: LINGERING FRAMING EFFECTS MAY DIFFER FOR LOSS VERSUS GAIN DOMAINS**Jehan Sparks<sup>1</sup>, Alison Ledgerwood<sup>1</sup><sup>1</sup>*University of California at Davis*

Considerable research has demonstrated the power of the current frame to shape decision making. Recent work suggests that some frames can stick: At least in the domain of losses, negative frames tend to stick in the mind and continue to influence judgments even in the face of an opposing frame. We extended this research to the gain domain to help better understand the dynamic nature of frames. After seeing information about a potential gain or loss framed in positive terms or negative terms, participants saw the same issue reframed in the opposing way. Study 1 showed that the tendency for negative frames to stick more than positive frames holds in the loss domain, but significantly reverses in the gain domain. Studies 2 and 3 investigate key moderators of this effect.

D169

**SUPPORT FOR THE UNDERDOG BRAND WHEN SAMPLING COMMERCIAL PRODUCTS: THE LIMITING EFFECTS OF MOTIVATION**Veronica Ramirez<sup>1</sup>, Nadav Goldschmied<sup>1</sup><sup>1</sup>*University of San Diego*

The tendency to support disadvantaged entities that lack resources to succeed (i.e., the underdog effect), has been demonstrated across several domains such as politics and sports. The present study extended the investigation into the realm of marketing by having individuals evaluate real products (in contrast to vignette only manipulations). Participants assessed two stain-color paint swaths supposedly representing underdog and favorite brands (in reality they were of the same kind). In study 1, participants liked more and perceived the underdog to be of better quality. In study 2, participants were ostensibly tested for visual acuity and then told that their acuity was either considerably below, or above the average (random assignment) before proceeding to evaluate the brands. We found that this manipulation eliminated the underdog effect (with no difference between low vs. high acuity participants). Thus when participants become motivated appraisers, they overcome their inherent preference for the underdog

D171

**SELF-DECEPTION IN A REVERSAL LEARNING TASK**Donal P. Cahill<sup>1</sup>, Joshua Greene<sup>1</sup><sup>1</sup>*Harvard University*

That we ultimately come to hold a rosier picture of reality than is objectively warranted is well documented (Alicke & Sedikides, 2009; Taylor & Brown, 1988; Williams & Gilovich, 2008). Here we tested whether such beliefs could be due to a biased weighting of positive versus negative evidence. We presented 330 participants with a reversal learning paradigm where each reversal entailed a mean increase or decrease in expected reward across actions. We found participants were more likely to treat outcomes as diagnostic of a reversal when that reversal promised an increase versus a decrease in future expected reward. A further control task showed that this bias was not due to risk preference.

D172

**THE RHYME IN REASONS: DESIRES AS RATIONAL EXPLANATIONS FOR HUMAN ACTION**Joanna Korman<sup>1</sup>, Bertram F. Malle<sup>1</sup><sup>1</sup>*Brown University*

For centuries, beliefs have been associated with "reason" and desires with "passion." We examined whether behaviors explained by beliefs are indeed seen as more rational than behaviors explained by desires. To test this hypothesis we created a series of seemingly irrational actions (e.g., "The grandmother began to bake bread because she knew the children would play with the oven"). An initial group of adult participants explained those actions, and their "restorative" explanations were coded for any cited beliefs and desires. A new group of participants provided, for each original action, (a) a first rating of the action's rationality and (b) an "updated" rating of the action's rationality in light of the restorative explanations. Explanations with only desires enhanced rationality more than explanations with only beliefs. This surprising result suggests that, when encountering human action, people search for an action-fitting desire and that beliefs serve a supporting role.

D173

**MONEY VALUATION: THE INTERACTION EFFECT OF REGULATORY FOCUS AND OWNERSHIP**Ga Young Lim<sup>1</sup>, Hye Bin Rim<sup>1</sup>, Young Woo Sohn<sup>1</sup><sup>1</sup>*Yonsei University*

The present study investigates how ownership of money (self vs. other) and predominant regulatory focus (promotion vs. prevention) influence money valuation. In study 1, participants answer regulatory focus questionnaires and value shown money. The result indicates that promotion-focused participants value money much higher than prevention-focused participants. In study 2, participants are randomly assigned to two ownership conditions (self vs. other ownership) and value shown money. In particular, we manipulate ownership of money by using photographic imagery taken from first- and third-person perspectives. The interaction effect of ownership and regulatory focus on money valuation was found. This result demonstrates that when participants perceive the money as their own, promotion-focused participants value money much higher than prevention-focused participants. On the contrary, when participants regard the money as others', promotion-focused participants value money much lower than prevention-focused participants. Implications, limitations, and suggestions for future studies are discussed.

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## Language

D174

### UNDERDOG VS. TOP-DOG: TESTING THE CONCEPTS UTILIZING THE SEMANTIC DIFFERENTIAL TECHNIQUE

Alaysia Brown<sup>1</sup><sup>1</sup>University of San Diego

Underdog entities are well-liked and supported (Goldschmied & Vandello, 2009) but how do they fare in comparison to their “arch nemeses,” the top-dogs? The current investigation employed the semantic differential technique (Osgood, Suci & Tannenbaum, 1957) utilizing a between-subjects design in which participants were asked to choose where their positions lie, on a scale between two bipolar adjectives (e.g., famous - obscure). This well-validated and extensively researched rating scale is designed to measure the connotative meaning of concepts. As predicted, the top-dog was rated superior to the underdog on aggregate measurements of evaluation and potency (e.g., large - small), however in regards to measurements of activity (e.g., motivated - aimless) both entities were found to be equal. In line with past research (Goldschmied & Vandello, 2012; Vandello, Goldschmied & Richards, 2007), the underdog was found to be associated with inexperience and disadvantage, as well as lack of financial resources.

D175

### INTRANASAL OXYTOCIN PREDICTS SOCIAL SALIENCE AS MEASURED BY LANGUAGE USE

Angela Carey<sup>1</sup>, Jay Patel<sup>2</sup>, Sarah Pressman<sup>3</sup>, Omri Gillath<sup>2</sup>, Matthias Mehl<sup>1</sup><sup>1</sup>University of Arizona, <sup>2</sup>University of Kansas, <sup>3</sup>University of California at Irvine

As a hormone implicated in pair-bonding, oxytocin has important implications for human attachment. Recent studies have pointed to the role of context for the behavioral effects of oxytocin. The present study examined whether attachment priming moderated the effect of oxytocin on social salience as measured through language use. In a double-blind, placebo-controlled design, participants (N = 91) received intranasal oxytocin or placebo spray and then engaged in an attachment prime or control writing task. Overall, oxytocin significantly predicted higher personal pronoun use, an implicit marker of social salience, in the attachment priming condition but not the control. Zooming in on personal pronoun types, there was a statistical trend for we-talk, a known linguistic marker of self-other overlap. These results provide preliminary evidence that oxytocin can affect attachment-related social cognition as reflected in language use.

D176

### INDIRECT REQUESTS AS THE STRATEGY FOR ASSESSING THEIR FRIEND'S RESPONSIVENESS

Makoto Hirakawa<sup>1</sup>, Hiroshi Shimizu<sup>1</sup><sup>1</sup>Hiroshima University

People often make requests indirectly, especially in collectivist culture; for example, saying “it is hot in here” to ask someone to open a window. Why do people make request indirectly? Our hypothesis is that people assess their friend's responsiveness by using indirect requests, because people interpret the acceptance of indirect request as voluntary helping behavior that indicate the responsiveness of their friend. We examined the motivation for assessing their friend's responsiveness increase the use of indirect request. A sample of 172 Japanese were recruited. Results generally showed that people motivated by assessing their friend's responsiveness tend to use indirect requests. Moreover, the relationship between the motivation for assessing their friend's responsiveness and the use of indirect request is diminished when people ask a favor from their close friend. This result may give

further support for our hypothesis, because in the case of close friend, the assessing of responsiveness already finished.

D177

### THE EFFECTS OF BILINGUALISM AND INDIVIDUAL DIFFERENCES ON EXECUTIVE HIRING DECISIONS

Serena Carr<sup>1</sup>, Kerry S. Kleyman<sup>1</sup><sup>1</sup>Metropolitan State University

According to the US Census Bureau, of the 60.6 million people who spoke a language other than English at home in 2011, almost two-thirds (37.6 million) spoke Spanish. Monolingualism versus bilingualism has become a topic of interest within the United States. The purpose of the current study was to investigate the effects of bilingualism and the role of individual differences on hiring decisions. Openness, along with the Need for Cognition (NFC), was used to determine individual differences. Three conditions represented monolingualism, relevant bilingualism (e.g. Mandarin), and irrelevant bilingualism (e.g. Russian). Results indicate that there is a strong prevalence for management to be fluent in multiple languages, and more specifically, to be fluent in “relevant” languages (e.g. Spanish, Mandarin, etc.). More-so, the results indicated that those who are higher in Openness, and lower in NFC, are more likely to hire bilinguals. The results support the push for continued bilingualism in education.

D178

### DEVELOPMENT AND VALIDATION OF THE LINGUISTIC CATEGORY MODEL IN A COMPUTERIZED TEXT ANALYSIS METHOD

Yi-Tai Seih<sup>1</sup>, Susanne Beier<sup>2</sup>, James W. Pennebaker<sup>3</sup><sup>1</sup>National Taiwan University, <sup>2</sup>Heidelberg University, Department of Psychology, <sup>3</sup>University of Texas at Austin

The Linguistic Category Model (LCM) was developed to analyze quantitative aspects of interpersonal language use. The purpose of this research was to develop an LCM dictionary for a computerized text analysis program and to validate this dictionary with published data sets and an experimental study. In Study 1, the LCM dictionary was developed and correlated with three data sets that have employed the LCM coding schemes. In Study 2, the LCM dictionary was tested in two writing tasks. One task was first-person-oriented (concrete), and the other one was third-person-oriented (abstract). With writing samples from 1,793 undergraduate students, the LCM dictionary was used to examine levels of language abstraction between these two writing tasks. Results indicated that people used more concrete language in the first-person oriented task and more abstract language in the third-person oriented task. These findings are consistent with previous research about imagery perspectives and language abstraction.

D179

### THE QUALITY OF THE SOCIAL INTERACTIONS IN SPANISH-ENGLISH BILINGUALS' LANGUAGE DEVELOPMENT

Nairán Ramírez-Esparza<sup>1</sup>, Adrian García-Sierra<sup>1</sup>, Patricia K. Kuhl<sup>2</sup><sup>1</sup>University of Connecticut, <sup>2</sup>University of Washington

The goal of this investigation was to replicate previous findings in monolinguals with a sample of Spanish-English bilingual infants (N=25, 11 and 14 months-old). We investigated relationships between both the style of parental speech and the social context on later speech development. The social interaction was assessed using digital recordings of the infants' auditory environment. Each social context was tested overall (i.e., without regard to the specific language spoken by adults), and independently for each of the languages spoken by adults. We replicate the previous findings from the monolinguals: “baby talk” in a one-on-one context was associated with language development. Furthermore, significant correlations are specific to language. The amount of “baby talk”-1:1 in English correlated with English word production, but not with Spanish; the amount of “baby talk”-1:1 in Spanish correlated with

Spanish word production, but not with English. This study has important implications for bilingual language development.

**D181**

**EXPLORING THE STRUCTURE OF NARRATIVE**

Kate Blackburn<sup>1</sup>, James Pennebaker<sup>1</sup>, Nora Kipnis<sup>2</sup>

<sup>1</sup>University of Texas at Austin, <sup>2</sup>Oberlin College

Every day, we construct and share narratives that help us communicate and make sense of the world. Surprisingly little is known about the building blocks of narratives. For the first time, the advent of computerized text analysis methods can help us identify the linguistic structure of a wide array of stories. Over 100,000 narratives from 13 corpora (e.g., novels, speeches, speed dates, blog posts) were split into 5 equal sized parts and analyzed to investigate their linguistic dimensions. Using simple word count analyses of function and emotion words, we identified linguistic fingerprints that revealed four common narrative dimensions that were shared across diverse narrative texts: Personal Engagement, Cognitive Processing, Common Ground, and Emotional Change.

**D182**

**LATENT SEMANTIC SIMILARITY IN INITIAL, UNSTRUCTURED DYADIC INTERACTIONS: THE WORDS ARE ALL YOU NEED**

Vivian P. Ta<sup>1</sup>

<sup>1</sup>University of Texas at Arlington

The present study investigated an index of semantic similarity, Latent Semantic Similarity (LSS), to examine its role in initial, unstructured same-sex dyadic interactions. Transcripts of the interactions were used to compute LSS indices for each dyad, which were then correlated with various dyad-level behaviors (e.g., mutual gaze, nonverbal acknowledgements) and dyad-level perceptions of their interaction (e.g., how smooth they thought they interaction was, how much they understood their partner). Results suggest that LSS develops out of highly involving interactions in which a lot of verbal information is exchanged between mutually attentive and acknowledging partners. Additional behavioral measures (e.g., number of questions asked) and post interaction measures (e.g., how much they liked their partner) were also correlated with LSS, further supporting this finding. Multiple regression analyses demonstrated that the amount of talking was the only unique and essential predictor of LSS that dyad members achieve in initial, unstructured interactions.

**D183**

**LANGUAGE AND VALUES: UNDERSTANDING HUMAN VALUES WITH LANGUAGE AND LANGUAGE CATEGORIES**

Ryan L. Boyd<sup>1</sup>, James W. Pennebaker<sup>1</sup>, Steven Wilson<sup>2</sup>, Rada Mihalcea<sup>2</sup>

<sup>1</sup>The University of Texas at Austin, <sup>2</sup>University of Michigan Ann Arbor

A person's set of values provide them with a decision-making framework that directly influences behavior, which should include the use of language. A corpus of "stream of consciousness" writing samples was collected from a set of participants (N = 4108) who also reported their core values by completing widely-used and psychometrically validated personal values inventories. Using the meaning extraction method (Chung & Pennebaker, 2008) and a content coding approach, we examined the relationship between a person's core value systems and their spontaneous, ongoing thought processes. Results suggest that the language of a person's online thought processes prove to be predictive of the multiple core values that they possess. Generally speaking, themes implicit to the stream of consciousness appear to show the strongest relationship with people's values. Automated text analysis methods and the current results show promise for a better understanding of human values on a large scale.

**D184**

**ALIEN, ILLEGAL, UNDOCUMENTED: IMMIGRATION AND SOCIAL LABELING**

David A. Caicedo<sup>1</sup>

<sup>1</sup>CUNY Graduate Center

While previous work on language priming investigated the influence of labeling on ingroup versus outgroup social categorization, this experimental questionnaire study utilized the two labels typically referencing unauthorized immigrants in the United States, 'illegal' and 'undocumented', in determining support for, or against, this population amongst urban versus suburban community college students. Results demonstrate that both sets of students were significantly different in their attitudes concerning immigrants and immigration. Furthermore, urban community college students disagreed more with the current state of immigration policy compared to suburban students, but both groups tended to be in strong agreement in the 'undocumented' condition, compared to the 'illegal' condition. Community college students, like all adults, are exposed to labels referencing social groups on a daily basis. However, this study highlighted the influence that words such as 'illegal' and 'undocumented' have on support for, or against, policies that directly impact immigrant students and their families.

**Law**

**D185**

**PRETRIAL PUBLICITY AND ITS BIASING EFFECTS: A NEW METHOD FOR INVESTIGATING THE EFFECTIVENESS OF VOIR DIRE AS A REMEDY**

Kristen I. Capuzzo<sup>1</sup>

<sup>1</sup>University of Houston at Downtown

This research focused on methodological validity in an examination of voir dire's effectiveness as a remedy for bias initiated by prejudicial pretrial publicity (PTP). Study 1 used an actual criminal case that had been extensively publicized, locally and nationally, in a simulation of jury selection under two conditions (judge-only voir dire, judge plus attorney voir dire). Study 2 manipulated exposure to PTP (PTP, no PTP) over time, as well as voir dire type, in a fictional case. In both studies, a panel of attorneys selected juries of twelve from the participant pool via a process similar to a real criminal trial. Study 1 demonstrated that judge plus attorney-conducted voir dire, but not judge-only voir dire, is an effective remedy against bias ostensibly gained through natural exposure to PTP. In Study 2, both types of voir dire appeared to remedy potential bias resulting from PTP. Ramifications of these results are discussed.

**D186**

**DO INTERNAL ATTRIBUTIONS ABOUT EYEWITNESS INCONSISTENCIES CAUSE JURORS TO DISREGARD THEIR ENTIRE TESTIMONY?**

Benjamin A. Fay<sup>1</sup>, Asia Eaton<sup>1</sup>, Ronald Fisher<sup>1</sup>

<sup>1</sup>Florida International University

We experimentally tested whether making internal attributions about an inconsistent eyewitness causes participants to disregard the eyewitness' entire testimony. Participants (N = 184) read the testimony of an eyewitness who made inconsistent statements under cross-examination. To manipulate attributions about the eyewitness, participants were first told the eyewitness had a history of inconsistencies outside the courtroom or that he did not. Those who read that he had a history of inconsistency were more likely to say his inconsistency on the stand was due to internal factors compared to those who read that he was typically consistent or that he had a history of being late for work. Higher ratings of internal attributions predicted lower ratings of the eyewitness' reliability. Finally, lower ratings of the eyewitness' reliability predicted less

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confidence in defendant's guilt if the eyewitness testified for the prosecution and more confidence in guilt if the eyewitness testified for the defense.

**D187**  
**THE INFLUENCE OF ATTRIBUTIONAL FOCUS AND PAST HISTORY ON ASSESSING LIABILITY**

Ashley M. Votruba<sup>1</sup>, Michael J. Saks<sup>2</sup>, Virginia S.Y. Kwan<sup>1</sup>  
<sup>1</sup>Arizona State University, <sup>2</sup>Sandra Day O'Connor College of Law

Previous research shows that Americans tend to make dispositional attributions. This research examine whether (a) this dispositional focus has implications for legal decisionmaking and (b) if situational cues can shift the focus from the person to the situation. Specifically, we used a medical malpractice scenario to examine how mock jurors assess perceived negligence, causation, and liability in both a control condition—where they are likely to make dispositional attributions—and a condition in which participants are primed to focus on situational factors. The study also manipulated whether the mock jurors were told there was or was not a history of medical malpractice. Findings from 314 participants suggest attributional focus and past history interact to affect assessments of causation. Participants primed with an external focus were less influenced by information about past history than control participants. These findings could have important legal and policy implications for juror decisionmaking.

**D188**  
**THE INFLUENCE OF GENDER SALIENCE AND DEFENDANT GENDER ON PERCEPTIONS OF GUILT AS A FUNCTION OF JUROR SEXISM**

Blair K. Ford<sup>1</sup>, Jessica J. Good<sup>1</sup>  
<sup>1</sup>Davidson College

Sommers and Ellsworth (2001) suggest that racial salience (the heightening of racial issues) reduces white juror bias against black defendants. The present study expands this research to evaluate whether gender salience (the amplifying of gender issues) has a similar effect, whether this effect is the same for male and female defendants, and whether participants' sexist attitudes moderate this effect. In a 2 (gender salience) x 2 (defendant gender) x 2 (participant gender) between-subjects design (N = 270), participants completed the Ambivalent Sexism Inventory (ASI; Glick & Fiske, 1996), acted as a juror while reading a fictional trial transcript, and assessed defendant guilt. Results suggest that female jurors attributed more guilt to female defendants when defendant gender was highlighted than when it was not highlighted. Additionally, only hostile sexism (not benevolent sexism) predicted guilt assessments for male defendants in the gender salient condition. Implications of the current research are discussed.

**D189**  
**MY GENES MADE ME DO IT!: THE INFLUENCE OF GENETIC ATTRIBUTION ON LEGAL DECISION MAKING**

Crystal S.J. Byun<sup>1</sup>, Benjamin Y. Cheung<sup>1</sup>, Steven J. Heine<sup>1</sup>  
<sup>1</sup>University of British Columbia

Previous research has shown that genetic explanations of criminal behavior mitigate perceptions of culpability. The current study investigated how different causes of a criminal act (genetic vs. environmental) can influence attributions about the cause, perceptions of the criminal, and decisions within a legal context. Participants were asked to read a made-up police report describing either a murder case or an assault case. In each vignette, a genetic, environmental or no explanation for the crime was given. Participants then indicated their perceptions about the defendant, the cause of his behavior, and the appropriate criminal defense for him. Irrespective of the severity of the crime, the genetic explanation was deemed more internal but not more stable, and it resulted in reduced perceived control and intention while increased likelihood of perceived recidivism. In addition, Insanity and diminished

capacity defenses were seen more appropriate when the genetic cause of the criminal behavior was presented.

**D190**  
**WRONG OR MERELY PROHIBITED: DIFFERENT TREATMENT OF STRICT LIABILITY CRIMES**

Carly Giffin<sup>1</sup>, Tania Lombrozo<sup>1</sup>  
<sup>1</sup>University of California at Berkeley

Most crimes in America require that the defendant have "mens rea," Latin for "guilty mind." However, mens rea is not legally relevant for strict liability crimes, such as speeding or statutory rape, for which someone is guilty even if deceived about her speed or the age of a sexual partner. In four experiments conducted on Amazon Mechanical Turk (N = 1,552), we show that laypeople's moral judgments reflect this legal distinction, with an attenuated role for mental states when judging strict liability crimes. We propose that the legal distinction of malum prohibitum (wrong as prohibited) versus malum in se (wrong in itself) can partially explain these findings: we find that for strict liability crimes, ratings for moral censure and punishment are significantly influenced by having violated a prohibition, even when harm is kept constant; for "mens rea" crimes, judgments are more closely related to assessment of harm and intrinsic wrongdoing.

**D192**  
**WHEN PERSONALITY SHAPES THE LAW**

Matthew E.K. Hall<sup>1</sup>  
<sup>1</sup>University of Notre Dame

An extensive literature has established that individuals vary considerably across a range of relatively stable personality traits, and these traits influence behavior across numerous contexts. Recently, political scientists have applied these insights to the study of both mass and elite political behavior. The current study extends this research agenda to decision making on the U.S. Supreme Court. Utilizing an automated textual analysis program, I create scores on the Big Five personality traits for every Supreme Court justice serving in the last seven decades. I then test the relationship between these personality traits and various aspects of judicial decision making. I find that personality traits are associated with ideological voting, vote-switching, and the decision to author a separate opinion. These findings suggest that personality influences outcomes at the highest level of the legal system.

**D193**  
**JUROR DECISION-MAKING AND THE ULTIMATE ATTRIBUTION ERROR**

Susan Yamamoto<sup>1</sup>, Evelyn Maeder<sup>1</sup>  
<sup>1</sup>Carleton University

The purpose of this study was to investigate whether Black and White mock jurors would commit an ultimate attribution error in a necessity defense case. Participants (N = 42), recruited via Amazon's Mechanical Turk, read a fictional trial involving an allegation of looting. We conducted separate 2 (defendant race) x 2 (juror race) analyses of variance using continuous verdict, locus of control, and endorsement of negative stereotypes as dependent variables. Results did not support the hypothesis that jurors would give harsher verdicts and use dispositional attributions for other-raced defendants. However, we observed a main effect of defendant race, such that participants endorsed more negative stereotypes for the Black defendant. Results also revealed that jurors were more certain of the Black defendant's guilt. This study adds to the body of research demonstrating the consequences of racial bias in court, to the aim of ensuring a fair trial for the defendant.

## Lifespan Development

D194

### A LONGITUDINAL STUDY OF POSITIVE ILLUSIONS IN THE ACADEMIC CONTEXT: DOES ETHNICITY MATTER?

Joanne M. Chung<sup>1</sup>, Roberta A. Schriber<sup>1</sup>, Richard W. Robins<sup>1</sup><sup>1</sup>University of California at Davis

The present research examined ethnic variability in academic self-enhancement in a sample of Asian American, European American, and Latino students (N = 264) followed longitudinally throughout college. Social comparison and self-insight approaches were used to assess the degree to which students self-enhanced in their self-perceptions of academic ability, with SAT scores, high school GPA, and college GPA used as criteria. Findings showed that: (a) self-enhancement increased over time, (b) compared to Latinos, European Americans and Asian Americans exhibited higher self-enhancement via better-than-average ratings but lower self-enhancement via discrepancies between expected and actual grades, (c) self-enhancement was linked to positive psychological and educational outcomes, and (d) ethnicity generally did not moderate the effect of self-enhancement on these outcomes. Discussion focuses on how these findings inform debate on the ubiquity vs. cultural specificity of self-enhancement, and the degree to which self-enhancement is adaptive vs. maladaptive in the academic context.

D195

### TIME FLIES WHEN WATCHING NEGATIVE FACES: EMOTIONS COLOR TIME PERCEPTION IN OLDER ADULTS OPPOSITELY

Tingting Liu<sup>1</sup>, Cai Xing<sup>1</sup>, Xin Zhang<sup>2</sup>, Helene H Fung<sup>3</sup>, Miao-miao Yang<sup>1</sup><sup>1</sup>Renmin University of China, <sup>2</sup>Peking University, <sup>3</sup>Chinese University of Hong Kong

Emotions color people's time perception according to recent studies in younger adults and children. However, older adults, who cognitively process positive stimuli to a greater extent than negative and neutral stimuli (Carstensen & Mikels, 2005), had been neglected in most empirical studies examining the role of emotion played in time perception. Using a temporal bisection task, the present study investigated age differences (Nolder=21, Nyounger=21) in time perception with negative (sad and angry), positive (happy) and neutral facial expressions as stimuli. A significant age by emotion interaction in time perception emerged, such that older adults perceived the presentation durations of positive stimuli longer than negative stimuli; whereas the reversed pattern was observed in younger adults. The present findings could be interpreted by the internal clock model and the "positivity effect" in older adults' cognitive and affective processes.

D196

### UNDERSTANDING HOW THE EXPERIENCE OF EARLY ADULTHOOD UNFOLDS: AN EMPIRICAL EXAMINATION OF IDENTITY EXPLORATION AND OTHER CORE DIMENSIONS

Anthony Hermann<sup>1</sup>, Hayley Skulborstad<sup>2</sup><sup>1</sup>Bradley University, <sup>2</sup>Miami University of Ohio

Although the theory of emerging adulthood (EA; Arnett, 2004) has become highly influential, relatively little research has empirically examined the dimensions that make this transitional period distinct or the individual differences that predict the degree to which this period is experienced as transitional. The current study examined predictors of Arnett's five dimensions of EA (identity exploration, feeling in-between, self-orientedness, negativity/instability, and experimentation), plus an additional exploratory dimension, other-orientedness, in a single national sample of 1052 18-30 year-olds. Results indicated that age predicted all six dimensions and the pattern was consistent with an 18-23 timeframe for EA. In addition, perceptions of others regard (and not self-esteem) moderated the relationship between age and the key dimension of identity

exploration. Findings suggest support for Arnett's theory, but also that interpersonal factors are more influential than intrapsychic in prompting identity exploration during EA.

D197

### FACING DECLINING HEALTH IN LATE LIFE: THE REWARDS OF REALISM

Judith G. Chipperfield<sup>1</sup>, Jeremy M. Hamm<sup>1</sup>, Raymond P. Perry<sup>1</sup>, Frieder R. Lang<sup>2</sup>, Stefan T. Kamin<sup>2</sup>, Joelle C. Ruthig<sup>3</sup><sup>1</sup>University of Manitoba, <sup>2</sup>Universität Erlangen-Nürnberg, <sup>3</sup>University of North Dakota

The debilitating effects of declining health in old age can trigger a loss of functioning that is critical to independence and quality of life. Our study examined whether projections about future health (optimistic vs. realistic) protect against the impact of failing health on functional status when controlling for age, gender, and severity of chronic conditions in a representative sample of very old adults (n = 118). Simple-slope regression analyses suggest there is a "dark side" to being overly optimistic when facing health declines: For optimistic older adults, declining health (increased hospital admissions over a 6-year period) predicted significantly lower functional status seven years later (b = -2.21, p = .021). Conversely, for realistic older adults, the effect of declining health on functional status seven years later was reversed (b = 1.29, p = .074). This suggests that realism in health expectations can buffer the negative effects of declining health in late life.

D198

### SELF-MOTIVATED WORK PROMOTES POSITIVE WORKER IDENTITY AND LIFE SATISFACTION IN THE ELDERLY

Jun Nakahara<sup>1</sup>, Shoko Yasuda<sup>2</sup><sup>1</sup>Tokyo Woman's Christian University, <sup>2</sup>Doshisha University

The activity theory of aging (AT) proposes that self-motivated work may boost life satisfaction for the elderly by fostering a positive worker identity. We tested this hypothesis in Japan's Silver Human Resource Center, which provides work opportunities (JSC work) to the elderly. A longitudinal survey was administered to elderly participants over 59 years of age (n = 210) at three time points over the course of a year and four months. A modeling analysis of cross-lagged effects showed that a high frequency of JSC work promoted positive worker identity and lead to increased life satisfaction. The reverse causal relationship, that life satisfaction would promote positive worker identity and JSC work, was not significant. Additionally, bootstrap mediation analysis demonstrated a significant indirect effect of JSC work and worker identity on life satisfaction. This study contributes strong empirical evidence in support of AT.

D199

### WHY SHOULD I BE GRATEFUL? CRITICAL CONSIDERATIONS OF GRATITUDE FOR OLDER ADULTS

Lindsay H. Ryan<sup>1</sup>, Nicky J. Newton<sup>1</sup>, Onawa LaBelle<sup>1</sup>, Emily Gach<sup>1</sup>, Nicole Y. Chen<sup>1</sup><sup>1</sup>University of Michigan

Although gratitude has been associated with prosocial behavior and health outcomes, little research has examined the ways in which older individuals experience gratitude. As part of a larger project on gratitude in older adults, we conducted three focus groups: age groups 60s, 70s, and 80s (N = 11 in each group). A measure of gratitude (GQ-6; McCullough et al., 2002) was given to the participants, and responses to open-ended questions concerning gratitude, including two situations in which gratitude might be elicited, were content coded by a trained team of researchers. Two particularly relevant themes emerged: Unwanted Help (e.g., participants expressed resultant resentment and/or resigned acceptance for unneeded, unexpected, or unwanted help); and Future Time Perspective (e.g., participants appreciated spring flowers when realizing the limited number of springs they had left)

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. These themes will be developed into future measures assessing gratitude in older adults.

**D200****BIRDS OF A FEATHER FLOCK (AND THINK) TOGETHER: PEOPLE ACCURATELY JUDGE ATTITUDE SIMILARITY BASED ON SIMILARITIES IN APPEARANCE**

**Christian Jordan<sup>1</sup>, Miranda Giacomini<sup>1</sup>, Anne Wilson<sup>1</sup>, Sean Mackinnon<sup>2</sup>**  
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Individuals are attracted to others who share their attitudes but little is known about how people perceive whether their attitudes are similar. In two studies (N=101), we examined whether people could accurately perceive attitude similarity from physical appearance. Target participants were photographed and reported their attitudes toward a variety of topics. Perceivers then reported their own attitudes toward the same topics and judged how much they thought each target might share those attitudes. Not only were these judgments accurate, but the physical similarity between perceivers and targets was a valid cue for judgments. Thus, people who look similar seem to share similar attitudes. Moreover, perceivers can detect who shares their beliefs from photos, even when controlling for gender, ethnicity, clothing and hairstyles. These results modify pre-existing theories about friends and spouses converging in appearance over time to demonstrate that physical similarity might lead people with common beliefs to come together.

**D201****FEELING IN SYNC: RAPPORT EXPERIENCES IN YOUNGER AND OLDER ADULT DYADIC INTERACTIONS**

**Ishabel M. Vicaria<sup>1</sup>, Derek M. Isaacowitz<sup>1</sup>**  
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In the present study, young (N=45; M=19.75, ages 18-24) and older (N=45; M=71.09, ages 61-85) adult females participated in a cooperative dyadic activity (Bernieri et al. 1994), with the goal of measuring the development of rapport in different types of age-matched dyads: two young adults, two older adults, and one young adult with an older adult. Participants rated their interaction experience, and a composite rapport variable was computed from an 18 item questionnaire that measures the three dimensions of rapport: positivity, mutual attention, and coordination (Tickle-Degnen & Rosenthal, 1990). A 2x2 ANOVA revealed effects of both participant age and partner age: older adults rated experiencing higher rapport than younger adults ( $F(1,86)=12.19, p=.001$ ), and participants rated having higher rapport when their partner was young ( $F(1,86)=4.45, p=.038$ ). These findings help illustrate how people establish and maintain relationships across the lifespan, between social partners of similar and of different age groups.

**D202****OLDER ADULTS ARE AS PROSOCIAL AS YOUNGER ADULTS**

**Sarah Raposo<sup>1</sup>, Laura L. Carstensen<sup>1</sup>**  
*<sup>1</sup>Stanford University*

Older adults are often stereotyped as curmudgeonly, frail, and dependent, and are more often characterized as targets of help, rather than as helpers. One study examined age differences (n=56) in two forms of prosocial behavior when the opportunity to help is held constant: Namely, allocating a hypothetical windfall (self-reported) and the ability to help (observed). Older adults allocated more money to others ( $t(51)=3.09, p=.003$ ) as compared to younger adults. An age(2; between) x category(3; within) interaction ( $F(2, 102)=3.15, p = .05$ ) and follow-up analyses demonstrated that, specifically, older adults allocated more money to charity ( $t(51) = 2.88, p = .006$ ) as compared to younger adults. Additionally, older adults offered as much help as younger people to someone in need ( $t(45)=0.90, p=.81$ ). Results suggest that older adults are as prosocial as younger adults when they have equal opportunities to help and suggest that the operational definition of prosocial behavior is important when considering age differences.

**D203****DOES SOCIAL SUPPORT FROM OLDER PARENTS TOWARD THEIR CHILDREN BOOST PARENTAL IDENTITIES?: A LONGITUDINAL INVESTIGATION.**

**Aya Toyoshima<sup>1</sup>, Jun Nakahara<sup>2</sup>, Shinichi Sato<sup>1</sup>**

*<sup>1</sup>Osaka University, <sup>2</sup>Tokyo Woman's Christian University*

Social support promotes older adults' subjective well-being by boosting positive identities as indicated by the symbolic interaction theory. The current study hypothesized that parental identities should be enhanced among older adults when providing social support for their children as compared to receiving support. This is because providing support better fits their parental roles. We conducted a longitudinal survey of older adults (>60 years). Participants were assessed 3 times over two years. The final sample consisted of 344 people. We examined the effect of social supports on the trajectory of parental identities. Receiving support and providing support were significantly associated with the intercept of parental identity ( $B = .16, .42$ ), and the "providing support" coefficient was higher than it compared with "receiving support" ( $Z = 2.66, p < .05$ ). These results suggest that providing support to children is associated with enhanced subjective well-being due to corresponding influence with parental roles.

**Mental Health/Well-Being****D204****DATE RAPE: HOW VICTIM DEPRESSION STATUS AFFECTS PERCEPTIONS OF RAPE AVOIDABILITY**

**Evan McCracken<sup>1</sup>, Tyler Plogher<sup>1</sup>, Margaret C. Stevenson<sup>1</sup>**  
*<sup>1</sup>University of Evansville*

Major depressive disorder has a lifetime prevalence of 16.5% (Kessler et al., 2005), and depressed individuals bear a strong, negative stigma (Cook & Wang, 2010) with the potential to influence the judgments of jurors. Yet, no research to date has examined the extent to which major depressive disorder predicts perceptions of rape victim blameworthiness. We experimentally manipulated victim depression in the context of an alleged rape. We expected that participants would blame a depressed victim less than a non-depressed victim and that this effect would be mediated by the belief that the non-depressed victim could have avoided the rape more easily than the depressed victim. In support, participants were more likely to blame the non-depressed victim,  $F(1, 148) = 4.58, p < .03$ , an effect significantly mediated by the belief that the rape was avoidable,  $b = -.05, t(148) = -.95, p = .34$ .

**D205****X GOOD THINGS IN LIFE: PROCESSING FLUENCY EFFECTS IN THE "THREE GOOD THINGS IN LIFE" EXERCISE**

**Štěpán Bahnik<sup>1</sup>, Marek Vranka<sup>2</sup>, Jana Dlouhá<sup>3</sup>**

*<sup>1</sup>University of Würzburg, <sup>2</sup>Charles University in Prague, <sup>3</sup>*

The present study applied knowledge from processing fluency literature to the Three good things in life exercise that was previously shown to increase happiness (Seligman et al., 2005). Participants were randomly assigned to write 1 to 10 good things that happened to them during the day in the course of two weeks. We measured satisfaction with life, positive and negative affect at four times - before the exercise, immediately, 1 and 6 weeks after the exercise. Based on a study by O'Brien (2013) we hypothesized that higher number of good events to be recalled each day may lead to feeling of processing disfluency during the recollection, which may in turn lead to more negative perception of life. However, we found no effect of the number of good events participants wrote each day. Furthermore, life satisfaction did not increase after the two weeks of the exercise.



D206

**THE IPAD PROBLEM: THE EFFECTS OF EXPERIENTIAL PRODUCTS ON WELL-BEING**Darwin A. Guevarra<sup>1</sup>, Ryan T Howell<sup>2</sup><sup>1</sup>University of Michigan, <sup>2</sup>San Francisco State University

Life experiences lead to more happiness than material items. However, the benefits of "material possessions that afford new life experiences" (Van Boven & Gilovich, 2003, p. 1201) remain unexplored. Three studies (N = 979) examine the differences in well-being and psychological need satisfaction that result from: material items, experiential products, and life experiences. Study 1 and Study 2 demonstrated that experiential products provide more happiness than material items and similar levels of happiness as life experiences. Study 3 showed that (a) experiential products, compared to material items, lead to more psychological need satisfaction (resulting in greater well-being), and (b) experiential products, compared to life experiences, lead to increased competence and decreased feelings of relatedness, which explains why these two purchases result in the same well-being. Thus, we add to several recent findings demonstrating that the experience recommendation is, as it stands, too simplistic.

D207

**THE EXPERIENTIAL ADVANTAGE DEPENDS ON PERSONALITY FACTORS: MATERIAL BUYERS DO NOT ENJOY THE EMOTIONAL BENEFITS OF EXPERIENTIAL PURCHASES**Jia Wei Zhang<sup>1</sup>, Ryan T Howell<sup>2</sup><sup>1</sup>University of California Berkeley, <sup>2</sup>San Francisco State University

The experience recommendation (i.e., to be happier, buy life experiences instead of material items) has been well supported by research. Nevertheless, an open question still remains: do personality characteristics moderate this effect? Our goal was to determine (in three studies, N = 674) if the happiness gained from experiential purchases varies for individuals with different chronic buying tendencies. Study 1 demonstrated that material buyers, unlike experiential buyers, report equivalent happiness from experiential and material purchases. Studies 2 and 3 replicated these results and mediated moderation models showed that for material buyers, experiential purchases lead to equivalent happiness as material purchases because their life experiences are not more expressive of their true selves. We discuss if there is reason to believe that these results are explained by material buyers' consumption being distinctively congruent, a pattern in which behavior matches personality, but personality is atypical or non-normative, leading to reduced well-being.

D208

**SHOCKING NEWS: BEING ALONE WITH YOUR THOUGHTS IS AUTHENTIC AND DESIRABLE WHEN AUTONOMOUSLY MOTIVATED**James N Masciale<sup>1</sup>, Peter A Caprariello<sup>2</sup><sup>1</sup>Connected Psychology, LLC, <sup>2</sup>Stony Brook University

Prior work suggests that shared experiences make people happier than solitary experiences. However, the degree to which the motivational context of solitary experiences modulates this effect has yet to be determined. Furthermore, prior research on experiences has focused exclusively on hedonic benefits (e.g., dimensions of pleasure and pain), at the expense of eudaemonic benefits, such as feelings of authenticity, which are important outcomes of solitude. Across three studies (N = 907), autonomous solitary experiences increased authenticity relative to non-autonomous solitude, at levels equivalent to those of shared experiences. Drawing participants' attention to the stigma of singlism, relative to a neutral prime, reduced the benefits of autonomy on authenticity during solitary experiences. Finally, individuals high in extraversion were buffered from the deleterious

effects of low autonomy during solitary experiences on authenticity. These results converge on the conclusion that personal eudaemonic benefits may be obtained by choosing to spend time alone.

D209

**UNDERSTANDING THE SOCIAL AND EMOTIONAL CORRELATES OF PHYSICAL CHALLENGES REPORTED BY OLDER AMERICANS OVER AGE 64: A RETROSPECTIVE ANALYSIS**Trisha M. Kivisalu<sup>1</sup>, Merle L. Canfield<sup>1</sup>, Joy E. Canfield<sup>2</sup><sup>1</sup>Alliant International University, <sup>2</sup>Private Practice

In California, older Americans over age 64 make up 13.7% of the population. The Administration on Aging predicts by 2030 there will be 72.1 million older Americans representing 19% of the U.S. population. Understanding social and emotional risk factors related to mental health concerns for older Americans are imperative for psychologists and allied mental health practitioners. This study investigates risk factors that may impact higher reported rates of medical illness. A retrospective analysis was conducted on data collected in the midwest and California using a convenience sample of 391 respondents. The Life Sphere Questionnaire was employed to assess respondent's depression, psychological distress, quality of life in addition to physical and mental health concerns. Structural Equation Modeling indicates four factors significantly related to reported physical challenges. These findings support the need for interventions and services aimed to support the mental and physical health needs of older Americans.

D210

**CRITICAL PERIODS FOR TRAUMA ON COGNITIVE FUNCTION: RELATION TO RUMINATION**Jesse W. Howell<sup>1</sup>, Robert Gabrys<sup>1</sup><sup>1</sup>Carleton University

Early life trauma can have a profound effect on cognitive functioning, which may manifest in the form of perseverative response styles, such as rumination, and increase the risk for psychopathology years later. Although traumatic events experienced at any age are likely to influence cognitive functioning, it might be the case that certain developmental periods are more sensitive than others. Accordingly, we found that, among university students (N = 171), the frequency of traumatic events experienced specifically during adolescence, but not at an earlier or later age, was associated with impaired cognitive performance (as reflected by more perseverative errors on the Wisconsin card sorting task), and that this cognitive impairment was an indirect link to increased rumination. These data suggest that adolescence may be a particularly sensitive period for the development of stressor-related perseverative response styles, which can ultimately manifest as rumination and dispose individuals to a depressive-like state.

D211

**BUYING HAPPINESS: DO PEOPLE KNOW HOW TO SPEND THEIR MONEY IN ORDER TO BE HAPPY?**Eric B. Nestingen<sup>1</sup>, Ryan T. Howell<sup>1</sup><sup>1</sup>San Francisco State University

People make mistakes when trying to forecast their happiness. However, little is known about how people think they should spend their money in order to increase their happiness. To understand how people feel they should spend their money to improve their well-being we had participants (N = 308) complete two income allocation tasks. First, participants reported the percentage of their income spent on essentials, savings and investments, material purchases, experiential purchases, and charitable donations. Next, participants reported how they should allocate their income in order to have "the happiest possible life." Overall, participants reported they would be happier if they could spend less money on essentials while also increasing their savings, experiential purchases, and charitable donations. These results are consistent with previous

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research and demonstrate that people may accurately forecast how they should spend their money.

**D212**  
**CAN NATURE REDUCE MATERIALISTIC ORIENTATIONS WHILE INCREASING WELL-BEING?**

Raelyne L. Dopko<sup>1</sup>, John M. Zelenski<sup>1</sup>  
<sup>1</sup>*Carleton University*

A myriad of studies have demonstrated that nature exposure is beneficial for physical, psychological, and social well-being. The present study extended this research by examining if nature can decrease materialistic spending on hypothetical luxury items and increase intrinsic goals (affiliation). Participants ( $N = 49$ ) were randomly assigned to walk outdoors along a river near campus with mindfulness instruction or walk indoors through the campus tunnels. The participants who walked outdoors felt more connected to nature, relaxed, and content compared to those who walked indoors. Participants in the nature condition also rated affiliation goals as more important and were less willing to spend money on some luxury items (both marginally significant). This study suggests nature may be able to decrease materialism and subsequently offer another way to increase our happiness. Additionally, if people buy less, we may be able to conserve resources for the health of our planet.

**D213**  
**"I AM NOT A QUEER": SEXUAL ORIENTATION AND LEVEL OF DISCLOSURE MODERATE THE RELATIONSHIP BETWEEN HETEROSEXUAL SELF-PRESENTATION MASCULINE NORM AND WELL-BEING AMONG CHINESE MEN IN HONG KONG**

Nelson C. Y. Yeung<sup>1</sup>, Winnie W. S. Mak<sup>2</sup>, Louis K. L. Cheung<sup>2</sup>  
<sup>1</sup>*University of Houston*, <sup>2</sup>*The Chinese University of Hong Kong*

Men are generally expected to behave according to their masculine prototype so that they are not perceived as being queer. We conducted a cross-sectional survey among 716 Hong Kong Chinese men to examine the association between endorsement of heterosexual self-presentation masculine norm and well-being, with sexual orientation and disclosure about non-heterosexual orientation as the potential moderators. Results from hierarchical regressions showed that heterosexual self-presentation masculine norm was associated with poorer psychological well-being only among non-heterosexual men, but not heterosexual men. In a subgroup of gay and bisexual men, we also found that heterosexual self-presentation masculine norm was associated with lower life satisfaction only among those with lower levels of disclosure about their non-heterosexual orientation, but not those with higher levels of disclosure. Findings shed light on how researchers and counselors can understand Chinese non-heterosexual men's well-being through their endorsement of masculine norm and disclosure about their sexual orientation.

**D214**  
**UNEQUALLY DISTRIBUTED ASSETS: ARE THERE SOCIAL DISPARITIES IN OPTIMISM?**

Julia K. Boehm<sup>1</sup>, Ying Chen<sup>2</sup>, David Williams<sup>2</sup>, Carol Ryff<sup>3</sup>, Laura Kubzansky<sup>2</sup>  
<sup>1</sup>*Chapman University*, <sup>2</sup>*Harvard School of Public Health*, <sup>3</sup>*University of Wisconsin*

Socioeconomic status is associated with health disparities, but underlying psychosocial mechanisms are unclear. Dispositional optimism may be one pathway linking socioeconomic status with health. We hypothesized that lower optimism would be associated with greater social disadvantage and poorer social mobility. We also investigated whether life satisfaction and positive affect showed similar patterns. Participants from the Midlife in the United States study self-reported their optimism, satisfaction, positive affect, and socioeconomic status (gender, race, education, occupational class and prestige, income). Social disparities in optimism were evident.

Optimistic individuals tended to be white and highly educated, had an educated parent, belonged to higher occupational classes with more prestige, and had higher incomes. Findings were similar for satisfaction, but not positive affect. Greater optimism and satisfaction were also associated with educational achievement across generations. Optimism and life satisfaction are linked with socioeconomic advantage and may be one conduit by which social disparities influence health.

**D215**  
**COMMUNICATING EMOTIONS ELECTRONICALLY - FORA, TWITTER, ET AL.: WHAT MAKES YOU DO IT AND WHAT HAPPENS THEN? #BRAVENEWWORLD? #GENERALPROCESSES #NOSURPRISES**

Arvid Kappas<sup>1</sup>, Mike Thelwall<sup>2</sup>, David Garcia<sup>3</sup>, Frank Schweitzer<sup>3</sup>  
<sup>1</sup>*Jacobs University Bremen*, <sup>2</sup>*Wolverhampton University*, <sup>3</sup>*ETH Zürich*

We report results of the EU funded CYBEREMOTIONS project, investigating how collective emotions spread across the social web. Data included analyses of news groups, blogs, micro-blogs, and social websites. Analyses of online contents of over 34 million posts, using sentiment mining, are augmented with three laboratory studies on how emotional states are affected by reading and writing posts. We present a model that involves arousal as a key factor in driving the dynamics of communication processes regardless of valence. We argue that the traditional conceptual boundaries of interindividual vs. mass communication do not hold in the broad ecosystem of online and offline networks that now exists. Emotions propagate through online networks in ways that underscore the importance of general processes that transcend the medium and the individual properties of the communicators involved. New media extend communication means, but should be understood in the context of general social and emotional functions.

**D216**  
**TO "LIKE" OR NOT TO "LIKE": HOW LEVELS OF CLOSENESS TO FACEBOOK FRIENDS INFLUENCE PERCEPTIONS OF POSTS**  
 Mai-Ly Nguyen Steers<sup>1</sup>, Chelsie M. Young<sup>1</sup>, Michelle C. Quist<sup>1</sup>, Jennifer L. Bryan<sup>1</sup>, Lindsey B. Eikenburg<sup>1</sup>, Linda K. Acitelli<sup>1</sup>, Dawn W. Foster<sup>2</sup>  
<sup>1</sup>*University of Houston*, <sup>2</sup>*Yale School of Medicine*

Previous literature has shown that, in offline contexts, levels of closeness to a person can influence perceptions of that individual; however, little research has examined how levels of closeness impact impressions of others online. Our experiment consisted of three closeness conditions, each containing 16 researcher-generated Facebook posts: close friend (CF), moderately close friend (MCF), and acquaintance (AQ). Participants ( $N=470$ ) imagined each set of posts were from a CF, MCF, or AQ, and rated how relevant, inappropriate, mundane, and annoying they found the posts. Because closeness and post ratings were nested within persons, data were analyzed using multi-level modelling. As expected, results revealed that participants rated posts from CFs most favorably (more relevant and less mundane, less irritating, and less annoying) whereas posts from Aqs were rated least favorably. Thus, although posts may not accurately represent people's lives, they appear to influence perceptions of Facebook friends, depending on levels of closeness.

**D217**  
**PICTURE THIS! HOW SHARING PHOTOS ON SOCIAL NETWORKING SITES CAN ENHANCE SENSE OF MEANING**  
 Stephanie J. Tobin<sup>1</sup>, Tomika Steele<sup>1</sup>

<sup>1</sup>*University of Queensland*

Across two studies, we examined how sharing photos on social networking sites such as Instagram can influence sense of belonging and meaningful existence. In Study 1 ( $N=109$ ), we asked people to alter their photo taking and sharing behavior for two days. We found that taking and sharing photos that included other people was associated with higher presence of meaning in life, whereas

taking and sharing photos that did not include any people was associated with lower presence of meaning in life. In Study 2 (N=205), we manipulated the type of photos people took and shared, and assessed extraversion as a moderator. We found that among those high in extraversion, taking and sharing photos containing other people compared to no people increased sense of belonging and meaningful existence. We argue that taking and sharing photos of other people can help to focus attention on relationships, which enhances sense of meaning and belonging.

**D219**  
**THE RELATIONSHIPS AMONG MINDFULNESS, SKIN CONDUCTANCE LEVELS, AND STROOP TASK PERFORMANCE: A TEST OF A MEDIATIONAL MODEL**

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<sup>1</sup>Georgia College & State University, <sup>2</sup>University of Tennessee

The current study aimed to bridge multiple psychological literatures by examining whether links between levels of trait mindfulness and cognition were mediated by physiological responses. Participants (N=54) reported their trait mindfulness via the FFMQ (Baer et al., 2006) and then performed a traditional Stroop task while their skin conductance levels (SCL) were measured. We hypothesized that higher levels of trait mindfulness would result in better Stroop performance, and that this relationship would be mediated by moderate (rather than high or low) SCL. Results supported portions of this mediation model. Specifically, higher levels of the attention-relevant component of trait mindfulness (i.e., "Acting with awareness") predicted better Stroop performance, and higher "Acting with awareness" scores predicted moderate (i.e., optimal) SCL. However, the mediation effect was not significant, as SCL was not related to Stroop performance. These promising findings suggest that future research should continue to examine interrelationships among mindfulness, cognition, and physiology.

**D220**  
**NARRATIVES AND TRAITS ON WELL-BEING FOR NORMAL AND AUTISTIC PEOPLE**

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<sup>1</sup>Osaka University, <sup>2</sup>University of Tokyo

We aim to reveal how narratives of an intentional level of personality and traits of a stable level of personality predict well-being comparing between normal and autistic people. Previously it is claimed that autistic people report not what they feel and think but what happened in narratives but it has not been investigated in relation to well-being. We focus on an evolving meaning-making which encompasses integrative leaning from events as narratives and BIG5 as traits. 30 normal people and 30 autistic people had an interview about high, low, and turning points and completed a questionnaire including BIG5 and life-satisfaction. Results show that normal people made more meaning-making than autistic people and meaning-making predicts life-satisfaction positively for normal people whereas a trait of neuroticism predicts life-satisfaction negatively in autistic people. We discussed the intentional development in different levels of personality comparing normal and autistic people to enhance well-being.

**D221**  
**OVERLAPS AMONG PERSONALITY DISORDERS, AND THEIR RELATIONSHIPS WITH DEPRESSION: EMPLOYING A CROSSLAGGED EFFECTS MODEL**

Reiko Ichikawa<sup>1</sup>, Tatsuya Murakami<sup>1</sup>

<sup>1</sup>University of Tsukuba

The conceptual overlap among personality disorder (PD) types is considerably problematic. In addition, recent researches reported the co-morbidity of PDs with other mental disorders. This study aimed to examine the conceptual overlap among PDs and their relationships with depression. Two hundred thirty Japanese

undergraduates completed a same questionnaire twice with a two-month interval. The questionnaire included items of Beck Depression Inventory and Structured Clinical Interview for DSM-IV axis II personality disorders. We conducted SEM based on cross-lagged effects model. The fit indices are Chi-square=39.306 ( $df=28$ ,  $p=.076$ ), GFI=.973, AGFI=.924, CFI=.994, and RMSEA=.042. The results indicate that narcissistic and dependent PDs and depression in time1 predicted borderline PD in time2, that narcissistic PD in time1 predicted histrionic PD in time2, and that borderline and dependent PDs in time1 predicted depression in time2. These results suggest that borderline and dependent PDs and depression are especially related to each other closely.

**D222**  
**EFFECTS OF RUMINATION, REFLECTION AND SELF-DISCLOSURE ON DEPRESSION AMONG ADULTS**

Atsushi Kawakubo<sup>1</sup>, Takashi Oguchi<sup>1</sup>

<sup>1</sup>Rikkyo University

The relationships among depression, rumination, reflection and self-disclosure about stressful life events were explored. Rumination seems to be maladaptive and can be a risk factor for major depression. However, these results had been obtained mostly in young participants in a specific area and through a one-shot design. Therefore, we conducted a longitudinal study and collected participants of various ages from different areas in Japan via an Internet survey. At the same time, we examined the effects of sex and age. Participants of Study 1 completed two questionnaires one month apart. The study revealed that rumination was positively associated with depression, whereas reflection and self-disclosure were negatively associated with depression. We obtained similar results from Study 2, in which the age group of the participants was expanded. These findings suggested that rumination is a main precedent of depression, and reflection and self-disclosure may mitigate depression.

**D223**  
**BUILDING POSITIVE RESOURCES: THE INFLUENCE OF MINDFULNESS MEDITATION ON STRESS, COPING FLEXIBILITY, AND FLOURISHING**

Dusti R. Jones<sup>1</sup>, Barbara J. Lehman<sup>1</sup>

<sup>1</sup>Western Washington University

This study examined whether participation in a short-term mindfulness meditation intervention influenced trait mindfulness, stress, coping flexibility, and flourishing. One-hundred-thirteen students (71 female, 41 male, Mage = 18.97) participated in a waitlist controlled mindfulness meditation session. Participants were randomly assigned to engage in a group mindfulness meditation session and practice for one week or to a waitlist control. Participants provided reports of mindfulness, stress, coping flexibility, and flourishing over a three-week span (pre-test, one week later, and three weeks later). Consistent with expectations, HLM analyses found that those who spent more time meditating showed a stronger linear increase in trait mindfulness, coping flexibility, and flourishing, and a linear decrease in stress over time. The reduction of stress, increased flourishing, and greater coping flexibility suggests that those participants who meditated were building positive resources, thus increasing their ability to cope successfully with future stressors, in support of the broaden-and-build theory.

**D224**  
**TRIGGERING KINDNESS: MECHANISMS AND OUTCOMES**

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<sup>1</sup>University of California at Riverside, <sup>2</sup>James Madison University

Across two studies, we found that engaging in a positive emotion induction (i.e., a trigger) at the beginning of a happiness intervention predicted greater effort, which in turn predicted greater well-being. Specifically, Study 1 (N = 231) revealed that people who

wrote positively (versus neutrally) at the beginning of a 3-week kindness (i.e., happiness) intervention put greater effort into performing kind acts, which predicted greater well-being. In Study 2 ( $N = 172$ ), we extended the intervention to 6 weeks and varied the deployment of the trigger to determine whether weekly positive writing (versus just at the beginning) predicted greater effort. Overall, people who wrote positively (versus neutrally) reported feeling more elevated, which predicted greater effort throughout the intervention; in turn, replicating Study 1, greater effort predicted greater well-being. Additionally, the group that wrote weekly showed the highest levels of elevation and effort throughout the intervention, which predicted the greatest well-being.

**D225**

**THE EFFECT OF HAPPINESS ON ACADEMIC SATISFACTION AND ORGANIZATIONAL CITIZENSHIP BEHAVIOR (OCB) AMONG HIGH SCHOOL STUDENTS: THE MEDIATING ROLE OF PSYCHOLOGICAL CAPITALS**

**Se Jin Park<sup>1</sup>, Ye Eun Choi<sup>2</sup>**

<sup>1</sup>Hana Academy Seoul, <sup>2</sup>Yonsei University

The present study aims to investigate the effect of happiness on academic satisfaction and organizational citizenship behavior (OCB) among high school students. Happiness is generally conceptualized as subjective well-being and it is measured by positive/negative affect and life satisfaction. Academic satisfaction refers to satisfaction about academic environment (e.g., autonomy, efficiency). OCB suggests the discretionary behaviors are not to necessarily be followed but to contribute to the organization (e.g., informing homework to an absent friend). It is examined that happiness positively influences psychological capitals (hope, optimism, resilience, and self-efficacy) and the capitals have positive effects on academic satisfaction and OCB. A survey was administered to 130 high school students to examine the effect of happiness on academic satisfaction and OCB and the potential mediating effect of psychological capitals. The results imply that happier students tend to have higher level of satisfaction with their study and citizenship behaviors because of psychological capitals.

**D226**

**OXYTOCIN RECEPTOR GENE MODERATES THE ASSOCIATION BETWEEN CHILDHOOD INTERPERSONAL TRAUMA AND SOCIAL ANXIETY**

**Ingrid M. Haugen<sup>1</sup>, Hilary M. Marusak<sup>2</sup>, Matthew R. Carroll<sup>1</sup>, Moriah E. Thomason<sup>2</sup>**

<sup>1</sup>Wayne State University, <sup>2</sup>Wayne State University School of Medicine

Oxytocin is known to have a powerful effect on social cognition and psychopathology. Variations in the oxytocin receptor gene (*OXTR*) relate to altered oxytocin function, and have nuanced links to social cognition and mental health in humans. This study examined the role of *OXTR* rs2254298 in moderating the relation between interpersonal trauma and social anxiety (ages 7-15). Consistent with findings from prior studies of adults, we found that in our urban, minority sample of youth, combination of *OXTR* GG genotype and interpersonal trauma significantly predicted increased social anxiety. The AA and AG genotypes did not show this predictive relationship. These results are consistent with the idea that genes influence susceptibility to potent environmental experiences, and subsequent disease.

**D227**

**THESE ANAGRAMS MAKE ME WANT TO PUNCH YOU: GENERAL PREDICTORS OF COPING SKILLS**

**Mark Handley<sup>1</sup>, Jana Hackathorn<sup>1</sup>**

<sup>1</sup>Murray State University

Past studies (e.g., Desrosiers, Vine, Klemanski, & Nolen-Hoeksema, 2013) have examined the connections between religiosity, anxiety, emotion regulation, and coping, but usually as it pertains to various health disorders (e.g., cancer). However, few studies have

empirically examined the relationship between these factors in general. Thus, the current study investigated the ability of these variables to predict one's ability to cope. Participants were asked to solve unsolvable anagrams, and complete various measures of emotion regulation, need for closure, and religiosity. Results of a multiple regression indicated higher intrinsic religiosity ( $B = .60$ ,  $t=4.3$ ,  $p < .001$ ), aggression control ( $B = .781$ ,  $t = 2.19$ ,  $p = .035$ ), and need for closure ( $B = .70$ ,  $t = 5.68$ ,  $p < .001$ ) predicted higher coping skills. As poor coping is related to anxiety, the current findings could shed light on how these variables influence one's ability to cope, especially in high anxiety situations.

**D228**

**THE EFFECT OF DEATH CONCERNS ON PSYCHOLOGICAL WELL-BEING IN MOTHERS OF AUTISTIC CHILDREN**

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<sup>1</sup>Texas Christian University

The present research examined whether having a child with autism spectrum disorder (ASD) affects underlying cognitions and explicit worries about death, and their roles in psychological well-being. One-hundred and forty-seven mothers of children with ASD and typically developing (TD) children were asked to indicate their explicit worries about mortality, as well as, complete measures of death-thought accessibility, positive and negative affect, depression, and anxiety. Following previous research, mothers of children with ASD reported lower psychological health. Additionally, they also evidenced greater death-thought accessibility compared to mothers of TD children, but did not differ in explicit worries about mortality. Greater death-thought accessibility, in turn, mediated the influence of ASD diagnosis on negative affect, depression, and anxiety. This research suggests that, while mothers of children with ASD may not explicitly acknowledge death concerns, addressing the cognitive activation of mortality awareness may help mitigate the psychological impact of having a child with ASD.

**D229**

**IS MINDFULNESS MEDITATION LEADING TO MORE GROWTH IN NARRATIVES OF CHALLENGING EVENTS?**

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<sup>1</sup>University of California at Riverside, <sup>2</sup>University of Utah

We sought to determine the extent of perceived growth in harm accounts and turning point stories written by participants who either participated in a mindfulness meditation or a control slide-slide viewing condition beforehand. A single study of 40 participants, randomly assigned to a condition, narrated 6 events each (2 turning points, 4 interpersonal harm). Narratives were coded for growth content. HLM analyses suggested that both event type and condition were related to growth content in the narratives. Turning points contained more growth than harm events, and mindfulness meditation resulted in significantly higher levels of growth in the narratives than did a control slide-viewing condition. Condition also appeared to influence the magnitude of differences due to event type, with the control condition resulting in smaller differences in growth content due to type of event. These findings add to a growing literature supporting benefits of mindfulness meditation for a variety of psychological processes.

**D230**

**THE ADAPTION AND ACADEMIC PERFORMANCE OF COLLEGE STUDENTS FROM RURAL AREAS: IDENTITY AS THE MODERATOR**

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<sup>1</sup>China University of Geosciences

Because of the urban and rural dualistic structure in China, there is a pronounced identity and culture gap between urban and rural residents. To explore the adaption and academic performance of college students from rural area in urban university, questionnaires were conducted to 156 college students born and raised in rural area and 204 college students born and raised in urban area. Results

show that, on the whole, there is no statistically significant difference between rural students and urban students in university adaption score or grade point (controlled the college entrance examination scores). However, the urban and rural identities play moderate roles. Specifically, in students from rural area, those who identify with both urban and rural cultures do better in adaption and grade point than those who identify with neither; those who identify with either urban culture or rural culture perform in between.

D231

#### **MATERIAL POSSESSIONS ALIGNED WITH THE IDEAL SELF ELICIT INCREASED PERCEPTIONS OF FUTURE POSITIVE LIFE CHANGES**

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The associations of materialism with well-being and happiness have been shown to be related to the link between one's self-concept and the purchase. The current research presents findings from two experiments (using a total of 87 participants) designed to differentiate the associations of one's actual, ideal, and enhanced selves with material possessions and subsequently pit the effects of these different associations on perceived future positive life changes (e.g., happiness as a result of owning the material possession). Mixed analysis of covariates (ANCOVA) analyses yielded robust support for material possessions aligned with one's ideal self eliciting more perceived future positive life changes compared to possessions not aligned with one's ideal self. However, analyses did not exhibit parallel support for possessions aligned with one's actual or enhanced self. The findings highlight the prospect that material possessions aligned with the ideal self facilitate perceived future positive life changes.

D232

#### **SEXY VERSUS POWERFUL? SELF-OBJECTIFYING IMPLICATIONS OF VISUAL FIXATIONS ON IMAGES OF PROFESSIONAL FEMALE ATHLETES**

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<sup>1</sup>Appalachian State University

Studies have shown that the thin-beauty ideal has a detrimental impact on women's self-perception. However, Daniels (2009) demonstrated that viewing performance images of females may cause less self-objectification. This study assessed women's eye fixations on performance-oriented or sexualized images. Female participants ( $n = 83$ ) were randomly assigned to view images while their eye fixations were measured and then completed a state self-objectification questionnaire. Those who viewed sexualized images fixated significantly more on the body than on the face,  $t(39) = 12.99$ ,  $p < .001$ ,  $d = 1.31$ . Conversely, individuals who viewed performance images fixated significantly more on the face than on the body,  $t(37) = 13.24$ ,  $p < .001$ ,  $d = .32$ . Additionally, women who viewed performance images reported fewer self-objectifying statements than those who viewed sexualized images,  $t(79) = -4.17$ ,  $p < .001$ ,  $d = .93$ . The current study built upon Daniels' findings suggesting that sexualized images may draw women's attention to certain body parts that may heighten state self-objectification.

D233

#### **I GOTTA SAY, TODAY WAS A GOOD DAY: PERCEIVED MEANING IN LIFE PREDICTS DAILY WELL-BEING**

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<sup>1</sup>University of Houston, <sup>2</sup>University of Mississippi

Although perceived meaning in life is considered an important concept in psychology, most existing research has focused on how feeling one's life has purpose and meaning is related to clinical models of depression, stress, and coping. Little research has examined how meaning in life is associated with day-to-day functioning and well-being. The present research employed a daily

diary design in which 195 participants reported on their daily perceived meaning in life and a variety of measures of well-being and self-evaluation. The results of a series of multilevel models revealed that daily fluctuations in perceived meaning in life are uniquely associated with daily levels satisfaction, optimism, affect, and self-esteem. Further, the associations between daily meaning and well-being are moderated by baseline levels of meaning. These results provide some of the first evidence that perceived meaning in life is an important factor for understanding day-to-day experiences of well-being and evaluations of self-worth.

D234

#### **REDUCING STRESS FOR COLLEGIATE WELL-BEING: THE ROLE OF SELF-CONTROL AND SELF-COMPASSION**

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<sup>1</sup>Northern Arizona University

We examined self-control and self-compassion as potential mediators of the stress and well-being relationship among first year students making the transition to college ( $N = 359$ ; 79% female, 21% male). A series of hierarchical regression analyses were used to test predictions. Self-control was associated with less perceived stress and greater collegiate well-being, and the relationship between perceived stress and collegiate well-being fully mediated the relationship between stress and collegiate well-being. Self-compassion was also related to less perceived stress and greater collegiate well-being, and the relationship between stress and well-being partially mediated the relationship. Self-compassion remained a positive predictor of collegiate well-being, even after controlling for the stress - collegiate well-being relationship. We also examined the relationship of quiet ego, a measure of a compassionate self-identity, to self-control, self-compassion, perceived stress, and collegiate well-being. Although self-control and self-compassion both increase well-being by reducing stress, self-compassion also contributes directly to well-being.

D235

#### **IMPLICIT MINDFULNESS PRIMING : PRIMING MINDFULNESS GOALS BUFFERS AGAINST A MODERATE SOCIAL STRESSOR**

Isabelle A. Doré<sup>1</sup>, Catherine M. Bergeron<sup>1</sup>, Stéphane Dandaneau<sup>1</sup>

<sup>1</sup>Université du Québec à Montréal

This study investigated whether implicitly priming mindfulness would facilitate recovery after undergoing a standardized psychological stressor. After completing baseline measures of wellbeing, all participants ( $N = 96$ ) completed a public speaking stress task, were primed with either "mindfulness" or "neutral" goals with a scrambled sentence task, and finally reported their situational wellbeing and provided cortisol samples. Multiple regression analyses revealed that the implicit mindfulness condition had significant beneficial effects for participants with low trait mindfulness. Indeed, these participants reported higher situational self-esteem as well as less negative affect, perceived stress and self-reported physiological arousal than their counterparts in the control condition. In addition, men in the implicit mindfulness condition had lower levels of cortisol. Results suggest that implicitly activating mindfulness can mitigate the effects of a social stressor especially for those who do not actively and routinely engage in mindfulness-related cognitions.

D236

#### **THE ROLES OF NEEDS SATISFACTION, COGNITIVE APPRAISALS AND COPING STRATEGIES IN POSTTRAUMATIC GROWTH: A STRESS AND COPING PERSPECTIVE**

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<sup>1</sup>University of Houston

There are growing interests in understanding people's positive changes after their negative life experience. This study applied the Stress and Coping model to examine the roles of basic needs satisfaction, cognitive appraisals, and coping strategies in affecting

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posttraumatic growth (PTG) among an ethnically diverse sample of 484 college students, using a cross-sectional survey. After controlling for gender, number of traumatic events, and the current level of distress due to the most traumatic event, hierarchical regression revealed that relatedness need satisfaction, challenge appraisal, emotional expression, and positive reframing were associated with higher PTG. Autonomy and competence needs satisfaction, threat and harm appraisals, emotional processing, and acceptance were not significantly associated with PTG. Our findings suggest that helping people to reevaluate the impact of the negative events, to improve skills in using appropriate cognitive and emotional coping strategies, and to draw support from immediate environment may increase their PTG.

**D237****PEOPLE ARE HAPPIER WHEN THEY BELIEVE THAT WILLPOWER IS UNLIMITED**Jason Chow<sup>1</sup><sup>1</sup>*The University of Hong Kong*

Researchers have identified a number of factors that predict subjective well-being. Self-control is one of them. In general, higher self-control predicts happier life. Meanwhile, many people believe that self-control draws on "willpower". People hold different beliefs about willpower. Some suggest that it is a limited resource but others believe that it is unlimited. In this research we investigate this research question: can people's lay beliefs about willpower predict their psychological well-being? We recruited 363 participants in the United States via Amazon's Mechanical Turk. A questionnaire package including measures of socio-economic background, self-control capacity, implicit theory of willpower and subjective well-being was administered. Believing that willpower is unlimited predicts vitality, satisfaction with life and positive affect after controlling for self-control capacity and socio-economic background. Since implicit theory is malleable as compared to many other predictors of well-being (e.g. personality), the current research suggests that it is a potential point of intervention to increase well-being.

**D238****STRATEGY SELECTION IN NAVIGATING UNCERTAINTY**Sara E. Andrews<sup>1</sup>, Kate Sweeny<sup>1</sup><sup>1</sup>*UC Riverside*

The uncertainty navigation model (UNM) identifies a number of ways in which people manage stressful waiting periods, including optimistic and pessimistic expectation management, emotion regulation, preemptive benefit-finding, and distancing. This longitudinal study is the first to utilize an intervention designed to improve waiting in conjunction with the UNM. Undergraduate students (N = 166) were randomly assigned to regularly practice mindfulness meditation, loving-kindness meditation, or listen to relaxing music over the course of a 10-week quarter. Each week, participants completed measures of anxiety, rumination, subjective uncertainty (SU), and uncertainty navigation strategies. Participants showed different patterns of strategy choice over time, depending on condition, and that strategy selection was differentially predicted by participants' reported anxiety, rumination, and SU. These results suggest that meditation and relaxation interventions may differentially prompt people to attend to specific characteristics of the uncertainty experience, which may drive the selection of uncertainty navigation strategies over time.

**Person Perception/Impression Formation****D239****THE DOUBLE-EDGED SWORD OF BEING INTELLIGENT: THE INTERPERSONAL COSTS AND GAINS ASSOCIATED WITH INTELLIGENCE**Anne-Marie Gallrein<sup>1</sup>, Erika Carlson<sup>2</sup><sup>1</sup>*Technical University Dresden*, <sup>2</sup>*University of Toronto Mississauga*

Intelligence is associated with a host of positive life outcomes, but few studies have explored how intelligence is associated with interpersonal functioning. Across three studies (N1 = 84; N2 = 144; N3 = 107), we measured participants' intelligence, grades, and personality (i.e., self- and peer-perceptions). Participants also rated themselves and a small group of new acquaintances, classmates, or informants on a variety of attributes, and these individuals rated participants on the same attributes. Controlling for grades or conscientiousness, intelligence uniquely predicted higher status but also predicted making and forming negative impressions (e.g., arrogant, critical, unreliable, and unattractive). Interestingly, controlling for intelligence, grades uniquely predicted positive impressions (e.g., likeable, agreeable, intelligent, and attractive). Our findings support the growing evidence that character traits, such as grit and conscientiousness, are better predictors of positive life outcomes than intelligence. Possible mechanisms for the positive and negative interpersonal outcomes associated with intelligence are discussed.

**D240****INVESTIGATING THE VERACITY OF POST-TRAUMATIC GROWTH: A PROFILE ANALYSIS APPROACH**Laura Blackie<sup>1</sup>, Eranda Jayawickreme<sup>1</sup>, Erik G. Helzer<sup>1</sup><sup>1</sup>*Wake Forest University*

Research has consistently shown that survivors of adversity identify ways in which they have grown from their experience. However, many have doubted the validity of such claims, instead arguing that these self-reports may reflect positive illusions. We investigated the veracity of self-reported post-traumatic growth with a community sample of 91 participants who had all experienced a clinical trauma in the past 5 years, by corroborating their responses with those given by nominated informants. We performed a profile analysis to examine the degree to which self-rated patterns of post-traumatic growth across the different domains (e.g., relationships, spirituality, and self-efficacy) covary with informant-rated patterns across the same domains. We found significant agreement between participants and informants on the participants' profile of post-traumatic growth, and agreement remained significant in a separate analysis that conservatively controlled for the average participant's profile. These results suggest that post-traumatic growth may represent a genuine and observable phenomenon.

**D241****NARCISSISTIC TRAITS ARE PERCEIVED TO BENEFIT PROFESSORS MORE THAN TEACHERS**Taylor Gibson<sup>1</sup>, Stephanie Simon<sup>1</sup>, Harry Wallace<sup>1</sup><sup>1</sup>*Trinity University*

Scholars have established that grandiose trait narcissism can be advantageous in some professional contexts, but evidence of the consequences of narcissism for educators is scarce. Our research investigated lay perceptions of the value of narcissistic traits for professors versus elementary school teachers. Participants recruited from Mechanical Turk estimated the likelihood of professional success for hypothetical male and female professors and teachers whose narcissism was conveyed by their purported responses to forced-choice items from the Narcissistic Personality Inventory. Across all items, narcissism was judged to predict success for professors only. More specifically, the leadership/authority dimension of narcissism was viewed as beneficial for both professors and teachers, but the entitlement/exploitativeness

dimension was viewed as a problem for teachers but not for professors. Narcissism was perceived as a problem for professors and teachers alike when the educator claimed explicitly to be a "narcissist." Sex of professor/teacher had no significant impact on evaluations.

D242

### PREDICTING ACCURACY AND INACCURACY IN THIN-SLICING POKER HANDS

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Judgments of others' nonverbal behavior can demonstrate surprising accuracy. In contrast to prior thin-slice work conducted in artificial contexts, we examined the real-world context of poker, wherein players are highly motivated to "read" the strength of opponents' poker-hands. Two exploratory studies investigated individual differences related to thin-slice accuracy in poker hand-reading. Participants viewed two-second clips and guessed the strength of players' poker-hands. Overall, accuracy, when viewing players' whole nonverbal-behavior, was quite poor, although predictors of accuracy were found. When observing players' betting (Study 1), participants' poker knowledge positively predicted accuracy, but self-reported poker-experience negatively predicted accuracy. When observing players glancing at their cards (Study 2), Reading the Mind in the Eyes performance positively predicted accuracy, but self-reported confidence in hand-reading and Emotional-Quotient performance negatively predicted accuracy. Overconfidence (from self-reports of emotional intelligence or experience) might hurt thin-slice accuracy, whereas actual insight into the context and others' minds might enhance accuracy.

D243

### SELF-PRESENTING WARMTH AND COMPETENCE IN INTER-VERSUS INTRA-GROUP SETTINGS

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<sup>1</sup>Princeton University

Intergroup interaction can trigger impression management concerns, leading to divergent self-presentation goals for minorities and majorities. Two studies examine Whites' strategic behavioral choices that aim to meet these intergroup goals. Prior intergroup stereotyping and impression management findings predict that Whites present more warmth and less competence to outgroup members in order to avoid appearing prejudiced. Study 1 supports these predictions for White undergraduates self-presenting to a Black interaction partner. Study 2 manipulates the stereotypicality of the minority partner. We predict that reducing the stereotypicality of a minority partner will also reduce the warmth-related goals that Whites' face when interacting with minorities, as such Whites should present more competence and less warmth toward a counterstereotypical minority partner than a stereotypical one. Results support these predictions. Whites interacting with a counterstereotypical Black partner have more competence-related goals and simultaneously present less competence and more warmth.

D244

### COMPENSATION IN INTERGROUP RELATIONS: STRUCTURAL AND STRATEGIC FOUNDATIONS

Vincent Y Yzerbyt<sup>1</sup>, Laurent Cambon<sup>2</sup>

<sup>1</sup>Université catholique de Louvain, <sup>2</sup>Université de Nice

Recent work in intergroup relations stresses the role of two fundamental dimensions, competence and warmth. A pattern often encountered in people's evaluations is one of compensation in that a group that is seen higher than another group on one of these two fundamental dimensions is also judged lower on the other. The present work extends previous research on compensation by

examining boundary conditions and underlying psychological processes. Two studies involving experimental and correlational evidence, minimal and real groups, and different kinds of conflict, reveal that compensation is more likely when the groups are in asymmetrical relation and share a cooperative view of the intergroup setting. Our data also suggest that, among members of low status groups, compensation is associated with social creativity. In contrast, and in line with the 'noblesse oblige' effect, members of high status group would seem to rely on compensation as a means to appear non-discriminatory.

D245

### THE SHIFTING LENS OF MULTIPLE CATEGORY MEMBERSHIP

Eric Hehman<sup>1</sup>, Jonathan B Freeman<sup>1</sup>

<sup>1</sup>New York University

We argue that shifts along a single social dimension (e.g., age, race, facial structure, emotion) interact to shape perceptions of other unrelated dimensions. In two studies, age provided a context through which a structural cue related to power and strength, facial width-to-height ratio, differentially impacted aging-related perceptions. As this cue shifted systematically across the lifespan, it interacted with a face's age to explain stereotypic perceptions of the elderly (Studies 1-2). The neural mechanisms underlying such interacting cues were examined using brain-imaging, finding neural regions important for person perception to be highly sensitive to the stereotypic compatibility between two important cues, race and emotion, rather than either one independently (Study 3). Together, the findings a) suggest that person perception is driven by the unique interaction between multiple cues beyond any single one, b) elucidate the neural mechanisms underlying these interactions, and c) bolster recent intersectional and dynamic-interactive frameworks for person perception.

D246

### AT THE CROSSROADS OF RACE AND GENDER: AN INTERSECTIONAL APPROACH TO THE STUDY OF INFRAHUMANIZATION

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<sup>1</sup>Pennsylvania State University

While research abounds showing that attributions of uniquely human traits (i.e., secondary emotions) are reserved for fellow ingroup members but not outgroup members, existing work fails to address the possible moderating role of differing configurations of targets' race and sex. In that 1) women are stereotyped to be more emotional than men (Shields, 2002), and 2) people inhibit negative stereotypes of one category (i.e., Black race) in favor of positive stereotypes of a more favorably perceived category (i.e., women, elderly; Kang & Chasteen, 2009), we predicted greater infrahumanization of Black men than of Black women. Moreover, we predicted that infrahumanization would be associated with explicit anti-Black bias with the assumption that highly prejudiced people use infrahumanization to draw "positive distinctiveness" from outgroups. Results strongly supported our predictions. Our findings question the current conceptualization of infrahumanization that assumes the phenomenon affects minority men and women equally.

D247

### SUBJECTIVE SOCIAL STATUS, SCARCITY OF RESOURCES, AND THE SOCIAL STATUS OF OTHERS

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<sup>1</sup>The University of Chicago

The current study aims to investigate the relationship between subjective social status (SSS) and how one behaves towards others varying in social status under conditions of scarcity. In one experiment, participants (N = 32) of differing levels of SSS were told they were of medium social status level as part of a cover story. Subsequently, participants completed a resource allocation task in

which they were presented with a series of faces they believed to be other participants of varying social status level. Following each face, participants selected the amount of money they wished to allocate to that individual. The results suggest that while both high and low SSS individuals tend to allocate more of their overall resources to low status targets, high SSS participants, when compared to low SSS participants, tend to allocate a greater amount to high status targets. Furthermore, there appears to be an effect of scarcity on resource allocation across participants, with those under conditions of scarcity allocating more than those in the non-scarce condition.

**D248**  
**THE UNDERLYING DIMENSIONS OF PERSON PERCEPTION FROM VOICE VERSUS FACE**

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Do people judge a person similarly from voice versus face? This study explored and compared the underlying dimensions of person perception from voice and face. In Study 1, 66 participants freely described their first impression of a person from either voice or face, generating 3960 descriptions for voice and 4085 descriptions for face. All descriptions were classified into distinct categories, among which 14 person perception categories were selected. In Study 2, 172 participants rated on a 9-point Likert scale for the 14 categories. Two Principal Component Analyses revealed two similar underlying structures for voice and face, both having two dimensions, which we named "sociable-boring" and "nice-mean". However some interesting differences existed: 1) for voice, Dominant loaded together with Sociable, Confident, etc., while for face it loaded together with Mean; 2) while Intelligent loaded evenly on two dimensions for voice, it loaded mostly with Caring, Trustworthy and Conscientious for face.

**D250**  
**PUNISHMENT AT FACE VALUE: PERCEIVED TRUSTWORTHINESS PREDICTS PUNISHMENT IN SENTENCING JUDGMENTS AND ECONOMIC DECISIONS**

John P. Wilson<sup>1</sup>, Christopher R. Chartier<sup>2</sup>, Nicholas O. Rule<sup>1</sup>

<sup>1</sup>*University of Toronto*, <sup>2</sup>*Ashland University*

Across multiple domains, people who appear to be untrustworthy are disadvantaged relative to trustworthy-looking people. Perceived facial trustworthiness influences trait inferences, person memory, and other social judgments. Although much of the existing work in this area has focused on situations in which the actual trustworthiness of the target is relevant to judgments (e.g., criminal verdicts, the Trust Game), the current research shows that people overgeneralize facial trustworthiness to decisions that do not involve trust. In Experiment 1, we showed that people assign untrustworthy-looking targets harsher criminal sentences even when targets are not eligible for release. In Experiment 2, we demonstrated that people are more likely to enact punishment upon untrustworthy proposers in the Ultimatum Game, incurring personal cost to do so. In Experiment 3, we replicated and extended Experiment 2 to illustrate how ambiguity in others' behavioral intentions moderates individuals' decisions based on assessments of their facial trustworthiness.

**D251**  
**WHOM CAN YOU TRUST?: WHY LIARS' COMPETENCE MAY MAKE THEM CREDIBLE**

Bethany Lassetter<sup>1</sup>, Sara D. Hodges<sup>2</sup>, Elizabeth R. Tenney<sup>3</sup>

<sup>1</sup>*University of Iowa*, <sup>2</sup>*University of Oregon*, <sup>3</sup>*University of Utah*

Individuals who lie for self-serving reasons may be viewed as more credible than individuals who provide incorrect information because they are mixed up (Lassetter et al., 2014). We hypothesize that competence drives this surprising effect: Delivering a strategic lie reflects more competence than mixing up details. In a between-subjects design, 321 university students responded to vignettes

about one of four witnesses testifying in court about a car accident. Replicating our past work, a witness who lied for self-serving reasons was viewed as more credible than a mixed-up witness. A mixed-up witness whose competence was enhanced with additional information, however, was viewed as more credible than both the merely mixed-up witness and the self-serving liar, thus reversing the original effect as predicted. Nonetheless, a second attempt to reverse this effect by lowering a lying witness's credibility with additional information about his incompetence was not successful.

**D252**  
**IMPLICIT AND EXPLICIT EFFECTS OF WRONGDOERS' STATUS ON REACTIONS TO WRONGDOING**

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<sup>1</sup>*University of Illinois College of Law*

Earlier research suggests conflicting effects of wrongdoers' status on reactions to wrongdoing. To clarify these effects, we recruited law students to participate in a study with a "fellow participant" (confederate) introduced as a law student from a higher status or lower status school. Participants were promised a souvenir pen for participating that the confederate then either took or did not take. Participants' impressions of the confederate after the pen taking were measured using decisions in a modified ultimatum game with the confederate and person perception questions. In the game, participants appeared to punish pen taking by the lower status student and lack of pen taking by the higher status student, while they explicitly evaluated the higher status but not the lower status student less positively for taking the pen. These results suggest that wrongdoers' status has opposite effects on implicit and explicit impressions of wrongdoers.

**D253**  
**INVESTIGATING THE EFFECTS OF FEAR OF NEGATIVE EVALUATION, STATE ANXIETY, AND DOMINANCE LABELS ON PERSON PERCEPTION**

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<sup>1</sup>*Idaho State University*, <sup>2</sup>*Kansas State University*

Fear of negative evaluation (FNE), state anxiety (SA), and dominance have important consequences for social functioning and interaction. The present study assessed how judges' levels of FNE, SA, and a target's dominance label related to judges' perceptions of that target. 948 participants completed the FNE online, and those who scored high or low were invited to complete the study. 178 participants underwent a laboratory manipulation of SA, viewed a target who was given a high or low dominance label, and rated the target using the Big Five Inventory and the dominance items of the Revised Interpersonal Adjective Scales. FNE and SA were unrelated to perceptions, but the high-dominance label was associated with perceptions of higher dominance, conscientiousness, and openness than the low-dominance label. In conclusion, judges do use information about others when making initial judgments, but these judgments may not be impacted by trait and state psychological distress.

**D254**  
**IDENTIFYING MENTAL ILLNESS FROM FACES OF WOMEN WITH BORDERLINE PERSONALITY DISORDER**

Alexander R. Daros<sup>1</sup>, Anthony C. Ruocco<sup>1</sup>, Nicholas O. Rule<sup>1</sup>

<sup>1</sup>*University of Toronto*

Despite a long history of speculation about the relationship between appearance and mental illness, whether people can accurately identify clinically-relevant traits from physical appearance remains a largely untested question. Digital photographs of individuals diagnosed with borderline personality disorder and individuals without any history of mental illness were gathered as stimuli for the study to determine the degree of accuracy in discriminating between people with and without mental illness. Participants recruited from mTurk were able to accurately detect mental illness



from faces of women with mental illness better than chance, but the majority expressed disbelief that mental illness could be perceived via facial cues (Study 1 & 2). In addition, cues to mental illness were expressed more through the relationships between the structural features of faces rather than by any individual feature itself (Study 3). Results suggest that information from the facial appearance allows people to make reliable categorizations of groups diagnosed with and without mental illness.

D255

### **SOMETIMES MORE COMPETENT, BUT ALWAYS LESS WARM: PERCEPTIONS OF BIOLOGICALLY ORIENTED MENTAL-HEALTH CLINICIANS**

**Matthew S. Lebowitz<sup>1</sup>, Woo-kyoung Ahn<sup>1</sup>, Kathleen Oltman<sup>1</sup>**  
<sup>1</sup>*Yale University*

Biological conceptualizations of psychopathology are ascendant. How do laypeople perceive biologically oriented clinicians? Participants imagined that they or their loved ones were suffering from one of five mental disorders, which were selected to vary in how biologically construed they are. Participants then rated their perceptions of one clinician espousing the view that "mental disorders are brain diseases" and another describing them as "disorders of thoughts and emotions." Biologically oriented clinicians were perceived as more competent and effective only when the disorder in question was judged to be biologically caused. Participants who did not endorse such biological causation of their assigned disorder perceived no significant difference in competence and rated biologically oriented clinicians as less effective. Regardless, all participants perceived the biologically oriented clinician as significantly less warm than the psychologically oriented clinician. These findings may have important clinical implications for the therapeutic alliance between therapists and patients.

D256

### **MACHINES KNOW YOU BETTER THAN YOUR FRIENDS, SPOUSE, OR FAMILY**

**Youyou Wu<sup>1</sup>, Michal Kosinski<sup>1</sup>, David Stillwell<sup>1</sup>**  
<sup>1</sup>*University of Cambridge*

We show that personality judgments made by machines ( $n = 71,658$ ) and based solely on a generic and pervasive kind of digital footprint - Facebook Likes - are more accurate than judgments made by participants' friends, romantic partners, and family members ( $n = 44,735$ ). Furthermore, machines' judgments are found to be better than self-reported personality in predicting certain behaviors, life outcomes, and other behaviorally related traits. Error analysis indicates that machines are more accurate in describing individuals of average personality, while humans are more accurate in describing extreme profiles. The findings suggest that computer-generated personality reports are useful for academics, industries, and individuals for a wide range of purposes, such as data collection, marketing, and decision-making. Our findings also highlight theoretical implications of computers superior to humans in making psychological inferences.

D257

### **EXAMINING AUTOMATIC FACIAL PROCESSING USING A NEW VISUAL SEARCH PARADIGM**

**Jaclyn M. Moloney<sup>1</sup>, Nikos Konstantinou<sup>2</sup>, Georgia Panagiotou<sup>2</sup>, Scott Vrana<sup>1</sup>**  
<sup>1</sup>*Virginia Commonwealth University*, <sup>2</sup>*University of Cyprus*

A new visual search paradigm was employed to examine automatic facial processing. Undergraduate participants ( $N = 25$ ) in the U.S. and an equal number in Cyprus completed a task that measured reaction times to identifying the presence or absence of a target letter. Social information processing was manipulated by presenting participants with either a neutral human face or a neutral object in the center of the screen on 20% of the trials. Attentional load was also manipulated by having either different letters on the screen

(high) or 0's (low) in addition to the target letter. Similar results were obtained in the U.S. and Cypriot sample. Reaction times were longer with faces compared to objects as distractors, and on high compared to low attention load trials. Faces were more distracting during high attention load. Results suggest this new paradigm as a useful paradigm for investigating automatic processing of social stimuli across cultures.

D258

### **ACCURACY, BIAS AND CHANGE IN PERCEPTION OF DISTRESS AMONG SAME-SEX COLLEGE STUDENT ROOMMATE DYADS**

**Qi Xu<sup>1</sup>, Patrick Shrout<sup>1</sup>, Tessa West<sup>1</sup>**  
<sup>1</sup>*New York University*

How accurate are students' perceptions of their roommate's distress? We examined self and other reports of 187 same-sex college student dyads at two times in the spring semester, two months apart. Using the truth and bias model for indistinguishable dyads (West & Kenny, 2011), we found that roommates tended to underestimate the overall distress of the partner, and that the variance of the ratings was equally influenced by truth and self-focus bias effects. Roommates' distress was not correlated across partners. A different pattern was found for perceived change in distress from February to April. There was no evidence of under or overestimation of change, and the only significant predictor of perceived change was the target's self-report (truth effect). No moderation effects of gender were found. These findings are placed both in the contexts of person perception theory and the applied need for early warning about extreme distress in college students.

D259

### **STATISTICAL MODELS OF PERCEIVED BIG TWO AND BIG FIVE PERSONALITY FACTORS APPLIED TO REAL FACES**

**Mirella Walker<sup>1</sup>, Thomas Vetter<sup>2</sup>**  
<sup>1</sup>*University of Basel / University of Bern*, <sup>2</sup>*University of Basel*

We will present a method to manipulate the facial information in portraits of target persons, such that they are perceived to possess certain previously defined personality traits. By applying up to date image manipulation techniques, this can be done very subtly and in a natural-looking way. First, we gathered personality judgments (i.e., Big Five and Big Two dimensions) regarding the face scans the Basel Face Model is built upon. Since raters highly agreed in their judgments and our face model was able to explain a meaningful proportion of variance in these judgments, we generated the corresponding vectors. We then applied these vectors to novel faces to visualize the physical correlates of the seven dimensions. Validation studies with independent samples and different faces showed that the Big Five and the Big Two models predict subsequent personality judgments. Finally, results from a first application of this method will be presented.

D260

### **IMPRESSIONS OF MORAL CONSIDERATIONS AND ACTIONS: AN AGREEMENT APPROACH**

**Maxwell Barranti<sup>1</sup>, R. Michael Furr<sup>2</sup>, Erik G. Helzer<sup>3</sup>, William Fleeson<sup>2</sup>**  
<sup>1</sup>*University of Toronto*, <sup>2</sup>*Wake Forest University*, <sup>3</sup>*Johns Hopkins University*

People care deeply about moral impressions (Goodwin et al., 2014). However, few studies have examined extent to which people agree about moral impressions and none distinguish between impressions of motivations and impressions of behaviors despite this being a key distinction in psychological and philosophical traditions. In the current study "judges" ( $n=49$ ,  $M$  age=30) nominated six "targets" (e.g., friends, family, co-workers) and rated how frequently each target acts morally and the reasons for those actions across several morally relevant domains (compassion, fairness, honesty, loyalty). Targets ( $n=280$ ,  $M$  age=33) reported about themselves in the exact same domains. Across judge-target pairs there was significant, positive self-other agreement for both ratings of ostensibly moral

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actions and ostensibly moral reasons for acting. The presence of agreement speaks favorably toward the existence of stable individual differences in moral motivations and moral actions. Further, it has implications for mechanisms of forming and the accuracy of moral impressions.

**D261**

**"MORAL LIKE YOU": EFFECTS OF MORALITY ON SYNCHRONY**

**Simona Sacchi<sup>1</sup>, Marco Brambilla<sup>1</sup>, Michela Menegatti<sup>2</sup>, Silvia Moscatelli<sup>2</sup>**

<sup>1</sup>University of Milano at Bicocca, <sup>2</sup>University of Bologna

Recent research has shown that morality has a leading role in predicting impressions, judgments and behavioural intentions toward social targets. The present work aims at exploring the impact of morality on behavioural synchrony. Participants (N = 88) were asked to imitate a series of gesture of a researcher's confederate depicted as moral (vs. immoral), sociable (vs. unsociable). Hence, we used a 2 (Dimension: morality vs. sociability) X 2 (Valence: positive vs. negative) between-participants design. Results showed that morality impacted synchrony whereas sociability information did not affect the coupling responses. More specifically, the latency time between the target's and the mimicker's movements was shorter when the target was presented as highly moral rather than when he was described as immoral. Explicit measures corroborated this result. Overall, these findings extend prior evidence on the primary role of morality in social perception.

**D262**

**SELF-OTHER AGREEMENT IN PERCEPTIONS OF MORAL CHARACTER TRAITS BASED ON WRITTEN INTERVIEW QUESTIONS**

**Yeonjeong Kim<sup>1</sup>, Taya R. Cohen<sup>1</sup>, A.T. Panter<sup>2</sup>**

<sup>1</sup>Carnegie Mellon University, <sup>2</sup>University of North Carolina at Chapel Hill

This research examines whether moral character can be assessed in "zero-acquaintance" settings where neither the target nor the judge knows one another. We aim to detect two broad dimensions of personality that are indicative of moral character (Conscientiousness and Honesty-Humility) and one more specific moral character trait (Guilt Proneness). To this end, we developed nine behavior-based interview questions that could potentially extract moral character information. We administered these questions to a sample of 406 American adults in an online study on Amazon's Mechanical Turk. Independent judges who did not know the targets read the interview responses and rated targets' Conscientiousness, Honesty-Humility, and Guilt Proneness. We found moderate agreement among raters and positive correlations between self- and judge-ratings. Further analyses revealed interactions between the interview questions and evaluation dimensions, suggesting that different interview questions should be used for evaluating different aspects of moral character in structured interviews.

**D263**

**SELF- AND OTHER-PERCEPTIONS OF MORAL CHARACTER**

**Kathryn L. Bollich<sup>1</sup>, Simine Vazire<sup>2</sup>, Matthias R. Mehl<sup>3</sup>**

<sup>1</sup>Washington University in St. Louis, <sup>2</sup>University of California at Davis, <sup>3</sup>University of Arizona

Who knows best about someone's moral character? Considering the known biases present in self- and other-perceptions, it is especially important to examine whether self- and close other-reports of evaluative, moral behaviors are accurate. To examine this, we first investigated self-other agreement of moral behaviors. Next, we assessed self- and other-knowledge by comparing self- and close other-reports of moral behaviors with actual moral behaviors as recorded by the Electronically Activated Recorder (EAR), a small digital audio-recorder that periodically samples snippets of ambient sounds from people's everyday lives. Participants wore an EAR over a weekend, and research assistants coded these audio files for moral behaviors (e.g., expressing gratitude or sympathy). In general, we found that targets and their close others agree about targets'

moral behaviors (e.g., apologize  $r = .30$ ), but that the accuracy of self- and close other-reports varies greatly by behavior.

**D264**

**SHARING EXAGGERATED AUTOBIOGRAPHICAL MEMORIES**

**Holly E. Cole<sup>1</sup>, Nicole Wentling<sup>1</sup>, Denise Beike<sup>1</sup>**

<sup>1</sup>University of Arkansas

Sharing autobiographical memories is theorized to bring us closer to other people, but how important is it to be honest when sharing a memory? Prior research indicates that deviating from the truth could increase the quality of a story, but could cause negative perceptions of the storyteller. One hundred eighty student participants read scenarios of a person sharing an autobiographical memory. Participants were randomly assigned to read a scenario in which the storyteller told the facts of the event honestly, in an exaggerated way, or with outrageous yet entertaining lies. Regardless of whether they were informed of the facts before reading the story, participants liked the stories that contained exaggerations and lies. Participants liked the storyteller who told the truth or exaggerated slightly. Therefore telling others slightly exaggerated versions of our experiences may be the best strategy.

**D265**

**SUBJECTIVE SOCIAL STATUS AND MORAL EVALUATION IN DYADIC HARMFUL INTERACTIONS**

**Carlos Cardenas-Iniguez<sup>1</sup>, Jean Decety<sup>1</sup>, Jasmin Cloutier<sup>1</sup>**

<sup>1</sup>University of Chicago

The current research aims to investigate the relationship between social status and moral understanding during the perception of social targets, varying in social status, in a dyadic harmful interaction. Participants, varying in subjective social status (SSS), were presented with scenarios depicting intentional or accidental moral transgressions. In addition, scenarios indicated social status of the victim (Study 1, N=103) or transgressor (Study 2, N=98) as high or low. Following each scenario, participants answered intention inference, empathic concern, and moral evaluation questions. Responses were examined in relation to perceiver's SSS. Results in Study 1 revealed an interaction of SSS and victim status during empathic concern ratings. Results in Study 2 revealed an interaction of SSS and status in intention inference ratings, and an interaction of SSS and intention in the empathic concern and moral evaluation questions. Together, these results suggest the possible role of SSS in processes related to moral understanding, and person evaluation.

**D266**

**DOES THE MOTIVE MATTER?: THE ROLE OF INTENDED EFFECTS IN CHARACTERIZING ACTIONS AND INFERRING PERSONALITY TRAITS**

**Cory K. Costello<sup>1</sup>, Dustin Wood<sup>2</sup>**

<sup>1</sup>University of Oregon, <sup>2</sup>Wake Forest University

Many approaches to personality agree that trait concepts largely describe how a person tends to act (e.g., Buss & Craik, 1983), but considerably less is known about how acts are characterized as trait-relevant. This study was designed to explore the possibility that intended effects (i.e., the effects of an action that the person desires and believes the action will elicit; Guglielmo & Malle, 2010) influence both how actions are characterized (e.g., that is a kind action) and trait-inferences drawn about the actor (e.g., he/she is a kind person). Participants (N =115) read vignettes depicting actions, and rated the action and actor on trait concepts relevant to warmth, competence, and environmental/social effects. The results suggest that intended effects influence both action characterization and trait-inferences across all traits investigated,  $F(1, 113) = 189.79, p < .001$ , partial  $\eta^2 = .627$ . The results are discussed in light of descriptive models of personality and process-oriented models of personality.

D267

**MATING MOTIVES AND MALE ATHLETIC PERFORMANCE**Michael D. Baker<sup>1</sup>, Nick Thomas<sup>2</sup><sup>1</sup>East Carolina University, <sup>2</sup>University of Tennessee at Knoxville

Evidence suggests that men use physical risk-taking as a means of signaling the presence of desirable characteristics to potential mates (Ronay & von Hippel, 2010). The current study extends this research by testing the hypothesis that men would complete more repetitions of a weight-lifting exercise in the presence of an attractive opposite-sex confederate than in the presence of a same-sex confederate. In a repeated-measures design, male participants completed two tests of athletic performance: the dumbbell chest press and dumbbell bicep curl. These exercises were performed with an attractive female confederate present in one session and with a male confederate present in a different counterbalanced session. As predicted, significantly more repetitions of the dumbbell chest press were completed when the attractive female confederate was present than when the male confederate was present.

D268

**DOES PERSONALITY HAVE A SOUND?: JUDGING EXTRAVERSION FROM A 3-SECOND VOICE CLIP**Mina Son<sup>1</sup>, Ji-eun Shin<sup>1</sup>, Susie Yi<sup>1</sup>, Eunkook M. Suh<sup>1</sup><sup>1</sup>Yonsei University

People make spontaneous inferences about personality in everyday life. Although one's voice carries information much beyond the verbal content, it has not received much attention in the trait inference process. Across two studies, we examined whether women are able to judge men's extraversion level, solely from their 3-second voice clips. In Study 1, the voice-based extraversion ratings correlated with the men's self-reported extraversion ( $r = .235, p < .05$ ), level of approach tendency (behavioral activation system;  $r = .455, p < .01$ ), and number of friends ( $r = .320, p < .05$ ). In Study 2, compared to women in relationships, single women were more accurate in judging the males' extraversion level,  $F(1, 45) = 6.279, p = .016, \eta^2 = 1.22$ , suggesting that stronger mating motives increase accuracy in this context. A person's voice, disclosed for merely a few seconds, can serve as a reliable cue for inferring personality.

D269

**EVALUATING THE COLOR OF MOVEMENT: RACE, SKIN TONE AND INTERPERSONAL COORDINATION**Ebony Lambert<sup>1</sup>, Brian Eiler<sup>2</sup>, Hannah Douglas<sup>2</sup>, Rachel Kallen<sup>2</sup><sup>1</sup>College of William and Mary, <sup>2</sup>University of Cincinnati

Previous research has shown that categorical (e.g. sex) and behavioral information (e.g. power, mood) can be determined at zero acquaintance from movement and that coordination is positively related to successful social interactions and increased prosociality. Skin color and race have the potential to impact interaction and are often used to guide person perception at initial acquaintance. This study examined the extent to which participants could detect race and skin complexion from movement alone by using point-light displays, which are devoid of the typical visual cues to race and ethnicity like skin pigmentation. Furthermore, we evaluated whether interpersonal coordination influenced the accuracy of participants' predictions about targets. This poster will focus on using a complex systems methodology and demonstrate how using this approach to person perception can bridge the gap between research on social cognition, interpersonal coordination and synchrony. Possible avenues for future research will also be explored.

D270

**WHO DO WE CONSIDER AS A GOOD JUDGE?: THE ONE WHO SEES OTHERS (BUT NOT US) LIKE WE DO**Jinseok S. Chun<sup>1</sup>, Daniel R. Ames<sup>1</sup>, Jose N. Uribe<sup>1</sup><sup>1</sup>Columbia University

How do we make our evaluation about people's perceptivity (i.e., ability to judge others' characters or perspectives)? Even though various factors that affect the "actual" perceptivity of people have been examined in previous research, the factors that make people "look" perceptive remain relatively unknown. Based on the perceiver-target framework in person perception literature, the present study focuses on two different types of consensus that can make perceivers look perceptive: (1) consensus between perceivers' perceptions of the targets and the targets' self-perceptions and (2) consensus between perceivers' perceptions and the other perceivers' perceptions of the targets. Based on data collected from over 3,000 MBA students, it was demonstrated that the latter (but not the former) type of consensus exerted significant influence on the perceptivity ratings perceivers received. The implications are discussed with respect to the nature of person and self-perception and shared reality theory.

D271

**IMPRESSION FORMATION OF OTHERS IN MORAL AND COMPETENCE-RELATED CATEGORIES**Michal J. Klosowski<sup>1</sup>, Wieslaw Baryla<sup>2</sup>, Bogdan Wojciszke<sup>1</sup><sup>1</sup>University of Social Sciences and Humanities, <sup>2</sup>University of Social Sciences and Humanities; Faculty in Sopot

People spontaneously infer traits based on observation of others' behavior and attribute the traits to others. These efficient processes occur without awareness and intention. Since early '80s psychologists have presented numerous studies that used various paradigms to show this phenomenon called spontaneous trait inferences (STI). However, there is no research showing a moderation of trait inferences by their moral versus competence content. For observers, others' morality is typically more important than their competence, so we expected STI to be stronger in the perception of moral than competence-related behaviors. Two experiments showed STI effects on positive but not negative moral behaviors. We hypothesized that the lack of STI effects on negative moral behaviors was due to the comprehension of these behaviors being dominated by the controlled over automatic processes. Results of next two experiments supported this expectation.

D272

**SENSATIONS OF PHYSICAL WARMTH DECREASE SELF-OTHER DIFFERENCE ESTIMATIONS FOR POSITIVE BUT NOT NEGATIVE FUNDAMENTAL DIMENSIONS OF SOCIAL JUDGMENT**Karl-Andrew H. Woltin<sup>1</sup>, Maya Machunsky<sup>2</sup><sup>1</sup>Catholic University of Louvain, <sup>2</sup>University of Mannheim

Warmer compared to colder conditions induce greater social proximity (Ijzerman & Semin, 2009) and a similarity focus fostering assimilative social comparisons (Steinmetz & Mussweiler, 2011). The current research investigates whether warmth also induces greater social proximity in terms of less self-other differentiation concerning personality traits indicative of the fundamental dimensions of social judgment: sociability and competence. Based on Asch's (1946) and recent replication findings (Nauts et al., 2014) indicating warmth effects for valence rather than judgment-dimensions we predicted that participants experiencing warmth perceive others as less different concerning positive but not negative traits on both dimensions. Experiment 1 established that warmth (vs. coldness) reduces self-other differentiation for positive but not negative traits. Indirect process evidence was demonstrated in Experiments 2a/b by showing that the impact of warmth only held if participants did not discount their warmth experience and in Experiment 3 by showing that accuracy motivation constitutes a boundary condition.

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## Self/Identity

D273

### TESTING THE VALIDITY OF THE INCLUSION OF PROBLEM IN SELF SCALE (IPS)

Diana M. Steakley-Freeman<sup>1</sup>, Eric D. Wesselmann<sup>1</sup><sup>1</sup>Illinois State University

The Inclusion of Other in Self (IOS; Aron, Aron, & Smollan, 1992) is a measure that offers several Venn diagrams gradually increasing in overlap. Higher overlap indicates more inclusion of the "other" into one's self-concept. We modified the IOS to assess self-stigma by changing the "other" to be a "personal problem" and asked participants to endorse the Venn diagram that best represented their relationship with that problem (IPS). In Study 1 (N=195) undergraduates reported a problem they were struggling with, completed the Stigma Consciousness Questionnaire (SCQ; Pinel, 1999) and the IPS. The two measures were significantly correlated ( $r=.395, p<.001$ ). Study 2 (N=256) asked participants to complete the IPS, the Self Stigma of Mental Illness Scale (SSMIS; Corrigan et al, 2006), and the Recovery Assessment Scale-Revised (measuring constructs that counteract self-stigma; Corrigan et al, 1999). The IPS correlated with subscales of self-stigma ( $r's >.2, p's <.001$ ), and with recovery scales ( $r's >.25, p's <.002$ ).

D274

### DEVELOPMENT AND PRELIMINARY VALIDATION OF THE SEXUAL IDENTITY AND SEXUAL IDENTIFICATION MODEL

Rachel E. Tennial<sup>1</sup>, Richard D. Harvey<sup>2</sup><sup>1</sup>University of Arkansas at Little Rock, <sup>2</sup>Saint Louis University

Sexual identity and sexual identification have traditionally been studied within the area of sexual orientation with the conceptualization of these constructs confounded with one another. The current study sought to propose and validate the Sexual Identity and Sexual Identification Model (SISIM). The SISIM was developed to conceptually separate these constructs and explore the relationships between the constructs of interest and proposed antecedents, mediators, and outcomes. Two hundred fifty-seven homosexual adults were included as participants. Five hypotheses were developed to assess and validate the SISIM. A content analysis, used to examine patterns within the qualitative attributes reported by participants, found preliminary evidence that there may be distinct patterns and themes for the sexual identity of Gay Males and Lesbians, respectively. Quantitative findings indicated support for the validation and psychometric soundness of the SISIM. Additional analyses and implications are addressed.

D275

### SELF-COMPASSION RE-EXAMINED: A CRITIQUE AND RECONSTRUCTION OF THE SELF-COMPASSION SCALE

Benjamin F. Armstrong III<sup>1</sup>, David Zuroff<sup>1</sup>, Myriam Mongrain<sup>2</sup><sup>1</sup>McGill University, <sup>2</sup>York University

Recent work has called into question the validity of the Self-Compassion Scale (SCS; Neff, 2003) by failing to replicate the originally proposed factor structure. We report EFAs and CFAs of the SCS in four samples (N = 3589) that include both student and community participants. The best balance between conceptual parsimony and model fit is obtained by treating the SCS as measuring two distinct constructs, one assessed by the positive items and one assessed by the negative items. Negative items are highly related to established measures of self-criticism, and this association is significantly stronger than self-criticism's relationship with positive items. We conclude that combining positive and negative items into a single composite score is not psychometrically justified and likely conflates distinct constructs: self-compassion and self-criticism. It is recommended that only positive items (e.g., "I'm kind to myself when I'm experiencing suffering.") be considered to measure self-compassion.

D276

### MUDDYING THE WATERS: INHERENT UNCERTAINTY IN THE CONSTRUCTS OF SELF-CONCEPT CLARITY AND SELF-CONCEPT CERTAINTY

Jessy Minney<sup>1</sup>, Rosanna E. Guadagno<sup>2</sup><sup>1</sup>University of Alabama, <sup>2</sup>University of Texas at Dallas

Self-concept refers to a mental representation of self; self-concept clarity refers to how confident individuals are in their self-knowledge of their own traits and abilities, and how stable this knowledge is over time (Campbell et al., 1996). There are three commonly used measures of self-concept clarity: the Self-Concept Clarity Scale (SCCS; Campbell et al., 1996), the Self Description Scale (Baumgardner, 1990), and the Self-Attributes Questionnaire (SAQ; Pelham, 1991). Some of the apparent discrepancy in the self-concept literature may be explained by choice of measure. To determine if these measures reflect the same construct, we administered all three to a sample of 300 undergraduates. Correlations between the three questionnaires were small, indicating that scores on these measures may reflect different constructs, and these questionnaires should not be treated as equivalent measures of self-concept clarity. The size of the correlation was not significantly related to any of the measured demographic variables.

D277

### INTRINSIC MOTIVATION BUFFERS THE NEGATIVE EFFECT OF IDENTITY INCOMPATIBILITY ON NEWCOMERS' SOCIAL IDENTIFICATION AND WELL-BEING

Christina Matschke<sup>1</sup>, Jennifer Fehr<sup>2</sup><sup>1</sup>Knowledge Media Research Center Tuebingen, <sup>2</sup>University of Tuebingen

Newcomers who enter a new group usually possess a number of established social identities. It has been demonstrated that incompatibility between established and new identities decreases social identification with the new group and well-being. We propose that intrinsic motivation to enter the group helps newcomers to identify with their group despite incompatibility. Therefore, it was predicted that only newcomers low (but not high) in intrinsic motivation to enter the group were negatively affected by incompatibility. One experiment with university newcomers (N = 43), where incompatibility was manipulated, and two field studies with exchange students (N = 215) and university newcomers (N = 114) supported these predictions. The results highlight the fact that intrinsic motivation is a strong resource when newcomers face obstacles, in the form of incompatibility between established and new identities.

D278

### SELF-UNCERTAINTY PREDICTS DISCONTINUITY BETWEEN PAST AND PRESENT SELVES

Hannah J. Osborn<sup>1</sup>, Keith Markman<sup>1</sup><sup>1</sup>Ohio University

According to Sedikides et al. (2008), discontinuities between past and present self-identities motivate individuals to seek nostalgic experiences in order to restore self-continuity. As part of a broader research program designed to show that self-uncertainty (as measured by the self-concept clarity (SCC) scale) is a distal trigger of nostalgia seeking, we ran an initial study in which we hypothesized that low SCC would correlate with perceived self-discontinuity. After completing the SCC scale as well as a measure of nostalgia proneness (NP), participants in the present study were instructed to compare (in writing) the past self to their present self. Consistent with our hypothesis, lower SCC was found to correlate with a greater tendency to identify dissimilarities between past and present selves. In addition, low SCC correlated with higher NP. In all, these data provide initial evidence that self-uncertainty may be a distal trigger of nostalgia seeking.

D279

**WHEN NEUROTICISM MATTERS: THE ROLE OF ACTUAL AND PERCEIVED SELF-DISCREPANCIES**Louise Wasyliw<sup>1</sup>, Ariunaa Bayarsaikhan<sup>1</sup>, Miguel Robichaud<sup>1</sup>, Leandre Fabrigar<sup>2</sup><sup>1</sup>Mount Allison University, <sup>2</sup>Queen's University

The idea that being discrepant from what one hopes or should be has long been recognized to evoke negative emotions with dejection arising when one fails to be the person they hope to be and anxiety arising when one fails to be the person they should/ought to be (Higgins, 1987). Some research demonstrates that such emotional responses are exacerbated for those people who are high on neuroticism. Here we distinguish between actual and perceived self-discrepancies. In Study 1 (N = 179), both larger actual and perceived discrepancies positively related to emotional outcomes and neuroticism moderated the relationship between ideal discrepancies and dejection for both actual and perceived properties. In Study 2 (N = 123), perceptions of larger and more accessible discrepancies (but not actual discrepancies) positively related to neuroticism as well as emotional outcomes. Additionally, stronger relationships were found for perceived (vs. actual) properties for both ideal and ought discrepancies.

D280

**FINDING DEATH IN MEANINGLESSNESS: EVIDENCE THAT DEATH THOUGHT ACCESSIBILITY INCREASES IN RESPONSE TO MEANING THREATS**David Webber<sup>1</sup>, Rui Zhang<sup>2</sup>, Jeff Schimel<sup>3</sup>, Jamin Blatter<sup>3</sup><sup>1</sup>University of Maryland, <sup>2</sup>York University, <sup>3</sup>University of Alberta

The meaning maintenance model proposes that violations to one's expectations will cause subsequent meaning restoration. In attempts to distinguish meaning maintenance mechanisms from mechanisms of terror management, previous research has failed to find increased death thought accessibility (DTA) in response to various meaning violations. The present research argues that this failure may have resulted from the methodology employed in these previous studies. Two studies found increased DTA in response to two different meaning threats (i.e., a nonsensical short story and a surrealist film clip) when using the standard method employed when studying worldview threats. A third study directly tested this standard method against the one used in previous meaning maintenance research. Exposure to a meaning violation increased DTA only when using the standard method, and only among individuals high in personal need for structure. Implications for terror management theory, the meaning maintenance model, and the threat compensation literature are discussed.

D281

**WHO LOVES WATCHING FILMS? SUBJECTIVE EXPERTISE AND THE COMPONENTS OF ENJOYMENT**Troy Campbell<sup>1</sup>, Dan Ariely<sup>1</sup><sup>1</sup>Duke University

Building on our results we summarize: enjoyment does not just come from experiencing great things (a fine wine, film), but from feeling great at those things (feeling wine, film expertise). In ten experiments, we find feeling some expertise (regardless of actual expertise) increases two types of enjoyments: item-enjoyment (the enjoyment of an item's qualities, e.g. the taste) and process-enjoyment (the enjoyment of processes such as critiquing or rituals, e.g. tasting). Importantly though, when consumption items are lower quality, the effect of subjective expertise on item-enjoyment is eliminated but remains for some process-enjoyments due to the pleasure of expertly judging and evaluating. Mediation analysis find that these interactive patterns were explained by identity and subjective effectance processes. We conclude by discussing how to leverage (subjective) expertise to enhance experiential enjoyment and argue that expertise research should focus more on enjoyment and identity, not just accuracy.

D282

**THE INFLUENCE OF BASIC NEEDS ON MATERIALISM: MORTALITY SALIENCE AS A THREAT TO BASIC NEEDS**Pinar Uğurlar<sup>1</sup>, Ahmet Uysal<sup>2</sup><sup>1</sup>TOBB University of Economics and Technology, <sup>2</sup>Middle East Technical University

Self-determination research suggests that thwarting basic needs evokes the development of extrinsic aspirations such as materialism. The present study proposes mortality salience as a threat to autonomy, competence and relatedness needs, and investigates whether this results in higher materialism. After priming mortality salience we found that mortality salience had no effect on materialism. Next, we analyzed the statements to mortality salience questions, and then formed categories based on whether they indicated thwarted autonomy, competence and relatedness needs. Results showed that mortality salience evokes enhanced materialism only when mortality salience stimulates threats to the basic needs: When autonomy and competence were thwarted via mortality salience, as expected, people scored higher on materialism; however, they scored lower when relatedness was thwarted. The latter finding can be explained from a sociometer theory perspective.

D283

**SOCIALLY DESIRABLE BEHAVIORS ARE JUDGED AS MORE AUTHENTIC THAN UNDESIRABLE BEHAVIORS**Katrina P. Jongman-Sereno<sup>1</sup>, Mark R. Leary<sup>1</sup><sup>1</sup>Duke University

The study of authenticity has been hindered by inconsistencies in the ways the construct has been conceptualized and operationalized. In particular, authenticity has been often been confounded with the consistency of a person's behavior and the social desirability of the behavior. This study was conducted to examine the effects of the desirability of a behavior on judgments of its authenticity. Participants (n = 188) imagined behaving in ways that varied in terms of how they wanted to behave, how other people wanted them to behave, and how they actually behaved. Participants' judgments of their own authenticity was more strongly influenced by the social desirability of the behavior than by whether the behavior was congruent with what they authentically wanted to do. Socially desirable behaviors were judged as more authentic than undesirable behaviors regardless of whether the behavior authentically reflected how the person wanted to behave.

D284

**COGNITIVE, AFFECTIVE, AND BEHAVIORAL RESPONSES TO INGROUP'S DEVALUED SOCIAL STATUS: A FIELD STUDY AT A PUBLIC UNIVERSITY**Yeongock Park<sup>1</sup>, Hyangsu Lee<sup>1</sup>, Sang Hee Park<sup>1</sup><sup>1</sup>Chungbuk National University

Utilizing Social Identity Theory and Intergroup Emotions Theory we examined whether appraisals of the perceived decrease in ingroup status were associated with different group-level emotions, and in turn, whether these emotions predicted behavioral and affective coping strategies. In 2011 Chungbuk National University was selected by the South Korean government to undergo financial and academic reform, a decision interpreted by many as a strike to the University's reputation. Based on this event, we surveyed Chungbuk University students (n = 132) to investigate how they cognitively, affectively, and behaviorally responded to this ingroup identity devaluation. Results indicated that preference for a particular coping strategy varied according to appraisals of ingroup status in a manner largely consistent with Social Identity Theory. In addition, we found group-level emotions partially mediated the relationship between appraisals of ingroup status and coping strategies.

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D285

**THE COLD HEART: REMINDERS OF MONEY CAUSE FEELINGS OF PHYSICAL COLDNESS**Leonie Reutner<sup>1</sup>, Jochim Hansen<sup>2</sup>, Rainer Greifeneder<sup>1</sup>  
<sup>1</sup>University of Basel, <sup>2</sup>University of Salzburg

Mere reminders of money have been shown to cause socially "cold" behavior. Recent research suggests that the metaphor of "social coldness" is bodily grounded and thus linked to actual sensations of physical coldness. We therefore hypothesized that reminding individuals of money causes them to feel physically cold. This hypothesis was put to the test in two studies, drawing on predictions from adaptation-level theory: Study 1 shows that individuals who had been reminded of money perceived a continuous medium (i.e., the air in the room) as colder than individuals not reminded of money (an assimilation effect). Complementing this effect, Study 2 shows that individuals who had been reminded of money perceived a transitorily experienced medium (i.e., water) as warmer than individuals not reminded of money (a contrast effect). Our findings extend money research to the realm of sensations and suggest that thoughts about money trigger sensations of actual physical coldness.

D286

**ASPIRING TO THE BETTER, VIRTUAL ME: IDEAL AVATAR REPRESENTATIONS AS INSPIRATION**Katrina Fong<sup>1</sup>, Jin Kang<sup>1</sup>, Raymond Mar<sup>1</sup>  
<sup>1</sup>York University

Videogame avatars representing either the ideal or actual self were either played or watched and the effect on feelings of inspiration measured, with self-efficacy explored as a moderator. 198 participants were randomly assigned to 1 of the 4 conditions, also completing measures of self-efficacy (Sherer et al., 1982) and inspiration (Lockwood, 1999). Multiple regression found that ideal avatars ( $\beta = 1.74$ , all  $ps < .05$ ), playing the game ( $\beta = 1.51$ ), and higher self-efficacy ( $\beta = 0.52$ ) predicted feeling inspired by one's avatar. Additionally, there were two-way interactions between avatar-type and engagement ( $\beta = -1.83$ ), avatar-type and self-efficacy ( $\beta = -1.75$ ), and engagement and self-efficacy ( $\beta = -1.43$ ). A three-way interaction between all three predictors was also found ( $\beta = 1.97$ ,  $R^2 = .14$ ,  $F(7, 189) = 4.31$ ). These results suggest that personal outcomes from exposure to avatars are a function of the interaction between individual differences and videogame features.

D287

**THE RELATIONSHIP BETWEEN GAY IDENTIFICATION AND COMING OUT ACROSS GAY LATINO AND WHITE MEN**Adrian J. Villicana<sup>1</sup>, Monica Biernat<sup>1</sup>  
<sup>1</sup>University of Kansas

Coming out is the verbal self-disclosure of one's gay identity to another. Research suggests the amount of disclosure indicates how much individuals have positively adjusted to their gay identity. However, some scholars propose that ethnic minorities manage positive gay identities without coming out. Thus, we tested whether gay identification predicted 'outness' for gay Latino and White men. We first assessed participants' gay identification and then the degree to which participants were open about their gay identity. Results indicated that stronger gay identification predicted more outness for gay White men but not gay Latinos. Moreover, outness scores for gay Latinos corresponded to the idea of tacit subjectivity, where one's sexual identity is known but not verbally disclosed or discussed (Decena, 2008). These findings suggest that the relationship between gay identification and coming out varies across ethnic groups and are the first to provide quantitative support for tacit subjectivity in gay Latinos.

D288

**LOOKING BEYOND QUANTITY: THE RELATIONSHIP BETWEEN MULTIPLE GROUP MEMBERSHIP AND WELL-BEING**Anders S nderlund<sup>1</sup>, Michelle Ryan<sup>1</sup>, Thomas Morton<sup>1</sup>  
<sup>1</sup>University of Exeter

Two correlational studies examined the relationship between multiple group memberships and well-being. Study 1 ( $N=112$ ) focused on the distinctiveness of group memberships and their corresponding social identities. Results revealed a positive relationship between identity quantity and well-being, but only for individuals for whom identities had low overlap. This effect was mediated through identity expression and perceived social support. Study 2 ( $N=104$ ) focused on identity conflict and how this related to the social value and visibility of these identities. The results revealed that multiple identities contributed to well-being, but only when they were valued, or devalued but invisible. These effects were mediated through both identity expression and conflict. Both studies suggest that the benefits of multiple group memberships depend on the meaning and value attached to the groups. Further, the studies highlight the consequences of how groups are configured in relation to one another within the self-concept.

D289

**THE PUSH AND PULL OF PSYCHOLOGICAL DISTANCE: EXAMINING MOTOR-INDUCED REMEMBERING**Mark Oakes<sup>1</sup>, Alan Searleman<sup>1</sup>, Bridget Shea-Gander<sup>1</sup>, Rebecca Allen<sup>1</sup>  
<sup>1</sup>St. Lawrence University

According to Construal Level Theory objects or events deemed physically near are thought of as being more psychologically close and, therefore, more affectively charged. The current studies examined the effect of physical distance on memory rather than affect, hypothesizing that psychologically close stimuli would be better remembered. In study 1, participants moved a joystick either towards themselves or away from themselves depending upon the color in which a word was presented. In study 2, the reference point was manipulated such that participants were told to move the joystick either toward (or away from) themselves or the computer screen. A recognition test revealed that words moved toward the point of reference (rather than away) were significantly easier to distinguish from never-presented foils. These results suggest that (a) physical movements influence cognitive as well as affective states and (b) psychological closeness can be induced by movements other than those toward the self.

D290

**DEFENSE AGAINST DEFENSIVENESS: HOW SELF-AFFIRMATION CAN PROMOTE MORE ADAPTIVE RESPONSES TO SEVERE ENVIRONMENTAL THREAT**Katie E. Schuett<sup>1</sup>, Danielle Courneya<sup>1</sup>, Anne E. Wilson<sup>1</sup>  
<sup>1</sup>Wilfrid Laurier University

People respond defensively to threatening risk information about the future. For example, people may respond with denial to threatening information about environmental consequences, resulting in inaction which ironically increases the risk. Self-affirmation might provide the resources to promote more proactive response to future threat. Participants read about either severe or mild future environmental outcomes and were then self-affirmed or they were not. As expected, those who were not affirmed responded more defensively to severe than mild risk (e.g. they believed themselves to be less at personal risk, they saw climate change as less human-caused) whereas affirmation eliminated defensiveness and fostered more proactive responding to severe risk (e.g., they believed their actions could make a difference and reported more motivation to act). Findings suggest that replenishing self-resources may allow people to respond to threats in a less defensive, more proactive manner by allowing them to view environmental consequences more realistically.

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**HOW WELL DOES IT FIT? THE INFLUENCE OF SELF-RELEVANCE ON THE SELF-REFERENTIAL MEMORY ADVANTAGE**Carrie Pappas<sup>1</sup>, Curtis Hardin<sup>1</sup>, Elizabeth Chua<sup>1</sup><sup>1</sup>*City University of New York*

This work investigates how the self-relevance of pictures and words activates self-representations and influences memory. In Exp. 1, the self was activated in a self-reference memory paradigm with pictures of the self rather than explicit reference questions. Words paired with self-pictures were remembered better than words paired with other-pictures ( $p < .05$ ). In Exp. 2, words were paired with pictures of self or other in a source memory task. Although source accuracy was not better for self-paired words ( $p = .13$ ), responses were influenced by the words' self-descriptiveness. Words rated as highly self-descriptive were attributed more to the self-picture-pairing and non-self-descriptive words were attributed more to neither source picture ( $p < .05$ ). Together, these experiments inform the mechanisms and limits of the self-referential memory advantage. When people process information in reference to the self, that processing may depend on the fit of the cue into one's self-representations, not just on the self-reference.

D292

**SELF-FOCUSED USES AND GRATIFICATIONS IN SOCIAL MEDIA**Nilüfer Ercan<sup>1</sup>, Bengi Öner-Özkan<sup>2</sup><sup>1</sup>*Middle East Technical University*, <sup>2</sup>*Middle East technical University*

Literature on uses and gratifications of social media focused on relationship and networking oriented gratifications since now. Although identity and self-focused gratifications were also emerged as categories in these studies, limitations regarding unclear conceptualizations and measurement make it hard to draw clear conclusions. Therefore current study aimed at researching self-focused uses and gratifications of social media, confined with a representative channel, namely Facebook. A qualitative study was conducted in order to explore in-depth aspects of individuals' cyber-self-experience within the uses and gratifications framework. 12 focus group interviews with undergraduate university students were conducted and thematic analysis was applied to this data. Results revealed 5 main themes representing different self-focused gratifications obtained through Facebook: Self-aggrandizement, self-presentation, following self-guide, self-enhancement and self-expression. Findings enabled to differentiate between and clarify self-focused uses and gratifications of Facebook. Further studies with better generalizability would contribute to understanding of self-identity related needs, motivations and gratifications appear in social media use.

D293

**EXPERIENTIAL VS. DELIBERATIVE JUDGMENTS: WHEN DOES MERE DEVIANCE CAUSE DEROGATION?**Yogesh Raut<sup>1</sup>, David Trafimow<sup>1</sup><sup>1</sup>*New Mexico State University*

Researchers distinguish between evaluative judgments derived from subjective feelings ("experiential") and those involving facts and rules ("deliberative"). Because only deliberative evaluations can be objectively wrong, one might expect to see greater derogation of persons whose deliberative evaluations (vs. experiential) deviate from ours. However, it is also possible that deviant experiential evaluations trigger greater derogation (vs. deliberative), because experiential judgments implicate the self and so deviance threatens the self. A pilot study established strongly and weakly deviant judgments in deliberative and evaluative domains, and a survey study measured derogation of a hypothetical other who held those judgments. Results are discussed from the perspective of self-affirmation theory (Sherman and Cohen, 2006; Steele, 1988).

D294

**RELATIVE EFFECTIVENESS OF SELF-PRESENTATIONAL STRATEGIES IN THE MULTIPLE AUDIENCE PROBLEM**Stephanie C. Grah<sup>1</sup>, Mallary C. Taylor<sup>1</sup>, Beth A. Pontari<sup>1</sup><sup>1</sup>*Furman University*

Multiple Audience Problem (MAP) research shows that people are capable of simultaneously making a good impression on multiple audiences with different expectations. To examine how they do so, we compared the effectiveness of four common self-presentational strategies. In Study 1 ( $N = 71$ ), participants watched a video in which an actor encountered the MAP when discussing a controversial topic with friends and then responded with different strategies that were presented in the form of alternate endings. Participants indicated that the actor made the best impression when he claimed uncertainty in his views or when he only commented on specific, concrete aspects of the topic, followed by taking one side of the issue; avoiding the issue by not responding resulted in the worst impression. Study 2 ( $N = 57$ ), in which the MAP in the video was made more difficult for the actor, revealed the same pattern of strategy effectiveness.

D295

**THE USE OF CLOTHING AS A PRIME: CLOTHING AS A MEANS TO ACTIVATE CHARACTERISTICS OF THE SELF**Sarah Butler<sup>1</sup><sup>1</sup>*The Sage Colleges*

The goal of the current study is to add to the literature on clothing and self-perception, exploring whether people choose certain types of clothing in differing situations that activate different elements of their self-concepts. Participants were randomly assigned to either the casual condition (meeting a potential roommate) or formal condition (a job interview). Participants read the scenario and were asked to describe the outfit that they would choose to wear in that context. They then read sets of descriptive words, developed by Hannover and Kuhnen (2002). These words, presented in random order, describe traits associated with people in either formal or casual clothing. Participants in the formal condition chose significantly more formal words and fewer casual words to describe the way the outfit made them feel than the participants in the casual condition, suggesting that different types of clothing may prime different characteristics of the self.

D296

**THE PERILS OF HYPERMASCULINITY: IS HYPERMASCULINITY A PROBLEMATIC PERSONALITY TYPE?**Casey Swanson<sup>1</sup>, Trevor Waagen<sup>1</sup>, Hannah Borhart<sup>1</sup>, Heather Terrell<sup>1</sup><sup>1</sup>*University of North Dakota*

Hypermasculinity can be defined as a personality constellation characterized by calloused sexual attitudes, beliefs that violence is manly, beliefs that dangerous competitions are exciting, and a predisposition to engage in physical power and dominant behaviors during interpersonal interactions. Hypermasculinity is a gender identity associated with rigid views about gender roles and little restraint from violent acts. Because of the "precariousness of manhood", hypermasculine men tend to view any affront to their manhood as a challenge, which generates anxiety and negative affect. In this exploratory analysis, we examined the correlates of this confrontational personality characteristic. Three hundred twenty-six males were recruited online to complete a hypermasculinity questionnaire as well as several other trait measures. Results indicated that hypermasculinity is positively correlated with narcissism, masculine gender role stress, and retrospective self-report of parental alcoholism. Conversely, hypermasculinity is negatively correlated with executive functioning.

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**DOES OUR FUTURE REFLECT OUR PAST?: SELF-CONTINUITY FROM PAST TO PRESENT TO FUTURE**Joshua L. Rutt<sup>1</sup>, Corinna E. Löckenhoff<sup>1</sup><sup>1</sup>*Cornell University*

Research has linked episodic past-thought to future-thought, but links between past versus future self-perceptions and their relevance to decision making remain unclear. We compared future to past perception across three distinct measures—explicit and implicit temporal self-similarity and subjective temporal distance—and assessed temporal discounting. Using the same seven time points ranging from 1 month to 10 years into the future / past, undergraduate participants (N=180) were assigned to “future” or “past” conditions. Participants indicated less explicit and implicit similarity to their past selves than to future selves ( $ps < .001$ ), and past as well as future self-similarity were significantly associated with temporal discounting ( $ps < .001$ ). Conversely, for subjective temporal distance, future and past functional trajectories did not differ significantly. Findings suggest reflecting past and future trajectories for some time perception measures, and that people’s perceived similarity to their past in addition to their future selves may influence decisions requiring present-future trade-offs

**Social Neuroscience**

D298

**WOMEN'S COGNITIVE RESPONSES TO FEMALE-TARGETED ADVERTISING**Stephanie Vezich<sup>1</sup>, Benjamin Gunter<sup>1</sup>, Matthew Lieberman<sup>1</sup><sup>1</sup>*University of California at Los Angeles*

Ads with ‘real’ women have become more commonplace; however, evidence that this approach actually drives sales is less clear. To address this potential discrepancy, the current study investigates female roles in advertising using fMRI. 23 female subjects viewed 120 images of typical female ad roles, categorized into: 1) aspirational, 2) business, 3) domestic, 4) normal, 5) sexualized, and 6) control. Women who endorsed traditional gender roles tended to show greater striatal and VMPFC activity to hypersexualized images (relative to control) than those who less strongly endorsed traditional gender roles. In contrast, there was no such relationship for domestic portrayals. Comparing hypersexualized and domestic images directly, we found that traditional attitudes were positively associated with striatal activity during hypersexualized portrayals. These results might suggest that although some women consciously report traditional attitudes, they may still implicitly respond more positively to sexualized portrayals in the media.

D299

**MODULATING RESPONSES TO SOCIAL EXCLUSION USING TRANSCRANIAL DIRECT-CURRENT STIMULATION: THE ROLE OF THE RIGHT VENTROLATERAL PREFRONTAL CORTEX**Paolo Riva<sup>1</sup>, Leonor J. Romero Lauro<sup>1</sup>, Alessandra Vergallito<sup>1</sup>, C. Nathan DeWall<sup>2</sup>, David S. Chester<sup>2</sup>, Brad J. Bushman<sup>3</sup><sup>1</sup>*University of Milano-Bicocca*, <sup>2</sup>*University of Kentucky*, <sup>3</sup>*The Ohio State University & VU University Amsterdam*

Building on studies suggesting that the right ventrolateral prefrontal cortex (rVLPFC) is associated with regulation of negative emotions, this set of experiments tests the hypothesis that modulating the cortical excitability of the rVLPFC affects emotional and behavioral responses to social rejection. Participants received transcranial direct current stimulation (tDCS) over the rVLPFC in anodal, sham (Study 1 and 3) and cathodal (Study 2) modality, and then were either socially excluded or included. Study 1 showed that anodal tDCS over the rVLPFC decreased feelings of social pain following social exclusion. Study 2 revealed that cathodal tDCS over rVLPFC led to reversed effects, increased social pain, hurt feelings, and negative emotions resulting from social exclusion. Finally, in Study

3 socially rejected participants given anodal stimulation were less aggressive than those given sham stimulation. These results indicate that rVLPFC plays a crucial role in the regulation of social pain, negative emotions, and aggressive behavior.

D300

**INDUCED RELATIVE LEFT FRONTAL CORTICAL ACTIVITY INCREASES JEALOUSY**Nicholas J. Kelley<sup>1</sup>, Paul W. Eastwick<sup>2</sup>, Eddie Harmon-Jones<sup>3</sup>, Brandon J. Schmeichel<sup>1</sup><sup>1</sup>*Texas A&M University*, <sup>2</sup>*University of Texas at Austin*, <sup>3</sup>*The University of New South Wales*

Asymmetric frontal cortical activity may be one key to the process linking social exclusion to jealous feelings. The current research examined the causal role of asymmetric frontal brain activity in modulating jealousy in response to social exclusion. Ninety-two participants received transcranial direct current stimulation (tDCS) over the frontal cortex to manipulate asymmetric frontal cortical activity and then played a modified version of Cyberball designed to induce jealousy. After receiving 15 minutes of tDCS, participants were excluded (or included), reported how jealous they felt and then had the opportunity to aggress. Among individuals who were excluded, tDCS to increase relative left frontal cortical activity caused greater levels of self-reported jealousy compared to tDCS to increase relative right frontal cortical activity or sham stimulation. Additionally, tDCS to increase relative right frontal cortical activity disrupted the jealousy-aggression relationship. Implications for the role of the asymmetric prefrontal cortical activity in motivated behaviors are discussed.

D301

**FAMILY AGGRESSION PREDICTS LARGER SUBCORTICAL VOLUMES IN LATE ADOLESCENCE**Hannah M. Lyden<sup>1</sup>, Darby Saxbe<sup>1</sup>, Jonas Kaplan<sup>1</sup>, Larissa Del Piero<sup>1</sup>, Gayla Margolin<sup>1</sup><sup>1</sup>*University of Southern California*

Background: Exposure to adverse childhood events such as family aggression may have effects on amygdala and hippocampal volume. Although smaller amygdalae and hippocampi have been found in adults exposed to early adversity, equivocal results have been found in children and adolescents. Methods: Twenty-two right-handed 12-13 year-olds were recruited from the community. The participants and their parents completed questionnaires assessing past aggressive family conflict behavior. Five years later, whole brain structural images were acquired. FSL’s FIRST was used to segment bilateral amygdalae and hippocampi and extract volume data. Results: Significant positive correlations were found between family aggression in early adolescence with left hippocampal and amygdala volumes in late adolescence. Discussion: Results may clarify mixed prior findings in the literature. Early life aggression exposure may lead to hyperreactivity of stress responding systems triggering an expansion of the amygdala and the hippocampus in adolescence, followed by later-life cell death.

D302

**NEURAL MECHANISMS UNDERLYING THE EFFECTS OF RESIDENTIAL MOBILITY ON SOCIAL PERCEPTION**Brandon W. Ng<sup>1</sup>, Shigehiro Oishi<sup>1</sup>, James P. Morris<sup>1</sup><sup>1</sup>*University of Virginia*

Prior work in residential mobility (the frequency in which one has changed residences) has shown that moving induces loneliness and the desire to form new relationships. However, research examining how residential mobility modulates lower-level perception to social cues—the essential building blocks of relationship formation—remains elusive. In the present study, participants completed either a residentially mobile or stable prime and then viewed angry, happy, neutral, and sad faces while event-related potentials (ERPs) were recorded. Drawing from work in social exclusion, which has

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shown conclusively that rejection enhances emotional sensitivity, we hypothesized that mobile participants would show higher levels of perceptual engagement with emotional faces, relative to stable participants. In line with predictions, N170 results showed that mobile-prime participants engaged more strongly with emotional faces, specifically happy faces, relative to stable-prime participants. The data manifest that one avenue by which residential mobility may facilitate affiliation is heightened perceptual engagement to cues of potential acceptance.

**D303**  
**AMYGDALA-VLPFC INTERACTION PREDICTS THE RESPONSE TO ANGER PROVOCATION ELICITED BY MORTALITY THREATS**

Kuniaki Yanagisawa<sup>1</sup>, Nobuhito Abe<sup>1</sup>, Emiko S. Kashima<sup>2</sup>, Michio Nomura<sup>1</sup>

<sup>1</sup>Kyoto University, <sup>2</sup>La Trobe University

Reminders of death can elicit defensive responses in individuals. However, why some people are more likely than others to show exaggerated defensive responses, such as hostile reactions toward the provoker, remains unknown. We used functional magnetic resonance imaging (fMRI) to test the hypothesis that individual differences in the neural activity of the limbic-frontal circuitry are associated with defensive reactions to death-related concepts. As predicted, individuals showing higher amygdala activity combined with lower ventrolateral prefrontal cortex (VLPFC) activity in response to death stimuli were prone to react with more hostility toward the provoker. The present findings suggest that effective interactions between the amygdala and VLPFC can reduce the defensive reaction to death stimuli, providing a neural explanation for why certain people show stronger defensive reactions to mortality threats than others.

**D304**  
**OXYTOCIN AND NEURAL PROCESSING OF PICTORIAL CUES OF DEATH**

Shihui Han<sup>1</sup>

<sup>1</sup>Peking University

Although mortality threat produces tremendous influences on human lives, the underlying neural mechanisms have been poorly understood. The current study investigated neural mechanisms underlying the processing of death-related pictorial cues by recording EEG from healthy adults during a repetition detection task on images related to death (e.g., coffin) and threat (e.g., a gun). Relative to neutral images (e.g., chair), threat-related images elicited an early frontal negative activity at 130-210 ms and a late parietal positive activity at 300-1000 ms. In contrast, death-related images induced a frontal negative activity at 310-510 ms (Nd400), which positively predicted self-report of state anxiety and was increased by intranasal oxytocin. Our findings revealed the neural activity that is engaged in the processing of death-related images and sensitive to a specific neurotransmitter/hormone.

**D305**  
**INCREASED ACTIVITY IN THE RESPONSE INHIBITION NETWORK DURING GO/NO-GO IS ASSOCIATED WITH AN INCREASE IN EMPATHIC CONCERN**

Christopher N. Cascio<sup>1</sup>, Sara H. Konrath<sup>2</sup>, Emily B. Falk<sup>1</sup>

<sup>1</sup>University of Pennsylvania, <sup>2</sup>University of Michigan

The current study aims to examine the hypothesis that those who are more empathetic, specifically those higher in empathic concern, will be more effective at recruiting neural regions associated with response inhibition. Forty-three adolescent boys between the ages of 16-17 completed a pre-scan self-report measure of empathy (IRI) and a response inhibition task (Go/No-go) during a single fMRI session. Our results indicated that increased activation of the response inhibition network, including the basal ganglia and right inferior frontal gyrus, was significantly correlated with empathic concern ( $p=.027$ ), while response inhibition activity was unrelated to

perspective taking ( $p=.53$ ). These results suggest that there is an association between one's ability to effectively recruit neural regions associated with response inhibition and one's overall tendency to feel empathic concern for others. Furthermore, these results suggest that response inhibition training may be a potential intervention strategy to help increase empathic concern, having potential prosocial behavioral consequences.

**D306**  
**LOW SOCIAL STATUS PREDICTS BETTER PERFORMANCE AND GREATER MEDIAL PREFRONTAL CORTEX ACTIVITY DURING SOCIAL WORKING MEMORY**

Keely A. Muscatell<sup>1</sup>, Meghan L. Meyer<sup>2</sup>, Shelley E. Taylor<sup>2</sup>, Matthew D. Lieberman<sup>2</sup>

<sup>1</sup>University of California at San Francisco, <sup>2</sup>University of California at Los Angeles

Low social status is associated with poor cognitive ability, but perhaps greater social cognitive performance. This begs the question: Can we improve the cognitive performance of low status individuals by making tasks more social? To test this possibility, 25 participants underwent an fMRI scan while completing a cognitive working memory (CWM) task and a social working memory (SWM) task. Participants also reported their social status. Status was positively correlated with accuracy during the CWM task ( $r=.52$ ); however, status was negatively correlated with accuracy during the SWM task ( $r=-.55$ ). fMRI data indicated that status was negatively related to activity in the medial prefrontal cortex during SWM, as low status individuals showed greater activity in this key mentalizing-related region. These data suggest that while low status individuals show deficits in maintaining non-social information in working memory, these deficits are erased in the social domain, perhaps due to increased activity in the MPFC.

**D307**  
**GENDER AND CARE-GIVING TENDENCIES DRIVE SELECTIVE SENSITIVITY IN THE FUSIFORM FACE AREA TO DIFFERENT AGED FACES**

Rodrigo A. Cardenas<sup>1</sup>, Carlos O. Garrido<sup>1</sup>, Caitlin R. Bowman<sup>1</sup>, Reginal B. Adams, Jr.<sup>1</sup>

<sup>1</sup>Pennsylvania State University

We examined whether the fusiform face area (FFA), responds selectively to age cues and whether this response depends on sex-differences in interest-in-infants. We used an fMRI block-design to present to 23 participants (13 women) with infant, younger adult, older adult faces, and objects. Participants also completed behavioral measures of interest-in-infants, which showed women having higher interest than men. Next, we localized the FFA using a contrast of young adults compared to objects. Analyses revealed that women showed similar FFA activation across faces, whereas men showed lower FFA activation to both infant and older adults compared to young adults. Further, interest-in-infants significantly correlated with left-FFA activation for infant faces. Surprisingly, interest-in-infants was also correlated with younger and older adult faces. This result suggests that the interest-in-infants measure taps into a more general care-giving construct. Overall, these results reveal sex-differences in FFA responses in what appears to be due to individual differences in care-giving tendencies.

**D308**  
**INCREASED SELF-ENHANCEMENT MODULATES NEURAL RESPONSES TO SOCIAL IDENTITY THREATENING INFORMATION**

Kelly A. Duran-Jordan<sup>1</sup>, Adam B. Magerman<sup>2</sup>, Eric D. Splan<sup>2</sup>, Chad E. Forbes<sup>2</sup>

<sup>1</sup>University of Delaware, <sup>2</sup>University of Delaware

Repeated exposure to stereotype threat (ST) may promote learned aversions towards the stigmatized domain, particularly among those most identified with the domain. Past research also suggests, however, that self-enhancement may buffer individuals from the

deleterious consequences of ST. The current study investigated whether self-enhancement modulates neural aversive responses to social identity threatening images. We employed an attentional blink (AB) paradigm to assess men and women's aversion to STEM images, which consisted of stereotype neutral and stereotype threatening images (i.e., pictures of academic settings with predominantly women or men respectively), while collecting continuous EEG data and measures of self-enhancement in the math domain. Women overall exhibited aversion to ST images, however, EEG analyses indicated that women who self-enhanced in the math domain exhibited less aversive responses to ST images compared to men. Findings suggest that self-enhancement may buffer women against the long term consequences of repeated exposure to ST situations.

D309

#### **I KNOW WHEN YOU KNOW YOU ARE GOING TO TRUST: BIOMARKERS ASSOCIATED WITH DECISIONS TO TRUST**

**Eric D. Splan<sup>1</sup>, Adam B. Magerman<sup>1</sup>, Matthew P. Deegan<sup>1</sup>, Samuel L. Gaertner<sup>1</sup>, Chad E. Forbes<sup>1</sup>**

<sup>1</sup>*University of Delaware*

This study examined the neural biomarkers that precede decisions to trust others. To examine trust related processes, White participants completed a coin flip game with either a White or Black confederate who reported the outcome of a simulated coin flip. For each flip, participants decided whether or not to trust the confederate while continuous EEG activity was recorded. We then probed for neural biomarkers elicited during time intervals before players decided to trust reporters. Time frequency analyses conducted between 750 and 250 ms prior to decisions to distrust revealed increased communication (defined as increased phase-locking in the theta and alpha frequency bands) between the insula, inferior frontal gyrus and medial frontal gyrus compared to trusting trials. These patterns were evident regardless of confederate race. Findings suggest that increased communication between neural regions involved in affective processing and decision making in ambiguous situations bias individuals towards decisions to distrust novel others.

D310

#### **CAPTURING FAST DYNAMICS OF CARDIOVASCULAR REACTIVITY DURING FMRI: APPLYING NEW NEUROPHYSIOLOGICAL ANALYSIS METHODS TO SOCIAL PSYCHOLOGICAL QUESTIONS**

**William S. Ryan<sup>1</sup>, Matthew Cieslak<sup>1</sup>, Jim Blascovich<sup>1</sup>, Scott Grafton<sup>1</sup>**

<sup>1</sup>*University of California at Santa Barbara*

Current methods for analyzing cardiovascular reactivity rely on block-averaging techniques wherein physiological signals are averaged over 30-second to minute-long chunks of time. Here we present a new method for analyzing cardiovascular reactivity data, the Moving Ensemble Averaging Pipeline (MEAP), which provides a means of examining fast-acting changes in cardiovascular reactivity. This increased temporal resolution allows event-related designs and integration with fMRI studies, opening the door for the examination of previously unexplored questions. We use this technique to characterize motivational differences in reactivity to specific stressful events (e.g. presentation of aversive stimuli) and cognitive performance tasks (e.g. mental rotation, GRE-type math exams). Results indicate that individual differences in continuous reactivity profiles predict performance better than ones emerging from blocked designs, demonstrating the utility and predictive validity of this approach. Implications for future social and cognitive neuroscience research will be discussed.

D311

#### **NEURAL AND BEHAVIORAL EFFECTS OF ASSOCIATING BEER WITH ONE'S INGROUP**

**Meredith P. Johnson<sup>1</sup>, Chris Loersch<sup>2</sup>, Tiffany A. Ito<sup>2</sup>, Hannah I. Volpert<sup>1</sup>, Bruce D. Bartholow<sup>1</sup>**

<sup>1</sup>*University of Missouri*, <sup>2</sup>*University of Colorado*

Previous research has shown that the context of one's ingroup automatically conjures feelings of safety and security. Products that become associated with one's ingroup can convey a similar effect; this can be problematic when the use of certain products, such as alcoholic beverages, is potentially dangerous and requires caution. Here, we investigated the extent to which pairing alcohol with a valued ingroup, a common beer marketing practice, engages neural responses indicative of motivated attention and decision-making. One hundred nineteen undergraduates viewed pictures of beverages (beer and water) paired with logos from their own university (ingroup) and another university (outgroup) while event-related potentials (ERPs) were recorded. ERP signatures of motivated attention were enhanced for ingroup-related stimuli, an effect particularly pronounced for ingroup beer among heavier drinkers. Moreover, the magnitude of the ingroup beer response predicted changes in alcohol use one month later. Implications of marketing beer using university logos are considered.

D312

#### **ERP EXAMINATION OF THE IMPACTS OF GROUP MEMBERSHIP ON FACE PROCESSING**

**Holly Earls<sup>1</sup>, Tim Curran<sup>1</sup>**

<sup>1</sup>*University of Colorado at Boulder*

It is well known that people are better at recognizing faces of their own race relative to other-race faces (Meissner & Brigham, 2001). Although it was originally proposed that this recognition bias was due to greater experience with own-race faces, recent evidence has shown an in-group recognition bias for arbitrary groups even when prior exposure is equated (e.g. Bernstein, Young & Hugenberg, 2007). However, previous studies have either used visual cues of group membership (e.g. background color) or have tested neural responses after group membership is learned. In the current experiment, electroencephalography (EEG) was used to measure event-related potentials (ERPs) while participants view own- and other-race faces of arbitrarily assigned in-group and out-group members. ERPs were measured from initial exposure of the faces through each run of learning group membership. Results suggest that very little exposure to in-group faces is needed before neural activation discrepancies between groups are detected.

D313

#### **FORMING IMPRESSIONS OF OTHERS VARYING ON FINANCIAL AND MORAL STATUS: AN FMRI INVESTIGATION OF STATUS-BASED PERSON EVALUATION**

**Ivo Gyurovski<sup>1</sup>, Jasmin Cloutier<sup>1</sup>**

<sup>1</sup>*University of Chicago*

Evidence suggests that wealth may confer higher status, but can lead to negative evaluations (Fiske et al., 2002), whereas, higher moral status, conferring respect (Boehm, 2012), may consistently lead to positive evaluations. This study examines whether evaluations are influenced by the dimension along which status is perceived (Cloutier et al., 2012). VMPFC activity was measured during impression formation of individuals, with varying status. In a block-design fMRI experiment, participants were presented with faces indicating either low, average, or high financial status, or low, average, or high moral status. The results indicate greater VMPFC response to targets with higher compared to lower moral status and targets with lower compared to higher financial status. The data suggest that the dimension from which status is inferred influences how perceivers evaluate others, supporting previous research showing that the VMPFC is implicated in evaluation and the generation of affective meaning (Roy, Shohamy, & Wager, 2012).

D314

**CATEGORICAL RACE PERCEPTION IS MEDIATED BY HIGHER-LEVEL CORTICAL AREAS**Lily Tsoi<sup>1</sup>, Yune-Sang Lee<sup>2</sup>, Liane Young<sup>1</sup><sup>1</sup>*Boston College*, <sup>2</sup>*University of Pennsylvania*

Simple sensory features such as color or phonemes are perceived categorically, and research suggests that sensory areas may support this phenomenon. Race, an abstract and complex feature consisting of more than just skin color, is also perceived categorically; do sensory areas also support this? We examined cortical regions mediating the categorical perception of race using whole-brain multivariate pattern analysis (MVPA). Sixteen participants were scanned while viewing morphed faces along a continuum of faces ranging from very black to very white. Outside of the scanner, we measured participants' subjective race judgments of each face. Whole-brain MVPA reveals a role for the intraparietal sulcus and bilateral inferior frontal gyrus in mediating categorical race perception. Our data show that higher-level cortical areas not typically associated with faces or visual stimuli track with categorical judgments in response to the face continuum, indicating that race categorization consists of more than simple perceptual processing.

D315

**LEARNING ABOUT PEOPLE THROUGH FEEDBACK: REINFORCEMENT LEARNING IN SOCIAL COGNITION**Leor M Hackel<sup>1</sup>, Bradley B Doll<sup>1</sup>, David M Amodio<sup>1</sup><sup>1</sup>*New York University*

Social life involves learning about others through positive or negative experiences, which guides decisions to engage in or avoid future interaction. Yet little research has examined the role of reinforcement (i.e., instrumental) learning in social cognition. In two experiments (N = 62), we examined the role of learning from positive and negative feedback from players in iterative economic games. In Study 1, we found that subjects learned differently from positive vs. negative social reinforcement. Specifically, White subjects who were concerned about appearing prejudiced exhibited increased negative reinforcement learning from Black (but not White) players. In Study 2, fMRI revealed dissociable contributions of the striatum and medial prefrontal cortex, associated with valuation and trait inference, in learning about people through feedback. These findings support a reinforcement learning approach to social cognition that complements existing approaches based on semantic association and propositional processes.

D316

**HOW DOES DISPOSITIONAL MINDFULNESS BUFFER STRESS REACTIVITY? NEURAL AND PSYCHOLOGICAL PATHWAYS**Emily K. Lindsay<sup>1</sup>, J. D. Creswell<sup>1</sup>, Peter J. Gianaros<sup>2</sup><sup>1</sup>*Carnegie Mellon University*, <sup>2</sup>*University of Pittsburgh*

A stress-buffering pathway has been proposed to explain how mindfulness fosters stress resilience. The present study used a cognitive stress task to test how dispositional mindfulness (assessed by MAAS) associates with neural and psychological stress reactivity in a sample of community adults (N=180). During fMRI, participants completed a multi-source interference task (MSIT), a stress reactivity task involving conflicting, uncontrollable stimuli and negative feedback. Higher dispositional mindfulness associated with lower psychological distress in response to the MSIT (lower levels of arousal and negative valence, and higher levels of perceived control) and greater activity in bilateral DLPFC, left VLPFC, and left parietal cortex. These results support the notion that dispositional mindfulness may buffer stress reactivity, providing insight into the potential pathways by which mindfulness could impact stress-related cognitive and health outcomes. The tendency of mindful individuals to more strongly recruit prefrontal

cortical areas during stressful experiences may decrease downstream stress processes.

D317

**THE IMPORTANCE OF SOCIAL SUPPORT AS A BUFFER OF PHYSIOLOGICAL RESPONSES TO SOCIAL STRESSORS VARIES AS A FUNCTION OF EARLY LIFE SOCIOECONOMIC STATUS**Neha A. John-Henderson<sup>1</sup>, Jennifer Stellar<sup>2</sup>, Rodolfo Mendoza-Denton<sup>3</sup>, Darlene Francis<sup>3</sup><sup>1</sup>*University of Pittsburgh*, <sup>2</sup>*University of Toronto*, <sup>3</sup>*University of California, Berkeley*

Social support offers protective effects for both mental and physical health outcomes. A parallel body of work highlights the importance of early life experience in predicting physiological stress responses later in life. Here, we test whether the reception of social support differentially affects immune system inflammatory responses as a function of early life socioeconomic status (SES). In study 1, we manipulated social support in the context of an interpersonal interaction, and found that social support interacted with early life socioeconomic status to predict changes in the level of the inflammatory cytokine Interleukin-6 (IL-6). In study 2, we manipulated social support in the context of a social evaluative stressor and found the same interaction between early life SES and social support in predicting post-stressor levels of IL-6. Our results suggest that tangible social support is a particularly useful coping mechanism for individuals from low early life SES backgrounds.

D318

**SOCIAL REJECTION AND AN OXYTOCIN RECEPTOR GENE POLYMORPHISM: DIFFERENTIAL SENSITIVITY TO OSTRACISM**Robyn J. McQuaid<sup>1</sup>, Opal A. McInnis<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup><sup>1</sup>*Carleton University*

A single nucleotide polymorphism on the oxytocin receptor gene (OXTR) involving a guanine (G) to adenine substitution (A) has been associated with altered prosocial behaviors. Specifically, individuals with the GG genotype (i.e., the polymorphism is not present) display beneficial traits including enhanced trust, empathy and optimism. However, because G carriers might also be more socially sensitive, this might render them more vulnerable to the adverse effects of negative events. The current investigation conducted with 128 female undergraduate students, revealed that relative to individuals with the AA genotype, G carriers displayed lower self-esteem following social ostracism promoted through an on-line ball tossing game (Cyberball). Furthermore, individuals with the GG genotype also displayed altered blood pressure and cortisol profiles following rejection, which was not apparent among A carriers. The data support the view that the sensitivity associated with G carriers may confer vulnerability to a negative social stressor.

D319

**UNSUPPORTIVE SOCIAL INTERACTIONS AND AN OXYTOCIN RECEPTOR POLYMORPHISM: RELATIONS TO COPING AND DEPRESSIVE SYMPTOMS**Opal A. McInnis<sup>1</sup>, Robyn J. McQuaid<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup><sup>1</sup>*Carleton University*

Coping styles may influence negative mood outcomes following stressor experiences. Oxytocin, a hormone that promotes prosocial attitudes and behaviors, may buffer against the negative impact of stressors. A single nucleotide polymorphism (SNP) of the oxytocin receptor gene (OXTR) has been associated with decreased prosocial features. The present study demonstrated that among undergraduate students (N=224) lower problem-focused coping mediated the relationship between parental and peer unsupportive social interactions and depressive symptoms. Moreover, this relationship was moderated by an OXTR genotype, only being present among those carrying the polymorphism (A carriers).

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Likewise, the OXTR genotype moderated the relation between parental unsupport and depression scores through higher emotion-focused coping, such that these relations were stronger among A carriers. In effect, in response to unsupportive relationships, A carriers may be more likely to favor coping styles that are potentially less efficacious, which is linked to greater vulnerability to depression.

**D320****ACETAMINOPHEN INCREASES TRUST BEHAVIOR IN INDIVIDUALS WITH HIGH FEATURES OF BORDERLINE PERSONALITY**

Ian Roberts<sup>1</sup>, Ian Krajbich<sup>1</sup>, Jennifer Cheavens<sup>1</sup>, Baldwin Way<sup>1</sup>

<sup>1</sup>The Ohio State University

Recent findings that acetaminophen reduces social pain suggest that it may serve as a useful intervention when treating individuals highly sensitive to social rejection such as those with borderline personality disorder (BPD). To investigate the hypothesis that acetaminophen may be particularly facilitative of positive social interactions at high levels of BPD features, 122 participants received an acute dose of either acetaminophen or placebo and then completed a widely used economic trust game. Results revealed an interaction effect such that at higher levels of BPD features, participants were less trusting of others on placebo but more trusting when they had been given acetaminophen,  $b = .006$ ,  $t = 2.639$ ,  $p < .01$ . Further analyses revealed that the effect was driven by the affective instability subscale of the PAI-BOR,  $b = .024$ ,  $t = 3.725$ ,  $p < .001$ . Thus, acetaminophen increased trusting, cooperative behavior in those with high levels of BPD features.

**D321****RELATIONSHIP BETWEEN RACIAL ESSENTIALISM DISPOSITION, EMPATHY AND GENETICS**

Fujita Hiroyo<sup>1</sup>, Himichi Toshiyuki<sup>2</sup>, Nomura Michio<sup>1</sup>

<sup>1</sup>Kyoto University, <sup>2</sup>Kyoto University, Japan Society for the Promotion of Sciences

Racial essentialism is defined as the belief that racial groups possess an underlying essence that represents deep-seated and unalterable properties indicative of particular traits and abilities (Tadmor et al., 2013). Racial essentialism disposition depends on cognitive flexibility and is related to prejudice (Roets & Hiel, 2011). Our first study investigated the relationship between racial essentialism and empathy - which is related to prejudice reduction - using questionnaires. Of the 138 student participants (65 women), those with a high racial essentialism score tended to feel personal distress easily. Our second study investigated whether the COMT gene, Val158Met polymorphism - which is related to both personal distress and cognitive flexibility - affects racial essentialism disposition. We found that the 41 student participants (22 women) with Met allele had a higher 'immutability of race' score than those with Val allele. This suggests that racial essentialism disposition is affected somewhat by genetic factors.

**D323****ENDOCRINE AND AFFECTIVE RESPONSES TO DOMINANCE CONTESTS IN UNSTABLE HIERARCHIES: EVIDENCE FROM LAB EXPERIMENTS AND NATURALISTIC CONTESTS**

Smrithi Prasad<sup>1</sup>, Samuele Zilioli<sup>2</sup>, Pranjal Mehta<sup>1</sup>, Keith Welker<sup>3</sup>, Bethany Lasseter<sup>1</sup>, Neil Watson<sup>4</sup>

<sup>1</sup>University of Oregon, <sup>2</sup>Wayne State University, <sup>3</sup>University of Colorado Boulder, <sup>4</sup>Simon Fraser University

In dominance contests testosterone is known to rise after victory and drop after defeat. Though there is empirical support for this "winner-loser" effect, contextual factors influencing variability in testosterone changes, remain unclear. In the following studies, we demonstrate how instability in a hierarchy results in a reverse win-lose effect. In close competitions (Study 1) and when the contest outcome was unexpected (Study 2), testosterone rose after defeat especially in those surprised by their loss. This reverse winner-loser

effect was also found in a high-stake contest (i.e. the 2012 US presidential election; Study 3). Romney supporters had higher testosterone after the electoral outcome was declared, as compared to Obama supporters, possibly reflecting an unexpected loss amongst Romney supporters. These endocrine changes also predicted greater anger and hostility in Romney supporters. The reverse win-lose effect and its consequences on emotions could reflect the status-seeking motivation of testosterone, in an unstable hierarchy.

**D325****STRUCTURAL CONNECTIVITY OF FRONTOSTRIATAL CIRCUITS PREDICTS CHANGE IN SELF-ESTEEM**

Robert Chavez<sup>1</sup>, Todd Heatherton<sup>1</sup>

<sup>1</sup>Dartmouth College

In a previous study, we demonstrated that self-esteem was related to the structural integrity of frontostriatal anatomical connections linking the medial prefrontal cortex (which processes self-knowledge) to the ventral striatum (which processes feelings of motivation and reward). However, it is unknown whether individual differences in these frontostriatal connections predict changes in self-esteem during periods of personality transition, such as the first year of college. To test this, a group of freshman participants from our original study returned to the lab after seven months for a follow-up self-esteem evaluation. Taking the anatomical connectivity measurements from the initial scanning session at the beginning of the year, we regressed frontostriatal connectivity against the change in their self-esteem score at measured at the follow-up after controlling for baseline. We found that individual differences in frontostriatal anatomical connectivity positivity predicted change in trait self-esteem scores seven months after their initial scanning session.

**D326****COGNITIVE STYLES LINKED TO MUSICAL BEHAVIOR: EMPATHIZING, SYSTEMIZING, AND AUTISM**

David M. Greenberg<sup>1</sup>, Peter J. Rentfrow<sup>1</sup>, Simon Baron-Cohen<sup>1</sup>

<sup>1</sup>University of Cambridge

What determines the different ways in which we experience music and what are the psychological mechanisms involved when we react strongly to it? The present research program investigated the psychological basis of musical behavior. Specifically, we examined how individual differences in empathizing, systemizing, and cognitive styles underpin aspects of everyday interactions with music. Results from three studies (total N=4,700) measuring affective reactions to musical stimuli converged to show that musical preferences, both across and within genres, reflect empathy levels and cognitive styles. An additional study measuring preferences and engagement (i.e. consumption, use, and evoked emotion) in individuals with (N=158) and without autism (N=271) demonstrated similar trends. Evidence from a fifth study (total N=481) that examined accounts of peak musical experiences suggest that increased empathizing toward the self and others is an important mechanism in music listening behavior. The clinical applications of these findings and the implications for autism are discussed.

# Poster Session E

Saturday, February 28, 2015, 8:00 am - 9:30 am, Hall B

## Belonging/Rejection

E01

### SITUATING SOCIAL EXCLUSION: SOCIAL NORMS CAN REDUCE OSTRACISM-INDUCED THREAT AND HURT

Selma C. Rudert<sup>1</sup>, Rainer Greifeneder<sup>1</sup>

<sup>1</sup>University of Basel

Reflexive reactions to ostracism have been conceptualized as direct and unmediated (temporal need threat model, Williams, 2009). Proposing an extension to this perspective by "situating" social exclusion, we argue that prevailing social norms moderate how a specific exclusion situation is construed. Two experiments (N = 271), relying on different methodological paradigms, consistently demonstrate that if an exclusion situation is consistent with the prevailing social norm (compared to norm-violating), the situation is interpreted as less threatening; moreover, negative reflexive reactions to ostracism are reduced. Experiment 2 further suggests that to guide situated construal, the norm also has to be endorsed by the individual. Finally, in both Experiments 1 and 2, the interpretation of the other persons' actions mediates the effect of ostracism on negative reflexive reactions, thus further supporting the hypothesized account that reflexive reactions to ostracism can be "situated." In sum, our contribution extends prior work on social exclusion by putting the spotlight on situational construal.

E02

### REJECTED, BUT FOR WHOM?

Sebastian Deri<sup>1</sup>, Emily Zitek<sup>1</sup>

<sup>1</sup>Cornell University

Across 5 studies, we examined whether it is worse to be rejected in favor of someone else or no one else. In the first study, participants recalled that instances in which they were rejected for somebody were more upsetting, more unfair, and worse overall than instances where they were rejected for no one. In study 2, those asked to imagine applying for a job and being passed over for someone else reported they would feel worse than those asked to imagine being passed over for no one. Study 3 showed the effect was the same regardless of whether the rejection occurred in the context of work or a romantic relationship. In study 4, we replicated the effect in a laboratory experiment. In study 5, we demonstrated that the effect can be eliminated by giving participants feedback about their standing relative to others.

E03

### HEROES AND VILLAINS: WE WANT TO KNOW THEM BOTH

Nicole E. Iannone<sup>1</sup>, Dongning Ren<sup>1</sup>, Megan K. McCarty<sup>1</sup>, Janice R. Kelly<sup>1</sup>, Kipling D. Williams<sup>1</sup>

<sup>1</sup>Purdue University

Being out of the loop is a form of partial ostracism where people are excluded from information and experience depleted need satisfaction (Jones, Carter-Sowell, Kelly, & Williams, 2009). The current research investigated whether valence of the information matters. Participants were shown names of familiar or unfamiliar real-life heroes (e.g., Martin Luther King Jr. or James Morris Lawson Jr.) or villains (e.g., Charles Manson or Adolfo Constanzo), accompanied by their good or bad "deed." Results showed that participants in the unfamiliar conditions had lower need satisfaction, felt more out of the loop, and expressed less interest in a study on historical figures than participants in the familiar conditions ( $p's < .05$ ). Importantly, participants reacted similarly to being unfamiliar with either heroes or villains. These findings suggest the effects of being out of the loop generalize across negative and positive information; and that people may avoid information they are out of the loop on.

E04

### REJECTION RESILIENCY AND SOCIAL INFLUENCE

Maya Kuehn<sup>1</sup>, Serena Chen<sup>1</sup>

<sup>1</sup>University of California at Berkeley

Who becomes influential in a social group? The present research examines rejection resiliency as a predictor of social influence. Operationalized as low levels of Rejection Sensitivity (RS; Downey & Feldman, 1996), two studies reveal that rejection resiliency may be associated with greater social influence, beyond the effects of dominance. In Study 1's correlational design, rejection resiliency predicted greater self-reported likelihood to enact dominant behaviors and become influential in a group, independent of the effects of trait dominance. In Study 2's vignette design, a high-rejection-resilient target was seen as more socially competent and task-competent than a low-rejection-resilient target, and was awarded greater influence by participants; both measures of competence mediated the effects of resiliency on influence. Theoretical implications are discussed. Total sample size: 135.

E05

### SEEKING COMPANY - SOCIAL EXCLUSION INCREASES SOCIAL COMPARISON SEEKING

Corinna Michels<sup>1</sup>, Pascal Burgmer<sup>1</sup>, Thomas Mussweiler<sup>1</sup>

<sup>1</sup>University of Cologne

Social exclusion compromises an individual's need to belong and increases attempts of reconnection. Thus far, the cognitive processes underlying these compensatory reactions are only poorly understood. Two studies investigated whether social exclusion increases social comparison activities as a means to understand and relate to the social environment. In Study 1, participants played a cyberball game and were either included or excluded. Subsequently, participants were given the opportunity to inspect information about other participants' number of received ball passes. Excluded participants sought more comparative information than did included participants. Study 2 replicates this finding using an experiential priming of social exclusion. Participants in the exclusion condition sought more information about social targets (i.e., professions and their income) than did those in the inclusion condition. Together, these findings indicate that social exclusion motivates people to engage in social comparison which could be an underlying mechanism explaining reconnection attempts following exclusion.

E06

### DOWN, BUT NOT OUT: REJECTION REDUCES PERFORMANCE ON SOCIAL TASKS, BUT IMPROVES PERFORMANCE ON NON-SOCIAL COGNITIVE TASKS

Sara K. Quinn<sup>1</sup>, Patricia K. Silas<sup>1</sup>, Jennifer A. Bartz<sup>1</sup>, John E. Lydon<sup>1</sup>

<sup>1</sup>McGill University

Current theories posit that to restore unmet belonging needs, individuals monitor the environment for signs of inclusion. However, experiments supporting this theory typically provide overt signs of acceptance. Often in the real-world, social information is ambiguous. We argue that in the absence of overt acceptance cues, individuals will become less attuned to the social environment in order to protect against further rejection. In a 3-cell (rejection vs. acceptance vs. control) experimental design, participants experienced rejection, acceptance, or a non-relational control threat, and completed social and cognitive tasks. We found that rejected participants performed significantly worse on an empathic accuracy task compared to other participants. This effect was not due to a general decrease in motivation or ability, as rejected participants performed significantly better on a non-social cognitive task

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compared to controls, suggesting that current theories of belonging regulation should be modified to include situations where overt acceptance cues are unavailable.

E07

### MEET MY FRIEND, CHLOROPHYLLIS: EVIDENCE THAT HOUSEPLANTS CAN SERVE AS SOCIAL SURROGATES

Megan L. Knowles<sup>1</sup>, Cinthia Liu<sup>1</sup>, Malorie Sassaman<sup>1</sup>

<sup>1</sup>Franklin & Marshall College

Past research suggests that nature improves mood, subjective well-being, and health (e.g., Deutsch, 1997) and diminishes loneliness among the elderly (Hinman & Heyl, 2002). Extending this work, the present study examined whether caring for plants lessens college students' loneliness, satiates their belonging needs, and improves other psychological outcomes. Sixty-four participants completed pre-test questionnaires before receiving either a houseplant or travel mug. For the subsequent two weeks, participants either cared for their plant or used their mug. In a final session, participants completed post-test questionnaires and a scale measuring their attachment to their mug or plant. Analyses revealed that participants who received a plant reported greater drops in social loneliness and belonging needs over two weeks than those who received a mug. Also, participants formed stronger attachments to plants than mugs. Subsequent analyses revealed that higher parasocial attachment scores to plants (but not mugs) predicted greater need satisfaction and lower stress.

E08

### WHAT DO YOU THINK? PEER VICTIMIZATION AND MENTAL HEALTH PREDICT COGNITIVE PROCESSING STYLES

Alanna R. Wormwood<sup>1</sup>, Aaliyah S. Gibbons<sup>1</sup>, Siri Wilder<sup>1</sup>, Jennifer M. Knack<sup>1</sup>

<sup>1</sup>Clarkson University

When peer victimization thwarts people's innate desire to form and maintain meaningful relationships, there is myriad of negative mental and physical health outcomes. However, little is known about how being bullied affects the way people process information. We expected that being bullied would increase mental health problems (i.e., depression, social interaction anxiety) which, in turn, was expected to predict lower rational (i.e., logical) and experiential (i.e., intuitive) processing. Students (N = 163) in introductory psychology classes completed a series of online questionnaires that assessed peer victimization, mental health (i.e., depression and social interaction anxiety), and cognitive processing styles (i.e., rational experiential). As expected, peer victimization predicted increased depression which predicted higher social interaction anxiety which, in turn, predicted both lower experiential and rational processing. Although correlational, our findings provide preliminary evidence that peer victimization predicts lower rational and experiential processing and that poor mental health mediates this association.

E09

### HIGH SCHOOL STILL HAUNTS US: EFFECTS OF PAST AND CURRENT PEER VICTIMIZATION ON MEMORY

Aaliyah Gibbons<sup>1</sup>, Alanna R. Wormwood<sup>1</sup>, Jennifer M. Knack<sup>1</sup>

<sup>1</sup>Clarkson University

Youth with negative peer relationships (e.g., peer victimization, peer rejection) have poorer school achievement than their peers who have positive peer relationships (Glew et al., 2005; Ladd, 2008; Wentzel & Caldwell, 2006). However, it is unclear whether poorer academic performance is due to higher absenteeism among bullied youth or impaired memory. The purpose of this study was to examine whether past and current peer victimization impaired memory in young adults. College students (N = 99) completed online questionnaires about high school and current peer victimization and later completed the CVLT-II to assess memory. Participants who reported both past and current peer victimization

had poorer memory on the 2nd and 3rd immediate recall trials than participants who were bullied during one period or were not bullied. Our findings suggest long-term peer victimization negatively affects memory and may provide an explanation for why bullied youth do worse in school than non-bullied youth.

E10

### A PREDICTIVE MODEL OF INTERPERSONAL BEHAVIOR

Mark Huneke<sup>1</sup>, Elizabeth Pinel<sup>1</sup>

<sup>1</sup>University of Vermont

The current research tested a predictive model of interpersonal behavior. We proposed that one's affect towards another person, one's perceptions of another person's intentions, and one's perceptions of the difficulty of the behavior all should predict intentions to partake in a specific interpersonal behavior which should subsequently predict whether one actually enacts that behavior. We tested this model, and other models of behavior, in a classroom setting to see which accurately predicted student's intentions to interact with those sitting around them, and their subsequent actual behavior. Unlike the other models tested, path analysis results showed that the proposed model both accurately predicted interpersonal behavior and provided good model fit. This occurred regardless of whether we tested perceptions and behavior toward the students sitting to participants' left, or the students sitting to participants' right.

E11

### THE LEGITIMACY OF OSTRACISM SCALE: DEVELOPMENT AND VALIDATION

Ryuichi Tamai<sup>1</sup>, Tasuku Igarashi<sup>1</sup>

<sup>1</sup>Nagoya University

Individuals vary in the extent to which they endorse ostracism as an effective and just method to promote group solidarity and efficiency. In this study, we developed and validated the Legitimacy of Ostracism Scale (LOS) that measures one's tendency to accept ostracizing someone from a group as a legitimate action to increase group benefits. Japanese undergraduates (n = 296) completed a questionnaire including LOS (10 items), Machiavellianism, vigilance, relational models, and regulatory focus. Exploratory factor analysis indicated a single-factor structure with seven items ( $\alpha = .832$ ). Confirmatory factor analysis on 7-item LOS also indicated that the data best fit a single-factor model. As theoretically predicted, LOS was positively correlated with Machiavellianism, vigilance, orientations for authority ranking and equality matching, and prevention focus. These results demonstrate the high reliability and validity of the 7-item LOS. Further studies need to show that LOS indicates one's actual propensity to ostracize others.

E12

### DIETARY CONCERN MODERATES FEELINGS OF CONTROL AND UNHEALTHY EATING COGNITIONS FOLLOWING SOCIAL EXCLUSION.

Janine B. Beekman<sup>1</sup>, Michelle Stock<sup>1</sup>

<sup>1</sup>George Washington University

Social exclusion adversely impacts health, including unhealthy eating choices. College students (N = 179) answered a pre-manipulation survey assessing dietary concern, then wrote about a time they were included or excluded, followed by a survey assessing feelings of control, willingness to eat unhealthy foods, and intentions to eat healthy foods. Regressions revealed three Exclusion by Dietary Concern interactions: Excluded participants who were low in dietary concern reported the lowest feelings of control, highest willingness to eat unhealthy foods, and lowest healthy intentions (interaction Bs > .433; ps < .05). Moderated mediation analyses revealed that post-exclusion control mediated the relationship between exclusion and willingness to eat unhealthy foods, but only among those low in dietary control (Bootstrap CI: .01, .21). Findings suggest that low concern over one's diet is

associated with some social-reactive processes that lead to adverse health outcomes following exclusion, while high concern may buffer this effect.

**E13**  
**THE ROLE OF ONLINE COMMUNICATION IN RESTORING BELONGINGNESS NEEDS**

**Skye Wingate<sup>1</sup>, David Butz<sup>2</sup>**

<sup>1</sup>*University of California at Davis*, <sup>2</sup>*Morehead State University*

Previous research has indicated that individuals high in Fear of Negative Evaluation (FNE) do not exhibit prosocial responses following an ostracizing experience, whereas those low in FNE do. We examined online communication as a potential route for high FNE individuals to socially reconnect following an ostracizing experience. In this experiment, 135 participants were ostracized and randomly assigned to either engage in an online chat with a partner or not, with or without the expectation of engaging in a face-to-face interaction. Belongingness was assessed prior to and after the aforementioned manipulations. Chatting led to higher levels of belongingness among participants high in FNE only when there was no expectation of face-to-face interaction. Among participants low in FNE, chatting led to increased belongingness only when face-to-face interaction with a partner was expected. These findings illustrate the role of online communication in restoring belongingness among individuals who fear negative evaluation in social interactions.

**E14**  
**LONELY PAIN? NEW DEVELOPMENTS IN THE SOCIAL FUNCTIONS OF PHYSICAL PAIN**

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<sup>1</sup>*University of Queensland*, <sup>2</sup>*University of New South Wales*

Pain forms part of the human condition. Experiencing pain carries significant implications for wellbeing in chronic and acute sufferers, yet evidence also points to a positive side of pain. How physical pain might affect our attempts to secure social support and connection is now being explored and reveals new insights into the social functions of pain. Drawing from existing work on social pain, we examine the impact of physical pain on a range of affiliative measures in online and in vivo paradigms. Study 1 explores the role of pain experienced alone and how this pain experience impacts subsequent interactions in an economic games paradigm. Study 2 examines pain undergone in novel dyads and the role of individual differences, and perceptions of self and others. We find evidence indicating reduced trust following physical pain, which adds new complexity to the growing evidence base on the social functions of pain.

**E15**  
**DISARM YOU WITH A SMILE: LONELINESS IS ASSOCIATED WITH REDUCED RESPONSE OF THE SMILING MUSCLE**

**Andrew Arnold<sup>1</sup>, Piotr Winkielman<sup>1</sup>**

<sup>1</sup>*University of California at San Diego*

As social beings, humans harbor an evolved capacity for loneliness. Feelings of loneliness are associated with aberrant social and empathic processing. The present study investigated how loneliness affects spontaneous facial mimicry (SFM), a putative interpersonal resonance mechanism involved in empathy. We measured muscle activity using facial electromyography (fEMG) while participants viewed video clips of actors expressing joy and anger. Evidence for SFM was found in greater response of the zygomaticus major ("smiling muscle") and corrugator supercilii ("frowning muscle") to joy and anger, respectively. Individuals reporting higher levels of loneliness showed less fEMG activity in the zygomaticus to all expressions. In addition, loneliness predicted worse performance in the "Reading the Mind in the Eyes" test (RMET), a behavioral measure of empathic accuracy. We argue that less responsiveness of the zygomaticus represents a pervasive behavioral mechanism that likely contributes to negative social consequences of loneliness.

**E16**  
**HOLDING GOD IN THE PALM OF YOUR HANDS: PRAYER OBJECTS AND PSYCHOLOGICAL CONTAGION**

**Jennifer Valenti<sup>1</sup>, Shira Gabriel<sup>1</sup>, Megan Comstock<sup>1</sup>**

<sup>1</sup>*State University of New York at Buffalo*

All around the world, people utilize prayer objects to increase feelings of closeness to God. In the current work, we examined the psychological mechanism by which prayer objects operate. We proposed that prayer objects take on the properties of God in the minds of religious people through psychological contagion. A study of 136 religious individuals found that people were more attracted to prayer objects that had been prayed with many times as compared to those never or rarely prayed with. In addition, when primed with contagion sensitivity, prayer objects that have been prayed with many times become more appealing. Finally, among individuals who received a control prime, trait levels of contagion sensitivity predicted interest in use of prayer objects. Results will be discussed in terms of their implications for the need to belong, psychological contagion, and social surrogates.

**E17**  
**IN WITH THE OUT CROWD: OSTRACISM INCREASES INTEREST IN EXTREME GROUPS**

**Andrew H Hales<sup>1</sup>, Kipling D. Williams<sup>1</sup>**

<sup>1</sup>*Purdue University*

Are outcasts drawn to extreme groups? Drawing from the temporal need-threat model of ostracism, and uncertainty-identity theory, we tested the dual hypotheses that (1) ostracism increases interest in extreme groups, and (2) membership in extreme groups elicits ostracism from others. In Study 1 (N = 105), self-reported chronic ostracism predicted interest in the Westboro Baptist Church (r = .25), Mormonism (r = .45), and Scientology (r = .45). In studies 2 (N = 47) and 3 (N = 66) participants who were experimentally ostracized in an online game were more willing to attend the meeting of an extreme campus group, and more open to gang membership. In Studies 4 (N = 73) and 5 (N = 100) participants reported greater willingness to ostracize someone who belongs to an extreme group. Findings suggest a spiraling immersion away from mainstream society and into groups professing extreme beliefs and engaged in extreme actions.

**E18**  
**AUTOMATICALLY ACTIVATING NEW HABITS OF MIND...4+ HOURS LATER**

**Vanessa Simard<sup>1</sup>, Stéphane Dandeneau<sup>1</sup>**

<sup>1</sup>*Université du Québec à Montréal*

The current study investigated whether an automatic attentional habit of "orienting toward acceptance while inhibiting rejection" could be cued after having been conditioned to a neutral stimulus. After assessing their trait self-esteem, 107 participants underwent a conditioning procedure whereby a neutral tone was associated with the attentional habit. Four to ten hours later, participants were either cued (cued condition) or not (uncued condition) with the conditioned tone during a measure of their attentional biases toward acceptance and rejection information. Multiple regression analyses revealed that participants' attentional biases were significantly influenced by the condition x self-esteem interaction. Specifically, for participants with low self-esteem, those in the cued condition showed no difference between biases whereas those in the uncued condition showed a significantly greater rejection bias than acceptance bias. These results suggest that newly acquired cognitive habits can be associated to neutral stimuli and importantly, activated implicitly by these stimuli at a later time.

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E19

**INFLUENCE AND INTERVENTION STUDY OF SOCIAL EXCLUSIONARY SITUATION IN DORMITORY ON SOCIAL SELF-ESTEEM AND IMPLICIT SELF-ESTEEM OF FEMALE COLLEGE STUDENTS**Liming Xue<sup>1</sup>, Zhanyu Guo<sup>1</sup><sup>1</sup>*Shenyang Normal University*

Four researches investigate the social exclusion at dormitory on female college students. Evidence from 2 researches support the social exclusion can reduce self-esteem and 1 research supports reconnection hypothesis. Forming an exclusion situation at dormitory by adopting situational imagination can activate the female college students' feelings of exclusion and negativity. There are 31 participants are of exclusion group, while 32 of control group and 39 of acceptance group, in the research, the participants' social self-esteem and implicit self-esteem declined at the exclusive situation of dormitory and the other research also finds when the female college students in the exclusive situation of dormitory, they tend to seek reconnection with their roommates. And group counseling can effectively intervene the individuals who suffering in the real social exclusive situation of dormitory.

E20

**RESTRAINED EATING GOALS MODERATE THE EFFECT OF SOCIAL REJECTION ON FOOD SELF-CONTROL**Julie L. Martin<sup>1</sup>, Laura Smart Richman<sup>1</sup><sup>1</sup>*Duke University*

Previous research on social exclusion and food self-control finds that people are worse at inhibiting their unhealthy eating when they feel rejected. However, these studies have not measured the strength of participants' goals to restrict food intake, even though goals are central to the definition of self-control (the ability to control behavior in the pursuit of goals). The current research examined whether restrained eating goals and rejection interact to predict food self-control. Analyses revealed a significant interaction such that participants high in the restrained eating goal consumed less candy following rejection than acceptance, whereas people low in the restrained eating goal ate more candy following rejection than acceptance. This finding highlights the importance of considering goals when studying questions relating to self-control. Next steps include examining whether the decrease in food intake following rejection among people with high restrained eating goals is due to the belief that restricting food intake (and therefore staying thin or becoming thinner) will increase the likelihood of future acceptance.

E21

**THE PHYSICAL PAIN-KILLER ACETAMINOPHEN INCREASES SOCIAL PAIN**Dominik Mischkowski<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Baldwin M. Way<sup>1</sup><sup>1</sup>*The Ohio State University*

The physical pain-killer acetaminophen can reduce hurt feelings, consistent with physical pain-social pain overlap theory (DeWall et al., 2010). However, acetaminophen can also increase social pain. We tested acetaminophen's effect in the "leave-you-out" rejection paradigm (Twenge et al., 2001): In two experiments, participants received either acetaminophen (1000mg) or a placebo. Forty-Five minutes later, they began a 15 minute get-to-know-you group discussion. Afterwards, participants were either excluded from an upcoming team task or received neutral feedback. In Experiment 1, acetaminophen, relative to placebo, increased self-reported social pain after rejection. In Experiment 2, the effect of acetaminophen was moderated by dispositional rejection sensitivity: For people low in rejection sensitivity, acetaminophen increased social pain after rejection, while for people high in rejection sensitivity acetaminophen reduced social pain. These results suggest that the effect of acetaminophen on social pain is not straightforward and likely to be moderated by both dispositional and situational factors.

E22

**INTERNAL AND PREDICTIVE VALIDITY OF THE EFFORT-BASED BELONGING SCALE**Maryam Gooyabadi<sup>1</sup>, Mike Yaniv<sup>1</sup>, Jennifer Mangels<sup>1</sup>, Catherine D. Good<sup>1</sup><sup>1</sup>*City University of New York, Baruch College*

Sense of belonging (SOB) is an important factor in females' achievement and representation in STEM. However, the contingencies of that belonging—either one's efforts or one's innate ability—may predict differential outcomes. Indeed, research has shown that effort-based belonging leads to more learning engagement for females than ability-based belonging. Thus, it is important to understand the reliability and predictive validity of measures of these contingencies of belonging. In the present study, 210 male and female undergraduates completed the Effort-Based Sense of Belonging scale as well as measures of their intrinsic motivation to pursue math. The SOB-effort scale was found to have high internal validity for both males and females. However, SOB-effort was predictive of females', but not males', intrinsic motivation to pursue math.

E23

**CONTINGENCIES OF BELONGING: INTERNAL AND PREDICTIVE VALIDITY OF THE EFFORT VERSUS ABILITY -BASED BELONGING SCALE**Christine Boodie<sup>1</sup>, Ayesha Ferdouse<sup>1</sup>, Jennifer Mangels<sup>1</sup>, Catherine D. Good<sup>1</sup><sup>1</sup>*City University of New York, Baruch College*

Sense of belonging (SOB) is an important factor in females' achievement and representation in STEM. However, the impact of the relative contingencies of that belonging—one's efforts compared to one's innate ability—may vary. Indeed, research has shown that effort-based belonging leads to more learning engagement for females than ability-based belonging. Thus, it is important to understand the reliability and predictive validity of measures of these contingencies of belonging. 134 male and female undergraduates completed measures of their intrinsic motivation to pursue math as well as the Effort- vs Ability-based Belonging scale, which measures the relative contingencies of effort-based versus ability-based determinants of belonging. The scale was found to have high internal validity for both males and females. Furthermore, higher effort contingencies (relative to ability contingencies) of belonging predicted intrinsic motivation to pursue math, even in the presence of math identity and math anxiety.

E24

**EFFORT-BASED SENSE OF BELONGING LEADS TO DIFFERENCES IN INTRINSIC MOTIVATION IN MATH FOR WHITE AND ASIAN PARTICIPANTS**Renee Cotsis<sup>1</sup>, Jennifer Mangels<sup>1</sup>, Catherine D. Good<sup>1</sup><sup>1</sup>*City University of New York, Baruch College*

Gaps in performance between Asian and Caucasian students contribute to the stereotype that "Asians are good at math". Less examined is the impact of the cultural values regarding the contingencies of belonging—one's efforts or one's innate ability—that may be endorsed by various cultural groups. We hypothesize that effort-based SOB coupled with the underlying Asian cultural values regarding the importance of hard work will lead Asians to report higher intent to pursue math when compared to Whites. 91 undergraduate participants were experimentally manipulated to endorse either effort or ability-based SOB then completed measures of math intrinsic motivation. Results indicated that Asian participants reported higher effort-based SOB beliefs in the control condition (no belonging manipulation). Furthermore, within the effort-based SOB condition, Asians reported a higher intent to pursue math than Whites. No differences were found in the ability-based belonging condition.



E25

### FOREWARNINGS OF RACISM HELP PROTECT SELF-ESTEEM NEEDS AND MOODS FOR AFRICAN-AMERICANS OSTRACIZED BY WHITES

Dominique Hubbard<sup>1</sup>, Joanna Smith<sup>1</sup>, Candice Wallace<sup>2</sup>, Lloyd R. Sloan<sup>1</sup>  
<sup>1</sup>Howard University, <sup>2</sup>Hampton University

Earlier research found that Black participants reported more social needs damage when ostracized by White than by Black partners, suggesting additional attributions of unexpectedly racist motives when ostracized by Whites. Would explicit forewarning of possible racism provide cognitive/affective opportunities to buffer, versus worsen, social needs damage in racism related contexts? 113 African-American HBCU students were forewarned, or not, of prior racism by upcoming co-players then experienced ostracism or inclusion from African-American or White other-campus co-players in a Cyberball game. Subsequently they completed social needs and mood measures. Ostracism damaged social needs which improved after a delay. Forewarning by co-player race interactions for self-esteem needs occurred immediately and persisted. Forewarning (versus no forewarning) produced somewhat higher moods and reported self-esteem satisfaction following White ostracism, but produced the reverse with Black co-players. This suggests that forewarning may produce self-esteem protecting anticipatory reconstruals or affective buffering of these critical moods and needs outcomes.

E26

### A SOCIAL-BELONGING INTERVENTION RAISES MINORITY STUDENTS' ACHIEVEMENT WITHOUT BLINDING STUDENTS TO SYSTEMIC PROBLEMS

Shoshana N. Jarvis<sup>1</sup>, Shannon T. Brady<sup>2</sup>, Geoffrey L. Cohen<sup>2</sup>, Gregory M. Walton<sup>2</sup>

<sup>1</sup>Willamette University, <sup>2</sup>Stanford University

A psychological intervention aimed at decreasing worries about belonging in college by presenting difficulties as common and transitory has been shown to boost academic performance and happiness and reduce belonging uncertainty among ethnic-minority students (Walton & Cohen, 2011). One critique of this intervention is whether it leads participants to uncritically accept an unjust world. Belonging-intervention participants completed a post-college follow-up survey (7-11 years posttreatment). Black students in the treatment condition reported greater life and career satisfaction and lower workplace belonging uncertainty. However, a battery of measures assessing perceived inequality (e.g., race-based rejection sensitivity, stereotype worries) yielded no condition difference either in college or post-college. There was no evidence that the intervention blinded young adults to societal injustices. They are just as likely as control participants to be sensitive to injustices, but are less likely to be uncertain about their place in the community, leading to higher achievement.

## Close Relationships

E27

### EFFECTS OF COMPASSIONATE GOALS IN GIVING FEEDBACK

Pin-ya Tseng<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Kentaro Fujita<sup>1</sup>

<sup>1</sup>The Ohio State University

Whether feedback is positive or negative, constructive or destructive, can determine how accepted and efficacious the feedback ultimately becomes. To date, little is known about feedback in the context of close others, particularly people's intentions in giving feedback to close others. The present research addresses this gap, exploring how compassionate goals affect the desire to give feedback. Given that compassionate goals are associated with the desire to be supportive of others, we predicted that people with compassionate goals are more willing to give feedback, and intend their feedback to be more helpful. In the

present study, people generated feedback statements regarding a close other. As expected, people with compassionate goals were more willing to give their feedback to their close other, and this effect was accounted for by their intentions for their feedback to be constructive and helpful, both of their close other and the relationship itself.

E28

### I CAN PROFIT FROM MY FAILURE, BUT NOT YOURS: THE RELUCTANCE TO PROMOTE SELF-INTEREST DUE TO LOYALTY MOTIVES

Simone Tang<sup>1</sup>, Carey K. Morewedge<sup>2</sup>, Richard P. Larrick<sup>1</sup>  
<sup>1</sup>Duke University, <sup>2</sup>Carnegie Mellon University

When are people willing to profit from a negative event? Across five field and online studies, people are more willing to bet on their own or a stranger's failure than on a friend's failure. This happens even when the odds suggest the friend will likely fail, when the payout is much bigger for betting on failure and whether the bet is made in public or private. In fact, the closer participants felt towards a target (whether measured or manipulated), the more likely they were to accept a lower paying bet that she would succeed than a higher paying bet that she would fail. Mediation evidence suggests the motivation to be loyal to friends drives the reluctance to profit from their misfortune. Our results have implications for how people can be encouraged to promote the interest of others and the processes by which conflict can be resolved in groups.

E29

### THE MANHATTAN EFFECT: WHEN RELATIONSHIP COMMITMENT FAILS TO PROMOTE SUPPORT FOR PARTNERS' INTERESTS

Chin Ming Hui<sup>1</sup>, Eli Finkel<sup>2</sup>, Grainne M. Fitzsimons<sup>3</sup>, Madoka Kumashiro<sup>4</sup>, Wilhelm Hofmann<sup>5</sup>

<sup>1</sup>University of Chicago, <sup>2</sup>Northwestern University, <sup>3</sup>Duke University, <sup>4</sup>Goldsmiths, University of London, <sup>5</sup>University of Cologne

Research on close relationships has frequently examined situations in which one's own interests conflict with the interests of both the partner and the relationship and has under-examined situations in which the partner's and the relationship's interests are in conflict. By considering the partner-versus-relationship conflicts, we demonstrated that, although relationship commitment typically causes people to support their partner's personal interests, this effect gets weaker - and even reverses direction - to the extent that those interests misalign or even threaten the relationship. Using a diary study and decision-making tasks, this research suggest that relationship commitment appears to be less of a partner-promoting construct than relationship science has suggested; instead, its role appears to be focused on promoting the interests of the relationship. Moreover, this research highlights the importance of studying the partner-versus-relationship conflicts.

E30

### INSIDER BLINDNESS IN STRATEGY PERCEPTION

David Daniels<sup>1</sup>, Nathaniel Nakashima<sup>1</sup>, Nir Halevy<sup>1</sup>

<sup>1</sup>Stanford University

Misperception can be pivotal in conflict and negotiation, yet scholars and lay people often assume that the strategies available to each negotiator are common knowledge. We test this assumption and show that it is false. In Experiment 1, participants in a moral dilemma were assigned the role of player one, player two, or an outside observer. "Players," but not "outsiders," perceived fewer strategies for other players than for themselves, an anomaly that we call insider blindness. In Experiment 2, we found similar results with MBA students in a dyadic negotiation. We explain insider blindness with a model in which bounded rationality and self-interest cause agents to prioritize consideration of their own strategies over other players' strategies. In Experiment 3, we found some evidence consistent with this prediction using mouse tracking

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as a measure of attention. Insider blindness implies that taking an observer's perspective can improve strategic decision-making.

**E31  
BUFFERING EFFECTS OF LAY THEORIES OF PASSION REVIVAL ON  
RELATIONSHIP COMMITMENT AND INFIDELITY**

**Kathleen L. Carswell<sup>1</sup>, Eli J. Finkel<sup>1</sup>**  
<sup>1</sup>*Northwestern University*

Relationships, on average, face declining romantic passion over time (Acker & Davis, 1992; Tucker & Aron, 1993). Despite this somewhat bleak outlook, recent research suggests methods for improving romantic passion (Aron et al., 2000; Slatcher, 2010). Whether or not passion can be easily revived, we suggest that believing in the recoverability of passion will have important consequences for relationship evaluations and decisions. Across four studies, we explore the behavioral and relationship consequences of maintaining that passion is malleable versus fixed. Studies 1 and 2 examine the association between recovery beliefs and relationship commitment at varying levels of passion. Studies 3 and 4 use both experimental and correlational designs to extend these findings to the domain of romantic infidelity. Results suggest that maintaining the belief that romantic passion can revive or develop over time helps to buffer relationship commitment from declines in romantic passion, as well as reduce cheating intentions.

**E32  
THE EFFECTS OF MANIPULATED SHARED REALITY ON  
EXPERIENCED INTERPERSONAL CLOSENESS**

**Maya Rossignac-Milon<sup>1</sup>, Dana Neugut<sup>1</sup>, E. Tory Higgins<sup>1</sup>**  
<sup>1</sup>*Columbia University*

The interpersonal repercussions of shared reality have received little empirical attention. Shared reality is the subjective experience resulting from the process of achieving a commonality of feelings or thoughts about a target. This study examined the effect of manipulating shared reality on partners' experienced closeness. 72 participants played the 'communication game' in which, after reading about a target person, they described him online to a partner who ostensibly knew the target. Their task was to describe him without using his name so that their partner could identify him. Participants were randomly assigned to receive feedback that their partner had either correctly (shared reality) or incorrectly identified the target. Participants who received success (vs. failure) feedback (i.e., established a shared reality) felt significantly closer to their partner. These findings suggest that creating a shared reality fosters a sense of closeness (even without face-to-face interaction).

**E33  
TRYING TO FORGET VS. DISREGARDING INFORMATION:  
IMPLICATIONS FOR FORGIVENESS**

**Andrea J. Sell<sup>1</sup>**  
<sup>1</sup>*California Lutheran University*

The current research tests the hypothesis that the cognitive process of intentional forgetting can be applied to promote forgiveness. In two experiments, participants read stories set in second person point of view sentence by sentence. Each story included a target conflict sentence. After each sentence, participants saw a cue indicating forget or remember (Experiment 1) or important or not important (Experiment 2). Findings revealed that, among participants who remembered the transgression, being told to intentionally forget the transgression led to increased forgiveness (Experiment 1); however, being told that the transgression was not important had no effect on forgiveness (Experiment 2). Results are consistent with the hypothesis that an active process of intentional forgetting (as opposed to a passive process of disregarding unimportant information) can promote forgiveness.

**E34  
GROWTH IN ROMANTIC RELATIONSHIPS: A REGULATORY FOCUS  
PERSPECTIVE**

**Amanda E. Kohler<sup>1</sup>, Justin Cavallo<sup>1</sup>**  
<sup>1</sup>*Wilfrid Laurier University*

Relationships research has long emphasized the importance of felt security for interpersonal well-being, but has focused less on how opportunities for growth influence relationship quality. The present research investigates whether people's motivational states may influence the extent to which people value growth in their romantic relationships. Drawing on regulatory focus theory, which distinguishes between promotion (concerned with advancement) and prevention (concerned with security) self-regulatory orientations, we hypothesized that promotion-focused individuals would be more satisfied with relationships that offered greater opportunity for growth than those that offered greater opportunity for security. In two experimental studies, we had participants evaluate their own (Study 1) and others' (Study 2) relationships after manipulating beliefs about whether those relationships offered greater opportunities for growth or for security. Results revealed that promotion-focused participants evaluated relationships that had high potential for growth more positively than those that afforded lower potential for growth, but greater opportunity for security.

**E35  
I'WE: HOW SUPPORTIVE SOCIAL RELATIONSHIPS FACILITATE  
INDIVIDUAL STRIVING: CROSS-CULTURAL AND EXPERIMENTAL  
EVIDENCE**

**David S. Lee<sup>1</sup>, Oscar Ybarra<sup>1</sup>, Richard Gonzalez<sup>1</sup>, Phoebe Ellsworth<sup>1</sup>**  
<sup>1</sup>*University of Michigan*

Individual striving is usually considered an outcome of intrapersonal processes—personal resources residing within the person. Comparatively, however, little research has examined the interpersonal processes underlying individual striving. We investigated how one interpersonal factor—people's relationships with others—influences individual striving. Study 1 revealed that both Americans and Japanese who judged close others to be more supportive rated themselves higher on various indices of individual striving, providing cross-cultural evidence for the link between supportive relationships and individual striving. Study 2 conceptually replicated these findings in an experiment. Specifically, participants reminded of a supportive (vs. non-supportive) other were more motivated to achieve a novel goal. Study 3 showed that reminders of a supportive (vs. non-supportive or neutral) other led to increased feelings of self-confidence, which mediated individual striving. These findings suggest that supportive relationships promote individual striving and highlight the interactive relationship between connecting with others and striving individually.

**E36  
INFLUENCE OF ROMANTIC PARTNERS' GOAL COMPATIBILITY ON  
DAILY EXPERIENCES**

**Judith Gere<sup>1</sup>, Ulrich Schimmack<sup>2</sup>**  
<sup>1</sup>*Kent State University*, <sup>2</sup>*University of Toronto*

Prior research has shown that low compatibility between the goals of romantic partners is associated with lower relationship quality and well-being (Gere & Schimmack, 2013). However, little is known about how goal compatibility influences partners' experiences. This study examined the effects of goal compatibility on daily experiences using dating couples (N = 132). Romantic partners listed their actively-pursued goals and indicated the compatibility of each goal with their partner's goals. They then completed daily reports of their experiences at the end of each day for 10 days. Multilevel models indicated that individuals who reported low goal compatibility felt more conflicted on a daily basis, made less daily goal progress, experienced less daily positive and more negative

emotions, and reported that their partner made their daily goal pursuit more difficult. These results suggest that goal conflict is not only concurrently associated with relationship and well-being indicators, but also predicts individuals' daily experiences.

**E37  
DIRECTLY OBSERVED BEHAVIOR IS ASSOCIATED WITH  
RELATIONSHIP SATISFACTION AMONG GAY, LESBIAN, AND  
HETEROSEXUAL COUPLES**

Jenna Harvey<sup>1</sup>, Christopher S. Nave<sup>1</sup>, Raju Venkatraman<sup>1</sup>, Charlotte Markey<sup>1</sup>, Patrick Markey<sup>2</sup>, Frank Graham<sup>1</sup>, Clair Kotula<sup>1</sup>, Kristin August<sup>1</sup>

<sup>1</sup>Rutgers University at Camden, <sup>2</sup>Villanova University

Research examining romantic partners has demonstrated a relation between observed behavior and relationship success. Previous studies have relied primarily on objective measures of communication and coded facial expressions (i.e., a narrow range of behaviors) within the context of heterosexual partnerships. The present study included 198 gay, lesbian, and heterosexual couples (total N = 396) who completed the Marital Interaction Scale (MIS) and were video recorded talking with their partner while completing a structured task. The participants' behaviors were coded using the Riverside Behavioral Q-Sort (RBQ), which consists of a broad range of behaviors. Individual MIS scores were significantly correlated with RBQ items at levels greater than chance according to randomization procedures. Few correlates showed similar patterning across relationship groups; those that did were related to displays of negative affect or hostility. Discussion will include potential implications for therapeutic interventions with couples.

**E38  
WHEN SHARING A LAUGH MEANS SHARING MORE: PERCEIVED  
SIMILARITY MEDIATES THE EFFECT OF SHARED LAUGHTER ON  
RELATIONSHIP OUTCOMES**

Laura E. Kurtz<sup>1</sup>, Sara B. Algoe<sup>1</sup>

<sup>1</sup>University of North Carolina at Chapel Hill

Laughter is a pervasive social behavior. Yet there is surprisingly little research on what sharing a laugh with another does for one's relationships. The current study provided the first causal test of shared laughter's effect on relationship outcomes and examined one promising mechanism: perceived similarity. 116 undergraduates attended a lab session where they were to ostensibly interact with another participant over video chat. In actuality, the other participant was a prerecorded confederate whose behavior was manipulated to maximize the likelihood of laughing at the same time as the participant (shared laughter), at different times (unshared laughter), or not at all (no laughter). Participants perceiving more shared laughter with the confederate reported greater liking toward and desire to get to know the confederate further. Increased perceptions of similarity, especially with regard to assumed shared hobbies and interests, mediated each of these effects. Implications for relationship health and interaction quality are discussed.

**E39  
RIGIDITY-FLEXIBILITY AND RELATIONSHIP QUALITY: AN ESEM  
APPROACH**

John K. Sakaluk<sup>1</sup>, Monica Biernat<sup>1</sup>

<sup>1</sup>University of Kansas

*Rigidity-Flexibility* represents the strength of norms in relationships. Similar to *cultural tightness* (e.g., Triandis, 1996) or *strong situations* (Mischel, 1973), rigid relationship norms are coherent, agreed upon, explicit, and deviance from these norms is strongly sanctioned. Flexible relationship norms (like loose cultures, or weak situations), alternatively, are incoherent, disagreed upon, communicated weakly, and deviance is not strongly sanctioned. In the present research, we used exploratory structural equation modeling

(Asparouhov & Muthén, 2009) to simultaneously accomplish the goals of analyzing the psychometric qualities of an initial multidimensional measure of rigidity-flexibility, and exploring associations of rigidity-flexibility with other variables of interest. We compared relationship types (one-night stand, ongoing casual sex, new/exclusive, or established/exclusive; *n per relationship* = 75) in terms of rigidity-flexibility and relationship quality (e.g., trust, love, commitment). Relationship types differed in rigidity-flexibility levels and relationship quality; rigidity-flexibility indirectly explained many of the differences in relationship quality between relationship types.

**E40  
IT'S COMPLICATED: EXPLAINING THE ROMEO AND JULIET  
EFFECT**

Sining (Saniya) Wu<sup>1</sup>, H. C. Sinclair<sup>1</sup>

<sup>1</sup>Mississippi State University

The "Romeo and Juliet effect" (Driscoll et al, 1972) alleges that increases in parental interference are associated with the increased feelings of love between romantic partners. However, this effect has never been replicated. Even a recent direct replication of Driscoll et al's study found no supporting evidence (Sinclair et al, 2014). Yet when re-analyzing a publicly-available longitudinal Mturk (N=396) data set, a more complicated picture emerges. Hierarchical regressions revealed that interference measures (Time 1) predict higher Time 2 (four months later) love and commitment when controlling for the explanatory variance accounted for by contemporary measures of network approval. Specifically, the interference of friends linked positively to the reports of passionate love and the interference of parents linked positively to commitment for the couple. Thus, the Romeo and Juliet effect may depend on source, measure, and controlling for overlap between active interference measures and general (dis)approval scales.

**E42  
HE LOVES ME, HE LOVES ME NOT: MATE VALUE PREDICTS  
WOMEN'S RELATIONSHIP-SPECIFIC ATTACHMENT ANXIETY**

Juliana E. French<sup>1</sup>, Erica B. Slotter<sup>1</sup>

<sup>1</sup>Villanova University

In a sample of 75 heterosexual dating couples, the extent to which men valued their partners as a mate predicted relationship-specific attachment anxiety in women. Specifically, women's attachment anxiety was greater when their partner valued them less. In turn, women's attachment anxiety was negatively related to men's actual relationship commitment and women's perceptions of their partners' commitment. Interestingly, women's perceptions seem to be correct; men were actually less committed and valued their partners less when their partners were more anxiously attached. The relationship between mate value perception and attachment anxiety was exclusive to women. Actor-partner interdependence dyadic analyses were employed to examine the interactions between partners' mate value perceptions and relationship-specific attachment style.

**E43  
COGNITIVE AND BEHAVIORAL MARKERS OF ADULT ATTACHMENT**

Anne C. Laurita<sup>1</sup>, Cindy Hazan<sup>1</sup>, Gizem Surenkok<sup>1</sup>, Sarah M. Merrill<sup>1</sup>

<sup>1</sup>Cornell University

The present study focuses on self-reported behaviors and cognitions as potential markers of adult attachment relationships. Participants (N=342) in two online surveys were mostly undergraduates in romantic relationships. Individuals completed a Behavioral Markers questionnaire, related to reciprocal comfort-seeking and support, and a Mental Representations questionnaire, pertaining to partner mental representation accessibility, as well as other measures including WHOTO. Based on the safe haven and secure base features of attachment bonds, we predicted that those in longer-term (versus early-stage) relationships would report higher frequency of

these behaviors and cognitions. Analyses indicated changes in predicted directions over the attachment-related grouping variables of relationship length and secure base status. Those in longer-term relationships and who listed their partner on the WHOTO secure base items reported, for example, more frequently seeking advice and reassurance from their partners. Findings suggest that such changes in behaviors and cognitions may represent the shift from infatuation to attachment.

E44

#### **CAN STRESS REDUCE CONFLICT? PREDICTING RELATIONSHIP CONFLICT IN THE CONTEXT OF A MAJOR STRESSOR**

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How is romantic relationship conflict affected by major stressors? Intuitively we might expect stress to exacerbate conflict, but in the context of a major stressor couples may in fact engage in fewer conflicts in order to attend to stressor-related challenges. In a daily diary study of romantic couples in which one partner was studying for the state bar examination, we examined the relationship between stress and both examinee and partner reports of conflict. As the exam approached both examinee and partner reports of conflict were found to decrease significantly. Anxious mood was also found to predict significant reductions in conflict. In contrast conflict reports were found to increase on weekends, when stress and anxious mood is typically lower. In short couples engaged in less conflict as one partner approached a high stakes professional stressor, suggesting that under certain conditions stress may mitigate rather than exacerbate conflict in romantic relationships.

E45

#### **PLAY TOGETHER OR REPLENISH APART? THE ROLE OF LEISURE WITH AND WITHOUT ONE'S PARTNER FOR BUFFERING AGAINST STRESS SPOILLOVER**

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The current study examined the role of leisure participation for buffering marriages against the deleterious effects of external stress and explored whether engaging in leisure with or without one's partner is best for reducing stress spillover effects. Drawing from previous work demonstrating that stress depletes spouses of the resources necessary for positive relationship functioning, it was hypothesized that whereas greater leisure with one's partner on high stress days may exacerbate negative relationship interactions, leisure without one's partner may prove especially helpful for refreshing stressed spouses and reducing spillover. Results from a 14-day daily diary study of 121 couples revealed no moderating effect of leisure without the partner on stress spillover; however, greater leisure participation with one's partner on high stress days was associated with greater relationship conflict. Thus, although leisure with one's partner generally enhances marital quality, these results suggest that under some conditions, it may actually be harmful.

E46

#### **DOES CHEATING BREED CHEATING? EXPLORING THE RELATIONSHIP BETWEEN BEING A VICTIM OF INFIDELITY AND TRANSGRESSOR OF AMBIGUOUS, DECEPTIVE AND EXPLICIT INFIDELITY**

**Priscilla Y. Fernandez<sup>1</sup>, Eddie M. Clark<sup>1</sup>, Abigail L. Harris<sup>1</sup>**  
<sup>1</sup>Saint Louis University

Infidelity within a relationship engenders a number of negative emotional and relational consequences (Miller & Maner, 2008). Individuals who have personally endured a romantic partner's betrayal commonly experience emotional turmoil, are challenged by efforts to forgive, and have to make pivotal decisions concerning the fate of the relationship. In turn, being a victim of infidelity is expected to deter individuals from cheating based on sizable

evidence that infidelity is an adverse experience (Allen et al., 2005). The current study evaluated whether individuals who had been victims of infidelity would be less likely than individuals without cheating experience to engage in ambiguous, deceptive, and explicit dimensions of unfaithful behavior. Contrary to expectations, victims of infidelity reported a greater likelihood of being unfaithful than not, and engaged in more ambiguous, deceptive, and explicit infidelity than individuals without cheating experience. Several explanations are provided.

E47

#### **I DIDN'T KNOW: ROLE OF AMBIGUITY OF KNOWLEDGE IN IMPRESSION FORMATION**

**Abigail L. Harris<sup>1</sup>, Eddie M. Clark<sup>1</sup>, Priscilla Fernandez<sup>1</sup>**  
<sup>1</sup>Saint Louis University

In romantic relationships, faithfulness is one of the most highly desired traits in a partner, yet infidelity occurs relatively often. Harris et al. (2013) reported significant and reliable differences in the perceptions of the "cheated on" and "cheated with" targets in extramarital affairs, even when justifications for infidelity were provided. Ambiguity of whether infidelity has occurred may allow participants to form impressions based more on personal biases rather than socially acceptable decisions (Hackathorn et al., 2011). The study evaluated the impact of ambiguous knowledge of engagement in infidelity on subsequent impressions of targets involved (the cheated on, cheater, and cheated with partners). There were significant main effects for role in infidelity, ambiguity of knowledge, and a significant interaction between role and ambiguity on three factors of judgments (relationship, "Machiavellian," and sexual factors). These findings may help to explain why infidelity continues to occur, despite being viewed as a highly aversive behavior.

E48

#### **THE DEVELOPMENT AND VALIDATION OF A SLEEP CONCORDANCE MEASURE**

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<sup>1</sup>Kent State University

Despite an increased interest in the psychology of sleep—an important health behavior—and evidence that sleep partners' clinical sleep disorders can impact sleep (Parish & Lyng, 2003), little research has examined how partners' normative sleep behaviors impact sleep and relationship quality. One theoretically important variable in dyadic sleep is sleep concordance—the extent to which partners' sleep habits are in sync, yet no measure exists to examine it. Adults in committed, cohabitating heterosexual relationships (N = 189) reported their perceived sleep concordance, relationship quality, and sleep quality. Factor analysis revealed a factor of perceived sleep habit concordance (overall  $\alpha = .96$ ). Perceived habit concordance is positively correlated with relationship quality ( $r = .31, p < .01$ ) and negatively correlated with daytime dysfunction ( $r = -.22, p < .01$ ). The sleep concordance measure we developed demonstrated appropriate reliability and validity, and may be useful in future research.

E49

#### **CARDIAC VAGAL TONE AND SEXUAL SATISFACTION IN ROMANTIC RELATIONSHIPS**

**Jake West<sup>1</sup>, Sara Algoe<sup>1</sup>**  
<sup>1</sup>University of North Carolina

Porges' polyvagal theory posits that cardiac vagal tone (CVT) is a component of a larger social engagement system, which helps attenuate ones' affective experience. As such, the romantic relationship domain seems especially relevant for the influence of CVT. Specifically, sexual satisfaction is related to dyad members' ability to adjust to each other's needs, desires, and preferences—which may be enhanced by this affective attenuation. As such, we hypothesized that people with higher CVT would have more

satisfying sex life. Resting CVT was measured from 270 members of heterosexual romantic relationships, who also reported their sexual satisfaction. Results support the hypothesis, even accounting for alternative explanations, such as frequency of sexual intercourse; they were not moderated by gender. Despite its robust social connections, CVT has had little empirical attention in the context of romantic social bonds. Discussion focuses on two possible mechanisms: openness to sexual experience and partner responsiveness.

**E50  
TEXT MORE AND STATUS UPDATE LESS: ASSOCIATIONS  
BETWEEN ACTIVE TECHNOLOGY USE AND ROMANTIC  
RELATIONSHIP QUALITY**

Caitlin M. Lapine<sup>1</sup>, M. J. McClure<sup>1</sup>, Rebecca Curtis<sup>1</sup>  
<sup>1</sup>*Adelphi University*

Previous research focused on the problems social media use can create in romantic relationships (e.g. jealousy, Muise et al., 2009; infidelity, Clayton, 2014). But in an age when people increasingly use technology to connect, do some of the different ways people are communicating have benefits for their relationships? Eighty-one participants reported on technology use and relationship quality (feelings of closeness/satisfaction and jealousy/mistrust). Above and beyond in-person contact, texting and video chat increased closeness; texting also reduced mistrust. Speaking on the phone was not associated with relationship quality. Time spent on social media was split between passively reading and actively writing. Adjusting for the other, reading time was not associated with relationship quality but writing time decreased relationship quality. Specific social media behaviors had differing effects: Checking one's partner's profile predicted increased mistrust while public communication of affection predicted increased closeness. Implications of communication channel and passivity/activity are discussed.

**E51  
EVALUATING ANGELINA: SELF-ESTEEM AND RELATIONSHIP  
THREAT AFFECT ACCEPTANCE OF MATE POACHING**

Lisa B. Hoplock<sup>1</sup>, Danu A. Stinson<sup>1</sup>  
<sup>1</sup>*University of Victoria*

When their relationships are threatened, people with lower self-esteem (LSEs) tend to derogate their partners, whereas people with higher self-esteem (HSEs) do not (e.g., Murray et al., 2002). We hypothesized that people would behave the same way towards a potential threat to their relationship. Participants were randomly assigned to experience either a relationship threat prime or a control prime (Cavallo et al., 2012). They then read a passage implying that Angelina Jolie poached Brad Pitt from Jennifer Aniston, and rated their perceptions of Angelina and her behavior. In the control condition, LSEs and HSEs showed equally positive perceptions of Angelina and her behavior. However, when threatened, LSEs derogated Angelina and her behavior, whereas HSEs did not. This research is the first to provide insight into how personality and situational factors influence perceptions of mate poachers and their behavior.

**E52  
FOR RICHER OR FOR POORER: MEN'S IMPRESSIONS OF A  
WOMAN'S FINANCIAL SUCCESS ARE DEPENDENT ON HER LEVEL  
OF PHYSICAL ATTRACTIVENESS**

Alexandra N. Fisher<sup>1</sup>, Danu A. Stinson<sup>1</sup>  
<sup>1</sup>*University of Victoria*

We argue that the mate-value of a woman's financial success depends on her physical attractiveness. In a naturalistic field experiment, one of four female confederates approached male students on campus and asked them to evaluate a speech about her future career plans as part of a course assignment. Men's interest in spending time with the confederate was measured by assessing their

willingness to volunteer for a focus group to be led by the confederate. The female confederates varied in attractiveness (typical vs. high) and the speech varied in anticipated future income (low vs. high). As predicted, compared to the low income condition, high income decreased men's interest in spending time with the typically attractive confederates but increased their interest in spending time with the highly attractive confederates. Thus, prior research examining the mate-value of a woman's financial success may have yielded mixed results because it failed to account for the moderating influence of attractiveness.

**E53  
LETTING THE BELOVED COUNT THE WAYS: POSITIVE  
RELATIONSHIP ILLUSIONS AND PARTNER NARCISSISM**

Anna Liargovas<sup>1</sup>, Chris Burris<sup>1</sup>  
<sup>1</sup>*University of Waterloo*

Perceiving one's partner more positively than the partner sees him/herself has been linked to greater relationship satisfaction (Murray, Holmes, & Griffin, 1996). We tested whether positive illusions would be most likely marshalled to preserve relationship satisfaction in response to the evaluated partner's interpersonally problematic tendencies. 43 couples individually completed measures of narcissism and agreeableness and subsequently received no feedback or relationship-relevant feedback ostensibly from the evaluated partner that was either humble or narcissistic. Individuals subsequently completed relationship satisfaction and partner idealization measures following either neutral instructions or a "hidden observer" prompt designed to facilitate more forthcoming disclosures. As expected, satisfaction/idealization was highest in response to narcissists ostensibly claiming that the perceiving partner was "lucky to have them," and this link disappeared in response to the "hidden observer" prompt. Thus, unrealistically positive relationship illusions may be situational coping techniques that partners know "just ain't so" at a deeper level.

**E54  
PRE-INTERACTION LINGUISTIC STYLE MATCHING PREDICTS  
LIKING**

Grace Larson<sup>1</sup>, Eli J. Finkel<sup>1</sup>  
<sup>1</sup>*Northwestern University*

Similarity in the use of function words (e.g., personal pronouns, adverbs) has been shown to predict romantic attraction between opposite-sex individuals (Ireland et al., 2011). Prior research has emphasized the role of within-interaction convergence in language use in facilitating attraction, downplaying the contribution of pre-existing similarity in interaction partners' style of language use (Ireland et al., under review). In the current study, we used short writing samples taken before two opposite-sex partners interacted to calculate an index of linguistic style matching for 32 dyads. This linguistic style matching score was used to predict attraction to and evaluations of the partner. Higher linguistic style matching predicted greater mutual liking. Women rated partners with similar written language styles as more intelligent, friendly and confident, while men rated partners with similar styles as marginally more sexy. These findings suggest the utility of pre-existing, measurable linguistic similarity in predicting attraction.

**E55  
ALCOHOL'S ROLE IN MEN'S MISPERCEPTION OF WOMEN'S  
SEXUAL INTENT ACROSS THE LIFETIME AND DURING A SPECIFIC  
MISPERCEPTION INCIDENT**

Rhiana Wegner<sup>1</sup>, Kayla Ferguson<sup>2</sup>, Michelle Berlinski<sup>2</sup>  
<sup>1</sup>*Wayne State University, University of Washington, <sup>2</sup>Wayne State University*

Recent research on misperception of sexual intent has focused on explaining observed gender differences. Since Abbey's (1987) study, few have examined situation-specific characteristics of previous

misperception incidents. This study provides updated estimates of men's lifetime misperception rates and detailed information about a single recent misperception incident, using data from a community sample ( $N=334$ ). The majority reported at least once misperception incident (86.8%,  $n=287$ ); 43% of which involved alcohol consumption by the participant. Recent misperception incidents were most likely to occur between casual friends, at a party or at home, between men and women who were both drinking. Incidents involving close friends or romantic partners happened more often at home, and close friends were more likely to be drinking. Misperceptions are a proximal predictor of sexual aggression toward women. Thus, study findings provide important insights into when, where, and with whom these events might take place. Additional research with women is needed.

**E56**  
**LEVELING THE PLAYING FIELD: ACQUAINTANCE LENGTH REDUCES ASSORTATIVE MATING ON ATTRACTIVENESS**

Lucy L. Hunt<sup>1</sup>, Paul Eastwick<sup>1</sup>, Eli Finkel<sup>2</sup>

<sup>1</sup>University of Texas at Austin, <sup>2</sup>Northwestern University

Assortative mating refers to the tendency for individuals to select mates who are similar to themselves on certain physical, behavioral, and psychological traits (Lykken & Tellegen, 1993). However, few studies have decisively linked a theoretical framework to the mechanism underlying assortative mating patterns. Drawing from competition/market-based perspectives, the current study reveals how the length of time couple members knew each other prior to dating predicted shifts in assortative mating on physical attractiveness. Dating and married couples indicated how long they had known each other and how long they had been romantically involved. Then, independent judges rated the attractiveness of each couple member. Results indicated that the length of time couple members were acquainted prior to dating interacted significantly with the man's attractiveness to predict the woman's attractiveness: Couples were less likely to be similar in attractiveness the longer their acquaintance pre-dating.

**E57**  
**INVESTIGATING EXPERIENCES OF THE INFIDELITY PARTNER: WHO IS THE "OTHER MAN/WOMAN"?**

Dana Weiser<sup>1</sup>, Daniel Weigel<sup>2</sup>

<sup>1</sup>Texas Tech University, <sup>2</sup>University of Nevada at Reno

The internet and media is awash with stories of being the third party to a romantic relationship (i.e. "the other man/woman"), yet little is known about the types of people who find themselves in this situation. An online survey was completed by 182 participants (56 males, 116 females). Individuals who had been an infidelity partner reported higher anxious attachment, psychopathy, and an unrestricted sociosexual orientation compared to those individuals with no such experience. Infidelity partners who knew they were engaging in infidelity reported lower agreeableness and conscientiousness, and higher psychopathy. Information was also gathered about how unknowing infidelity partners learned they were the "other man/woman" and their resulting reactions and the outcomes of these relationships. These findings paint a particular personality profile for those who unknowingly engaged in infidelity compared to those who entered into such relationships knowingly.

**E58**  
**THE DARK TRIAD AND RELATIONSHIP MAINTENANCE STRATEGIES AS PREDICTORS OF LONG-TERM SUCCESS IN ROMANTIC RELATIONSHIPS**

Rebecca Stead<sup>1</sup>, Stephanie Fraser<sup>1</sup>, G. Cynthia Fekken<sup>1</sup>

<sup>1</sup>Queen's University

This study examined how the Dark Triad (i.e., Machiavellianism, Narcissism, and Psychopathy) and Relational Maintenance Strategies (i.e., Positivity, Openness, Shared Network, and Sharing Tasks) predict relationship length and satisfaction. Using a sample

of 162 men in marriages or marriage like relationships, we found self reported Machiavellians and Psychopaths used fewer Relationship Maintenance Strategies. Further, two sets of Hierarchical Linear Regressions supported our hypothesis that lack of socially malevolent personality traits and propensity to engage in behaviors designed to maintain the relationship predict relationship success. Specifically, sharing responsibility for daily tasks with one's partner and being low on Narcissism predicted longer romantic relationships; being cheerful and uncritical about the relationship and being low on Machiavellianism predict higher marital satisfaction. This study demonstrates that dispositional and behavioral antecedents relate to long-term success in marriage or marriage like relationships. Further research on the mechanisms that relate personality traits to marital success is warranted.

**E59**  
**ROOMMATE CLOSENESS DEVELOPMENT AND PATHOLOGICAL PERSONALITY TRAITS**

Conrad A. Corretti<sup>1</sup>, Robert A. Ackerman<sup>1</sup>

<sup>1</sup>University of Texas at Dallas

Interpersonal dysfunction is a hallmark of personality pathology. Given that the formation of close relationships depends upon the goals, motives, fears, and histories of each individual in a relationship (Reis & Shaver, 1988), pathological traits should be especially relevant. The current study investigated relations between pathological traits (i.e., the 5 broad domains from the Personality Inventory for the DSM-5) assessed at wave 1 and the development of closeness between recently formed college roommate dyads ( $n = 103$ ) across 5 waves (2 weeks apart). A dyadic growth model revealed that closeness significantly increased over the course of the relationship ( $b = 0.05$ ,  $SE = .02$ ). Further analyses showed that participants with greater levels of Detachment felt less close to their roommates on average ( $b = -.39$ ,  $SE = .12$ ). Moreover, participants with greater levels of Psychoticism reported decreasing levels of closeness over time ( $b = -.06$ ,  $SE = .03$ ).

**E60**  
**OVER-ADAPTIVE BEHAVIOR AS A MEDIATOR BETWEEN ATTACHMENT ANXIETY AND NEGATIVE FEELINGS IN A CURRENT AND PREVIOUS ROMANTIC RELATIONSHIP**

Shinya Suzuki<sup>1</sup>, Tasuku Igarashi<sup>1</sup>

<sup>1</sup>Nagoya University

Previous research has suggested that attachment anxiety has a negative impact on romantic relationships. Although it is still not clear how this association is established, we hypothesized that over-adaptive behavior towards a romantic partner, defined as making excessive efforts to maintain the relationship, explains the link between attachment anxiety and negative feelings evoked in the relationship. A total of 309 undergraduates in Japan completed a questionnaire about attachment styles and their current or past romantic relationship. Whereas both attachment anxiety and over-adaptive behavior increased negative feelings towards the partner, a mediation analysis revealed that over-adaptive behavior mediated the link between attachment anxiety and negative feelings. These results highlight the tendency that people with high attachment anxiety are likely to experience difficulties in the regulation of negative feelings towards a romantic partner through over-adaptive behavior.

**E61**  
**ADULT ATTACHMENT AND POSITIVE ENGAGEMENT FOLLOWING RELATIONSHIP CONFLICT**

Jana M. Lembke<sup>1</sup>, Paula Pietromonaco<sup>1</sup>, Sally Powers<sup>1</sup>

<sup>1</sup>University of Massachusetts at Amherst

In this longitudinal study, we examined attachment style and romantic partners' ability to engage positively following an attachment-related threat. Newlywed couples completed a lab visit within 7 months of their marriage and again 12-15 months later.

Using a novel coding scheme, observers rated the behavior of 174 couples during a positive interaction task, which occurred following a discussion of relationship conflict. We hypothesized that attachment avoidance would be associated with less positivity in the positive interactions. Indeed, wives paired with more avoidant husbands showed significantly less positivity at both time points and across time points, controlling for her own attachment style. Husbands' avoidance was also negatively associated with his own behavior in the positive interaction and his perceived relationship quality. These findings point to attachment avoidance in men as a risk factor for less positive engagement in both partners following a relationship conflict, which may contribute to poorer relationship quality.

**E62**  
**ROMANTIC SURVEILLANCE AND SECRET ASSESSMENTS:  
 RESPONSIVENESS MONITORING BORN FROM INSECURITY IN  
 RELATIONSHIPS**

Ogue Addeh<sup>1</sup>, Dr. Edward Lemay<sup>1</sup>  
<sup>1</sup>University of Maryland

Prior research on anxious attachment suggests that it leads to deep concerns about partner commitment and care and possibly a general tendency to process information regarding partner sentiments more deeply. In particular, they may monitor their partner's behavior for signs of affection and rejection, interpret their partner's behavior as indicative of their feelings about them, and test their partner to glean information regarding their partner's feelings about them. This study sought to examine whether anxious attachment, and other forms of insecurity, had these effects on monitoring, interpretation, and testing. Romantic couples completed new measures on those three tendencies as well as measures on anxious attachment, interpersonal confidence, and perceived partner care. Results suggested that participants with low interpersonal confidence or low perceived partner care only increased in testing whereas anxious attachment predicted all three behaviors. Therefore, anxiety may be a unique type of insecurity, therefore resulting in different relationship approaches.

**E63**  
**ASSESSING THE TENDENCY TOWARD (NON)MONOGAMY:  
 RELATIONSHIP BETWEEN THOUGHTS AND BEHAVIORS**

Lisa Dawn Hamilton<sup>1</sup>  
<sup>1</sup>Mount Allison University

The study of (non)monogamy has generally focused on nonmonogamous behaviors. Both relationship and societal restrictions constrain our behavior, so the focus on behavior may not adequately assess the underlying construct of monogamy. The goal of the present research was to study variables related to monogamy from a trait perspective by assessing thoughts and attitudes related to monogamy, in addition to behaviors. Data were collected in two online studies: Study 1 ( $N = 220$ ) developed the *Extradyadic Attraction Scale* (EAS), a non-behavioral measure of tendency toward (non)monogamy; Study 2 ( $N = 335$ ) validated the EAS, while also assessing behavioral nonmonogamy. The majority of participants were behaviorally monogamous, but scores on the EAS were normally distributed across participants, indicating more variability in (non)monogamous thoughts. Nonmonogamous thoughts were moderately correlated with nonmonogamous behaviors. We also found that both psychological/personal characteristics (romanticism, sociosexuality, erotophilia), and relationship characteristics (investment, satisfaction) predicted participants' level of monogamy.

**E64**  
**DO MEN DISLIKE MONOGAMY?: THE ROLE OF GENDERED  
 DATING SCRIPTS ON BELIEFS ABOUT LOVE, ROMANCE, AND  
 MONOGAMY**

Amy C Moors<sup>1</sup>  
<sup>1</sup>University of Michigan

Stereotypes—and research suggests that men dislike monogamy and, instead, prefer casual relationships (Schmitt et al., 2001). Yet, men and women view monogamy as the optimal relationship and endorse gender-based courtship behaviors (Moors et al., 2013). Thus: Do men dislike monogamy? Or, do men dislike cultural expectations regarding monogamy? In two experimental studies, I examine the effects of gendered dating scripts on people's beliefs about love and monogamy. Participants responded to monogamy-related items on Valentine's Day or April 10th (Study 1) and after viewing engagement or landscape photographs (Study 2). When gendered dating scripts were salient, men reported lower endorsement of the committed relationship ideology, monogamy beliefs, and romanticism as compared to men and women in the control conditions and women in the high salience condition. Women's attitudes were unaffected by gendered dating script salience. Taken together, men do like monogamy, but not the gendered scripts associated with it.

**E65**  
**ATTITUDES AND OUTCOMES IN CONSENSUAL NON-  
 MONOGAMOUS RELATIONSHIPS IN THE LGB POPULATION**

Dylan Selterman<sup>1</sup>, Amy C Moors<sup>2</sup>, Terri D Conley<sup>2</sup>, Jonathan J Mohr<sup>1</sup>  
<sup>1</sup>University of Maryland, <sup>2</sup>University of Michigan

Using survey data from 2 large samples (total  $N = 570$ ), we examined how personality traits (Big Five) and attachment variables predict consensual non-monogamy (CNM) outcomes in same-sex (LGB) participants. Dyadic analyses in sample 1 revealed that self and partner-reported attachment anxiety moderated associations between non-monogamy status and relationship health, such that CNM couples felt less satisfaction and commitment only when attachment anxiety was moderate or high (not when it was low). Multiple regression analyses in sample 2 indicated that openness to new experiences (positively) and conscientiousness (negatively) predicted attitudes toward CNM and willingness to engage in CNM, while including both attachment variables as predictors. We discuss these semi-divergent findings through the lens of attachment theory and big five personality traits, along with subcultural norms for LGB individuals, and draw comparisons with existing data on heterosexual non-monogamous relationships.

**E66**  
**THE COST OF WAR: ATTACHMENT AND GAMERS' ONLINE AND  
 OFFLINE RELATIONSHIPS**

Alicia Limke<sup>1</sup>  
<sup>1</sup>University of Central Oklahoma

This study examined attachment styles, online behaviors, and both online and offline relationships of individuals engaged in a popular massive multiplayer online (MMO) game (Game of War: Fire Age). Although previous research has suggested MMO players with insecure attachment styles are most likely to develop problematic online behaviors, it is unclear how attachment styles predict online play or how play predicts outcomes in players' lives. 220 players completed surveys for in-game currency. Attachment avoidance (but not anxiety) predicted number of hours per day players spent online in the game ( $\beta = .16, p = .03$ ), whereas attachment anxiety (but not avoidance) predicted deviant behaviors with other players (such as "camming";  $\beta = .15, p = .04$ ). Number of hours spent in online play predicted players' offline romantic relationship satisfaction ( $\beta = -.26, p = .001$ ) as well as decreased time spent with family/friends or pursuing other hobbies since starting the game.

E67

**NO MEANS NO: DEBUNKING OBLIGATORY SEX TO PROMOTE HEALTHY SEX AMONG COUPLES**Fredrick A. Eichler<sup>1</sup>, Eric D. Wesselmann<sup>1</sup>, Matthew Hesson-McInnis<sup>1</sup>  
<sup>1</sup>*Illinois State University*

Previous research finds that obligatory sex – engaging in initially undesired sex – relates to increased relationship commitment. We reevaluated these findings by exploring underlying factors of obligatory sex (e.g., felt obligation to satisfy one's partner, acquiescing to a partner's sexual requests, communication through sex, etc.). Through MTurk, we sampled 780 US participants and surveyed factors such as- but not limited to- sexual desire, sexual communication, coercion and rape, commitment, and a pool of items designed to assess factors of obligatory sex. We found three unique factors (i.e., Sexual Obligation, Sexual Expression of Commitment, and Sexual Compliance) that presented adequate factor structure when modeled. More importantly, we found that sexual obligation negatively related to relationship satisfaction, positively with instances of coercion and rape, and did not relate to relationship commitment. Our data clarify the dynamics of sexual expressions of commitment and contradict previous arguments that sexual obligation promotes healthy sexual relationships.

E68

**EXAMINING CONVERGENCE IN COUPLES' HEALTH CONCERNS AND HEALTH BEHAVIOR INTENTIONS**Jerica X. Bornstein<sup>1</sup>, Michelle vanDellen<sup>1</sup>  
<sup>1</sup>*University of Georgia*

We conducted one study to examine how romantic couples think about health concerns and intentions. In this study, 38 couples (76 participants) were videotaped discussing health behavior change. Before the discussion, participants rated areas of health that they needed to improve. Afterwards, they rated the extent to which they intended to complete health behavior changes in the near future. Participants also reported about their relationship characteristics and beliefs. Results indicate that within couples, individuals demonstrated significant but weak agreement about which health areas needed improvements. After the discussion, couples demonstrated strong agreement about health behavior intentions for the next 3 months. Relationship orientations predicted convergence with one's partner. Secure orientation was associated with higher pre-discussion concern congruence. In contrast, dismissing orientations negatively predicted pre-discussion concern congruence. After the health discussion, anxious attachment orientation positively predicted convergence in health behavior intentions. Implications for health behavior change in dyads are discussed.

E69

**MARITAL DURATION IS ASSOCIATED WITH GREATER MODERATE PHYSICAL ACTIVITY IN OLDER COUPLES**Xiaomeng (Mona) Xu<sup>1</sup>, Jennifer M. Tomlinson<sup>2</sup>, Brooke C. Feeney<sup>3</sup>  
<sup>1</sup>*Idaho State University*, <sup>2</sup>*Colgate University*, <sup>3</sup>*Carnegie Mellon University*

Romantic relationships have strong effects on physical health and may be particularly important in older adults making life transitions. As part of a larger study, 100 older couples (where one member was transitioning to retirement) completed a self-report baseline assessment that included questions on marital duration, demographics, and height and weight. A year later, couples reported on their physical activity over the past 12 months. The results of this study showed that after controlling for age, baseline marital duration (regardless if raw numbers or log transformed) was positively correlated with self-reported moderate-intensity physical activity over the next 12 months,  $pr = .22$ ,  $p = .006$ . This association remained significant after additionally controlling for demographics (gender, ethnicity, education, income, retirement status) and baseline Body Mass Index,  $pr = .20$ ,  $p = .022$ . These data suggest that

length of marriage has a positive effect on physical activity among older couples.

E70

**CHILDBIRTH PAIN, ATTACHMENT ORIENTATIONS, AND ROMANTIC PARTNER SUPPORT**Carol L. Wilson<sup>1</sup>, Jeffrey A. Simpson<sup>2</sup><sup>1</sup>*Pennsylvania State University at Erie*, <sup>2</sup>*University of Minnesota*

Attachment anxiety is associated with higher levels of chronic and acute, experimentally-induced pain in prior research, whereas social support is associated with lower pain perceptions. However, few studies have examined the joint effects of attachment and support on acute pain responses, particularly in a dyadic context. First-time, expectant mothers ( $n=140$ ) and their male partners answered 6-8 week prenatal and 2-week postnatal questionnaires, including the Adult Attachment Questionnaire and subjective measures of pain and emotional support during labor and delivery. As expected, securely attached women benefited from receiving emotional support provided by their romantic partners during childbirth in terms of reduced pain perceptions, more avoidant women reported greater pain when supported, and more anxiously attached women reported greater pain, regardless of their partner's support. Greater childbirth pain may in turn increase risk of a negative or even traumatic birth experience (e.g., childbirth PTSD), and subsequently influence women's future fertility decisions.

E71

**WE ARE WHAT WE EAT: A DYADIC INVESTIGATION INTO THE EFFECTS OF DIETARY SACRIFICE AND MOTIVES ON RELATIONSHIP SATISFACTION FOR CELIAC COUPLES**Lindsey M. Alley<sup>1</sup>, Cynthia Mohr<sup>1</sup><sup>1</sup>*Portland State University*

This study extends research on relationship sacrifice and satisfaction (e.g., Impett & Gordon, 2008) by examining whether partners' dietary sacrifice, or willingness to cede their own food preferences when dining with their significant others, relates to couple satisfaction. Participants with Celiac Disease and their non-Celiac partners ( $N=153$  couples; 60.4% married) were recruited for an online survey through support organizations. Celiac requires adherence to the gluten-free diet; thus, dietary sacrifice was defined as adherence by non-Celiacs during shared mealtimes. Data were analyzed using the Actor-Partner Interdependence Mediation Model (APIMeM; Ledermann, Macho, & Kenny, 2011). As predicted, dietary sacrifice was significantly positively associated with relationship satisfaction for both partners. Mediation analyses revealed dietary sacrifice was positively associated with satisfaction via approach motives (e.g., benefitting well-being), and negatively associated through avoidance motives (e.g., avoiding arguments), identifying this phenomenon as a unique facet of sacrifice potentially impacting individuals' relationship experiences on a daily level.

E72

**GENDER, BMI, AND EATING REGULATION IN THE CONTEXT OF SAME-SEX AND HETEROSEXUAL COUPLES**Charlotte N. Markey<sup>1</sup>, Patrick M. Markey<sup>2</sup>, Kristin J. August<sup>1</sup>, Christopher Nave<sup>1</sup><sup>1</sup>*Rutgers University*, <sup>2</sup>*Villanova University*

Research suggests that romantic partners may benefit health, but factors contributing to partners' involvement in eating regulation are relatively unexplored. In this study we examined 104 heterosexual couples, 72 female same-sex couples, and 72 male same-sex couples in an attempt to understand how partners' weight statuses were related to their attempts to regulate each other's eating behaviors. Actor-Partner Interdependence Models revealed that partners were likely to attempt to regulate their significant others'

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eating behaviors when their significant others were relatively heavy. Further, an interaction between individuals' weight status, their partners' weight status, and gender indicated that women were most likely to attempt to regulate their partners' eating behaviors when they were relatively thin and their partners were relatively heavy (regardless of sexual orientation). These findings are discussed in the context of current obesity trends and the role of social support in healthy weight management.

**E73**  
**SPOUSAL SUPPORT, STRESS REACTIVITY AND GLYCEMIC CONTROL AMONG PATIENTS WITH TYPE 2 DIABETES**

Kristin J. August<sup>1</sup>, Karen S. Rook<sup>2</sup>, Sarah Choi<sup>2</sup>, Melissa M. Franks<sup>3</sup>, Mary Ann Parris Stephens<sup>4</sup>

<sup>1</sup>Rutgers University, <sup>2</sup>University of California, Irvine, <sup>3</sup>Purdue University, <sup>4</sup>Kent State University

Spouses often seek to facilitate the illness management efforts of their chronically ill partners, and an important, but little studied, role that spouses may play is reducing the impact of stressors that might otherwise exacerbate the illness or undermine treatment adherence. A particularly valuable contribution in this regard may be spouses' help in dampening their partner's stress reactivity, or the extent to which stress is associated with negative affect. The current study sought to address this idea in a daily-diary study of 129 older adults with type 2 diabetes. The results from multivariate regression analyses revealed that greater stress reactivity was associated with higher blood glucose levels, but only among patients who received less spousal support (interaction  $\beta = -.25, p = .003$ ). The findings suggest that chronically-ill individuals who receive less emotional support from their spouses may be especially vulnerable to the health-damaging effects of stress reactivity.

**E74**  
**PARENTHOOD AND CARDIOVASCULAR HEALTH IN OLDER COUPLES: AN EXAMINATION OF PARENTAL STATUS, RESTING BLOOD PRESSURE AND HEALTH BEHAVIORS**

Wendy C. Birmingham<sup>1</sup>, Bert N. Uchino<sup>2</sup>, Timothy W. Smith<sup>2</sup>, Kathleen C. Light<sup>2</sup>, Jos A. Bosch<sup>3</sup>, Maija Reblin<sup>2</sup>, Skyler Ridley<sup>1</sup>, McKenzie Carlisle<sup>2</sup>

<sup>1</sup>Brigham Young University, <sup>2</sup>University of Utah, <sup>3</sup>University of Amsterdam

Parenthood is a central relationship in adults' lives. Parental status has been shown to be cardiovascular-protective, but little is known about the health-protective benefits of parenthood as individuals age. We examined resting blood pressure and cardiovascular protective health behaviors, including sleep patterns and dietary choices (i.e., caffeine and alcohol consumption) in 95 older couples (aged 50-68). Parenthood was significantly associated with lower resting SBP [ $F(1, 175)=4.28, p=.04$ ] and lower resting DBP [ $F(1, 174)=4.17, p=.04$ ]. Parenthood was not associated with weekly sleeping patterns [ $F(1, 177)=.02, p=.88$ ] or caffeine consumption [ $F(1, 176)=1.44, p=.23$ ], but was associated with alcohol consumption [ $F(1, 176)=6.14, p=.01$ ] such that parents consume less alcohol than non-parents. Additionally, parents self-reported better health than non-parents [ $F(1, 180)=7.45, p=.007$ ]. These findings suggest that parenthood may lead to better lifestyle-choices and provide cardiovascular benefits even after the children have grown.

**E75**  
**HELPING YOUR PARTNER CATCH SOME ZZ'S: ACCOMMODATION OF PARTNERS' SLEEP PREFERENCES, SLEEP QUALITY AND RELATIONSHIP QUALITY.**

Diana C. Mendez<sup>1</sup>, Alynn Gordon<sup>1</sup>, Maryhope Howland<sup>1</sup>

<sup>1</sup>Kent State University

Sleep, recognized as a crucial health behavior, is receiving increased attention from social psychologists, and recent work has demonstrated the importance of couple-level sleep behavior to both relationship (Gordon & Chen, 2013) and sleep quality (Beninati, et

al., 1999); however much of the sleep research remains individual-focused (Hasler & Troxel, 2010). One variable that may be of importance is concordance of partners' sleep behaviors, which has been shown to be associated with marital adjustment (Larson, Crane & Smith, 1991), however, to our knowledge no research has examined individuals' motivations to achieve concordance by accommodating a partner's sleep preferences. In the current study, 189 individuals living with their partner reported on their accommodation of their partners' sleep preferences. Results indicate that accommodation is positively associated with relationship quality and negatively associated with subjective sleep quality and sleep duration. This contributes to a call for a more couple-oriented approach to sleep research.

**Emotion**

**E76**  
**WHAT WOULD YOU DO? HOW GOSSIP TARGETS REACT WHEN OTHERS GOSSIP ABOUT THEM: THE ROLE OF EMOTIONS**

Elena Martinescu<sup>1</sup>, Onne Janssen<sup>1</sup>, Bernard Nijstad<sup>1</sup>

<sup>1</sup>University of Groningen

Gossip is ubiquitous in all social environments, and often it (unintentionally) reaches its targets. In the current research we investigated how individuals react to positive and negative competence-related gossip about themselves. In a scenario study ( $N = 72$ ) and a critical incident study ( $N = 240$ ) we manipulated gossip valence (positive vs. negative). Results showed that positive gossip made targets feel happy with themselves and happy with the gossiper, which led to affiliation intentions towards the gossiper. Negative gossip generated self-directed blame, which was related to repair behavioral intentions, especially for low self-esteem targets. Negative gossip also led to other-directed blame, which was related to retaliation intentions towards the gossiper, especially for targets with high reputational concerns. These results show that self-oriented and other-oriented emotions predict how gossip targets act in response to positive and negative gossip about themselves.

**E77**  
**WHICH DO YOU MAKE A SACRIFICE OF, YOURSELF OR A THIRD PERSON? : EFFECT OF GUILT FEELING ON COMPENSATORY BEHAVIOR IN MULTIPLE INTERPERSONAL CONFLICT.**

Yoshiya Furukawa<sup>1</sup>, Kenichiro Nakashima<sup>1</sup>, Yasuko Morinaga<sup>1</sup>

<sup>1</sup>Hiroshima university

Recent research in Western society has found evidence that guilt motivate prosocial behavior toward the victim at the expense of a third person but oneself (De Hooge et al., 2011). The present research examined whether this effect would be replicated in Japanese society which tend to value interdependence. We carried out two questionnaire surveys which manipulated participants' guilt feeling (Study 1:  $N = 84$ , Study 2:  $N = 216$ ). Study 1 showed that guilt feeling led to compensatory behavior toward the victim at the expense of oneself in money distributing. Study 2 showed guilt feeling led to compensatory behavior toward the victim at the expense of both oneself and a third person in time assignment. Furthermore, at the next opportunity, guilt feeling led to having more time spending with a third person. In Eastern society, at least in Japan, these result suggest that guilt motivates self-sacrificingly compensatory behavior.

**E78**  
**THE EXPERIENCE OF AWE LEADS TO CREATIVITY**

Kristophe Green<sup>1</sup>, Jia Wei Zhang<sup>2</sup>, Craig Anderson<sup>2</sup>, Dacher Keltner<sup>2</sup>

<sup>1</sup>University of California Berkeley, <sup>2</sup>University of California at Berkeley

Three studies ( $n = 465$ ) tested the hypothesis that awe leads to greater creativity. In Study 1, people who are prone to experience awe were more likely to be open to experience, an indicator of creativity. In another study, people who were induced to experience awe (a recall task), compared to amusement and pride, reported

weak exemplars (e.g., camel) as more prototypical of its categories (e.g., vehicle). However, this difference did not arise in the strong (e.g., bus) and intermediate (e.g., airplane) exemplars. Lastly, people who were induced to experience awe (video), relative to happiness, were instructed to brainstorm ways to improve the quality of teaching in the Psychology department. The results demonstrated that the number of ideas and uniqueness of the ideas did not differ across conditions. However, people in the awe condition generated ideas that fell into more categories and ideas that were more original and novel.

**E79**  
**TRUST YOUR MEMORY? WHEN DISTRUST SAFEGUARDS YOUR MEMORY FROM INTRUSIONS AND REDUCES RETRIEVAL-INDUCED FORGETTING**

**Ann-Christin Posten<sup>1</sup>, Francesca Gino<sup>1</sup>**  
<sup>1</sup>*Harvard University*

Memory not only determines how well you remember your grocery lists. Through memory acquired knowledge strongly predicts success in life. We connect this key capacity to one of the most fundamental states in social life: Trust and distrust. Four experiments demonstrate distrust to increase memory performance. In Experiment 1, participants who recalled an instance of distrust (vs. trust) accepted less false memories. Experiment 2 demonstrates that a scrambled sentences priming led distrust- (vs. trust-) primed participants to show less retrieval-induced forgetting. A distrust-elicited focus on dissimilarities is suggested as underlying mechanism. Using a causal chain design, Experiment 3 shows that distrust (vs. trust) leads participants to focus more on dissimilarities. A dissimilarity- (vs. similarity-focus) in turn enhances memory-recall (Experiment 4). Altogether these studies provide evidence that distrust induces a dissimilarity-focus that in turn enhances memory performance. This may have strong implications within the educational as well as the juridical realm.

**E80**  
**CUES FOR STABILITY: THE INTERPLAY BETWEEN SYMBOLS OF PHYSICAL STABILITY AND PSYCHOLOGICAL STABILITY**

**Allon Cohen<sup>1</sup>, Thalma E. Lobel<sup>1</sup>**  
<sup>1</sup>*Tel Aviv University*

In two studies we examined the interplay between the stability of shapes and psychological stability from an embodied cognition perspective. In the first study, we showed that participants attributed more psychological stability to a stable shape as opposed to an unstable shape, while no differences were found in the attribution of traits unrelated to psychological stability (study 1a). This effect was still maintained when we controlled the vertical symmetry of the stable shape (study 1b). Study 1c showed that this metaphoric mapping is triggered by the relationship between the shape and its base of support, rather than merely the tilt of the unstable shape. In the second study we found a symmetric context effect. The attribution of psychological stability to both stable and unstable shapes, increased or decreased respectively, following evaluation of the same shape with the opposite feature. Implications and future research directions are discussed.

**E81**  
**JUST CHANGE THE CHANNEL: HOW YOUNGER AND OLDER ADULTS USE SITUATION SELECTION TO REGULATE EMOTIONS**

**Molly Cannon<sup>1</sup>, Adam Garbacz<sup>2</sup>, Derek Isaacowitz<sup>1</sup>**  
<sup>1</sup>*Northeastern University*, <sup>2</sup>*Brandeis University*

Recent theories of adult emotional development suggest that situation selection—choosing aspects of ones' environment to align with emotional goals— may be a particularly effective way for older adults to regulate their emotions. However, this strategy is not available in typical laboratory paradigms. To investigate age differences in situation selection in an ecologically-valid context, younger (N=24) and older adults (N=22) completed a "TV-

watching" paradigm, in which they actively shifted among a variety of affective and non-affective "channels". There was a main effect of valence,  $F(2,44)=30.63$ ,  $p<.001$ , with participants engaging most with positive, less with negative, and least with neutral videos. Interestingly, patterns of choice did not differ by age group,  $p=.66$ . For both age groups, more positive patterns of choice were associated with better moods,  $\gamma=24.81$  ( $SE=4.47$ ),  $t(483)=5.45$ ,  $p<.001$ . In sum, both younger and older adults utilized situation selection effectively to maximize positive mood.

**E82**  
**THE RELATIONSHIP BETWEEN FITNESS-RELATED PRIDE AND POSITIVE AFFECT: A SERIAL MEDIATION ANALYSIS**

**Jenna D. Gilchrist<sup>1</sup>, Diane E. Mack<sup>2</sup>, Catherine M. Sabiston<sup>1</sup>**  
<sup>1</sup>*University of Toronto*, <sup>2</sup>*Brock University*

This study examined the relationship between fitness-related pride and positive affect in a physically active sample using Organismic Integration Theory (OIT; Deci & Ryan, 2002) as the guiding framework. The regulations housed within OIT were hypothesized to act as serial mediators between pride and positive affect over a 4-week period. Young adults (N = 119; Mage = 20.34; SDage = 1.48) completed self-report instruments of fitness-related pride, behavioural regulations for exercise, and positive affect. Support for the self-determination of the regulations at Time 1 resulting from pride was found to increase participants' self-determination at Time 2 which in turn produced greater positive affect. These results are in line Fredrickson (2001) whereby positive emotions promote well-being not simply in the present moment, but over time through enabling various thought-action tendencies that build enduring personal resources.

**E83**  
**COMPASSION AND STRESS: EXAMINING THE CALMING EFFECTS OF CARING FOR OTHERS**

**Jonathan Leventhal<sup>1</sup>, Jennifer Stellar<sup>2</sup>, Dacher Keltner<sup>1</sup>**  
<sup>1</sup>*UC Berkeley*, <sup>2</sup>*University of Toronto*

Although compassion has clear benefits for health and well-being by building social bonds, we argue that it also promotes these outcomes through reducing stress. In two studies we explore this hypothesis in both a naturalistic and lab setting while identifying potential mechanisms. In Study 1 participants reported their compassion and stress every night for two weeks. We found that on days where participants reported experiencing greater compassion they reported lower levels of stress and anxiety, and an increased ability to handle stressful events. In Study 2 we experimentally manipulated compassion by having participants watch either a neutral or compassion inducing video to investigate whether compassion reduces stress and to test potential mechanisms. Participants in the compassion induction showed greater decreases in stress from pre to post manipulation. This effect was mediated by social comparisons to others in the video, who were perceived as encountering greater stressors than the participants.

**E84**  
**EMOTIONAL INTENSITY VARIES WITH THE MENTAL CONTENT OF AFFECTED VS. UNAFFECTED DOMAINS**

**David A. Reinhard<sup>1</sup>, Gerald L. Clore<sup>1</sup>**  
<sup>1</sup>*University of Virginia*

We propose that emotional intensity depends on the amount of active mental content that is affected by an event in relation to the amount not affected. Two studies found support for this prediction. In Study 1, participants reflected on an interpersonal conflict and listed areas of their life negatively affected by the conflict. We found that the number of affected areas was correlated with how distressed participants felt about the conflict. In Study 2, participants reflected on an interpersonal conflict and then listed either zero, one, or three valued areas of their life that were not affected by the conflict. Participants that thought about 3 valued

areas reported the lowest distress about the conflict while participants that listed zero areas reported the highest distress. These studies suggest that the proportion of active mental content affected (vs. not affected) by an event influences emotional intensity.

#### **E85 THE CONNECTIONS BETWEEN SMILE INTENSITY IN STUDENT ID PHOTOS AND HEALTH**

**Daniel Faraci<sup>1</sup>, Samantha Milligan<sup>1</sup>, Liana Gheorma<sup>1</sup>, Marie Cross<sup>1</sup>, Sarah Pressman<sup>1</sup>**

<sup>1</sup>*University of California at Irvine*

Smile intensity in photographs has been tied to numerous positive outcomes, including greater longevity and life satisfaction. However, few studies have investigated the connections between smile intensity in photographs and current physical health. Participants were probed as to the frequency of visits to health care centers and self-rated health. Participant student ID photos were coded for degree of smile: no smile, "standard" smile, or "genuine" Duchenne smiles. Contrary to hypotheses, greater smile intensity was positively correlated with the number of times participants visited a medical practitioner in the past year. An ANOVA revealed that this was due to students who displayed standard smiles having the most frequent rate of medical practitioner visits in the past year as compared to those who displayed no smile or sincere Duchenne smiles. No connections were found between smiling and self-rated health. Future studies should investigate the mechanisms underlying these findings.

#### **E86 EMPATHY POLARISES SEARCH FOR MEANING IN LIFE AFTER HEARING MOOD-INCONGRUENT MUSIC**

**Annemieke J.M. van den Tol<sup>1</sup>, Nathan A. Heflick<sup>2</sup>, Arnaud Wisman<sup>2</sup>**

<sup>1</sup>*De Montfort University*, <sup>2</sup>*University of Kent*

It was hypothesised that empathy (trait or primed) has an effect on meaning search after hearing music that is difficult to reconcile with existing mood. This was expected as mood-incongruence may block opportunity to empathise. In study 1, participants (N = 142) in a happy mood who indicated high (vs. low) levels of trait empathy reported more search for meaning after exposure to self-selected sad (but not happy) music. In study 2, participants (N = 109) in a happy mood reported more meaning search after being given the task to empathise with the musicians (vs. control) with self-selected sad (but not happy) music. In study 3, participants (N = 117) in a neutral mood with high (vs. high) levels of trait empathy reported more search for meaning in life when hearing experimenter-selected sad (but not happy) music. Findings will be integrated with current literature on meaning, empathy and music psychology.

#### **E87 EMOTIONAL MEMORY AND POST-TRAUMATIC STRESS DISORDER**

**Dinorah Vazquez<sup>1</sup>, Luke Enge<sup>1</sup>, Brandt Smith<sup>1</sup>, Michael Zarate<sup>1</sup>**

<sup>1</sup>*University of Texas at El Paso*

This study investigated differences in the retrieval of emotionally positive and negative photographs under conditions of threat or no threat. We predicted that participants under threat would more quickly, and more accurately recall learned negative stimuli. To test this, participants viewed emotional pictures while making valence and arousal responses. The subjects were assigned to either a threat condition (told they would be shocked at the surprise recall task) or non-threat condition (no shock would be administered during the surprise recall task). Analyses showed that participants responded fastest to learned negative information in the threat condition, as predicted for the non-threat condition, participants responded generally slower in comparison to the threat condition for learned and novel items.

#### **E88 MIXED EMOTIONS: BAD OR GOOD?**

**Ewa Trzebinska<sup>1</sup>, Tomasz Kuzmicz<sup>1</sup>, Ewelina Worobieja<sup>1</sup>**

<sup>1</sup>*University of Social Sciences and Humanities at Warsaw*

Experiencing mixed emotions generates tension and confusion. Nonetheless we hypothesized that mixed emotions may be more functional than positive or negative emotions felt alone because they may bring together advantages of the both. In study 1 (N=75) we activated positive vs. negative vs. mixed emotions using pictures and then attitudes towards the self and the other people were measured. Participants feeling mixed emotions demonstrated higher approval of the self and others than those feeling positive or negative emotions. In study 2 (N=65) we activated positive vs. negative vs. mixed emotions using episodes of the film "Life is beautiful" and then thoughtfulness concerning that emotional experience (reflections, memory and forecasting own emotions in the future) was measured. Participants with mixed emotions were more thoughtful than participants with positive or negative emotions alone. The results suggest that experiencing mixed emotion may be beneficial by enhancing self/others appreciation and fostering emotional learning.

#### **E89 MEMORIES FOR EVERYDAY EMOTION: NEGATIVITY BIAS RELATED TO DEPRESSIVE SYMPTOMS FOR NEGATIVE BUT NOT POSITIVE EMOTIONS**

**Emily J. Urban<sup>1</sup>, Susan T. Charles<sup>1</sup>**

<sup>1</sup>*University of California at Irvine*

Negative memories for past emotional experiences in depressed individuals could be an accurate reproduction of more negative experiences, but could also be subject to a depressive negativity bias. Using an 8-day daily-diary, this study examined bias between daily and end-of-week reports of emotion and its association with depressive symptoms. People with a history of depression reported more negative emotions across both time points. Although all participants overestimated the frequency of the past week's negative emotions, this bias was greater among individuals with a history of depression. Positive emotions were consistent across time points for both groups. When trait negative affect was added to the model depressive status was no longer significant, confirming that the experience of negative mood was responsible for a bias in negative, but not positive, emotional memories.

#### **E90 POSITIVE AND NEGATIVE EMOTION DIFFERENTIATION IN BIPOLAR I DISORDER: ASSOCIATIONS WITH WELL-BEING AND CLINICAL FUNCTIONING**

**Alta du Pont<sup>1</sup>, June Gruber<sup>1</sup>**

<sup>1</sup>*University of Colorado at Boulder*

Emotion differentiation (ED) is associated with a range of adaptive psychological health outcomes, especially during times of high emotional intensity and stress (Barrett, Gross, Christensen, & Benvenuto, 2001; Tugade, Fredrickson, & Barrett, 2004). While research has begun to focus on the role of negative ED in emotion disorders (e.g., Demiralp et al., 2012), less is known about positive ED and disorders of positive emotions, such as bipolar I disorder (BD). Using an experience-sampling approach, the present study explored positive and negative ED in individuals diagnosed with BD (n = 31) and healthy controls (n = 32) over 7 consecutive days. Results suggested that the BD group was associated with decreased positive and negative ED as compared with healthy controls. Furthermore, within the BD group, low positive and negative ED was associated with clinical impairment including increased mental impairment, depressive symptom severity, and decreased functioning.

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E91

**DO WE LIKE THINKING? INTENTIONAL ENJOYABLE THOUGHT IS REAL BUT RARE**Erin C. Westgate<sup>1</sup>, Timothy D Wilson<sup>1</sup><sup>1</sup>*University of Virginia*

The ability to entertain yourself with just your thoughts could reduce stress and increase well-being. However, lab studies suggest people do not enjoy intentional thinking and may prefer even negative external stimulation to being alone with their thoughts. But do people deliberately entertain themselves with their thoughts in everyday life and if so, do they enjoy it? In an experience sampling study, 170 undergraduates responded to texts four times a day for one week, reporting on their thoughts. Overall, people were mostly focused externally on the world around them (57.4%), not on their own inner thoughts. People chose to entertain themselves with their thoughts only 7.9% of the time, and 31% of people did not report any intentional enjoyable thinking at all. Although people do intentionally engage in enjoyable thinking in everyday life, such thought may make up only a minority of conscious mental activity and be much rarer than anticipated.

E92

**MEASURING GENERALIZED EXPECTANCIES FOR NEGATIVE MOOD REGULATION IN CHINA**Guofang wang<sup>1</sup>, Jack Mearns<sup>2</sup>, Xiaohui Yang<sup>3</sup>, Peng Han<sup>4</sup>, Salvatore J. Catanzaro<sup>5</sup><sup>1</sup>*China University of Political Science and Law*, <sup>2</sup>*California State University at Fullerton*, <sup>3</sup>*University of Chinese Academy of Science*, <sup>4</sup>*Beijing Youth Politics College*, <sup>5</sup>*Illinois State University*

Objective: This research reports three studies developing a Chinese language Negative Mood Regulation Scale (NMR-C). Methods: In study 1, a Chinese NMR Scale was created; 800 college students from both a major city and a rural setting in China were surveyed. In study 2, we explored the relations of NMRE with coping, depression and anxiety among college students. In study 3, 642 prison policemen in several Chinese provinces participated. Results: First, EFA showed NMR-C to be unifactorial and CFA showed the one factor model fit well ( $\chi^2/df=0.06$ ,  $\text{RMSEA}=0.06$ ,  $\text{NFI}=0.97$ ,  $\text{CFI}=0.95$ ,  $\text{GFI}=0.93$ ,  $\text{AGFI}=0.95$ ). Second, NMRE showed both direct and indirect links to depression and anxiety. Coping mediated the indirect effect. Thirdly, NMRE buffered the effect of high role pressure, moderating the relation between prison police role stress and job engagement. Conclusion: It suggests that NMR-C is a reliable and valid assessment of negative mood regulation expectancies, and can be used as a measure of negative mood regulation expectancies in different groups.

E93

**WHERE IN THE BODY ARE DISCRETE EMOTIONS?**Erika H. Siegel<sup>1</sup>, Molly Cannon<sup>1</sup>, Paul Condon<sup>1</sup>, Karen Quigley<sup>1</sup>, Lisa F. Barrett<sup>1</sup><sup>1</sup>*Northeastern University*

Since ancient Greece, scholars have characterized the body as the seat of emotion. Some "basic" emotion theories postulate that emotions are biological types that configure consistently and specifically within the body. Constructivist and context-based approaches assert that emotions are more contextual and that bodily responses vary within each emotion category. We present data from a meta-analysis of over 300 articles on physiological reactivity in emotion. We tested specific hypotheses representing each perspective using traditional meta-analytic techniques and multivariate pattern classification. We found no specific and consistent pattern for discrete emotions and enormous variation within each discrete emotion category. Consistent with constructivist approaches, moderator analyses revealed that physiological responses can appear consistent and specific within certain experimental contexts but vary widely when the experimental context changes. These data suggest that discrete

emotions are not "essences" with distinct patterns of physiological responses; rather discrete emotions are variable, flexible, and context dependent.

E94

**EXPLORING THE RELATIONAL AND HIERARCHICAL SOCIAL NATURE OF SHAME AND GUILT**Darren P. McGee<sup>1</sup>, Roger Giner-Sorolla<sup>1</sup><sup>1</sup>*University of Kent*

Research suggests that shame and guilt may both be social emotions. Shame, in this respect, may be related to vertical social relations, whereas guilt may be related to horizontal social relations. The first study explored the types of social metaphors students used in relation to studying. The second study had participants read dieting scenarios and manipulated group size. The third study forced participants to choose between one of three social metaphors in either a shame or guilt condition. Across three studies, external hierarchical metaphors were shown to predict shame but not guilt and internal hierarchical and relational metaphors were shown to predict guilt but not shame. Moreover, social metaphors were shown to mediate the effect of group size. As such, it is suggested that shame is concerned with reputation on a social hierarchy, whereas guilt has two facets; a social facet and a facet sensitive to internal standards.

E95

**VICARIOUS GRIEF: PEOPLE EXPECT TO FEEL MORE SADNESS FOR A FICTIONAL CHARACTER'S DEATH THAN FOR A REAL-LIFE ACQUAINTANCE'S**Jessica E. Black<sup>1</sup>, Jennifer L Barnes<sup>1</sup><sup>1</sup>*University of Oklahoma*

People often feel close to fictional characters (Derrick et al., 2009), but little has been done to compare the emotional consequences of "parasocial" relationships to those we have with real-world social others. In this study, we compared fictional and real-world grief. Participants (N = 132) were asked to imagine how sad they would feel following the death of both a favorite fictional character and a real-world acquaintance. Female participants projected that they would feel more grief in response to the death of the fictional character than the real-world acquaintance. In contrast, male participants projected feeling equally sad in the two conditions. Participants of both genders seem to be aware that this is, in many ways, an aberrant response: they believed they would feel less sadness than they ought for an acquaintance's death and more sadness than they ought for a favorite character's death.

E96

**THE FINANCIAL COST OF PRIDE: DONATORS GIVE LESS WHEN REQUESTERS DISPLAY PRIDE**Conor M. Steckler<sup>1</sup>, Daniel Randles<sup>1</sup>, Jessica L. Tracy<sup>1</sup><sup>1</sup>*University of British Columbia*

Displaying the pride expression communicates high status and competence, and confers a number of benefits, including increased social rank and followership. However, there may be situations in which displaying pride is maladaptive. Specifically, altruists might avoid helping pride displayers because these individuals appear low in need. To test this hypothesis, we examined whether pride displayed by loan requesters from developing nations reduced the amount of money they earned through a micro-lending charity. In Study 1 (N=158), pride displays—particularly chest expansion—shown by male requesters in their online profiles predicted less giving. We pre-registered analyses and replicated this effect in Study 2 (N=224). In Study 3, we compared more and less successful requesters, and found that successful requesters (N=196) showed less chest expansion than those who failed to obtain their loans (N=281). These findings suggest that displaying pride is costly in situations where help is sought.

E97

**EXPANDING CONTROL-VALUE THEORY: RELATIONS BETWEEN THINKING ABOUT THE FUTURE, POSITIVE EMOTIONS AND BIOLOGICAL MARKERS OF STRESS**Katherine C. Cheng<sup>1</sup>, Jenefer Husman<sup>1</sup>, Evan J. Fishman<sup>1</sup>, M. Elizabeth Barnes<sup>1</sup>, Reinhard Pekrun<sup>2</sup><sup>1</sup>Arizona State University, <sup>2</sup>University of Munich

The aim of this study is to consider control-value theory (Pekrun, 2006) in the context of future-orientation. We hypothesized that class-related positive emotions would be associated to students' salivary cortisol manifestations, as well as students' future-oriented motivation, specifically, students' perceptions of the usefulness of the class for their future (Perceptions of Instrumentality, or PI; Husman, Derryberry, Crowson, & Lomax, 2004). Twenty-nine students filled out surveys and provided saliva samples at the beginning and end of an undergraduate Engineering class. In accordance with control-value theory, enjoyment was negatively correlated with cortisol levels. In the expansion of control-value theory, the study demonstrated relationships between future-oriented motivation, enjoyment, and cortisol levels. Notably, pre-class enjoyment was related to post-class cortisol levels, and pre-class PI was related to post-class enjoyment. Future longitudinal work with a larger sample size is needed to demonstrate whether classroom enjoyment mediates PI in predicting cortisol levels.

E98

**THE EFFECT OF AWE ON CARING FOR FUTURE SELF**Sung Hee Kim<sup>1</sup>, Charles E. Hoogland<sup>1</sup>, Taylor J. West<sup>1</sup><sup>1</sup>University of Kentucky

Research shows that awe, compared to other positive emotions, leads to greater patience, higher helping behavior, and greater life satisfaction. Research on temporal discounting shows that the greater self-continuity between our current and future selves we feel, the more likely we delay gratification and make wise decisions. Drawing from this previous work, the present research examined whether awe would enhance self-continuity between current and future selves. In two studies (N =341), half of the participants viewed majestic nature images (awe), and the other half viewed baby animal images (affection). Afterwards, they completed measures of self-continuity and self-related affect. Participants in the awe condition overall cared more about their future selves than did those in the affection condition, even though participants in both conditions reported a similar, high level of happiness. The present studies show another potential benefit of feeling of awe –enhancing favorable feelings toward future self.

E99

**IMPLICIT GOAL PRIMING MODERATES THE EFFECT OF CONTROL BELIEFS ON EMOTIONAL SITUATION SELECTION**Daniel R. Rovenpor<sup>1</sup>, Linda M. Isbell<sup>1</sup><sup>1</sup>University of Massachusetts at Amherst

Extant theorizing offers two competing hypotheses for how control beliefs might influence the emotion regulation strategy of situation selection: Control beliefs may 1) incentivize proactive emotion regulation and lead individuals to prefer positive emotional situations, or 2) help individuals confidently engage with negative situations. Two studies examined whether the salience of emotional goals determines when each hypothesis operates. Participants spent 15 minutes navigating a website containing articles and videos varying in emotional valence. Study 1 (n=91) established that an implicit goal prime (emotional goal vs no goal scrambled sentence task) significantly influenced participants' choice behavior in the anticipated ways. Study 2 (n=109) crossed the goal prime with a control beliefs manipulation (pseudo-scientific articles arguing that emotions can or cannot be controlled). As predicted, control beliefs had context-dependent effects, promoting positivity engagement when emotional goals were primed, but negativity engagement when they were not.

E100

**EMOTION REGULATION GOALS INFLUENCE STRATEGY SELECTION**Lameese Eldesouky<sup>1</sup>, Tammy English<sup>1</sup><sup>1</sup>Washington University in St. Louis

Emotion regulation can be helpful not only for accomplishing emotional goals (e.g., feeling positively), but also for reaching instrumental goals (e.g., avoiding conflict). Using a survey and week long daily diary, we examined whether specific emotion regulation strategies are linked to distinct regulation goals. In the survey, 97 participants were assigned to write about situations when they used either suppression or reappraisal. As expected, individuals in the reappraisal condition endorsed more emotional goals, while those in the suppression condition endorsed more instrumental goals. In the diary study, 136 undergraduates reported on a high point and low point each day for one week. Consistent with the survey study, suppression was used more when people endorsed instrumental goals (especially interpersonal ones), whereas antecedent-focused strategies (reappraisal and distraction) were used more when people had emotional goals. These findings suggest that context-specific goals may influence emotion regulation strategy selection.

E101

**BELIEVING AND REGULATING: EMOTION MALLEABILITY BELIEFS INFLUENCE THE SPONTANEOUS REGULATION OF SOCIAL ANXIETY**Elizabeth T. Kneeland<sup>1</sup>, Susan Nolen-Hoeksema<sup>1</sup>, John F. Dovidio<sup>1</sup>, June Gruber<sup>2</sup><sup>1</sup>Yale University, <sup>2</sup>University of Colorado, Boulder

How individuals regulate their emotions has wide-reaching psychological and social implications. The current study examined how manipulating beliefs about whether emotion is fixed or malleable influences how individuals spontaneously regulate their anxiety during a stressful social situation. Participants were randomly assigned to receive either an experimental manipulation that emotions are malleable (n=41) or emotions are fixed (n=48) then completed a speech task designed to elicit anxiety. We hypothesized that when people believe their emotions are malleable they would primarily adopt early-stage emotion regulation strategies (cognitive reappraisal) to change the emotion as it's unfolding; people who believe emotions are fixed would engage in more late-stage regulation strategies (expressive suppression). As predicted, participants in the malleable condition reported spontaneously engaging in more cognitive reappraisal during the stressful speech task compared to those individuals in the fixed condition. These results suggest that emotion malleability beliefs causally determine the use of healthy regulatory strategies.

E102

**MOTIVATIONS FOR NEGATIVE AND POSITIVE AFFECT IN DAILY LIFE – INDIVIDUAL AND CONTEXTUAL INFLUENCES**Gloria Luong<sup>1</sup>, Cornelia Wrzus<sup>2</sup>, Gert G. Wagner<sup>3</sup>, Michaela Riediger<sup>4</sup><sup>1</sup>Max Planck Institute for Human Development, <sup>2</sup>Johannes-Gutenberg University of Mainz, <sup>3</sup>Max Planck Institute for Human Development, German Institute for Economic Research, Berlin University of Technology, <sup>4</sup>Max Planck Institute for Human Development, German Institute for Economic Research

At times, people want to seek out negative affect or do not want to optimize positive affect in daily life. We conducted an experience sampling study with 365 participants encompassing adolescence to older age to examine individual and contextual effects on motivations to seek out negative affect and maintain (vs. enhance) positive affect. Individuals who value negative affect were more motivated to seek out such experiences and experienced higher levels of negative affect in daily life. Older adults, however, were less likely to value and seek out negative affect. In addition, older individuals were more motivated to maintain, as opposed to

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enhance, their daily positive affect compared to younger individuals, although this effect varied with daily contexts. In summary, our results show that both individual and contextual effects shape motivations for, and actual experiences of, negative and positive affect in daily life.

E103

### APPROACH MOTIVATION ACCOUNTS FOR THE RELATIONSHIP BETWEEN LOCOMOTION AND POSITIVE AFFECT

Jeffrey C. Miller<sup>1</sup>, Zlatan Krizan<sup>1</sup><sup>1</sup>Iowa State University

Locomotion (e.g., walking) is a robust facilitator of positive affect, but why? Drawing from research on embodiment, social neuroscience (dopamine), and positive affectivity, two studies tested for mediational role of approach motivation in accounting for the impact of locomotion on positive affect. Approach motivation was operationalized as reward sensitivity in the form of an incentivized card-sort task (Study 1,  $n = 80$ ) and self-reported state approach motivation (Study 2,  $n = 110$ ). Study 1 utilized an open natural environment, while Study 2 utilized a tightly controlled lab setting. Critically, both studies were double-blind. Evidence for partial mediation of the robust relationship between locomotion and positive affect by approach motivation was found in both studies using bootstrapping. People felt more positive affect and activation after relatively brisk motor activity in part because such activity increased people's approach motivation in the form of sensitivity to rewards.

E104

### CURIOS - BUT WHY? ANTECEDENTS AND EFFECTS OF EPISTEMIC CURIOSITY

Elisabeth Meier<sup>1</sup>, Reinhard Pekrun<sup>1</sup><sup>1</sup>University of Munich

Empirical research on epistemic curiosity, especially situational curiosity, is limited even though it could provide educational practitioners with useful methods to create engaging learning environments (Markey & Loewenstein, 2014). The present studies contribute to research on the epistemic emotion curiosity by exploring its antecedents and outcomes. In two experimental online studies ( $N_1 = 426$ ;  $N_2 = 260$ ), we investigated (1) if cognitive incongruity triggered by high (vs. low) confidence errors elicits epistemic emotions (surprise, confusion, curiosity), (2) how these emotions interact, (3) how curiosity relates to exploration and (4) how curiosity and exploration are influenced by personality traits. In line with theoretical predictions (Loewenstein, 1994; Pekrun & Stephens, 2012), multivariate and mediational analyses showed that incongruity triggered surprise and confusion. These emotions contributed to the arousal of curiosity, which had positive effects on exploration. The findings further emphasize the influence of trait curiosity and topic interest on situational curiosity and exploration.

E105

### DESPERATELY SEEKING FRIENDS: HOW EXPECTATION OF PUNISHMENT MODULATES ATTENTION TO ANGRY AND HAPPY FACES

Nicolas Vermeulen<sup>1</sup>, Martial Mermillod<sup>2</sup>, Olivier Corneille<sup>1</sup>, Delphine Grynberg<sup>1</sup><sup>1</sup>Université catholique de Louvain, <sup>2</sup>Université Pierre Mendès-France

The processing advantage for angry faces is a well-known phenomenon showing intrinsic links between attention and emotion. We designed an experiment ( $N = 56$ ) where detection trials of face stimuli were preceded or not by the presentation of a threat cue, i.e. a visual cue signaling a potential aversive stimulation (i.e., a 90dB White noise). The results show first, that the potential aversive stimulation (i.e., a 90dB White noise) disrupts the well-known processing advantage for angry faces. Second, it facilitates the detection of happy (smiling) faces. These results suggest that selective attention serves at least two basic purposes: (1) To

efficiently detect threatening signals and (2) to detect potential coping resources in the environment. This original finding supports the model of Öhman and Mineka (2001) and is consistent with the notion that human attention is strongly constrained by systems involved in the detection of threat.

E106

### EASY MOVES: PERCEPTUAL FLUENCY FACILITATES RAPID APPROACH ACTION-TENDENCIES

Evan W. Carr<sup>1</sup>, Mark Rotteveel<sup>2</sup>, Piotr Winkielman<sup>1</sup><sup>1</sup>University of California at San Diego, <sup>2</sup>University of Amsterdam

It is now widely agreed that variations in processing fluency have hedonic consequences, yet little is known about its immediate motivational effects. Here, we offer a novel demonstration that fluency impacts rapid approach action-tendencies, using three experiments that investigated this action effect, its boundary conditions, and concomitant affective responses: Experiment 1 found faster approach movements (i.e., RTs to initiate arm flexion) to perceptually fluent stimuli when participants performed affective classifications (good/bad). Experiment 2 revealed that this fluency-flexion association requires embedding the action within affective contexts, even if fluency still influences liking judgments. Experiment 3 extended these results by showing that fluent stimuli produce a genuine hedonic response, via EMG activity of the zygomaticus major ("smiling muscle"). Overall, the current studies offer the first evidence that perceptual fluency has implicit and immediate motivational consequences -- a facilitation in flexion movements -- and the findings support motivational accounts of approach-avoidance behaviors over evaluative-coding frameworks.

E107

### ATTENTIONAL BIAS WHEN IT COMES TO THE COLOR RED

Vanessa L. Buechner<sup>1</sup>, Markus Maier<sup>1</sup>, Stephanie Lichtenfeld<sup>1</sup>, Sascha Schwarz<sup>2</sup><sup>1</sup>Loyola Marymount University, <sup>2</sup>Bergische Universität Wuppertal

Color research has shown that red is associated with avoidance of threat or approach of reward depending on the context in which it is perceived. In the present study ( $N = 159$ ) we explored a central cognitive process that is involved in the context dependency of red associations. Red is supposed to highlight the relevance of a goal-related stimulus and correspondingly intensifies the perceivers' attentional reaction to it. Emotional human compared to non-human facial expressions were used as goal-relevant stimuli. Results indicate that the color red leads to enhanced attentional adhesion to angry and happy human facial expressions (compared to neutral ones) whereas the use of non-human facial expressions does not bias attention. As a consequence, red induced attentional biases might explain the red-context effects on motivation.

E108

### TRACING BOREDOM, MOTIVATION, AND PERFORMANCE WHEN SWITCHING BETWEEN ACTIVITIES

Scott S. Trimble<sup>1</sup>, Erika A. Patal<sup>1</sup>, Elric Elias<sup>2</sup><sup>1</sup>University of Texas at Austin, <sup>2</sup>University of Denver

Boredom has been associated with deactivating effects such as reduced motivation, attention problems, and poor performance. Despite theoretical claims that the function of boredom is to redirect attention to more rewarding stimuli, a literature search revealed that the relationships between boredom, motivation, and performance had not been studied for a situation in which a person switches between unrelated activities. This study ( $N = 104$ ) traced boredom, motivation, and performance while people completed a reading activity and then switched to an unrelated set of interesting brainteasers at their own volition. Boredom experienced during the initial activity significantly negatively predicted behavioral persistence ( $\beta = -.23$ ,  $p < .05$ ) and performance ( $\beta = -.26$ ,  $p = .01$ ) on the subsequent activity, controlling for initial activity performance, time spent on the initial activity, and experiences of boredom on the

subsequent activity. These data suggest that the deactivating effects of boredom may linger when a person switches between activities.

**E109**

**“THE BEST LAID PLANS OF MICE AND MEN:” POSITIVE EMOTIONS IN RESPONSE TO BAD OUTCOMES**

James L. Cazares<sup>1</sup>, Jeff T. Larsen<sup>2</sup>

<sup>1</sup>Texas Tech University, <sup>2</sup>University of Tennessee at Knoxville

According to regulatory focus theory (Higgins, 1996), when people experience poor outcomes, promotion focus elicits dejection, while prevention focus elicits agitation. Markman & McMullen's (2003) evaluation and reflection model (REM) contends that considering an obtained undesirable outcome may produce positive emotions if people dwell on a hypothetically better outcome. We tested whether people might feel wistful—a mix of regretful longing and positive feelings (Kahneman, 1995)—in response to bad outcomes, as they might consider how their outcomes could have been better. However, Russell's (1981) circumplex model of emotion might contend that wistfulness is more compatible with dejection than agitation, because wistfulness and dejection are more similar in arousal. We manipulated regulatory focus, then had subjects write about a life decision that turned out poorly and report several emotions. Results revealed more wistfulness for promotion-focused subjects than prevention-focused subjects, providing support for the REM and the circumplex model.

**E110**

**POSITIVE EMOTION AND ATTAINABLE SELF-IMPROVEMENT: EXAMINING MOTIVATIONAL RESPONSES TO UPWARD COMPARISONS**

Nicole E. Henniger<sup>1</sup>, Christine R. Harris<sup>1</sup>

<sup>1</sup>University of California at San Diego

When do upward social comparisons produce self-improvement? One hypothesis is that the perception that success is attainable produces positive emotions (e.g. admiration and inspiration), which then motivate self-improvement. Previous research has suggested each link of this model without directly testing the implied mediation. In two studies (total n=401), participants engaged in upward comparisons with either a highly accomplished student (Study 1) or public figure (Study 2). In both studies, greater perceived attainability was associated with more positive emotions, including admiration and inspiration. In Study 1, positive emotion (but not perceived attainability) was associated with greater motivation to self-improve. In Study 2, perceived attainability (but not positive emotion) was associated with greater motivation to self-improve. These findings suggest that the relationships among perceived attainability, positive emotion, and self-improvement motivations may not be explained by a simple mediational model. Other potential factors, such as self-relevance and similarity, are also examined and discussed.

**E111**

**DIFFERENCES IN OBSERVERS' MOTIVATION IN RESPONSE TO FACIAL EXPRESSIONS OF EMBARRASSMENT**

Testuya Fukuda<sup>1</sup>, Masataka Higuchi<sup>2</sup>

<sup>1</sup>Hiroshima University, <sup>2</sup>Sophia University

The purpose of this study was to examine whether observers' motivation differed in response to different types of embarrassed facial expression. Participants read scenarios, in which a friend was evaluated positively or negatively and expressed one of four types of facial expression: three embarrassed and one neutral expression. They were then asked questions about their motivation to help themselves, to help the friend, and to change the atmosphere. To examine whether observers' motivation differed depending on the type of facial expression by situation, two-way ANOVAs and multiple comparisons were conducted. They revealed that when the friend was evaluated positively, there were significant differences in the three types of motivations between facial expressions. However,

when the friend was evaluated negatively, there were not. These results showed that the effect of expressions of embarrassment on observers' motivation differs depending on the situation that caused the embarrassment.

**E112**

**SURPRISE! I'M NOT ACTUALLY SURPRISED – THE ABILITY TO FAKE AN EMOTION**

Mircea Zloteanu<sup>1</sup>, Daniel C. Richardson<sup>1</sup>

<sup>1</sup>University College London

How do people fake emotions, and how convincing are they? Participants were recorded reacting to a surprising stimulus, a vampire jack-in-the-box, and faking surprise to a neutral stimulus, a countdown timer. Half the participants faked surprise before experiencing genuine surprise (improvise condition), and the other half afterwards (rehearse condition). These recordings were shown to other participants who tried to identify which were genuine. The improvised surprise was easier to classify as fake, compared to rehearsed surprise, which was indistinguishable from genuine surprise. The improvised and rehearsed expressions were rated as equally intense, and both less so than the genuine surprise. These results show that the experience of surprise helps participants convincingly portray that emotion later. Further experiments will reveal what aspects of rehearsal aid performance, whether participants are drawing on their recent internal experience of genuine surprise, or a motor memory of their recent behaviour when genuinely surprised.

**E113**

**ACCURACY IN EMOTION RECOGNITION: MENTAL STATE INFERENCES OR BEHAVIORAL PREDICTIONS?**

Michelle B. Zad<sup>1</sup>, Max Weisbuch<sup>1</sup>

<sup>1</sup>University of Denver

People have difficulty defining emotion (Fehr & Russell, 1984) yet accurately identify it on others' faces (Ekman & Friesen, 1971). This conundrum suggests that people use implicit definitions of emotions during face perception. To achieve accuracy in judging emotion, people may adopt an implicit definition focusing on the subjective component of emotion, as assumed by approaches suggesting people make mental state inferences (MSIs) during emotion perception. Alternatively, people may achieve accuracy by adopting an implicit definition focusing on the action preparatory components of emotion. To adjudicate between these alternatives, we asked study participants to apply emotion labels to faces according to either (a) the presumed subjective experience of the emoter (MSI condition) or (b) the action presumably being prepared (prediction condition). In a control condition, we gave vague emotion labeling instructions. Individuals in the prediction and control conditions were more accurate than those in the MSI condition.

**E114**

**COMPARATIVE STUDY OF FACIAL EXPRESSIONS OF ANGER AND HAPPINESS BETWEEN JAPANESE-KOREANS.**

youngsun yuk<sup>1</sup>

<sup>1</sup>Toyo university

Comparative study of the expression so far centered on Japan and the United States have been made. There have been very few comparative studies which dealt with the differences in recognition of emotion between Korean and Japanese. The present study aimed at identifying the differences in the recognition of facial expressions of anger between Korean and Japanese. Korean and Japanese participants are shown the standard emotional photographs for three seconds and then watched the morphing from emotionless to anger expression. They are asked to push the specified key at the point where they felt the emotion at the same level as the standard

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photograph. The result is that Japanese people are relatively more sensitive in recognition of both anger and joyful facial expressions. However, it has been also revealed that Koreans are considerably more sensitive towards recognizing the expression of joy than anger expression.

**E115****NONVERBAL EXPRESSIONS OF PRIDE, HUBRIS, JEALOUSY AND ENVY IN JAPAN**Kohki Arimitsu<sup>1</sup><sup>1</sup>*Komazawa University*

Photographs of emotional expressions (n = 20; 12 expressing pride and hubris, 8 expressing jealousy and envy and 2 expressing non-relevant emotions such as anger, sadness, and happiness) were rated by Japanese university student participants (n = 53). Japanese participants labeled the expression including a half smile with a raising chin and a condescending look with hands on the hip (82.1%) as hubris. Photographs that were assumed to express jealousy and envy were not clearly distinguished from each other. 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 (37.5% for jealousy and 44.6% for envy). The findings of this study regarding the expressions of jealousy and envy are unique and original. Therefore, it is suggested that further research be conducted to establish their universal validity.

**E116****EMOTION LABELS ARE NOT MORE RELIABLY ATTRIBUTED TO BASIC FACIAL EXPRESSIONS: EVIDENCE FROM DYNAMIC STIMULI POSED BY PROFESSIONAL MIMES**Joseph Pochedly<sup>1</sup>, James Russell<sup>1</sup>, Thalia Goldstein<sup>2</sup>, Mahsa Ershadi<sup>1</sup><sup>1</sup>*Boston College*, <sup>2</sup>*Pace University*

This study examined if basic emotions reliably convey information to observers at uniquely high levels. Participants (N = 160) viewed five facial expression videos, one at a time. Participants selected one of five labels provided. Response options corresponded to the videos in each condition (Basic condition: happy, sad, angry, disgusted, and afraid; Non-basic condition: proud, bored, relaxed, embarrassed, and nervous). Four standards were used to evaluate whether the predicted label was reliably chosen for its corresponding video clip. These standards were (in order of increasing rigor): chance, base rate, modal, and statistically significant modal. We found that all emotions tested passed all four standards. Thus, basic emotions showed no purported signaling advantage over non-basic emotions. Our findings suggest that the human system which has evolved for recognizing signals may be more flexible than commonly assumed.

**E117****CHILDREN'S RECOGNITION OF FACIAL EXPRESSIONS OF EMOTION MIGHT BE AN ARTIFACT**Marissa A. DiGirolamo<sup>1</sup>, James Russell<sup>1</sup>, Nicole Nelson<sup>2</sup><sup>1</sup>*Boston College*, <sup>2</sup>*Brock University*

Evidence for an innate emotion signaling system stems from children's recognition of basic emotions from facial expressions. Our experiment (N = 48 children aged 2-4) found that children appear to "recognize" different emotions from a nonsense face with the commonly used method. A similar percentage (63% and 58%) of children matched a fear story to the fear face as they did to a nonsense face (when no fear face was available), as well as freely labeled the nonsense face as fear (58%). Another similar percentage (46% and 68%) of children matched an anger story to the anger face as they did to the same nonsense face (when no anger face was available), then freely labeled the same nonsense face as anger (42%). "Recognition" may be an artifact created by the standard method.

**E118****RECOGNIZABILITY OF FACIAL EXPRESSIONS IS NOT UNIQUE TO BASIC EMOTIONS**Mahsa Ershadi<sup>1</sup>, James A. Russell<sup>1</sup>, Thalia R. Goldstein<sup>2</sup>, Joseph Pochedly<sup>1</sup><sup>1</sup>*Boston College*, <sup>2</sup>*Pace University*

Basic emotion theorists allege that a small set of specific emotions are hardwired, and that their expressions are universally recognized. Evidence for this claim comes from studies that show high observer agreement in the absence of body, language and context. In accordance with the methodological standard used in this research tradition, our study shows that high observer agreement occurs for basic emotions, as well as for mental states, physical states and actions. For each of these conditions, we chose five exemplars. We had two professional mimes separately mime each exemplar resulting in a total of 40 video clips. Eighty participants were randomly assigned to each condition. We used four standards (i.e., chance, base rate, modal response, and most significantly endorsed) to assess the reliability of our results. All exemplars, except for two, passed all four standards. Our findings show that recognizability of facial expressions is not unique to basic emotions.

**Evolution****E119****DYNAMIC ASSESSMENT OF FORMIDABILITY IN HUMANS**David J. Johnson<sup>1</sup>, Joseph Cesario<sup>1</sup><sup>1</sup>*Michigan State University*

Humans and social animals show similar behavioral responses to defensive threats such as the presence of rival conspecifics (Blanchard et al., 2001). However, no work has focused on how information relevant to these behaviors is revised over the course of an interaction. The current work tested whether—like non-human animals—humans dynamically update threat assessments. An experiment where randomly paired same-sex naïve participants first had their strength measured and then competed against one another in an arm-wrestling task provided evidence for dynamic assessment; participants became more accurate in their judgments of formidability (their own and their competitor's) after the physical contest. Estimates of the likelihood of winning a physical altercation against the competitor also tracked these changes. Thus, individuals may use information gained from competitive interactions to improve their assessment of an opponent's formidability and appropriately guide defensive behavior.

**E120****EVOLVED PSYCHOLOGY OF POST-FIGHT RESPECT**Nicole Barbaro<sup>1</sup>, Michael N. Pham<sup>2</sup>, Todd K. Shackelford<sup>2</sup><sup>1</sup>*University of Pittsburgh*, <sup>2</sup>*Oakland University*

Humans may have evolved psychological mechanisms that process features surrounding combat, including the causes of combat (Ong, 2012) and respectability of tactics (Romero et al., in press). An unexplored research area is post-fight respect. Because humans have a long history of combative fighting (Parker, 1974), we anticipate strong consistency in the manifestations of post-fight respect. We hypothesized that one would receive post-fight respect from an opponent if she/he won the fight, were smaller in size than the opponent, fought a professional fighter, and avoided performing "dirty" fighting tactics. We also explored interaction effects among these combative features. A total of 132 participants (69 men) read and responded to 16 fight scenarios to test six hypotheses. Results supported our hypotheses, and demonstrate that the likelihood that one receives post-fight respect can be predicted from characteristics of the opponents, and features of the fight.



**E121****MATE-VALUE PERCEPTIONS: ROMANTIC PARTNERS VS. INDEPENDENT RATERS**Jason Piccone<sup>1</sup>, Glenn Scheyd<sup>1</sup><sup>1</sup>*Nova Southeastern University*

Securing a desirable mate is one of the greatest motivators of human behavior. The desirability level of a potential mate, however, is largely dependent on one's own desirability level. Mate-seekers must optimize potential mate selection by investing in mates of high value while minimizing the costs (such as defection) associated with pursuing individuals who are out of their league. Participants included 30 romantic couples. Each participant rated themselves and their romantic partner on dimensions of mate-value. Congruence between romantic partners' mate-value perceptions, in addition to the ratings of independent observers was compared. Results indicate a strong correspondence between mate-value ratings of participants and their romantic partners, but a substantial overestimation relative to the independent raters.

**E122****WHEN MEN PREFER OUT-GROUP WOMEN TO IN-GROUP WOMEN: SHORT-TERM MATING AND SOCIAL REPUTATION**Emi Niida<sup>1</sup>, Kazuya Horike<sup>1</sup><sup>1</sup>*Toyo University*

From an evolutionary perspective, men relax their standards for a variety of characteristics when they engage in short-term mating. However, it does not mean that men accept any women because short-term mating carry a variety of costs. For examples, acquiring a social reputation as a "womanizer" could impair their chances of finding a desirable long-term mate (Buss, 2012). We hypothesize that men like out-group women over in-group women. To test this hypothesis, we conducted two experiments. Results supported our hypothesis. In experiment 1 (N=68), male participants who assigned to short-term condition liked out-group women over in-group women. In experiment 2 (N=66), male participants with short-term condition liked women who have no mutual friends over women who have mutual friends. These results suggest that men are sensitive to social reputation particularly when they engage in short-term mating. We discuss the relationship between men's short-term mating and costs of short-term mating for men.

**E123****FAKING IT INTO THE BEDROOM: THE EFFECT OF ARTIFICIALLY ENHANCED CUES ON MATE PREFERENCES**Hannah K. Bradshaw<sup>1</sup>, Kristine M. Kelly<sup>1</sup><sup>1</sup>*Western Illinois University*

Previous research (Li et al., 2013, Schwarz & Hasselbrauck, 2012) indicates that humans possess sex-differentiated mate preferences where women value resources while men value physical attractiveness in a potential mate. In modern societies it is possible to "artificially enhance" mate-relevant characteristics, but little research has examined whether this affects individuals' mate preferences. The current study examined this issue. Participants were heterosexual college students who viewed a blog purportedly written by a person of the opposite sex. One blog entry served to manipulate the independent variable. Participants read that the target possessed a desirable mate characteristic naturally or by "cheating" (women had plastic surgery and men incurred credit card debt) then indicated their willingness to enter into different sexual relationships with the target. Overall, our findings indicate that for one night stands and friends with benefits, but not marriage, men reported a lower desire for mates who have artificially enhanced themselves.

**E124****ESSENTIAL MATE PREFERENCES: VARIATIONS BY GENDER, INCOME, AND APPEARANCE SATISFACTION**David A. Frederick<sup>1</sup>, Melissa R. Fales<sup>2</sup>, Justin R. Garcia<sup>3</sup>, Kelly Gildersleeve<sup>2</sup><sup>1</sup>*Chapman University*, <sup>2</sup>*University of California at Los Angeles*, <sup>3</sup>*Indiana University & Kinsey Institute*

According to a "mating market" approach, individuals with highly desirable traits such as higher income have a stronger "bargaining hand" and can therefore be more selective when choosing mates. We examined whether men and women tend to differ in the degree of importance they attached to material resources and physical appearance and if this varies according to their own age, personal income, and body image. In a broad sample of adults (N = 22,815), there were significant differences between men versus women in the percentage indicating that it was essential/desirable that their partner is good-looking (92% vs. 84%), has a steady income (74% vs. 97%), and makes or will make a lot of money (47% vs. 69%). Older participants were less likely value appearance in a partner. Women's preferences for material resources, however, remained high regardless of age, suggesting this is essential rather than a luxury for many women.

**E125****HOW CONCEPTION LIKELIHOOD AND THREAT OF COERCION RELATE TO WOMEN'S ATTRACTION TO MALE MUSCLE MASS**Ashalee C Hurst<sup>1</sup>, Darcy A Reich<sup>1</sup><sup>1</sup>*Texas Tech University*

We investigated the role of conception likelihood and saliency of sexual coercion on women's attraction to men's muscle mass. Participants were primed with coercion or non-coercion, then rated the attractiveness of ten male bodies ranging from very low muscle to extremely high muscle. Finally, conception likelihood was estimated. Because fertile women avoid coercive situations (Broder & Hohmann, 2003) and coercive primes might make highly muscular men seem potentially coercive, we predicted that coercion-primed participants would be less attracted to higher muscle as conception likelihood increased. Results confirmed the predicted negative correlation between conception likelihood and attraction to higher muscle. We predicted that non-coercion participants would be more attracted to higher muscle as conception likelihood increased. Unexpectedly, but not completely inconsistent with predictions, a significant, negative correlation between conception likelihood and attraction to lower muscle emerged. Results suggest that conception likelihood and threat of coercion influence women's attraction to muscle mass.

**E126****THE FART THEORY OF LOVE: INTERPERSONAL DISGUST PREDICTS INVESTMENT AND ATTACHMENT**John A. Terrizzi, Jr.<sup>1</sup>, Natalie J. Shook<sup>2</sup><sup>1</sup>*Texas Woman's University*, <sup>2</sup>*West Virginia University*

In our ancestral past, out-group members may have posed a significant disease threat because they could have harbored novel pathogens. Thus, from an evolutionary perspective, people should be prepared to be more disgusted by out-group members than in-group members. This evolutionarily prepared disease-avoidance strategy may play an important role in mating behavior. In two studies, including a university sample (N = 293) and a more generalizable community sample (N = 237), participants completed questionnaires about disgust and germ aversion and relationship investment and attachment. In both studies, participants reported being more disgusted by strangers than partners. Additionally, in both samples, interpersonal disgust predicted relationship investment, security, and attachment style. That is, the more disgusted participants were with strangers relative to their partners the more they reported investing in their relationships, the more

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securely attached they reported being, and the less likely they were to report having an avoidant attachment style.

**E127**  
**WOMEN'S SUSPICION OF COSTLY TRAITS VARIES ACROSS THE MENSTRUAL CYCLE**

Mandy M. Walsh<sup>1</sup>, Murray Millar<sup>1</sup>  
<sup>1</sup>University of Nevada at Las Vegas

The purpose of this study was to explore women's suspicion of claims made during courtship communications across the menstrual cycle. It was hypothesized that participants would be more suspicious of claims made about reproductive relevant traits when they are at peak fertility. To test the hypothesis, participants read a total of eight scenarios describing traits relevant to female reproduction (wealth, commitment, and child interest), traits relevant to male reproduction (physical beauty, youth, and sexual availability), and traits neutral to both genders (stargazing and game playing). After each scenario, participants indicated their suspiciousness about the veracity of the communication on five scales. Participants also completed a self-report measure to estimate fertility status. As predicted, women were significantly less likely to believe female costly scenarios than male costly or neutral scenarios when they were most fertile. When women were not at peak fertility, there were no significant differences in suspicion.

**E128**  
**HUMOR AND DISGUST: INTERACTION OF TWO FUNDAMENTAL MOTIVATIONS IN MEN'S MATING BEHAVIOR**

Peter J. Kim<sup>1</sup>, Kayoung Kim<sup>1</sup>, Mina Son<sup>1</sup>, Eunkook M. Suh<sup>1</sup>  
<sup>1</sup>Yonsei University

Recent research shows that men produce humor in early romantic interactions to advertise their mate quality. However, another fundamental motivation, disease avoidance, may be at odds with such mating behavior. Humor increases social interaction, which in turn leads to increased exposure to sexually transmittable diseases. Therefore, men highly motivated to avoid sexual diseases may be reluctant to humor as a mating strategy. Specifically, we predicted that lower disgust sensitivity in the sexual domain, one of disease avoidance mechanisms, would relate with amount of humor used by men in the early stages of romantic interactions. As expected, men with lower sexual disgust sensitivity were more likely to produce humor in early romantic contexts, and this finding held true even when extraversion and openness were controlled for.

**E129**  
**WHO SAYS PEOPLE CAN'T CHANGE? CHANGES IN ENVIRONMENTAL HARSHNESS PREDICT DESIRE FOR CASUAL SEX AND PREGNANCY OUTCOMES**

Kristine Joy C. Chua<sup>1</sup>, Melissa Fales<sup>1</sup>, Martie Haselton<sup>1</sup>  
<sup>1</sup>University of California at Los Angeles

Life history (LH) theory is an evolutionary framework devised to explain variation in biological development through tradeoffs involving reproduction and survival. According to LH theory, harsh early childhood experiences cause individuals to adopt a "fast" LH strategy characterized by early reproduction and lower investment in children; non-harsh experiences cause a "slow" strategy characterized by opposite patterns. An online study of mothers (N = 206) tested (1) whether individuals adjust their LH strategies with changes in environmental harshness, (2) sensitive periods for LH strategies, and (3) downstream consequences for children. Analyses showed that individuals who switched from a more to less harsh environment, compared to those who did not switch, reported less interest in casual sex and more positive pregnancy outcomes. There was no evidence of sensitive periods. These findings suggest that LH strategies are fluid, at least in part, rather than fixed.

**E130**  
**THE EFFECT OF DISEASE SALIENCE ON PERCEPTIONS OF CROWDING**

Iris M. Wang<sup>1</sup>, Joshua M. Ackerman<sup>2</sup>  
<sup>1</sup>Georgetown McDonough School of Business, <sup>2</sup>University of Michigan

Recent work has shown that the activation of a "behavioral immune system" (BIS), cognitions and actions intended to prevent pathogen infection, leads to a variety of interpersonal outcomes, including a decrease in extraversion. One unexplored aspect of sociality in this literature involves tolerance for crowding. Participants primed with either disease-related or neutral stories rated photographs of a variety of densely populated environments (e.g., subway, store) on cognitions and emotional responses relevant to crowding. In study 1 (50 participants), we found that among participants high in individual-level aversion to germs, exposure to disease cues elicited greater perception of crowding and confinement. In study 2 (86 participants), we replicated these results and showed that germ averse people cued with disease also evaluated environments where population density is normally positive (e.g., bar, club) in a negative light.

**E131**  
**LIVE FAST IF YOU'RE GOING TO DIE YOUNG: DECISION MAKING SHIFTS AS A FUNCTION OF HISTORY OF INFECTION**

Marjorie L. Prokosch<sup>1</sup>, Sarah E. Hill<sup>1</sup>  
<sup>1</sup>Texas Christian University

Evolutionary research has demonstrated that external cues (resource availability) interact with individuals' socioeconomic history to produce a predictable pattern of impulsivity and risk taking. Two studies tested the hypothesis that disease threat (a more internal cue) and poor health history increase impulsivity and risk taking. In both studies, participants were primed with disease threat or a control, then completed a measure of health history. In Study 1, participants also completed a measure of temporal discounting. Individuals with a history of recurrent infection in the disease condition valued a smaller, immediate reward over a larger, delayed reward more than individuals in the control. In Study 2, participants completed a risk taking behavioral measure. Individuals with a history of recurrent infection in the disease prime condition risked more on the task than those in the control. Results indicate that poor health history interacts with disease threat to produce present focused, risky decision-making.

**E132**  
**HEDONIC BENEFITS OF OPPOSITE-SEX FRIENDS: RATIO OF OPPOSITE-TO-SAME SEX FRIENDS PREDICTS HAPPINESS**

Ji-eun Shin<sup>1</sup>, Hyunji Nam<sup>1</sup>, Hwaryung Lee<sup>1</sup>, Eunkook M. Suh<sup>1</sup>  
<sup>1</sup>Yonsei university

Social connectedness is a primary source of happiness. However, existing studies have not clearly identified what particular aspects of social relationship contribute to well-being. One plausible individual difference, building on the sociometer theory of self-esteem and an evolutionary perspective, is the sex composition of one's friendship network. Hence, we focused on the ratio of opposite-to-same sex (OSS) friends as a proxy of mate value. As expected, regardless of sex, individuals with higher OSS ratio were more satisfied with their lives (men,  $\beta = .025, p < .01$ ; women,  $\beta = .019, p < .01$ ), controlling for the number of friends and romantic relationship status. Furthermore, OSS ratio was associated with desirable mate qualities within each sex. Among men, higher OSS ratio was related with higher socioeconomic status ( $r = .193, p < .01$ ); among women, higher OSS ratio was related with greater facial attractiveness ( $r = .181, p < .01$ ).

E133

**GIVE AND TAKE: RESIDENTIAL MOBILITY PREDICTS DECREASED EGALITARIANISM**Asuka Komiya<sup>1</sup>, Shigehiro Oishi<sup>2</sup>, Matt Motyl<sup>3</sup><sup>1</sup>Kochi University of Technology, <sup>2</sup>University of Virginia, <sup>3</sup>University of Illinois at Chicago

Egalitarianism is a fundamental principle for an ideal liberal democracies. From a socio-ecological perspective, the present studies explored the possibility that egalitarianism is more pronounced in residentially-stable communities than residentially-mobile communities. Using OECD data (Study 1, N = 25) and U.S. state-level data (Study 2, N = 50), we found that residentially-stable countries and states were more likely to share resources through more egalitarian public welfare programs than residentially-mobile countries and states. Study 3 (N = 2177) showed that individuals living in residentially-stable communities were more egalitarian than individuals living in residentially-mobile communities. At three different levels of analysis, residential stability was associated with egalitarianism and support for public welfare policies.

E134

**SURVIVAL OF THE FUNNIEST: AN EXAMINATION OF HUMOR, LAUGHTER AND PERCEIVED DATING SUCCESS**Anthony R. Garove<sup>1</sup>, Sally Farley<sup>1</sup>, Dresden Lackey<sup>1</sup><sup>1</sup>University of Baltimore

This study examined the effects of humor and laughter on perceived dating success. Previous research suggests that humor production and laughter have characteristics of evolved psychological mechanisms that emerged via sexual selection. Data were collected through MTurk. Participants viewed a woman reading a scripted message she "received" from a man via an online dating service. The message was either humorous or non-humorous, and the woman either laughed or did not laugh while reading the message. Participants then rated the male author and the female recipient on various characteristics. Results revealed significant interactions between humor production and presence of laughter on perceived dating success (likelihood of obtaining a date, recipient's receptiveness, and recipient's perception of male's IQ). When the message was humorous, female laughter significantly increased perceived dating success, but when the message was non-humorous, laughter decreased perceived dating success. Future research will further evaluate humor and laughter as evolutionary traits.

E135

**CONVERGING EVIDENCE THAT FACIAL MASCULINITY IN MEN MAY NOT BE PREFERRED FOR "GOOD GENES"**Anthony J. Lee<sup>1</sup>, Dorian G. Mitchem<sup>2</sup>, Margaret J. Wright<sup>3</sup>, Nicholas G. Martin<sup>3</sup>, Matthew C. Keller<sup>2</sup>, Brendan P. Zietsch<sup>3</sup><sup>1</sup>University of Queensland, <sup>2</sup>University of Colorado Boulder, <sup>3</sup>QIMR Berghofer Medical Research Institute

The predominant theory suggests that women prefer facial masculinity in a male partner due to heritable immunocompetence. This theory relies on two assumptions: 1) that women prefer facial masculinity for health benefits, and 2) facial masculinity (and associated benefits) are heritable. We test these assumptions across three studies. Results from Studies 1 and 2 suggest that the link between women's pathogen avoidance and masculinity preference is less robust than previously implied: Study 1 finds that this effect may be age-dependent, while Study 2 suggests that the results may be specific to certain methodologies. In the final study, twin modelling was used to determine the heritability of facial masculinity. While results find that facial masculinity is heritable, it also suggests that associated genes may confer disadvantages to female offspring. Results across studies suggest that women may not prefer facial masculinity in men for heritable health benefits.

**Intergroup Relations**

E136

**DISSENT AS INSPIRATION: CAN CHALLENGING DIVERSITY EXPERIENCES BOOST COGNITIVE PERFORMANCE?**Ekaterina Damer<sup>1</sup>, Richard Crisp<sup>1</sup><sup>1</sup>The University of Sheffield

Liberal Muslims, female mechanics, and hippie lawyers: Complex combinations of social, religious and cultural identities increasingly characterize societies. A recent meta-analysis suggests that imagined intergroup contact, defined as the mental simulation of social thought and action, is a powerful tool for reducing stereotypes and prejudice. However, are the benefits of diversity experiences limited solely to the intergroup domain? In four studies we have explored whether imagined contact can boost fundamental cognitive processes. In our first two studies we predicted and found that imagined contact with a counter-stereotypical, dissenting (vs. stereotypical) Muslim enhances performance on heuristics and biases problems. Studies 3 and 4 qualified this finding by demonstrating that imagined contact with a counter-stereotypical female mechanic (vs. male mechanic) does not significantly increase cognitive performance. We highlight the importance of diversity for varied aspects of psychological functioning and provide a reorienting call in the study of social and cultural diversity.

E137

**REJECTING BENEVOLENT SEXISM: IMPACT ON COMPETENCE AND WARMTH EVALUATIONS**Jessica Good<sup>1</sup>, Jessica J Good<sup>1</sup>, Diana Sanchez<sup>2</sup>, Lexi Gross<sup>1</sup>, Sarah Hay<sup>1</sup><sup>1</sup>Davidson College, <sup>2</sup>Rutgers University

Rejecting (compared to accepting) benevolent sexism (BS) may lead a target to be less liked (Becker et al., 2011), but rated as more competent (Good et al., 2014). In the present study, a sample of undergraduate and community participants (N = 123) listened to an audio recording of a job interview in which the male interviewer acted in a BS manner, and the female applicant either 1) accepted, 2) ignored, 3) subtly rejected, or 4) overtly rejected the sexist treatment. Path modeling suggests that female participants evaluated the applicants who rejected sexism as less in need of help and therefore more competent and hireable than the applicants who ignored or accepted sexism. Both male and female participants rated the rejecting applicants as less warm and therefore less of a "fit" within the organization and less hireable. We discuss the need to balance both the costs and benefits of confronting BS.

E138

**PLAYING THE RACE CARD: WHITES BELIEVE CLAIMING DISCRIMINATION IS AN ADVANTAGE THEY DON'T HAVE**Clara Wilkins<sup>1</sup>, John Oliver Siy<sup>2</sup><sup>1</sup>Wesleyan University, <sup>2</sup>Columbia University

This research examines a phenomenon colloquially referred to as "playing the race card": the perception that racial minorities are able to gain an unfair advantage by claiming to be victims of racial discrimination. In Study 1, Whites (N = 75) believed that claiming discrimination is an advantage that low-status groups (i.e., racial minorities, gays and lesbians, women) have over high-status groups (i.e., Whites, straights, men). Furthermore, Whites believed that low-status groups' discrimination claims silence high-status groups more than high-status groups' discrimination claims silence low-status groups. In Study 2, Whites (N = 160) imagined a Black or White target claim bias after being passed over for a work promotion. Whites believed the Black claimant had more power and voice than the White claimant. This work suggests that Whites may legitimize status relations by ascribing advantages to being in a disadvantaged position

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E139

**USING WARMTH AND AFFILIATION TO INCREASE WHITES RECEPTIVITY TO INFORMATION ABOUT RACIAL INJUSTICE**Ruth K Dittmann<sup>1</sup>, Valerie Purdie-Vaughns<sup>2</sup>, John Dovidio<sup>3</sup><sup>1</sup>Berlin Social Science Center, <sup>2</sup>Columbia University, <sup>3</sup>Yale University

We examine what strategies African Americans with a high implicit power motive use to make Whites more receptive to information about racial injustice. Study 1 (n=64 dyads) shows that the implicit power motive is positively associated with aiming to be perceived as warm in interracial dialogues about the history of slavery. Study 2 uses archival methods (n=42 speeches) to show that President Obama uses more affiliation motivation when speaking to White American versus African-American audiences about racial injustice and inequality. Study 3 (n=60) shows that when racial injustice is salient, White American student participants are especially receptive to expressions of affiliation motivation from African American students. Study 4 (ongoing) tests if this effect also emerges for Whites' receptivity to speeches by African-American government officials. We discuss the benefits and drawbacks of using warmth and affiliation to promote acknowledgment of group-based injustice.

E140

**INTERGROUP THREATS CAUSE BIAS: UNIQUE EMOTIONS EXPLAIN PARTICULAR THREAT-BIAS RELATIONSHIPS**Brian M. Johnston<sup>1</sup>, Demis E. Glasford<sup>2</sup><sup>1</sup>The Graduate Center, CUNY, <sup>2</sup>John Jay College, CUNY

Do particular intergroup threats lead to bias? Drawing on a sociofunctional threat framework (Cottrell & Neuberg, 2005), we hypothesized that specific threats (e.g., to values) would be differentially related to forms of bias (e.g., passive harm, such as exclusion) because of unique emotions (e.g., disgust). We experimentally manipulated intergroup threat (e.g., presenting an immigrant outgroup as a threat to values or physical safety), and measured emotions and biases. Results demonstrated that specific threats caused biases, which were explained (mediated) by unique emotions. For example, whereas a values threat caused increased passive harm because of disgust, a safety threat caused increased passive harm because of fear. Thus, in support of the sociofunctional framework, it is not only distinct categories of threat that are important to understanding bias, but also the emotion that the threat elicits. Implications of utilizing a threat-emotion profile approach to understand specific forms of bias will be discussed.

E141

**WHEN CONTACT MEETS EMOTIONS!: THE SPECIFIC ROLE OF SHARING EMOTIONS IN REDUCING PREJUDICE**Magali Clobert<sup>1</sup>, Marianne Bourdon<sup>1</sup>, Jolanda van der Noll<sup>1</sup>, Bernard Rimé<sup>1</sup><sup>1</sup>Université catholique de Louvain

Research in the area of contact and prejudice has been flourishing since decades. Nevertheless, the role of emotions shared during contact has been overlooked. Is a positive contact sufficient to reduce prejudice? What if everything was about the emotions people share during contact? In this study (N = 140), a mere positive contact was compared to conditions in which participants share the emotions (i.e. awe and joy) they felt during a video with a Muslim confederate (chatting). Compared to the control condition (no contact), participants in the sharing emotion conditions (but not in the contact condition) gave more lottery tickets to the Muslim confederate. Moreover, people who share emotions with the Muslim were more likely to report similarity and positive affects toward Muslims compared to the control and contact conditions. A positive contact is not sufficient to reduce prejudice: The role of shared emotions seems crucial and need further investigations.

E142

**IDENTITY THEFT: IMPLICATIONS OF APPROPRIATING GROUP SYMBOLS FOR INTERGROUP RELATIONS**Mark M. Kurai<sup>1</sup>, Alison Ledgerwood<sup>1</sup><sup>1</sup>University of California at Davis

The notion that symbolic representations of group identity such as monuments are important to group functioning has important implications for understanding the psychological processes evoked when one group claims the same symbol as another. Such overlapping claims on ingroup symbols occur frequently and can shape intergroup relations. In the present experiment (N = 181), we tested the hypothesis that outgroup claims on symbolic ingroup property threatens the perceived value of the property, increases negative affect (particularly anger), and subsequently motivates group members to protect the symbolic property. Further, we explored how these responses are influenced by the symbolic content of the property and the relative status of the outgroup. Results confirmed our primary predictions and further suggested that higher status groups are more likely than lower status groups to engender the feelings of threat and anger that are associated with engaging in collective action.

E143

**UNDERSTANDING AND ALLEVIATING COMPETITIVE VICTIMHOOD TO PROMOTE INTERGROUP CONFLICT RESOLUTION**Levi Adelman<sup>1</sup>, Bernhard Leidner<sup>1</sup><sup>1</sup>University of Massachusetts at Amherst

Competitive victimhood, a competition over victim status in a conflict, has been shown to have pernicious effects in maintaining conflicts (Noor et al., 2012; Sullivan et al., 2012). Drawing on previous research on competitive victimhood and threat, this study exposed 205 Jewish Israelis to a message that acknowledged, did not acknowledge, or delegitimized Palestinian suffering. Results revealed that after reading the acknowledgment message (as compared to the non-acknowledgment message), participants with relatively little fear that recognition of Palestinian suffering might decrease global support for Israel showed decreased competitive victimhood and were more supportive of peaceful conflict resolution. Moderated mediation analysis indicated that the effect of a message of acknowledgement (as compared to non-acknowledgement) on support for peaceful conflict resolution among those low in fear was mediated by (decreasing) competitive victimhood.

E144

**SECTARIAN MORALITY, IDENTITY FUSION, AND SUPPORT FOR COSTLY SACRIFICES IN LEBANON**Jeremy Ginges<sup>1</sup>, Hammad Sheikh<sup>1</sup>, Scott Atran<sup>2</sup><sup>1</sup>New School for Social Research, <sup>2</sup>Artis Research

Across a number of countries, people who are fused with their group have been shown to be more willing to bring extreme sacrifices for it (e.g., Swann et al., 2014). However, the relationship between fusion and extreme sacrifices has not been examined in the context of violent intergroup conflict. We surveyed 62 Lebanese (Sunni, Shia and Christian) in Beirut and Byblos (Jbeil) in a time of heightened tension owing to spillover from the Syrian civil war. We found that fusion can decrease support for extreme sacrifices. Fusion increased support for sacrifices, as expected, but only for participants who moralized sectarian values over universal ones. For participants who moralized universal values over sectarian ones, fusion decreased support for extreme sacrifices. Similarly, fusion increased desired social distance to an outgroup for participants who felt that their group interests were at risk, but decreased it for participants who did not feel that way.

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E145

**SALIENT MULTICULTURALISM SHIFTS PERCEIVED POWER AWAY FROM MEMBERS OF DOMINANT GROUPS TOWARD MEMBERS OF ETHNIC MINORITY GROUPS**Matthew S. Quesnel<sup>1</sup>, Jacquie D. Vorauer<sup>1</sup><sup>1</sup>University of Manitoba

This study examined the effects of making a multicultural ideology salient on dominant group (i.e., White Americans, DGMs) and minority group (i.e., non-White Americans, MGMs) members' sense of power. One hundred and seventy-nine DGMs and sixty-six MGMs were either exposed to a standard multicultural message, an inclusive multicultural message (i.e., one explicitly recognizing contributions made by DGMs), or no message. Individuals' feelings of power and sense of making a meaningful contribution to society were then assessed. MGMs for whom a standard multicultural ideology was made salient experienced enhanced feelings of power, whereas DGMs experienced decreased feelings of power. No significant effects were found when individuals were exposed to the inclusive multicultural message. This pattern of results suggests that DGMs feel excluded from the standard multicultural message, whereas MGMs feel included. Consistent with this, individuals' sense of making a meaningful contribution to society mediated this effect.

E146

**EXCEPTION TO THE RULE: PERCEPTIONS OF SYSTEM FAVORITISM IN AMERICA**Jennifer Zimmerman<sup>1</sup>, Christine Reyna<sup>1</sup>, Vanessa Zavala<sup>2</sup><sup>1</sup>DePaul University, <sup>2</sup>University of California at Los Angeles

System justification and system condemnation lay at either extreme for how individuals perceive social, economic, and political systems. We are proposing a new concept called system favoritism which falls somewhere in between and is defined as the belief that although the system as a whole does not function well, the system works better for people who belong to a high-status group. We examined participants' perceptions of how the larger American system (Study 1, N=111) and education system (Study 2, N=118) function for different groups in the U.S. Multi-status (belonging to high- and low-status groups) and high-status participants elicited system favoritism, believing that the system functions better for them (and other high-status members) than for low-status group members. Furthermore, participants who believed that they were favored by the system held more optimistic attitudes about their future success. These findings suggest that individuals do not wholly support nor reject the American system.

E147

**HOW AND WHEN SUSPICION OF WHITES' MOTIVES AFFECTS MINORITIES' RESPONSES TO POSITIVE FEEDBACK**Brenna D. Malta<sup>1</sup>, Brenda Major<sup>2</sup><sup>1</sup>New York University, <sup>2</sup>University of Southern California

This research examined the conditions under which minorities' suspicion of Whites' motives for appearing nonprejudiced (SOMI; Major, Sawyer, & Kunstman, 2013) influence their reactions to positive feedback from White peers. In a single study, 75 Latina females received positive interpersonal feedback from a (fake) White same-sex peer via an "online system" in the lab. Half believed their partner knew their ethnicity; half believed their ethnicity was unknown. When participants believed their ethnicity was known, but not when they believed it was unknown, higher SOMI scores were associated with greater perceptions of partner disingenuousness, increased feelings of uncertainty, and decreased self-esteem. Perceptions of disingenuousness mediated the relationship between SOMI and the key DVs in the race-known condition, but not in the race-unknown condition. Results suggest that positive feedback from Whites is attributionally ambiguous for minorities who are highly suspicious of Whites' motives, but only when situational cues activate their suspicion.

E148

**PRESCRIPTIVE VERSUS DESCRIPTIVE BELIEF IN A JUST WORLD: JUSTICE PRINCIPLE OR HIERARCHY LEGITIMIZING BELIEF?**Kelly L. Barnes<sup>1</sup>, Joel B. Armstrong<sup>1</sup>, James Olson<sup>1</sup><sup>1</sup>University of Western Ontario

These studies examine the relation between Belief in a Just World (BJW) and hierarchy legitimizing beliefs. In two studies, we explore whether BJW can serve as both a principle of distributive justice and a hierarchy legitimizing belief. Participants completed four versions of the BJW scale: descriptive/self (DS), descriptive/other (DO), prescriptive/self (PS), prescriptive/other (PO). Descriptive versions asked participants how just the world is and prescriptive versions asked how just they think the world should be. Results of Study 1 demonstrated that only Perceptions that Meritocracy Exists (PMI) predicted both descriptive BJW scores. Preference for the Merit Principle (PMP) predicted BJW PS. Social dominance orientation (SDO) negatively predicted BJW PO. Study 2 replicated our results, finding only PMI predicting descriptive BJW while PMP positively and SDO negatively predicted both prescriptive BJW scores. This suggests that prescriptive BJW serves a hierarchy legitimizing function, but descriptive BJW represents true belief in a just world

E149

**IMMEDIATE REWARDS IMPACT JUDGMENT MORE FOR SELF AND FRIENDS THAN FOR STRANGERS AND FUTURE SELVES**Anup Gampa<sup>1</sup>, Brian A. Nosek<sup>1</sup><sup>1</sup>University of Virginia

Temporal discounting is the phenomenon of preferring immediate but smaller rewards to future but larger rewards. 625 participants answered temporal discounting questions such as "Imagine you are set to receive some money and have a choice between two options: Option A: \$11 right now and Option B: \$\_\_\_ 1 week from now. What is the SMALLEST amount that would make you choose Option B over Option A?" To understand the impact of group affiliation on temporal discounting, each participant made four decisions for four targets: self, future-self, friend, and stranger. The size of the larger reward needed to wait was highest for Self (Mean = 0.07) and friend (Mean = 0.07), followed by stranger (Mean = -0.05), and future-self (Mean = -0.09). Results suggest that the high impact of immediate reward extends to judgments for friends, but less so for strangers and future selves.

E150

**CONFRONTING SEXISM AND FAKING EGALITARIANISM**Kimberly E. Chaney<sup>1</sup>, Diana T. Sanchez<sup>1</sup><sup>1</sup>Rutgers University

While confronting sexism can have numerous positive results, the potential negative health effects of frequently confronting have only recently been considered. The current study examined the effects of confronting sexism and egalitarian beliefs on women's rumination tendencies. Using Amazon's Mechanical Turk, 189 women (average age= 35.39, SD=12.12) completed questions regarding egalitarian beliefs, frequency of confronting sexism, and rumination after confronting. Using multiple regression analyses, a model predicting rumination from egalitarianism and confronting frequency was found to be significant,  $R^2 = .239$ ,  $F(3,186) = 7.96$ ,  $p = .006$ . Further, the Egalitarianism X Confronting frequency interaction term was also significant,  $\beta = -.194$ ,  $t(186) = -2.80$ ,  $p = .002$ , such that confronting frequently resulted in increased rumination for women who reported lower egalitarianism but not highly egalitarian women. Results suggest that women who confront sexism despite endorsing inequality may experience cognitive dissonance, resulting in rumination.

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**BELIEVING THAT PEOPLE HAVE GOOD INTENTIONS INCREASES SUPPORT FOR INTERNATIONAL COLLABORATION**Rodolfo Barragan<sup>1</sup><sup>1</sup>*Stanford University*

Can beliefs about the nature of people's intentions impact the extent to which individuals support international collaboration? In Study 1, Americans who were led to believe that most people have good intentions (relative to bad intentions) supported greater collaboration with China and Russia. In Study 2, Indians who were led to believe that most people have good intentions (again, relative to bad intentions) supported greater collaboration with China and Pakistan. In Study 3, American participants who were led to believe that most people have good intentions (now relative to a positive affect control) wrote letters calling for international collaboration to their congressional representative that were judged by independent raters to be more convincing. Taken as a whole, these studies suggest that the psychological experience of believing that people have good intentions could be used to promote peace between traditional adversaries.

E153

**BIASED FACE PROCESSING UNDER ECONOMIC SCARCITY PROMOTES ANTI-BLACK DISCRIMINATION: EVIDENCE FROM THE N170 COMPONENT OF THE ERP**Amy R. R. Krosch<sup>1</sup>, David M. Amodio<sup>1</sup><sup>1</sup>*New York University*

When the economy declines, racial discrimination increases. Given findings that scarcity influences perceptions of Black faces, coupled with historical and empirical links between dehumanization and discrimination, we proposed that scarcity may induce dehumanized perceptions of Blacks, which may facilitate discrimination. Although dehumanization is a complex construct, its visual component can literally be interpreted as the degree to which a face is perceived as a face. Here (N = 78), we tested whether scarcity impedes visual processing of Black faces using the N170 component of the event-related potential (ERP), a neural index of early face encoding. When resources were framed as scarce, participants showed a delayed N170 response to Black (vs. White) faces, compared with neutral framing. Furthermore, in the scarcity condition, greater delay was associated with anti-Black bias in allocations. These findings suggest Black faces might actually be seen as less face-like when resources are scarce, contributing to behavioral discrimination.

E154

**POSITIVE-NEGATIVE ASYMMETRY IN CONTACT EFFECTS EMERGE CONCURRENTLY AND OVER TIME FOR MAJORITY BUT NOT MINORITY GROUP MEMBERS: A MULTILEVEL STUDY**Pirathat Techakesari<sup>1</sup>, Lydia E. Hayward<sup>1</sup>, Winnifred Louis<sup>1</sup>, Fiona K. Barlow<sup>2</sup><sup>1</sup>*University of Queensland*, <sup>2</sup>*Griffith University*

Prior research suggested that negative cross-group contact is a more robust predictor of intergroup attitudes than is positive cross-group contact. It is unclear, however, whether a) this pattern of results is evident for minority as well as majority group members, and b) negative (compared to positive) contact is a stronger predictor of intergroup attitudes over time. Using experience sampling methodology, we tracked social interactions of racial majorities (White Australians, N = 134) and minorities (Asian Australians, N = 134) for 15 consecutive days. For majorities, negative contact was the stronger predictor of concurrent anti-Asian attitudes and cross-group avoidance. In addition, negative, but not positive, contact on any particular day predicted these intergroup outcomes the following day. In contrast, no such pattern was evident for minorities. For them, positive and negative contact were equally strong predictors of concurrent anti-White attitudes and cross-group avoidance, and no lagged contact effects emerged. These findings

demonstrated that group status is a critical moderator of contact effects both concurrently and over time.

E155

**ESSENTIALISM AND CHANGES IN INTERGROUP PERCEPTIONS: THE ROLE OF SOCIAL CONTEXT AND PHYSIOLOGICAL AROUSAL**Melody Man Chi CHAO<sup>1</sup>, Donna Jingdan YAO<sup>1</sup>, Glenn Roisman<sup>2</sup>, Ying-yi Hong<sup>3</sup><sup>1</sup>*Hong Kong University of Science & Technology*, <sup>2</sup>*University of Minnesota*, <sup>3</sup>*Nanyang Technological University*

Essentialism refers to the beliefs that social categories (such as racial or cultural groups) possess underlying essences that are immutable. Although some studies suggest that essentialist beliefs lead to negative intergroup relations, other studies find weak or inconsistent support. We conducted two experiments to examine the roles of social contexts and physiological arousal in shaping the relationship between essentialism and intergroup perceptions. Study 1 (N = 74) demonstrated that although explicit measures suggested that individuals endorsing essentialist beliefs preferred intragroup over intergroup contact, they showed less negative implicit evaluations toward outgroup in intergroup (vs. intragroup) condition. Study 2 (N = 101) examined the role of physiological arousal in influencing implicit and explicit attitudes. We found that essentialist beliefs increased negative explicit attitude but decreased negative implicit attitude toward outgroup in intergroup condition. Furthermore, the effect of explicit (but not implicit) attitude was mediated by heightened physiological arousal.

E156

**COLLECTIVE THREAT PREDICTS FRIENDSHIP AND ACADEMIC INTEGRATION FOR WOMEN IN STEM**Matthew O Wilmot<sup>1</sup>, Hilary B Bergsieker<sup>1</sup>, Chamel B Grey<sup>1</sup>, Crystal T Tse<sup>1</sup><sup>1</sup>*University of Waterloo*

Members of stigmatized groups commonly confront collective threat: concerns that fellow ingroup members' stereotypic behavior may reflect negatively on one's group and, by extension, oneself. If stereotypic ingroup members threaten the group's reputation, individuals may hesitate to affiliate with and integrate these ingroup members into their friendship circle. Two social network field studies investigated how women in male-dominated STEM majors respond to a female target who possessed either feminine-stereotypic or STEM-stereotypic interests. Compared with two control groups—men in STEM and women in female-dominated (non-STEM) majors—women in STEM showed less willingness to affiliate and work with the feminine-stereotypic (vs. STEM-stereotypic) target, and to introduce her to their closest friends, especially when participants identified strongly with their major or held a low-brokerage (i.e., less influential) position within their friendship network. These behavioral patterns have implications for understanding psychological mechanisms that underlie persistent friendship homophily and segregation between groups.

E157

**“YOU GET WHAT YOU DESERVE AND DESERVE WHAT YOU GET”; “A LEOPARD CAN'T CHANGE ITS SPOTS”: BELIEFS OF THOSE IN LAW ENFORCEMENT?**Dina Karafantis<sup>1</sup><sup>1</sup>*New York Institute of Technology*

“You get what you deserve and deserve what you get”; “A leopard can't change its spots.” Are these two adages likely to be endorsed by those entering law enforcement? The current study examined whether criminal justice majors differed from non-criminal justice majors in endorsement of 1) Belief in a Just World, 2) the Entity [vs. Incremental] Theory, and 3) empathy. Although prior research has examined the effect of these theories on pro-social thoughts and behaviors, those entering law enforcement have not been a specific target group. This is an important and timely consideration given

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the rise in criminal justice majors over the past years and therefore those entering the law enforcement field. Based on previous research we hypothesized that criminal justice majors would more greatly endorse Belief in a Just World and the Entity Theory, and have lower levels of empathy versus non-CJ majors. The results support all three hypotheses.

E158

**PREJUDICE NORMS IN AN ONLINE GAMING ENVIRONMENT**Lindsey A. Cary<sup>1</sup>, Alison L. Chasteen<sup>2</sup>, Elizabeth Page-Gould<sup>1</sup><sup>1</sup>University of Toronto, <sup>2</sup>University of Toronto

More Americans are playing video games than ever before and the majority of gamers play with others. The growing popularity of gaming, generally, and social gaming, specifically, emphasize the need to understand how people behave in this environment. To this end, we conducted a large online survey to assess the relationship between norms and attitudes in online gaming. Participants reported their gaming history, their endorsement of and exposure to online bigotry, and their perceptions of the norms in online gaming. As predicted, norms predicted attitudes in both an online gaming and a real-world context. As well, the extent to which people identified as gamers predicted their attitudes towards targets and perpetrators of bigotry. Our results align with anecdotal evidence about the online gaming environment and suggest the continued importance of studying prejudice within the context of video games.

E159

**VISUAL DEHUMANIZATION IN FACIAL REPRESENTATIONS OF VICTIMIZED VERSUS NON-VICTIMIZED GROUPS**Pirita E. See<sup>1</sup>, Kurt Hugenberg<sup>1</sup><sup>1</sup>Miami University

Building on conceptualizations of subtle forms of dehumanization (Haslam & Loughnan, 2014) and biases in representations of facial prototypes (Dotsch et al., 2008), two studies (total N=376) employed reverse correlation techniques to investigate whether facial representations of victimized (vs. non-victimized) groups are dehumanized. Study 1 indicated preliminary evidence that perceivers who learned about a victimized group created visual representations of these group members' faces that were rated as appearing marginally less humanlike (vs. a non-victimized group,  $p=.08$ ) and that these facial representations of the victimized group elicited less willingness to help ( $p=.004$ ). In Study 2, perceivers manipulated to feel heightened empathy for the victimized group (vs. control) created facial representations that were rated as less humanlike ( $p=.01$ ), but that elicited more willingness to help ( $p=.06$ ). This work demonstrates that believing that a group has been subjected to mistreatment can influence visual signals of humanness on representations of victims' faces.

E160

**PROVIDING THE FUEL FOR SOCIAL CHANGE: DOES EMOTION REGULATION INFLUENCE COLLECTIVE ACTION?**Dorainne J. Levy<sup>1</sup>, Jennifer A. Richeson<sup>1</sup><sup>1</sup>Northwestern University

Perceiving discrimination is associated with a number of adverse psychological and physiological health outcomes. Although exposure to discrimination is associated with negative outcomes for the self, it can also motivate collective action. Specifically, perceived discrimination can engender anger that, in turn, motivates collective action. Research has shown that reflecting on negative experiences from a distanced rather than immersed perspective results in less negative affective outcomes, including anger. Across two studies, we investigated whether contending with sexism (Study 1) or racial/ethnic discrimination (Study 2) from a distanced compared to immersed perspective results in less negative affective outcomes but undermined intentions to engage in collective action. Results revealed that "distanced" participants, especially those more highly-identified with the relevant social group, experienced more positive

affect and were less likely to indicate interest in engaging in collective action, compared to "immersed" participants.

E161

**THE EFFECT OF INTERGROUP CONTACT ON SECONDARY GROUP ATTITUDES**Jasmine M. Koech<sup>1</sup>, Patricia Hopkins<sup>1</sup>, Natalie J. Shook<sup>1</sup><sup>1</sup>West Virginia University

Considerable evidence has demonstrated the positive effects of intergroup contact on prejudice reduction (e.g., Pettigrew & Tropp, 2006). However, these effects may generalize to attitudes toward other groups not involved in the contact experience (i.e., secondary groups). The purpose of this study was to determine whether first-year undergraduate students (N = 109) randomly assigned to a roommate of a different race versus a same-race roommate would show evidence of prejudice reduction toward secondary groups. Participants' attitudes toward several groups were assessed during the first and last three weeks of the fall semester. Individuals randomly assigned to an interracial roommate relationship exhibited more positive attitudes towards all minority racial groups, as well as Muslims and Democrats, at the end of the semester than at the beginning. There was no evidence of change in prejudice for individuals randomly assigned to a same-race roommate. This study demonstrates the broader effects of intergroup contact.

E162

**EFFECTS OF OUT-GROUP WARMTH AND COMPETENCE AND RESPECT FOR THAT OUT-GROUP ON ATTITUDES TOWARD INTERGROUP CONFLICT RESOLUTION**Tomohiro Kumagai<sup>1</sup><sup>1</sup>Otsu Women's University

Based on the stereotype content model (Fiske, Cuddy, Glick, & Xu, 2002), this study examined whether an out-group's perceived warmth and competence enhances respect for that group, and how that respect creates positive attitudes toward intergroup conflict resolution. Three hundred three Japanese university students rated Chinese people's warmth and competence, the degree of respect they felt for Chinese people, and their acknowledgment of responsibility and collective guilt regarding World War II; they also answered questions concerning supportive attitudes toward offering apology and reparation to Chinese people. Results showed that although perceived competence enhanced acknowledgement of responsibility, respect, and collective guilt, perceived warmth only enhanced respect. In addition, respect for Chinese people mediated the positive effects of their perceived warmth and competence on supportive attitudes toward apology and reparation. Theoretical and applied implications for intergroup conflict resolution are discussed.

E163

**AMERICAN (IN)DEPENDENCE: THE RELATIONSHIP BETWEEN PERCEIVED DEPENDENCE ON IMMIGRANTS AND AMBIVALENT ATTITUDES TOWARD IMMIGRANTS**Lauren K. Ruth<sup>1</sup>, Jaime L. Napier<sup>1</sup><sup>1</sup>Yale University

Americans have divided beliefs about minority and immigrant populations (Glick & Fiske, 2001). We examined perceived dependence as a moderator of these attitudes, hypothesizing that perceived societal dependence (vs. independence) on immigrant groups will increase attributions of warmth to immigrant groups. In Study 1 (N=155), we measured Americans' perception of societal dependency on Latin American or Asian immigrants. Participants displayed more ambivalence toward Latin American immigrants than Asian immigrants, whom participants felt high levels of benevolence and low levels of hostility toward. In Study 2 (N=242), participants who perceived higher societal dependency on Latin American immigrants also stereotyped this group as more social. Participants' attitudes and stereotypes toward Asian immigrants did

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not differ based on perceived dependence. Study 3 (N=246) manipulated perceived dependence (vs. independence) and system threat (vs. system affirmation). Participants high in American identification rated immigrants as most social under conditions of system threat and high perceived dependence.

E164

### ARE DOGS BIASED? PET OWNERS' RACIAL BIASES CORRELATE WITH THEIR REPORTS OF THEIR DOGS' BEHAVIOR TOWARD AFRICAN AND EUROPEAN AMERICANS

Carlee B. Hawkins<sup>1</sup><sup>1</sup>*University of Chicago Booth School of Business*

Is there any empirical support for the popular stereotype that dogs are racist? Given that dogs can learn nonverbal demands from humans (Benksy et al., 2013) and that many White people display racially biased nonverbal behavior toward Black people (McConnell & Liebold, 2001), I hypothesized that pet owners' racial biases may get 'passed down the leash' to their dogs. In two studies (Ns=155, 740), pet owners completed implicit and explicit measures of racial bias and reported their dogs' behavior toward White and Black people. Positive dog behaviors (smelling, getting petted) favoring White people correlated with pet owners' explicit racial bias (S1  $r=.39$ , S2  $r=.25$ ) and implicit racial bias (S1  $r=.20$ , S2  $r=.17$ ), but the relationships were much weaker for negative dog behaviors (growling, barking; explicit S1  $r=.27$ ,  $r=.05$ ; implicit S1  $r=.09$ ; S2  $r=.06$ ). Racial biases may influence those around us, including our pets, perhaps without our intention.

E165

### INTERGENERATIONAL CONTACT IMPROVES AGEIST ATTITUDES BY INCREASING SELF-OTHER OVERLAP

Jonathan Cadieux<sup>1</sup>, Alison L. Chasteen<sup>1</sup><sup>1</sup>*University of Toronto*

Ageism is rampant, and with a vast and growing elderly population, it is critical to reduce age-based prejudice. Although intergenerational contact can improve attitudes and reduce stereotypic views of older adults, it remains largely unknown what processes underlie this effect. The present study examined whether increased self-other overlap accounts for the success of intergenerational contact. First, 399 undergraduates were surveyed about their views of and experiences with older adults. Factorial analyses revealed 4 constructs: Intergenerational contact, self-other overlap, attitudes, and stereotypic views. Survey data from another 302 online participants was then used for a structural equation model, which had good fit and showed that increased self-other overlap partially mediated the relation between contact with one older adult and less ageist attitudes, which in turn decreased stereotypic views of older adults. This model shows that increasing cognitive associations between the self and older adults is critical for fruitful intergenerational contact.

E166

### THE ASCENT OF MAN?: A NOVEL MEASURE OF BLATANT DEHUMANIZATION PREDICTS BEHAVIOR AND CONFLICT ESCALATING ATTITUDES

Emile Bruneau<sup>1</sup>, Nour Kteily<sup>2</sup>, Adam Waytz<sup>2</sup><sup>1</sup>*Massachusetts Institute of Technology*, <sup>2</sup>*Kellogg School of Management*

While the theoretical and methodological advances in subtle, 'every day' dehumanization have progressed rapidly in recent years, blatant dehumanization remains relatively understudied. Here, we introduce and validate a novel measure of blatant dehumanization based on the 'Ascent of Man' diagram. Across 6 studies, we show that 'Ascent dehumanization' (1) is independent of liking and prejudice, (2) is associated strongly with endorsements of group hierarchy, and (3) predicts outgroup attitudes and behavior towards multiple target groups above and beyond existing measures of subtle and implicit dehumanization. Of particular relevance to

violent intergroup conflict, 'Ascent dehumanization' spiked and strongly predicted support for collective punishment of and vengeance towards Arabs and Muslims immediately after the Boston Marathon bombings (in the U.S.) and London Woolich attacks (in England). These studies provide a new, validated tool with which to measure a psychological process associated with conflict escalation, and expand our theoretical understanding of blatant dehumanization.

E167

### CROSS-GROUP FRIENDSHIPS, EXTENDED CONTACT AND HUMANITY META-ATTRIBUTIONS

Rossella Falvo<sup>1</sup>, Dora Capozza<sup>1</sup>, Gian Antonio Di Bernardo<sup>1</sup><sup>1</sup>*University of Padova*

Research has consistently demonstrated that intergroup contact favors outgroup humanization. However, the relationship between contact and the humanity attributions, that ingroup members expect from the outgroup, has never been investigated. Intergroup relationships would actually be more harmonious if each group believes that its humanity traits are recognized by the outgroup. In a survey, the relationship between Northern and Southern Italians was considered. Participants were Northern university students. Direct and indirect cross-group friendships were measured (self-report measures). The outcomes, in the structural equation models, were the dimensions of mind attribution: agency and experience. Different mediators were tested: cognitive, normative, emotional. Findings showed that direct but not indirect friendships were related to the belief that the outgroup is able to understand ingroup's human traits. Key mediators of this relationship were the inclusion of the outgroup in the self mechanism and improved empathy toward the outgroup. Practical implications of findings are discussed.

E168

### EMPHASIZING INTERETHNIC GENETIC SIMILARITIES AND DIFFERENCES: IMPLICATIONS FOR PEACE AND VIOLENCE

Sasha Kimel<sup>1</sup>, Rowell Huesmann<sup>2</sup>, Eran Halperin<sup>3</sup><sup>1</sup>*Harvard University*, <sup>2</sup>*University of Michigan at Ann Arbor*,<sup>3</sup>*Interdisciplinary Center Herzliya (IDC)*

Although considerable research suggests that race lacks biological consistency, people still tend to believe that an underlying nature predicts a racial group's behaviors. Genes may be an especially convincing placeholder for this "essence", yet minimal research has identified what specific theories about human biology people actually associate with the supposed naturalness of racial groups. In the present studies, we manipulated perceptions of genetic overlap between Jews and Arabs and examined the impact on intergroup outcomes. We then compared the strength of this to manipulations of shared phenotypic traits. Our results suggest that emphasizing genetic similarities (vs. differences) reduces stereotyping and aggressive intergroup behavior while increasing willingness to make compromises for peace. Moreover, this had a larger impact than highlighting either fingerprint or personality similarities. Learning about interethnic genetic similarities or differences may have critical implications for conflict while genes may be a powerful placeholder for racial essence.

E169

### NATIONAL ORIGIN AND IDENTITY ASSIMILATION AS DETERMINANTS OF 'REASONABLE SUSPICION'

Sahana Mukherjee<sup>1</sup>, Ludwin Molina<sup>2</sup>, Glenn Adams<sup>2</sup><sup>1</sup>*Gettysburg College*, <sup>2</sup>*University of Kansas*

We indicate how national origin and identity fit—the extent to which targets conform to Anglo-centric values (e.g., listening to American vs. Mexican music) influence people's judgments of who is (or isn't) an undocumented immigrant. Study 1 indicates that White Americans find targets of Mexican origin (vs. Canadian origin), and with low identity fit (e.g., speaking Spanish vs.



speaking English) less American, and more reasonably suspicious of being unlawfully present in the U.S. Study 2 indicates that White Americans consider targets of Mexican origin (vs. Irish) as less American, and more reasonably suspicious even when they assimilate to Anglo-centric standards (high identity fit). Across both studies, perceptions of 'American-ness' and suspicions mediate condition effects on judgments of law enforcement actions. We discuss how people support tough measures on immigration to defend against symbolic threats—especially threats that cultural 'others' pose to Anglo-centric constructions of American identity.

**E170**  
**AN IDENTITY-RELEVANCE COMPONENT IN PERCEIVING SYSTEMIC RACISM**

Ludwin Molina<sup>1</sup>, Adrian J. Villicana<sup>1</sup>, Glenn Adams<sup>1</sup>, Phia Salter<sup>2</sup>, Donna Garcia<sup>3</sup>

<sup>1</sup>University of Kansas, <sup>2</sup>Texas A&M University, <sup>3</sup>Cal State San Bernardino

Two studies investigated identity-relevance in racism perception. In Study 1, Black, Latino, and White participants rated the extent that several instances of systemic racism against Black, Latino, and White targets reflected racism. Relative to Whites, Blacks and Latinos perceived more racism when targets were ethnic minorities, but less racism when targets were White. Black participants perceived greater racism when targets were Black rather than Latino; whereas, Latino participants showed the opposite pattern. Study 2 investigated Whites' willingness to perceive racism versus privilege. White participants first indicated their degree of White ingroup favoritism then rated the extent that instances of systemic racism disadvantaged ethnic minorities or advantaged Whites. Ingroup favoritism was negatively associated with racism perceptions, but unassociated with privilege perceptions. Further, Whites who weakly (but not strongly) favored the ingroup were more willing to perceive racism than privilege. Collectively, these findings suggest an identity-relevance component in perceiving systemic racism.

**E171**  
**HANDS OFF: PHYSICAL TOUCH DECREASES POSITIVE OVERCORRECTION BEFORE AND AFTER INTERRACIAL INTERACTIONS**

Sara Driskell<sup>1</sup>, Mary C. Murphy<sup>1</sup>

<sup>1</sup>Indiana University

Previous research on physical touch has highlighted its positive effects within same-race dyads, showing how it can reduce stress responses, engender positivity, and build relationships. The current work tested in one study whether these positive effects can also be found in interracial interactions by examining White participants in same-race and interracial interactions either with or without a touch manipulation (N=119). We found that while White participants in an interracial interaction without touch showed the traditional pattern of positive overcorrection – reporting they liked a Black partner much more than a White one, Whites in an interracial interaction whose task involved touching their partner's hands showed no such effect. While touch increased anxiety and threat regardless of the race of one's interaction partner, touch only reduced liking and positivity toward the Black (not White) partner. Implications for the contact hypothesis and future directions are discussed.

**E172**  
**THE DUAL PROCESS MOTIVATIONAL MODEL TO PREDICT IMPLICIT AND EXPLICIT ETHNIC PREJUDICE IN TURKEY**

Yasin Koc<sup>1</sup>, Joel Anderson<sup>2</sup>

<sup>1</sup>University of Sussex, <sup>2</sup>Australian Catholic University

Kurdish people constitute the largest indigenous ethnic minority in Turkey, and as a result are the targets of prejudice by Turkish people. We used the Dual Process Motivational Model (Duckitt,

2001) to explore patterns of explicit and implicit prejudice against Kurdish people in Turkey. We also explored religious fundamentalism (RF) as a mediator of these prejudice pathways. Turkish college students (N=191) completed measures of explicit (Classical and Modern Racism Scales; Akrami, Ekehammar, & Araya, 2000) and implicit attitudes (Go/No Go Association Task; Nosek & Banaji, 2001). Explicit and implicit attitudes toward Kurds were prevalent and negative. Using SEM analysis, we tested two models of prejudice. In Model 1, SDO uniquely predicted explicit attitudes, and RWA uniquely predicted implicit prejudice. In Model 2, RF mediated the relationship between RWA and modern explicit attitudes. This study provides a thorough investigation of previously unexplored patterns of ethnic prejudice in Turkey.

**E173**  
**CONFRONTING WORKPLACE DISCRIMINATION AND BULLYING: INSPIRING OR IMPRUDENT?**

Leslie Ashburn-Nardo<sup>1</sup>, Michelle R. Hebl<sup>2</sup>, Larry Martinez<sup>3</sup>, Aaron Moss<sup>4</sup>  
<sup>1</sup>Indiana University - Purdue University Indianapolis, <sup>2</sup>Rice University, <sup>3</sup>Pennsylvania State University, <sup>4</sup>Tulane University

Because confrontation is an effective means of reducing discrimination, some researchers have promoted confrontation training as part of workplace diversity education. However, little is known about whether confrontation happens at work and, if so, how it is received. A sample of working adults (N=102) described their experiences witnessing the confrontation of workplace discrimination and bullying. Participants viewed confronters more favorably (courageous, likable) than unfavorably (rude, hypersensitive) and saw confrontation as more positive than negative. They perceived confrontation as an appropriate response from both targets and non-target bystanders and indicated that it is important for non-target bystanders to confront in very assertive, direct ways. Interestingly, the greater the perceived hostility of the recalled confrontation, the more effective and beneficial it was perceived in the short- and long-term and the more influential it was on participants' own intentions to confront similar incidents. Thus, workplace confrontations appear to be more inspiring than imprudent.

**E174**  
**INDEPENDENT OR UNGRATEFUL? CONSEQUENCES OF CONFRONTING PATRONIZING HELP FOR PEOPLE WITH DISABILITIES**

Katie Wang<sup>1</sup>, Arielle Silverman<sup>2</sup>, Jason D. Gwinn<sup>3</sup>, John F. Dovidio<sup>1</sup>

<sup>1</sup>Yale University, <sup>2</sup>University of Washington, <sup>3</sup>University of Colorado, Boulder

People with disabilities routinely face a dilemma in dealing with patronizing help as a form of ablist: While accepting unsolicited assistance may be harmful for its recipients, confronting the helper can lead to negative interpersonal repercussions. Across two studies, participants were presented with a scenario depicting an interaction between a blind target and a sighted pedestrian and asked to evaluate the behaviors of the characters involved. Study 1 showed that, whereas blind participants considered both patronizing and hostile treatment as inappropriate responses to the blind target's request for information, sighted participants saw patronizing help as significantly more appropriate than openly hostile treatment. Study 2 further demonstrated that, among sighted participants, blind targets were viewed as less warm and more rude when confronting benevolent versus hostile discrimination. These findings highlighted the difficulty of confronting patronizing treatment and have important implications for people with disabilities as well as other patronized minorities more generally.

E175

**LAY THEORY OF SOCIAL STATUS INFLUENCE ON PREJUDICE AGAINST RURAL-TO URBAN MIGRANTS: THE MODERATING ROLE OF REALISTIC THREAT**Cui Miao<sup>1</sup><sup>1</sup>*Ningxia University, Beijing Normal University*

Prejudice against rural migrants caused the conflicts between urban citizens and rural migrants in China. Inspired by the theory that lay theory reduce prejudice (Paluck & Green, 2009), we propose that that a) the lay theory (increment vs. entity) of social status can reduce Chinese citizen's prejudice against rural-urban migrants; b) realistic threats moderate the relationship between the lay theory of social status and the prejudice. A survey with 246 participants revealed that citizens with increment theory of social status showed less negative emotion, more positive emotion and had stronger tendency to provide facilitation to rural migrants and weaker tendency to exert harm towards rural migrants than citizens with entity theory of social status. Another survey (N=170) and an experiment (N=96) showed that physical and financial safety threats--- but not group competition threat --- moderate the relation between the lay theory of social status and the behavior tendency.

E176

**RACE-BASED DIFFERENCES IN PERCEPTIONS OF INTERACTION CONTENT**Camille Johnson<sup>1</sup>, Kevin Zabel<sup>2</sup>, Michael Olson<sup>2</sup><sup>1</sup>*San Jose State University, <sup>2</sup>University of Tennessee*

For White individuals, preferences for conversation topics differ by partner race. This research furthers this research and explores how topics are perceived and race differences in those perceptions. A conceptual model of intergroup interaction content is proposed in which perceptions of conversation topics can be distilled into three dimensions (intimacy, valence, and controversy). Two studies provide evidence that both Black and White individuals' perceptions of interaction content can be reduced to these dimensions. In addition, although perceptions are similarly structured for Black and White individuals, race-based differences in perceptions of where a topic falls on these dimensions exist. Study 1 used experimenter-generated topics and Study 2 used self-generated topics. Across both studies, both groups viewed race-related content as more controversial, but Black individuals found race-related topics to be more predictable and enjoyable to discuss. Overall, Black individuals also found interaction content more controversial, race-related, enjoyable, and predictable than White individuals.

E177

**LONGITUDINAL INTERGROUP CONTACT MODEL COMPARISON AT THE MULTICULTURAL HIGH SCHOOL UNITED WORLD COLLEGE RED CROSS NORDIC**Eva Susanne B. Gabrielsen<sup>1</sup><sup>1</sup>*University of Minnesota*

This three-year longitudinal field study evaluated UWC Red Cross Nordic's multicultural peace education program by assessing changes in students' intergroup bias (negative outgroup emotions, desire for social distance, and generalized ethnocentrism). Three established social-psychological models of intergroup contact - the contact hypothesis, the intergroup contact model, and the common ingroup identity model - were compared and contrasted with data-driven linear mixed-effects models to determine which model was the best fit for the current sample. Longitudinally, 272 (surveys) plus 26 (interviews) students and cross-sectionally 256 alumni (surveys) representing 94 countries participated. Over time, participants evidenced non-significant decreases in intergroup bias, best predicted by the data-driven intergroup contact model, though the particular covariates differed across outcomes (equal status, common goals, intergroup cooperation, acquaintance potential, intergroup salience). Findings corroborated by alumni data. Age,

religiosity, and political orientation significantly affected outcomes. Content analyses of interviews suggested regressions toward the mean in terms of trust and empathy.

E178

**IMMORAL INTERGROUP RELATIONS AND OUTGROUP INFRA-HUMANIZATION**Ana F. Louceiro<sup>1</sup>, Maria Paola Paladino<sup>2</sup>, Sven Waldzus<sup>1</sup><sup>1</sup>*University Institute of Lisbon, <sup>2</sup>University of Trento*

Outgroup infra-humanization is the tendency to attribute uniquely human characteristics (those that differentiate humans from animals) to a less extent to outgroup than ingroup members. In this study we investigated whether participation in immoral relations with high or low status outgroups reduces the degree to which these are infra-humanized. Participants (N=120) were presented with a description of an immoral relationship between Italy (i.e. the ingroup) and the Netherlands (i.e. high status outgroup) or Ireland (i.e. low status outgroup) or between the two outgroups. Results showed that the high status outgroup is not infra-humanized, regardless of participating in an immoral relation with the ingroup. The low status outgroup is only infra-humanized when participating in an immoral relation with the ingroup. When the ingroup does not participate in the immoral relation, neither high status nor low status outgroups are infra-humanized. The role of immoral intergroup relations in outgroup infra-humanization is further discussed.

E179

**WHITES' STATUS LEGITIMIZING BELIEFS PREDICT LATINO-WHITE INTERRACIAL INTERACTION OUTCOMES**Arianne E. Eason<sup>1</sup>, Cheryl R. Kaiser<sup>1</sup><sup>1</sup>*University of Washington*

Latino Americans are the largest and fastest growing racial minority group currently within the US, and they are frequently targeted by discrimination. However, the dynamics of Latino-White interracial dyads have been largely unexplored in social psychology. This study investigated whether Whites' status legitimizing beliefs (e.g., meritocracy beliefs, and beliefs that status systems are permeable), shape the experiences of their Latino interaction partners. Latino-White dyads (N = 54 dyads) had a videotaped 10-minute interaction, and naive coders then evaluated the friendliness of each partner. When Latinos interacted with Whites who more strongly endorsed status legitimizing beliefs, they subsequently experienced decreased state self-esteem and they were rated as more verbally friendly toward their partner. Findings suggest that Whites' status legitimizing beliefs are threatening to Latinos, but that Latinos respond to that threat by engaging in compensatory behavior, possibly to facilitate a smooth interaction.

E180

**ACETAMINOPHEN BLUNTS INTERGROUP BIAS IN MENTAL REPRESENTATIONS OF FACES**Kyle G. Ratner<sup>1</sup>, Baldwin M. Way<sup>2</sup><sup>1</sup>*University of California, Santa Barbara, <sup>2</sup>The Ohio State University*

Fifty million Americans take acetaminophen each week, making it the most commonly used medication. Although it is generally used for pain relief, emerging research suggests that it also has influences on psychological and emotional reactions. The current research was designed to examine influences of acetaminophen on intergroup perception. In this talk, we present two studies (N= 285). One study highlights how a new method called reverse correlation image classification can be used to visualize biased mental representations of ingroup and outgroup faces. In our second study, we present data from a double-blind, placebo controlled study showing that participants given acetaminophen vs placebo demonstrate less intergroup bias in these facial representations. Our work provides preliminary evidence suggesting that acetaminophen influences intergroup responses. Further work will be necessary to fully

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characterize the effects of this widely used drug on social behavior and society.

**E181**  
**INTERGROUP CONTACT AMONG MAJORITY AND MINORITY MEMBERS: LONGITUDINAL EFFECTS**

Loris Vezzali<sup>1</sup>, Dino Giovannini<sup>1</sup>, Dora Capozza<sup>2</sup>, Elena Trifiletti<sup>3</sup>, Laura De Zorzi Poggioli<sup>1</sup>

<sup>1</sup>University of Modena and Reggio Emilia, <sup>2</sup>University of Padova, <sup>3</sup>University of Verona

Correlational evidence suggests that increasing level of positive and frequent contact are associated with more positive implicit attitudes; no study to date has examined the longitudinal consequences of contact on implicit prejudice. To address this gap, we conducted one field study among high-school students in Italy. Italian and immigrant (N = 311) first-years from five high-schools completed a questionnaire at the beginning of their first year (T1), and at the end of their first (T2), second (T3) and third (T4) year. They also completed a single-target IAT with the computer. Results revealed that T1 contact quantity improved outgroup stereotypes (T4) via reduced anxiety. Since data for implicit attitudes were collected only in three schools, the final sample size is of 119 participants. Results revealed that the interaction between quantity and quality of contact at T1 improved implicit attitudes at T4. Group status had no moderation effects.

**E182**  
**MOTIVATIONS FOR RESPONDING WITHOUT PREJUDICE PREDICT DEPLETION, EXPECTATIONS, AND CONCERNS IN INTERRACIAL SITUATIONS**

Emily L. Dix<sup>1</sup>, Patricia G. Devine<sup>1</sup>

<sup>1</sup>University of Wisconsin at Madison

Two studies examined how non-Black participants' experiences in interracial situations differ depending on why they are motivated to respond without prejudice. We studied people high on external motivation (motivation to respond without prejudice to avoid social sanction) who varied on internal motivation (motivation to respond without prejudice because it is personally important). In Study 1 (N=54), although interracial interactions were cognitively depleting for all high-external people, only those also low on internal motivation appeared prejudiced to the Black interviewer and were perceived to "hold back" their true opinions. Study 2 (N=74) assessed possible antecedents of these negative outcomes. When imagining an interracial discussion, high-external/low-internal participants reported more negative expectations about the Black partner's response and greater concern about negative consequences for themselves than did high-external/high-internal participants. These studies begin to unpack how combinations of external and internal motivations to respond without prejudice influence the quality and course of interracial interactions.

**E183**  
**OVERCOMING THE CULTURAL DIVIDE WITH SOCIAL CONNECTION AND CHOICE OF SOCIAL REFERENT**

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<sup>1</sup>Memorial University of Newfoundland, <sup>2</sup>Tyndale University College, <sup>3</sup>University of Waterloo

Across three studies, participants were introduced to an ostensible outgroup target with whom they either shared interests (socially connected) or did not (not socially connected). Participants were then instructed to think how the target was like the self (self-referent), or how the self was like the target (other-referent). Although a main effect of being socially connected increased perceived overlap between self and target, those in the connected and self-referent condition were more likely to project their personality onto the target (Study 1), expressed low distress after exposure to a different out-group target experiencing racism (Study 2), and were less friendly and interested in the other's culture in an

online interaction (Study 3). Those in the connected and other-referent condition engaged in less personality projection, showed increased distress after racism, and friendlier behavior. These results suggest that choice of referent is a critical moderator for understanding and improving intergroup contact effects.

**E184**  
**CONFLICT RESOLUTION AND RECONCILIATION FROM VICTIM AND PERPETRATOR PERSPECTIVE: HOW INGROUP VICTIMIZATION AND INGROUP TRANSGRESSIONS SHAPE PEOPLE'S WILLINGNESS TO RECONCILE THROUGH DEMANDS FOR RETRIBUTIVE AND RESTORATIVE JUSTICE, AND SUPPORT FOR FUTURE VIOLENCE**

Mengyao Li<sup>1</sup>, Bernhard Leidner<sup>1</sup>, Nebojša Petrović<sup>2</sup>, Seyed Nima Orazani<sup>1</sup>, Mostafa Salari Rad<sup>3</sup>

<sup>1</sup>University of Massachusetts Amherst, <sup>2</sup>University of Belgrade, <sup>3</sup>New School for Social Research

Four experiments (N = 960) examined people's responses to intergroup violence either committed or suffered by their ingroup. Experiment 1 demonstrated that Serbs who strongly glorified Serbia were more supportive of future violence against, and less willing to reconcile with, Bosniaks after reading about Serbian victimization by Bosniaks rather than Serbian transgressions against Bosniaks. Replicating these effects with Americans in context of American-Iranian tensions, Experiment 2 further showed that demands for retributive and restorative justice, respectively, explained why high glorifying victims reacted this way and low glorifying victims did not. Extending these findings to lower-power groups, and in line with the inertia effect found among such groups, Experiment 3 revealed that when being victim rather than transgressor, Iranians' increased demands for retributive justice translated into decreased, not increased, support for future violence. Experiment 4 demonstrated that learning about post-conflict international criminal tribunals eliminated the reactions strongly glorifying victims otherwise showed.

**E186**  
**WHAT ARE THE NAMES OF YOUR GROUP AND THE ENEMY'S GROUP?: LABELING IN INTERGROUP CONFLICTS**

Tsukasa Teraguchi<sup>1</sup>, Naoki Kugihara<sup>1</sup>

<sup>1</sup>Osaka University

This study investigated whether aggressors positively label themselves or negatively label victims when they attempt to attack victims. Previous studies have only investigated the effect of negatively labeling victims on aggressors' behavior and others' evaluations of aggressors; no study has examined whether aggressors typically use a labeling strategy when they attempt to attack victims. To examine this, we conducted an experiment using a task similar to the dictator game. The results suggested that when aggressors knew they had the opportunity and intended to attack victims, the more positive the name they tended to give their own team compared to their enemy's team. However, this study did not elucidate the kinds of labeling strategies people prefer. Therefore, future studies should investigate the situations in which people use negative labeling or positive labeling strategies.

**E187**  
**WHAT IS EXTENDED CONTACT (OR WHAT SHOULD IT BE)?**

Shelly Zhou<sup>1</sup>, Elizabeth Page-Gould<sup>1</sup>, Arthur Aron<sup>2</sup>

<sup>1</sup>University of Toronto, <sup>2</sup>University of California Berkeley

According to the extended contact hypothesis, knowing about the cross-group friendships of other in-group members improves attitudes towards the out-group to which the friend belongs. Most research on extended contact has defined it as the number of in-group members with out-group friends. However, there is no

evidence that this de facto definition is actually better than its alternatives. So, we aimed to compare the efficacy of this definition with others across two studies. The first was a meta-analytic moderator test of 55 studies on extended contact. The second was a social network survey that asked demographic information about participants' friends and these friends' friends. Preliminary results suggest that the relationship between extended contact and intergroup attitudes does not differ across the definitions tested. These results do not support the superiority of how extended contact has been defined in the literature and suggests that other definitions should also be explored.

## Judgment/Decision-Making

E188

### NUMERICAL ANCHORS AND PHYSICAL JUDGMENTS

Sarah Coe-Odess<sup>1</sup>, Nathan N. Cheek<sup>1</sup>, Barry Schwartz<sup>1</sup>

<sup>1</sup>*Swarthmore College*

The anchoring-and-adjustment heuristic (Tversky & Kahneman, 1974) has received substantial attention from researchers. Little research, however, has examined how anchors influence psychophysical judgments (e.g., judgments of weight). Recently, Leboeuf and Shafir (2006) showed that physical anchors influence physical judgments; when participants had to make a cup weigh six ounces by adding or removing pennies, those who began with a 12-ounce cup ended up with heavier cups than did those who began with an empty cup. Although this study provides preliminary evidence that psychophysical judgments are susceptible to anchors, no study has applied the standard anchoring paradigm used by Tversky and Kahneman to this type of judgment. We conducted a study ( $N = 142$ ) to test the hypothesis that numerical anchors influence judgments of numerosity and weight. Results supported our hypothesis: participants exposed to high anchors made higher judgments of both numerosity and weight than did participants exposed to low anchors.

E189

### COMPARING OUR HEALTH: HOW DO BELIEFS ABOUT OTHERS INFLUENCE OUR JUDGMENTS?

Karen L. Melrose<sup>1</sup>, Gordon D.A. Brown<sup>1</sup>, Alex M. Wood<sup>2</sup>

<sup>1</sup>*University of Warwick*, <sup>2</sup>*University of Stirling*

This questionnaire-based study ( $n = 200$ ) examined the extent to which people compare their health to that of others when making health-related judgments and how these comparisons are made. Results provided evidence that participants did, in part, judge the severity of three recently experienced symptoms based on how their experience of the symptoms (how frequently they were experienced) compared to other people's experiences. They did so not by comparing their symptom experience to the average experience of other people (as is often assumed by social comparison theories) but by using rank-based strategies. Symptom severity was significantly predicted by where participants believed their experience of symptoms ranked in comparison to other people's experiences. Beliefs about others varied greatly suggesting that people may be making inaccurate judgments about their health if they are using social comparison to do so. This may then lead to incorrect judgments about appropriate help seeking behaviors.

E190

### VALIDATION OF THE PROFESSIONAL DECISION-MAKING IN RESEARCH MEASURE (PDR)

James M. DuBois<sup>1</sup>, John T. Chibnall<sup>2</sup>, Jillon Vander Wal<sup>2</sup>, Raymond Tait<sup>2</sup>

<sup>1</sup>*Washington University School of Medicine*, <sup>2</sup>*Saint Louis University*

We developed parallel forms of the Professional Decision-Making in Research Measure (PDR), each with 16 vignette items that present diverse challenges to professionalism and integrity in research. Participants identify the 2 of 6 options they would be most likely to

choose if they found themselves in the situation described. Options are coded as more or less professionally effective insofar as they are consistent with the use of professional decision-making strategies that have been validated in the literature. The PDR was administered online to 300 federally funded independent investigators and trainees with a battery of validation measures. The PDR demonstrated good parallel form reliability,  $r(0.70, p < .01)$  and good variance (range 4 - 32,  $M = 26.37$ ,  $SD = 4.57$ ). The PDR was not significantly correlated with social desirability; it was significantly correlated with all convergent validity measures as predicted using an alpha of  $p < .01$ : moral disengagement ( $r = -.32$ ), cynicism ( $r = -.26$ ), and narcissism ( $r = -.15$ ).

E192

### SHARED ALTERNATIVE REALITY

Hyeman Choi<sup>1</sup>, Keith D Markman<sup>1</sup>

<sup>1</sup>*Ohio University*

This study investigated whether social others can influence the content of counterfactuals (i.e., thoughts of what might have been). In two studies ( $N_{total} = 110$ ), participants listed counterfactuals after reading a scenario about an attempted crime. In study 1 ( $N = 63$ ), half of participants were further told that they will be discussing counterfactuals with other participants. Participants then indicated how easy it was to generate counterfactuals and how close the alternative outcome came to actually happening (i.e., proximity). Results showed that participants who expected (vs. did not expect) the group discussion felt easier to generate counterfactuals. In study 2 ( $N = 47$ ), participants either discussed counterfactuals during an actual group discussion or generated counterfactuals individually. Results showed that the proximity rating was higher for participants in the group (vs. individual) condition. Thus, it appears that the social representation of mental simulation can be different from individually held imagination.

E193

### SCARCITY IN NEGOTIATION: WHEN LESS IS MORE

Yoo Kyoung Kim<sup>1</sup>, Peter Carnevele<sup>1</sup>

<sup>1</sup>*University of Southern California*

Scarce resources are often a feature of political and organizational conflicts yet we know little about how scarcity influences negotiation. In this study, we tested the counterintuitive hypothesis that scarcity can facilitate optimal, mutually beneficial agreements. We had 106 university students and mechanical turk users engage in a computer-controlled negotiation while role-playing a department-store manager who needed to acquire items from a vendor to sell at their store. Results showed that negotiators who needed a scarce resource (vegetables for a restaurant) were more likely to adopt logrolling, a negotiation tactic that can satisfy both parties' aspirations; that is, they held firm on scarce items and conceded on what was not scarce thus providing what each side needed for agreement.

E194

### DIVERGENT RESPONSES TO POLICIES THAT CONSTRAIN FREEDOM IN THE NEAR AND DISTANT FUTURE

Nathaniel Nakashima<sup>1</sup>, David Daniels<sup>1</sup>, Kristin Laurin<sup>1</sup>

<sup>1</sup>*Stanford University*

How do people respond to restrictive policies that are set to be implemented sooner versus later? Although past research suggests that people rationalize - or view especially positively - restrictions that are close to being implemented, we find the opposite. In Study 1, participants read about a policy that would reduce nighttime speed limits, and supported it less when it was set to come into effect in the near future, compared to the distant future. In Study 2, participants read about a plan to limit the number of surveys they could take on Mechanical Turk; frequent survey takers supported the policy less when it was set to come into effect in the near future, compared to the distant future. In Study 3, we find that this happens because the abruptness of restrictive policies slated for

implementation sooner than later leads people to think steps will be taken to prevent them.

**E195  
PEOPLE UNDERESTIMATE THE VALUE OF PERSISTENCE FOR  
CREATIVE PERFORMANCE**

**Brian Lucas<sup>1</sup>, Loran Nordgren<sup>1</sup>**  
<sup>1</sup>*Northwestern University*

Persistence is the act of continuing to invest effort toward a task or goal. Persistence is central in theoretical and anecdotal accounts of creativity but little is known about whether people appreciate the role of persistence in everyday creative performance. The attributes of creative thought—associative, non-linear, limited conscious access—lead idea generation to feel inherently disfluent. Because fluency cues shape evaluative judgments, we predicted that people systematically underestimate the value of persisting in creative tasks. In Study 1 people underestimated how productive they would be as a result of persisting on a range of creative tasks. This effect was attenuated in non-creative tasks. Cognitive disfluency experienced during initial idea generation explained this effect (measured in Study 2, manipulated in Study 3) and predicted the decision to forgo an opportunity to persist, resulting in lower financial performance (Study 4). People underappreciate and underutilize persistence in everyday creative problem-solving.

**E196  
BROADEN THE FRAME**

**Raegan J Tennant<sup>1</sup>, Richard H. Thaler<sup>1</sup>**  
<sup>1</sup>*Chicago Booth*

“Son, have you considered your options?” Although sons may beg to differ, this avuncular inquiry is a useful prompt to broaden the decision frame. The present research proposes broadening the decision frame should improve decision accuracy and provides four empirical tests that support and elaborate on this hypothesis. In one study, 128 mturk workers (70 females, Mage = 37.19, SD = 11.35) were recruited to participate in a study and were randomly assigned to one of two conditions: broaden frame (BF) or just guess (JG). Participants answered several cognitive reflection test (CRT) questions (Frederick, 2005). Consistent with the hypothesis, the BF manipulation improved accuracy for all of the CRT questions. Another study, which presented participants with a color aficionado test, also found that broadening the frame significantly improved decision accuracy. Two additional studies further specify the benefits of broadening the frame by identifying a boundary condition for the established effect.

**E197  
THE ENDOWMENT EFFECT FOR EXPERIENCES**

**LI JIANG<sup>1</sup>, Sanjay Sood<sup>1</sup>**  
<sup>1</sup>*University of California at Los Angeles*

In this paper we show the endowment effect for experiences is greater than that for material products. The differences in the endowment effect arise because when sellers give up their unconsumed experiences (e.g. concert ticket, vs. material products, ultimate CD collection), experiences elicit more mental imagery processing. However, there is no difference in mental imagery processing between experiences and material products when buyers acquire the products. We first show sellers’ willingness to accept (WTA), but not buyers’ willingness to pay (WTP), for experiences was greater than material products (study 1). Next we provide evidence for the mechanism. Mental imagery mediates the effect of product type on WTA but not on WTP (study 2). Prompting participants to form mental imagery exacerbates the endowment effect for experiences, but not for material products (study 3). Finally we discuss theoretical implications related to loss aversion and managerial implications for marketing managers.

**E198  
TIME FLIES WITH UNPREDICTABILITY: TIME PASSES FASTER  
WHEN YOU CANNOT PREDICT WHEN AND WHAT TO HAPPEN NEXT**

**Xiaoqian Li<sup>1</sup>, Michael Häfner<sup>1</sup>, Gün Semin<sup>1</sup>**  
<sup>1</sup>*Utrecht University*

Across two experiments, we investigated how unpredictability influenced people’s judgments of the speed of time (i.e., how fast time is passing). Specifically, we investigated two types of unpredictability, temporal and content unpredictability. Temporal unpredictability happens in situations when people cannot predict when the events would happen, whereas content unpredictability happens in situations when people cannot predict what events would happen. In Experiment 1, we manipulated temporal unpredictability by sequentially presenting stimuli at irregular intervals (vs. irregular intervals). In Experiment 2, we manipulated content unpredictability by sequentially presenting visually different stimuli (vs. the same stimuli). In both experiments, we found that time was judged as passing faster when unpredictable stimuli were presented. Moreover, in Experiment 1 this effect was moderated by the number of stimuli – it only appeared when few stimuli were presented. The effect will be discussed in terms of an attentional model of time perception.

**E199  
I WON (AS FAR AS I CAN REMEMBER)! BROAD IMPLICATIONS  
OF THE INCONGRUITY EFFECT**

**Collin T. Scarince<sup>1</sup>, Michael Hout<sup>1</sup>**  
<sup>1</sup>*New Mexico State University*

Two studies explored how people’s memory for their performance on a card game was affected by the expected difficulty of the game and their various personality characteristics. Over 300 people participated; half were led to believe the game was more difficult to win than other casino games, and half believed it was easier. They also completed a short questionnaire regarding attitudes toward the game and the Brief Sensation Seeking Scale (in addition to basic demographics). In Experiment 1, participants then completed a surprise memory task that involved estimating the frequency of wins, losses and ties. Participants overestimated how often they won, underestimated how often they tied and were accurate on how often they lost. Betting was related to sensation seeking and expectancy. In Experiment 2, we substituted a recognition memory task and found that people again had poorer memory for trials that resulted in ties, relative to wins or losses.

**E200  
THE BOUNDARIES OF TIME BIAS: TRADEOFFS BETWEEN  
PREFERENCES OF PAIN IN THE PAST AND FUTURE**

**Kaushal R. Addanki<sup>1</sup>, Natalie Wheeler<sup>1</sup>, Eugene Caruso<sup>1</sup>**  
<sup>1</sup>*University of Chicago*

Though people typically prefer less pain to more pain, we find that this preference depends on the timing of the pain. Across two studies, people preferred to have experienced pain in the past rather than to experience identical pain in the future, and were even willing to incur a greater amount of past pain to avoid a smaller amount of future pain. In Study 1, 90% of participants preferred having a painful 2-hour surgery in the past compared to an identical surgery in the future. 60% of these participants preferred a 2-hour future surgery when the past surgery was longer, with the average tradeoff point being 5.5 hours of past pain. In Study 2, participants showed weaker preference for past pain when making judgments for a hypothetical stranger (only 65% preferred past pain), and the more similar participants felt to the stranger, the stronger their preference was for past pain.

E201

**ESTIMATING HEALTH RISKS: THE ROLES OF NUMERACY, WORRY AND SELF-OTHER OVERLAP**Lindsay A. Kennedy<sup>1</sup>, Taylor O. Brumelow<sup>1</sup><sup>1</sup>*Hendrix College*

Most research on the relationship between risk estimates and numeracy—the ability to make sense of numbers—has focused on other-focused risk estimates; less is known about numeracy and personal risk estimates. Recent research demonstrated that, while numeracy predicted risk estimates for the average American, it did not predict risk estimates for the self; instead, worry was predictive of self-focused risk estimates (Kennedy & Brumelow, in preparation). The current study builds upon these findings by measuring risk estimates for differing levels of self-other overlap. Participants were provided health statistics and estimated risk for themselves, a best friend, a neighbor or coworker, and the average American. While worry predicted risk estimates at every level, numeracy only significantly predicted risk estimates for the average American; numeracy marginally predicted risk estimates for a best friend and a neighbor or coworker and did not predict risk estimates for the self. Implications are discussed.

E202

**NOT MERELY INTUITION: UNCONSCIOUS THOUGHT CAN BE RATIONAL**Katie E. Garrison<sup>1</sup>, Ian M. Handley<sup>1</sup><sup>1</sup>*Montana State University*

The Unconscious-Thought Effect (UTE) occurs when individuals make superior judgments after they are distracted from consciously thinking about information, as opposed to thinking consciously or making judgments immediately. This effect arguably results from unconscious thinking during the distraction, but some researchers argue that experiential processes are responsible because they are good at making global-level assessments. Two experiments tested whether unconscious thinking is compatible with rational processes, and not merely experiential ones. In Experiment 1, participants were manipulated into either an experiential or rational mindset, received complex information, then thought unconsciously or consciously. Participants formed the best judgments when they thought unconsciously and were in a rational mindset. In Experiment 2, participants were exposed to a problem-solving task that required rational processing, then reported solutions after a period of unconscious, conscious, or no thought. The UTE emerged in the rational task, indicating that unconscious thought is not redundant with experiential processes.

E203

**THE DOWNSIDE OF STRAIGHT A'S: EFFORT PERCEPTIONS EXPLAIN THE PREFERENCE FOR IMPROVEMENT OVER CONSISTENT STRONG PERFORMANCE**Monica El Gamal<sup>1</sup>, Roger Buehler<sup>1</sup><sup>1</sup>*Wilfrid Laurier University*

People sometimes prefer improvement (e.g., a student's GPA increasing from a B to an A) over consistent high performance (straight A's) in others (ElGamal & Buehler, 2014). We examine this phenomenon further and propose a mediating role of effort perceptions. Specifically, people use improvement as a heuristic for effort, and hence devalue the amount of effort underlying consistent strong performance. This can result in an overall preference for improvement over consistent strong performance. Three studies support these hypotheses. Study 1 demonstrates the improvement-effort association by showing that participants mention effort more frequently when supporting the profile of an improved (vs. a consistently-strong) candidate for an award. In Study 2, participants rated an employee showing improvement as more deserving of promotion than one whose performance has been consistently strong. These judgments were explained by effort perceptions.

Study 3 suggests that ambiguity in decision contexts increases the use of the improvement-effort heuristic.

E204

**DO YOU TRUST OR DISTRUST ME? THE ROLE OF POWER IN ASSESSING OTHERS' TRUST AND DISTRUST**Laura M. Giurge<sup>1</sup>, Marius van Dijke<sup>1</sup>, David De Cremer<sup>2</sup>, Xue Zheng<sup>1</sup><sup>1</sup>*Erasmus University at Rotterdam*, <sup>2</sup>*Cambridge University*

Power is seen as a crucial element in relation to trust (Tomlinson, 2005) yet little is known about the role of power in shaping feelings of being trusted, or even more so, in shaping feelings of being distrusted. Applying the Approach-Inhibition theory of power (Keltner, Gruenfeld, & Anderson, 2003) to the interpersonal domain we examine individuals' easiness of assessing whether they are trusted or distrusted by their interaction partner. Across three studies with different samples (students and employees) we explore and mainly find that it is easier to feel trusted when interacting with low power people whereas it is easier to feel distrusted when interacting with high power people. We further examine the role of one's own sense of power (or lack thereof) for explaining such differences in trust/distrust.

E205

**THROUGH MY OWN EYES: SIMILARITY MODERATES THE EFFECTS OF PERSPECTIVE-TAKING ON DECISION-MAKING**Ellen O'Malley<sup>1</sup><sup>1</sup>*State University of New York at Albany*

This study investigated the idea that taking the perspective of a similar rather than dissimilar other may nullify or even reverse the conventionally positive effects of perspective-taking on decision-making. Participants were given bogus feedback that indicated either high or low similarity to an assigned partner. Participants then completed a delay discounting task for themselves, and on behalf of their partner. Results indicated that participants taking the perspective of a similar other made parallel decisions for the self and other, and were slightly more impulsive when making decisions for their partner. Conversely, participants taking the perspective of a dissimilar other made more discrepant decisions for the self and other, and were less impulsive when making decisions for their partner. Thus, adopting the perspective of a similar other which maintains rather than broadens one's own perspective likely represents a specific condition under which perspective-taking may have negative effects.

E206

**THE COMPANY WE KEEP: MEMORY DRIVEN BIASES IN SOCIAL-ECONOMIC DECISION MAKING**Joel E. Martinez<sup>1</sup>, Michael L. Mack<sup>1</sup>, Alison R. Preston<sup>1</sup><sup>1</sup>*University of Texas at Austin*

An individual's reputation and group membership can produce automatic judgments and behaviors toward that individual. Whether an individual's social reputation transfers to associated others has yet to be demonstrated. We tested the hypothesis that during interactions with others, existing knowledge of our partners' social network guides our behavior toward them. Participants learned reputations (cooperative, defective, or equal mix) for virtual players through an iterated Prisoner's Dilemma (PD). Then, participants learned one novel friend for each player under the guise of a different experimental goal. The critical question was how participants treated the friends in a single shot PD after the friend learning phase. Participants tended to cooperate with friends of cooperators and defect on friends of defectors, suggesting that reputation transfers. Interestingly, participants' predictions of the friends' future behavior showed no such bias, suggesting that when faced with risky social decisions, memories of social connections implicitly influence behavior.

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E207

**VALUES MATTER: LEADERS' USE OF MORAL JUSTIFICATIONS INCREASES POLICY SUPPORT**Alex B. Van Zant<sup>1</sup>, Don A. Moore<sup>1</sup>, Philip E. Tetlock<sup>2</sup><sup>1</sup>University of California at Berkeley, <sup>2</sup>University of Pennsylvania

We investigate whether leaders using moral frames (justifications based on moral values) elicit more support for their policies than those using pragmatic frames (justifications based on economic benefits). Across three experiments, we hold constant leaders' policies and manipulate their choice of frame. In Experiment 1 (N = 385), we find that across six different policies, moral policy frames elicit more policy support than pragmatic frames ( $p = .002$ ). This effect was mediated by perceptions of leaders' moral character. Experiment 2 (N = 262) reveals that whereas leaders' choice of public frame does not influence policy support, they generate more policy support when privately motivated by morality as opposed to pragmatism ( $p < .001$ ). In Experiment 3 (N = 371), we document an additional benefit of moral policy frames relative to pragmatic frames: They allow leaders to mitigate the moral outrage generated by renegeing on a policy ( $p = .01$ ).

E208

**ARE EXPERIENCED TEACHERS THE BETTER JUDGES OF STUDENTS' CHARACTERISTICS BASED ON THIN SLICES OF BEHAVIOR?**Caroline V. Wahle<sup>1</sup>, Anna-Katharina Praetorius<sup>2</sup>, Katrin Hochdörffer<sup>1</sup><sup>1</sup>University of Koblenz-Landau, <sup>2</sup>University of Augsburg

Many decisions in our lives are derived from judgments in situations of minimal interactions. In the case of teachers, judgments of student characteristics play a vital role in their day-to-day teaching decisions. However, the accuracy of teacher judgments has only been investigated following longer periods of student-teacher interactions. Assuming that first impressions of teachers can influence essential teaching decisions, we compared the degree to which pre-service teachers ( $n=46$ ), experienced teachers ( $n=49$ ) and people unrelated to the field ( $n=53$ ) judge student characteristics accurately. Based on the thin-slices of behavior approach, student videos of 30-seconds length were used as targets. After watching each video, students' academic self-concept and motivation were judged. The Pearson product-moment correlation between self and other ratings was used for the evaluation of judgment accuracy. The results indicate that teaching experience only plays a minor role for the accurate judgment of student characteristics based on thin slices of behavior.

E209

**PERCEPTIONS OF MORALITY AND COMPETENCY IN GENUINE SELF-ENHANCEMENT BIAS**Patrick R. Heck<sup>1</sup>, Joachim I. Krueger<sup>1</sup><sup>1</sup>Brown University

Past research on social judgments of explicit self-enhancing behavior has shown that perceivers often condemn confident, self-favoring others. However, this research fails to discriminate between those who accurately see themselves as above average and those who claim to be above average but objectively are not. Participants (N = 189) were asked to rate four target individuals who were described as both performing above (below) average on an objective intelligence or morality test and self-assessing as having performed better (worse) than others. Ratings made across dimensions of competency and morality demonstrated that participants condemned inaccurate, truly biased self-enhancers while praising those who were justifiably self-favoring. Thus, social perceivers appear to take into account the accuracy of others' self-perceptions when making judgments of them. We conclude that distinguishing between accuracy and inaccuracy in self-favoring assessments is essential to continued research on self-enhancement outcomes.

E210

**WHO CHOKES UNDER PRESSURE? THE BIG FIVE PERSONALITY TRAITS AND DECISION-MAKING UNDER PRESSURE**Crina Silasi-Mansat<sup>1</sup>, Kaileigh Byrne<sup>1</sup>, Darrell Worthy<sup>1</sup><sup>1</sup>Texas A&M University

There is a large literature on "choking" under pressure, yet much of it has been aimed at group, rather than individual differences. The current study examined whether the Big Five personality factors predict who thrives or chokes under pressure during a dynamic decision-making task that required participants to learn an optimal strategy. Decision-making performance was tested under social (Experiment 1, N = 127) and combined social and time pressures (Experiment 2, N = 65). In both experiments, regression analyses showed that neuroticism interacted with pressure condition, such that neuroticism was a negative predictor of decision-making performance under high but not low pressure. Interestingly, agreeableness followed the same trend. These results suggest that people high in neuroticism or agreeableness are more likely to "choke" when making decisions under high social and time pressure. These findings may help leaders, coaches, or managers identify who is likely to thrive in high-stakes decision-making situations.

E211

**THE INFLUENCE OF THE "WAR ON CANCER" METAPHOR ON ILLNESS PERCEPTION AND TREATMENT DECISION**Ann M. Shangraw<sup>1</sup>, Robert M. Adelman<sup>1</sup>, Virginia S.Y. Kwan<sup>1</sup><sup>1</sup>Arizona State University

This research examines whether the "War on Cancer" metaphor promotes unintended consequences. While molecular tests have advanced the treatment of melanoma, their test results require up to weeks of turnaround time. Patients often face the dilemma to take traditional chemotherapy immediately after diagnosis or wait for the test results. The war metaphor may increase the perception of cancer as an acute disease and preferences for timely and aggressive treatment. 253 undergraduates were either primed with a subtle cue of "War on Cancer" or assigned to a no-prime condition, then read a scenario about a patient diagnosed with melanoma. Compared to participants in the no-prime condition, participants exposed to the war metaphor were more likely to (a) view melanoma as an acute disease, (b) choose chemotherapy over molecular tests, and (c) prefer more aggressive treatment. These findings illustrate the unintended consequences of the seemingly motivational slogan of cancer.

E212

**DIFFERENTIAL INFORMATION USE FOR NEAR AND DISTANT CANCER SCREENING DECISIONS**Amber M. Sanchez<sup>1</sup>, Alison Ledgerwood<sup>2</sup>, Cheryl J. Waksalak<sup>3</sup><sup>1</sup>University of California, Davis, <sup>2</sup>University of California, Davis, <sup>3</sup>USC Marshall School of Business

Although medical research findings have become increasingly available to the public, people often ignore these findings in favor of lay theories and individual stories when making important health decisions. This research examines when people actually use research-based health information and ways to increase its use for important health behaviors. Three studies suggest that psychological distance increases the use of research-based information (vs. individual accounts) in the context of cancer screening decisions. Studies 1 and 2 showed that participant's decisions about how frequently to screen for breast and cervical cancer more strongly reflected research-based guidelines when making decisions about a distant (vs. near) future appointment,  $ps < .05$ . Study 3 found that a simple, distance-based intervention (considering a schedule for the next 10 years before making a decision for an upcoming appointment) had a comparable effect,  $\chi^2(99) = 7.62, p = .008$ . Implications for construal level theory and decision-making are discussed.

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**FUTURE EVENT IMAGINE TRAINING DECREASES DELAY DISCOUNTING AMONG INTERNET ADDICTS AND CONTROL PEOPLE**li hongxia<sup>1</sup>, jin shenghua<sup>1</sup><sup>1</sup>Beijing Normal University

Excessive delay discounting rates has been observed in a variety of addictive disorders. We recruited 40 internet addicts and 39 control people to participate in this study and assigned into either the future image training group or control training group. Delay discounting rates of internet addicts and normal users significantly decreased after the future image training program. We also found that the delay discounting rate of last training significantly lower than the first training under the future image training condition but was unchanged under the control training condition. Moreover, we detected that the score of internet addicts after the last training significantly lower than after the first training but was unchanged under the control training condition. To our knowledge, the current study is the first research showing that the future image training decreases delay discounting and effectively reduces the degree of internet addiction.

E215

**WHAT ABOUT MY FRIENDS? INDIVIDUALS' PERCEPTIONS OF PREVALENCE OF SEXUALLY TRANSMITTED INFECTIONS ACROSS SOCIAL GROUPS AND THEIR RELATION TO CONDOM USE INTENTIONS**Sydney M. Loewen<sup>1</sup>, Anna V. Song<sup>1</sup><sup>1</sup>University of California at Merced

Sexually transmitted infections (STIs) remain a public health threat. Despite health communication efforts focusing on national prevalence statistics, past research on college students suggest that perceptions of prevalence (PP) for STIs vary by social group and that proximal groups are related to intentions to use condoms. The current study sought to replicate these findings in a national sample of 1,040 U.S. adults. Participants were surveyed regarding their PP for seven STIs across seven social groups. Results again showed that PP for proximal groups (friends:  $b = .641$ ;  $p < .01$ ) was related to an increase in intentions to use condoms. However, contrary to expectations, PP for the national level social group was found to be negatively associated ( $b = -.101$ ;  $p = .05$ ) to intentions. Health communication efforts that focus on national level prevalence may have unintended negative effects and could be made more effective by focusing on proximal social groups.

E216

**WISE REASONING AND SUSTAINABILITY: PROBLEM SOLVING FROM A DISTANCE (AN UNDERGRADUATE THESIS POSTER)**Jacklyn M.R. Koyama<sup>1</sup>, Igor Grossmann<sup>1</sup><sup>1</sup>University of Waterloo

Tackling issues of sustainability requires considering complex systems containing uncertainties and multiple perspectives. Previous research has associated such considerations with wise reasoning. This study explored how wise reasoning processes are affected by the amount of case-relevant information available about an issue and provided further evidence for the relationship between wise reasoning and sustainability considerations. Content-analysis was used to measure levels of wise reasoning and sustainability considerations in open-ended responses from participants reasoning about a natural resource conflict. Additional quantitative items provided further measurement of sustainability considerations. Participants showed wiser reasoning when less case-specific information was presented. A path analysis showed evidence for self-distancing (which has also been associated with wise reasoning in recent research) as a partial mediator for this effect. Results suggest that too much case-specific information may result in immersion in the situation detrimental to wise reasoning. Wiser

reasoning was also shown to be related to sustainability considerations.

E217

**TOO MANY FISH IN THE SEA: DOES CHOICE OVERLOAD RESULT IN CONCURRENT THREAT?**Thomas Saltsman<sup>1</sup>, Cheryl Kondrak<sup>1</sup>, Veronica Lamarche<sup>1</sup>, Lindsey Streamer<sup>1</sup>, Mark Seery<sup>1</sup><sup>1</sup>State University of New York at Buffalo

Choice overload describes the frustration, dissatisfaction, and psychological paralysis induced when one is overwhelmed with a large number of viable options. Though much research examines the outcomes of choice overload, the goal of this work was to examine its processes. In the current study, participants evaluated a series of personal profiles while voicing their thoughts aloud and were asked to either make a final or non-final decision about their most preferred profile or to rate the profiles overall. Relative to those who selected from a small number and to those who assigned a rating to a large number, participants who were asked to make a final selection from a large number of profiles reported greater difficulty and dissatisfaction (typical choice overload effects) and exhibited cardiovascular responses consistent with greater relative threat while making their choice. The current research provides novel insight into the experience of choice overload as it occurs.

E219

**SMALL AND SUBTLE REMINDERS OF THE FUTURE HEIGHTEN RISK AVERSION IN FINANCIAL DECISION MAKING, TRUST, AND MORAL JUDGMENT**Andrew Elliott Monroe<sup>1</sup>, Sarah Ainsworth<sup>1</sup>, Roy Baumeister<sup>1</sup>, Kathleen Vohs<sup>2</sup><sup>1</sup>Florida State University, <sup>2</sup>University of Minnesota

Thinking about the future can be scary — and rightfully so, given the future's inherent uncertainty. Three experiments ( $N = 533$ ) tested people's preferences for and reactions to risky ventures after being induced to think about the future or present. Experiment 1 found that having people write to their future-selves, versus writing about the day's events, caused them to prefer less risky investments. Experiment 2 measured tolerance for risk through trust. Participants who read statements about the future, versus the present, were less trusting of others. Experiment 3 tested risk tolerance via moral judgment. Thinking about the future, compared to the present, caused participants to make harsher judgments of others' immoral thoughts and deeds; however, thinking about the future did not affect praise judgments for moral behaviors. These results suggest that reminders of the future nudge people toward being self-protective, perhaps reflecting a tacit recognition of the uncertainty of the future.

E220

**CAN VIEWING NATURE LEAD TO HEALTHIER DECISIONS?**Meredith A. Repke<sup>1</sup>, Meredith S. Berry<sup>1</sup>, Shannon C. Houck<sup>1</sup><sup>1</sup>University of Montana

Can viewing nature scenes help people make healthier decisions? The present experiment evaluated differences in such decision-making by exposing humans to natural (e.g., forest) or built (e.g., buildings) scenes before and during a delay discounting task that required participants to choose between immediate and delayed hypothetical monetary outcomes. Results showed that exposure to natural environments resulted in decreased impulsive decision-making, relative to exposure to built environments ( $p < .05$ ). Additional analyses explored the role of time perception. Results from a quantitative estimate of time's passage suggested a slowed sense of time when viewing natural environments, but this only occurred for participants high in connectedness to nature (as measured by the Connectedness to Nature Scale). Further, a subjective estimate of elapsed time significantly predicted

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performance in delay discounting. While analyses did not directly support a clear mediational model, they did suggest that further investigation into time perception in the nature-delay discounting relationship is warranted.

E221

### **SALIENCE OF A DEFENDANT'S RELIGION INDUCES FAVORABLE JUDGMENTS OF MUSLIMS, BUT NOT CHRISTIANS OR ATHEISTS**

Jordan D. Clark<sup>1</sup>, Monica K. Miller<sup>1</sup>

<sup>1</sup>*University of Nevada, Reno*

Mock jurors tend to rate black defendants favorably when the defendant's race is highly salient (e.g., the defendant reacted violently to racial insults), presumably because salience motivates "correcting" for prejudice. This randomized experiment demonstrates salience effects based on the defendant's religion. Participants (n = 150) read one of six trial summaries depicting a violent crime and rated whether the defendant was justified using force in self-defense. The defendant's religion (Muslim, Christian, atheist) and the salience of his religion (high, low) were manipulated across conditions. Two-way ANOVA reveals a significant religion by salience interaction (F = 5.02, p < .01) such that Muslim defendants are judged favorably when religion is salient (p < .05), Christians are judged harshly when religion is salient (p < .05), and judgments of atheists are unaffected by salience (p = .89). Discussion focuses on additional dependent measures, mediators, and implications for prejudice theory.

E222

### **FIRST IMPRESSIONS ARE IMPORTANT, BUT EVERYONE DESERVES A SECOND CHANCE: AN EVALUATION OF SELECTION BEHAVIOR WHEN FORMING ALLIANCES IN A COMPETITIVE GAME SCENARIO**

Katelynn M. Carter-Rogers<sup>1</sup>, Steven M Smith<sup>1</sup>, Timothy T. Floyd<sup>1</sup>, David T. Chafe<sup>1</sup>

<sup>1</sup>*Saint Mary's University*

There is no question appearance is important when making judgments. A mug shot of a felon wanted for gang affiliation went viral on social media gaining him over 96,000 "likes". The current studies assessed if judgments of faces impacted individuals' choices for whom to form alliances with in a competitive game scenario. In Study 1, participants were asked to make judgments of 60 photographs (30 convicted criminals; 30 known innocents matched for attractiveness). Guilty individuals were perceived as less trustworthy (p < .001), less competent (p < .01), less likeable, (p < .05), more deceitful (p = .001), and more criminal (p < .001); yet they were also rated as more attractive (p = .001). In study 2, participants were given a game scenario where they chose photographs of individuals with whom to make an alliance in anticipation of a competitive game. Controlling for attractiveness, results showed that 95.2% of participants chose to work with criminals over innocents.

## **Morality**

E223

### **MORAL TRADEOFFS PREDICT DECISIONS TO REPORT UNETHICAL BEHAVIOR**

James Dungan<sup>1</sup>, Adam Waytz<sup>2</sup>, Liane Young<sup>1</sup>

<sup>1</sup>*Boston College*, <sup>2</sup>*Northwestern University*

Witnessing the unethical actions of family, friends, or co-workers introduces a dilemma - although reporting the violation may appear just and fair, it may also be considered a betrayal. Here, we examine whistleblowing - reporting others' unethical behavior to a third party - as an important context where competing moral concerns, such as fairness and loyalty, conflict. Five studies demonstrate that decisions to cease versus enable the unethical behavior of an ingroup member are predicted by valuation of neither fairness nor loyalty alone, but the tradeoffs people make

between these conflicting moral values. Furthermore, we suggest that the conflict between fairness and loyalty is representative of a deeper divide within our moral psychology between group-based norms (e.g. loyalty) and norms that operate universally, independent of group membership (e.g. fairness). We discuss how understanding this distinction will prove useful for characterizing when and why people choose to turn a blind eye to unethical behavior.

E224

### **DO LIARS HAVE MORE FUN? POSITIVE EMOTIONS AND EMOTIONAL AMBIVALENCE FOLLOWING DECEPTION**

Celia Moore<sup>1</sup>, Francesca Gino<sup>2</sup>, Leanne ten Brinke<sup>3</sup>, Dana Carney<sup>3</sup>

<sup>1</sup>*London Business School*, <sup>2</sup>*Harvard Business School*, <sup>3</sup>*University of California, Berkeley - Haas School of Business*

Recent research demonstrates that unethical behavior can trigger positive affect (Ruedy, Moore, Gino & Schweitzer, 2013). In this paper, we test whether making the harm caused by acting unethically both obvious and detrimental to a salient victim dampens this "cheater's high." In Study 1, a manipulation to increase the salience of the harm caused another by one's cheating failed to dampen the cheater's high—indeed, cheaters appeared to explicitly fail to acknowledge the harm they caused another while exhibiting significantly higher levels of positive affect than non-cheaters. In Study 2, we inconspicuously induced participants to lie by persuading a confederate to drink an untasted beverage. Upon drinking (making the lie successful), he either grimaced (harm condition) or maintained a neutral expression (control condition). While we find no decrease in positive affect in the harm condition, we do find an increase in emotional ambivalence—the expression of multiple conflicting emotions simultaneously.

E225

### **THICK AS THIEVES? UNINTENDED CONSEQUENCES OF UNETHICAL BEHAVIOR ON EGOCENTRIC SOCIAL NETWORK**

Joa Julia Lee<sup>1</sup>, Dong-Kyun Im<sup>2</sup>, Bobby (Bidhan) Parmar<sup>3</sup>, Francesca Gino<sup>4</sup>

<sup>1</sup>*Harvard Kennedy School*, <sup>2</sup>*Harvard University*, <sup>3</sup>*University of Virginia*, <sup>4</sup>*Harvard Business School*

While an increasing volume of research has sought to delineate the drivers of unethical behavior, the relational outcomes of such behavior have remained understudied. As unethical behavior tends to isolate individuals, they turn toward thoughts of those closest to them, and depend on such close ties to restore their perception of their own morality. We theorize that unethical behavior can pose a threat to one's sense of moral self-conception, and as a defensive mechanism, this need to restore one's view of moral self will in turn cognitively activate a high-density social network. Across four studies, we found that thinking about, or directly engaging in unethical behavior activated a high-density network, which is measured by the extent to which network members whom participants identified know one another. Self-affirmation buffered the unintended effect of unethical behavior on the activation of a high-density network by sustaining a person's sense of moral adequacy.

E226

### **PERCEIVED MORAL RESPONSIBILITY FOR ATTITUDE-BASED DISCRIMINATION**

Liz Redford<sup>1</sup>, Kate A. Ratliff<sup>1</sup>

<sup>1</sup>*University of Florida*

The present research investigates perceptions of moral responsibility for discriminatory behavior based on implicit attitudes. Participants in multiple studies read vignettes that described an individual with conscious egalitarian attitudes, but automatic, gut-level (i.e., implicit) anti-Black attitudes, who discriminated against African Americans. The individual was described as either aware or unaware of his implicit attitude (awareness) and as either aware or

unaware of the effect that his implicit attitudes could have on his behavior (foresight). In several variations of this scenario, participants judged the man to be more morally responsible for his discriminatory behavior when he was aware of his implicit attitudes than when he was not aware of them. The path from awareness condition to moral responsibility was mediated by perceptions that the target had an obligation to foresee his discriminatory behavior, but was not mediated by participants' perceptions of his actual foresight.

E227

### WHEN BAD BRANDS GET PUNISHED: THE ROLE OF MORAL AGENCY

Jeff Rotman<sup>1</sup>, Mansur Khamitov<sup>1</sup>

<sup>1</sup>*Ivey Business School, Western University*

Extant psychological literature demonstrates that agency (perceived capacity to intend and act) is a necessary aspect of morality and moral responsibility. We argue that the level of brand punishment will be predicted by perceptions of agency such that brands viewed as having high (low) agency will be perceived as deserving of more (less) punishment. Over three studies, we find that brands viewed as having high agency are perceived as deserving of more punishment, more responsible for their actions, and subsequently punished more harshly for unethical behavior. Study 1 shows that a general sense of brand agency predicts punishment. Study 2 manipulated brand agency and found that individuals in the high agency condition punished the brand more than those in the low agency condition. Study 3 explored the mechanism, demonstrating that the agency-punishment link was mediated by perceived controllability of the brand's actions.

E228

### WHEN AN ISSUE BECOMES A LENS: PEOPLE WHO MORALIZE AN ISSUE VIEW THEIR SOCIAL WORLD IN TERMS OF THAT ISSUE

Tamar A. Kreps<sup>1</sup>, Benoît Monin<sup>1</sup>

<sup>1</sup>*Stanford University*

When people moralize an attitude—base their views on moral values and concerns—that issue becomes a lens through which they view their social worlds, affecting the way they seek, process, and use information related to that attitude. Previous research has documented several ways in which moralization affects social functioning related to the attitude domain; we argue that a cognitive underpinning of these effects is increased schema strength, that is, a stronger tendency to perceive and explain the social world in terms of the domain in question. We demonstrate that people who moralize an issue, controlling for attitude extremity, more strongly dislike attitude out-groups (Study 1) and feel more confident that they know where others in their social networks stand on the issue (Study 2). In addition, self-reported schema strength mediates the relationship between moralization and preferred social distance from attitudinally dissimilar others (Study 3).

E229

### HOW PERCEIVED CONTROL AND JUSTICE BELIEFS AFFECT ONE'S FORGIVENESS TOWARD AN UNJUST OTHER

Takaaki Hashimoto<sup>1</sup>, Kaori Karasawa<sup>1</sup>

<sup>1</sup>*University of Tokyo*

We considered how people's sense of control over injustice influences the level of forgiveness they express in response to a transgressor's apology. We additionally explored the effect of one's preexisting justice beliefs. 200 individuals viewed a vignette depicting a workplace transgression, in which the transgressor either gives or withholds an apology. Half of the participants were instructed to imagine being in a position where they can strongly influence how the victim and the transgressor will be treated by the company, while the other half was explained as having only little control. We analyzed participants' level of forgiveness toward the transgressor. Interestingly, the apology failed to facilitate

forgiveness among participants perceiving low control over the injustice, while this was especially emphasized among those who chronically believed that the world is unjust for themselves. Thus, low control and weak justice beliefs both potentially heighten the perceived threat of the situation, hindering forgiveness.

E230

### LICENSED TO LIE: EVIDENCE FOR LICENSING IN PERSUASIVE COMMUNICATION

Allison B. Mueller<sup>1</sup>, Linda Skitka<sup>1</sup>

<sup>1</sup>*University of Illinois at Chicago*

Moral self-licensing occurs when past moral behavior licenses people to engage in future transgressions without compunction (Monin & Miller, 2001). Still unclear is whether a reminder of past moral behavior (i.e., a moral mindset) licenses people to transgress in persuasive communication contexts. Consistent with moral self-licensing theory, we hypothesized that people under a moral mindset (vs. control mindset) would feel entitled to lie in an effort to persuade others to join a political cause. To test our hypothesis, participants in moral (vs. control) mindsets were tempted to use low-credibility information in a persuasive essay to convince others to join a cause. Our hypothesis was supported. Participants with moral mindsets were more likely than control participants to lie for a cause. Results are not only relevant to moral psychology, but also to journalism: Our findings suggest that moral mindsets free us to bend the truth to persuade others.

E231

### THE MORAL FRAMING SCALE (MFS): MEASURING MORAL PERCEPTIONS OF SOCIAL ISSUES

Katherine R. G. White<sup>1</sup>, Ciara Kidder<sup>2</sup>

<sup>1</sup>*Columbus State University*, <sup>2</sup>*University of Texas at El Paso*

Using Moral Foundations Theory (MFT; Haidt & Graham, 2007), the Moral Framing Scale (MFS) was developed to assess the extent to which participants believe a specified social issue relates to harm, fairness, ingroup loyalty, respect, and purity. To examine the validity and reliability of the MFS, participants (N = 407, 271 female) completed a series of survey scales (MFS, general attitudes) for ten social issues (e.g., euthanasia, stem cell research). Separate confirmatory factor analyses were run for each social issue and suggested adequate model fit for the hypothesized factor structure of the MFS. Cronbach alpha estimates varied by subscale but provided evidence for the internal reliability of the MFS. For every issue except recycling, the MFS subscales accounted for a significant amount of variance in general attitudes beyond that explained by gender, age, and political orientation, supporting the scale's predictive validity.

E232

### WHAT MAKES IT MORAL? MEASURING OBJECTIVITY IN MORAL AND NON-MORAL ATTITUDES

Ciara K. Kidder<sup>1</sup>, Stephen L. Crites, Jr.<sup>1</sup>

<sup>1</sup>*University of Texas at El Paso*

Moral attitudes have unique behavioral consequences and theory predicts that moral attitudes are uniquely different than non-moral attitudes on a variety of dimensions. Of particular interest to the current study is objectivity, the belief that one's moral attitudes are factual rather than a personal opinion. This construct has only been informally examined by a handful of studies. The aim of the current research was to examine the association of morality and objectivity using idiographic Implicit Association Tests. The first hypothesis was that there would be faster reaction times for the expected associations (fact/moral and opinion/non-moral) than for the unexpected associations (fact/non-moral and opinion/moral), which was supported. The second hypothesis was that morality would impact the congruity effect, which was not supported. Future research should consider using other implicit measures such as sequential priming tasks and, given the extent of the literature,

should examine implicit and explicit measures of objectivity simultaneously.

**E233**

**MORALITY: AN EMPIRICAL ANALYSIS OF INDIVIDUALISTIC VS COLLECTIVISTIC PERSPECTIVES.**

Christopher J. Mayfield<sup>1</sup>, Justin M. Ludwig<sup>2</sup>

<sup>1</sup>California State University at Fullerton, <sup>2</sup>California State University at Fullerton

Since the United States' inception, its guiding principal is based on the success of the individual. Conversely, China has been historically collectivistic. The field of Moral Psychology has begun to flourish as an independent psychological endeavor (Haidt & Kesebir, 2010). The purpose of this study is to assess various moral perspectives via country ideology in the World Values Survey Wave IV (n = 74,042). This study consisted of two independent samples T-tests consisting of the United States vs. China on views of abortion and suicide. Finally, we used a logistic regression to assess these countries views on trust. The results indicated significant differences between these countries on abortion and suicide in terms of the United States being more accepting of these actions. Lastly, the logistic regression found that China was more trustworthy of its peers vs. the United States. Results are discussed in terms of political structure and hierarchy.

**E234**

**CULTURE AND MORALITY: THE INFLUENCE OF SELF-CONSTRUAL ON INTRARELATIONAL MORAL JUDGMENT**

Walter Sowden<sup>1</sup>, Hidefumi Hitokoto<sup>2</sup>, Sharon Arieli<sup>3</sup>, Yossi Muroff<sup>1</sup>

<sup>1</sup>University of Michigan, <sup>2</sup>Center for International Education and Cooperation, Nishinomiya, Japan, <sup>3</sup>The Open University of Israel

Intragroup antisocial behavior (e.g., bullying and harassment) is traumatic and costly. To understand and mitigate these behaviors, inquiry and intervention has focused on victims, perpetrators, and relational contexts. Although productive, these approaches neglect an equally important factor: intragroup bystanders. Research has demonstrated that moral severity positively influences ethical judgment and action and that relational closeness dampens the effect of severity on intrarelatonal moral judgment (Sowden, 2014). This finding helps explain, along with the diffusion of responsibility, why bystanders fail to respond to intragroup antisocial behavior. The current study builds on the finding by Sowden & Kross (2014) that self-distancing mitigates the dampening effect of closeness on severity by testing another psychosocial process involved in self-construal: culture. This poster will describe the findings from a cross-cultural study comparing interpersonal moral judgment between three different countries (U.S.A., Japan, & Israel) that vary on the independent - interdependent and tight - loose spectrums of culture.

**E235**

**WHEN DO PEOPLE ENGAGE IN IMMORAL BEHAVIORS? EXPLORING CROSS-CULTURAL DIFFERENCES IN THE FOUNDATION OF MORALITY FROM THE PERSPECTIVE OF FACE VS. DIGNITY CULTURES**

Minjae Seo<sup>1</sup>, Young-Hoon Kim<sup>1</sup>, Jinkyung Na<sup>2</sup>

<sup>1</sup>Yonsei University, <sup>2</sup>University of Texas at Dallas

Although people from all cultures share the need to justify their immoral behaviors, the way in which they engage in the process of moral justification could be different for those from face versus dignity cultures, particularly, whether or not they justify themselves through a first- or third-person perspective. In two studies, 381 Korean participants and 198 European American participants were given an opportunity to cheat and justify themselves either from a first- or third-person perspective. In Study 1, we found that both Koreans and European Americans significantly cheated more when it was possible to make the moral justification to both themselves and to others. Furthermore, this tendency was stronger for both

Koreans and Americans who more strongly endorsed the cultural logics of face and dignity, respectively. In Study 2, we found that when only the third-person perspective moral justification was available, Korean participants cheated significantly more, while such pattern was not observed in the US sample.

**E236**

**BEAUTY AND VIRTUE, CAN THEY COEXIST?: HIGH CONCERN FOR PHYSICAL APPEARANCE UNDERMINES MORALITY**

Joo Lee<sup>1</sup>, Young-Hoon Kim<sup>1</sup>

<sup>1</sup>Yonsei University

In the present study, we tested the hypothesis that individuals highly (vs. lowly) concerned about their physical appearance would be more likely to cheat. We believed that one's high concern about physical appearance would undermine his or her morality, because he would distribute his mental resource, which is limited by nature, to superficial values to a great extent. In Study 1, we found that Korean participants who were judged by experts as having high (vs. low) concern about their physical appearance cheated more. In study 2, participants were experimentally induced to feel that they were either highly or lowly concerned about their physical appearance and then given opportunity to cheat. We found a marginally significant trend that participants in the high concern condition cheated more than those in the control condition.

**E237**

**THREAT AND THE MORALIZATION OF SAME-SEX MARRIAGE**

Chelsea D. Schein<sup>1</sup>, Kurt Gray<sup>1</sup>

<sup>1</sup>University of North Carolina at Chapel Hill

Politicians opposing same-sex marriage claim that it threatens traditional life. We tested whether perceptions of threat predicts the moralization of same-sex marriage and mediates disgust and immorality judgments. In Study 1, we found that state level suffering corresponds with state level acceptance of gay marriage, even when controlling for relevant factors. In Study 2, using the ANES (N=5,855), we found that perceived financial threat predicts feelings toward gays, even when controlling for objective income. Study three, (N=236, MTurk) found that the perceived threat of gay marriage partially mediated the connection between felt disgust and the moralization of gay marriage. Finally, in another online survey (N=169), individual differences in belief in a dangerous world fully mediated general disgust sensitivity and the moralization of gay marriage. Combined, these studies suggest that felt threat, even when it's independent of gay marriage, predicts the moralization of gay marriage, and mediates disgust and moralization.

**E238**

**MISATTRIBUTION OF AROUSAL INFLUENCES MORAL BEHAVIOR AND MORAL FORECASTING**

Rimma Teper<sup>1</sup>, Alexa Tullett<sup>2</sup>, Elizabeth Page-Gould<sup>3</sup>, Michael Inzlicht<sup>3</sup>

<sup>1</sup>Yale University, <sup>2</sup>University of Alabama, <sup>3</sup>University of Toronto

Previous work suggests that physiological arousal drives moral behavior and moral forecasting. Here, we explored whether attributions of arousal might also influence these processes. In a 2 X 2 between-subjects design, participants (N=149) consumed an ostensible herbal supplement, which they were told would either cause anxiety-like side effects, or not. Next, participants either completed a math task with the opportunity to cheat for monetary gain, or forecasted their behavior in this dilemma. Results revealed that participants in the behavior condition cheated significantly less than participants in the forecasting condition predicted cheating,  $b=.25$ ,  $SE=.04$ ,  $Wald \chi^2=31.26$ ,  $p < .001$ . Importantly, participants who were told the pill would cause side effects cheated and forecasted cheating more than participants who were not told about any side effects,  $b=-.10$ ,  $SE=.04$ ,  $Wald \chi^2=4.90$ ,  $p=.027$ . These results suggest that attributing arousal to an external source may cause people to act and forecast acting less morally.

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E239

### EVIDENCE OF DISINGENUOUS OUTRAGE: AFFIRMING ONE'S PERSONAL MORAL VALUE REDUCES GUILT FUELED EXPRESSIONS OF MORAL OUTRAGE AT CORPORATE SWEATSHOP PRACTICES

Zachary K. Rothschild<sup>1</sup><sup>1</sup>*Bowdoin College*

Past research shows that displacing blame for ingroup perpetrated harm onto a scapegoat evokes moral outrage at the scapegoat's perceived wrongdoing. This raises the possibility that moral outrage may, in certain contexts, represent not a concern with justice, but a concern with one's own moral self-image. To test this we measured participants' feelings of guilt for contributing to abusive labor conditions in the developing world and then gave them the opportunity to blame an international corporation. Afterwards, we manipulated participants' ability to bolster their moral self-image by affirming their personal moral value in an unrelated context and measured moral outrage at international corporations for sweatshop labor conditions. As hypothesized those with high levels of guilt expressed greater outrage unless they were given the opportunity to affirm their personal moral value. Results suggest a disingenuous form of moral outrage fueled by guilt and alleviated by a boost to one's moral self-image.

E240

### IS THAT ALL THERE IS TO HAPPINESS?

Jonathan S. Phillips<sup>1</sup>, Chritian Mott<sup>1</sup>, Julian De Freitas<sup>2</sup>, June Gruber<sup>3</sup>, Joshua Knobe<sup>1</sup><sup>1</sup>*Yale University*, <sup>2</sup>*Oxford University*, <sup>3</sup>*University of Colorado at Boulder*

Happiness researchers have started to converge on a conception of happiness that involves some combination of high positive affect, low negative affect, and high life satisfaction. We present three studies which demonstrate that the ordinary understanding of happiness diverges from this scientific definition: participants judge that agents who live immoral lives aren't fully happy even when they fully satisfy the scientific definition. Study 1 demonstrates this effect in mturkers, academic psychologists, and even happiness researchers themselves. Study 2 investigates whether participants were simply unwilling to attribute positive traits to immoral agents. We successfully manipulated participants' opinions of how good happiness actually is (through exposure to scientific research), but found that this did not moderate the effect. Study 3 illustrates that the effect is also highly specific: morality does not influence judgments of the agent's general affect (as measured by a facial morphing paradigm) but does shape judgments of happiness.

E241

### ONCE MORE WITH A MEASURE OF FEELING: EXAMINING THE ROLE OF EMOTION IN MORAL JUDGMENT

Derek Powell<sup>1</sup>, Zachary Horne<sup>2</sup><sup>1</sup>*University of California at Los Angeles*, <sup>2</sup>*University of Illinois at Urbana-Champaign*

An influential line of research in moral psychology examines the distinction between personal and impersonal moral dilemmas wherein one person must be sacrificed in order to save many. Many researchers have argued that people are less likely to approve up-close-and-personal moral actions because they evoke strong emotional reactions compared to more impersonal actions (e.g., Greene et al., 2001). However, here we show that the materials used in prior studies suffer from serious confounds that are likely responsible for prior findings. With these confounds eliminated we found only very small differences in participants' emotional reactions to the two different types of dilemmas, though we did find that they experienced strong emotional reactions when considering moral dilemmas. Moreover, participants' emotional reactions did not strongly predict their moral judgements. Together our results suggest that moral judgments are driven largely by cognitive processes other than emotion.

E242

### AN EVOLUTIONARY MODEL OF DUAL-PROCESS MORALITY

Adam Bear<sup>1</sup>, David Rand<sup>1</sup><sup>1</sup>*Yale University*

Recent experiments suggest that, in one-shot interactions, people tend to behave cooperatively when using intuition and selfishly when given time to reflect (Rand et al. 2012, 2014). Here we design a computational model to explain how this dual-process behavior might evolve. A population of agents interacts and plays Prisoner's Dilemmas. Some interactions occur only once, so here it pays to be selfish. Other interactions are repeated, and here it pays to cooperate. Agents can either act in an "automatic" fashion, which is insensitive to the type of interaction currently faced, or pay a cost to "reflect" and tailor their strategy based on whether they are in a one-shot or repeated game. Both numerical calculations and agent-based simulations demonstrate that, for environments most resembling our own, evolution favors dual-process agents with cooperative intuitions. Moreover, our model predicts that agents from less diverse populations should be less inclined to reflect.

E243

### A LARGE-SCALE INVESTIGATION OF MEN AND WOMEN'S MORAL CONCERNS, EMOTIONS, AND JUDGMENTS

Spassena Koleva<sup>1</sup>, Dylan Selterman<sup>2</sup>, Peter Ditto<sup>3</sup>, Ravi Iyer<sup>4</sup>, Jonathan Haidt<sup>5</sup>, Jesse Graham<sup>4</sup><sup>1</sup>*California State University at Los Angeles*, <sup>2</sup>*University of Maryland*, <sup>3</sup>*University of California*, <sup>4</sup>*University of Southern California*, <sup>5</sup>*New York University*

A landmark debate in moral psychology concerns gender differences in moral judgment. This debate concluded that, when making moral judgments, women are driven by moral concerns about caring for others, whereas men are driven by moral concerns about fairness/justice. However, empirical findings have been inconsistent and limited to a "care and justice" conceptualization of morality. Using recent advances in morality research, we examine gender differences in moral intuition, judgment, and emotion. Across several large datasets (including over 150,000 participants and three nationally-representative samples) we find that, relative to men, women a) have clearly stronger moral concerns related to care and sanctity, while effects for justice and loyalty moral concerns are complex, b) are less utilitarian, c) have stronger moral identity, and d) moralize everyday actions more. These effects are mediated by gender differences in emotion, and have implications for contexts important to social living, such as parenting, politics, and stereotyping.

E244

### KILL OR BE KILLED? MORAL JUDGMENTS ABOUT SOLDIERS IN WAR

Hanne M. Watkins<sup>1</sup>, Simon M. Laham<sup>1</sup><sup>1</sup>*The University of Melbourne*

In popular culture, there are a number of possible narratives about soldiers' roles in war: they can be seen as heroes, as ordinary men in extraordinary circumstances, or as mere cogs in the greater machinery of international relations. The present study investigated these narratives in a quantitative fashion, and linked them to moral judgments made about killing of soldiers and killing by soldiers. 370 participants were asked to rate either a male soldier or a male civilian on scales assessing moral exemplarity, mind attribution, warmth and competence dimensions, and humanness. The results show that soldiers are dehumanized on both dimensions, but they are also seen as braver than civilians. While these evaluations were related to subsequent moral judgments about the civilian target's actions in war, this relationship did not hold for the soldier target. Implications of these findings for theories of moral judgment are discussed.

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E245

**BEYOND UNDERESTIMATION: INDIVIDUALS MENTALLY IMMORALIZE OTHERS EVEN INTUITIVELY**Zilin Yan<sup>1</sup>, Jiaqing Sun<sup>1</sup>, Yilu Wang<sup>1</sup>, Rong Chen<sup>1</sup><sup>1</sup>*Beijing Normal University*

It's well accepted that people think they are more moral than others. In current research, we demonstrated that individuals would also intuitively underestimate others' moral standard, especially when they had behaved immorally (i.e. cheating). In Study 1, we used the visual perception task developed by Gino and Ariely (2012) to induce cheating. The results showed that individuals did morally underestimate others after cheating had been induced, especially when they had behaved even more immorally (i.e. the top 1/3 cases). In the following experiment (Study 2), we manipulated cognitive load by asking participants to memorize a numeric string periodically when they were answering the estimating question after the perceptual task. The cognitive load reduced both correlation and difference between individuals' moral estimation towards others and their own performance. These results suggest that individuals will mentally immoralize others in the intuitive level and then adjust their judgment according to their own performance.

E246

**TREATING CORPORATIONS AS MORAL CREATURES: EXAMINING LAY PERCEPTIONS OF CORPORATE RIGHTS AND DUTIES**Curtis Puryear<sup>1</sup>, Stephen Reysen<sup>2</sup><sup>1</sup>*University of South Florida*, <sup>2</sup>*Texas A&M University at Commerce*

Previous research has characterized perceptions of corporations as highly agentic, capable of cognitions related to self-control, planning, and intention, but lacking in capacities for experiences such as pain and fear. Three studies examined how this pattern of mind attribution influences lay perceptions of corporate rights and duties. Study 1 (N = 84) evaluated attributions of mind, rights, and duties to 15 corporations. No mean differences between measures for rights and duties were observed, and agency was the strongest predictor of both rights and duties. Study 2 (N = 87) measured mind perceptions at both the group and member level of a corporation, replicating the relationship between corporate agency and rights. Study 3 (N = 53) replicated these findings once again, while also revealing that successful corporations are afforded more duties and that this relationship is mediated by perceptions of agency.

E247

**SOCIAL UNACCEPTABILITY OF BIAS ALTERS THE IMPACT OF CONTEXTUAL INFLUENCE ON MORAL CHOICES**Brad Celestin<sup>1</sup>, Anne Krendl<sup>1</sup><sup>1</sup>*Indiana University*

Previous research has demonstrated that moral decision-makers can be meaningfully influenced by situational variables despite egalitarian goals. The current investigation presented participants with moral dilemmas in which they chose whether or not to harm a small number of people in order to save a larger group. These dilemmas were paired with images of the people involved, but race (Black/White; Study 1) and age (older/younger; Study 2), as well as context (i.e., sacrificed/saved) and conflict (high/low), were manipulated. When race was manipulated, moral decisions did not differ, but reaction time disparities indicated a pattern of socially desirable responding, even when response time was constrained (Study 3). When age was manipulated, however, moral choices differed as a function of context. Taken together, these studies suggest that the influence of context on moral choices may be dampened by the presence of groups toward whom it is socially unacceptable to display bias.

E248

**VIRTUE OR SUCCESS?: IT DEPENDS ON SELF-INTEREST**Sarah G. Taylor<sup>1</sup>, Mark Alicke<sup>1</sup><sup>1</sup>*Ohio University*

The present studies support the assumption that moral conflicts are resolved in a way that maximizes benefits to important aspects of self-worth. We use multi-attribute utility theory (MAUT) to model the choices that people make when contingencies of self-worth (CSW) conflict with behaving virtuously. In two studies, we compare the moral decisions of people for whom success in athletics results in more benefit to self-worth than success in academics (Study 1) or business (Study 2), or vice versa. Results in both studies indicate that greater utility, calculated as a function of CSW and anticipated boosts to self-esteem from succeeding in a given domain, led to increased endorsements of cheating. Importantly, moral decisions varied, such that people who anticipated greater utility from succeeding in a given domain endorsed cheating in that domain but were less willing to do so in domains in which less utility was expected from the same outcomes.

E249

**THE ANGRY DEONTOLOGIST AND THE SAD UTILITARIAN: DISCRETE EMOTIONS PREDICT MORAL JUDGMENTS**Jeffrey Sean Robinson<sup>1</sup>, Jason Plaks<sup>1</sup><sup>1</sup>*University of Toronto*

Deontological moral judgments (it is never permissible to kill) have been associated with increased emotionality while Utilitarian judgments (killing is permissible as long as it results in a greater good) have been associated with increased cognitive control. This has led some to conclude that utilitarian moral judgments are too cold and calculating to be considered moral. But do utilitarian judgments lack emotion? 251 participants evaluated a moral dilemma and wrote a justification for their moral judgment. Linguistic Inquiry and Word Count (LIWC) program was used to analyze participant's responses. The results showed that individuals that made utilitarian judgments used more emotional language overall. Utilitarians were more likely to use language related to sadness while deontologists were more likely to use language related to anger. This data provides evidence that utilitarian judgments are emotion rich. Analysis at the level of discrete emotions is required to elucidate the emotional experience of utilitarians.

E250

**CLARIFYING MORALITY: A NEED TO DISTINGUISH RIGHT AND WRONG FROM GOOD AND BAD**Justin T. Aoki<sup>1</sup>, Dominic J. Packer<sup>1</sup><sup>1</sup>*Lehigh University*

Recent findings have made an important distinction between proscriptive and prescriptive morality. However, we posit that these two forms of morality tend to be confounded with the valence of behavior (negative vs. positive). Research has generally contrasted proscriptive moral wrongs (negatives that must not be committed) with prescriptive moral goods (positives that ideally would be enacted). The current research investigates two additional categories: proscriptive moral rights (positives that must be committed) and prescriptive moral bads (negatives that ideally would not be enacted). Across 4 studies (n = 374), we find that people naturally distinguish between these four categories. Extending previous work, targets tend to be blamed when they fail, but not praised when they succeed, at living up to both negative and positive moral proscriptions. In contrast, targets tend to be praised when they succeed, but not blamed when they fail, at following both positive and negative moral prescriptions.

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### THE PROBLEM WITH TROLLEY PROBLEMS: DECONFOUNDING ACTION AND WELFARE MAXIMIZATION SUGGESTS TROLLEY PROBLEMS ARE POOR INDICATORS OF UTILITARIAN PREFERENCES

Damien L. Crone<sup>1</sup>, Simon Laham<sup>1</sup>

<sup>1</sup>*The University of Melbourne*

There is a large literature in moral psychology investigating utilitarian moral preferences. This literature relies heavily on hypothetical situations (such as the trolley problem) in which one can endorse harming one person in service of a greater good. However, whether these hypothetical situations are indeed reliable indicators of utilitarian preferences is a neglected topic of study. Here, we report two studies suggesting the trolley problem and similar hypothetical scenarios are in fact poor indicators of utilitarian preferences. Specifically, commonly used dilemmas confound utilitarian judgments with the endorsement of action, independent of welfare maximizing consequences. Importantly, we show that the tendency to endorse action may be just as predictive as the tendency to endorse welfare maximization in conventional moral dilemmas. Our results suggest that existing findings regarding purportedly utilitarian moral judgment should be reconsidered, and crucially, may require reinterpretation in light of these confounding factors.

E252

### THE EFFECTS OF PERPETRATOR CLOSENESS ON JUDGMENTS OF MORAL PURITY VIOLATIONS

Stephanie McKee<sup>1</sup>, E.J. Masicampo<sup>1</sup>

<sup>1</sup>*Wake Forest University*

People tend to treat their friends better than they treat strangers. However, we hypothesized that people judge close friends harsher than strangers for committing purity violations, at least when those people strongly endorse purity themselves. Indeed, moral purity is largely about avoiding contamination from vile acts or ideas, and so purity violations may be most disturbing when committed by close others. In Study 1, we found that religious people (a group that highly endorses moral purity), but not non-religious people, tended to rate close friends harsher than strangers for purity (but not care) violations. In Study 2, people who highly endorsed purity rated judgments of moral purity violations much harsher when perpetrated by a close friend as opposed to a relative stranger, and this effect disappeared when looking at care violations. Overall, high purity endorsement leads to harsher judgments of friends than strangers but only for purity violations.

E253

### LETTING BYGONES BE BYGONES: PSYCHOLOGICAL STATUTES OF LIMITATIONS AND IMPLICIT THEORIES OF MORALITY

Sarah L. Williams<sup>1</sup>, Anne E. Wilson<sup>1</sup>

<sup>1</sup>*Wilfrid Laurier University*

Although past research has explored people's responses to moral transgressions, the role of time has received little research attention. Transgressions do not happen in a temporal vacuum; people may vary in their psychological statutes of limitations: that is, how long a past moral transgression affects their current judgment of an individual. We examined these statutes of limitations across transgressions of various types and severity levels. We also examined people's implicit theories of morality as fixed and stable or as changeable. Participants reported having longer psychological statutes of limitations for severe versus mild transgressions. However, for less severe (thus more ambiguous) transgressions, entity theorists reported a longer statute of limitations than did incremental theorists. We discuss how lay theories and beliefs about the longevity of a moral stain have important implications about crime and punishment decision-making, as well as forgiveness and judgment in an interpersonal relationship context

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### THE NEED TO NOT KNOW: HOW INTENTIONAL IGNORANCE MITIGATES MORAL RESPONSIBILITY FOR PRIMARY VIOLATIONS

Jonathan Keeney<sup>1</sup>, Kurt Gray<sup>1</sup>

<sup>1</sup>*University of North Carolina*

Ignorance of the consequences of one's actions often mitigates moral responsibility for wrongdoing. Might intentionally ignorant actors—who strategically avoid learning whether their actions will cause harm—exploit this 'loophole' in our moral judgment to avoid blame? Normatively, it seems that intentionally ignorant offenders should be judged more harshly than knowledgeable offenders (the former are guilty of negligence in addition to their primary violations), but empirical results suggest otherwise. Studies 1 and 2 demonstrate that third-party observers rate the behavior of intentionally ignorant offenders as less immoral than that of knowledgeable offenders. This effect is mediated by perceived accountability, and disappears when participants are explicitly informed that the offender's ignorance is strategically motivated. Study 3 shows that actors who wish to behave unfairly favor intentional ignorance despite less certain rewards, and that victims of intentionally ignorant offenders, unlike third parties, judge their behavior more harshly than that of knowledgeable offenders.

E255

### WHEN REASONING FAILS TO MAKE JUDGMENTS REASONABLE

Carl Jago<sup>1</sup>, Nicholas Christenfeld<sup>1</sup>

<sup>1</sup>*University of California at San Diego*

The possible role of deliberation in modifying intuitive moral judgment is much debated. In the context of dilemmas with competing moral principles, we presented the same actions as either honoring one principle or dishonoring the other in order to investigate whether deliberative judgments would be less susceptible to the one-sided emphasis. Intuitive judgments were highly biased by the presentational focus, and deliberative judgments were influenced no less. Our results suggest that deliberation yields no greater likelihood of "seeing the other side." Deliberative judgments were, however, more positive than intuitive judgments for all actions and emphases. Our data provide more support for the social intuitionist model than for the dual-process model of moral judgment, but are not entirely compatible with either.

E256

### HELPER OR HELPING? THE ROLE OF SUBTLE LINGUISTIC MANIPULATIONS IN MORAL BEHAVIOR

Amelia L. Goranson<sup>1</sup>, Francis T. McAndrew<sup>2</sup>

<sup>1</sup>*University of North Carolina at Chapel Hill*, <sup>2</sup>*Knox College*

Two experiments examined the effect of language on moral behavior. Participants were given the opportunity to help another participant on a problem-solving task at a cost to themselves. Small changes in phrasing in the directions were designed either to spotlight the participant's identity with a noun ("helper") or to spotlight the action with a verb ("help"). No significant differences were noted across conditions in either study, though "helpers" were more helpful than those asked simply to "help," with this difference trending towards significance in Study 1. Word choice, statistical power, implications of these findings within the current body of literature, and suggestions for future research are discussed.

E257

### MORAL PANIC AND THE 30,000 YEAR SENTENCE

Chaz Lively<sup>1</sup>, Paul Rozin<sup>1</sup>, Gordon Bermant<sup>1</sup>

<sup>1</sup>*University of Pennsylvania*

Child molestation is punished extremely severely. Others have proposed that harm, disgust, recidivism, or moral character may explain this punitiveness. We investigated the extent to which

individuals would punish child molestation more severely than similar, non-sexual abuse and why. To hold harm constant between sexual and non-sexual conditions, we described identical consequences for the victims (Study 1), infant victims who had no memory or awareness of the abuse (Study 2), or identical non-sexual actions that varied only in eliciting motivation (sexual desire vs. hunger for power, Study 3). In each case, participants assigned substantially harsher prison sentences—generally five to ten years longer—to sexual abusers compared to non-sexual abusers. A joint versus separate analysis revealed that people normatively endorse this disparity to some degree. Mediation analyses suggest that perceptions of depraved moral character drive punitiveness, but did not support mediation by disgust, perceived recidivism, or perceived harm.

## Norms and Social Influence

**E258**

### USING INJUNCTIVE AND DESCRIPTIVE NORM CUES TO PROMOTE ENERGY SAVING

Hannah Moshontz<sup>1</sup>, Kathryn C. Oleson<sup>2</sup>

<sup>1</sup>Duke University, <sup>2</sup>Reed College

Information about two types of social norms, what ought to be done (the injunctive norm) and what others typically do (the descriptive norm), can be used to encourage energy-saving behaviors. The present study used both norms in conjunction and tested whether individual differences (self-monitoring, energy-saving habits, and beliefs about energy-saving and global warming) predicted energy-saving and norm compliance. Undergraduate students ( $n = 68$ ) were exposed to two normative cues related to turning the light off in a room. The descriptive norm – whether the light was off initially – influenced energy-saving behavior, but the injunctive norm – a posted sign – did not. Knowledge and beliefs about global warming predicted energy saving, but none of the other individual differences measured predicted energy-saving or norm-compliance. These findings suggest that energy-saving interventions that artificially establish a descriptive norm may be more effective than sign-based interventions regardless of individual differences in attitudes, beliefs, and habits.

**E259**

### MISPERCEPTION OF ALCOHOL NORMS: INFLUENCE OF OTHERS' COMMENTS ON PERCEPTION OF NORM DRINKING BEHAVIORS

Chelsea A. Schnabelrauch<sup>1</sup>, Laura A. Brannon<sup>1</sup>

<sup>1</sup>Kansas State University

Undergraduate students overrate others' comfort with and consumption of alcohol (Prentice & Miller, 1993), which is a dangerous misperception that causes students to increase their personal alcohol intake and/or frequency in order to match their incorrect perception of how much others are drinking. This study experimentally tested whether approving or disapproving peer comments about excessive drinking would influence these misperceptions of norm drinking behavior, and whether the sex of the person making the comment differentially influences perceptions of each sex's drinking norm. Participants' perceptions of drinking behavior were not influenced by the confederate comment nor confederate sex; however, participants consistently estimated a higher drinking norm for males than for females. Additionally, female participants perceived the drinking norm to be higher than did male participants. Participants rated the confederates more favorably when the comment made criticized excessive drinking than when the comment made endorsed excessive drinking. Implications will be discussed.

**E260**

### COMBINING COGNITIVE DISSONANCE AND SOCIAL NORM INTERVENTIONS TO INCREASE COLLEGE STUDENTS' CONDOM USE

Amber M. Anthenien<sup>1</sup>, Carlie D. Trott<sup>1</sup>

<sup>1</sup>Colorado State University

Social norm (SN) interventions correct normative misperceptions to influence behavior, whereas cognitive dissonance (CD) interventions highlight attitude-behavior discrepancies to alter behavior. This study investigated whether CD increases the effectiveness of SN interventions targeting condom use. Participants ( $N=98$ , 77% female) completed an informational (control), SN, or SN and CD intervention. The SN interventions presented campus-wide condom use frequency statistics, whereas CD was induced by asking participants to report their condom use intentions before describing an instance when they failed to use condoms. Contrary to previous studies, neither intervention influenced normative perceptions or condom use. Manipulation checks suggested the statistics were not surprising, indicating why the SN components were ineffective. However, within the CD intervention, high levels of private self-consciousness predicted increased condom use, suggesting CD interventions may contribute to changes in sexual behavior among those internally-focused. Future research should further investigate individual differences in the effectiveness of CD and SN interventions.

**E261**

### DISCLAIMERS ON IDEALIZED BEAUTY IMAGES AND NEGATIVE THOUGHT

Leila Selimbegovic<sup>1</sup>, Armand Chatard<sup>1</sup>

<sup>1</sup>University of Poitiers

Media promote a feminine standard of beauty focused on thinness, unattainable for most women. Research shows that exposure to this standard negatively affects women's psychological well-being. In two experiments (total  $N = 104$ ), we examined the effect of a disclaimer, specifying that a photo had been airbrushed, on negative thought accessibility and body dissatisfaction. The first experiment shows that while a disclaimer protects women who strongly associate beauty with thinness, it tends to increase body dissatisfaction among those who weakly associate these two concepts. The second experiment shows that the same disclaimer increases negative thought accessibility, and that this effect can be found two weeks and two months later, upon subsequent exposure to the same photo without a disclaimer. To account for these undesirable effects of disclaimers, it is suggested that it can attract attention to the normative nature of thinness. Implications for policy are discussed.

**E262**

### THE EFFECT OF NORMATIVE INFLUENCE ON ATTITUDES TOWARD FOOD

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<sup>1</sup>University of Toledo

In modern societies where food supply is plentiful, food intake and attitudes about food are driven by social psychological factors more than physical hunger. Two such factors, self-regulatory depletion and normative influence, were manipulated in this study ( $N = 131$ ). Participants were randomly assigned to conditions in a 2 (Depleted or Control) X 3 (Augmentation Norm, Restriction Norm, or No-Norm Control) design. Participants in the depletion condition performed a difficult letter cross-out task to deplete their self-regulatory resources. Participants in the augmentation norm condition were led to believe that others ate a large amount during the study; participants in the restriction norm condition were led to believe others ate a small amount. Food intake and attitudes were measured in a purported taste test. Norms affected attitudes such that participants exposed to an augmentation norm exhibited

greater liking for the food presented than those exposed to a restriction norm.

**E263**  
**COGNITIVELY LINKED BUT BEHAVIORALLY DISTINCT: THE INTERPLAY OF DESCRIPTIVE AND INJUNCTIVE NORMS IN INFLUENCING BEHAVIOR**

Allecia Reid<sup>1</sup>, Leona Aiken<sup>1</sup>

<sup>1</sup>Arizona State University

Descriptive and injunctive norms, reflecting what most others do and approve of, have received support as distinct, unitary constructs. Yet manipulations meant to target descriptive norms alter injunctive norms and vice versa. It remains unclear whether the effect of targeting injunctive norms is transmitted in part via changes in descriptive norms. We examined whether both injunctive and descriptive norms mediated the effect of correcting injunctive norm misperceptions on improved sun-protection. In all, 189 women were randomized to either sun-protection injunctive norm feedback or control. Injunctive norm feedback led to immediate significant increases in perceptions that both the injunctive and descriptive norms favored sun-protection. However, changes in descriptive norms were fully mediated by changes in injunctive norms, and only injunctive norms mediated the effect of feedback on increased sun-protection intentions four weeks later. Results suggest that descriptive and injunctive norms are linked cognitively but exert specific and unique influence on behavior.

**E264**  
**IS THE NORM OF NON-INVOLVEMENT RELATED TO LONELINESS AND SOCIAL ISOLATION?**

Emi Miura<sup>1</sup>

<sup>1</sup>University of Tsukuba

Milgram (1970) argued that city life, with its large amount and rapid succession of social inputs, requires the development of adaptations for avoiding system overload. One adaptive response is to diminish the intensity of social inputs through filtering devices, allowing only weak forms of involvement with others. In other words, urbanization may lead to norms of non-involvement (Milgram, 1970, p. 1463). One negative consequence of this, according to Milgram, is that it deprives individuals of spontaneous integration and direct contact with others. Therefore, in this study, we hypothesized that the norm of non-involvement is related to loneliness and social isolation. Results supported our hypothesis, indicating that one's non-involvement attitude was positively correlated with sense of loneliness and negatively correlated with both social support and frequency of interaction with friends and colleagues. Non-involvement attitude was not related to sociability.

**E265**  
**OLD HAT OR THE NEXT BIG THING?: NORMATIVE PERCEPTIONS OF BEHAVIORAL TRENDS**

Lindsay R. Roberts<sup>1</sup>, Jason Rose<sup>1</sup>

<sup>1</sup>University of Toledo

Normative influence has demonstrated its importance across numerous domains, but little work has examined how the prevalence of a behavior impacts its own perceived descriptive and injunctive norms. Further, information regarding whether the prevalence of a behavior is increasing, decreasing, or steady may influence normative perceptions. Across two studies, we examined how the prevalence of two behaviors (visiting a chiropractor and teeth whitening) and their trends over time affect attitudes and perceptions of related descriptive and injunctive norms. Participants told that a behavior was common (~60% of adults) had more positive attitudes and perceived norms to be more positive than did those told that the behavior was uncommon (~30%). Similarly, an upward behavioral trend elicited more positive attitudes and increased perceptions of descriptive norms (but not injunctive norms) than did a downward or steady trend. No interactions

between prevalence and trend were found. Implications and limitations are discussed.

**E266**  
**THE EFFECTS OF COMPLIMENTS ON COMPLIANCE: LIKING, MOOD OR RECIPROCITY?**

Naomi K. Grant<sup>1</sup>, Harrison Nemirov<sup>2</sup>, Leandre R. Fabrigar<sup>2</sup>, Meghan E. Norris<sup>3</sup>, Laura Krieger<sup>2</sup>

<sup>1</sup>Mount Royal University, <sup>2</sup>Queen's University, <sup>3</sup>Purdue University

Compliments are an effective compliance strategy (Grant, Fabrigar, & Lim, 2010), but the reasons underlying their effectiveness remain unclear. The current study tested three potential mechanisms underlying the effectiveness of compliments: liking, mood, and reciprocity. Participants (N = 157) interacted with a fictitious partner who gave participants a compliment or neutral feedback regarding their personality via an electronic chat. Participants were then faced with a request from this partner. Compliance to the request was assessed, as were mood, reciprocity, and liking toward the partner. Compliments increased compliance as well as liking, but neither liking nor mood accounted for the effect of compliments on compliance. Those moderate or high in reciprocity, however, were more likely to comply after receiving a compliment than those who were low. These results are the first to show that reciprocity may be an important factor underlying the effectiveness of compliments.

**E267**  
**RESOLVING NORMATIVE AND PROBLEMATIC ENVIRONMENTAL BEHAVIORS: DYNAMIC NORMS AND THEIR MECHANISMS**

Gregg R. Sparkman<sup>1</sup>, Greg M. Walton<sup>1</sup>

<sup>1</sup>Stanford University

In two studies we examine how exposure to dynamic norms, or information about changes in others' behavior, can lead to more interest in a behavior than typical descriptive norms. Additionally, we demonstrate that dynamic norms can lead to increased interest even for currently counter normative behaviors. This suggests that dynamic norms may be used to get norm effects for norms that have not yet arrived. Two mechanisms are found: conformity to anticipated future norms and higher perceptions of related prescriptive norms. Applications to help dislodge problematic norms (e.g. environmentally unsustainable behavioral norms) are examined.

**E268**  
**PERCEPTIONS OF INDEBTEDNESS MEDIATE THE TENDENCY FOR FAVOR-ASKERS TO UNDERESTIMATE THE LIKELIHOOD THEY WILL RECEIVE HELP**

Marian M. Adams<sup>1</sup>, Joan G. Miller<sup>1</sup>

<sup>1</sup>The New School for Social Research

Past research has identified a cognitive bias wherein people asking for favors underestimate the likelihood of receiving help relative to those being asked. Flynn and Lake (2008) argue that the effect results from askers underestimating the social pressures weighing on the person being asked for help. In the present study, 78 MTurk users responded to two vignettes that portrayed someone needing help, with half reading the vignettes from the perspective of the asker and the remainder from that of the potential helper. We demonstrate that the relationship between role and perceived likelihood of help is fully mediated by the degree of indebtedness each party perceives the asker will incur. While the role of asker versus helper predicts perceived likelihood of help, once indebtedness is entered into the model, the effect of role is no longer significant.



E269

**EFFECTS OF SOCIAL NORMS ON COOPERATIVE BEHAVIOR IN CORRELATION WITH GEOGRAPHICAL NETWORK SIZE: AN EMPIRICAL APPROACH TO CULTURAL UNIT AND TRANSMISSION**

Shintaro Fukushima<sup>1</sup>, Yukiko Uchida<sup>1</sup>, Izuru Saizen<sup>1</sup>

<sup>1</sup>*Kyoto University*

The purpose of the study is to examine the hypotheses: 1) community trust accelerates cooperative behavior as social norms beyond community and 2) open social networks increase the effects of social norms. A questionnaire survey was conducted to 9,913 individuals (level 1) from 441 rural communities (level 2) in 46 old villages (level 3) in Japan, and the multilevel analysis was applied. As a result, 1) community trust stimulated cooperative behavior not only as an internal expectation at level 1 but also as external social norm at level 2 and level 3. 2) The effects of social norm at level 3 were increased by the openness of social networks. The results suggest that not only norms in community influence cooperative behaviors, norms beyond the community generate cooperative behaviors, which can be regarded as a cultural unit. The results also suggest that open social networks lead to cultural transmission beyond community.

E270

**AN AGENT-BASED MODEL OF INDIRECT MINORITY INFLUENCE ON SOCIAL CHANGE**

Jiin Jung<sup>1</sup>, Aaron Bramson<sup>2</sup>

<sup>1</sup>*Claremont Graduate University*, <sup>2</sup>*Riken Brain Science Institute*

Context/categorization-leniencey contract theory postulates when, why, and how people are influenced by majority to change focal attitudes, by an ingroup minority to immediately change related attitudes, and eventually to change focal attitudes via internal consistency processes. These social influence rules have been empirically validated in the field of social psychology. However, it is unknown how social influence processes following these rules at a local level lead to social change and cultural diversity at a global level. To fill this gap, we construct an agent-based model of this theory and explore how majority and minority influences, and internal consistency processes – each contribute to cultural diversity and social change. Results revealed that facing direct majority influence, social change can occur via indirect minority influence when combined with internal consistency. Cultural diversity emerges when minority and majority influences operate together; internal consistency is not a necessary condition but it maintains diversity longer.

E271

**SOCIAL NORMS AND TOLERANCE OF DEVIANCE: THE CAUSAL EFFECT OF THREAT ON NORMATIVE TIGHTNESS**

Sarah E. Gavac<sup>1</sup>, Markus Brauer<sup>1</sup>

<sup>1</sup>*University of Wisconsin at Madison*

Given the pervasive influence of social norms on behavior, we examined the situational factors that influence the latitude of acceptable behaviors in groups. More precisely, our research investigated the causal effect of threat on “normative tightness”, or the degree to which social norms are clearly defined, pervasive, and reliably imposed. In two studies, participants (N=192) were randomly assigned to one of three conditions (threat, safety, control). Those in the threat and safety conditions read articles suggesting that the U.S. was either doing poorly or well across many dimensions. We later measured a variety of constructs related to normative tightness. Participants in the threat condition tended to favor looser norms, considered deviant behaviors more justifiable, were more tolerant of unconventional lifestyles, and rated questionable behaviors as less immoral than those in the safety condition. This finding contradicts the widespread belief that threat leads to increased normative tightness and lower tolerance.

E272

**SHOULD I STAY OR SHOULD THEY GO?: SCHISMATIC INTENTIONS IN SOCIAL GROUPS**

Lara R. Ditrich<sup>1</sup>, Kai Sassenberg<sup>1</sup>

<sup>1</sup>*Knowledge Media Research Center, Tuebingen*

Theorizing suggests that changes in group membership (e.g., schismatic processes) occur when some members experience that the group’s identity is being subverted. This subversion is assumed to result if others’ behavior is perceived to violate group norms. Evidence for this assertion has not yet been provided. Therefore, a multilevel, correlational study with 12 learning group scenarios and an experiment with ad-hoc groups tested this assumption and found that the more participants judged others’ behavior as discrepant from group norms, the more identity-subversion they experienced. This relation was stronger the more important the violated norm was perceived to be. Identity-subversion and severity of deviation predicted intentions to exclude the deviates and to leave the group. Both studies provide first insights about the characteristics of deviations from group norms that contribute to perceived identity-subversion and subsequent schismatic intentions. Implications for research on schisms, group-exit, and exclusion of deviates are discussed.

E273

**LOGIC AND EXPOSURE TO A FAVORABLE MINORITY: THE POWER OF POSITIVE DISTINCTION**

Kristin Donnelly<sup>1</sup>, Ryan Nicholls<sup>2</sup>, Radmila Prislin<sup>3</sup>

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Previous research has found that exposure to a minority heightens majority cognition, increasing the capacity for innovation and problem solving. Little work has examined whether actually being in a minority provides similar cognitive advantages. The present study investigated the facilitative role of minority status in innovative and non-innovative problem solving, respectively tested through creative and deductive reasoning problems. Furthermore, we manipulated the social meaning or valuation of minority status, thereby linking minority status with either positive or negative implications. We found that those in the negative majority and positive minority performed better in deductive reasoning than those in a negative minority or positive majority. No differences were observed for creative performance. We reason that exposure to a positively valenced minority, regardless of membership to that minority, enhances performance on problems that value objective correctness. Our results broadly suggest that the positive minority may stimulate cognition in specific domains.

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**NOW YOU SEE IT, THEN YOU SHARE IT: HOW ONLINE SHARING AFFECTS SOCIAL INTERACTION**

Macy P. Vinton<sup>1</sup>, Patrick Ewell<sup>1</sup>, Wiley Shreves<sup>1</sup>

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When you find something interesting on the internet, how do you choose to share it? Previous research has shown that people enjoy discussing information in person rather than a computer mediated context (Warkentin, 1997). For this study we asked participants to view media in one of two ways, either on a computer or its non-computer counterpart, and then discuss it via a computer or through a non-computer mediated interaction. Analysis displayed a significant interaction ( $F(1,395) = 6.98, p = .009$ ) where participants who viewed media on a computer and then discussed in a non-computer mediated situation enjoyed the content more than any other condition. Based on these results we believe that information found on the computer is enjoyed significantly more when shared in an offline context, specifically with another person, as compared to a computer mediated situation.

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**SOCIAL INFLUENCE AND GAMBLING: AN INVESTIGATION OF ONLINE BLACKJACK**Ethan Dahl<sup>1</sup>, Thomas Holtgraves<sup>2</sup><sup>1</sup>Texas Tech University, <sup>2</sup>Ball State University

This study examined the role of social facilitation and shifts to risk in online Blackjack. Previous research has demonstrated the effects of these variables in various contexts, but rarely in online gambling settings. College student participants (N = 148) played on-line Blackjack for prize money either alone or with another on-line (computerized confederate) player. Both betting patterns and performance (basic Blackjack strategy) were examined. An analysis of betting patterns indicated a shift towards caution when in the presence of another player, and an analysis of Blackjack play indicated poorer performance when in the presence of another online player. Implications from this study illustrate the unique aspects of online Blackjack, the impact of the presence of others on performance for inexperienced gamblers, and the drive to display the most wins to an observer.

E276

**THE VIEWS OF OTHERS AND OUR PAST SUCCESS GUIDE OUR BELIEFS ON WHAT IS IMPORTANT**Phuong Linh Nguyen<sup>1</sup>, Alexandra Lord<sup>1</sup>, Laurel Newman<sup>2</sup>, Michael Strube<sup>1</sup><sup>1</sup>Washington University in St. Louis, <sup>2</sup>Fontbonne University

The personal importance (PI) attached to different life domains (e.g., friendships, academics) can be guided by the views of others (i.e., normative importance, NI) as well as past success (PS). Using an idiographic approach, we examined how PI was related to NI, PS, and NIxPS. Participants rated the PI, NI, and PS of 20 life domains. In Studies 1 (cross-sectional, N=49) and 2 (two measurement periods, N=73), the PI-NI (using college peers) relationship was positive overall but was moderated by PS: The relationship diminished as success increased. In Study 3 (N=221), we manipulated normative source. The PI-NI relationship was significant overall but was strongest for close friends and weakest for college peers. The NIxPS interaction replicated that found in Studies 1 and 2. Normative importance regarding life domains informed one's own views, but that influence depended on the closeness of the reference group, and the relationship was overridden by success.

E277

**REPORTS FROM ENGAGED COUPLES ON THEIR OWN AND PARTNER'S HEALTH BEHAVIORS, GOALS, AND EXPECTATIONS**Krista W. Ranby<sup>1</sup>, Jennalee Wooldridge<sup>1</sup>, Michelle vanDellen<sup>2</sup><sup>1</sup>University of Colorado Denver, <sup>2</sup>University of Georgia

Lifestyle change accompanying marriage often negatively impacts health behaviors. Interventions to help couples establish healthy rather than unhealthy habits as they transition to married life could strongly improve their future health outcomes, however little is known about health behaviors and goals of couples at this time. In the current study, reports from both partners in 122 engaged couples show that exercise, sleep, and diet were uncorrelated within couples; thus, individuals may adopt new healthy (or unhealthy) behaviors as shared habits increase over time. Couples agreed more about women's sleep and about men's dietary behaviors, alcohol consumption, and dental visits, which suggests gender differences in behaviors discussed. Many participants report shared health goals they discuss frequently with their partner; yet, within couples, partners describe different shared goals. Findings suggest marriage is a life transition point in which people desire to engage in healthy behaviors, highlighting it as a time in which interventions may prove effective.

E278

**NOT ALL PUNISHMENT IS CREATED EQUAL: 3RD PARTY PUNISHMENT IS ENFORCED BY NORMS MORE THAN 2ND PARTY PUNISHMENT**Justin Martin<sup>1</sup>, Jillian J. Jordan<sup>2</sup>, David G. Rand<sup>2</sup>, Fiery A. Cushman<sup>1</sup><sup>1</sup>Harvard University, <sup>2</sup>Yale University

Punishment behavior can serve to enforce social norms, most notably including large-scale cooperation, and so much recent work has focused on understanding when and why humans punish. Two broad classes of explanations for punishment exist: Those focused on biologically evolved motivations for punishment, and those postulating culturally maintained norms promoting punishment. Important, however, is the fact that punishment is not a unitary construct, and can be enacted both by harmed second-parties (2PP) and impartial third-parties (3PP). Here, we show a divergence in the extent to which 2PP and 3PP are promoted by norms: Third-parties failing to punish in response to an observed transgression are viewed as morally worse and more deserving of sanctions themselves (despite having no direct stake in the situation), relative to second-parties failing to punish. Thus, future work on the role of punishment should take into account fundamental differences in the motivations underlying 2PP and 3PP.

E279

**THREAT TO CONTROL AND COLLECTIVE ACTION TENDENCIES: THE ROLE OF INGROUP NORMS FOR GROUP MEMBERS' CHANGE SUPPORT**Janine Stollberg<sup>1</sup>, Immo Fritzsche<sup>1</sup><sup>1</sup>University of Leipzig

According to a model of group-based control, we present evidence that low personal control increases group members' support for change, when ingroup norms support it. By manipulating control perceptions and group norms experimentally, we show that threat to control increased employees' commitment to an organizational change process, only when a supporting ingroup norm was salient (Study 1). Further, students with low control perceptions complied with ingroup norms when confronted with both, ingroup and outgroup norms concerning educational improvements at universities (Study 2). Moreover, manipulating these group norms independently, only ingroup norms, but not outgroup norms increased students' conformity (Study 3). Finally, lack of control enhanced students' support for collective action against cuts at universities in line with supportive ingroup norms, among those students who perceived the cuts as less unjust (Study 4). This points to the importance to consider lack of control as additional determinant of collective action.

**Self/Identity**

E280

**ACHIEVING OR CONNECTING?: GENDER ROLES AND FOCUS OF LIFE STORIES**Adrienne Austin<sup>1</sup>, Kristi Costabile<sup>1</sup><sup>1</sup>Iowa State University

Life narratives provide the basis of one's identity and have important implications for one's perceptions, expectations, and behaviors. A two-part study was conducted to explore the role of personality traits on life narratives. Participants first completed a battery of personality measures in the laboratory. Participants were then asked to complete a series of short life stories within two weeks of the laboratory session. It was predicted that scores on the Bem Sex Role Inventory would guide the focus of the life essays. Content analyses were performed on the returned essays (N = 154). As expected, after controlling for participant gender, high masculinity scores on the BEM Sex Role Inventory predicted achievement-oriented life narratives, whereas high femininity scores predicted relationship-oriented life narratives. Additional relationships among

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narratives, relational self-construal, and regulatory focus were explored. These results provide insight as to how gender roles are reflected in life stories.

**E281  
COPING STRATEGIES AND STRESS-RELATED GROWTH AS PREDICTORS OF SELF-COMPASSION**

Yuki Miyagawa<sup>1</sup>, Junichi Taniguchi<sup>1</sup>  
<sup>1</sup>*Tezukayama University*

Although previous studies have indicated that self-compassion enhances well-being (Neff, 2009), little is known about its antecedents. The present study aimed at identifying such variables. Specifically, this study investigated whether coping strategies and stress-related growth would function as predictors of self-compassion, because suffering may be an opportunity for self-improvement (Breines & Chen, 2012). One-hundred eighty one Japanese undergraduates answered a questionnaire including Japanese Self-Compassion Scale (Miyagawa & Niiya, 2013), General Coping Scale (Sasaki & Yamazaki, 2012), and Stress-Related Growth (Nozaki, 2012). Results indicated that coping strategies such as emotional expression, problem-solving and cognitive reinterpretation promoted growth related to self-trust, which led to a higher level of self-compassion. On the other hand, although seeking emotional support and problem-solving facilitated a growth related to acceptance of others, this type of growth did not predict self-compassion. These findings imply that coping hardships by oneself will contribute to cultivation of self-compassion through increasing self-trust.

**E282  
THE ROLE OF AGENCY AND COMMUNION IN ATTITUDES TOWARD SMART DRUGS**

Brock J. Criger<sup>1</sup>, Cynthia Fekken<sup>1</sup>  
<sup>1</sup>*Queen's University, Kingston, Ontario*

Drugs designed to treat disorders are increasingly being used to enhance mental performance and psychological functioning. Our research builds on earlier findings that people are reluctant to enhance traits perceived as more fundamental to the self (Riis, Simmons, & Goodwin, 2008) by exploring the role of fundamental dimensions of social cognition (Fiske, Cuddy, & Glick, 2007). We generated trait groupings that were distinctly associated with agency, which emphasizes personal goals, intelligence, self-reliance, and with communion, which emphasizes social relationships, sympathy, and trustworthiness. As hypothesized, enhancement preferences for one's self were more strongly related to traits reflecting agency than to traits reflecting communion, whereas approval for others' use of enhancing drugs was more strongly related to communion than to agency. These results show that enhancement preferences vary predictably by the nature of the trait, and imply that people disapprove of others having the same competitive advantages they would choose for themselves.

**E283  
SOCIAL COMPARISON AND SELF-RATING AS MEASURES OF SELF-ENHANCEMENT**

Chen Li<sup>1</sup>, Miron Zuckerman<sup>1</sup>  
<sup>1</sup>*University of Rochester*

Taylor et al (2003) reported that self-enhancement illusion is related to better mental health. In the Taylor et al. study and a number of other investigations, self-enhancement was measured with a social comparison scale (i.e., Are you better than others?). But is the social comparison scale a good measure of self-enhancement? In the present study, we administered a social comparison questionnaire (a modified How I See Myself Scale, or HSM; Taylor and Gollwitzer, 1995), an equivalent self-rating (SR) scale and a number of mental health indices. Contrary to what could be expected, participants (N=923) self-enhanced more on the SR than on the HSM scale. In addition, factor analyses showed that participants did not

distinguish between the HSM and the SR items. Finally, the pattern of relations of the HSM and SR with mental health measures was very similar. These findings undermine the validity of the HSM as a self-enhancement measure.

**E284  
AN EXERCISE IN NOSTALGIA: THE ROLE OF OPTIMISM IN THE RELATIONSHIP BETWEEN NOSTALGIA AND PHYSICAL HEALTH**

Mike Kersten<sup>1</sup>, Kiely Alfieri<sup>1</sup>, Cathy R. Cox<sup>1</sup>  
<sup>1</sup>*Texas Christian University*

Previous research has shown that nostalgia (i.e., a sentimental longing for the past) leads to greater feelings of optimism, with other work demonstrating that optimistic thinking is associated with better physical and psychological health. Integrating these two lines of research, the current studies examined whether nostalgia-induced health optimism promotes attitudes and behaviors associated with better physical well-being. The results revealed that, in comparison to the control condition, nostalgic reverie led to greater health optimism (Studies 1 & 2). Further, mediational analyses showed that this heightened health optimism yielded greater health aspirations, a higher perceived likelihood of attaining health-relevant goals, and greater intentions to engage in preventative health behaviors (Study 2). These findings highlight the importance of nostalgia in health attitudes and behaviors. Specifically, this work suggests that nostalgia may be used a mechanism to increase the importance, perceived efficacy, and behavior associated with better physical health.

**E285  
SELF-PERCEPTION EFFECTS IN SELF-CONCEPT DEVELOPMENT: A LONGITUDINAL INVESTIGATION**

Andrew Hertel<sup>1</sup>, Robin Mermelstein<sup>2</sup>  
<sup>1</sup>*Knox College*, <sup>2</sup>*University of Illinois at Chicago*

How do we know ourselves? Self-concept development has often been thought due to self-perception effects. Tests of these effects have been limited because they have consisted of single time-point experiments despite the fact that self-concept development occurs over time and across situations. We tested hypotheses derived from Self-Perception Theory (Bem, 1972) with regards to smoking being incorporated into the self-concept and becoming self-defining in a longitudinal, four time-point survey study among adolescents who had smoked (n=1036). Consistent with hypotheses, these adolescents developed a smoker identity if they had self-internal reasons for smoking (nicotine dependence and emotion regulation) but not if they had social-external reasons for smoking (social acceptance). According to the theory, the effects of self-internal and social-external reasons for smoking were presumably due to making internal and external attributions for smoking, respectively. Results suggest both self-internal and social-external reasons for enacting behaviors affect self-concept development on an on-going basis.

**E286  
AN ACHIEVEMENT GOAL THEORY FOR SEX EDUCATION**

Sonia A. Swanson<sup>1</sup>, Kathryn C. Oleson<sup>1</sup>  
<sup>1</sup>*Reed College*

We examined whether Achievement Goal Theory could be meaningfully applied to sex education and sexual self-concept, using an online survey of 72 first-year college students. Three types of sexual knowledge achievement goals were found via factor analysis: performance-approach, mastery-approach, and overall avoidance. Participants endorsing higher performance-approach goals reported lower motivation to avoid engaging in risky sexual behavior, while those endorsing higher mastery-approach goals showed higher motivation to avoid risky sexual behavior. Higher endorsement of avoidance goals predicted lower levels of self-efficacy, self-schemata, and self-optimism. Participants in monogamous relationships reported higher sexual self-efficacy and self-optimism than single participants, and those with sexual

partners reported higher self-efficacy, higher self-schemata, and lower motivation to avoid risky sexual behavior than participants without partners. None of the measures differed by gender, sexual orientation, or high school sex education type. Applying these results could further understanding of how delivery of sex education resources affects sexual behavior.

E287

### IDENTITY INVOCATION, THE QUESTION-BEHAVIOR EFFECT, AND ORGAN DONATION: A RANDOMIZED CONTROLLED TRIAL

Paschal Sheeran<sup>1</sup>, Ian Macdonald<sup>2</sup>, Eleanor Miles<sup>3</sup>, Thomas L. Webb<sup>2</sup>, Peter R. Harris<sup>3</sup>

<sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>University of Sheffield, <sup>3</sup>University of Sussex

Although demand for organ transplantation is increasing, only 32% of people in the UK are registered organ donors. Based on research by Bryan, Walton, Rogers, and Dweck (2011), the present study tested whether survey items that invoked a relevant identity ("being an organ donor") increases donor registration relative to items concerning the focal behavior ("organ donation") or demographic items only. A nationally representative UK sample (N = 1,508) was randomly assigned to the three conditions, and completed 10 items concerning the identity or the behavior. Whether or not participants visited the national donor registration website was recorded. Contrary to expectations, participants generally had more favorable views of organ donation than being an organ donor. There was no reliable effect of condition on behavior (website visit rates = 2.5% to 3.8%). Discussion centers on the role of identity value as a potential explanation of these findings.

E288

### THE ROLES OF APPEARANCE CONTINGENT SELF-WORTH AND OBJECTIFIED BODY CONSCIOUSNESS IN MEDIA EXPOSURE AND UNHEALTHY EATING

Melissa M. Raymundo<sup>1</sup>

<sup>1</sup>University of Houston at Downtown

Research has shown that exposure to images of thin women in the media leads to unhealthy eating attitudes and behaviors. The purpose of this study was to examine appearance contingent self-worth (ACSW) and objectified body consciousness (OBC) as two possible moderators of this relationship. ACSW is the extent to which self-worth is based on physical appearance, while OBC refers to women acting as outside observers to evaluate their own bodies. I hypothesized that media exposure would be positively correlated with unhealthy eating only for women who were higher in ACSW or OBC, since they place a greater importance on their bodies and appearance. A sample of 273 female, undergraduate students completed questionnaires assessing media exposure, ACSW, OBC, and eating attitudes and behaviors. Analyses revealed that both ACSW and OBC moderated the relationship between media exposure and unhealthy eating. These findings shed light on the possible predictors of unhealthy eating behaviors.

E289

### LOSS OF PARENTS' RELIGIOUS IDENTITIES AMONG COLLEGE STUDENTS

Charles T. Hill<sup>1</sup>

<sup>1</sup>Whittier College

Religious identities were explored using data from a Multiple Identities Questionnaire at an ethnically diverse college, completed by 744 men and 1259 women. Students rated the extent to which they considered themselves to be a member of each of nine categories, including seven religions, "Other," and "No religious group," on scales from 0=NOT AT ALL to 8=COMPLETELY. They also made similar ratings for their father and their mother. Correlations between parents, and between students and each parent, were only moderate. One-fifth of the men and women rated "No religious group" higher for themselves than for their parents,

while less than five percent rated it lower. Latinos and Catholics were less likely to differ from parents. Negative correlations of "No religious group" with beliefs in God, heaven, hell, and a soul, were moderately low, indicating that many had religious beliefs in spite of lack of identification with a religious group.

E290

### THINKING ABOUT GOD INCREASES PRIVATE SELF-AWARENESS

Michael B. Kitchens<sup>1</sup>

<sup>1</sup>Lebanon Valley College

God is part of believers' self-concept (Hodges et al., 2013), suggesting that thoughts of God should raise private self-awareness (PSA), a temporary state of internal self-reflection. The present studies (N = 280) tested and found that thoughts about God does increase PSA. In Studies 1 and 2, participants rated how well adjectives (e.g., caring, controlling) described God or their friend, and Study 2 included an additional condition, where participants rated how positive each adjective was. Then, they completed a measure of PSA. Thinking about God increased PSA more than thinking about a friend (but not more than Study 2's additional condition), after controlling for belief in God and trait PSA. In Study 3, participants recalled the Ten Commandments, ten books read in high-school, or nothing. Recalling the commandments caused more PSA than no recall (but not more than book recall), after controlling for belief in God and trait PSA.

E291

### WRITING ABOUT MY ADAMANTIUM SKELETON: THE EFFECT OF MEDIA SELF-ASSIMILATION ON PHYSICAL STRENGTH AND MALE BODY IMAGE

Mitch Brown<sup>1</sup>, Jack J. Bauer<sup>1</sup>

<sup>1</sup>University of Dayton

Narrative self-identity construction may improve men's body image by fostering congruency between self and muscular ideals. We propose such congruency empowers men via media self-assimilation (MSA), a process of unifying self-perception with that of, rather than comparing oneself to, a media figure. In Study 1, following baseline physical strength and confidence measures, participants wrote first-person narratives, positioning themselves as favorite (or least favorite) superheroes. Participants' strength increased for favorite-superhero, relative to least-favorite, MSA. Study 2 measured participants' body-esteem in first- and third-person (i.e., social comparison) perspectives. A Time × Superhero × Condition interaction replicated strength increases. Strength decreased following social comparisons with favorite superheroes. Regardless of perspective, participants reported improved body-esteem following favorite superhero narratives. Whereas MSA narratives provided a venue through which participants imbued themselves with characteristics facilitating increased strength and body image, social comparison facilitated ego depletion accompanied by self-enhancement. Results suggest multiple dimensions of body image processes.

E292

### SELF-PERCEPTION OF INDIVIDUAL LEADERSHIP ABILITY INCREASES THROUGH PARTICIPATION AS AN EXTENDED ORIENTATION PROGRAM COUNSELOR

Shaan S. Shahabuddin<sup>1</sup>, Justin Varghese<sup>1</sup>, Frankie Driskill<sup>1</sup>

<sup>1</sup>Texas A&M University

Universities are beginning to incorporate programs that enhance student learning experiences and improve leadership skills; however there are arguments that such programs do not result in beneficial outcomes. "Fish Camp" is an extended orientation program that allows incoming freshmen college students to attend a one-week retreat where they are introduced to fundamental concepts that are incorporated into the university environment and that assist students in the transition to college. The present study had students who participated as Camp Counselors complete a

survey before, during, and after Fish Camp Counselor Training to measure five leadership constructs. The results show that Camp Counselors had a significant increase in attitudes towards their own leadership abilities for all five constructs as time in Fish Camp Counselor training sessions progressed. In contrast to other arguments, it is suggested that university leadership programs lead to greater self-awareness of one's own leadership attitudes and abilities.

E293

### THE NEW GENERATION OF MIGRANT WORKERS' IDENTITY, SELF-ESTEEM CHARACTERISTICS AND ITS RELATIONSHIP

li haiying<sup>1</sup><sup>1</sup>*Shenyang Normal University*

The study combined the method of IAT and questionnaires, From the implicit and explicit identity on the consistency of relationship to explore identity characteristics and self-esteem characteristics of the new generation of migrant workers. And discussing explicit self-esteem, implicit self-esteem development system in different identity groups. The following conclusions: 1. According to the implicit and explicit cognitive results of new generation migrant workers can be divided into four types. 2. Explicit self-esteem of subjects is significant differences in education level, implicit self-esteem differences in marital status. 3. Explicit self-esteem in four identity types showed significant difference; On the explicit self-esteem, group of the explicit city is higher than group of explicit rural. 4. The Implicit self-esteem effect is remarkable in subjects. Implicit self-esteem and explicit self-esteem was not significant weak correlation. Implicit self-esteem showed a significant difference in four identity types; About implicit self-esteem, group of identity consistent higher than inconsistent group.

E294

### THE LIMITS TO PRIDE: A TEST OF THE PRO-ANOREXIA HYPOTHESIS

Talea M. Cornelius<sup>1</sup>, Hart Blanton<sup>1</sup><sup>1</sup>*University of Connecticut*

Common to many social psychological models of mental health is the notion that positive self-conceptions promote self-esteem and psychological well-being. Two online studies tested an extreme version of this hypothesis, one advanced in "pro-anorexia" communities: That, rather than leading to lower self-esteem, for those who identify with a positive anorexic identity, disordered eating can lead to higher self-esteem. The first study was conducted with visitors to eating disorder recovery and information forums (N = 177), the second with pro-anorexia website users (N = 159). Results challenge the pro-anorexia hypothesis. Although those with higher levels of pro-anorexia identification trended towards higher self-esteem the more they engaged in disordered eating, these individuals evidenced overall lower levels of self-esteem relative to individuals lower in pro-anorexia identification. These data suggest that a more effective strategy for promoting self-esteem in young women is to encourage rejection of disordered eating behaviors and an associated anorexic identity.

E295

### WHAT MOTIVES UNDERLIE THE PREFERENCE FOR NEGATIVE FEEDBACK? TESTING SELF-VERIFICATION THEORY VERSUS RAISON OBLIGE THEORY

Wing Yee Cheung<sup>1</sup>, Aiden P. Gregg<sup>1</sup>, Constantine Sedikides<sup>1</sup><sup>1</sup>*University of Southampton*

People with negative self-views (PNSV) often opt for negative over positive feedback. Self-verification theory (SVT) proposes that this behaviour reflects a motive to confirm and stabilize their self-view, which contributes to the maintenance of sense of intrapsychic coherence, and a predictable and controllable social world. We propose raison oblige theory (ROT) as a more parsimonious account for this behaviour and that the rational assessment of feedback

accuracy drives the preference for negative feedback. Across four studies, we replicated the standard effects of PNSV opting for negative feedback. However, PNSV reported wanting the negative feedback they opted for to be false, and the positive feedback they opted against to be true. We interpret this as showing they still wanted to possess positive qualities, but felt obliged to receive negative feedback because they believe it reflects their current understanding of reality (albeit flawed) more accurately. Ultimately, perceived reality constraints curtail self-enhancement in PNSV.

E296

### POSSESSING A SILVER LINING THEORY OF SELF-CONCEPT: HAVING A NEGATIVE ATTRIBUTE INCREASES PERFORMANCE

Alexandra E. Wesnousky<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter M. Gollwitzer<sup>1</sup><sup>1</sup>*New York University*

Holding a lay theory that a negative personal attribute is associated with a positive attribute, a silver lining theory, increases effortful performance in the domain of the positive attribute. We used the specific silver lining theory that impulsivity was associated with creativity. Replicating previous findings, individuals induced to believe they were impulsive and then given the silver lining theory that impulsivity was related to creativity showed greater effort-based creativity than those for whom the silver lining theory was refuted (Study 1). Additionally, those made to believe that they were impulsive and given the silver lining theory performed more creatively than those who received no information about a silver lining theory (Study 2), indicating that believing a silver lining theory increased performance relative to baseline. Silver lining lay theories may allow people to compensate for a negative attribute by promoting effortful behavior in the domain of a positive attribute.

E297

### EXAMINING MECHANISMS OF SELF-AFFIRMATION: THE ROLE OF CHANGEABILITY AND DIAGNOSTICITY

William Schiavone<sup>1</sup>, Jennifer N. Belding<sup>1</sup>, Kentaro Fujita<sup>1</sup><sup>1</sup>*Ohio State University*

Because past research has shown that self-affirmation and high-level construal both reduce defensiveness to negative feedback, the current research investigates whether variables that moderate the relationship between high-level construal and defensiveness also moderate the effectiveness of self-affirmation. We hypothesized that self-affirmation would reduce defensiveness when negative feedback was diagnostic and portrayed one's weaknesses as changeable. After taking an emotional intelligence inventory, participants were assigned to the cells of a 2 (self-affirmation: affirmed vs. control) x 2 (changeability: high vs. low) x 2 (diagnosticity: high vs. low) between subjects design. Participants then indicated their choice to read a report detailing their strengths or weaknesses. Affirmation buffered individuals from threat when feedback was highly diagnostic, but not non-diagnostic, which may have implications for subsequent information search. Implications for self-affirmation and defensiveness are discussed.

E298

### WHO WILL I BE TOMORROW? THE EFFECT OF EXPECTED PERSONAL CHANGE ON FUTURE-ORIENTED FEELINGS AND BEHAVIOR

Sarah Molouki<sup>1</sup>, Daniel M. Bartels<sup>1</sup>, Hal E. Hershfield<sup>2</sup><sup>1</sup>*University of Chicago*, <sup>2</sup>*New York University*

Three studies examined how people's feelings of self-continuity and willingness to engage in future-oriented behaviors are affected by the expectation of positive or negative personal change. An initial correlational study showed that lower overall levels of expected change were associated with greater feelings of connectedness to the future self. However, a second experiment showed that this relationship was moderated by the valence of future change: although creating the expectation of negative personal change led people to feel less connected to their future self, creating the

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expectation of positive personal change did not lead to a reduction in connectedness. A third study showed that changes associated with diminished feelings of connectedness also lead to a reduced preference for future-oriented behaviors. Thus, people were less likely to endorse choices that would benefit a negatively-changed future self than a positively-changed future self, even when acknowledging that the negatively-changed self may exhibit greater need.

E299

### GENDER AND RACIAL/ETHNIC PUBLIC REGARD AND LINKS WITH PHYSICAL HEALTH AMONG BLACK AND LATINA COMMUNITY WOMEN

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<sup>1</sup>California State University, Long Beach, <sup>2</sup>University of California, Santa Barbara, <sup>3</sup>New York University

Ethnic minority women possess multiple social identities that society devalues. Reckoning with this devaluation might be stressful, thereby affecting the physical health of ethnic minority women. Two studies tested whether more negative perceptions of how others regard one's social group ("public regard") are associated with poorer physical health outcomes and health behaviors among Black and Latina community women. Confirming expectations, the first study (N=187) found that more negative gender public regard was associated with reports of lower overall physical health and greater frequency of alcohol consumption based on self-report. The second study (N=60) found that more negative racial/ethnic public regard was associated with higher basal cytokine interleukin-6, a marker of compromised immune response to infection. Together, across multiple measures collected at different levels of analyses, these findings suggest that ethnic minority women's perceptions of how others regard their gender and race/ethnicity can put them at risk for poorer health.

E300

### OXYTOCIN DECREASES NEURAL RESPONSES TO SELF-REFERENTIAL PROCESSING

Yi Liu<sup>1</sup>, Shihui Han<sup>1</sup>  
<sup>1</sup>Peking University

Self-related and other-related processes play reciprocally interconnected roles during social interaction. It has been well documented that oxytocin facilitates other-orientated social cognition and prosocial behavior. What remains unknown is whether and how oxytocin affects self-oriented processing. The current study tested the hypothesis that oxytocin decreases self-referential processing. Using functional MRI, We scanned 50 subjects with 25 treated with oxytocin and 25 treated with placebo. After oxytocin/placebo treatments, participants performed trait-judgment tasks on the self, a friend, and a celebrity and font-judgment task during scanning. We found self- vs. celebrity-judgment activated the medial prefrontal cortex (MPFC) in the placebo condition while oxytocin treatment significantly decreased the MPFC activity. Friend- vs. celebrity-judgment also activated the MPFC in the placebo condition but was not affected by oxytocin. Our findings showed the first neuroscience evidence that oxytocin decreased the neural responses to self-reflection and suggested a new mechanism through which oxytocin promotes prosocial behavior.

E301

### YES WE CAN: REKINDLING THE "OBAMA EFFECT" TO IMPROVE STUDENTS' MOTIVATION AND ACHIEVEMENT

Michael H. Pasek<sup>1</sup>, Valerie Purdie-Vaughns<sup>2</sup>, Jonathan E. Cook<sup>1</sup>, Julio Garcia<sup>3</sup>, Rachel Sumner<sup>4</sup>, Geoffrey L. Cohen<sup>5</sup>  
<sup>1</sup>The Pennsylvania State University, <sup>2</sup>Columbia University, <sup>3</sup>The University of Colorado, <sup>4</sup>Cornell University, <sup>5</sup>Stanford University

This study extends research on the "Obama Effect" by This study extends research on the "Obama Effect" by demonstrating that it can

be rekindled even when temporally removed from the election itself. Additionally, we provide support for a symbolic first theory, which proposes that reflecting on a transformative leader from a minority group can signal a social reconfiguration that affects minority students' perceptions of their local environment. In March of 2010, more than a year after the 2008 presidential election, we delivered an intervention asking 6th grade students to actively reflect on President Obama's historic achievement. This single intervention improved grades for racial minority students,  $F(1, 93) = 11.63, p = .001$ , and decreased social identity threat among racial minority males,  $F(1, 92) = 15.03, p < .001$ . Obama's achievements, and his status as a symbolic first, conferred both performance and psychological benefits that helped minority students. The present study establishes that the Obama Effect can be rekindled.

E302

### DISCRIMINATION AND MULTICULTURAL IDENTITY CONFIGURATIONS: THE MEDIATING ROLE OF STRESS

Maya A. Yampolsky<sup>1</sup>, Catherine E. Amiot<sup>2</sup>  
<sup>1</sup>York University, <sup>2</sup>Universite du Quebec a Montreal

We examined perceived discrimination as a predictor of how multicultural individuals negotiate and configure their different cultural identities within the self in a single study. Three configurations were assessed based on the cognitive-developmental model of social identity integration (Amiot et al., 2007): having one predominant identity (categorization), compartmentalizing one's different identities, and integrating one's identities. Since discrimination creates intraindividual discordance and is stressful, we examined the mediating role of stress in the associations between discrimination and the identity configurations. Data was collected through questionnaires measuring multicultural identity configurations, discrimination, and stress (N=194). Regression and bootstrap mediation analyses revealed that greater discrimination predicted compartmentalization through greater stress, while lower discrimination predicted greater identity integration through lower stress. Categorization was not predicted by discrimination or by stress. Stress appears to have a depleting role that hinders multiculturals' capacity to reconcile their identities into a cohesive whole.

E303

### WOMEN'S BELIEF IN A JUST FUTURE: WHEN SEXISM LEADS TO SYSTEM JUSTIFICATION

Jack Strellich<sup>1</sup>, Ariel J. Mosley<sup>1</sup>, Lisa Bohon<sup>1</sup>  
<sup>1</sup>California State University Sacramento

Research illustrates that disadvantaged groups in society who justify system inequality report lower self-esteem and support for social change. The present study examined dimensions of women's internalization of stigma and examined whether belief in a just world, a future time perspective, and exposure to discrimination portrayed as rare would cause the greatest stigma internalization. Female undergraduates (N=160) received negative feedback from a male evaluator after completing a reading and writing task, and then completed measures of stigma internalization. As expected, women exposed to affirmations of a just world, a future time perspective, and sexism portrayed as uncommon rationalized system inequality the most; conversely women exposed to a present time perspective, disconfirmations of a just world, and sexism portrayed as pervasive rationalized system inequality the least. Results demonstrate the importance of examining women's justification of unequal status quo as a function of one's ideologies and understanding of the world.

**E304**  
**THE EXPERIMENTAL MANIPULATION OF NEGATIVE IMPLICIT GENDER SELF-STEREOTYPING ON WOMEN'S IMPLICIT SELF-ESTEEM AND CAREER IDENTIFICATION**

Valerie L. Laws<sup>1</sup>, Luis M. Rivera<sup>1</sup>

<sup>1</sup>*Rutgers University at Newark*

Institutional sexism still exists today and has implications for women's gender self-concept. One example of how sexism influences women's self-concept is through the process of implicit gender self-stereotyping—defined as when individuals automatically associate themselves with society's widely known gender stereotypes. The present research examined the impact of an experimental manipulation of women's implicit negative gender self-stereotyping on implicit self-esteem and career identification (N = 49). A sequential priming task was used to manipulate implicit gender self-stereotyping and Implicit Association Tests (IATs) were used to assess implicit attitudes. Overall, the results suggest that implicit negative gender self-stereotyping enhances women's implicit (not explicit) self-esteem and also increases their implicit (not explicit) identification with traditionally feminine careers. Thus, gender self-stereotyping may simultaneously be beneficial (i.e., enhancing implicit self-esteem by feeling prototypical of ingroup) and detrimental (i.e., enhancing implicit traditional career identification and thus upholding the status quo) for women.

## Self-Esteem

**E305**  
**SELF-ESTEEM, AFFIRMING RELATIONSHIPS, AND GOAL PURSUIT**

Rose McGranahan<sup>1</sup>, Laura Patrick<sup>1</sup>, Madoka Kumashiro<sup>1</sup>

<sup>1</sup>*Goldsmiths, University of London*

Self-esteem has been linked to many beneficial outcomes, such as improved academic performance, job success, and more fruitful interpersonal relationships. However, the mechanisms that link self-esteem to success remain unclear. One underlying mechanism may be interpersonal in nature. Research into the 'Michelangelo phenomenon' has shown that individuals with affirming partners (who affirm and elicit the ideal self) report greater relationship satisfaction, and are more likely to move towards their ideal selves. This study aims to determine whether self-esteem is positively related to goal pursuit, and if this relationship is mediated by affirmation. 295 participants (87% female) aged 17-77 (M=30.06) completed online questionnaires, including a self-esteem scale, an affirmation scale, and items measuring intended goal pursuit. Multiple regression analyses indicate that the positive relationship between self-esteem and goal pursuit is fully mediated by affirmation. The importance of considering the interplay of individual differences and social relationships on motivational processes is discussed.

**E306**  
**LOSS OF FACE IN RELATION TO SELF-ESTEEM**

Keer Chen<sup>1</sup>, William Tsai<sup>1</sup>, Anna Lau<sup>1</sup>

<sup>1</sup>*University of California at Los Angeles*

The concept of face refers to the positive social image that one wants to uphold in the presence of others. Since loss of face is directly related to distress, maintaining face is of particular concern in social interactions. The current study examined the relationship between face concerns, self-construal, and self-esteem between Asian Americans (AA) and European Americans (EA). Results of a 10-day daily diary study found that of AA and EA college students, EA participants expressed greater concern over face is related to lower self-esteem than AA participants. Further analysis explains that the relationship between face concerns and self-esteem is mediated by the extent of an interdependent versus independent self-construal. These findings suggest that face concerns have a different impact on

psychological processes for EA and AA, implications on mental health are discussed.

**E307**  
**BRINGING YOU DOWN VERSUS BRINGING ME UP: SELF-ESTEEM MODERATES THE EXPERIENCE OF MALICIOUS AND BENIGN ENVY**

Stephanie A.M. Smallets<sup>1</sup>, Lindsey Streamer<sup>2</sup>, Cheryl L. Kondrak<sup>2</sup>, Mark D. Seery<sup>2</sup>

<sup>1</sup>*University of Southern California*, <sup>2</sup>*State University of New York at Buffalo*

Previous research has supported the existence of two faces of envy: malicious envy, characterized by the desire to bring an envy target down, and benign envy, characterized by the desire to bring oneself up to the level of an envy target. The current study extends previous work by investigating discrepant and congruent high self-esteem as antecedents to the experience of malicious and benign envy, respectively. When exposed to an upward social comparison, participants with discrepant high self-esteem exhibited responses consistent with malicious envy (i.e., derogating the envy target), whereas participants with congruent high self-esteem exhibited responses consistent with benign envy (i.e., persisting longer at a difficult task). These results suggest that individuals' combination of explicit and implicit self-esteem plays an important role in determining their experience of benign and malicious envy, as well as further exemplifying that high explicit self-esteem is not always beneficial.

**E308**  
**INSULTS...TESTING THE BOUNDARIES: A PSYCHOLOGICAL PERSPECTIVE ON INSULT SENSITIVITY**

Ryan T. Gertner<sup>1</sup>, Grace Lozano<sup>2</sup>, Jasmine Bass<sup>2</sup>, Richard Beck<sup>2</sup>

<sup>1</sup>*University of Texas Arlington*, <sup>2</sup>*Abilene Christian University*

There has been little research conducted on insult sensitivity and what contributes to a person taking offense to behaviors, verbal or nonverbal, that are deemed to diminish one's integrity or sense of worth. The goal of this study was to begin investigation into the area of insult sensitivity, specifically to develop a measure of insult sensitivity, explore possible gender differences, and to compare rival models (ego vs. emotion) of insult. 116 candidates were solicited to take an online survey comprised of The Insult Sensitivity Scale, Trait Anger Scale, Big-Five Neuroticism Scale, Rosenberg Self-Esteem Scale, and Narcissistic Personality Inventory. Overall, the findings of the study validated The Insult Sensitivity Scale as a measure of insult sensitivity and indicated sensitivity to insults is not based on emotional traits (anger and neuroticism) but rather ego-based traits (self-esteem and narcissism). Additionally, the results indicated women were found to be more prone to insult.

**E309**  
**"BECOMING THE LITTLE ENGINE THAT COULD": ANXIETY, SELF-ESTEEM, AND EXAM PERFORMANCE**

Stephanie N. Patterson<sup>1</sup>, Jana Hackathorn<sup>1</sup>

<sup>1</sup>*Murray State University*

The current study investigated how much anxiety, created by either mortality salience (MS) or dental fear affected exam performance. Thus, this study examined whether anxiety unrelated to an exam could affect the grade achieved on the exam. Additionally, as self-esteem is connected to both MS and exam performance, the influence of bolstering self-esteem was also examined. A 2 (MS vs. Dental) X 2 (Self-esteem bolstering vs. none) ANOVA was conducted on both anxiety scores and on exam totals. Results indicated that those who were allowed to bolster their self-esteem prior to taking an exam reduced their overall level of anxiety and performed better. However, a post hoc analysis involving a median split of anxiety indicated that of all who were allowed to bolster their self-esteem, those that had higher anxiety performed better on

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the test than individuals with low anxiety. Implications will be discussed.

**E310**  
**SELF-ESTEEM MODERATES THE RELATIONSHIP BETWEEN EGO DEPLETION AND APPROACH MOTIVATIONS**

Eric T. Huang<sup>1</sup>, Danu A. Stinson<sup>1</sup>

<sup>1</sup>*University of Victoria*

Appetitive motivations, such as approach motivations, are associated with increased heart rate (HR; e.g., Lang & Bradley, 2008). High social risk triggers greater approach motivations for higher self-esteem individuals (HSEs) than lower self-esteem individuals (LSEs; Cameron et al., 2010). This pattern may be influenced by ego depletion, the temporary reduction of self-regulatory resources when exerting self-control (Muraven et al., 1998). We monitored participants' HR, evoked high social risk, and assigned participants to a depletion or control condition. LSEs had greater HR in the depletion than no depletion condition, consistent with greater approach motivations, whereas HSEs had lower HR in the depletion than no depletion condition. These results suggest that when not depleted, LSEs may use resources to suppress approach motivations, whereas HSEs may use resources to approach. Ego depletion may impede LSEs' suppression and HSEs' approach capabilities. This research adds insight to the mechanisms underlying self-esteem differences in approach motivations.

**E311**  
**TELL ME ABOUT YOUR SELFIES!**

Sylvia M. Lee<sup>1</sup>, Jenna Chang<sup>1</sup>

<sup>1</sup>*University of Hawaii at Manoa*

Background: As Facebook usage continues to climb, researchers have shed light on the social media giant's influence on individuals' social connectedness, need for self-presentation, and need to belong. This study investigates how Facebook activity influences an individual's self-perception. Specifically, whether receiving feedback on a "selfie" influences self-esteem, self-confidence, and body image. Method: Participants were asked to post a new "selfie" on their Facebook profile, after which they answered questions regarding their Facebook usage. Approximately 24 hours later, participants reviewed the feedback received from their selfie and completed a survey addressing self-esteem, body image, social support and self-confidence. Results: Preliminary data suggest that the number of "likes" individuals received for their selfie is positively related to self-esteem, and how attractive they believe themselves and their selfie to be. Additionally, the perceived attractiveness of the selfie is positively related to participants' personal evaluation of their appearance and their body image.

**E312**  
**GETTING WHAT THEY DESERVE?: THE EFFECTS OF PERCEIVED DESERVINGNESS OF AN OUTPERFORMED PERSON ON AN OUTPERFORMER**

Erika Koch<sup>1</sup>, Shawnee Totton<sup>1</sup>

<sup>1</sup>*St. Francis Xavier University*

How people react to being the target of a threatening upward comparison may depend in part on how much they think that the person they outperformed deserved to do well. In a laboratory experiment, 53 female participants received false feedback indicating that they had outperformed a confederate on a task. During the task, the confederate followed one of three randomly assigned scripts that varied the confederate's effort to manipulate perceived deservingness: high deservingness, low deservingness, and control. Results revealed that the deservingness manipulation was successful. Results further revealed that participants were significantly more likely to downplay their performance in the high deservingness condition than in the other two conditions. Exploratory analyses revealed that state self-esteem correlated with perceived deservingness of the confederate. Results suggest that

people may be especially likely to appease those they have outperformed when they believe that the outperformed deserved (but did not achieve) success.

**E313**  
**THE EFFECT OF FAILURE ON PERSPECTIVE TAKING AS MODERATED BY SELF-ESTEEM**

Marcy Cohen<sup>1</sup>, Sofia-Jeanne Roggeveen<sup>1</sup>, Carrie L. Wyland<sup>1</sup>

<sup>1</sup>*Tulane University*

The present study examined the effect of failure feedback on perspective-taking as moderated by self-esteem and the need to belong. In a single study, 80 participants were either given failure feedback or no feedback and then completed a false belief task to measure perspective-taking. Hierarchical regression analyses demonstrated a significant 3-way interaction between self-esteem, need to belong, and feedback condition. Specifically there were no differences in perspective taking in the control condition but after failure feedback, participants with low self-esteem and a low need to belong did better on the perspective taking task and those with high self-esteem and a low need to belong did worse on the task. These findings suggest that failure can influence perspective taking but only for those low in the need to belong and the effect differs based on level of self esteem. This highlights the complex role self-views play in perspective taking abilities.

**E314**  
**DISCREPANT LOW SELF-ESTEEM AND PERFECTIONISM**

Mitsuru Shimizu<sup>1</sup>, Laura S. Bozarth<sup>1</sup>

<sup>1</sup>*Southern Illinois University Edwardsville*

A previous research demonstrated that people with discrepant low self-esteem (low explicit self-esteem and high implicit self-esteem) were associated with physical as well as mental illnesses (e.g., Creemers, Scholte, Engels, Prinstein, & Wiers, 2012; Schroder-Abe, Rudolph, & Schutz, 2007). Because perfectionism may underlie such negative consequences, the present study examines how discrepant low self-esteem is associated with two components of perfectionism – i.e., Conscious Perfectionism and Self-Evaluative Perfectionism – by using Hill et al.'s (2004) Perfectionism Inventory. The results demonstrated that people with discrepant low self-esteem were associated with Self-Evaluative Perfectionism, but not with Conscious Perfectionism. Those results were consistent with the idea that those with discrepant low self-esteem unconsciously hold rigorous standards for their performance (Zeigler-Hill & Terry, 2007). However, they judge harshly when they failed to meet these standards, which results in negative outcomes in regard to their physical as well as psychological wellbeing.

**E315**  
**DEVELOPMENT AND VALIDATION OF A HEALTH CONTINGENT SELF-WORTH SCALE**

Patrick E.K. Boyd<sup>1</sup>, Jamie L. Goldenberg<sup>1</sup>, Jamie Arndt<sup>2</sup>

<sup>1</sup>*University of South Florida*, <sup>2</sup>*University of Missouri at Columbia*

A 7-item Health Contingent Self-Worth (HCSW) scale (e.g., "I feel good about myself when I know I am living a healthy lifestyle,"  $\alpha = .90$ ) was developed and validated in a sample of 287 participants. We predicted, and found, a strong degree of overlap with the health consciousness scale (HCS) ( $r = 0.59$ ), which measures general investment in, and saliency of health, and a more moderate overlap with health locus of control (internal,  $r = 0.37$ ; external,  $r = -0.30$ ). We hypothesized that individuals high in HCSW would show increases to self-esteem after thinking about recent healthy, compared to unhealthy, behavior, whereas individuals low in HCSW would not. Significant effects were found on three separate indices of state self-esteem. Moreover, these findings were obtained controlling for the interaction between HCS and the prompt, which did not predict state self-esteem reliably.



E316

**FOCUS ON FAILURE: THE INVOLUNTARY PULL OF SELF-THREATENING INFORMATION AMONG PEOPLE WITH DEFENSIVE SELF-ESTEEM**Jennifer L. S. Borton<sup>1</sup>, Mark A. Oakes<sup>2</sup>, Rohan Arcot<sup>1</sup>, Abigail Quirk<sup>1</sup>, Rebecca Rees<sup>1</sup><sup>1</sup>Hamilton College, <sup>2</sup>St. Lawrence University

People with defensive (high explicit and low implicit) self-esteem are highly reactive to ego threat. In the current research, we explored whether this reactivity may result from the way they process self-threatening information. In Studies 1a and 1b, participants with defensive self-esteem rated memories of self-threatening events as clearer, more accessible, subjectively temporally closer, and more emotionally intense than did participants with secure (high explicit and implicit) self-esteem. In Studies 2a and 2b, participants displayed a longer attentional blink—and thus made more errors on a computer task—following photos of rejecting faces than following either accepting faces or negative control images. Taken together, these findings demonstrate that people with defensive self-esteem readily attend to and encode self-threatening information, and that such memories remain salient even years later. These cognitive responses to threat cues may help explain the aggressive and defensive reactions to ego threat among people with defensive self-esteem.

E317

**SELF-ESTEEM INSTABILITY AND PERCEIVED AGGRESSION**Ashton Caroline Southard<sup>1</sup>, Brian M. Enjaian<sup>1</sup>, Christopher J. Holden<sup>1</sup>, Virgil L. Zeigler-Hill<sup>1</sup><sup>1</sup>Oakland University

What is the relation between self-esteem and aggression? One popular view is that low self-esteem leads to aggression, but research has shown this relationship to be weak and inconsistent. A rival hypothesis suggests that high self-esteem leads to aggression. In the present study, we attempted to clarify the relationship between self-esteem and aggression by examining a possible moderator: self-esteem instability. We assessed daily fluctuations in state self-esteem in a sample of 234 undergraduate participants, and collected reports of perceived aggression from participants' friends and family members. Self-esteem instability moderated the association between self-esteem level and aggression: Participants with stable high self-esteem were viewed as being less aggressive than those with unstable high self-esteem or those with stable or unstable low self-esteem. These findings are discussed in the context of understanding the connection between self-esteem and aggression.

E318

**IN DEFENSE OF SELF LOVE: NARCISSISTS' NEGATIVE BEHAVIOR DURING ROMANTIC RELATIONSHIP CONFLICT**Tracy DeHart<sup>1</sup>, Julie Longua Peterson<sup>2</sup><sup>1</sup>Loyola University Chicago, <sup>2</sup>University of New England

There has been relatively little research investigating how narcissists respond to difficulties in their romantic relationships, although we know they respond poorly to threat occurring outside of their relationships (Twenge & Campbell, 2003; Konrath, Bushman, & Campbell, 2006; c.f. Foster & Campbell, 2005). In Study 1, an observational methodology revealed that people high (vs. low) in narcissism engaged in significantly more negative behaviors (i.e., criticizing, name-calling, insulting) during a conflict interaction with their romantic partner. In Study 2, people high in narcissism reported lower implicit self-esteem after recalling a time they felt rejected by their partner compared with a control manipulation. In contrast, people low in narcissism reported higher implicit self-esteem after recalling a time they felt rejected by their partner. These results suggest that narcissists may self-protectively derogate relationship partners during conflict as a way to defend against threats to their implicit self-evaluations.

E319

**THE COMPLEX INTERACTION BETWEEN SELF-ESTEEM AND SELF-CONTROL**Jay Lawrence Michaels<sup>1</sup>, Ashley Norton<sup>1</sup><sup>1</sup>Presbyterian College

Is self-control a standalone process or does it interact with other psychological phenomena? In two studies, we examined the interaction between self-esteem and self-control. We focused on self-esteem as higher self-esteem enhances motivation to persist with challenging tasks, which require greater self-control. In our first experiment (N = 40), we found that ego-depletion effects are influenced by self-esteem. As expected, people who have lower self-esteem are more significantly affected by tasks that deplete self-control. In our second experiment (N = 31), we found that contrary to expectations, inducing higher self-esteem in people does not boost self-control. People instructed to think positively of themselves tend to perform marginally poorer on a subsequent task than do those who are instructed to adopt a more critical self-evaluation. Furthermore, momentarily considering one's positive qualities later negatively impacts self-evaluation, suggesting diminished self-control. These results reveal that self-control interacts in complex ways with self-esteem and self-evaluation.

E320

**BEING SELF-COMPASSIONATE PROMOTES SITUATIONAL SELF-ESTEEM AND WELL-BEING WHEN FACING SOCIAL STRESS**Catherine M. Bergeron<sup>1</sup>, Isabelle A. Doré<sup>1</sup>, Stéphane Dandeneau<sup>1</sup><sup>1</sup>Université du Québec à Montréal

Research suggests that kindness oriented toward oneself, or self-compassion, has multiple psychological benefits. In the current study, we tested how trait self-compassion influences feelings of self-esteem following a social stressor. After completing a measure of trait self-compassion and baseline measures of situational wellbeing (self-esteem, anxiety, and self-reported physiological arousal), participants (N = 44) performed an unexpected job interview (social stressor). They again reported their situational wellbeing. One week later, participants were asked to recall the 'job interview' task and rate their current feelings of wellbeing. Mediation analyses revealed that situational self-esteem significantly mediated the relation between trait self-compassion and measures of wellbeing immediately after the social stressor and one week later when participants recalled the stressor. These results suggest that trait self-compassion promotes feelings of self-esteem when faced with a social stressor and buffers against the negative effects of recalling the stressor.

E321

**SOCIAL SUPPORT OR SELF-ESTEEM?: MODERATORS OF SELF-EFFICACY IN THE FACE OF DISCRIMINATION**Lee M. Cagle<sup>1</sup>, Dana M. Pensoneau<sup>1</sup>, Bettina J. Casad Ph.D. <sup>1</sup><sup>1</sup>University of Missouri-St. Louis

Self-esteem and social support often buffer the effects of negative experiences on psychological well-being. A study with undergraduate women in science, technology, engineering and math (STEM) majors (N = 183) examined the relationship between gender discrimination and academic self-efficacy as moderated by social support and self-esteem. Results demonstrate a 3-way interaction between the experience of discrimination, self-esteem, and social support on self-efficacy ( $\beta = .154, p = .008$ ). Women with higher social support and self-esteem had higher overall self-efficacy regardless of experiences with discrimination. Women with higher social support but lower self-esteem had lower self-efficacy when experiencing more discrimination compared to women experiencing less discrimination ( $p = .001$ ). Interestingly, women with lower social support and self-esteem actually exhibited higher self-efficacy when experiencing more rather than less discrimination. The findings demonstrate the protective nature of

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social support, and particularly self-esteem against gender discrimination for women in male-dominated fields.

**E322**

**ESCAPE FROM OSTRACISM**

**Dongning Ren<sup>1</sup>, Eric D. Wesselmann<sup>2</sup>, Kipling D. Williams<sup>1</sup>**  
<sup>1</sup>*Purdue University*, <sup>2</sup>*Illinois State University*

Ostracism – being excluded and ignored – is a distressing and painful experience (Williams, 2009). The literature provides evidence that ostracism increases both aggressive and prosocial behaviors. The current research investigated social withdrawal may also occur following ostracism. Participants were either assigned to be targets or sources of ostracism in the “O-Train” activity.

Afterwards, they indicated their preferences for how they would like to work on the next task: to do it by themselves, remain in the same group, or join a new group. Results indicated that the proportion of ostracized participants wanting to join a new group did not differ significantly from sources of ostracism ( $p = .159$ ). However, relative to sources of ostracism, lower proportion of ostracized participants was interested in staying in the same group ( $p = .001$ ), whereas higher proportion of ostracized participants wanted to be alone ( $p = .004$ ). These findings suggest ostracism increases social withdrawal.

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# Poster Session F

Saturday, February 28, 2015, 12:30 pm - 2:00 pm, Hall B

## Applied Social Psychology

F01

### PROACTIVE COPING, TRAUMA EXPOSURE, AND PTS LEVELS IN NURSING STUDENTS

Raquel Borges-Garcia<sup>1</sup>, Laura Vernon<sup>2</sup>

<sup>1</sup>University of California at Irvine, <sup>2</sup>Florida Atlantic University

Past research has found that proactive coping (i.e., employed before a traumatic event) is associated with lower posttraumatic stress (PTS) symptomatology. Recent work has also shown that nursing students, in particular, experience many work-related traumas that can result in PTS symptoms and future burnout. To examine the role of proactive coping in preventing PTS, 97 nursing students and a comparison group of 75 non-nursing undergraduate students completed assessments of PTS, proactive coping, and trauma. Both groups reported similar levels of traumas, although nursing students reported the most distress for verbal abuse rather than to events relating to death or severe injury. Nursing students had surprisingly low PTS symptomatology. Possibly, PTS levels were low because of high proactive coping present in the nursing student sample. This could mean that proactive coping is providing some protection against trauma and PTS. Further research will be needed to support these findings.

F02

### DO INDIVIDUAL EMOTIONAL SKILLS MODERATE THE RELATIONSHIP BETWEEN SOCIAL SUPPORT AND WELL-BEING AMONG ADULTS TRANSITIONING THROUGH HOMELESSNESS?

Zoe C. Walter<sup>1</sup>, Genevieve Dingle<sup>1</sup>, Jolanda Jetten<sup>1</sup>

<sup>1</sup>University of Queensland

A plethora of research has demonstrated the benefits of social networks and social support for wellbeing, especially during periods of stress. However, research indicates that it is complicated to apply this to people experiencing homelessness; a vulnerable population characterised by social exclusion and complex needs. We examine how individual factors, specifically emotion regulation (defined as the ability to regulate one's emotional responses when under stress), influences the relationship between social support and wellbeing outcomes. 119 residents of homeless accommodation services were assessed while in the service and again three months later. Emotion dysregulation was associated with homeless episodes, lower social support and life satisfaction, and higher rates of social isolation, negative mood, and alcohol abuse. Further, emotion regulation attenuated the relationship between social factors and wellbeing. Our results extend social psychological theorizing in homelessness by demonstrating an interplay between individual and social factors that predict wellbeing in this disadvantaged population.

F03

### PAYING PEOPLE TO PROTECT THE ENVIRONMENT: A META-ANALYSIS OF INCENTIVE INTERVENTIONS TO PROMOTE PROENVIRONMENTAL BEHAVIORS

Alexander R. Maki<sup>1</sup>, Rachel J Burns<sup>1</sup>, Long Ha<sup>1</sup>, Alexander J. Rothman<sup>1</sup>

<sup>1</sup>University of Minnesota

A common approach to changing proenvironmental behaviors (e.g., recycling, travel behavior) is the use of incentives (e.g., cash, transit tickets). To determine the effect of incentives on initial and sustained behavior change, we conducted a meta-analysis of 22 studies that contained the measurement of a proenvironmental behavior, use of an incentive, and an experimental or quasi-experimental design. Incentive interventions on average have a small-to-medium effect on behavior both while incentives are in place ( $d=.34$ ) and after their removal ( $d=.42$ ). Additional evidence suggested that certain

types of incentives might work better for certain behaviors. For example, cash incentives elicited greater change in recycling behaviors than did non-cash incentives ( $d=.38$  vs.  $d=.17$ ), whereas non-cash incentives elicited greater change in travel behavior (e.g., public transportation use, carpooling) than did cash incentives ( $d=.49$  vs.  $d=.16$ ). These findings suggest when incentives are effective for changing proenvironmental behaviors, as well as current gaps in the literature.

F04

### EFFECTS OF CONSENT FORM PRESENTATION ON STUDY KNOWLEDGE AND ATTITUDES

Michael H. Mintz<sup>1</sup>, Helen C. Harton<sup>1</sup>, Asha Ganesan<sup>1</sup>, Kristin Broussard<sup>1</sup>, Anita Gordon<sup>1</sup>, Danielle Stuck<sup>1</sup>, Wayva Lyons<sup>1</sup>

<sup>1</sup>University of Northern Iowa

Despite efforts to ensure that participants are aware of their rights, individuals often participate in social research without fully reading or understating the provided consent information. Across four studies, each assessing college students, faculty members, IRB members, or MTurk users (total  $n = 675$ ), participants received consent information in an invitation email, through a "traditional" consent form presented at the beginning of study, or through a short, simple consent form presented at the beginning of the study. Participants who received their consent information through email recalled more information about the study than participants who received either the short or the traditional consent form. No evidence was found to suggest differences in attitudes toward the study based on the consent document. These findings suggest that researchers could provide participants with more accessible consent information to improve understanding, without risking participants viewing the research as being less meaningful for using simpler language.

F05

### CAN MINDFULNESS BE INDUCED ONLINE?

Lynsey A. Mahmood<sup>1</sup>, Tim Hopthrow<sup>1</sup>, Georgina Randsley de Moura<sup>1</sup>

<sup>1</sup>University of Kent

The aim of these studies was to test whether a short computer mediated mindfulness intervention induces the effects of mindfulness. A five-minute mindfulness practice was administered to 54 participants in a lab setting and to 61 online participants (via MTurk), who also completed the TMS measure of state mindfulness before and after the intervention. This was to directly test whether the intervention would induce mindfulness, and whether this would also be the case when administered remotely. Results indicated that mindfulness was increased in both groups of participants, but only for the decentering facet of state mindfulness. This means that mindfulness can be used successfully via computer mediated methods and was able to elicit the same detachment from thoughts as was found in the laboratory. This has implications for research methodology, and for the application of mindfulness in organisations and dispersed teams.

F06

### KNOWLEDGE INFLUENCES THE HEDONIC EXPERIENCE OF MEAT CONSUMPTION

Eric Anderson<sup>1</sup>, Lisa Barrett<sup>1</sup>

<sup>1</sup>Northeastern University

Previous research has demonstrated that knowledge can influence perception. In this study, we explored whether knowledge about how meat was produced would influence participants' hedonic eating experience. Participants read descriptions of how meat was farmed, tasted meat samples, and then rated the pleasantness of the samples' taste. One sample was paired with a description of meat

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raised on a factory farm, and the other was paired with a description of meat raised on a humane farm. Participants rated samples paired with factory farm descriptions as significantly less pleasant tasting compared to samples raised on humane farms (even though they were actually the same product). These findings suggests that knowledge about the origins of food shapes how it is experienced.

F07

### ACADEMIC DISHONESTY AND SOCIOECONOMIC FACTORS

Ashton D. Macaulay<sup>1</sup>, Kristi Lemm<sup>1</sup>

<sup>1</sup>Western Washington University

Academic dishonesty is a problem on campuses across the country. Previous research has shown that upwards of 80% of students have cheated at least once over the course of their academic careers (McCabe & Trevino, 1993). The present studies aimed to examine factors behind why academic dishonesty is so commonplace, and what motivates cheating behavior. Our research consisted of two studies (N = 288; N = 234) in which undergraduate students at University were asked about their cheating behaviors over the past year. 80% of students said they had cheated at least once in the past academic year, one in four students reported that they had invented data on an assignment, and over 60% said they had used uncited sources in a paper. Participants who felt that cheating was more common on campus also reported higher levels of cheating themselves ( $r = .32, p < .01$ ).

F08

### TILL GRADUATION DO US PART?: PREDICTING INTENTION TO GRADUATE AMONG COLLEGE STUDENTS

Nancy Frye<sup>1</sup>, Michele Dornisch<sup>1</sup>

<sup>1</sup>Long Island University-Post

Increasingly, attention is being paid to college retention and graduation rates. One key factor in these outcomes is likely students' commitment to their college. Data from 82 undergraduate students from twenty-one colleges, who ranged from being in their first semester to their last semester, were collected to examine predictors of commitment. Analyses revealed that, controlling for time in college, greater levels of satisfaction with one's college predicted higher levels of commitment to finishing at one's college. This association, however, was moderated by how the decision had been made concerning which college to attend. Participants who reported having spent more time weighing the pros and cons of various colleges demonstrated a weaker association between satisfaction and commitment, suggesting that current levels of satisfaction were less important to these students in predicting their levels of commitment. Implications for retention efforts and models predicting commitment to school will be addressed.

F09

### EXAMINING THE EFFECT OF CRIME PREVENTION SIGNAGE THROUGH SOCIAL NORMATIVE THEORY AND ATTITUDE STRUCTURES

Bruce A. Biggs<sup>1</sup>, Meghan E. Norris<sup>1</sup>

<sup>1</sup>Purdue University

Messages activating social norms can lead to socially beneficial outcomes. This is the basic assumption behind the widely used "Warning: Neighborhood Watch" sign. However, a recent study suggests that this sign can produce unintended reversal effects of increasing participant fear of crime and decreasing participant estimates of community quality (Schultz & Tobanico, 2009). The question emerges: What type of sign might produce the desired effects? Thus, this project manipulated the type of neighborhood watch sign. A one-way (Warning: Neighborhood Watch" vs. "United to Make Our Neighborhood Safer" vs. a No Sign Control) between subjects design was used to test the efficacy at reducing fear of crime. Participants assigned to the "Warning: Neighborhood Watch" sign condition reported a greater concern of crime victimization and a lower perception of community quality that

those participants assigned to the other two conditions. Attitudinal bases were also measured and will be discussed.

F10

### IMPACT OF MEDIA EXPOSURE ON SOCIAL NORMS RELATED TO USE OF PERFORMANCE ENHANCING SUBSTANCES

Steffi Renninger<sup>1</sup>, Tonya Dodge<sup>1</sup>, Michelle Stock<sup>1</sup>

<sup>1</sup>George Washington University

Among male collegiate athletes, social norms predict athletes' intentions and willingness to use performance enhancing substances (PES) in the future (Dodge, Stock, & Litt, 2012). Limited work has identified which aspects in the social environment affect these norms. The present study aimed to identify whether media exposure (i.e., time spent watching professional sports, number of ads viewed) or discussions with friends about PES have a larger impact on norms about PES. Collegiate male athletes (n=132) from two sites completed a self-report questionnaire that assessed injunctive and descriptive norms about PES. Linear regression analyses showed that amount of time spent watching professional sports predicted injunctive norms for PES after controlling for covariates ( $\beta = .252, t(130) = 2.82, p < .05$ ). Neither media exposure nor discussions with friends significantly predicted descriptive norms. These data imply different environmental factors influence injunctive and descriptive norms about PES. Implications for theory and prevention will be discussed.

F11

### THE EFFECT OF DESCRIPTIVE NORMS ON UNIVERSITY STUDENTS' PRO-ENVIRONMENTAL BEHAVIORS: CROSS-CULTURAL COMPARISON

Kaori Ando<sup>1</sup>, Susumu Ohnuma<sup>2</sup>, Gundula Hubner<sup>3</sup>, Wesley Schultz<sup>4</sup>

<sup>1</sup>Nara Women's University, <sup>2</sup>Hokkaido University, <sup>3</sup>Martin-Luther-University Halle-Wittenberg, <sup>4</sup>California State University

The present study investigated the effect of descriptive norms on pro-environmental behaviors in four countries. Ando et al (2007) found that descriptive norm of the country affected pro-environmental behaviors in the U.S. and Japan. The present study examined the effect of the descriptive norms of the students in the same university and the people in the community because the norm of the closer category may be more important. The study was conducted in 2012 with the university students in the U.S. (N=87), Germany (N=296), China (N=184) and Japan (N=611). The result of the regression analysis showed that the effect of descriptive norm of the university students was most powerful in China, which also affected 3R behavior in Japan. Descriptive norm of the community affected citizen participation in Japan and Germany. Descriptive norm of the reference group was important for individual behaviors, while that of the community was relevant for the collective behaviors.

F12

### ACCOUNTING FOR EMBARRASSMENT AND FREMDSCHÄMEN: A PROCESS MODEL

Paul Sebastian Alvarez Löblich<sup>1</sup>

<sup>1</sup>Universität Würzburg

*Embarrassment*, while being a very common occurrence, has not been explained at a process level, just as the enigmatic *Fremdschämen*. I propose a process model which aims to predict both.

Based on work by Strack & Deutsch (2004), Russel (2003) and Oyserman (2011), the model presents, with basis on two-process-models, a way by which this emotions might arise. It also explains how *Fremdschämen* is different from Vicarious Embarrassment, the first being -for example- independent from empathic processes.

Five studies test the model's predictions at behavioural, awareness and physiological levels, and empathy's mediating role on *Fremdschämen*.

Results support the model's predictions and challenge the relevance of empathy, even suggesting a Fremdschämen- and Embarrassment-inhibitory effect under certain conditions. Hence, I propose a common process for both Embarrassment and Fremdschämen, dependent on cultural and situational factors, as well as a new term for Fremdschämen, which should disambiguate its meaning: *Remote Embarrassment*.

**F13**  
**EQUALITY: DELIBERATED JUSTICE PRINCIPLE OR SIMPLY A DECISION HEURISTIC?**

Simon Dickopf<sup>1</sup>, Paul Alvarez Löblich<sup>1</sup>

<sup>1</sup>Universität Würzburg

According to Dual Process Models (e.g. Strack & Deutsch 2004), distributional judgments should have dispositional causes if the reflective system is engaged. Under conditions of low cognitive capacity, distributional judgments should tend to equality. This would then not be the result of a justice principle being applied, but rather a decision heuristic resulting from dominance of the impulsive system. That leads to a more situational rather than a dispositional explanation. Moreover, using decision heuristics should lead to equality more often than under reflective conditions, due to its simple character, which implies little need of cognitive capacity, of the equality-principle in contrast to other justice principles like equity or need. That also implies that focusing on judgmental results may overestimate the importance if dispositional factors, because equality may or may not be a consequence of either reflective or impulsive processes and hence may result from dispositional or situational influences.

**F14**  
**THE INFLUENCE OF SOCIAL VALUE ORIENTATION ON SPONTANEOUS COOPERATION BEHAVIOR**

Dorothee Mischkowski<sup>1</sup>, Andreas Glöckner<sup>1</sup>

<sup>1</sup>Universität Göttingen

Rand, Greene, & Nowak (2012) discussed the intuitive nature of cooperation, showing that cooperative behavior is related to shorter decision times (DT). We tested the generality of their findings by investigating a potential interaction between DT and social value orientation (SVO). We conducted three experiments (ntotal=715) in which participants played one-shot public goods games; including one high-power study with representatives samples for the US and German population. In this study, we replicate the main effect of DT on cooperation. In all three studies we find a main effect of SVO on cooperation and the predicted interaction between DT and SVO: For proselves, there is no influence of DT on cooperation. In contrast, the contribution of prosocials decreases with increasing DT. As expected, their intuitive response seems to be cooperation but this response can be overruled by longer deliberation. Therefore, cooperative behavior is not intuitive per se, but just for prosocials.

**F15**  
**WOMEN IN ENDURANCE SPORTS: LINKING COMPETITIVE AND PROFESSIONAL WORK LIVES**

Norman B. Walton<sup>1</sup>

<sup>1</sup>Drucker Academy Group

This mixed methods study examines the link between active participation in competitive endurance sports and performance in the work environment. Women between the ages of 25 and 60 who actively competed in endurance sports and were also employed in positions of responsibility completed a survey (n=81) to determine their level of work engagement. A subset of those who completed the survey also participated in interviews (n=15) aimed at gaining an understanding of their experiences in both sport and work. Six themes were identified: competition, self-efficacy, work engagement, problem solving, positive organizational behavior, and the transference of lessons learned from competition to the work environment. Each of these areas are discussed and evaluated for

their effect on the quality of the individual's work life and work product

**F16**  
**KEEPING IT POSITIVE: AN EXPERIMENTAL STUDY ON HOW BURNOUT IMPACTS THE COUNSELOR-CLIENT RELATIONSHIP**

Laura Harder<sup>1</sup>, Caitlin Mahoney<sup>1</sup>

<sup>1</sup>Metropolitan State University

Although emphasizing the positive is recognized as counseling best practice, previous research has demonstrated that as addiction counselors gain experience, their therapeutic focus shifts from well-being to pathology. The experience of burnout is one possible explanation for this shift. While its causes tend to be a focus in research, there is little empirical evidence to demonstrate the effect of practitioner burnout on one's clients. The current study examines the extent to which experienced burnout impacts the therapeutic focus of counselors with their clients. Addiction counselors in the Twin Cities area were placed in one of three conditions: burnout, engagement, and control. Following the manipulation, participants were asked to describe their therapeutic approach regarding a fictitious client. Analyses revealed counselors who were primed with feelings engagement focused more heavily on well-being while those who experienced feelings of burnout focused on pathology. Implications and suggestions for future research are discussed.

**F17**  
**HIGH SCHOOL SPORT-TYPE PREDICTS ALCOHOL USE DURING COLLEGE**

Paige Clarke<sup>1</sup>, Tonya Dodge<sup>1</sup>, Miesha Marzell<sup>2</sup>, Rob Turrisi<sup>3</sup>, Kevin Williams<sup>4</sup>

<sup>1</sup>George Washington University, <sup>2</sup>School of Public Health, <sup>3</sup>Pennsylvania State University, <sup>4</sup>Albany State University

Sports participation is an important social context with lasting effects on alcohol use. One notable gap in the literature is a failure to identify which sports, or combinations of sports, are linked to alcohol use. This study tested whether sport type played in high school is associated with college drinking. Undergraduate males (N=2,940) completed a questionnaire that assessed high school sports participation and past 30-day alcohol use (number of times drunk, average number of drinks during weekends, and maximum quantity consumed). Males who played lacrosse and males who played both football and lacrosse in high school reported having been drunk a greater number of times in the past 30 days than those who played football only or another sport. This relationship was independent of injunctive norms. A similar pattern emerged for the other alcohol measures. These data highlight a potentially problematic social context created by lacrosse teams. Implications are discussed.

**F18**  
**OLDER ADULTS MAKE MORE NONLINEAR PREDICTIONS THAN YOUNG ADULTS**

Li-Jun Ji<sup>1</sup>, Mark Khei<sup>1</sup>

<sup>1</sup>Queen's University

The present study examined 49 young (18-24 years old) and 54 older Euro-Canadian adults (60-70 years old) on their (a) trend predictions and (b) temporal focus. The study consisted of three parts -trend prediction scenarios, 2-item subjective temporal distancing measure, and 12-item temporal focus scale. Older adults made more nonlinear predictions than young adults in the trend scenarios, whereas young adults made more linear predictions, indicating that young adults believed that an upward trend would continue to rise and a downward one to fall. In addition, compared to young adults, older adults reported that they focused more on the present and that both past and future felt closer to them. This suggests that older adults have a broader temporal focus, encompassing more of the past and future into the present, which may have contributed to their greater tendency of nonlinear thinking.

F19

**INDUCING FAST THINKING ENHANCES SUBSEQUENT CREATIVE INSIGHT**Kaite Yang<sup>1</sup>, Emily Pronin<sup>1</sup><sup>1</sup>*Princeton University*

Past research has shown that experimentally manipulating fast thinking increases positive mood, risk-taking, and self-esteem (Pronin, 2013). Does the cognitive state produced by fast thinking equip individuals with an enhanced ability to engage in creative insight? In two experiments, we found that the speed of thought affects subsequent creative insight. Participants' thought speed was manipulated by virtue of reading neutral-content text presented on a computer at a controlled pace. Participants who were led to think fast proceeded to correctly solve more creative insight problems than their peers who were led to think at a neutral pace. This effect was specific to insight creativity; the creativity of participants' poems and prose was not improved by prior fast thinking. Moreover, fast thinking improved creativity on two distinct insight measures: the Remote Associates Test, and verbal insight problems like Duncker's candle problem. These experiments provide evidence that fast thinking enhances creative insight.

F20

**WORKING IS BAD FOR STUDENT HEALTH: EMPLOYMENT DURING COLLEGE AND SMOKING RISK**David P. Oviatt<sup>1</sup>, Michael R. Baumann<sup>1</sup>, Raymond T. Garza<sup>1</sup><sup>1</sup>*University of Texas at San Antonio*

Estimates suggest that at least two-thirds of college students are employed while taking classes. Given this, it is important to understand the effects of employment on student behavior. Reasoning that employment creates the potential for work-school conflict and noting similar conflicts in non-student samples are linked to increases in cigarette smoking, we predicted student workers may be especially vulnerable to becoming smokers. This is of particular concern in light of the alleged importance of the college years in the development of long-term smoking habits. To test our prediction, we analyzed data from a larger web based survey distributed at four geographically distinct universities in the US. A total of 1,581 participants provided data relevant to the question at hand. Analyses revealed that students who were employed while taking classes reported more tobacco usage than their non-employed peers. This pattern held even after controlling for academic year, gender, race/ethnicity, and SES.

F21

**MEDIA USE AND EXPOSURE TO GRAPHIC CONTENT IN THE WEEK FOLLOWING THE BOSTON MARATHON BOMBINGS**Nickolas M. Jones<sup>1</sup>, Dana R. Garfin<sup>1</sup>, E. A. Holman<sup>1</sup>, Roxane Cohen Silver<sup>1</sup><sup>1</sup>*University of California at Irvine*

Media exposure to collective traumas (e.g., terrorism) has been linked to post-event distress. Limited empirical research has examined correlates of this exposure. We examined predictors of the hours of media use reported in the week following the Boston Marathon bombings (BMB) in a national sample (N=4675). We considered how traditional- and new-media use were associated with demographics, pre-event mental health, and direct/indirect exposure to prior collective traumas. We also identified media sources associated with exposure to graphic content (e.g., blood). Representative samples from Boston (n=846), New York (n=941), and the remainder of the U.S. (n=2,888) completed an Internet-based survey shortly after the BMB. Traditional-media use was positively associated with indirect exposure to prior collective traumas, direct BMB exposure, and age. New-media use was positively associated with direct exposure to prior collective traumas and negatively correlated with age. Hours of television and online-news viewing were positively associated with graphic content exposure.

F22

**WHAT IT MEANS TO BE "SOCIALY SAVVY" ONLINE: SOCIAL INTELLIGENCE, NARCISSISM, AND THE BIG FIVE ON ONLINE SOCIAL NETWORK UTILIZATION**Chantel C. Chandler<sup>1</sup>, Kisok Kim<sup>1</sup><sup>1</sup>*Iona College*

An overwhelming amount of our social interactions are now occurring online through the use of social network sites (SNS). However, despite increased accessibility to the internet, social network utilization is highly varied and some individuals may be considered as more "socially savvy." This study examined social intelligence, narcissism, and the Big Five on SNS utilization with a focus on frequency of activities and feelings of attachment within the college student population (n=88). Previous research have limited the focus on Facebook as representative of all SNS. This study analyzed a variety of SNS, including Twitter, Instagram, and Facebook. Social intelligence was negatively associated with SNS use. Narcissism and extraversion were positively associated with SNS use and feelings of attachment for SNS. The relationship between social intelligence and narcissism was explored with differential associations among the subscales. Future research should continue to investigate the impact of personality factors on online social interactions.

F23

**THE BRAND AND I ARE ONE: THE ROLE OF BRAND IDENTITY IN CONSUMER BEHAVIOR**Collette P. Eccleston<sup>1</sup>, Abraham M. Rutchick<sup>2</sup>, Jeremy D. Sack<sup>1</sup>, Jason Brooks<sup>1</sup><sup>1</sup>*Lieberman Research Worldwide*, <sup>2</sup>*California State University Northridge*

Just as individuals identify with close others who then become part of the self, individuals may identify with and expand themselves to include brands. Furthermore, the extent to which a brand is part of a consumer's self-conception should be related to brand-related outcomes. Study 1 (n=1000) found support for the hypothesis that brand identity, conceptualized as inclusion of a brand into the self, is positively related to favorable behaviors toward the brand, including considering the brand for future purchases, likelihood to recommend the brand to others, and stated resistance to buying competitor products when the brand is unavailable. Study 2 (n=89), a diary study, found that greater inclusion of the brand into the self was related to more favorable brand behavior (e.g., more frequently watching a television channel). This study supports theory suggesting that brands can confer identity and demonstrates the utility of brand identity for understanding consumer behavior.

F24

**THE INFLUENCE OF PERSONALITY ON JOB SUCCESS IN GUIDE DOGS IN TRAINING**Jamie L. Fratkin<sup>1</sup>, Samuel D. Gosling<sup>1</sup>, Jane Russenberger<sup>2</sup><sup>1</sup>*University of Texas at Austin*, <sup>2</sup>*Guiding Eyes for the Blind*

Working dogs provide a wide range of services to people from guiding people with visual disabilities to detecting explosive devices. Understanding the factors that influence job success in working dogs can help save time and resources and create more successful dogs in the future. Here we examine how personality influences job success in a population of guide dogs in training. A total of 2989 guide dogs in training were assessed from behavioral assessments on 35 traits at multiple ages. We found the ability to predict job success increased as dogs grew older. In addition, we found some traits (e.g., environmental soundness) were better predictors of success than other traits (e.g., body sensitivity). These results can help us to better understand the best age to use personality to predict job success and which traits may be most important for guide dog success.

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### AN EMPIRICAL EXAMINATION OF "DOCTORSHIP STYLES": DO CLINICIANS' STYLES OF CARE PREDICT PATIENT HEALTH OUTCOMES?

Ho P. Huynh<sup>1</sup>, Kate Sweeny<sup>2</sup>, Tricia Miller<sup>2</sup><sup>1</sup>Armstrong State University, <sup>2</sup>University of California, Riverside

Effective clinicians need to motivate their patients to initiate and maintain beneficial health behaviors. Using transformational leadership theory as the theoretical framework, we proposed that clinicians' motivational styles (i.e., doctorship styles) differentially predict patient health outcomes. We used ratings of audio recordings of doctor-patient interactions and patient-reported post-visit questionnaires (n = 297) to examine the correlates of doctorship styles. We found that transformational doctorship positively predicted patient satisfaction and adherence, whereas transactional and passive-avoidant doctorship were not related to these variables. Finally, we found that passive-avoidant doctorship negatively predicted patients' outlook for their future health status, whereas transformational doctorship style positively predicted patients' outlook. Together these findings provide support for the doctorship styles framework and suggest a novel and fruitful direction for the study of clinicians' motivational behaviors.

F26

### INFORMATION AVOIDANCE, SELF-AFFIRMATION, AND OPTIMISM: SOCIAL PSYCHOLOGICAL INFLUENCES ON INTENTIONS TO RECEIVE GENOMIC SEQUENCING RESULTS

Jennifer M. Taber<sup>1</sup>, William M.P. Klein<sup>1</sup>, Rebecca A. Ferrer<sup>1</sup>, Peter R. Harris<sup>2</sup>, Barbara B. Biesecker<sup>3</sup><sup>1</sup>National Cancer Institute, <sup>2</sup>University of Sussex, <sup>3</sup>National Human Genome Research Institute

People often avoid threatening information, and social psychological processes and individual differences could moderate such avoidance. Three sets of findings examine the direct and interactive influences of these processes in an ecologically-valid context. Participants had their genomes sequenced as part of an NIH study (n=493) and faced potential receipt of this information. First, individuals with tendencies to avoid health information in general reported lower intentions to learn sequencing results, but less so if they spontaneously self-affirmed their strengths. Second, individuals who anticipated negative affect upon learning genetic information expressed lower intentions, an association again weakened for those higher in self-affirmation. Finally, among respondents with higher comparative perceived risk of learning negative information, only those higher in optimism expressed greater intentions to learn results. These findings highlight the importance of examining social psychological moderators of information-seeking intentions, and further our understanding of how these processes interact in a meaningful context.

F27

### EFFECTS OF INCIDENTAL EMOTION AND RACE CONCORDANCE IN THE COMMUNICATION OF GENOMIC INFORMATION

Susan Persky<sup>1</sup>, Rebecca A. Ferrer<sup>2</sup>, William M.P. Klein<sup>2</sup><sup>1</sup>National Human Genome Research Institute, <sup>2</sup>National Cancer Institute

In dyadic social interactions, incidental emotions (e.g., anger and fear) as well as racial concordance between members of the dyad may interact to influence interpersonal constructs like trust and perceived stigmatization. We explored the nature of these processes in a virtual, weight-related interaction between doctor and patient. 200 overweight women were exposed to a video manipulation to elicit fear or anger, then interacted with a White simulated, virtual reality physician who provided information on genomic or behavioral underpinnings of body weight. Receipt of genomic messages led to more positive interpersonal outcomes (less perceived stigmatization, more trust, increased visual contact with the physician), among racially concordant women, but more

negative outcomes among discordant women. Receiving genomic information decreased trust in the physician among participants in the anger condition. By better understanding processes in play when discussing weight-related genomic information, we may be able to better shape future clinical communications.

F28

### CAPITALIZATION AND ALCOHOL USE: A MODERATED MEDIATION MODEL OF RELATIONSHIP STATUS, POSITIVE EVENT DISCLOSURE, DRINKING MOTIVES AND ALCOHOL CONSUMPTION

Cynthia Mohr<sup>1</sup>, Sarah Arpin<sup>1</sup>, Cameron McCabe<sup>1</sup><sup>1</sup>Portland State University

Capitalization or the social sharing of positive events (Langston, 1994) has been linked to well-being and health. We propose that capitalization is also related to motivated alcohol consumption. Consistent with Cooper et al. (1995), capitalization, with its focus on enhancing positive events, is theoretically consistent with drinking to enhance (i.e., drinking to prolong positive emotional experiences), and to social drinking motives (i.e. drinking to positively engage with others). We conducted an online survey of 372 (73% female) mostly non-traditional-aged undergraduates (M age=26, SD=7.42), 62% with romantic partners. Results revealed a significant moderated mediation, whereby capitalization was related to increased alcohol consumption through increased enhancement and social drinking motives. However, the mediation only held for single (unpartnered) students. As predicted, mediation was not found for coping and conformity motives. Our results expand our understanding of how interpersonal processes link to alcohol consumption, and offer insight into positive experience-related drinking.

F29

### "IT'S JUST THE PLACEBO EFFECT": EVIDENCE THAT UNDERSTANDING THE PLACEBO EFFECT MITIGATES THE RELATION BETWEEN IRRATIONAL HEALTH BELIEFS AND PREFERENCE FOR AN UNPROVEN NATURAL TREATMENT

Claire E. Baxter<sup>1</sup>, Ian R. Newby-Clark<sup>1</sup><sup>1</sup>University of Guelph

There is no empirical evidence to suggest that any form of alternative medicine provides a cure for disease. Yet, this is what many people seek from alternative medicine. 219 participants completed an online questionnaire. Participants provided their own definition of the placebo effect. Definitions were content-coded to measure placebo effect comprehension. A moderated-multiple regression revealed that participants high in irrational health beliefs were less likely to prefer an unproven natural treatment to a medical treatment when they had a more accurate understanding of the placebo effect. Further, perceived comprehension of the placebo effect was not a significant moderator, suggesting that actual comprehension is the moderating factor and not just what one thinks one knows. We argue that an understanding of the role of the placebo effect in alternative medicine is a particularly important aspect of scientific and health literacy that may prevent people from seeking alternative medicine in lieu of evidence-based medicine.

F30

### PERCEIVED DISCRIMINATION IMPACTS RISKY HEALTH BEHAVIORS DIFFERENTIALLY BASED ON GENDER AND RACE

Brianna K. Molloy<sup>1</sup>, Michelle L. Stock<sup>1</sup>, Frederick X. Gibbons<sup>2</sup><sup>1</sup>George Washington University, <sup>2</sup>University of Connecticut

The current research explored the associations between perceived racial discrimination and health-risk behaviors among Black and White males and females. Two surveys examined the effect of discrimination on alcohol and drug use, and sexual behaviors among Black (N=305) and White (N=235) young adults. As expected, Blacks reported significantly more discriminatory experiences (p < .001). Regressions revealed that discrimination

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predicted alcohol use ( $B=.18, p<.05$ ) and alcohol use before sex ( $B=.20, p<.05$ ) only among Black females. However, discrimination was a significant predictor of drug use and drug use before sex for Black ( $B=.17, p<.05; B=.32, p<.001$ ) and White ( $B=.32, p<.05; B=.43, p<.01$ ) males. In addition, perceived discrimination predicted higher perceived vulnerability to contracting HIV for Black women ( $B=.17, p<.05$ ) and greater perceived vulnerability to developing a substance use disorder for Black men ( $B=.26, p<.01$ ). The findings suggest gender may play an important role in moderating between perceived discrimination and health-impairing outcomes.

**F31**  
**EFFECTS OF SOCIAL INTERACTION ON NICOTINE CONSUMPTION AND PERCEIVED SOCIAL REWARD**

Stephanie Lochbihler<sup>1</sup>, Steven Sherman<sup>1</sup>, Daniel Miller<sup>2</sup>

<sup>1</sup>Indiana University, <sup>2</sup>Indiana Purdue University Fort Wayne

Previous correlational research demonstrated that social interaction while smoking on campus (as compared to smoking alone) predicted perceived reward of smoking on campus. The current study extends these findings experimentally by assigning participants to consume either nicotine or non-nicotine electronic cigarette vapor (via electronic cigarettes) in the presence of others or alone and examining the differences in nicotine/non-nicotine vapor intake and perceived reward of the smoking experience. Results demonstrate that for participants in the alone condition, non-nicotine vapor consumption was greater than nicotine consumption; however, for participants who smoked in the presence of others, there was no significant difference in nicotine/non-nicotine vapor consumption. Furthermore, it was revealed that social interaction while smoking (versus no interaction) significantly increased perceived reward of the smoking experience, consistent with previous research findings.

**F32**  
**INDUCING MORAL ENGAGEMENT IN SOCIAL ISSUES USING THE AVAILABILITY HEURISTIC**

Cody D. Packard<sup>1</sup>, Allen M. Omoto<sup>1</sup>

<sup>1</sup>Claremont Graduate University

Moral researchers still know relatively little about why people initially ascribe moral valence to specific issues. Study 1: An online survey ( $n=262$ ) assessed moral connection toward social issues. Half of participants generated their own issue; half were yoked on those issues. Participants thought of 0, 3, or 7 solutions they could engage in to address their issue (cognitive availability). As availability increased, participants reported significantly greater moral connection, but only for self-generated issues. Study 2 assessed perceived difficulty of the availability task. Despite a small sample ( $n=35$ ), issue-generation and difficulty interacted, such that moral connection was significantly higher for difficult yoked issues and easy self-generated issues. Study 1 suggests people may strengthen their moral connection to more cognitively available issues (but only when already invested in them). Study 2 suggests people may initially attach moral importance to an issue when it is difficult to think of solutions to that issue.

**F33**  
**THE STUDY OF COMPARING THE DIFFERENCES BETWEEN IDENTITY CATEGORIES AND SOCIAL COMPARING IN THE DIFFERENT TYPES OF GENERATIONS OF MIGRANT WORKERS**

Fang Liu<sup>1</sup>, Shuhua Zhang<sup>1</sup>

<sup>1</sup>Shenyang Normal University

Study 1: Explore the characteristics of the generation of migrant workers on different types of social identity by study of prototype and standard of classification. We select 324 generations of migrant workers for the study. The results show that the participants of identity city people type and rural people type have significant difference when they divided different category prototype. But unclear type is not significant. In the process of self-categorization,

the participants of identity city people type and rural people type like to give higher evaluate to their own group words. But unclear type is not significant. Study 2: Explore the characteristics of social comparison under the situation of threat. We select the 332 generations of migrant workers for the study. The results show that there are different characteristics on using social comparison strategy of the three types of the new generation of migrant workers in the same circumstance.

**F34**  
**MONEY MAKES MORE NARCISSISM: THE MEDIATING EFFECT OF PSYCHOLOGICAL ENTITLEMENT**

Yunshuang Peng<sup>1</sup>, Ziqi Feng<sup>1</sup>, Xue Wang<sup>1</sup>

<sup>1</sup>Beijing Normal University

This study aims to confirm that activating the concept of money can increase people's level of narcissism. In addition, due to the important influence of psychological entitlement on narcissism and previous research foundation that psychological entitlement was a mediate factor of social class to improve narcissism, this study also attempts to prove the mediating role of psychological entitlement in the relationship between money and narcissism. To verify these assumptions, this study designed one pilot study and four formal experiments with different methods, for example the mixed-phrase-sentence task, the task of counting money and the filed study method, to prime the concept of money and used questionnaires to test people's narcissism and psychological entitlement. In conclusion, the results of our five experiments all stably showed that both the concept of money and the experience of touching money could increase people's level of narcissism, with the mediating effect of psychological entitlement.

**F35**  
**"MY-PRECIOUS" OR "JUST-A-STUFF": THE DIFFERENCE BETWEEN EXPERIENTIAL AND MATERIAL PURCHASE ON CONSUMERS' ENDOWMENT EFFECT**

Sunghee Jun<sup>1</sup>

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The endowment effect is empirically indicated by the price difference between sellers' willingness to accept (WTA) and buyers' willingness to pay (WTP). Previous research has mostly focused on tangible products, not intangible parts of products but we propose the endowment effect will be much more pronounced for experiential purchases than material ones. Experiences tend to be less exchangeable than material purchase because they are *inside* of us, part of who we are, rather than *outside* as material possessions inevitably remain. In our two studies, WTA was higher than WTP in experiential purchase condition while there was no difference between WTP and WTA in the case of the material conditions, and there was even stiff decreasing in the violation of differentiation condition in experiential purchase condition. People put a higher price on experiential purchases than material ones because the separation between self and experience is more difficult in experiential purchases.

**F36**  
**DO CONCERNS WITH PRIVACY REDUCE DISCLOSURE ON FACEBOOK?**

Nicole Wentling<sup>1</sup>, Zachary Mensch<sup>1</sup>, Dr. Denise Beike<sup>1</sup>

<sup>1</sup>University of Arkansas

Recent societal concerns with privacy might be expected to limit disclosure on social network sites (SNS). Prior research has provided conflicting evidence on the role of trust in the SNS provider, control over personal information, and privacy concerns in shaping online disclosure behaviors. Ninety five general psychology participants were asked about their perceived SNS usage, SNS disclosure behaviors, privacy concerns, trust in the SNS, and perceived control of their information. We then observed their actual Facebook disclosure behaviors for one week. Using mediation analysis, initial



evidence indicates that the relationship between SNS usage and self-disclosure behaviors could be explained by trust, but not privacy concerns or perceived control of personal information. Therefore, SNS providers can encourage higher usage by developing a relationship of trust with the user rather than focusing on eliminating privacy risks.

**F37**  
**THE EFFECT OF EXPRESSIVE WRITING ON HEALTH, MOOD, WORKING MEMORY, AND THE DISCREPANCY BETWEEN REAL- AND POSSIBLE-SELVES**

Yuna Ishiyama<sup>1</sup>, Naoto Suzuki<sup>1</sup>  
<sup>1</sup>*Doshisha University*

It is reported that expressive writing about traumatic or stressful experiences, or about best possible selves (BPS), improves one's physical health, mood, and working memory (WM) (Smyth, 1998; Klein & Boals, 2001). We hypothesized that expressive writing about possible-selves would decrease the discrepancy between real- and possible-selves. Seventy-four undergraduates were randomly assigned to write about negative possible selves vs. positive possible selves vs. control topics, for 15 minute for three times. Thereafter, they completed three questionnaires: one concerning the discrepancy between real- and possible-selves, the General Health Questionnaire 28, the Japanese version of the Profile of Mood States, and a WM test. The results show that expressive writing about possible selves may reduce the discrepancy between real- and possible-selves, and that this improves health, mood, and WM.

**F38**  
**UNREALISTIC OPTIMISM IN THE CLASSROOM: TEMPORAL SHIFTS AND FEEDBACK EFFECTS**

Bradlee W. Gamblin<sup>1</sup>, Kelly Jones<sup>1</sup>, Karen Vanderzanden<sup>1</sup>, Brittney L. Fiala<sup>1</sup>, Joelle Ruthig<sup>1</sup>, Andre Kehn<sup>1</sup>  
<sup>1</sup>*University of North Dakota*

Our study aimed to extend Shepperd et al.'s (1996) findings on a tendency to abandon optimism as a function of proximity to performance feedback. We examined shifts in 166 undergraduates' estimates about exam performance one month prior to the exam, immediately before and after the exam, 30 minutes prior to feedback, and immediately prior to feedback. Students were unrealistically optimistic about their exam performance at all times, overestimating their score by 6-14%. However, as the exam and feedback approached, estimates became significantly less optimistic, replicating Shepperd et al.'s findings. The procedure was repeated for a second exam. Students were significantly less optimistic on the second vs. first exam. However, they still showed an overall optimistic bias and the same temporal shift patterns in unrealistic optimism. These findings indicate that unrealistic optimism diminishes based on proximity to the exam, and that this effect lingers after receiving relevant feedback.

**F39**  
**ACCULTURATION PREFERENCES AND POSITIVE SOCIAL CHANGE IN INTERGROUP RELATIONS AMONG LATINOS IN THE UNITED STATES**

Justine E. Calcagno<sup>1</sup>  
<sup>1</sup>*City University of New York*

As the U.S. Latino population grows, Latinos have an increasing ability to influence social change. Drawing on research regarding intergroup contact and social change, and work on acculturation strategies within intergroup relations, two survey studies (Ns = 23; 101) investigated Latinos' support for institutional and interpersonal social change as a function of own acculturation preferences. Participants reported acculturation preferences, support for social policy, and attitudes toward U.S. Latinos, Whites, Blacks, and Asians. The studies controlled for SDO, generation, and group-identification. When regressed simultaneously, assimilation and separation predicted lower policy support, and integration

predicted greater policy support. Assimilation predicted less positive and integration predicted more positive attitudes toward all race/ethnic groups; separation was unrelated to attitudes toward Whites, but predicted less positive attitudes toward Blacks, Latinos, and Asians. Results suggest acculturation preferences may be differentially relevant to orientation toward social change. Future directions in social change and acculturation research are discussed.

**F40**  
**PREDICTORS OF COLLECTIVE ACTION IN THE NEW YORK CITY OCCUPY WALL STREET MOVEMENT**

G. S. Morgan<sup>1</sup>  
<sup>1</sup>*Drew University*

This study examined the variables (efficacy, identification, anger, and moral conviction) that predicted collective action in the context of the Occupy Wall Street (OWS) movement. Sixty-seven occupiers and 69 non-occupying supporters completed a questionnaire at the Manhattan OWS encampment in October and November 2011. Analyses indicated that occupiers expressed greater efficacy than supporters. Furthermore, efficacy predicted supporters' willingness to take action and occupiers' willingness to incur moderate costs. In contrast, greater efficacy, greater identification, and greater moral conviction predicts occupiers' willingness to incur extreme costs. In summary, efficacy was a powerful predictor of collective action in the context of OWS. Contrary to previous research—and much of the popular narrative about OWS—the experience of group-based anger did not motivate OWS-related collective action. The current study also has practical implications for motivating engagement in future protests.

**F41**  
**DEVELOPING AND APPLYING A TAXONOMY OF OCCUPATIONAL STEREOTYPES TO PREDICT RACE AND GENDER SEGREGATION IN THE WORKFORCE**

Sonia K Kang<sup>1</sup>, Kaylie Tse<sup>1</sup>, Soo Min Toh<sup>1</sup>  
<sup>1</sup>*University of Toronto*

Although stereotypes about social groups (e.g., gender, race) are typically understood based on the dimensions of warmth and competence, no similar taxonomy of stereotypes exists for occupations (e.g., teachers, accountants). In order to examine incongruence between stereotypes about social groups and occupational groups, we developed a novel taxonomy of occupational stereotypes based on the dimensions of warmth and competence. We used our occupational stereotype taxonomy and predictions from the Stereotype Content Model to predict U.S. national labor statistics. These comparisons suggest that stereotypes about occupations are important predictors of gender and racial representativeness in those occupations. Specifically, women are more represented in occupations stereotyped as high warmth, low competence, Asians are more represented in occupations stereotyped as high competence, and Blacks and Hispanics are more represented in occupations stereotyped as low competence. This work highlights the importance of occupational stereotypes for understanding and potentially alleviating occupational segregation.

**F42**  
**RACE AND STEREOTYPE CONGRUENT ADVERTISEMENT CONTEXTS**

Kristin N. Dukes<sup>1</sup>, Sarah Gaither<sup>2</sup>  
<sup>1</sup>*Simmons College*, <sup>2</sup>*University of Chicago*

Content analyses of advertising have shown a consistent pattern of Blacks and Hispanics in advertisements linked with low-income associations such as fast food, alcohol, and entertainment. However, to date, researchers have not empirically examined whether depicting a product in a stereotype consistent manner increases the perceived persuasiveness of that advertisement. Print advertisements were created and pre-tested to depict products in racial and socioeconomic status stereotype congruent and

incongruent contexts where the race of the actor varied (i.e., White, Black, racially ambiguous). For example, using the racial stereotype that Black men are athletic, in a between-subjects design, participants evaluated an athletic shoe advertisement featuring a Black male spokesperson (stereotype congruent condition), a racially ambiguous male spokesperson, or a White male spokesperson (stereotype incongruent conditions). Ninety-two participants evaluated the persuasiveness and credibility of these advertisements. Results suggest that advertisements depicting products in stereotype congruent manners are viewed more favorably.

**F43**  
**COLLECTIVE SELF-ESTEEM MODERATES IN-GROUP BIAS DURING SPONTANEOUS GROUP FORMATION**

Joshua C. Jackson<sup>1</sup>, Jamin B. Halberstadt<sup>1</sup>, Jonathan Jong<sup>2</sup>, Harvey Whitehouse<sup>2</sup>, David Bilkey<sup>1</sup>, Leila Morgenroth<sup>3</sup>

<sup>1</sup>University of Otago, <sup>2</sup>University of Oxford, <sup>3</sup>University of Heidelberg

Psychological investigations into social behavior are typically confined to laboratories with little external validity, or naturalistic observational studies without environmental control. Combining the advantages of both, we devised a methodology in which a ceiling-mounted camera tracks participants' spontaneous group formation in a 625m<sup>2</sup> area. Using new motion tracking software and statistical scripts, we assessed the physical and psychological characteristics of these groups. To demonstrate the value of this technique, we measured behavioral ingroup bias (i.e. the tendency to stand with one's own group members) as a function of minimal group identity (the color of participants' nametags), self-reported attitudes towards Asians, and collective self esteem (CSE). CSE moderated the relationship between attitudes towards Asians and the proportion of Asian participants in participants' small groups, and moderated the strength of our minimal group paradigm; participants' CSE was critical in determining their tendency to stand with others who wore the same color nametag.

## Close Relationships

**F44**  
**EFFECTS OF THE SENSE OF POWER ON SENSITIVITY TO A ROMANTIC PARTNER IN DISTRESS**

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Three studies examined the effect of the sense of power on the ability of participants to be responsive to the emotional needs of their romantic partners. Considering the communal nature of long-term romantic relationships, it was hypothesized that high-power participants would be less self-focused (study 1, supraliminal priming, 194 participants), more perspective-taking (study 2, supraliminal priming, 270 participants), and less objectifying (study 3, subliminal priming, 144 participants), when compared with a low and neutral power control group. Results supported the three hypothesis, revealing the moderating effect of gender. As expected, high-power men exhibited lower levels of self-focus and objectification, and higher levels of perspective-taking, when compared with the control group. High-power women, however, exhibited higher levels of objectification and lower levels of perspective-taking (no effect was found for self-focus). The effects in studies 2 and 3 were found among high-communals only. Results were discussed in light of theories of gender-roles, social-cognition, and evolution.

**F45**  
**THE PROSOCIAL VS. PROSELF POWER HOLDER: HOW POWER INFLUENCES SACRIFICE IN ROMANTIC RELATIONSHIPS**

Francesca Righetti<sup>1</sup>, Laura Luchies<sup>2</sup>, Suzanne Van Gils<sup>3</sup>, Erica Slotter<sup>4</sup>, Betty Witcher<sup>5</sup>, Madoka Kumashiro<sup>6</sup>

<sup>1</sup>VU Amsterdam, <sup>2</sup>Calvin College, <sup>3</sup>Maastricht University, <sup>4</sup>Villanova University, <sup>5</sup>William Peace University, <sup>6</sup>Goldsmith University London

When romantic partners' interests diverge, often one of the partners has to sacrifice his or her interests to maintain the relationship. In the present work we investigated whether relative power within the relationship plays an important role in determining the extent to which partners are likely to sacrifice. Drawing from both classic theories and recent research on power, we tested three competing predictions on the relationship between power and sacrifice in romantic relationships. We tested whether: (1) power reduces sacrifice; (2) power increases sacrifice; or (3) the association between power and sacrifice is moderated by properties of the relationship, such as commitment, inclusion of the other in the self, and communal orientation. Results across three studies and a meta-analytic summary (N = 708) consistently supported the hypothesis that power reduces tendencies to sacrifice in close relationships.

**F46**  
**I <3 YOU: FACEBOOK AND EMOTIONAL CLOSENESS**

Melissa A. Johnson<sup>1</sup>, Carolyn E. Cutrona<sup>1</sup>

<sup>1</sup>Iowa State University

This study examined the effects of daily Facebook communications between participants and their romantic partner over a two week period. In a 14-day daily diary study of 89 undergraduates currently involved in a romantic relationship for a minimum of three months, participants reported their daily communications with their partner and all others in person, on Facebook, and using other forms of communication (i.e., texting, phone calls, etc.). We explored the relationship between an individual's positive and negative Facebook communications with their romantic partner and their emotional closeness to that partner. A higher number of negative Facebook communications with one's partner predicted lower daily emotional closeness, and a higher number of positive Facebook communications with one's partner predicted higher daily emotional closeness. All effects were still significant after controlling for in-person communications and other types of communication with the participant's romantic partner.

**F47**  
**COMPASSIONATE LOVE IN INTIMATE RELATIONSHIPS**

Beverly Fehr<sup>1</sup>, Cheryl Harasymchuk<sup>2</sup>

<sup>1</sup>University of Winnipeg, <sup>2</sup>Carleton University

The goal of this research was to examine an understudied form of love in intimate relationships, namely compassionate love. Compassionate love involves giving of oneself for the good of another in good times and bad. Across three studies (concurrent, longitudinal, and dyadic), experiences of compassionate love were examined in dating and marital samples. We predicted that compassionate love would be associated with a number of prosocial relational processes (e.g., social support, self-sacrifice, responsiveness) and with relational well-being (e.g., commitment, satisfaction). We found evidence that compassionate love for one's partner was associated with the provision of social support, self-sacrifice, and responsiveness. Furthermore, increased compassionate love was associated with relationship satisfaction at a global level and on a day-to-day basis over a two week period. Finally, relationships in which both partners reported high levels of compassionate love fared best in terms of satisfaction.

**F48  
PATHWAYS TO LETTING GO: HOW RELATIONSHIP MOTIVES  
SHAPE FORGIVENESS PROCESSES**

Amy Canevello<sup>1</sup>

<sup>1</sup>*University of North Carolina, Charlotte*

To date, the forgiveness literature has focused on relationship factors that foster forgiveness and its consequences. The current studies focused on how interpersonal goals can influence people's motives for forgiveness, with implications for own and partners' perceptions of the relationship. In Study 1, 162 participants reported on the last time their partners hurt them. Results suggested that people's compassionate and self-image goals predicted their self- and other-focused reasons for forgiving relationship partners for past transgressions, which in turn predicted current relationship quality. Study 2 examined 50 romantic couples, with each person reporting a transgression and partners' reporting their perceptions of the event. Results showed that actors' interpersonal goals predicted partners' perceptions of actors' motives for forgiveness, which in turn predicted change in partners' relationship quality since the event. Together, these findings suggest that interpersonal goals and motives for forgiveness are important in understanding resulting relationship function for both people.

**F49  
THE REWARDS OF COMPASSIONATE CAREGIVING FOR  
COMMUNALLY MOTIVATED PARENTS**

Bonnie Le<sup>1</sup>, Emily Impett<sup>1</sup>

<sup>1</sup>*University of Toronto*

Research on the provision of need-based care in communal relationships has focused exclusively on adult close relationships. For the first time, we extend communal theory to the parent-child relationship to understand how communally-motivated parents feel when giving need-based care to their children. In two studies of parents including a high-powered cross-sectional study (N = 1244) and a naturalistic 10-day experience sampling study (N = 118), we found that communally-motivated parents felt more responsive to their children's needs during caregiving as compared to less communally-motivated parents. Furthermore, when parents were more responsive to their child's needs, they felt more authentic during caregiving, which in turn contributed to greater emotional wellbeing and relationship satisfaction. In extending communal theory to the domain of parenting, the current studies contribute to an emerging body of research on parenting and well-being by identifying for whom parenting is most rewarding and why.

**F50  
THE COMPASSIONATE HEART: PSYCHOLOGICAL,  
PHYSIOLOGICAL, AND BEHAVIORAL RESPONSES TO A PARTNER  
IN NEED**

Molly Metz<sup>1</sup>, Nancy Lee Collins<sup>1</sup>

<sup>1</sup>*University of California, Santa Barbara*

Caring for others is not always easy, and even in our closest relationships we often fail to respond compassionately to those we love. Why are some people more willing or better able to care for their loved ones during times of stress or adversity? In two laboratory studies of couples (N = 56 and 84 couples), we examined the role of compassionate love (CL) in shaping cognitive, emotional, physiological (cardiovascular and neuroendocrine), and behavioral responses to a partner in need. In both studies, one partner performed a stressful task while the other partner (the support-provider) observed. Support-providers who were higher in CL felt greater empathy, were more cognitively focused on their partner, experienced more adaptive physiological responses, and expressed more caring support following the task. These findings provide clear evidence that CL orients people toward the needs of their loved ones and motivates them to promote and protect their welfare.

**F51  
ATTACHMENT MODELS AND OLDER ADULTS' FACIAL  
EXPRESSIONS FOLLOWING SYMBOLIC IMPOSED CLOSENESS**

Katherine Carnelley<sup>1</sup>, Erica G. Hepper<sup>2</sup>, Angela C. Rowe<sup>3</sup>, Gizem Arikan<sup>4</sup>, Richard H. Gramzow<sup>5</sup>

<sup>1</sup>*University of Southampton*, <sup>2</sup>*University of Surrey*, <sup>3</sup>*University of Bristol*, <sup>4</sup>*Ozyegin University*, <sup>5</sup>*University of Syracuse*

We examined whether relationship-specific attachment models (Bartholomew & Horowitz, 1991) predicted facial emg during a symbolic imposed closeness task in a sample (n=55) of British older adults (age 55-90; 58% female; 62% married; 71% retired). The hierarchical mapping technique was used to impose closeness (moving circular magnets with network members' names on them closer to the core-self in the center of a bulls-eye). Results showed that those with a positive self-model frowned less, and those with a positive other-model smiled more, when moving attachment figures closer to the core-self. This suggests that although people who feel attachment-anxious with a given network member (i.e., low positive self-model) desire intimacy with that person, they simultaneously feel negative about closeness with that person (demonstrating ambivalence). Whereas those people who feel attachment avoidance with a given network member (i.e., low positive other-model) do not benefit by experiencing positive emotions from closeness to that person.

**F52  
WHEN SEX ISN'T THE ANSWER: EXAMINING SEXUAL  
COMPLIANCE, RESTRAINT, AND STRESS**

Anna J. Hartmann<sup>1</sup>, Erin E. Crockett<sup>1</sup>

<sup>1</sup>*Southwestern University*

Despite the fact that most sexual activity takes place within romantic relationships, research on sex within relational contexts is limited. Thus, we evaluated how sexual desire and frequency interact to predict stress in passionate love relationships. Sixty-four participants (38 women, 26 men) who were in generally good health provided salivary cortisol samples and completed questionnaires assessing sexual behavior. Multiple regression analyses confirmed that the interaction between desired and actual sexual frequency predicted salivary cortisol; participants who reported higher sexual frequency than desired (i.e., they were sexually compliant, or engaging in undesired sex) had higher cortisol than participants whose desired and actual frequency matched. Interestingly, participants who reported lower frequency than desired (i.e., they were sexually restrained) had cortisol levels similar to participants whose desired and actual frequency matched. Overall, the results suggest that being sexually compliant (i.e., engaging in more frequent sex than desired) is stressful and has physiological consequences.

**F53  
IS ALL STRESS CREATED EQUAL?: THE IMPACT OF ATTACHMENT  
ON REACTIONS TO POSITIVE AND NEGATIVE RELATIONSHIP  
EVENTS**

Estrella Thomas<sup>1</sup>, Annelise Carlin<sup>1</sup>, Michelle Cincunegui<sup>1</sup>, Erin Crockett<sup>1</sup>

<sup>1</sup>*Southwestern University*

We assessed the moderating role of attachment style in predicting physiological responses to positive and negative relationship stressors. Fifty-seven undergraduate students (32 women, 25 men) in passionate love relationships provided salivary cortisol samples before and after completing one of three primes: a passionate love prime, a friendship prime, or an unrequited love prime. Results confirmed that the passionate love prime was a positive stressor (i.e., it increased both cortisol and *positive* affect) whereas the unrequited love prime was a negative stressor (i.e., it increased both cortisol and *negative* affect). Interestingly, attachment style moderated changes in cortisol after the unrequited love prime (i.e., the negative stressor) but not after the passionate love prime (i.e.,

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the positive stressor) or the friendship prime (i.e., the control condition). Overall, this research provides information on how individuals respond to positive and negative stressors and suggests that positive stressors do not activate the attachment system.

**F54**  
**SELECTIVE ATTENTION TO INTERNAL PHYSIOLOGICAL EXPERIENCES PROMOTES ROMANTIC LOVE**

Leigh K. Smith<sup>1</sup>

<sup>1</sup>*University of Texas at Austin*

Emotions, thoughts and behaviors are often shaped by internal physiological experiences (e.g., pain, body temperature), but people differ in the extent to which they "tune in" to these internal signals compared to external signals (e.g., social information). Across 2 studies, participants in new romantic relationships were prompted to describe their experience of falling in love by focusing on either their internal physical experiences (e.g., butterflies in the stomach, heart racing) or their external social experiences (e.g., approval of friends, fabulous dates). Participants who were prompted to focus on internal experiences reported significantly higher levels of passionate love and relationship satisfaction than participants prompted to focus on external experiences; they were also three times more likely to initiate communication with their partners when given the option to send them a romantic e-card. Results suggest that selective attention to internal physiological experiences may boost or increase the salience of romantic love

**F55**  
**MINDFUL RELATING: ACCEPTING PARTNER SHORTCOMINGS IS ASSOCIATED WITH HIGHER RELATIONSHIP SATISFACTION**

Gesa Kappen<sup>1</sup>, Johan Karremans<sup>1</sup>

<sup>1</sup>*Radboud University of Nijmegen*

A romantic partner may not always match one's ideals. To deal with this discrepancy, individuals often attempt to change the partner, which actually may hurt rather than benefit relationship well-being. In contrast, the present research examines whether the ability to accept the partner, including his or her shortcomings, benefits relationships. More specifically, we examine whether mindfulness is positively associated with more partner acceptance, which in turn promotes relationship well-being. Two studies provided evidence consistent with this prediction. In Study 1, we found that dispositional mindfulness was positively associated with relationship satisfaction. This effect was mediated by partner acceptance. In Study 2, we found that a short mindful acceptance induction reduced the amount of negative partner-related emotions after participants were reminded of partner shortcomings. These results suggest that acceptance of partner shortcomings, rather than attempts to change them, can promote relationship well-being.

**F56**  
**THE ROLE OF MINDFULNESS IN INTIMATE RELATIONSHIPS: A DAILY DIARY STUDY OF COHABITING COUPLES**

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<sup>1</sup>*Arizona State University*; <sup>2</sup>*San Diego State University*

Mindfulness has been linked to numerous positive physical and psychological outcomes (e.g., Carmody & Baer, 2008), but has been minimally studied in the context of couple relationships. The current study examines the association between mindfulness and daily relationship emotions, as well as the role mindfulness plays in moderating the adverse effect of relationship conflict and negative relationship emotions on a daily basis. Forty-seven cohabiting couples participated in 24-day online daily questionnaires. Five aspects of mindfulness were assessed: observing, describing, awareness, non-judgment of inner experience, and non-reactivity to inner experience (Baer et al., 2006). Awareness was associated with lower levels of sadness and anxiety; non-judgment was associated with higher levels of passion and feeling loved, and with lower levels of relationship sadness and anxiety. Awareness and non-

judgment exacerbated the effect of conflict on relationship mood, while non-reactivity mitigated the effect of conflict. These findings and implications are discussed.

**F57**  
**DOES PLAYING TOGETHER OR PRAYING TOGETHER LEAD TO BETTER RELATIONSHIP OUTCOMES?**

Karen E. Bittner<sup>1</sup>

<sup>1</sup>*Iowa State University*

The couple that plays together stays together. Others have found that the couple that prays together stays together. Which of these activities leads to better relationship outcomes, and does it depend upon personal belief systems? This study examined the influence of talking, engaging in outdoor or indoor activities, and attending religious services on relationship instability, quality, and satisfaction. A sample of 328 participants from the Family Transitions Project showed that for those who were more religious, attending religious services and engaging in outdoor activities in 2005 led to better relationship outcomes in 2007 compared to talking or engaging in indoor activities. For those who were less religious, talking and engaging in indoor activities in 2005 led to better relationship outcomes in 2007 compared to engaging in outdoor activities or attending religious services. In order to maximize relationship outcomes, couples should seek activities that correspond with their belief system.

**F58**  
**CHANGE FOR THE BETTER: TEMPORAL APPRAISALS FOR SELF AND THE ROMANTIC PARTNER**

Anika E. Cloutier<sup>1</sup>, Johanna Peetz<sup>1</sup>

<sup>1</sup>*Carleton University*

We intersected the romantic relationship literature with self and identity theory by exploring temporal appraisal in relationships. Across two studies, we examined the perceived change of the self and of one's partner within their relationship through time. Community samples of participants (N = 134 and 154) in a long-term relationship evaluated either themselves or their partners, on several descriptive adjectives. Participants perceived the self within their relationship as improving through time linearly from past to present to future. These findings are consistent with the existing self-appraisal literature. However, in extension, results also demonstrated that individuals perceive their partners as improving from present to future (yet not from the past to the present). This contrasts with the literature in that others are usually seen as changing little over time. We also examine the consequences of temporal appraisals for relationships - specifically, how perceived change is linked to relationship satisfaction and personal happiness.

**F59**  
**THE INFLUENCE OF PARTNER FORGIVENESS ON COMMITMENT IN THE INVESTMENT MODEL**

Anthony E. Coy<sup>1</sup>, Anna J. Impson<sup>1</sup>, Conner M. Ryan<sup>1</sup>

<sup>1</sup>*Anderson University*

Research on the investment model of commitment is one of the most widely researched theories on close relationships. However, little past research has examined the role romantic partners have in determining commitment. We conducted an experiment to examine the notion that partner investments would predict an individuals' commitment above and beyond their own satisfaction, investments, and alternatives. Results indicated that imagining a partner would forgive (or not forgive) a recent transgression influenced an individual's level of commitment, but not the other investment model predictors (i.e., satisfaction, investments, and alternatives). These findings indicate that partner investments, via forgiveness in this study, work independently of the other predictors of commitment and should be considered as an additional predictor of commitment. This study further strengthens the limited research on partner effects in the investment model and advances the

understanding of relationship functioning; demonstrating how partners can work to strengthen each others' commitment.

**F60  
PERCEPTIONS OF ROMANTIC RELATIONSHIPS FOR COUPLED  
AND SINGLE INDIVIDUALS: THE PREDICTIVE POWER OF SELF-  
ESTEEM VERSUS IDENTITY CENTRALITY**

Elizabeth Pascoe<sup>1</sup>

<sup>1</sup>*University of North Carolina at Asheville*

Past research has suggested that global self-esteem is a significant predictor of satisfaction in one's romantic relationships, but little research has looked at single individuals' expectations of romantic relationships nor at the relationship between state self-esteem and relationship perception. The current research looked at global and state self-esteem and their relationships with perceptions of romantic relationships for both attached and single individuals. Participants completed state and trait self-esteem measures along with questionnaires regarding relationship perception and the centrality of close relationships to one's identity. Regression results indicated that coupled individuals held more positive perceptions of relationships. Results also suggested that relationship perceptions were predicted by neither global nor state self-esteem but instead by centrality of relationships to one's identity. These results suggest that one's feeling about one's self is less important and one's definition of one's self is more important in determining what one believes about romantic relationships.

**F61  
THE MODERATING ROLE OF SALIENCE AND GENDER ON THE  
RELATIONSHIP BETWEEN ROMANTIC INTERDEPENDENCY AND  
SATISFACTION WITH A PARTNER'S SUCCESS**

Nicole J. Jones<sup>1</sup>, Robert Levine<sup>1</sup>, Amanda Mortimer

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Research demonstrates individuals are more satisfied with another's success the more psychologically close they are to that other. However, in romantic relationships, men tend to feel less positively after a partner's success than do women. In study 1, we measured Inclusion of Other in Self (IOS) and Satisfaction with a Partner's Success (SPS). We found men had a stronger, more positive relationship between IOS and SPS than women. We hypothesized this was due to the different automatic processes men and women engage in when thinking about a partner's success. In study 2, we manipulated these processes by assigning participants to write a description of their partner's contribution to the participant's success before (salient) or after (not salient) rating SPS. For women, we found a stronger, positive relationship between IOS and SPS when the contribution was salient than when the contribution was not salient. For men, differences were not as strong.

**F62  
"I DO WHAT I WANT!" SO YOU SEE WHO I AM: IPV  
PERPETRATION, DOMINANCE AND THE ASSOCIATION WITH  
SELF-PRESENTATION**

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Self-presentation is a ubiquitous interpersonal behavior used to influence how others see the self. Such interpersonal behaviors may be used to convey a variety of images, including that of someone who is dominant. Perpetrators of intimate partner violence (IPV) tend to seek dominance in their interpersonal relationships; therefore, they may use self-presentation as a means of expressing this dominance. We expected that IPV perpetration would be positively associated with dominance motives and that dominance motives would be significantly associated with self-presentation. Participants (N = 172) completed self-report measures on self-presentation, dominance and perpetration of IPV. Mediational analyses supported our hypotheses; dominance motives was a

significant mediator of the association between IPV perpetration and self-presentation. These results have the potential to contribute to the growing body of literature dedicated to better understanding the personality of the perpetrator, as well as the dynamics between perpetrator and victim.

**F63  
MIRROR, MIRROR ON THE WALL, AM I CLOSE TO YOU AT ALL:  
SELF-PRESENTATION TO ACQUAINTANCES, FRIENDS AND  
ROMANTIC PARTNERS**

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<sup>1</sup>*University of Houston*

Self-presentation is an interpersonal behavior that is used to influence other peoples' perception of us. Prior research has focused on individual differences and situational factors rather than interpersonal facets. The present study investigates differences in the level of self-presentation to acquaintances, friends, and romantic partners among college students. Participants (N=338) were randomly assigned to one of the three conditions and completed self-report measures on self-presentation and felt closeness. Analysis of covariance revealed an interaction between the type of relationship and felt closeness in predicting self-presentation, such that participants reported the most self-presentation when presenting to a romantic partner with whom they felt less close. At higher levels of closeness, there were no significant differences between relationship types. Overall, these findings suggest effortful self-presentation as a tool for optimizing future interactions to benefit the self and maintaining the relationship.

**F64  
THE EFFECTS OF EVALUATIONS FROM CLOSE FRIENDS ON THE  
QUALITY OF RELATIONSHIPS WITH THE FRIENDS**

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This study revealed the effects of evaluations from close friends on the quality of relationships with friends. Participants were 423 undergraduate students. Main findings were as follows: 1) In Communion domain, as participants perceived they were evaluated more positive from their close friends, they thought their relationships with their friends were better. But, in Agency-Global and Agency-Specific domains, participants' perception of how they were evaluated from their friends didn't have significant effects on the quality of the relationships between them and their friends. These results supported the prediction. 2) In Agency-Specific domains, as participants perceived they got more self-verifying evaluations, they thought their relationships with their friends were worse. This result didn't support the prediction. Results were discussed in terms of the relation between evaluations from the close friends and the quality of the relationships between them and their friends.

**F65  
1+1=3: THE EMERGENCE OF COUPLE-LEVEL IDENTITIES IN  
CLOSE RELATIONSHIPS**

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Two studies tested the existence of a "couple identity" - a dyadic-level identity that is more than the sum of the individuals. Study 1 participants (N=94) rated their own couple unit, another couple they knew well, and all 4 individuals (self, significant other, and each other couple member) on opposing trait pairs. Just as people rate themselves as possessing both traits in opposite trait pairs more so than do other individuals (Sande et al., 1988), they rate their own couple unit as possessing both traits more than another couple. Study 2 participants (N=271) rated the couple they knew the best, as well as the individuals in the couple, on four attributes (e.g., extraversion). Additionally, they rated behaviors associated with

those attributes on an individual level. Beyond the ratings of couple members' individual attributes, couple-level attributes significantly predicted a number of behavior ratings, such as volunteerism and engagement in risky activities.

**F66**  
**PERCEIVED PARTNER RESPONSIVENESS ENCOURAGES INTELLECTUAL HUMILITY**

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<sup>1</sup>*University of Rochester*

Previous research demonstrates that perceiving that one has a responsive partner enhances individual and relationship well-being, by fostering trust in one's partner and lessening the need for self-protective motives. Our goal was to extend this work to intellectual humility - the tendency to not aggrandize the self. We hypothesized that perceived partner responsiveness would reduce two defensive biases that are thought to reflect self-aggrandizing motives: the "better-than-average" effect and the egocentric attributional bias (the tendency to assign the self greater responsibility than partners for activities). Results of two experiments supported our predictions. In Study 1, activating feelings of perceived partner responsiveness through a priming manipulation significantly decreased defensive tendencies to evaluate oneself more positively than an average peer. In Study 2, a similar manipulation led partners to claim less personal responsibility for 27 of 28 household and maintenance activities. These data broaden our understanding of the benefits of perceived partner responsiveness.

**F67**  
**HOW YOUR OTHER HALF AFFECTS YOUR WHOLE: HOW RELATIONSHIPS AFFECT THE SELF-CONCEPT IN RETIREMENT**

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Research on self-expansion suggests that relationship processes that improve the self-concept are associated with greater love, satisfaction, and commitment. However, little research has been done on self-expansion in older populations, specifically during life transitions. The present study explores the transition to retirement through a longitudinal study of 100 couples undergoing the transition to retirement, examining how relationship quality and support for self-expansion influences shifts in self-concept. Results suggest that commitment and perceived partner availability are correlated with a more unique and diverse self-concept at the beginning of retirement. Partner support for self-expansion, satisfaction, availability, and encouragement predict an increase in diversity of the self-concept six months following the initial session. These findings suggest that relationship quality in older populations can have an impact on how an individual perceives him/herself during significant life changes. Thus, a strong relationship helps retirees continue to expand their self-concepts throughout the transition to retirement.

**F68**  
**THE INFLUENCE OF LOSS OF FACE ON SELF-COMPASSION AND ATTACHMENT STYLES**

Frank G. Du<sup>1</sup>, Seung Hee Yoo<sup>1</sup>

<sup>1</sup>*San Francisco State University*

Self-Compassion has been found to negatively relate to adult attachment styles. The present study examined whether loss of face, the concern over being negatively evaluated by people within their social network, could be a potential mediator between self-compassion and attachment styles. Participants completed online surveys that assessed Neff's (2003) concept of self-compassion, Zane's (2002) concept of loss of face, and attachment styles toward friends. Consistent with previous studies, self-compassion was negatively related to anxious and avoidant attachment styles. Mediation analyses were conducted to test whether loss of face

mediated the relationship between self-compassion and adult attachment styles. Loss of face partially mediated the relationship between self-compassion and anxious attachment but not avoidant attachment. These results suggest that people who have high self-compassion are less anxious in their close relationships partially because they are less concerned about negative evaluations from others.

**F69**  
**PERSPECTIVE TAKING PARTIALLY MEDIATES THE RELATIONSHIP BETWEEN SELF-COMPASSION AND RELATIONSHIP SATISFACTION**

Eugene C. Eusebio<sup>1</sup>, Sarah Wagner<sup>2</sup>, Frank G. Du<sup>2</sup>, Seung Hee Yoo<sup>2</sup>

<sup>1</sup>*San Francisco State University*, <sup>2</sup>*San Francisco State University*

Self-compassion has been found to be related to romantic partner's perceived relationship satisfaction and empathic concern. Empathy has also been found to be associated with greater relationship satisfaction. The present study proposed empathic concern as a potential mediator between self-compassion and satisfaction with their friendship with their close friend. To test this hypothesis, participants completed a set of online questionnaires that assessed these variables. The study found that empathic concern was a partial mediator between self-compassion and relationship satisfaction. These results suggest that people who are more self-compassionate have greater relationship satisfaction partially because they are more empathetic towards their friends. These results have important implications for maintaining quality friendships.

**F70**  
**THE HAPPY GREEN-EYED MONOGAMIST: ROLE OF JEALOUSY AND COMPERSION IN MONOGAMOUS AND NON-TRADITIONAL RELATIONSHIPS**

Brendan Ito<sup>1</sup>, William Bellew<sup>1</sup>, Katherine Aumer<sup>1</sup>

<sup>1</sup>*Hawai'i Pacific University*

Research investigating the relationship between jealousy and relationship satisfaction has yielded conflicting results. Additionally, few scholars have investigated the impact of compersion (positive feelings for a significant other when he/she is involved in a rival romantic relationship) on relationship satisfaction (Duma, 2009). We predicted that there would be a significant interaction between gender, jealousy, compersion, and relationship status on relationship satisfaction. We reasoned that one's relationship goal (e.g., to be exclusively monogamous) will greatly affect how jealousy and compersion affects relationship satisfaction. Of our 302 participants, relationship status significantly interacted with emotional jealousy and compersion. For monogamous relationships, emotional jealousy positively predicted relationship satisfaction, however, compersion had no effect on relationship satisfaction. In contrast, compersion positively predicted relationship satisfaction for those in non-traditional/alternative relationships. An understanding of the goals for each individual in a relationship may be important in understanding what types of emotions will impact one's relationship satisfaction.

**F71**  
**THE SELF AND PERCEIVED PARTNER AUTHENTICITY IN RELATIONSHIPS SCALE (AIRS)-SHORT FORM: MEASUREMENT INVARIANCE, RELIABILITY, AND VALIDITY**

Robert E. Wickham<sup>1</sup>, Rachel Williamson<sup>1</sup>, David E. Reed<sup>1</sup>

<sup>1</sup>*Palo Alto University*

Increasing individuals' beliefs about the authenticity of romantic partners increases perceived relationship quality (Wickham, 2013). The present work refined the self-report instrument used to measure perceived-partner authenticity (PPA), and established the predictive and discriminant validity of the revised scale. Confirmatory factor analysis was applied to a sample (N = 487) of adults to identify a set

of items from the Authenticity in Relationships Scale (AIRS; Lopez & Rice, 2006) with invariant measurement properties (i.e., factor loadings and intercepts; Stark et al., 2006) for the self- and perceived-partner versions of the scale. The revised short form (AIRS-SF) consists of 12 items with excellent internal reliability, which correlate strongly with the full 22-item scale. The revised measurement model was confirmed in a hold-out sample of college students ( $N = 112$ ), and multi-group path analysis revealed that the hypothesized structural model linking PPA to relationship quality via interpersonal trust was invariant across samples.

**F72**  
**LOVE IS SO SHORT, FORGETTING IS SO LONG: SELF-ESTEEM AND CHANGES IN POSITIVE ILLUSIONS FOLLOWING RELATIONSHIP DISSOLUTION**

Veronica M. Lamarche<sup>1</sup>, Sandra L. Murray<sup>1</sup>  
<sup>1</sup>State University of New York at Buffalo

This study examined whether self-esteem predicts changes in positive illusions following relationship dissolution. Participants completed relationship inventories including measures of positive illusions and partner-ideal overlap pre-dissolution (Time 1) and post-dissolution (Time 2). Following the dissolution of their relationships, people with high self-esteem maintained significantly more positive illusions of ex-partners compared to those with low self-esteem ( $p = 0.01$ ). People with high self-esteem also reported significantly greater overlap between ex-partners and ideal relationship partners following dissolution compared to lows ( $p > 0.01$ ). These findings extend research on the role of self-esteem and partner-perception maintenance. They suggest that cognitive strategies used to maintain relationships may persist following the relationship's dissolution. Implications for recovery and mating strategies following relationship dissolution are discussed.

**F73**  
**EXPECTATIONS VS. REALITY: SELF-ESTEEM MAY AFFECT CAPITALIZATION OUTCOMES IN ROMANTIC RELATIONSHIPS**

Linden R. Timoney<sup>1</sup>, Joanne V. Wood<sup>1</sup>  
<sup>1</sup>University of Waterloo

The present study investigated how self-esteem may be associated with capitalization processes in romantic relationships. Capitalization occurs when people share positive personal news with others, and can lead to increased positive affect in the individual sharing the news. Participants reported on the most recent positive event they had disclosed to their partner, their reasons for disclosing, and their mood prior to and following disclosure. Compared to their lower self-esteem (LSE) counterparts, individuals with higher self-esteem (HSE) disclosed more openly and positively to their partners. LSEs disclosed less openly, apparently due to concerns that their partner might not care. Despite their negative expectations, LSEs' positive mood increased following disclosure. LSEs who were also low in agreeableness experienced the greatest reduction in negative affect following disclosure. These findings suggest that LSEs can benefit from sharing good news with their romantic partners, even if they anticipate otherwise.

**F74**  
**IMPLICIT SELF-EVALUATIONS PREDICT CHANGES IN IMPLICIT PARTNER EVALUATIONS**

Levi R. Baker<sup>1</sup>, James K. McNulty<sup>1</sup>, Michael A. Olson<sup>2</sup>  
<sup>1</sup>Florida State University, <sup>2</sup>University of Tennessee

Do people who feel good about themselves have better relations with others? Although the notion that they do is central to both classic and modern theories, there is little strong evidence to support it. We argue that one reason for the lack of evidence is that prior research has relied exclusively on explicit measures of self- and relationship evaluations. The current longitudinal study of newlywed couples used explicit measures of self-, relationship, and

partner evaluations as well as implicit measures of self- and partner evaluations to examine the link between self-evaluations and changes in relationship evaluations over the first three years of marriage. Whereas explicit self-evaluations were unrelated to changes in all interpersonal measures, implicit self-evaluations positively predicted changes in implicit partner evaluations. This finding joins others in highlighting the importance of automatic processes and implicit measures to the study of close interpersonal relationships.

**F75**  
**THE ACCURACY OF THIN SLICE IMPRESSIONS OF GAY MALE COUPLES**

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<sup>1</sup>Rutgers University, <sup>2</sup>Villanova University

People are surprisingly accurate in making snap judgments about others' personality, relationship success, and sexual orientation. The current study is unique in that it employs direct behavioral observation to examine self-observer agreement among gay males—an understudied and stigmatized population. The present study included 63 gay male couples who were video recorded completing a structured task. Participants ( $n = 126$ ) completed assessments of their body image, relationship satisfaction, and self-esteem. Scores were compared to 30-second thin slice observational ratings by trained, undergraduate raters. Of the 19 items analyzed, statistically significant ( $p < 0.05$ ) correlations were found for 8 of the thin slice impression items including: satisfied with body appearance ( $r = .30$ ), tries to change things about one's partner ( $r = .25$ ), thinks he puts more into the relationship than partner ( $r = .25$ ), and is satisfied with relationship ( $r = .24$ ). Discussion will include implications and directions for future research aimed at expanding knowledge of stigmatized minority relationships.

**F76**  
**PROMOTING CONNECTION: PERSPECTIVE-TAKING IMPROVES RELATIONSHIP CLOSENESS AND PERCEIVED REGARD IN PARTICIPANTS WITH LOW IMPLICIT SELF-ESTEEM**

Julie L. Peterson<sup>1</sup>, Alex Bellows<sup>1</sup>, Shelby Peterson<sup>1</sup>  
<sup>1</sup>University of New England

Previous research has revealed that people with low implicit self-esteem are less connected to their close relationship partners (e.g., Peterson & DeHart, 2013; DeHart et al., 2011). The current study suggests that this effect can be reduced with a perspective-taking manipulation (Galinsky & Moskowitz, 2000). Participants completed measures of implicit self-esteem and were randomly assigned to perspective-taking or control conditions. In the control condition, people with low implicit self-esteem were less close to their partners and reported lower perceived regard. In the perspective-taking condition, people high and low in implicit self-esteem did not differ in closeness or perceived regard. This was due to a significant increase in closeness and perceived regard among low implicit self-esteem participants in the perspective-taking (vs. control) condition. These findings are the first to both replicate the negative relationship between implicit self-esteem and relationship closeness and offer a method by which this relationship can be attenuated.

**F77**  
**I'LL HAVE WHAT SHE'S HAVING: SELF-ESTEEM AND SOCIAL COMPARISON TO IDEALIZED ROMANTIC RELATIONSHIP PORTRAYALS ON FACEBOOK**

Kelley J. Robinson<sup>1</sup>, Sarah K. Petty<sup>1</sup>, Beverley Fehr<sup>1</sup>, Lisa Sinclair<sup>1</sup>  
<sup>1</sup>University of Winnipeg

Facebook provides opportunity for social comparison on many dimensions, including to others' (often idealized) portrayals of their romantic relationships. We investigated the impacts of idealized-relationship exposure on high and low self-esteem Facebook users'

own romantic bonds. Under the guise of a memory test for Facebook profiles, female participants were exposed to subtly embedded content portraying either average or idealized romantic relationships. Then, in an ostensibly unrelated study, participants reported on their evaluations and behavioral intentions in their own romantic relationships. Low self-esteem participants exposed to idealized relationship content evaluated their own relationships negatively and reported greater uncertainty about the viability of their bonds, which motivated increased positive (devoting quality time) and negative (increased jealousy) relationship-focused attention. In contrast, relationship evaluations and intentions for low self-esteem participants exposed to average content and high self-esteem participants in either condition were unaffected. Implications for integrating online social interaction with offline relationship-maintenance are discussed.

F78

### DOES THE FULFILLMENT OF SOCIAL APPROACH AND AVOIDANCE MOTIVATION ENHANCE RECEIVED SOCIAL SUPPORT?

toshihiko soma<sup>1</sup>, Tomomi Yamashita<sup>2</sup><sup>1</sup>Hiroshima University, <sup>2</sup>Jumonji University

Previous research shows that achieving fulfillment of social approach and avoidance motivations independently enhances interpersonal relationship satisfaction. However, the way in which fulfilling these motivations affects received social support is unknown. We surveyed 191 students concerning their relationships with friends; data collection occurred at two points in time six months apart. We hypothesized that individuals with strong approach motivation would behave accordingly, thus receiving social support from their partners through the approach-motivated behavior's promotion of positive interactions (e.g., intimacy, self-disclosure). Similarly, we predicted that avoidance-motivated behavior would enhance the level of received support by preventing negative interactions (e.g., conflict, disagreement). Path analysis revealed that approach- and avoidance-motivated behaviors (Time 2) mediated the effects of approach/avoidance motivations (Time 1) on received support (Time 2), even after controlling for default support level (Time 1). We concluded that both approach and avoidance motivations can independently enhance social support.

F79

### THE ROLE OF SELF-CONTROL IN IMPLICIT ATTRACTION TO RELATIONSHIP ALTERNATIVES

Jeffrey Bowen<sup>1</sup>, Joel Tennyson<sup>1</sup>, Nancy L. Collins<sup>1</sup><sup>1</sup>University of California at Santa Barbara

This study examined the role of self-control in regulating non-conscious attraction to tempting alternatives to a romantic partner. 52 single and 48 partnered participants completed a cognitive resource-depleting activity or a control activity, and were then briefly exposed to photos of attractive individuals of the opposite sex. Reaction times to a dot-probe task were recorded following each photo. Greater reaction times indicated that participants' pre-conscious attention was held longer by a photo, reflecting greater implicit attraction to the person in that photo. Findings suggested that depleted and romantically involved participants had longer reaction times following the photos (were more attracted to the photos) than their non-depleted counterparts. Single participants were unaffected by the depletion manipulation. Contrary to prior research suggesting that resource depletion should only influence explicit processing, these findings indicate that self-control is implicated in implicit attraction to relationship alternatives.

F80

### COPING STRATEGY CONCORDANCE IN COUPLES

Rugile Tuskeviciute<sup>1</sup>, Patrick Shrout<sup>1</sup>, Niall Bolger<sup>2</sup><sup>1</sup>New York University, <sup>2</sup>Columbia University

The impact of one's partner's coping strategies on own daily coping is not well understood. In a longitudinal study of couples in which

one partner was preparing for the state bar exam, we examined the extent to which one's daily coping strategies were adopted by one's partner. Specifically, we examined same day and lagged active coping (e.g., planning), defensive coping (e.g., distracting self), and use of alcohol, food, and drugs as a means to cope, one month prior to the exam while adjusting for temporal and lagged coping by self. Examinee's and partner's same day's, but not lagged, active coping was predictive of the other's active coping. Defensive coping was not concordant between partners. Partner's lagged and same day's use of alcohol, drugs, and food was predictive of examinee's use of these substances, but examinee's use of this strategy was only predictive of their partner's on the same day.

F81

### BEHAVIORAL ACTIVATION/INHIBITION AND VERBAL AFFECTION

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Two studies examined the relationship between behavioral activation/inhibition and the verbal expression of love. The first study (n = 299) revealed that communicating verbal affection in romantic relationship was significantly related to behavioral activation ( $r = .20, p < .01$ ) but not to behavioral inhibition ( $r = .01, p = .86$ ). In the second study, participants primed by behavioral activation (e.g., "I should do it", n = 95) reported more verbal affection toward their romantic partners, as compared with those primed by behavioral inhibition (e.g., "I shouldn't do it", n = 96,  $t = 1.99, p < .05$ .) The results indicate that individuals with behavioral activation are more prone to verbally express love than those with behavioral inhibition, suggesting that verbal affection is mainly regulated by behavioral activation (vs. inhibition) system.

F82

### NEUROENDOCRINE RESPONSE TO FRIENDSHIP FORMATION

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The positive influence of social ties on health has long been established, with marriage being perhaps the most frequently examined social tie. The present study examined the effects of friendship formation on health and well-being. We investigated the influence of friendship formation and deep conversation on stress hormones. Participants completed the "fast friends" procedure (Aron et al., 1997) in which a pair of strangers answer a series of questions with escalating levels of self-disclosure. Measures of well-being and affect were collected pre and post manipulation. Stress hormones, including salivary cortisol and alpha-amylase, were measured via four collection points during the interaction. Most participants experienced a reduction in cortisol level during the intervention, although individual differences including social interaction anxiety and other factors also play a role in the extent of that response. Implications for the effect of attachment style on neuroendocrine response and well-being are discussed.

F83

### INVESTIGATING INDIVIDUAL DIFFERENCES IN IMPLICIT ATTITUDES TOWARDS INTERRACIAL DATING

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Intergroup contact, especially romantic relationships with racial outgroup members, reduces intergroup threat. However, despite the well-documented impact of interracial contact on prejudice reduction, little is known about factors influencing the perception of the long-term companionship of interracial couples. The current study aims to examine how explicit racial attitudes shape implicit evaluations of individuals dating interracial versus intraracially. 128 White participants completed a face memory task where they learned about social targets varying in race, gender, and dating situation (i.e., interracial vs. intraracial dating), an evaluative priming task which assessed implicit attitudes towards social targets, as well as questionnaires that measured their levels of



prejudice and attitudes towards interracial dating. Explicit racial attitudes in general predict implicit prejudice against Black male targets dating interracially when controlling for attitudes towards interracial dating, which holds after including the similar implicit prejudice index for White male targets as a covariate. This pattern of results was not found for female targets.

## Emotion

### F84 EQUIVOCAL BENEFITS OF GRATITUDE: OBEDIENCE AS A FUNCTION OF FEELING GRATEFUL

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Several scholars have taken an interest in examining factors predicting obedience, yet few studies have examined its affective determinants. In this research, we hypothesized that gratitude increases acts of obedience. This hypothesis was tested in two studies using a modified version of Milgram's paradigm. We retain some important features of the paradigm, such as appointing a perceived authority figure to give instructions to repeatedly perform an act, towards which participants felt progressively resistant. The first study found that participants' naturalistic feelings of gratitude were positively associated with the likelihood that they obeyed a surveyor's repeated instructions to fill up the same questionnaire over and over again. The second study demonstrated in the laboratory setting that participants induced to feel grateful were more likely to obey the experimenter's repeated instructions to drink water, even after controlling for thirst. Potential mediators of this effect, like global affect and motivational goals, were examined.

### F85 A MIXED-METHOD COMPARISON ON IDEAL AFFECT AND NORMATIVE AFFECT AND THEIR FUNCTIONAL SIGNIFICANCE IN SOCIAL BEHAVIORS

Karin Wang<sup>1</sup>  
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In addition to what people actually feel (actual affect, AA), what people personally desire to feel (ideal affect, IA), and what social norms expect them to feel (normative affect, NA) serve different roles in emotion regulations. Three studies were conducted to examine the differences and functional significance of IA and NA. In Study 1, participants described their IA as intrapersonal and motivational, and NA as interpersonal and facilitative in social adjustments from an open-ended response format. In Study 2, when participants were asked to differentiate their AA, IA, and NA from a single random moment, on average, they reported their IA as more pleasant and less aroused than their AA and NA. In Study 3, the qualitative difference found between IA and NA in Study 1 was validated using the circumplex model of affect. At last, their relationships with personality traits, motivational approach, and subjective well-being were compared and contrasted.

### F86 EMOTIONAL CONTAGION AND POSITIVE VERSUS NEGATIVE EMOTIONALITY

Anita S. Hibbert<sup>1</sup>, E. David Klonsky<sup>1</sup>  
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Emotional contagion refers to an individual's tendency to 'catch' the emotions of others, and is thought to be associated with high emotionality. The present study sought to investigate whether this relationship differs between positive and negative emotionality. Participants were 172 university students (127 female). Positive and negative emotionality was assessed using the Multidimensional Emotion Questionnaire (MEQ), a measure designed to assess 4 dimensions of typical emotional experience (frequency, intensity, duration, and ease of regulation) for both positive and negative

emotions. Susceptibility to emotional contagion was measured using the Emotional Contagion Scale (ECS; Doherty, 1997). Greater susceptibility to emotional contagion was associated with higher frequency ( $r = .29, p < .001$ ), intensity ( $r = .232, p < .001$ ), and duration ( $r = .262, p < .001$ ) of positive emotions. No relationships between emotional contagion and negative emotionality were observed. Results indicate that high susceptibility to emotional contagion is associated with positive, but not negative, emotionality.

### F87 THE ROLE OF EMOTIONS EVOKED BY A KNOWLEDGE PROVIDER ON EGO'S KNOWLEDGE DEVELOPMENT VIA KNOWLEDGE TRANSFER TO EGO

Kyueun Han<sup>1</sup>, Youngwoo Sohn<sup>1</sup>  
<sup>1</sup>Yonsei University

The present study investigated the influence of emotions evoked by knowledge providers on ego's knowledge development via the quantity as well as the quality of knowledge transfer. 186 college students participated in an experiment using group memory task and was asked to share each other's answers; however, a prepared answer sheet including 10 correct and 10 incorrect answers was shared. Present data indicated that incorrect knowledge was transferred more from positive providers than negative providers ( $M = 5.62$  vs.  $M = 4.36$ ),  $F(1, 184) = 6.60, p < .05$ , thus had more incorrect answers in the final answer sheets ( $M = 7.02$  vs.  $M = 5.72$ ),  $F(1, 184) = 4.33, p < .05$ . However, there was no significant difference between two groups in the number of correct answers. Overall, the study found that emotions evoked by a knowledge provider have significant role in the quality of knowledge transfer to ego.

### F88 ACCEPTANCE OF RAPE MYTHS IMPACT ON RAPE EMPATHY AND EMPATHY: ACCOUNTING FOR SEXISM AND GENDER

Stephany Giovinazzo<sup>1</sup>  
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Possessing empathy does not lead to one possessing rape empathy, one may very well empathize with the assailant. As prior research has suggested, rape empathy was dichotomized from general empathy. External variables such as sexism, rape myths and gender have an effect on rape empathy. Sexist attitudes towards women is linked to acceptance of rape myths, which is directly related to a decrease in rape empathy. Therefore, we examined if one's acceptance of rape myths will lead to significant differences between general empathy and rape empathy as indicated by responses on the Rape Empathy Scale, Questionnaire of Emotional Empathy, Illinois Rape Myth Acceptance, Ambivalent Sexism Inventory, and Hoffman Gender Scale. Consistent with our hypothesis, rape myths predicted rape empathy. Significant difference existed among those who are empathetic, but possessed low rape empathy, which is due to their high acceptance of rape myths. Sexists and males also had significantly lower rape empathy levels.

### F89 PREDICTING VARIATION IN THE SCARINESS OF INDIVIDUALS' MENTAL REPRESENTATIONS OF A SPECIFIC SPIDER

Alison Young<sup>1</sup>, Russell Fazio<sup>1</sup>  
<sup>1</sup>The Ohio State University

The current studies apply reverse correlation image classification (RCIC) techniques to estimate the mental representation of a spider in the minds of participants who vary in fear of spiders. An initial study established that the RCIC technique, which typically has been used with facial images, is adaptable to complex non-facial stimuli (spiders). In the main study, we find evidence that the mental representation of a specific tarantula to which participants were exposed early in the procedure is rated by objective judges as looking scarier and more threatening for participants higher in fear of spiders than for those lower in fear of spiders. Methodologically, our findings indicate that RCIC techniques can be used to

understand individual differences in the representations of complex, non-facial stimuli. At a more theoretical level, the findings illustrate how perceptions can be influenced by the emotions and evaluations that individuals associate with an object.

F90

**MOOD INFLUENCES COLOR PERCEPTION**

**Christopher Thorstenson<sup>1</sup>, Adam Pazda<sup>1</sup>, Andrew Elliot<sup>1</sup>**  
<sup>1</sup>*University of Rochester*

Past research has shown that those with clinical depression exhibit physically dulled responses of the retinal cells responsible for perceiving color. Further, common metaphor relates depressed mood with color perception (e.g., seeing the world as gray or colorless, feeling blue). We explore the question of whether depressed mood influences the perception of color. Participants (N = 129) viewed a film clip meant to elicit either elevated or depressed mood and then completed a color accuracy task for desaturated colors. Results indicate that those who watched the depressed-mood film clip performed worse on the color accuracy task, meaning they were less able to identify the hue of desaturated color patches. Results suggest that mood influences how we literally see the world.

F91

**COGNITIVE AND AFFECTIVE RATINGS ON HUMOROUS EXPERIENCES**

**Samantha F. Rosado<sup>1</sup>, Stuart Daman<sup>1</sup>, Ellen O'Malley<sup>1</sup>, Mark Muraven<sup>1</sup>**  
<sup>1</sup>*University at Albany*

60 participants watched a video to investigate measures of humor. In previous research, self-report ratings and physical reactions (e.g., smiling and laughter) to humorous stimuli do not consistently correlate. This has led some to refer to ratings as "cognitive" assessments and reactions as "emotional" or "affective" measures. In this study, participants watched a short humorous video and rated how "funny" it was based on each intellectual (i.e., cognitive) and emotional (i.e., affective) criteria, and had their physical reactions recorded. Reactions were coded for smiling, laughter, and overall amusement, combined and then related to ratings. Although both cognitive and affective ratings positively correlated with participants' reactions, only affectively based ratings predicted reactions in a multiple regression model. Although cognitive and affective ratings were correlated strongly, this research suggests that so-called "cognitive" measures of humor might be able to be broken down into types that reflect different aspects of humorous experience.

F92

**ATTRACTED OR DISTRACTED? ATTENTION TO EMOTIONAL STIMULI DEPENDS ON CURRENT COGNITIVE PROCESSING STYLE**

**Elicia C. Lair<sup>1</sup>, Linda M. Isbell<sup>1</sup>**  
<sup>1</sup>*University of Massachusetts at Amherst*

This study tested whether initial cognitive processing styles and affect interact to influence attention to emotional and neutral stimuli. Participants were primed with a global or local processing style and then completed a modified flanker task (adapted from Eriksen & Eriksen, 1974) in which they identified a central image (neutral, happy, or disgusting) surrounded by emotional or neutral images. These images induced affect while simultaneously measuring attentional scope (by comparing reaction times). Results provide support for the affect-as-cognitive feedback approach (Huntsinger, Isbell, & Clore, in press). Globally primed participants in the happy condition were faster to identify both emotional and neutral central images when flanked by emotional images, but those in the disgust condition were distracted by emotional flankers. When local processing was primed, the opposite effect emerged. The findings demonstrate that depending on one's initial cognitive processing style, happy and disgusting stimuli can both help or hinder attention.

F93

**WHAT MAKES EMOTION LASTING LONGER IN DAILY LIFE**

**Michihiro Kaneko<sup>1</sup>**  
<sup>1</sup>*Toyo university*

According to AREA model by Wilson and Gilbert (2008), people feel emotion longer when they can't explain the event which caused the emotion. I tested this hypothesis in our daily life using survey method and found that those in positive condition who first described positive events they had experienced and answered questions about one of these events chosen experienced positive emotion longer when they feel certainty about the event, contrary to implication by AREA model. On the other hand, there was no correlation between uncertainty and length of experiencing negative emotion in negative condition. Some reasons can be thought. First is a difference between experimentally manipulated condition and daily activity. Second is a cultural difference. Third is a retrospective measure of events. Fourth is untested validity of the scale I used.

F94

**HAPPY AND TIRED: TIREDNESS INCREASES THE POSITIVE EFFECTS OF HAPPINESS ON INCLUSIVE THINKING**

**Jonathan M. Gallegos<sup>1</sup>, Brianna L. Middlewood<sup>1</sup>, Karen Gasper<sup>1</sup>**  
<sup>1</sup>*Pennsylvania State University*

Research indicates that positive moods promote inclusive, associative, creative thought, but it is unclear whether tiredness moderates this process. Within many affective circumplex models, tiredness reflects a negative, deactivated state that lies along an approach dimension. As a negative state, tiredness is potentially detrimental to inclusive thought. However, as a state that falls along the approach dimension, it could promote inclusive thought by activating an approach orientation. Across 3 studies (N=942), we found that feelings of tiredness (i.e., tired, drained, sluggish, and drowsy) do not alone predict creative performance; however, feelings of tiredness and happiness (i.e., elated, joyous, and excited) interact to predict greater category inclusiveness (Study 1 and 2), and more guessing on the Gestalt Completion Task (Study 3). Results indicate that happiness and tiredness together (feeling "happy tired") enhance the degree to which people see associations and links.

F95

**FACING CHANGE: THE IMPACT OF EXPRESSION CHANGE ON INCIDENTAL FACE MEMORY**

**Anthony J. Nelson<sup>1</sup>, William Crozier<sup>1</sup>, Reginald B. Adams, Jr. <sup>1</sup>, Troy G. Steiner<sup>1</sup>, Nancy A. Dennis<sup>1</sup>**

<sup>1</sup>*Pennsylvania State University*

The current set of experiments examined memory for faces displaying angry and neutral (Study 1) as well as joy and neutral (Study 2) expressions that either 1) retained similar expressions from encoding to retrieval, 2) changed from expressive to neutral, or 3) changed from neutral to expressive. Results showed that, at least for anger, a change in emotion does not impair memory when the face is angry at encoding. Joy to neutral, neutral to anger, and neutral to joy face conditions showed significant memory impairment relative to emotion unchanged conditions. Study 3 demonstrates that these effects are more pronounced in low intense facial expressions. These results are discussed in relation to contrasting sets of findings in the literature emphasizing attention as a potential variable worthy of additional research. This research has implications for the role that changes in contextual cues (e.g., facial expressions) has on face memory.

F96

**EMOTION EXPRESSION AND COLOR: THEIR JOINT INFLUENCE ON PERCEIVED ATTRACTIVENESS**Stephanie Lichtenfeld<sup>1</sup>, Vanessa L. Buechner<sup>1</sup>, Markus A. Maier<sup>1</sup>  
<sup>1</sup>University of Munich

Pride expressions indicate high rank, whereas shame expressions signal weakness and regret. Such crucial social information prevail specific motive-relevant incentives, which in turn frame different contexts. Contexts in this sense are elicited by stimulus-induced motivational tendencies. Recent research has shown that also the meaning of color is context dependent. In case of red, meaning fluctuates between 'danger' and 'sex', and consequently elicits approach/avoidance tendencies, respectively. The present research (n=189) investigated how the psychological meaning of the color red biases perceived attractiveness of a potential mating partner (displaying a proud body posture) and a male with low mating qualities (displaying an ashamed body posture). In line with evolutionary based assumptions, results yielded that red increased perceived attractiveness of a proud male, whereas red decreased the perceived attractiveness of an ashamed male. In other words, the color red amplified existing response tendencies, making appealing targets more and unappealing targets less attractive.

F97

**DOES MINDFULNESS ATTENUATE THOUGHTS EMPHASIZING NEGATIVITY?**Laura G Kiken<sup>1</sup>, Natalie J Shook<sup>2</sup><sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>West Virginia University

Mindfulness is associated with less distress and greater well-being. Preliminary evidence suggests that this partly is due to mindfulness affecting cognitive responses to affective information. The current research examined whether mindfulness results in differentially valenced thoughts in response to affective information. In Study 1 (N=159), trait mindfulness was inversely associated with negative rumination but unassociated with positive rumination, after controlling for state affect. In Study 2 (N=102), participants completed either a mindful breathing meditation or a comparable control exercise, followed by a thought listing while viewing positive and negative IAPS images. In response to negative images, the control condition listed proportionately more negative than non-valenced or positive thoughts, but the mindfulness condition listed proportionately fewer negative and more non-valenced thoughts. In response to positive images, the conditions did not differ. Together, these results suggest that mindfulness may attenuate negatively weighted thoughts in response to unpleasant affective information.

F98

**DISPOSITIONAL MINDFULNESS AND NEUROCORTICAL RESPONSES TO ANTICIPATED UNPLEASANT STIMULI**Robert J Goodman<sup>1</sup>, Jordan T Quaglia<sup>2</sup><sup>1</sup>Northern Arizona University, <sup>2</sup>Virginia Commonwealth University

Prior research suggests mindfulness - an open and receptive attention to present events and experiences - promotes adaptive responses to emotional threat. Dispositional mindfulness has been associated with the attenuation of a neurocortical marker of emotional appraisal known as the late positive potential (LPP) following exposure to unpleasant emotional stimuli. In the present study, participants received knowledge about the threatening nature of forthcoming emotional stimulus as neutral, aversive, or uncertain. Dispositional mindfulness was associated with larger deflections of the LPP when participants were informed that the stimulus would be unpleasant, and this effect remained significant after controlling for attentional control. Traits that contrast with mindfulness and are associated with experiential avoidance predicted lower LPP amplitudes. These findings suggest mindfulness may promote greater receptivity and a willingness to

confront, rather than avoid, emotional experiences that are predictably unpleasant.

F99

**THE BENEFITS OF BEING HERE NOW: MINDFULNESS, EXPERIENTIAL AVOIDANCE, AND ANXIETY**D. Lee McCluskey<sup>1</sup>, Natalie J Shook<sup>1</sup>, Jared W Keeley<sup>2</sup><sup>1</sup>West Virginia University, <sup>2</sup>Mississippi State University

Mindfulness, non-judgmentally paying attention to the unfolding of experience moment by moment, has been associated with multiple benefits to psychological health including: increased subjective well-being, improved emotional reactivity, and improved behavioral regulation (Kabat-Zinn, 2003; Keng et al., 2013). Also, higher levels of mindfulness are associated with lower levels of anxiety (McCluskey et al., 2013) and lower levels of experiential avoidance (McCluskey et al., 2014). Furthermore, anxiety has been positively associated with experiential avoidance (Hayes et al., 2006). The purpose of the current study was to test whether experiential avoidance mediates the relation between mindfulness and anxiety. A sample of undergraduate students (N = 484) completed an online survey containing measures of anxiety, mindfulness, and experiential avoidance. The effects of mindfulness on anxiety were mediated by experiential avoidance providing a possible explanation for the benefits of mindfulness to psychological health. Implications for future research are discussed.

F100

**POSITIVE MOOD ATTENUATES THE HAPPINESS SUPERIORITY EFFECT IN VISUAL SEARCH FOR SCHEMATIC FACES**Belinda Craig<sup>1</sup>, Ottmar Lipp<sup>2</sup><sup>1</sup>The University of Queensland, <sup>2</sup>Curtin University

Recently, Becker, Anderson, Mortensen, Neufeld, and Neel (2011), argued that the faster detection of angry than happy faces in crowds commonly observed in the literature is due to methodological confounds which conceal a true Happiness Superiority Effect (HSE). Following their recommendations to eliminate these confounds with schematic face stimuli, Experiment 1 yielded the predicted HSE extending prior findings with photographic stimuli. In Experiment 2, the mediating role of positive expectancy was tested. A happy or sad mood was induced to enhance or reduce the positive expectancy bias prior to the same two search tasks used in Experiment 1. A HSE was observed for participants in a sad but not in a happy mood. This suggests that, unlike the categorization advantage for happy faces, the HSE observed in visual search is unlikely to be due to a positive expectancy bias.

F101

**EMOTIONAL DISCLOSURE AND VICTIM BLAMING**Kent D. Harber<sup>1</sup>, Peter Podolski<sup>2</sup>, Christian Williams<sup>1</sup><sup>1</sup>Rutgers University, <sup>2</sup>New Jersey Institute of Technology

Victim blaming occurs when victims are accused of causing their own misfortunes. Because witnessing victimization threatens one's fundamental belief in a just world, it produces negative emotions, which can then be resolved by blaming the victim and thereby justifying their misfortune. However, distress can also be resolved via emotional disclosure, and so it was hypothesized that disclosure would resolve emotion, eliminate the just-world threat, and thereby reduce blaming. In Study 1, subjects watched a video of a female victim or an embattled female who was not a victim. Subjects disclosed or suppressed their resultant emotions in a writing task and then evaluated the woman one week later. Disclosure reduced subjects' blaming and suppression increased it, but only for the victim condition. The more distress subjects expressed, the less they ultimately blamed the victim. Study 2 replicated this finding and demonstrated that disclosure specifically moderates blaming of victims and not perpetrators.

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F102

**A DYNAMIC APPROACH TO THE PERCEPTION OF EMOTIONAL EXPRESSIONS: CONTRAST OR ASSIMILATION**Xia Fang<sup>1</sup>, Gerben Van Kleef<sup>1</sup>, Disa Sauter<sup>1</sup><sup>1</sup>*University of Amsterdam*

A dynamic display of emotional change was adopted in the present research to investigate the contextual effects on the perception of the target emotional expressions. We expected that assimilation effects would occur when emotion changed between morphologically and perceptually similar emotions (i.e., anger-disgust), while contrast effects would occur when emotion changed between morphologically and perceptually different emotions (i.e., anger-fear and disgust-fear). Consistent with our hypothesis, Experiment 1 showed that the intensity difference between the target scale and the anchor scale of the target emotion was larger for different emotion pair (anger-fear or disgust-fear) than similar emotion pair (anger-disgust). In order to test the robustness of this result, three speeds of emotional change (slow, mediate and fast) were adopted in Experiment 2 and the same result was found in all three conditions.

F103

**GUILT AND RELATIONSHIP REPARATION: THE RELATIVE EFFECTIVENESS OF RESTITUTION, APOLOGY AND SELF-PUNISHMENT**Elizabeth Ferguson<sup>1</sup>, Benjamin Wilkowski<sup>1</sup><sup>1</sup>*University of Wyoming*

Guilt commonly arises following actions which damage interpersonal relationship. It thus motivates behaviors designed to repair the relationship. Prior research suggests there are several types of reparative actions, with apologies and restitutions perhaps being most common. Recently, researchers have suggested that acts of self-punishment may also be reparative. However, to date no study has compared how self-punishment, apologies, and restitutions affect victim forgiveness. In the current study, participants (N = 125) were presented with a vignette describing a transgression in which offender reactions varied by experimental condition. Participants then completed measures of forgiveness and perceived guilt. Interestingly, while providing restitution, apologizing and self-punishment all led to increased perceptions of feeling guilty relative to control ( $ps < .05$ ), only apologies and restitution led to increases in forgiveness ( $ps < .05$ ). This suggests that, unlike apologies and restitutions, self-punishment does not result in relationship reparations.

F104

**(MIS)PERCEPTIONS OF DAILY FLUCTUATIONS IN EMOTIONS**David J. Mendrygal<sup>1</sup>, R. M. Furr<sup>1</sup>, Elizabeth M. Arnold<sup>2</sup>, William Fleeson<sup>1</sup>, Malek Mneimne<sup>1</sup><sup>1</sup>*Wake Forest University*, <sup>2</sup>*Wake Forest Baptist Medical Center*

Previous research has demonstrated significant self-other agreement on many affective traits, but these studies have been limited to single-instance evaluations (Watson et al., 2000; Cohen et al., 2013). The current study sought to determine whether daily fluctuations in peoples' emotions can be accurately detected by acquaintances. Participants were recruited from the surrounding community and an outpatient psychiatric clinic. For fourteen days, target/informant dyads completed daily reports measuring the frequency of six emotions. Multi-level modeling analyses revealed significant agreement across daily fluctuations in levels of Happiness, Anger, Excitement, and Irritability but not Guilt and Shame. Informants perceived Guilt as increased Anger, and decreased Happiness and Excitement and perceived Shame as decreased excitement. People appear adept at perceiving daily fluctuations in some emotions but not in self-conscious emotions. Instead, Guilt and Shame are misperceived as the presence/absence of other emotions.

F105

**THE ROLE OF EMOTIONAL INTELLIGENCE, CONGRUENCY AND INDIVIDUAL DIFFERENCES DURING SOCIAL INTERACTION AND EMOTION RECOGNITION**Jason Brown<sup>1</sup>, Brian Eiler<sup>1</sup>, Hannah Douglas<sup>1</sup>, Rachel Kallen<sup>1</sup><sup>1</sup>*University of Cincinnati*

Emotional Intelligence (EI) is the ability to recognize and monitor the emotions of oneself and others. Past research is mixed regarding the relationship between EI and sex/ethnicity. We hypothesized that EI would be associated with variables known to impact the quality of social interactions (e.g. demographics, personality traits, language dynamics). We also hypothesized that EI would be related to the perceived quality of social interaction and vary with congruency of group membership (i.e. sex/ethnicity) because emotional co-regulation is positively related to interaction outcomes. The current study examined the role of EI, congruency and individual differences on the perceived quality of social interaction with a confederate and emotion recognition accuracy when viewing interactions between mixed race actors. This poster will present results supporting our hypotheses that demonstrate the relationship between EI and interaction outcomes. Implications for the study of EI will also be discussed in terms of measurement and experimental design.

F106

**ENHANCED FACIAL FEEDBACK IMPROVES LOW-LEVEL EMOTION PERCEPTION**Adrienne Wood<sup>1</sup>, Paula Niedenthal<sup>1</sup>, Gary Lupyan<sup>1</sup><sup>1</sup>*University of Wisconsin at Madison*

A growing collection of evidence suggests that people often recruit facial mimicry in order to simulate and recognize the emotion expressions of others. However, previous studies typically rely on higher-level judgments, such as verbal labeling, rating, or overt categorization. In these tasks, facial mimicry facilitates earlier detection of changes in expression (Niedenthal et al. 2001) or alters subjective emotion ratings (Rychlowska et al., 2014). Using a gel that dries and increases the sensory feedback from facial movements, we demonstrate that enhanced facial feedback improves accuracy on low-level perceptual tasks involving facial expressions. Specifically, the gel improved performance on an XAB task that measures subjects' ability to recognize a target facial expression presented alongside a highly similar distractor. This suggests that information from facial mimicry is incorporated into even low-level judgments and perception. These and future studies will help to elucidate the exact way in which visual and somatosensory information are incorporated during the embodied simulation process.

F107

**HOW WOULD THEY FEEL? AFFECTIVE FORECASTING FOR THE SELF AND OTHERS**Stanislav Treger<sup>1</sup>, Ralph Erber<sup>1</sup><sup>1</sup>*DePaul University*

We examined affective forecasts for the self; close partner (i.e., romantic partner or best friend), and "most people." Undergraduates participated in an ostensible raffle (Study 1); read a scenario in which they saw on Facebook pictures of their friends at a party to which they were not invited (Study 2); or missed a train that departs once a day (Study 3). Then, they rated how they, their close partner, and "most people" would feel immediately (Studies 1-3) and 10 minutes after the situation (Studies 1 & 3). For immediate forecasts, whereas participants reported no differences between for the self and a close partner, "most people" would react more negatively than the self and close partner. These differences receded in affective forecasts for 10 minutes following the event. Differences in forecasts between the self and close partner emerged for those with low (vs. medium or high) degrees of self-other overlap.

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F108

**HEMISPHERIC LATERALITY AND THE PROCESSING OF INGROUP VERSUS OUTGROUP FACIAL EXPRESSIONS OF EMOTION**Troy G. Steiner<sup>1</sup>, Anthony Nelson<sup>1</sup>, Reginald Jr. Adams<sup>1</sup><sup>1</sup>*Pennsylvania State University*

Ingroup and outgroup faces engage different visual processes. Ingroup faces engage more holistic processing, whereas outgroup faces engage more piecemeal, feature-based processing. Holistic face processing is also known to recruit more right hemispheric involvement. Thus, we predicted that expressive information conveyed by an ingroup member's right hemiface, which is seen in the observer's left visual field, would weigh more heavily in perception than the same information seen in the right visual field. Participants were presented with chimeric expressions (half neutral/fear, half neutral/anger) on same- versus other-race faces. They were asked to identify the expression and to rate its intensity. As predicted, same-race expressions were identified more quickly and rated as more intense when presented on the right versus left hemiface, thereby favoring right hemispheric involvement, whereas no differences were found for out-group expressions. These findings point to a perceptual mechanism underlying ingroup versus outgroup differences in facial expression recognition.

F109

**AGREEING WITH THE SITUATION: THE INFLUENCE OF AGREEABLENESS AND SELF-REGULATION ON THE STARTLE EYE-BLINK RESPONSE**Anna J. Finley<sup>1</sup>, Adrienne Crowell<sup>1</sup>, Brandon J. Schmeichel<sup>1</sup><sup>1</sup>*Texas A&M University*

Agreeableness is associated with self-regulation, especially to promote harmonious social interactions. Past research suggests highly agreeable individuals experience more intense negative emotions and expend more effort to control emotions relative to less agreeable individuals. The current experiment examined the effects of ego depletion on emotional responding among persons higher versus lower in agreeableness. Emotional responding was measured with the startle eye-blink response, which increases in magnitude during negatively-valenced images and decreases in magnitude during positively-valenced images. Separate regressions on startle reactions to negative and positive images found significant interactions between depletion and trait agreeableness. Highly agreeable individuals showed especially large startle responses during negative images and especially small startle responses during positive images, suggesting that highly agreeable individuals experience stronger emotion reactions. Under ego depletion, however, this effect disappeared, suggesting that heightened emotional reactions among highly agreeable individuals rely on limited self-regulatory resources.

F110

**A CASE OF THE HEEBIE JEEBIES: FEAR, OPENNESS, AND GOOSE BUMPS**Caitlin A. J. Powell<sup>1</sup><sup>1</sup>*St. Mary's College of California*

The goal of this experiment was to determine whether participants would report heightened fear or awe depending on the context under which goose bumps were induced. The role of openness, which has been linked to "aesthetic chills" in previous research, was also assessed. Participants watched either a frightening clip or a positive clip. During the clip, half of the participants had their arms sprayed with cold water and were placed in front of a rotating fan. Those in the spray condition were significantly more likely to report experiencing goose bumps. Although participants reported greater feelings of awe and wonder during the positive clip, induced goose bumps did not increase these positive feelings. While watching the frightening clip, however, participants who reported experiencing goose bumps also reported increased feelings of fear and greater

intensity of emotion. Those high in openness reported less fear and less intensity while watching the frightening clip.

F111

**LYING BECAUSE WE CARE: COMPASSION INCREASES DISHONESTY FOR THE BENEFIT OF OTHERS**Matthew J. Lupoli<sup>1</sup>, Lily E. Jampol<sup>2</sup>, Christopher Oveis<sup>1</sup><sup>1</sup>*University of California, San Diego Rady School of Management*,  
<sup>2</sup>*Cornell University*

Compassion motivates individuals to aid those in need. However, benevolent actions are not always clearly identifiable, such as in situations when it is impossible to be both honest and kind. In three studies we show that compassion is positively associated with prosocial lying, suggesting that compassionate individuals focus on the ends (versus means) of welfare enhancement. In Study 1, individual differences in compassion predicted overly-positive feedback to a poorly-written essay. In Study 2, incidentally induced compassion increased dishonesty for the benefit of others, and decreased dishonesty for the benefit of oneself. In Study 3, integral compassion towards an individual's hardship increased overly-positive feedback to that individual, and this effect was mediated by the desire to reduce emotional harm. These results indicate that compassion increases dishonesty intended to benefit others, despite the fact that, in some cases, honesty could have positive downstream consequences for the recipient of the lie.

F112

**WHEN COMPASSION LEADS TO HOSTILITY**Stefan Pfattheicher<sup>1</sup>, Johannes Keller<sup>1</sup><sup>1</sup>*Ulm University*

Both the prosocial emotion of compassion and the antisocial attitude of hostility share elements reflecting vigilant, prevention-focused self-regulation, as evidenced by the common sensitivity to harmful behaviors of others. In three studies, we examined the notion that compassion is therefore positively related to hostility. In Study 1, it was found in four samples (N=4,903) that individuals with a strong vigilant prevention focus reported higher levels of hostility, as well as higher levels of compassion, than individuals characterized by a weak prevention focus. Additionally, compassion and hostility were indeed positively correlated. In Study 2, manipulated compassion increased hostility towards a moral transgressor amongst chronically prevention-focused individuals. In Study 3, compassion for the environment predicted hostility towards environmental polluters. This work challenges the idea that compassion strictly increases prosocial behavior by illustrating that for some individuals, compassion may have antisocial consequences.

F113

**IS A BAD MEMORY GOOD FOR YOUR HEALTH? OVERESTIMATING PAST ENJOYMENT PREDICTS FUTURE ENJOYMENT OF EXERCISE IN ADOLESCENTS**Melissa Karnaze<sup>1</sup>, Linda J. Levine<sup>1</sup>, Margaret Schneider<sup>1</sup><sup>1</sup>*University of California at Irvine*

Increasing physical activity among adolescents is a public health priority. Because enjoyment of exercise predicts greater physical activity, this study assessed predictors of adolescents' enjoyment of exercise. In the fall of 6th grade, students (N = 74) performed a strenuous laboratory cycling task, rated their enjoyment, and recalled their enjoyment a week later. We also assessed students' physical fitness and their appraisals concerning the importance of exercise. In the spring, students participated in a traditional or personalized 10 week physical education (PE) program. They then completed another cycling task and rated their enjoyment. Positive appraisals and memories of the fall cycling task predicted enjoyment of the spring cycling task. Positive bias in remembering enjoyment of past exercise mediated the association between appraising exercise as important and enjoying the spring cycling task. Students' fitness and PE program did not predict enjoyment.

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Cognitive interventions may be important for increasing adolescents' physical activity.

**F114**

**SLIMMING PRIDE: HOW EMOTIONS TOWARD YOUR BODY INFLUENCE FUTURE WEIGHT REGULATION**

Josephine Neugebauer<sup>1</sup>, Adam Fetterman<sup>1</sup>, Marie-Christin Krebs<sup>1</sup>, Devin G. Ray<sup>2</sup>, Kai Sassenberg<sup>1</sup>

<sup>1</sup>*Knowledge Media Research Center Tuebingen*, <sup>2</sup>*University of Aberdeen*

A discrete emotions approach entails analyzing reactions at the level of particular emotions instead of the level of general attitudes. As emotions are related to specific action tendencies, they can help to predict intentions more precisely. We applied this approach to weight regulation and obesity prevention - a challenging public health issue. We examined the relationship between discrete emotions towards body weight and behavioral weight-regulation intentions. In a field study, we found the expected positive influence of pride on intentions for weight-regulation behavior. In a subsequent experimental study, the induction of pride led to more reported weight-regulation behavior, measured one week after the experimental manipulation, compared to a control prime. Furthermore, shame predicted weight loss whereas anger predicted weight gain over six months. Discrete emotions also predicted weight regulation above and beyond the theory of planned behavior. Consequences for research on the attitude-behavior relation and on obesity are discussed.

**F115**

**EMOTIONAL EATING? POSITIVE AND NEGATIVE EMOTIONS PREDICT UNHEALTHY FOOD CHOICES**

Victoria L. Webb<sup>1</sup>, Hillary Devlin<sup>1</sup>, June Gruber<sup>2</sup>

<sup>1</sup>*Yale University*, <sup>2</sup>*University of Colorado at Boulder*

Although negative emotions are commonly found to influence eating behaviors, less work has evaluated the effects of positive emotions. We experimentally investigated how positive and negative emotions influence food choices. Female Mturk participants (N=201; M age=32.5) were randomly assigned to complete an autobiographical positive, negative, or neutral emotion induction, followed by an eight-trial healthy vs. unhealthy food choice task. Negative-condition participants made fewer healthy choices vs. neutral-condition participants (p=.013), but there were no significant differences for the positive condition. Participants low in eating restraint made fewer healthy choices in both positive (p=.016) and negative (p=.005) vs. neutral conditions. High-restraint eaters did not differ across conditions. Results suggest that for individuals low in restraint, negative and positive emotions may lead to less healthful hypothetical food choices. However, future studies are needed to evaluate if high-restraint eaters demonstrate similar susceptibility to both positive and negative emotions when placed in realistic consumption scenarios.

**F116**

**INFLAMMATION AND THE STRESS-BUFFERING EFFECTS OF POSITIVE AFFECT: EVIDENCE FROM THE NATIONAL LONGITUDINAL STUDY OF ADOLESCENT HEALTH**

Cara L. Blevins<sup>1</sup>, Sara Sagui<sup>1</sup>

<sup>1</sup>*University of North Carolina at Charlotte*

Purpose: The present study examined health-protective benefits of positive affect (PA) on levels of inflammation within Pressman and Cohen's (2005) stress-buffering model. Methods: Moderated hierarchical regression analysis examined PA, perceived psychological stress (PPS), and high sensitivity C-reactive protein (hsCRP) at Wave IV (2008) of the National Longitudinal Study of Adolescent Health. Participants ranged in age from 26-32 years old (M=29), had below average levels of PPS (M = 4.79), and hsCRP levels (M = 2.57 mg/L) indicative of intermediate risk for CVD. Results: The interaction between PA and PPS did not incrementally predict levels of hsCRP, but highly approached significance

(p=.051). Conclusion: The stress-buffering model of PA does not appear to be predictive of reduced inflammation in this sample; however, results highlight the need for further research to examine the role of inflammation and the protective benefits of PA in younger populations at higher levels of perceived stress.

**F117**

**DO YOU WANT TO "FEEL THE BURN"? IDEAL AFFECT PREDICTS EXERCISE PERCEPTIONS, CHOICES, AND EXPERIENCES**

Candice L Hogan<sup>1</sup>, Louise Chim<sup>2</sup>, Tamara L Sims<sup>1</sup>, Jeanne L Tsai<sup>1</sup>

<sup>1</sup>*Stanford University*, <sup>2</sup>*University of Victoria*

Enjoyment of exercise is an important predictor of participation, yet few studies examine individual differences in the experience of exercise. Previous research suggests that ideal affect (the affective states that individuals ideally want to feel) predicts the types of recreational activities people prefer. In this study, we examined the relationship between ideal affect and individuals' perceptions, choices, and experiences of exercise. Participants (N=137) completed the affect valuation index, rated their expected enjoyment of different types of exercise, and then actually engaged in these different types of exercise in the lab. As predicted, the more individuals wanted to feel excitement states, the more they expected to enjoy running, the more vigorously they chose to exercise, and the more excitement they reported experiencing after exercise. These findings suggest that individuals' affective goals may influence their perceptions, choices, and experiences of exercise, and may therefore be an efficacious target for exercise promotion efforts.

**F118**

**PEOPLE WHO PRIORITIZE POSITIVITY ARE HAPPIER AND WORK HARDER TO EXPERIENCE PLEASANT EVENTS**

Lahna I Catalino<sup>1</sup>, Patty Van Cappellen<sup>2</sup>, Tracy Powers<sup>2</sup>, Sara B Algoe<sup>2</sup>, Barbara L Fredrickson<sup>2</sup>

<sup>1</sup>*University of California, San Francisco*, <sup>2</sup>*University of North Carolina at Chapel Hill*

Prioritizing positivity is the tendency to arrange daily life to include pleasant experiences. Although empirical work suggests the explicit pursuit of happiness may backfire, we discovered that seeking happiness by prioritizing positivity predicted beneficial mental health outcomes (n=233). Experimental evidence underscores the idea that people high in prioritizing positivity possess different daily itineraries. Participants induced to be high in prioritizing positivity planned activities that were more pleasant for their upcoming Sunday than participants in the control group (n = 148). In another study, we examined a key motivational difference that may characterize individuals high in prioritizing positivity: effort exerted to obtain a pleasant event. When given the opportunity to work to view humorous vs. neutral cartoons, people high in prioritizing positivity exerted more effort to view humorous stimuli (n = 105). Results suggest that prioritizing positivity may reflect a healthy way to pursue positive affect as a goal.

**F119**

**IDEAL AFFECT PREDICTS RESPONSES TO PSYCHOLOGICAL STRESS**

Sarah D Pressman<sup>1</sup>, Amanda Acevedo<sup>1</sup>, Kate A Leger<sup>1</sup>

<sup>1</sup>*University of California, Irvine*

While positive affect (PA) has been tied to better stress outcomes, ignored in this context are differences in specific PA types individuals want to feel. This study examined the extent to which wanting to feel excitement (vs. calm) states were tied to psychological stress. Participants (N=199, mean age=20.8) completed the affect valuation index, and assessments of stress before and after two stressors: a painful cold task and a difficult star-tracing task. Wanting to feel excited and calm were associated with lower baseline stress, however, during tasks, effects diverged. Wanting to feel excitement was associated with greater exertion (e.g., keeping the hand in water longer, reporting more effort,

willingness to engage again). Wanting to feel calm was related to less frustration and stress, and fewer errors during the star tracing task. Together, these findings indicate that different coping strategies and appraisals may be engaged depending on the individual's ideal affect.

**F120**

**PATIENTS RESPOND MORE POSITIVELY TO PHYSICIANS WHO FOCUS ON THEIR IDEAL AFFECT**

Tamara L Sims<sup>1</sup>, Jeanne L Tsai<sup>1</sup>

<sup>1</sup>Stanford University

Previous work shows that people prefer hypothetical physicians who promote how they ideally want to feel ("ideal affect"). But are people also more likely to follow the advice of physicians promoting their ideal affect? We recruited 101 community adults (ages 27-87) to interact with a virtual health center website and receive health recommendations from an on-line physician who either focused on excitement or calm. Participants reported their adherence, ideal affect, and actual affect for five consecutive days. As predicted, participants who wanted to feel excitement adhered more to recommendations by the excitement-focused physician,  $b=.53$  ( $se=.24$ ),  $p<.05$ , whereas participants who wanted to feel calm adhered more to recommendations by the calm-focused physician,  $b=.63$  ( $se=.22$ ),  $p<.01$ . Actual affect did not systematically predict participants' adherence to physicians' recommendations. These findings suggest that physicians should consider how their patients ideally want to feel in order to increase patient adherence.

**F121**

**EMOTIONAL PREDICTORS OF CONGRESSIONAL JOB DISAPPROVAL**

Gabrielle Iverson<sup>1</sup>, Russell L. Steiger<sup>1</sup>, Christine Reyna<sup>1</sup>

<sup>1</sup>DePaul University

Congress has reached an all-time-low in job approval ratings, which have now reached into the single digits. But which emotions might play the largest role in congressional job disapproval? And, do these emotions differ when they are aimed towards ideologically similar vs. ideologically different congresspersons? In our study, participants rated their levels of anger, contempt, disgust, fear, happiness, sadness, and job approval towards Democratic and Republican congresspersons. We found that for both liberal and conservative participants (but not moderate/centrists), low job approval towards ideologically similar congresspersons was primarily driven by disgust; in contrast, for ideologically opposite congresspersons, low approval was primarily driven by anger. No specific negative emotion consistently predicted disapproval of congress for centrists/moderates. Our findings may indicate that disapproval of same- versus opposing-party politicians are functionally distinct at the emotional level. Given that anger and disgust have different elicitors and action tendencies, these findings have interesting implications.

**F122**

**CONTEMPT AND DISGUST: EMOTIONAL PREDICTORS OF LOW POLITICAL INVOLVEMENT FOR DEMOCRATIC VS. REPUBLICAN CAMPAIGNS**

Michael Brubacher<sup>1</sup>, Russell L. Steiger<sup>1</sup>, Gabrielle Iverson<sup>1</sup>, Christine Reyna<sup>1</sup>

<sup>1</sup>DePaul University

Participants rated their levels of anger, contempt, disgust, fear, and sadness towards typical Democratic and Republican politicians, along their willingness to vote, donate money, and volunteer time for campaigns of typical candidates from each party. We found that different negative emotions dissuaded liberal and conservative participants from political involvement towards their respective ideologically similar candidates, with centrists showing similar patterns to both. For liberals, contempt towards Democrats negatively predicted voting and volunteering, while fear negatively

predicted donating. For conservatives, disgust towards Republicans negatively predicted voting, while fear negatively predicted volunteering. For centrists, contempt towards Democrats negatively predicted voting and volunteering for Democrats, whereas disgust towards Republicans negatively predicted voting and donating for Republicans. Our findings indicate that different negative emotions (contempt, disgust) might lead people to be dissuaded from being politically involved with liberal versus conservative politicians/campaigns, or that there may be ideological differences in which emotions motivate low involvement.

## Morality

**F124**

**OUT OF (MORAL) MIND, OUT OF SIGHT: JUSTICE RESTORATION ATTENUATES MORAL PERCEPTION**

Ana Gantman<sup>1</sup>, Jay Van Bavel<sup>1</sup>

<sup>1</sup>New York University

How do we determine whether an action is moral? When a stimulus is ambiguous, moral interpretations may "win out." In Experiment 1, participants identified moral words more frequently than non-moral words when presented around the threshold of visual awareness as part of a lexical decision task — a phenomenon we term the moral pop-out effect (Gantman & Van Bavel, 2013). When need for justice is satiated, however, we expect post-attainment attenuation of the moral pop-out effect. In Experiment 2, individuals read a false article about a stabbing, in which the culprit is either at large (vs. captured). In Experiment 3, individuals saw faces of wanted men from the NYPD website, in which 9/11 (vs. 2/11) had the word "arrested" over their faces. In both studies, justice restoration attenuated the moral pop-out effect, suggesting that (un)just world information may affect when we recognize an ambiguous stimulus as moral.

**F125**

**TRANSFORMATIVE JUSTICE: PUNISHERS AIM AT PRODUCING AUTHENTIC REGRET**

Friederike Funk<sup>1</sup>, Deborah Prentice<sup>1</sup>

<sup>1</sup>Princeton University

Research conducted by Funk, McGeer, and Gollwitzer (2014, PSPB) has found that punishers perceive punishment as particularly satisfying if it makes offenders regret their actions. In Study 1, we wanted to test if deterrence would be sufficient to explain this effect. Our experimental conditions contrasted "no change" with "regret" (that results in a behavior change) and "behavior change only" (that does not imply regret). Our results suggest that it is genuine regret combined with behavior change that leaves punishers satisfied and not a change in behavior only. In Study 2, we experimentally varied the facial feedback offenders gave along with their verbal feedback after punishment. We found that a statement of regret only leaves punishers satisfied if it is perceived to be authentic, i.e. goes along with a display of remorse instead of a neutral or happy face.

**F126**

**GROSS DOMESTIC PRODUCT OR GROSS NATIONAL HAPPINESS? YOUR CHOICE MAY GUIDE YOUR MORALS**

Peter W. Meindl<sup>1</sup>, Ravi Iyer<sup>2</sup>, Jesse Graham<sup>1</sup>

<sup>1</sup>University of Southern California, <sup>2</sup>Ranker

Research suggests that the ongoing culture wars between liberals and conservatives are fueled by divergent conceptions of right and wrong. Whereas liberals primarily endorse moral concerns of care and equality, conservatives place relatively more value on loyalty, respect, purity, and proportionality. But what drives this wedge between partisans' moral values in the first place? The results of six experimental and correlational studies ( $N = 7,651$ ) suggest that this discrepancy is driven by the degree to which people endorse basic societal (but not personal) goals. Specifically, "liberal" moral concerns appear to be driven by the desire for a happy society,

whereas “conservative” moral concerns are driven by the desire for a productive society. These findings suggest that people’s moral values – and the culture wars they produce – are driven by genuine differences in people’s conceptions of what is good for society, rather than just what is good for themselves.

**F127**

**FROM GOOD INTENTIONS TO BAD BEHAVIOR: CHEATING AND THE IRONIC PROCESS**

**Rebecca L. Dyer<sup>1</sup>, John A. Bargh<sup>1</sup>**

<sup>1</sup>*Yale University*

This research was designed to examine goals and cheating behavior. In two studies, conducted in the lab (n = 123) and online (n = 303), goal framing and stress were investigated as potential factors that influence the gap between intentions and behavior. Results indicated that, in a task where cheating was both easy and incentivized, participants who were asked not to cheat actually cheated more when they were under cognitive load, compared to participants not under load who were also asked not to cheat. This effect of load was not found in either the control condition or with participants who were asked to be honest. The results are consistent with previous research on the ironic process theory (Wegner, 1994; 2009). More research is needed, but keeping students’ focus on what they should do, instead of what they shouldn’t, may be helpful for the maintenance of good intentions under stress.

**F128**

**THE ROLE OF REGULATORY FOCUS AND INTENTION IN MORAL JUDGMENT**

**Monica G. Gamez-Djokic<sup>1</sup>, James Cornwell<sup>2</sup>, Daniel Molden<sup>1</sup>**

<sup>1</sup>*Northwestern University*, <sup>2</sup>*Columbia University*

We examined how motivational orientation impacts the role of intent in moral judgment. Recent research has shown that intention to perform an action is a key factor in determining the morality of actions that produce harm, but less important in determining the morality of purity violations (Saxe & Young, 2011). Participants were randomly assigned to read about moral transgressions from all five moral domains that were either framed as violations of moral “ideals” (promotion focus) or violations of moral “oughts” (prevention focus). These transgressions were described as either intentional or accidental. Results demonstrated that intent is more important for judgments of harm and fairness (individualizing foundations) than for purity, authority and ingroup domains (the binding foundations). However, this pattern was further moderated by motivational orientation, and was only observed when violations were framed as ideals rather than as oughts.

**F129**

**THE GOOD, THE BAD, AND THE STRANGE: HOW NON-NORMATIVE BEHAVIOR AFFECTS MORAL JUDGMENTS**

**Ryan Lantzy<sup>1</sup>, Kurt Gray<sup>1</sup>**

<sup>1</sup>*University of North Carolina at Chapel Hill*

The present three studies (N=791) suggest that non-normative behavior is an important factor in determining moral blame. In the first two studies, participants read vignettes describing the moral or immoral actions of an individual acting oddly or normally. Results showed that non-normative behavior led to less harsh judgments of immorality (Study 1 and 2). Study 3 asked participants to rate the likelihood of an odd or normal individual committing further non-normative or immoral behavior. Results showed that non-normative behavior led to a prediction of further non-normative behavior, but not further immoral behavior. Results of these studies suggest that acting counter to accepted social norms has major implications on judgments for committed and future moral actions.

**F130**

**NORMS OF MORAL CRITICISM**

**Boyoung Kim<sup>1</sup>, John Voiklis<sup>1</sup>, Bertram Malle<sup>1</sup>**

<sup>1</sup>*Brown University*

We examined whether systematic norms govern social expressions of moral judgment. We hypothesized that the appropriate intensity of moral judgment is a linear function of the severity of a moral transgression. Furthermore, we examined whether norms are stronger against over-blaming (more intense than the transgression warrants) or under-blaming (less intense than the transgression warrants). In two studies, participants read about transgressive behaviors varying in severity. Following the behavior, participants rated the “appropriateness” of the moral criticism (pretested to scale in intensity, e.g., disapprove vs. blame vs. reproach vs. chew out), expressed by a friend towards the transgressor. Participants were intolerant of over-blaming but quite tolerant of under-blaming. However, in two further studies, when participants had to select the “most fitting” moral criticism from a list varying in intensity, they also showed intolerance of under-blaming. This research provides the first empirical evidence for systematic social norms operating on moral criticism.

**F131**

**MORALITY AND MIND PERCEPTION IN THE LEGAL SYSTEM**

**Pam Mueller<sup>1</sup>, Susan Fiske<sup>1</sup>**

<sup>1</sup>*Princeton University*

Moral evaluations have been shown to affect judgments that are legally-relevant, including blame, intentionality, and punishment. Four studies address situations in which features of the justice system affect how moral character information is used. More specifically, we find that if a harm results in a criminal case, harmdoer moral character influences participants’ judgments. If the harm results in a civil case, participants’ judgments are influenced by the victim’s moral character. We also find that victim moral character plays a larger role in participants’ judgments when victims actively seek redress for the harm. Our results suggest that these effects are driven in part by perceptions of harmdoer and victim agency. I will discuss the implications of this work for the justice system, with reference to how certain legal standards may exacerbate or diminish people’s tendency to use moral character information in their judgments.

**F132**

**MORALITY BY CONSENSUS**

**Dorian Bloom<sup>1</sup>, Mark Alicke<sup>1</sup>**

<sup>1</sup>*Ohio University*

Morality by consensus refers to the influence of information about peer consensus on moral ratings, especially when counterattitudinal. People often overlook the personal nature of their moral values and overestimate their stability. This study sought to analyze the relationship between one’s own preferences, perceived moral quality, target behavior, and consensus. Did information about others’ predicted behavior alter opinion from one’s initial preference? Participants read a morally laden scenario, indicated how they would behave in this situation, and rated the moral superiority of the two provided options. Afterwards, participants encountered the two manipulated factors: target choice (Option A or B) and social consensus (Majority A or B). Participants finally rerated their decision and the moral superiority of the options. When participants’ initial choice agreed with the target and consensus, participants rated this choice as morally superior. Disagreement between initial choices and the manipulations led to decreased ratings of that choice.



F133

**MORAL SUSPICION TRICKLES DOWN**Takuya Sawaoka<sup>1</sup>, Benoît Monin<sup>1</sup><sup>1</sup>Stanford University

In social hierarchies, moral stigma spreads down more than up. Across four vignette studies, exposure to the immoral behaviors of higher- (vs. lower-) ranking group members led online participants to report greater moral suspicion toward novel group members (*moral spillover*). A higher-ranking organization member's deceptive practices were perceived as more prototypical, resulting in more negative moral impressions of the organization (Study 1). This more negative moral impression led people to rate ambiguous behavior by a novel organization member as more suspicious—even when the prior transgression was purely self-serving (Study 2). Conversely, a higher-ranking organization member's ethical behavior resulted in more moral trust toward a novel organization member (Study 3). Finally, a higher-ranking organization member's unethical behavior led novel organization members to receive more negative job hiring recommendations (Study 4). Lower-ranking group members are thus particularly vulnerable to being tainted by the unethical behaviors of their superiors.

F134

**NAUGHTY OR NICE: HOW PEOPLE MORALLY PERCEIVE CHILDREN WHO HOLD FANTASTICAL BELIEFS**Rajen A. Anderson<sup>1</sup>, E. J. Masicampo<sup>2</sup><sup>1</sup>Cornell University, <sup>2</sup>Wake Forest University

Why do people care so deeply about what children believe? Our research examined how moral perceptions of a hypothetical child are influenced by the fantastical beliefs (e.g., belief in Santa Claus) held by that child. Our research found that participants rated hypothetical children that didn't hold fantastical beliefs, relative to hypothetical children who did, as less innocent, less moral, and more immoral. Furthermore, these differences weren't due to the children's anticipated distress from abandoning this belief. In addition, results indicated that culturally- and age-appropriate beliefs, and not simply fantastical beliefs in general, have this effect on moral perceptions. Therefore, people may teach children about Santa Claus and promote other cultural fantastical beliefs to keep them morally innocent. These results suggest that when children abandon culturally-appropriate magical thinking for truth, people perceive them as less innocent and less moral.

F135

**UNDERMINING PERCEPTIONS OF FREE WILL VIA CHARACTER IMPLANTATION CAN BREAK THE LINK BETWEEN PERCEIVED INTENTIONALITY AND BLAME**Stephanie C. Cerce<sup>1</sup>, Michael J. Gill<sup>1</sup><sup>1</sup>Lehigh University

Perceptions of intentionality strongly predict blame responses (Malle, Guglielmo, & Monroe, 2012). However, we propose that blame can be mitigated even when perceived intentionality is high. This is via the perception that the transgressor's negative character was *implanted* by an unfortunate personal history. Across three studies, we establish the blame-mitigating effect of character implantation. In each study, participants learn about a bully who intentionally harasses people. We varied whether some participants also learned about the bully's unfortunate personal history, whereby his current negative intentions were implanted. Results of Study 1 indicate that character implantation reduces blame even for intentional negative deeds. Study 2 suggests that this blame mitigation is mediated by diminished perceptions of a certain type of free will, *control of self-formation*. Study 3 elucidates the implications for punishment: Character implantation reduces spiteful punishment responses toward intentional transgressors. Our studies suggest there is more to blaming than perceived intentionality.

F136

**BLOOD-COLORED GLASSES: RAPID EVIL DETECTION**Neil Hester<sup>1</sup>, B. K. Payne<sup>1</sup>, Kurt Gray<sup>1</sup><sup>1</sup>University of North Carolina at Chapel Hill

We argue that people show Rapid Evil Detection (RED), an automatic tendency to perceive immorality in situations that are both ambiguous and potentially harmful. In the first four studies (N = 500), participants read vignettes describing ambiguous situations, provided qualitative interpretations of the vignettes, and rated their own interpretations for immoral content. Participants' responses yielded more immoral content when they were instructed to write "the first thing that comes to mind" rather than "the most likely explanation" (Study 1). This detection bias persisted beyond negative affect (Study 2) and threat (Study 3), and uniquely appeared for potentially harmful situations, compared to helpful situations (Study 4). In the fifth study (N = 100), participants responding under time pressure (1500ms) more often categorized ambiguous sentences as immoral than those responding with ample time (5000ms). Results suggest that evil or immorality is uniquely and automatically perceived in ambiguous and potentially harmful situations.

F137

**LICENSE TO KILL: SOCIAL PERCEPTIONS OF INDIVIDUALS WHO MAKE MORAL DILEMMA JUDGMENTS**Alexa Weiss<sup>1</sup>, Sarah C. Rom<sup>1</sup>, Paul Conway<sup>1</sup><sup>1</sup>University of Cologne

This research examined social perceptions of others based on their judgments regarding moral dilemmas where causing harm maximizes outcomes. In four studies (N = 804), participants learned about another person's responses to three dilemmas. In Studies 1 and 2, participants rated this person as more moral when he consistently rejected, rather than accepted, causing harm that maximizes outcomes; yet, participants liked him more when he accepted causing harm. Further studies elucidated these paradoxical findings. Study 3 demonstrated that target morality was mediated by perceived target inflexibility about moral rules. In Study 4, target liking was mediated by perceptions of target self-righteousness and leadership. The present findings suggest that moral dilemma judgments have important implications for personality perceptions and interpersonal attraction. When people express acceptance of harm that maximizes outcomes, they are viewed as less moral, but more likable and better leaders—they appear to have a license to kill.

F138

**MAPPING HUMAN VALUES: A NETWORK ANALYSIS**Mark Alfano<sup>1</sup>, Andrew Higgins<sup>2</sup>, Jacob Levernier<sup>1</sup><sup>1</sup>University of Oregon, <sup>2</sup>University of Illinois at Urbana-Champaign

What people say about the dead tells us a great deal about their values. Given a brief space to summarize the entire life of a deceased relative or friend, the authors of obituaries may be expected to signal as concisely and strikingly as possible to their readers which of the most important, communally-accepted values the deceased manifested. Using data-mining techniques, we gathered and performed text analyses on over 13,000 obituaries of ordinary Americans to extract patterns of evaluative judgments. Primary value-clusters include sports, learning, surgency, art, martial values, research, family, and business. Using network graphing and related analyses, we have found evidence for distinct clusters of values in different communities across the country, as well as the extent to which different values are associated with different generations, the extent to which different values are associated with men and women, and the extent to which values are geographically isolated.

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F139

**KURZBAN ET AL.'S "SEX, DRUGS, AND MORAL GOALS" REVISITED: A FRIENDLY AMENDMENT**Joy P. Wyckoff<sup>1</sup>, Lee A. Kirkpatrick<sup>2</sup><sup>1</sup>University of Texas at Austin, <sup>2</sup>College of William & Mary

Why do some people, but not others, morally condemn seemingly "victimless crimes" such as recreational drug use and certain sexual behaviors? In two studies, Kurzban, Weeden, and Dukes (2011) provided empirical support for a novel hypothesis according to which such attitudes are a function of variability in reproductive strategy, rather than (as per a traditional model) abstract political ideology: Specifically, committed/monogamous maters are opposed to drug use by virtue of its presumed association with promiscuous sexual behavior. We replicated Kurzban et al.'s methods and results in a new MTurk sample using identical measures and analyses. However, additional analyses designed to test some key assumptions underlying their theory suggested an important amendment to their conclusions: Although results supported their claim that sexual strategy plays an important role in determining a variety of political/social attitudes, they also demonstrated a strong and independent effect of abstract political views/ideology.

F140

**HELPING IS NOT THE SAME AS NOT HARMING: INVESTIGATING THE PROCESSES OF ETHICAL VS. UNETHICAL BEHAVIORS**Abhijeet K. Vadera<sup>1</sup><sup>1</sup>Indian School of Business

I compare and contrast the process of ethical decision-making. I argue that ethical decision-making may be either a deliberate or intuitive process depending on the type of unethical behaviors: When individuals are given the opportunity to engage in socially undesirable behaviors (e.g., cheat), deliberation is likely to result in lower levels of these behaviors; however, when individuals are given the opportunity to engage in socially desirable behaviors (e.g., whistle-blow), deliberation is again likely to result in lower levels of these behaviors. Put differently, I argue that deliberation decreases (and intuition increases) both behaviors. Further, since ethics training and social influence trigger the deliberate decision-making mindset, they are likely to be ineffective in promoting engagement in socially desirable decisions. I conducted six behavioral experiments: Studies 1 (60 Ss), 2 (60), and 3 (40) were conducted online using Mturk and 4 (80), 5 (180), and 6 (180) were conducted with working adults.

F141

**MORAL EXPANSIVENESS: EXTENDING THE BOUNDARIES OF MORALITY**Daniel Crimston<sup>1</sup>, Paul Bain<sup>1</sup>, Brock Bastian<sup>2</sup>, Matthew Hornsey<sup>1</sup><sup>1</sup>University of Queensland, <sup>2</sup>University of New South Wales

Our moral judgements and treatment of others depend on where the boundary of moral concern lies (i.e. the distinction between which entities are deemed worthy of moral consideration and which are not). The current research explores individual differences in the extension of these moral boundaries using the psychological construct of Moral Expansiveness, defined as the proclivity to include more entities within the boundaries of moral concern. The first comprehensive measure of Moral Expansiveness, the Moral Expansiveness Scale (MES), is described. Studies 1 and 2 established the convergent and predictive validity of the MES, as greater expansiveness was positively related to measures of moral identity, universalism values, and empathy, and uniquely predicted a willingness to engage in pro-social behaviour at personal cost. Study 3 explored the flexibility of expansiveness under situational pressures (i.e. mortality salience). Results demonstrate that moral expansiveness makes a unique theoretical and practical contribution to understanding moral psychology.

F143

**WHEN SKELETONS LEAVE THE CLOSET: INSPIRATION BY IMPERFECT MORAL EXEMPLARS**Atilla Cidam<sup>1</sup>, Colin Leach<sup>1</sup><sup>1</sup>University of Connecticut

Research on moral exemplars presents them as near perfect, yet little research has examined how we respond to the failure of moral heroes. In four experiments with undergraduate and online samples, we manipulated the nature of an exemplar's failure and examined its effect on modeling the exemplar and moral motivation. Across all experiments, the exemplar who failed was modeled less than a 'perfect' exemplar. However, if the exemplar grew from the failure he was modeled just as much as a 'perfect' exemplar. A multi-group mediation analysis of Studies 1-3 showed that modeling of the exemplar who grew was based in closeness, viewing the exemplar as more moral, and elevation. Study 4 showed that modeling and viewing the self as more moral explained why the exemplar's growth increased participants' general moral motivation. Results suggest that examining a moral exemplar's success and failure can provide a fuller account of how exemplars inspire.

F144

**DISTINCT COMPONENTS OF MIND-BODY DUALIST ATTITUDES PREDICT BIOETHICAL JUDGMENTS**Sara G. Gottlieb<sup>1</sup>, Tania Lombrozo<sup>1</sup><sup>1</sup>University of California at Berkeley

Debates over bioethical issues often turn on the question of when a fertilized egg or an individual in a vegetative state comes to have (or lose) a mind or soul. The goals of the present research are to (1) provide a more nuanced understanding and assessment of intuitive beliefs about mind-body dualism, and (2) investigate the relationship between dualism and bioethical judgments. Across two studies (632 participants), we develop a scale to isolate distinct dimensions of mind-body dualism, including (but not limited to) views on mind-brain identity, science, and religion. We then show that bioethical attitudes relate to attitudes concerning the scope of science in explaining mental life, but not to those concerning mind-brain identity. Taken together, this research suggests that bioethical judgments may have weak links to metaphysical dualism, but that a suite of related beliefs concerning the scope of science plays a significant role in our moral judgments.

F145

**RELIGIOSITY AND MORAL COMPENSATION**Sarah Harrison<sup>1</sup>, Laura King<sup>1</sup><sup>1</sup>University of Missouri at Columbia

Experimental studies typically find no association between religiosity and moral behavior, though this association often emerges in self-reports. We predicted that religiosity would influence moral behavior and emotions after people experience threats to moral self-image. In three experiments (N = 607), participants were randomly assigned to write about a recent moral transgression they committed (i.e., a threat to moral self-image) or a control topic. After considering a recent moral transgression, religious people completed more prosocial tasks (Study 1), cheated less on a word solving task (Study 2), and experienced more self-conscious moral emotions (Study 3) compared to people with low religiosity. These results suggest that religious people may be more attuned to moral self-image and will behave more morally in order to counteract information that conflicts with this self-image. Implications for examining religion within the context of moral self-regulation are discussed.

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F146

**DIVERGING PERCEPTIONS OF PERSONAL MORAL VALUES AND THE VALUES OF ONE'S RELIGIOUS GROUP**Travis Clark<sup>1</sup>, Heathred Terrell<sup>1</sup><sup>1</sup>University of North Dakota

The present series of studies sought to determine the relationship between an individual's moral values as measured by the Moral Foundations Questionnaire and an individual's perceived moral values of their religious identity. It was hypothesized that participants' individual moral values would be exaggerated compared to members of one's group. In Study 1, it was found that (N = 151) Christian respondents' self-reported moral values were significantly lower than what they ascribed to a "typical" Christian, opposite the predicted trend. Study 2 sought to improve accuracy of response by asking (N = 270) participants to answer regarding their own subgroup's moral values. It was again found that participants exaggerated their group's moral value judgments rather than individual values. Possible explanations for this trend are discussed.

F147

**TWO KINDS OF MORAL IMMORTALITY: HEROES LIVE IN OUR HEARTS, VILLAINS LURK IN OUR HOMES**Peter G. Schmitt<sup>1</sup>, Cameron Doyle<sup>1</sup>, Kurt Gray<sup>1</sup><sup>1</sup>University of North Carolina

Psychological immortality is the continued perception of mind after an individual's death. A series of studies find two distinct types of psychological immortality: invasive immortality, in which an individual is perceived as concretely living on in a specific location, and pervasive immortality, in which an individual's mind is perceived as abstractly living on through others. Studies 1 & 2 show that immoral agents (e.g., serial killers) are seen to have invasive immortality, whereas moral agents (e.g., civil rights heroes) are seen to have pervasive immortality. Study 3 demonstrates—via LIWC analysis—that descriptions of invasive immortality involve perceived evil, whereas descriptions of pervasive immortality involve perceived goodness. Study 4 extends invasive immortality to victims of immortality. In all cases, (im)moral agents enjoy greater psychological immortality than non-moral agents.

F148

**MORAL DECISIONS AND THE TRUE-SELF CONCEPT**Andrew G. Christy<sup>1</sup>, Rebecca J. Schlegel<sup>1</sup><sup>1</sup>Texas A&M University

Recent research indicates that the true-self concept has a strong moral component (Newman, Bloom, & Knobe, 2014; Strohminger & Nichols, 2014; Newman, De Fretas, & Knobe, 2014). Taken together with evidence that the true-self concept is relied upon as a guide in decision-making (Schlegel, Hicks, Davis, Hirsch, & Smith, 2012), there is reason to believe that the true-self concept is especially active in moral decision-making. This hypothesis was examined in the present research. Across four studies, participants were randomly assigned to make either moral or non-moral decisions, and subsequently responded to measures of true-self knowledge (e.g. Kernis & Goldman, 2006; Wood et al., 2008) and true-self concept accessibility (Schlegel, Hicks, Arndt, & King, 2009). Across all studies, participants who made moral decisions were faster to respond to these true-self related stimuli than those who made non-moral decisions, and showed a tendency to report greater true-self knowledge.

F149

**IDENTITY AS A LENS THROUGH WHICH MORAL VALUES MOTIVATE ACTION**Kate M Johnson<sup>1</sup>, Jesse Graham<sup>1</sup><sup>1</sup>University of Southern California

Social identities provide contextual information that people use in conjunction with their moral concerns to decide how to act in pursuit of their moral and social goals. In three studies, we explore

the relationship between social group identification, moral values, and behavioral intentions. We find that the extremity and breadth of moral concerns is positively correlated with overall affiliative tendencies as well as domain-specific group identities. Additionally, we found that the extent to which one matches their group's moral concerns can predict whether or not they will purposefully abstain from acting on their group's behalf. These results support social identity theories which stress the importance of specific identity goals and norms for behavior prediction and provides new insight into the importance of group-matching moral beliefs (Three studies, total N = 29,165).

F150

**MORAL MISFIT INCREASES BEHAVIORAL AND COGNITIVE RIGIDITY.**Matt Motyl<sup>1</sup><sup>1</sup>University of Illinois at Chicago

This presentation summarizes three studies (total N = 19748) testing the 'rigidity-of-the-rejected hypothesis,' which proposes that people who hold a minority moral value – moral misfits – fear social rejection and exhibit increased behavioral and cognitive rigidity. In Studies 1 and 2, moral misfits were more cognitively rigid than participants who were not moral misfits. In Study 3, moral misfit was experimentally manipulated, and rigidity was observed in nonverbal and verbal behaviors and on a sorting task. Participants in the moral misfit condition exhibited more rigid cognition, spoke using more dogmatic words, and made more errors on the sorting task than did participants in the control condition. Moreover, each of these relationships was mediated by fear of rejection as a result of holding values that conflict with those held by the majority group.

F151

**MORALITY AND INTENTION IN A CULTURE WITH OPACITY OF MIND**Rita A. McNamara<sup>1</sup>, Kiley Hamlin<sup>1</sup>, Joseph Henrich<sup>1</sup><sup>1</sup>University of British Columbia

North Americans consistently use intention in morality judgments across the lifespan. We extend this research to Yasawa Island, Fiji – a population previously linked with "Opacity of mind" norms suppressing assessments of intention. In study 1, neither adults, infants, nor school children preferred helpful puppets; adults preferred socially neutral puppets. In study 2, when puppet physical differences are minimal, adults did choose the helpful puppet more often. Manipulating puppet intention, however, made no significant difference in adults' choices. Comparison to infants' and school children's choices suggest a developmental trajectory with intention increasing in importance through middle childhood, then decreasing. In study 3, when asked to reflect on how they made their choice, most adults focused on physical appearance. Of those who refer to the puppet's action without reference to its intention, the odds of having chosen the unhelpful puppet increase significantly. Implications for understanding morality across societies are discussed.

F152

**POED AT BP: COMPENSATORY RATHER THAN RETRIBUTIVE JUSTICE IMPROVES ORGANIZATIONS' REPUTATIONS**Anna L. Steinhage<sup>1</sup>, Gabrielle S. Adams<sup>1</sup><sup>1</sup>London Business School

Organizations that commit ethical violations are typically mandated by legal systems to pay fines or to compensate the victims harmed by the transgression. How does the salience of each justice response affect an organization's reputation? We hypothesized that people would perceive transgressing organizations more positively when they were mandated by the legal system to compensate victims rather than when the organization was punished. Participants were provided with material about the Deepwater Horizon Oil Spill and the resulting response of the US justice system. We found that

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participants had more favorable impressions of BP when they read BP was mandated to compensate the victims compared to when BP paid an equal amount in fines. Consistent with other research, increased perceptions of BP's warmth and competence mediated the relationship between compensation (versus punishment) and improved perceptions of BP's reputation. We discuss the implications of this research for business and public policy.

**F153**

**FAIR IS FAIR: SDO, TARGET STATUS, AND FAIR ALLOCATION OF A SCARCE RESOURCE**

Joel Armstrong<sup>1</sup>, Nicole Dryburgh<sup>1</sup>, James M. Olson<sup>1</sup>

<sup>1</sup>University of Western Ontario

This research investigated the relations between social dominance orientation (SDO), target status, and fairness in either a positive (Study 1) or negative (Study 2) allocation decision. In Study 1, we found an interaction ( $p = .032$ ), in which low SDO individuals were less fair and more favourable when making decisions about a low status target, whereas high SDO individuals were less fair and more favourable when making decisions about a high status target. In Study 2, we found a similar interaction ( $p = .018$ ), except that high SDO individuals were equally fair to all targets, regardless of status. Further studies suggest that the increased fairness of the high SDO individuals in Study 2 was driven by a lesser aversion to harm, as SDO was significantly and negatively related to aversion to harm ( $r = -.354$ ,  $p = .013$ ). A second study replicated these findings ( $\beta = -.182$ ,  $p = .030$ ).

**F154**

**IMPLICIT MORAL COGNITION: A PROCESS DISSOCIATION PERSPECTIVE**

Daryl Cameron<sup>1</sup>, Keith B. Payne<sup>2</sup>, Walter Sinnott-Armstrong<sup>3</sup>, Julian A. Scheffer<sup>4</sup>, Michael Inzlicht<sup>4</sup>

<sup>1</sup>University of Iowa, <sup>2</sup>University of North Carolina at Chapel Hill, <sup>3</sup>Duke University, <sup>4</sup>University of Toronto

Intuitionist theories claim that moral judgments are guided by automatic intuitions. We use process dissociation to decompose automatic and controlled moral judgments within a sequential priming task. In the task, participants judged whether target words were morally wrong or not, while avoiding the influence of prime words. Prime and target words were manipulated within-subjects to be wrong (e.g., "murder") or neutral (e.g., "banking"). Behaviorally, wrong primes reduced accuracy in judging neutral targets. Process dissociation modeled automatic moral judgment (unintentional bias to judge targets as "wrong") and controlled moral judgment (accurate intentional judgment of targets). Automatic moral judgment was stronger after wrong primes, but controlled moral judgment did not differ by prime type. In Experiment 1, speeded response deadlines reduced controlled, but not automatic, moral judgment. In Experiment 2, the error-related negativity (ERN) of the event-related potential (ERP) correlated with controlled, but not automatic, moral judgment. These double dissociations validate processing characteristics of these distinct types of moral judgment.

**F155**

**DISRUPTING RIGHT TEMPORO-PARIETAL JUNCTION USING TRANSCRANIAL MAGNETIC STIMULATION CHANGES PERCEPTIONS OF MORAL OBJECTIVITY**

Jordan E. Theriault<sup>1</sup>, Liane Young<sup>1</sup>

<sup>1</sup>Boston College

Some moral propositions are widely held (e.g., murder is immoral; "high-consensus"), while others remain more controversial (e.g., eating meat is immoral; "low-consensus"). Our recent fMRI work demonstrates that "high-consensus" morals are perceived as more objectively true and are associated with reduced activity in brain regions supporting social cognition, and specifically, theory of mind (ToM), including the right temporo-parietal junction (RTPJ). In the present study, we temporarily disrupted activity in RTPJ using

transcranial magnetic stimulation (TMS), probing the causal nature of this effect – i.e., does perceived moral objectivity result in reduced ToM, or does reduced ToM lead to the perception of moral objectivity? After undergoing TMS, participants rated the objectivity of high- and low-consensus morals. After TMS to RTPJ, compared to a control region, participants rated low-consensus (but not high-consensus) morals as more objective. Thus, when the capacity to consider other minds is impaired, people see morals as non-negotiable objective facts.

**Motivation/Goals**

**F156**

**PRIMED GLOBAL TO FEEL PSYCHOLOGICAL DISTANCE CLOSER: THE DISTINCT EFFECTS OF NAVON-INDUCED PROCESSING BIAS ON CONSTRUAL LEVEL AND PSYCHOLOGICAL DISTANCE ESTIMATION**

Gen ITO<sup>1</sup>, Ryutaro IMAI<sup>2</sup>, Yohtarō TAKANO<sup>3</sup>

<sup>1</sup>University of Tokyo, <sup>2</sup>Japan Society for the Promotion of Science, <sup>3</sup>Accenture Japan Ltd., <sup>3</sup>University of Tokyo

The effects of global (vs. local) processing style on social cognition have drawn many research attention in social psychology. In construal level theory (Trope & Liberman, 2010) and GLOMOsys (Forster & Dannenberg, 2010), global (vs. local) processing style, abstract (vs. concrete) construal level, and larger (vs. smaller) psychological distance estimation are seen as closely intertwined. In social psychological research, Navon letter (a large letter made up of smaller different letters) is the most used stimulus when priming global or local processing style. But we think what is primed by that stimulus is unclear. In the face recognition literature, Perfect (2008) showed when local elements (smaller letters) were few and sparse, the effects of Navon-induced priming on face recognition did reverse. Thus we primed participants with Navon-induced processing style (global/local) while changing the sparsity of local elements (sparse/dense), and found that global priming *always* fostered abstract construal level, but when local elements were sparse it facilitated *smaller* psychological distance estimation.

**F157**

**IS PROCRASTINATION GOOD FOR PERFORMANCE? BELIEFS ABOUT THE EFFICACY OF DELAY AMONG PROCRASTINATORS**

Chelsea Ordiway<sup>1</sup>, Sean McCrea<sup>1</sup>

<sup>1</sup>University of Wyoming

Active procrastinators work well under pressure and intentionally delay in order to accomplish their tasks efficiently (Chu & Choi, 2005). Self-handicapping or passive procrastinators delay due to the anxiety that results from a fear of task failure (Ferrari & Tice, 2000; Chu and Choi, 2005). The current study examined beliefs about procrastination in these two groups. Participants ( $N = 98$ ) completed the general procrastination scale to measure active procrastinators (Lay, 1986) and the self-handicapping scale (Rhodewalt & Jones, 1982). They also completed a measure of beliefs that delay helps or hinders performance. Self-handicapping,  $\beta = .335$ ,  $p = .001$ , but not general procrastination  $\beta = .093$ ,  $p = .391$ , predicted belief scores,  $R^2 = .166$ ,  $F(2, 93) = 9.268$ ,  $p < .001$ . Self-handicappers report believing that delay will help their performance, including by reducing their anxiety about the task. It is not clear that active and passive forms of procrastination are completely distinct. Future research that experimentally manipulates these beliefs is needed to distinguish active and passive procrastination.

F158

**AVOIDANCE MOTIVATIONAL ORIENTATION LOWERS AUDITORY THRESHOLD**Rob Holland<sup>1</sup>, Kai Qin Chan<sup>1</sup>, Maikel Hengstler<sup>1</sup>, Ad van Knippenberg<sup>1</sup>  
<sup>1</sup>*Radboud University Nijmegen*

The ability to detect cues in any sensory modality is adaptive, but sometimes such cues exist in low intensities and are thus barely perceptible. Avoidance motivational orientation enhances threat detection in general, but past research has focused mainly on detection of supraliminal visual stimuli. Here, in a double-staircase auditory threshold paradigm, we show that avoidance motivational orientation (relative to an approach motivational orientation) enhances detection of barely perceptible auditory stimuli by lowering one's auditory threshold. However, this effect is limited only to high frequency 4000 Hz tones. This is not because high frequency tones are highly unpleasant, but probably because high frequency tones are rare in a normal auditory environment. Our studies imply that absolute auditory thresholds are not as fixed as we think; under relevant motivational states, they can be lowered in adaptive ways.

F159

**MOTIVATIONAL EFFECT OF PICTURES ON WEBSITES PROMOTING HEALTHY BEHAVIOR: ADVANTAGES OF REGULATORY FIT AND NONFIT**Ekaterina Tsvetkova<sup>1</sup>, Ilona Fridman<sup>1</sup>, Tory Higgins<sup>1</sup>  
<sup>1</sup>*Columbia University*

Websites that promote healthy behavior commonly employ pictures depicting individuals who experience positive outcome of adherence to healthy choices. In the online survey ( $n=84$ ), we used a message that emphasized health loss and manipulated the pictures which depicted positive (message nonfit) or negative (message fit) outcomes. Results showed a significant effect of the interaction between pictures and participants' current health behavior on intentions to engage in further healthy choices ( $b = 0.47, p < .001$ ). A picture depicting the negative outcome motivated those participants who considered their behavior to be unhealthy, while a picture depicting the positive outcome motivated participants who considered their behavior to be healthy. The theoretical implications of the influence of fit and non-fit are discussed. These findings suggest that pictures on websites should not depict only positive outcome but should be tailored to the message and the targeted audience.

F160

**CHANGING THEORIES OF CHANGE: STRATEGIC SHIFTING IN IMPLICIT THEORY ENDORSEMENT**Scott Leith<sup>1</sup>, Cindy Ward<sup>1</sup>, Miranda Giacomini<sup>1</sup>, Enoch Landau<sup>1</sup>, Joyce Ehrlinger<sup>2</sup>, Anne E. Wilson<sup>1</sup>  
<sup>1</sup>*Wilfrid Laurier University*, <sup>2</sup>*Washington State University*

Over 7 studies we investigated whether people might selectively shift their implicit beliefs in response to salient situational goals. We examined a variety of motivated situational contexts, finding that people's theories of change shifted in line with goals to protect self and liked others, and to cast aspersions on disliked others. Studies 1-3 demonstrate how people regulate their implicit theories to manage self-views. Studies 4-6 revealed that people regulate the implicit theories they hold about favored and reviled political candidates. Finally, in Study 7, people who were most threatened by a previously convicted child sex offender (i.e., parents reading about the offender moving to their neighborhood) gravitated to the view that others do not change. Although chronic implicit theories are undoubtedly meaningful, this research reveals a previously unexplored source of fluidity by highlighting the active role people play in managing their implicit theories in response to goals.

F161

**THE EFFECTS OF "MIND-READING" THROUGH GOAL PROJECTION**Janet N. Ahn<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter M. Gollwitzer<sup>1</sup>  
<sup>1</sup>*New York University*

People use various techniques to gauge other people's intentions. One way of inferring other people's goals is by projecting one's own goal onto them, via goal projection. The present work demonstrates that the consequences of goal projection occur flexibly depending on the situational context. Participants behaved as parents in search of a daycare that was either relatively difficult or easy to secure a spot for their child. Results indicated that participants who projected their goal in a competitive context anticipated a tense interaction and reported feeling hesitant about disclosing details about the daycare with another parent who was presumably interested in applying to the same daycare. Conversely, participants who projected their goal in a supportive context expected an enjoyable interaction and reported willingness to openly share information about the daycare with the other parent. Such findings have broad implications for person perception and the effects of "mind-reading."

F163

**THE DOWNSIDE OF GRIT: INCREASED EFFORT AND FAILURE TO DISENGAGE WHEN LOSING**Gale M. Lucas<sup>1</sup>, Jonathan Gratch<sup>1</sup>, Lin Cheng<sup>1</sup>, Stacy Marsella<sup>2</sup>  
<sup>1</sup>*University of Southern California*, <sup>2</sup>*Northeastern University*

Grit predicts persistence towards challenging long-term goals like staying in a relationship, graduating from school, and keeping a job. However, we find downsides of grit: grit predicts effort when failing at tasks irrelevant to long-term goals, poorer performance in testing contexts, and failure to disengage. Three studies were conducted to measure grit and performance in tasks. Grittier participants not only increase effort when failing at tasks irrelevant to long-term goals (Study 1), but also are more likely to persist when they should quit (Study 3). Grittier participants have more positive emotions and expectations in such difficult tasks (Studies 2 and 3), which explains (in part) why they stay when they should quit (Study 3). Finally, grittier participants also performed more poorly (controlling for ability during practice) on both verbal and math tests (Studies 2 and 3, respectively). Implications for how grit might, in these ways, beget lower achievement are discussed.

F164

**POWER HUNGRY: POWER REDUCES RESTRICTION AMONG SELF-ORIENTED PERFECTIONISTS**Katelyn E. Palmer<sup>1</sup>, Jonathan W. Kunstman<sup>1</sup>, April R. Smith<sup>1</sup>, Jon K. Maner<sup>2</sup>, Elise M. Clerkin<sup>1</sup>, M. T. Peters<sup>1</sup>  
<sup>1</sup>*Miami University*, <sup>2</sup>*Northwestern University*

Research suggests self-oriented perfectionism (SOP) is a risk factor for disordered eating (Shafran et al., 2006). Failing to achieve extreme standards leads perfectionists to feel a lack of personal control. To regain feelings of control, some self-oriented perfectionists turn to dietary restriction. Research also suggests power enhances feelings of personal control (Fast et al., 2009). Thus, power might provide feelings of control and consequently reduce caloric restriction among those high in SOP. Two studies (total  $n = 191$ ) used different power manipulations and measures of eating to test the hypothesis that the psychological experience of power increases consumption among those high in SOP. Consistent with hypotheses, among those high in SOP, power increased caloric consumption. These results suggest that the psychological experience of power may be a protective factor for those at-risk for developing maladaptive patterns of eating.

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**PERSONAL UNCERTAINTY MAKES POWERLESS PEOPLE VIEW THE WORLD AS CONTROLLED BY RANDOMNESS**Mike Prentice<sup>1</sup>, Joseph Hayes<sup>2</sup>, Ian McGregor<sup>2</sup><sup>1</sup>University of Missouri - Columbia, <sup>2</sup>York University

Contemporary research in social psychology suggests people respond to psychological threats with fairly immediate exaggerations and perceptions of personal or external control, and theorizing further suggests that these responses may be universal. The data we present, however, suggest that these control-striving responses may not be universal, as individuals who lack an approach-motivated personality disposition exhibit quite a different response under threat, exaggerating the role of randomness in their personal goals and phenomena more generally. Across three studies (N = 331) we show that under threat people who lack an approach-motivated disposition attribute causal efficacy to unpredictable things like capricious forces and blind chance. We also show that this response is distinct from attributions to external or personal control as contemporary theorizing articulates them. We end by discussing whether this response can be considered a compensatory one, or simply symptomatic of other threat-related processes.

F167

**THE CURSE OF SELF-PRESENTATION: IMPROVING THE PERFORMANCE OF NON-COMPETITIVE INDIVIDUALS ON COMPETITIVE TASKS**Anton Gollwitzer<sup>1</sup>, Chadly Stern<sup>1</sup>, Tessa West<sup>1</sup><sup>1</sup>New York University

Why do non-competitive people perform worse than competitive people during competition? We examined how self-presentation before competition impacts the performance of non-competitive versus competitive individuals. Participants recruited on Mechanical Turk either had to present their self-reported verbal abilities to another person or not, and either had to compete with that person or not (N = 252). Dispositional competitiveness predicted verbal task performance dependent on whether participants engaged in self-presentation of their abilities, and on whether they were competing. When participants self-presented before competing on the verbal task, non-competitive participants performed worse than competitive participants. However, when participants did not self-present, non-competitive participants performed as well as competitive participants. A second experiment (N = 352) replicated these findings. These results imply that non-competitive individuals can perform as well as competitive individuals if they can cope with presenting their abilities before competing, or if competitive tasks are absent of self-presentation.

F168

**WHEN, WHY, AND HOW MANAGERS SELF-ENHANCE**Daniela Blettner<sup>1</sup>, Gallayanee Yaoyuneyong<sup>2</sup><sup>1</sup>Simon Fraser University, <sup>2</sup>University of Southern Mississippi

Managers (like other decision makers) adapt their goals based on performance feedback. When faced with ambiguous feedback, managers tend to self-enhance. In this study, we examine when, why, and how information processing preferences can facilitate self-enhancement. We argue that intuitive and rational information processing will influence feedback interpretation in such a way that intuitive information processing will be associated with greater self-enhancement for negative (below performance expectation) feedback and rational information processing will be associated with greater self-enhancement for positive (above performance expectation) feedback. Using the Rational-Experiential Inventory, we test our hypotheses in a scenario-based survey that we administered to managers who vary in their experience and industry in which they are active. Our hypotheses are supported.

F169

**AVOIDANCE-RELATED EEG ASYMMETRY PREDICTS BASELINE INTERLEUKIN-6**Grant S. Shields<sup>1</sup>, Wesley G. Moons<sup>1</sup><sup>1</sup>University of California at Davis

Recent research has linked avoidance-oriented motivational states to elevated proinflammatory cytokine levels. Because the evolutionarily basic avoidance system may be activated when an organism is threatened or overwhelmed, an associated inflammatory response may be adaptive for dealing with potential injury in such threatening situations. To demonstrate this relationship, we tested whether the neural signature of avoidance motivation predicts baseline levels of the circulating proinflammatory cytokine interleukin-6 (IL-6) in a nationally representative dataset. Greater resting neural activity in the right frontal cortex relative to the left frontal cortex—the neural signature of avoidance motivation—predicted baseline IL-6 both with ( $p = .016$ ) and without ( $p = .033$ ) controlling for covariates. These results thus support the hypothesis that the avoidance motivational system may be closely linked to systemic inflammatory activity.

F170

**THE CONSEQUENCES OF BLIND PERSISTENCE FOR VERY OLD ADULTS NINE-YEAR SURVIVAL**Jeremy M. Hamm<sup>1</sup>, Judith G. Chipperfield<sup>1</sup>, Raymond P. Perry<sup>1</sup>, Patti C. Parker<sup>1</sup>, Tara L. Stewart<sup>2</sup><sup>1</sup>University of Manitoba, <sup>2</sup>Idaho State University

Based on Heckhausen et al. (2010), our study examined the consequences of employing mismatched health control strategies for 9-year survival. Our focus was on very old adults ( $n=217$ ;  $M=85$ ) who invested considerable time and effort in maintaining their health (intense Selective Primary Control striving; SPC) but did not simultaneously employ complimentary help-seeking strategies (minimal Compensatory Primary Control striving; CPC). Simple-slope logistic regression analyses demonstrated that each unit increase in SPC striving corresponded to a 23% increase in risk of 9-year mortality for very old adults with low CPC ( $b = .20$ ,  $p = .030$ ,  $OR = 1.23$ ), despite controlling for age, gender, and functional restrictions. Interestingly, SPC did not influence mortality for individuals with high CPC ( $p = .734$ ). This suggests that, in the absence of help-seeking behaviours (low CPC), blind persistence in the pursuit of health goals (high SPC) undermines survival among very old adults.

F171

**POTENTIAL HEALTH BENEFITS OF A ZOMBIE APOCALYPSE: METAMOTIVATIONAL STATES DURING EXERCISE**Arielle Gillman<sup>1</sup>, Angela Bryan<sup>1</sup><sup>1</sup>University of Colorado at Boulder

We manipulated motivational state during exercise to examine its association to subjective experience of exercise. 30 participants completed a 30-minute treadmill run at ventilatory threshold. Participants were randomly-assigned to a mobile running app; either Nike+Running (performance and goal based) or ZombiesRun! (game based). Motivational state significantly changed over time ( $F=3.18$ ,  $p=.031$ ) such that participants thought about the exercise goal less, and felt more playful across time. This did not differ by condition. Increases in playful motivational state were associated with larger increases in positive affect ( $r=.659$ ,  $p=.000$ ), and lower perceived exertion ( $r=-.445$ ,  $p=.026$ ). ZombiesRun! participants reported greater dissociation from exercise-related thoughts ( $t=2.059$ ,  $p=.052$ ). Trends indicate that felt arousal and perceived exertion were higher in the ZombiesRun! condition. Given the increasing popularity of mobile apps for exercise, it is important to understand their effects on social psychological predictors of exercise, including motivation, goal orientation, and subjective responses to an exercise bout.

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**RELIGION, SEX, AND MARTYRDOM: THE INFLUENCE OF SEXUAL GUILT ON WILLINGNESS TO SELF-SACRIFICE**Larissa Nathaniel<sup>1</sup>, Jocelyn J. Bélanger<sup>1</sup>, Arie W. Kruglanski<sup>2</sup>  
<sup>1</sup>Université du Québec à Montréal, <sup>2</sup>University of Maryland

The goal of study was to demonstrate the effect of sexual guilt on willingness to self-sacrifice in religious individuals. In line with the Quest for Personal Significance theory, we predicted that religious people with high religious extrinsic motivation, when experiencing sexual guilt, would be more willing to self-sacrifice for an important cause in order to redeem themselves, as compared to those with low religious extrinsic motivation. Ninety-eight Christians were recruited via Mechanical Turk. Their intrinsic, extrinsic, and quest religious motivations were measured. They were then randomly assigned to one of two conditions. In the sexual guilt condition, participants were asked to recall a time when they felt sexually guilty. In the control condition, participants were asked to recall a time when they had done something wrong but did not experience guilt. Data supported our hypotheses. Implications for the psychology of martyrdom are discussed.

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**ZEN AND THE INDECISIVE: AFFECTIVE CONSEQUENCES OF HAPPY MOMENTS RECALLED BY DECISIONAL PROCRASTINATORS**Thomas P. Tibbett<sup>1</sup>, Samantha Darling<sup>1</sup>, Joseph R. Ferrari<sup>2</sup>  
<sup>1</sup>Texas A&M University, <sup>2</sup>DePaul University

Decisional procrastination (DP) is a motivational strategy, not cognitive deficit found in many individuals. In the present study, 62 students completed a decisional procrastination and positive and negative affect measures before and after recalling up to 33 "Happy Moments" in their lives, a Zen procedure. Results found significant differences in both number of episodes recalled and episode content such that high decisional procrastinators (indecisives) reported lower positive affect than decisives. This effect was mediated by the number of recalled episodes, such that indecisives compared to decisives reported less happy memories, which together led to lower positive affect. Furthermore, decisives recalled significantly more competitive victories (winnings) and social gatherings (e.g., weddings) than indecisives, despite controlling for number of episodes recalled. These results suggest a better quality of life for those unburdened by decisional procrastination. Implications for shifting one's motivation and decision-making strategies are discussed.

F174

**THE MODERATING EFFECTS OF BELIEF INTERNALIZATION ON THE RELATION BETWEEN BELIEF CHALLENGE AND INTERPERSONAL DEFENSIVENESS**Jacqueline M. Anson<sup>1</sup>, Edward L. Deci<sup>2</sup>  
<sup>1</sup>Central Methodist University, <sup>2</sup>University of Rochester

Three studies tested whether the relations between belief-challenge and derogation of or hostility toward the challengers were moderated by levels of belief internalization. Participants reported their reasons for endorsing a specific belief and then were presented with a belief-confirming or belief-challenging essay. They were then asked to report levels of derogation and hostility toward the essay writer. In all three studies (N = 662), introjected reasons for holding a belief moderated the challenge-hostility association, with greater levels of introjection leading to more hostility towards belief challengers. In two of the studies (N = 476), identified reasons for holding a belief moderated the challenge-derogation association, with greater levels of identification leading to more derogation of belief-challengers. These studies indicate that whereas people who hold beliefs for introjected reasons tend to respond to belief-challengers with hostility (but not derogation), those who hold more identified beliefs respond with derogation (but not hostility).

F175

**FINDING REASON IN THE LESSON: WRITING TO READ AND RELATE HISTORY AND LIFE AMONG AFRICAN AMERICAN ADOLESCENTS AT A HIGH-POVERTY, URBAN SCHOOL**Paul Morphy<sup>1</sup>, Steve Graham<sup>2</sup>, Hope Rigby-Wills<sup>3</sup>  
<sup>1</sup>University of Oregon, <sup>2</sup>Arizona State University, <sup>3</sup>Vanderbilt University

Weaker African American students at high-poverty schools face marginalization on multiple fronts; constraining learning, interest, and motivation (cf. Lewin, 1939). Overcoming marginalization requires rigorous teaching that promotes self-relevance. For example, primary Black historical narratives support deep learning, implicitly endorse literacy and African American agency; and inform students as embedded 'counter-narratives' of resistance and transcendence (Perry, Steele & Hilliard, 2003). Unfortunately, primary historical narratives are often ill-structured, reference remote events, and challenge weaker readers in ways that limit interest and understanding. In this field experiment, thirty-seven African American 8th graders read Frederick Douglass' Narrative (1845), receiving either self-relevant writing instruction (Writing to Read and Relate, W2R) or comprehension tutoring. While comprehension results did not differ, W2R doubled declarative knowledge, significantly increased self-relevance, interest, and motivation, and led some students to profound personal connections and insights. These findings illustrate how writing and content may combine in support of academic rigor and personal self-relevance.

F176

**MOTIVATIONAL CONSEQUENCES OF MULTIFINALITY**Yael Ecker<sup>1</sup>, Yoav Bar-Anan<sup>1</sup>  
<sup>1</sup>Ben-Gurion University of the Negev

We tested the effect of multifinality (when one means facilitates multiple goals) on motivation. Two opposite hypotheses were tested. The first was based on the halo effect: an overall liking of a target leads to more positive evaluations of the target's individual attributes. Adapted to motivation, we hypothesized that each goal served by the same means boosts the motivation for the other goals. We found evidence for that effect when participants actively pursued a goal (Exp. 1) or wrote about past pursuits (Exp. 2). The second hypothesis was based on the principle of non-common effect: observers assume less motivation to pursue a goal when the actor's behavior is multifinal. Experiment 2 shows that this also happens when one infers her own motivation from her behavior. The halo effect occurred when the multifinal means served two goals, whereas the non-common effect occurred when the means served three or four goals.

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**YOURS, MINE, AND OURS: THE ROLE OF SELF-REFERENCING IN UTILITY VALUE WRITING**Stacy J. Priniski<sup>1</sup>, Yoi Tibbetts<sup>1</sup>, Elizabeth A. Canning<sup>1</sup>, Judith M. Harackiewicz<sup>1</sup>  
<sup>1</sup>University of Wisconsin at Madison

Utility value interventions based on Eccles' expectancy-value model have improved students' interest and performance by having them write about the relevance of course material to their own or others' lives. However, the mechanism is unclear, particularly when students write letters connecting the material to others' lives. The Eccles model suggests that the self should play a central role in intervention efficacy, but can it also be beneficial to find relevance for others? What role does the self play in utility value writing? To investigate this, we conducted a randomized field experiment in which approximately 500 college biology students wrote three essays relating course material to their own lives or letters to close others. We coded the essays and letters for self-references and compared the role of personal and interpersonal utility value in predicting interest and performance. Preliminary results suggest that both types of utility value have positive effects.

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**KNOWLEDGE IS POWER: HOW NON-JUDGMENTAL AWARENESS OF ONE'S THOUGHTS AND FEELINGS CAN LEAD TO MORE APPROACH MOTIVATION**Eldar Eftekhari<sup>1</sup>, Alex Tran<sup>1</sup>, Joseph Hayes<sup>1</sup>, Richard Zeifman<sup>1</sup>, Ian McGregor<sup>1</sup><sup>1</sup>York University

In a sample of 140 participants, state approach motivation scores (i.e. state Behavioural Activation Scale scores) were significantly influenced by the interaction of trait mindful awareness (i.e. Mindful Awareness Attention Scale) and an experimentally manipulated non-judgemental awareness condition (versus a relaxation condition). More specifically, the non-judgemental awareness manipulation increased approach motivation for people low in trait mindful awareness. Furthermore, trait mindful awareness was negatively correlated with perceived stress, uncertainty aversion, rumination and depression. This suggests that those individuals who are low in trait mindful awareness and struggling with anxiety, may also be the ones who can take most advantage of greater levels of non-judgemental awareness in order to increase approach motivation. (Disclosure: Other data were also collected from additional conditions and personality variables that are not reported here).

F179

**THE DIMENSIONS OF FUTURE TIME PERSPECTIVE AND THEIR INFLUENCE ON THE ACADEMIC ACHIEVEMENT OF ENGINEERING STUDENTS**Jenefer Husman<sup>1</sup>, Evan J. Fishman<sup>1</sup>, Katherine G. Nelson<sup>1</sup>, Jonathan Hilpert<sup>2</sup><sup>1</sup>Arizona State University, <sup>2</sup>Georgia Southern University

Past studies have demonstrated that future-oriented thought influences one's behavior and motivation and that these thoughts occur in a top-down structure. To further this tradition, we examined a three-factor structure (global, domain-specific, and task-specific) of future-oriented thought; and using structural equation modeling, we assessed the influence of these dimensions on the academic achievement of 322 undergraduate engineering students. The results showed a three-factor solution was consistent with the data, which indicates that students perceive their future within a multidimensional framework (global, domain-specific, and task-specific). With regard to students' achievement, the results indicated that a domain-specific future-orientation (future time perspective for engineering) and a task-specific future-orientation (perceived instrumentality) partially mediated the relationship between a global future-orientation (future time perspective) and course grade. This study provided support for the top-down structure of future time perspective and suggests that students' future-related thinking play a critical role in their achievement.

F180

**"NON, JE NE REGRETTE RIEN"—REGRET IN THE FACE OF DEATH**Rainer Greifeneder<sup>1</sup>, Selma C. Rudert<sup>1</sup>, Leonie Reutner<sup>1</sup>, Mirella Walker<sup>1</sup><sup>1</sup>University of Basel

Folk wisdom and popular literature hold that, in the face of death, individuals tend to regret things they have done or not done. Terror Management Theory (TMT), in contrast, allows for the counter-intuitive prediction that individuals confronted with death avoid thinking about regrets in order to retain a positive self-esteem. Drawing on TMT we hypothesized and found in three experiments (N = 253) that participants primed with their own death regret less than control-group participants. This pattern of results cannot be attributed to differing types of regrets (Study 1) or levels of construal (Study 2), general cognitive deficits or an increased motivation to avoid self-awareness (Study 3). Rather, the reported results are best explained in terms of a motivational coping

mechanism: When death is salient, individuals strive to bolster their threatened self-esteem and accordingly avoid thinking about their regrets. The results extend our conceptual understanding of both regret and TMT.

F181

**REGULATING SELF-DEFENSIVENESS: IMPLEMENTATION INTENTIONS REDUCE CLAIMED AND BEHAVIORAL SELF-HANDICAPPING**J. Lukas Thürmer<sup>1</sup>, Sean M. McCrea<sup>2</sup>, Peter M. Gollwitzer<sup>3</sup><sup>1</sup>University of Konstanz, <sup>2</sup>University of Wyoming, Laramie, <sup>3</sup>University of Konstanz and New York University

Claiming or creating performance handicaps is a self-defeating strategy to protect the self from the implications of potential failure. We therefore suggest forming if-then plans (implementation intentions, IIs) as a more constructive strategy to deal with performance-related worries and reduce self-handicapping. In two studies, participants all formed the goal to perform well and either an II or a control plan to ignore their worries and tell themselves "I can do it." An upcoming task was either described as an intelligence test (threatening) or a perception test (non-threatening). Participants then had the chance to claim (Study 1) or create (Study 2) performance handicaps (i.e., report stress or practice poorly). IIs reduced self-handicapping to the level of the no-threat condition, even among chronic self-handicappers (Study 2). The present research thus demonstrates that self-handicappers are not unwilling to perform or incompetent but lack self-regulatory strategies to deal with their performance-related worries more constructively.

F182

**SOCIAL COMPARISON IN THE CLASSROOM: AN APPROACH/AVOIDANCE MINDSET CHANGES THE IMPACT OF SOCIAL COMPARISON ON SELF-EVALUATION AND PERFORMANCE**Natacha Boissicat<sup>1</sup>, Marie-Pierre Fayant<sup>2</sup>, Cécile Nurra<sup>3</sup>, Dominique Muller<sup>3</sup><sup>1</sup>Université de Nice Sophia Antipolis, <sup>2</sup>Université Paris Descartes, <sup>3</sup>Université Grenoble Alpes

To evaluate their schoolwork, children often engage in comparison with classmates. But what is the effect of these comparisons on self-evaluation and performance? Previous work by Fayant et al. (2011) leads us to hypothesize that the impact of upward vs. downward comparison is moderated by the approach vs. avoidance mindset: an approach mindset should lead to an assimilation of self-evaluation and performance, while an avoidance mindset should lead to a contrast of self-evaluation and performance. To test this hypothesis, in two studies, children were either primed with approach or avoidance before reading upward or downward comparison information. Results confirmed our predictions and revealed the predicted interaction on self-evaluation (Study 1) and performance (Study 2): the approach mindset leads to an assimilation effect whereas the avoidance mindset leads to a contrast effect. These studies replicate (on self-evaluation) and extend (on performance and in a classroom setting) previous work.

F183

**THE PROBLEMS OF STUDENTS HAVING DIFFICULTY FINDING A JOB**Dulce Gomez<sup>1</sup>, Jennifer Stephenson<sup>1</sup>, Michael Bourdreaux<sup>1</sup>, Daniel Ozer<sup>1</sup><sup>1</sup>University of California at Riverside

This study identifies college students' problems associated with having difficulty finding a job. The 1,139 student participants completed an inventory of personality-related problems which included the item "Having trouble finding a job." This item was correlated with the other 399 items in the inventory. Correlates of student difficulty in finding employment can be described by three salient themes: (1) lack of self-confidence (e.g., "feeling that other



people are better than me,"  $r = .35$ ), (2) having difficulty forming and maintaining social relationships (e.g., "being unable to fully connect with others,"  $r = .33$ ), and (3) having difficulties setting and accomplishing goals (e.g., "having trouble planning for the future,"  $r = .37$ ). Future research might examine whether these problems are characteristic of employment difficulties in non student populations.

**F184**

#### **AN INVESTIGATION OF THE CONSEQUENCES OF GOAL COMPLEXES**

Rachel M. Korn<sup>1</sup>, Andrew J. Elliot<sup>1</sup>

<sup>1</sup>University of Rochester

Goal complexes represent the motivations that underlie achievement goals. Performance-approach goals all focus on doing well relative to the performance of others; however, the goal may be undergirded by approach or avoidance motivations, such as need for achievement or fear of failure. The current research explores how different motivations that underlie the same goal may lead to different consequences. Two experimental studies manipulated the goal complexes participants were asked to adopt with three conditions: performance-approach goal, performance-approach goal with demonstration-approach motivation, or performance-approach goal with demonstration-avoidance motivation (for example, "try to do well relative to others in order to demonstrate that I do not lack ability"). The results showed that goal complexes had a significant impact on how tired, tense, and happy participants felt. The two studies provide preliminary evidence that different goal complexes may lead to different consequences, even when the overarching achievement goal is held constant.

**F185**

#### **THE HUMBLE PATH TO PROGRESS: GOAL-SPECIFIC ASPIRATIONAL CONTENT PREDICTS GOAL PROGRESS AND GOAL VITALITY**

Nora Hope<sup>1</sup>, Marina Milyavskaya<sup>2</sup>, Anne Holding<sup>1</sup>, Richard Koestner<sup>1</sup>

<sup>1</sup>McGill University, <sup>2</sup>University of Toronto

While previous research has found that striving for personal goals that are intrinsic in aspirational content benefits psychological well-being, the relation between aspirational content and actual goal progress has remained unexamined. Using a multilevel modeling (MLM) approach in two longitudinal studies, we found that goal-specific aspirational content predicted progress on students' semester-long goals. Students made significantly more progress on their goals that were more intrinsic in aspirational content compared to their goals that were less intrinsic, and these effects were goal-specific rather than person-driven. Study 2 showed that making progress on a goal that was more intrinsic also led to greater feelings of vitality for that goal, while making progress on a less intrinsic goal did not. The findings highlight the benefits of setting goals connected to intrinsic aspirations even for generally extrinsically-oriented individuals and the importance of shifting towards MLM approaches for research on goal pursuit.

**F186**

#### **IT'S A MAN'S WORLD: GENDER DIFFERENCES IN REGULATORY FOCUS AND ACADEMIC PERFORMANCE IN STEM FIELDS**

Jessica L. Shropshire<sup>1</sup>, Sarah D. Herrmann<sup>1</sup>, Robert M. Adelman<sup>1</sup>, Oliver Graudejus<sup>1</sup>, Morris A. Okun<sup>1</sup>, Virginia S.Y. Kwan<sup>1</sup>

<sup>1</sup>Arizona State University

Although an increasing number of competent women embark on a career in STEM (science, technology, engineering and mathematics), college women disproportionately leave STEM majors for other fields. Two aspects critical to success in STEM majors are adherence to requirements and the capacity to overcome setbacks. We propose that a prevention-focus orientation, characterized by placing importance on vigilance and avoiding negative outcomes, may increase retention in STEM. The results of a 15-week longitudinal study ( $N = 180$ ) in a Chemistry course show that men and women

did not differ in academic performance at the beginning of the semester. However, men outperformed women by the end of the semester. Furthermore, students who performed poorly on the first exam show improvement in final course performance only when they endorse a prevention focus. Together, these findings suggest that a prevention-focused strategy may help women embrace difficult challenges and manage setbacks in their STEM training.

**F187**

#### **MEASURING METACOGNITIVE BELIEFS OF CAUSALITY: A VALID AND RELIABLE PERCEIVED CONTROL OF THE ATTRIBUTION PROCESS SCALE**

Evan J. Fishman<sup>1</sup>

<sup>1</sup>Arizona State University

The attribution process is perhaps the most fundamental internal phenomenon with regard to producing thought and action. Thus, a perceived control of the causal reasoning process could be a critical factor in influencing behavioral and psychological outcomes. Two studies ( $N = 943$ ) aimed at developing a valid a reliable perceived control of the attribution process scale (PCAPS) were conducted. Strong evidence for the reliability, structural, convergent, discriminant and predictive validity of the scale was demonstrated. Using structural equation modeling, the motivational implications of the perceived control of the attribution process (PCAP) were assessed. Results showed that PCAP facilitates coping mechanisms that lead to an adaptive attribution style, autonomy and subjective well-being. This furthers the rich history of attribution theory suggesting that those who perceive control of their attributions and are aware of their motivational consequences are more likely to make adaptive attributions and self-regulate following control-threatening events.

**F188**

#### **CHOOSING THE DIFFICULT ROUTE: THE EFFECT OF LOCOMOTION REGULATORY MODE ON GOAL PERSISTENCE AND MEANS CHOICE**

Marina Chernikova<sup>1</sup>, Maxim Babush<sup>1</sup>

<sup>1</sup>University of Maryland

Locomotion is the aspect of self-regulation concerned with movement from state to state; individuals high on locomotion have a tendency to initiate and maintain such movement (Kruglanski et al., 2000). Across three studies (total  $N = 560$ ), we find that when a means to a particular goal fails, high locomotors are more likely to persist at that goal by choosing a new means for it (as opposed to switching to a different goal). We also find that those who are high on locomotion believe that difficult means are more instrumental for goal attainment, and are therefore more likely to select a difficult means after initial means failure. Taken together, these results suggest that high locomotors do not seek out movement for its own sake; rather, their desire is for movement that results in goal progress, and they are willing to select difficult means to ensure such progress.

**F189**

#### **PROMOTING ONE SELF WHILE PREVENTING ANOTHER: THE SELF-ASPECT-SPECIFICITY OF MOTIVATIONAL ORIENTATIONS FOR PROMOTION AND PREVENTION**

Alexander S. Browman<sup>1</sup>, Mesmin Destin<sup>1</sup>, Daniel C. Molden<sup>1</sup>

<sup>1</sup>Northwestern University

Regulatory focus theory distinguishes between two broad motivational inclinations—a motive to achieve the presence of positive outcomes (promotion motivation) and a motive to preserve the absence of negative outcomes (prevention motivation)—and suggests that individuals differ in the strength of their chronic, domain-general preoccupation with each. However, given that people hold multiple self-aspects, we propose that distinct self-aspects may be associated with their own unique motivational orientations. Indeed, the orientations associated with participants'

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student self-aspects predicts their academic goal-adoption motives (achievement/responsibility), while domain-general orientations and those associated with other self-aspects do not (Study 1). Studies 2 and 3 experimentally confirm that people enact different motivational orientations as they shift from one self-aspect to another. Specifically, we find that orientations associated with primed (but not unprimed) self-aspects predict the salience of promotion- and prevention-relevant stimuli, as well as people's preferred, self-aspect-relevant goal-pursuit strategies (eagerness/vigilance). Implications for motivation and self-regulation are discussed.

**F190**

**THAT SHIP HAS SAILED: WHY DO SOME OF US SUCCEED WHILE OTHERS FAIL AT ADJUSTING TO UNATTAINABLE GOALS? THE ROLE OF AUTONOMY IN GOAL DISENGAGEMENT**

**Anne C. Holding<sup>1</sup>, Jo-Annie Fortin<sup>1</sup>, Nora H. Hope<sup>1</sup>, Richard Koestner<sup>1</sup>**  
<sup>1</sup>*McGill University*

While it is known that individuals vary widely in their success at disengaging from unattainable goals, the mechanisms underlying the disengagement process remain unknown. In two survey studies, we demonstrated that holding autonomous motivation for goal disengagement facilitates disengagement over time and predicts improved well-being outcomes. Our first study examined 158 elite athletes disengaging from their athletic career goals in retirement. Results showed that athletes retiring for autonomous reasons experienced greater progress in their goal disengagement, and reported higher well-being following retirement, as compared to athletes retiring for controlled reasons. These results were replicated in a longitudinal study with 317 undergraduate students, who were disengaging from a personal goal across the academic year. Students' relative autonomous motivation for disengagement predicted greater progress and decreased symptoms of depression over time. Together, these studies suggest that autonomous motivation facilitates psychological goal disengagement and might explain disparate individual differences in unattainable goal adjustment.

**F191**

**EVIDENCE OF FIT BETWEEN PROMOTION AND AUTONOMOUS ORIENTATIONS AND BETWEEN PREVENTION AND CONTROLLED ORIENTATIONS**

**Leigh Ann Vaughn<sup>1</sup>, Kailyn Mooney<sup>1</sup>, Christine Hill<sup>1</sup>**  
<sup>1</sup>*Ithaca College*

Three experiments provided support for the hypothesis that orientation fit can occur between promotion and autonomous orientations, and between prevention and controlled orientations. This fit could occur because promotion and autonomous orientations focus on the presence and absence of positive outcomes, and prevention and controlled orientations focus on the absence and presence of negative outcomes. Experiment 1 showed that participants rated promotion- versus prevention-focused goals as more autonomy-supportive,  $t(59) = 3.47, d = .89$ . Experiment 2 showed that recalled autonomy-supportive versus controlling experiences enhanced strength of promotion- versus prevention-focused goals,  $F(1, 79) = 32.01, \eta^2_{\text{par}} = .29$ . Experiment 3 showed that orientation fit (autonomy-supportive instructions plus recalled promotion goals/controlling instructions plus recalled prevention goals) enhanced disliking of a disliked person and vice-versa for orientation nonfit,  $F(1, 146) = 13.33, \eta^2_{\text{par}} = .08$ . These findings suggest different motivational orientations can support each other, and orientation fit can enhance engagement strength.

**F192**

**MONEY CAN'T BUY CONTROL: PERFORMANCE-CONTINGENT REWARDS UNDERMINE CONFLICT-TRIGGERED SELF-CONTROL**

**Daniela Becker<sup>1</sup>, Nils B Jostmann<sup>1</sup>, Rob Van Holland<sup>2</sup>**

<sup>1</sup>*University of Amsterdam*, <sup>2</sup>*Radboud University Nijmegen*

A remarkable quality of human goal-pursuit is the capacity to dynamically adjust the amount of self-control to current demands. That ability is reflected in the well-established observation that trials with response conflict lead to increased self-control and hence better performance in subsequent conflict trials (i.e., the conflict adaptation effect). In the present research, we investigated the role of reward processing during conflict adaptation. We developed a modified Flanker-task (all variables within-participants) in which neutral cues (e.g., flower) or performance-contingent reward cues (i.e., euro coins) could appear either as flankers (Study 1;  $N = 45$ ) or as targets (Study 2;  $N = 43$ ). Reward cues consistently eradicated the conflict adaptation effect in both studies. These findings support the idea that the regulation of control is sensitive to reward signals, but in a way that is detrimental rather than beneficial for goal-pursuit.

**F193**

**THE EFFECT OF REGULATORY FOCUS ON PLANNING OF MULTIPLE GOALS**

**Hiroki Takehashi<sup>1</sup>**

<sup>1</sup>*Tokyo Future University*

Guided by regulatory focus theory, this study examined the effects of motivational state on planning of multiple goals. To manipulate motivational state, thirty five undergraduates were asked to write ideal (promotion condition) or ought self-guide (prevention condition) for three minutes. Then, they were asked to list goals which they were going to engage within a year. They also were asked to estimate importance and behavioral intention for each goal. The result indicated that participants in promotion condition listed more goals than participants in prevention condition. Results also found that importance of a goal was positively correlated with behavioral intention in prevention condition, but not promotion condition. Feasibility of whole list in promotion condition was evaluated lower than in prevention condition. These suggested that prevention focus might activate a few  $\square$ realistic $\square$ h goals which must be done, while promotion focus might activate many  $\square$ possible $\square$ h goals which did not need to complete quickly.

**F194**

**ADAPTING TO THINGS YOU CANNOT CHANGE AND CHANGING THE THINGS YOU CAN**

**Patricia Chen<sup>1</sup>, Alexander McBairty<sup>1</sup>, Yuching Lin<sup>1</sup>, Phoebe C. Ellsworth<sup>1</sup>**

<sup>1</sup>*University of Michigan, Ann Arbor*

Problems in our social contexts often provoke change. Yet whether change occurs within the self or in the external context depends on our beliefs about the mutability of our circumstances. 4 studies ( $n = 301$ ) tested the hypothesis that the more (less) changeable people believe circumstances to be, the more likely they are to proactively change (adapt to) a problematic situation. Studies 1a and 1b showed that this effect is primarily driven by beliefs about the situation rather than the self. Study 2 extended this to general beliefs about situational malleability. Study 3 demonstrated that priming adaptive or proactive attitudes also shapes our beliefs about situations, evidencing a bidirectional causal relation. Study 4 tested this behaviorally in a suboptimal resource task. The studies highlight how beliefs about our circumstances crucially dictate how we respond to our social contexts.

F195

**COMPETITION AND ACHIEVEMENT GOAL ENDORSEMENT: THE TYPE OF COMPARISON MATTERS**Mickaël Jury<sup>1</sup>, Anniqve Smeding<sup>2</sup>, Céline Darnon<sup>1</sup>  
<sup>1</sup>Clermont University, <sup>2</sup>University of Savoy

Competition has been consistently shown to raise other-based achievement goal endorsement (trying to perform better/not worse than other players, Murayama & Elliot, 2012). However, most of the examined competitive contexts strongly focused on normative social comparison which may have increased the salience of the « other » component. Would competition continue to increase other-based goals in a context that makes temporal comparison salient? In the present research, we sought to address this question by examining a context (the amateur golf context) in which both social and temporal comparison were salient. In such a context, competition may affect players' self-based goals (trying to perform better/not worse than one has done in the past) rather than other-based goals. Results from two studies confirmed that when temporal comparison was salient, competition increased players' self-approach goal endorsement but did not impact other-based goal endorsement. When normative comparison was salient, the pattern was reversed.

F196

**DRESSED TO DISTRACTION: GOAL CONFLICT FROM THE MULTIFINALITY OF EVERYDAY ATTIRE**Mallory K. Roman<sup>1</sup>, James Y. Shah<sup>1</sup>  
<sup>1</sup>Duke University

The present study examined the role of means choices within the realm of goal conflict. 95 participants responded to attire that was either assembled for the pursuit of one specific goal (work, social or relaxation) or was assembled to address multiple goals (e.g. a combination of work and social goals). After rating the unifinal or multifinal attire, participants reported on their distraction in their pursuits, how conflicting their goals in the three domains were and how much each type of goal interfered with the others. Results indicated that individuals who were presented with multifinal outfits felt that their goals hindered each other more, and that they spent significantly more time pursuing their goals with less ultimate success than individuals shown only unifinal outfits. Multifinal means may increase perceptions of goal conflict by activating other goals that the means can address. Implications for means decisions and goal conflict are discussed.

F197

**DIET ON THE MIND?: PRIMING DIET GOALS DOES NOT INFLUENCE ATTENTION FOR NUTRITION LABELS**Allison Sweeney<sup>1</sup>, Antonio Freitas<sup>1</sup>  
<sup>1</sup>Stony Brook University

Can priming diet goals impact attention for nutrition labels? Participants generated sentences using a target word. In the priming condition, half of the words were diet-related ("slim"), whereas the control condition received neutral words. Participants then completed a dot probe task. Trials began with the name of a certain food ("chocolate"). Next, participants saw an image of that food paired with the nutrition label for that food. Then, the images cleared and a dot was presented on the left or right side of the screen. We hypothesized that the priming condition would attend to the nutrition labels (i.e., have faster response times) more so than the food images relative to the control condition. Although Study 1 revealed a significant priming effect ( $N = 134$ ), this effect did not replicate in Study 2 ( $N = 218$ ). These studies contribute to the ongoing discussion about replication and the efficacy of goal priming.

F198

**AMBITIOUSNESS IN COLLEGE ENROLLMENT GOALS: IS IT WORTH IT?**Brandilynn Villarreal<sup>1</sup>, Jutta Heckhausen<sup>1</sup>, Jared Lessard<sup>2</sup>  
<sup>1</sup>University of California at Irvine, <sup>2</sup>University at Buffalo at New York

Despite ambitious aspirations, many youth will fail to reach their educational goals. The present study investigated the trade-offs between ambitious goal setting and the consequences of failing to meet such goals among high school graduates. Both paths have risks; youth can: (1) under-aspire and forgo the benefits of further education, or (2) over-aspire and possibly fail, which may lead to negative consequences. In this longitudinal study, an ethnically and socioeconomically diverse sample of over 1,000 high school seniors (54% female) were surveyed on a variety of motivational factors during their senior year of high school, one year after high school graduation, and four years after high school graduation. Having ambitious short-term educational goals, even if failing to achieve these goals, produced greater positive outcomes than less ambitious educational goals. Despite the risk of failure, it is beneficial to have ambitious short-term educational goals, especially when guided by high long-term expectations.

F199

**LOW-LEVEL CONSTRUAL FACILITATES BEHAVIORAL EXECUTION OF GOALS**H. Anna Han<sup>1</sup>, Paul E. Stillman<sup>2</sup>, Kentaro Fujita<sup>2</sup>  
<sup>1</sup>St. Mary's College of Maryland, <sup>2</sup>Ohio State University

How we construe objects and events has important self-regulatory consequences. Construal Level Theory states that objects and events can be construed either at a high-level (extracting essential features) or low-level (immersing oneself in the here-and-now). There exists confusion in the literature as to whether high- versus low-level construal is good for self-regulation. We propose that whereas high-level construal promotes self-control, low-level construal promotes behavioral execution of goals in a single-goal context. This is because low-level construal promotes tailoring one's behavior to the current demands of the situation. Attending to the idiosyncratic demands of the current situation should in turn promote more effective behavioral execution of goals (e.g., making a free-throw or sinking a putt). We show that participants who are induced to low- rather than high-level construal perform better on a dart-throwing game. These data suggest that whereas high-level construal promotes goal-prioritization, low-level construal promotes behavioral execution of goals.

F200

**ARE THERE BETTER GOALS FOR ME? - REGULATORY CONSTRUAL FIT IN GOAL SETTING**Gallayanee Yaoyuneyong<sup>1</sup>, Daniela Blettner<sup>2</sup>  
<sup>1</sup>University of Southern Mississippi, <sup>2</sup>Simon Fraser University

Regulatory focus (promotion vs. prevention) influences goal setting strategies. Promotion and prevention-focused individuals further differ in their preference for construal levels: promotion-focused individuals prefer more abstract goals and prevention-focused individuals prefer more concrete goals. In this study, we examine the effect of regulatory fit between regulatory focus and construal level in self-set goals on process/outcomes measures: confidence in goal attainment, actual goal attainment, and overall satisfaction. In line with regulatory construal fit, we hypothesize that construal level is positively associated with confidence in goal attainment, but negatively associated with goal attainment and overall satisfaction for promotion-focused individuals. We further argue that construal level is negatively associated with confidence in goal attainment and satisfaction, but positively associated with goal attainment for prevention-focused individuals. Our results confirm our hypotheses for promotion focus, but not for prevention focus, suggesting further analysis is needed.

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F201

**FOR THE LOVE OF THE GAME: THE ROLE OF INTRINSIC INCENTIVES WHEN REGULATING GOAL COMMITMENT**Christina L. Crosby<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter Gollwitzer<sup>1</sup>  
<sup>1</sup>*New York University*

Expectancy theories of goal commitment posit that low expectations of goal attainment leads to disengagement. This study investigated (1) whether the relationship between goal expectancy and goal commitment is moderated by intrinsic task interest, and (2) whether goal commitment could be manipulated despite low expectations with the help of a self-regulation strategy, specifically, mental contrasting. When presented with a desirable but low expectancy goal, participants who were intrinsically interested in the task were significantly more committed to the goal than those who were not intrinsically interested. However, this difference in goal commitment was eliminated for those who used a variation of mental contrasting. After using a modified version of mental contrasting meant to obstruct the disengagement process, participants low in intrinsic task interest became as committed to the goal as participants high in intrinsic task interest.

F202

**THE EFFECTS OF GOAL ORIGIN AND IMPLEMENTATION INTENTIONS ON GOAL COMMITMENT AND INTRINSIC MOTIVATION**EunJin Seo<sup>1</sup>, Erika Patall<sup>1</sup>, Rebecca Steingut<sup>1</sup>, Marlene Henderson<sup>1</sup>  
<sup>1</sup>*University of Texas at Austin*

Self-set goals, which are selected by individuals for themselves, lead to increased autonomy and intrinsic motivation. However, many individuals fail to accomplish self-set goals due to their lack of external consequences. The purpose of this study was to investigate ways to increase individuals' commitment to self-set goals relative to assigned goals. We hypothesized that implementation intentions, or plans for when, where, and how to work towards the goals, would make self-set goals more effective than goals assigned by others by preventing the shifting/delay of goals. The results of two scenario studies (n = 297) revealed a significant interaction effect between goal origin (self-set, assigned) and implementation intentions. Specifically, the positive effect of implementation intentions on goal commitment and intrinsic motivation was stronger for self-set than assigned goals. Findings of the current study suggest that the positive effects of self-set goals are greater when the goals are combined with implementation intentions.

F203

**DOWNSTREAM EFFECTS OF FLOW: PERSISTENCE VS. PERFORMANCE**Bridget Lynch<sup>1</sup>, Amey Kulkarni<sup>1</sup>, Michelle R. vanDellen<sup>1</sup>, Leonard Martin<sup>1</sup><sup>1</sup>*University of Georgia*

The downstream effects of flow (e.g., "being in the zone") have been largely neglected in experimental research. Using a computer task, we experimentally manipulated flow. Participants (N = 132) were randomly assigned to one of three conditions: boredom (skill > challenge), anxiety (challenge < skill), or flow (skill = challenge). Participants clicked squares as they appeared on screen while searching for an ostensible pattern. Every 45 seconds all participants received the same false performance feedback indicating progress toward finding the pattern. Next, participants completed measures of theories of intelligence (as a potential mediator) and a difficult anagram task. One-way ANOVAs and planned comparisons showed that individuals in the flow condition, relative to the other two conditions, persisted longer at the task. There was no difference, however, in regards to performance or endorsement of incremental theories of intelligence. These results indicate that there are measurable positive outcomes of the flow experience.

F204

**RISKING IT TO FEEL FREE OR CONSTRAINED: ENGAGING IN RISKY BEHAVIOR TO SATISFY COMPETING NEEDS FOR CONSTRAINT AND FREEDOM**Sean Malahy<sup>1</sup>, Brian S. Lowery<sup>1</sup><sup>1</sup>*Stanford University GSB*

People engage in a range of risky behaviors (e.g., smoking tobacco, binge drinking) despite knowing them to be dangerous. Describing why they engage in these behaviors, people often suggest that these are freeing experiences, or, alternatively, that these actions are confining habits. We suggest these contradictory justifications reflect an underlying tension between existential motivations for freedom and constraint. In the present research, individuals' attempts to balance these needs in their lives drive their interest in risky behaviors. Across three studies (N = 516), people who engage in risky behaviors (alcohol consumption, cigarette smoking) show increased interest in the behavior as a result of needs for constraint vs. freedom. When individuals feel constrained in one domain (e.g., employment opportunities), they show increased desire for risky behaviors in another domain that are framed as freeing. However, when they feel free, they show increased interest in risky behaviors framed as constraining.

F205

**LEARNING GOALS CAN HELP OR HINDER: THE INTERACTING ROLES OF GOAL ORIENTATION AND RACIAL BIAS ON CORTISOL REACTIVITY**Allissa J. Mrazek<sup>1</sup>, Daniel Molden<sup>1</sup>, Jennifer Richeson<sup>1</sup><sup>1</sup>*Northwestern University*

Interracial interactions can be a distressing precursor to conflict. Hence, identifying strategies to foster positive relationships between outgroup members is an important endeavor. White American participants were given instructions to either adopt a learning orientation that focused on developing social mastery or a performance orientation that emphasized seeking positively judgments from others. Participants then engaged in a ten-minute dialogue with a racial minority confederate where they discussed diversity on campus, and cortisol reactivity was measured. Our research demonstrates that manipulated social goal orientation can play a significant, interacting role with political orientation on the experience of stress during interracial interactions. The manipulation of social goal orientation produced distinct stress responses for liberals relative to conservatives. Specifically, a learning orientation was a better strategy for minimizing stress among relatively liberal participants. In contrast, a performance orientation led to less stress for relatively conservative participants.

F206

**GENDER STEREOTYPES ABOUT INTELLIGENCE DEVELOP IN EARLY CHILDHOOD AND INFLUENCE CHILDREN'S ACTIVITY CHOICES**Lin Bian<sup>1</sup>, Andrei Cimpian<sup>1</sup>, Sarah-Jane Leslie<sup>2</sup><sup>1</sup>*University of Illinois at Urbana-Champaign*, <sup>2</sup>*Princeton University*

Current cultural stereotypes suggest that women are less likely to be intellectually brilliant than men (e.g., Stephens-Davidowitz, 2014). Here, we examine (1) the development of this stereotype, and (2) its effect on children's choice of activities. Experiments 1 and 2 (n = 240) revealed that girls begin to assimilate the "brilliance = males" stereotype as early as age 6. Experiments 3 and 4 (n = 160) suggested that, at the same age when they display knowledge of this stereotype, girls also begin to dislike novel activities portrayed as requiring high levels of intellectual ability. These findings suggest that the negative stereotypes against females' intellectual abilities are learned early in life and are likely to have a powerful influence on the activities (and, later, careers) that boys and girls choose to pursue. Since many STEM fields are portrayed as requiring "brilliance," this work provides new clues concerning women's underrepresentation in these fields.

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F207

**CONTINGENCIES OF BELONGING, STEREOTYPE THREAT, AND MATH LEARNING**Catherine D Good<sup>1</sup>, Jennifer Mangels<sup>1</sup><sup>1</sup>*Baruch College, City University of New York*

Fostering a hardy sense of belonging to STEM domains can reduce the impact of stereotype threat (ST) on females' intrinsic motivation and achievement in those domains. However, the contingencies of belonging—either one's efforts or one's innate ability—may predict differential outcomes, especially in a learning paradigm. Male and female undergraduate participants were manipulated to view belonging to math as contingent on either one's efforts or one's innate ability. Their learning in math was then measured under either a ST or non-threat paradigm. Results indicated that in the control-belonging condition, ST undermined females' learning yet enhanced males' learning. However, in both the effort-based and ability-based belonging conditions, stereotype threat had no impact on females' ability to learn math. A model is also presented that tests the relationship between effort-based SOB, ability-based SOB, engagement with the math learning task, and math learning for males and females.

F208

**FIXED MINDSETS IN EARLY ELEMENTARY SCHOOL LEAD TO ACADEMIC STEREOTYPES, ANXIETIES, AND LOWER ACHIEVEMENT**Elizabeth Gunderson<sup>1</sup>, Daeun Park<sup>2</sup>, Sian L Beilock<sup>2</sup>, Susan C. Levine<sup>2</sup><sup>1</sup>*Temple University*, <sup>2</sup>*University of Chicago*

Students' theories of intelligence influence their academic trajectories in middle school through college, yet surprisingly little is known about the consequences of holding a fixed versus incremental view of intelligence in elementary school. We asked whether 1st- and 2nd-graders' (N=548) motivational frameworks (a composite of theories of intelligence, learning goals, and performance goals) predict changes over time in their endorsement of academic gender stereotypes and academic anxieties. Children's stronger entity motivational frameworks at the beginning of the year were related to increases in math-gender stereotypes and academic anxieties over the course of the school year. Further, students' beginning-of-year entity motivational frameworks predicted lower gains in math and reading achievement, relations that were mediated by entity theorists' increased anxieties. These results indicate that holding an entity versus incremental motivational framework has important consequences for students' academic stereotypes, anxieties, and achievement even in elementary school.

F209

**PREJUDICE IN PERSON MEMORY: SELF-THREAT BIASES MEMORIES OF STIGMATIZED GROUP MEMBERS.**Gennaro Pica<sup>1</sup><sup>1</sup>*University of Rome "La Sapienza"*

The present research investigated the hypothesis that self-threat induces prejudice in memory by affecting retrieval-induced forgetting (RIF) (Anderson, Bjork & Bjork, 1994) of traits ascribed to stigmatized (vs. non-stigmatized) group members. Results of two experimental studies reveal that when retrieval was guided on negative traits ascribed to stigmatized group members, the hypothesized forgetting effect of positive traits ascribed to the same persons was augmented; and when retrieval was guided on positive traits the forgetting effect of negative traits was reduced. We assumed that, under self-threat, negative traits were compatible (goal-congruent) with a desired prejudicial response towards stigmatized group members, while positive traits were capable of interfering (goal-incongruent) with the desired prejudicial response towards these members. Overall, the present findings support the idea that RIF phenomena on person memory are essentially

motivated and answer to the general principles of motivated cognition.

F210

**EXAMINING THE ROLE OF SELF-DISTANCING IN REDUCING THE NEGATIVE CONSEQUENCES OF STEREOTYPE THREAT**Adrienne N. Dougherty<sup>1</sup>, Ethan Kross<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup><sup>1</sup>*University of Michigan*

Receiving negative feedback on one's performance, particularly in domains in which one's group is negatively stereotyped (e.g., women in math and science), can be detrimental to performance and motivation in the domain. This experiment tested the hypothesis that adopting a self-distanced perspective can improve performance and motivational outcomes resulting from negative feedback. 201 female participants were instructed to take either a self-distanced ("fly on the wall") or self-immersed perspective after receiving negative feedback on their quantitative capacity. Following the negative feedback, participants were randomly assigned to stereotype threat (evaluative math exam) or reduced threat (working memory exam) conditions, and then completed a math exam. Women who self-distanced showed increased performance and attempted more problems on the subsequent math exam compared to those who self-immersed in their negative feedback, regardless of level of threat. Thus, adopting a self-distanced perspective may increase motivation and performance even when stereotype threat is lessened.

**Organizational Behavior**

F211

**RELATIONSHIP VALUE IN SUPERIOR-SUBORDINATE RELATIONSHIPS PROMOTES PRO-RELATIONSHIP BEHAVIORS FOLLOWING TRUST-DAMAGING EVENTS**Kazuho Yamaura<sup>1</sup>, Yohsuke Ohtsubo<sup>2</sup><sup>1</sup>*Ritsumeikan University*, <sup>2</sup>*Kobe University*

Mutual trust in superior-subordinate relationships is an important determinant of organizational successes. However, how damaged trust in such relationships can be resorted is not well known. Yamaura (2013) reported that perpetrators' pro-relationship behaviors were effective in inducing forgiveness and (re)building trust. Based on an evolutionary model of reconciliation (i.e., the valuable relationships hypothesis), we predicted that relationship value of the partner would facilitate pro-relationship behaviors following a trust-damaging event. To test this prediction, an internet-based survey involving 167 superiors and 183 subordinates from various companies was conducted. Respondents recalled one of their actual trust-damaging events and answered several questions regarding the event. A pre-event trust (high vs. low) × relationship value (high vs. low) × position (superior vs. subordinate) ANOVA revealed the significant main effect of relationship value, which was qualified by significant interaction with pre-event trust. Relationship value facilitated pro-relationship behaviors especially in high trust relationships.

F212

**EMPLOYEE REGULATORY FOCUS AND OBJECTIVES IN THE WORKPLACE**Yuki Sato<sup>1</sup>, Tasuku Igarashi<sup>1</sup><sup>1</sup>*Nagoya University*

Previous studies have suggested that employee regulatory focus would affect social exchange in workplaces. This study examined the effects of workplace objectives on employee regulatory focus. We hypothesized that promotive objects (i.e., focusing on employee achievements or obtaining benefits) enhance the employee promotion focus, whereas preventive objects (i.e., focusing on employee obligations, or avoiding costs and risks) enhance the employee prevention focus, especially under an organizational

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climate motivating employees toward their work objectives. A total of 120 Japanese employees (including 49 females) were administered a questionnaire that assessed their regulatory focus, pay-for-performance organizational climates, and four levels of work objectives. Two independent coders then classified each objective into either the promotion or the prevention category. As predicted, promotion-focused employees reported more promotive objectives, whereas prevention-focused employees reported more preventive objectives, only under the strong pay-for-performance organizational climate. The importance of workplace objectives under strong incentives is discussed.

**F213**

**EXPLORING THE DIFFERENTIAL EFFECTS OF WORK ENVIRONMENT CHARACTERISTICS AND SUB-FORMS OF ORGANIZATIONAL COMMITMENT ON ATTITUDINAL AND BEHAVIORAL OUTCOMES: A TWO-WAVE STUDY WITHIN THE MILITARY**

Martin B. Yelle<sup>1</sup>, Martin Lauzier<sup>2</sup>

<sup>1</sup>Department of National Defence, <sup>2</sup>University of Quebec at Outaouais

Previous research has demonstrated that organizational commitment, which is associated with attitudinal (e.g., job satisfaction) and behavioural (e.g., intention to stay) outcomes, is an important outcome of perceived organizational support. Recent studies have shown that one dimension, continuous commitment (i.e., high sacrifice and lack of alternatives), of the organizational commitment model, is multidimensional. The goal of this study was to examine the relationship of contextual factors (i.e., perceived organizational support) with organizational commitment and attitudinal and behavioural outcomes. Analyses were conducted on two administrations of the Canadian Armed Forces Your Say Survey (N1=1,031; N2=1,285). Results revealed various contextual factors were positively related to affective commitment and negatively associated to lack of alternatives. While affective commitment was positively related to attitudinal and behavioural outcomes, lack of alternatives was negatively related to these outcomes. These results further support the multidimensional nature of the continuous commitment dimension with implications for measuring organizational commitment.

**F214**

**THE INFLUENCE OF PHYSICAL AND ELECTRONIC PRESENCE ON PERFORMANCE AND PSYCHOLOGY**

Kristina Howansky<sup>1</sup>, John Aiello<sup>1</sup>

<sup>1</sup>Rutgers University

Social facilitation, the theory that social presence affects performance, is one of the oldest theories in social psychology. Throughout decades of research, social presence has typically been viewed as a dichotomous variable that affects task performance. This study investigates the differences in performance and psychological factors elicited by varying degrees of presence. Using data collected from 68 participants, we compare the influence of a non-competitive passive presence and evaluative electronic performance monitoring system (EPM) on simple and complex task performance. These participants reported feeling significantly more distracted, nervous, and stressed while completing the simple task and more anxious, uptight, and distressed while completing the complex task. Students in the EPM condition reported significantly higher levels of attentiveness during both tasks. This data suggests that social presence is more complicated than previously assumed and should be examined further.

**F215**

**STRAIN-BASED WORK-FAMILY CONFLICT: EXAMINING THE RELATIVE CONTRIBUTION OF EXHAUSTION AND NEGATIVE AFFECT IN THE ASSOCIATION BETWEEN WORK DEMANDS AND HOME BEHAVIORS**

Julia E. Brinton<sup>1</sup>, Lara Kammrath<sup>1</sup>

<sup>1</sup>Wake Forest University

The present study explored the underlying mechanisms that explain work-family conflict (WFC). Much of existing research is focused on strain-based WFC. Specifically, extant literature emphasizes either an exhaustion-based strain mechanism, using the theory of resource drain (ten Brummelhuis & Bakker, 2012) or a negative affect-based strain mechanism, using the theory of mood spillover (van Emmerik & Jawahar, 2006), or some combination of the two. The present study is the first to investigate the relative contribution of negative affect and exhaustion simultaneously in the work-family conflict process. Results show that negative affect is a stronger linking mechanism than exhaustion. Future studies will continue to examine the role of negative affect and moderators of WFC.

**F216**

**HOW LOW-POWER VICTIMS GAIN COMPLIANCE AT THE WORKPLACE: WITHHOLDING FORGIVENESS LEADS TO TRANSGRESSORS' COMPLIANCE**

Xue Zheng<sup>1</sup>, Marius van Dijke<sup>1</sup>, Jayanth Narayanan<sup>2</sup>, David De Cremer<sup>3</sup>

<sup>1</sup>Erasmus University, <sup>2</sup>National University of Singapore, <sup>3</sup>University of Cambridge

Forgiveness is beneficial to employees' psychological and physical well-being. Yet, research has neglected to address the effectiveness of forgiveness in changing transgressors. Our research examines how relative power of victims and transgressors moderates the effectiveness of forgiveness in promoting transgressors' compliance behaviors. We argue that victims' unforgiveness (relative to forgiveness) stimulates compliance from transgressors, but only when victims have low power relative to transgressors; this is because low-power victims' unexpected unforgiveness elicits fear from transgressors. However, because people are always fearful of high-power actors, victims with high power can always expect high levels of compliance from transgressors, regardless of whether they forgive or not. An organizational field study and three laboratory experiments support this prediction. These studies are the first to reveal the limited value of forgiveness for low-power victims in a hierarchical context - ironically, a context in which offering forgiveness is often expected from low-power victims.

**F217**

**IDEA AND KNOWLEDGE SHARING: THE ROLE OF REJECTION EXPECTATIONS AND EMOTION REGULATION**

Alexander O'Connor<sup>1</sup>, Satoshi Akutsu<sup>1</sup>, Fumiaki Katsumura<sup>1</sup>

<sup>1</sup>Hitotsubashi University - ICS

We examined individual differences in idea/knowledge sharing while in groups. We first developed a measure of social rejection expectations when sharing ideas. The results of four studies show that expecting rejection when sharing ideas is distinct from related constructs, such as general rejection sensitivity, personality factors, and collaboration experience. This construct also predicted self-reports of workplace idea sharing and behavioral measures of idea sharing in a laboratory setting. Individuals high in idea sharing rejection expectations also displayed a distinct emotion regulation profile when faced with fear and anxiety in idea sharing scenarios. Specifically, they reported relying relatively more on expressive suppression and less on problem-solving strategies. In two experimental studies, participants were trained to rely less on expressive suppression and more on problem-solving strategies. When participants high in idea sharing rejection expectations received this dual training, they shared ideas at rates similar to other participants.

F218

**THE WRITING'S ON THE WALL: GENDER DIFFERENCES IN ONLINE DISPLAYS OF COUNTERPRODUCTIVE WORK BEHAVIOR AND STRESS**Sophie E. Jané<sup>1</sup>, Sarah Carlton<sup>1</sup>, Eugene Kim<sup>1</sup>, Christopher Warren<sup>1</sup>  
<sup>1</sup>*California State University at Long Beach*

Counterproductive Work Behaviors (CWBs) are harmful to both employees and organizations. While CWB research typically utilizes traditional self-report measures, the current study aimed to investigate CWBs by analyzing observational data from the coded social networking posts of 185 individuals. It was hypothesized and found that reports of workplace stress correlated positively with reports of CWBs ( $r = .48, p < .001$ ) and on average, men reported more CWBs ( $M = 1.91, SD = 2.21$ ) than women ( $M = .98, SD = 1.53$ ). Unexpectedly, while organizational stress was significantly correlated with organizational CWBs, interpersonal stress correlated significantly with both interpersonal and organizational CWBs. Further, the hypothesis that CWBs would be more strongly correlated with organizational injustice for men, and role stressors for women, was not supported. The validity of assessing CWBs online and the strengths and limitations of social networking websites as a research tool are discussed.

F219

**WHO THINKS OF TIME AS MONEY? SOCIAL CLASS AND BELIEFS ABOUT TIME**Peter R. Belmi<sup>1</sup>, Jeffrey Pfeffer<sup>2</sup><sup>1</sup>*Stanford Graduate School of Business*, <sup>2</sup>*Stanford University*

We find that upper class individuals have a greater propensity to conceptualize time as an economic resource – a scarce commodity that should be used as efficiently as possible and invested primarily in activities that have an economic return. Further, we find that because of their proclivity to conceptualize time in this way, upper class individuals are less likely to volunteer, and less likely to socialize with people who are not seen as being useful to them. We also report evidence that their proclivity to see time in a resource-like way comes in part from feeling more constrained about time. These findings suggest that because of their resource-like view of time, upper-class individuals are more likely to use their time in ways that reproduce advantage.

F220

**SOCIAL STATUS STABILITY AND STEROIDS: A SOCIAL NEUROENDOCRINOLOGY PERSPECTIVE**Samuele Zilioli<sup>1</sup>, Neil Watson<sup>1</sup><sup>1</sup>*Simon Fraser University*

Although many studies in humans have looked at how socioeconomic position impacts physiology, only a handful of studies have looked at this link in stable vs. unstable social hierarchies, with virtually no research on endocrine functioning. This talk presents data from a controlled-laboratory experiment showing how status stability, manipulated via repeated competitions, modulates testosterone and cortisol secretion in a sample of young healthy men. While acute testosterone reactivity, a proxy for status seeking motivation, was higher in those people assigned to the unstable condition, cortisol reactivity did not differ between the two groups. However, in the stable condition, changes in cortisol strongly correlated with indicators of prenatal testosterone exposure, suggesting that the effects of social status dynamics on endocrine secretion are moderated by stable individual differences. Knowing how endocrine systems jointly respond to changes in dominance relationships may contribute to improve our understanding of individual variation in hormone-mediated behaviors.

F221

**AUTHENTIC LEADERS: ARE THEY ANY MORE ETHICAL?**Cailin Starnski<sup>1</sup>, Evelina Rog<sup>1</sup>, Leanne S.M. Son Hing<sup>1</sup><sup>1</sup>*University of Guelph*

Due to scandals of misconduct, employees' mistrust in leaders is dire problem. However, it may be easier to place trust in "authentic leaders" (Avolio & Gardner, 2005) who are theorized to: have self-insight, be transparent, and be ethical. We studied 188 managers and their 75 subordinates. Online surveys examined managers' ratings of their authentic leadership and subordinates' perceptions of their managers' leadership. As expected, more authentic leaders subscribed to more self-transcendent values (i.e., benevolence and universalism) and less to self-enhancement values (i.e., power and achievement). Subordinates' ratings of their managers' authentic leadership predicted how ethical they perceived their managers' behavior but not the managers' ethical values. Managers' and subordinates' ratings of authentic leadership were only weakly correlated. Some managers self-rated their authentic leadership higher than followers did but not others. This raises the question of how insightful managers are of their authenticity and how transparent it is to others.

F222

**MANAGING FAIRNESS CONCERNS IN RESOURCE ALLOCATION DECISIONS: THE CASE FOR TRANSPARENCY**Jared Nai<sup>1</sup>, Jayanth Narayanan<sup>1</sup>, Reddi Kotha<sup>2</sup>, Phanish Puranam<sup>3</sup><sup>1</sup>*National University of Singapore*, <sup>2</sup>*Singapore Management University*, <sup>3</sup>*INSEAD*

Organizations keep allocations to peers secret to manage fairness concerns. We propose that secrecy can be self-defeating because people inflate expectations in the mere presence of a peer despite ignorance of allocations to peers. We develop the Paired Ultimatum Game (PUG) that has a peer responder engaging the offerer simultaneously in an ultimatum game (UG) and test our predictions in a series of experiments. In experiment 1, responders in PUG reported higher minimum acceptable offers than in UG. In experiments 2a and 2b, we show that this effect is attributable to inequity aversion with respect to the peer. In experiment 3, this effect is weakened under conditions of transparency of offers to peers. In experiment 4, we also find that transparency increases acceptance rates of low but equitable offers. These results suggest that transparency may be better than secrecy for managing fairness concerns in organizations.

F223

**YOUR COST OR MY BENEFIT?: CONCESSION FRAMES IN DISTRIBUTIVE NEGOTIATIONS**NAZLI TURAN<sup>1</sup>, Rosalind M. Chow<sup>2</sup>, Laurie R. Weingart<sup>2</sup><sup>1</sup>*Catolica-Lisbon School of Business and Economics*, <sup>2</sup>*Carnegie Mellon University*

Reaching agreement in distributive negotiations often requires making concessions, in which we incur some cost to provide a benefit to the other party. Although these two aspects, conceiver-cost and receiver-benefit, coexist in any concession, past work has not disentangled the potentially differential effects of concessions framed as conceiver-cost versus receiver-benefit on negotiation processes and outcomes. Across a series of four studies, we find that receivers of concessions that emphasize conceiver-cost obtain higher economic outcomes, but experience lower subjective outcomes, compared to receivers of concessions that emphasize benefit. These effects are driven by receivers' skepticism towards the conceiver-cost frame and subsequent perceptions that conceders emphasizing cost are more misleading, leading them to make lower counteroffers compared to receivers of concessions that emphasize benefit.

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**PSYCHOLOGICAL CORRELATES OF YEARS SPENT WORKING IN NON-TENURE-TRACK FACULTY POSITIONS**Gretchen Reevy<sup>1</sup>, Grace Deason<sup>2</sup><sup>1</sup>California State University at East Bay, <sup>2</sup>University of Wisconsin at La Crosse

Nationwide, 70% of faculty in higher education are employed in non-tenure track (NTT) positions. Very little research has investigated the effects of working in temporary academic positions for extended periods of time. This study surveyed 199 NTT faculty from across the United States. Years spent teaching (average = 11 years) was correlated negatively with commitment to one's university and with perceived stressors at work, and positively with perceiving harm at work. The first two correlations remained while statistically controlling for age. Years spent teaching was uncorrelated with depression, anxiety, or stress reactions. These results may suggest that, over the years that NTT faculty work, they may continue to make observations about the workplace, including noticing harm that occurs to themselves and others. However, with time, NTT faculty may tend to disconnect emotionally from their workplace(s). Qualitative data partially support these interpretations.

F225

**SOCIAL SUPPORT AND WORK-FAMILY CONFLICT: THE MEDIATING ROLE OF NEED SATISFACTION**Sarah Bourdeau<sup>1</sup>, Nathalie Houffort<sup>1</sup><sup>1</sup>University of Quebec in Montreal

Social support has been repeatedly associated with a better work-life balance (Kossek et al., 2011). However, few studies have concomitantly examined different sources of support (colleagues, supervisor and romantic partner), and fewer studies have examined the underlying mechanism of this relationship. Two cross-sectional studies (n = 100; n = 222) tested the mediating role of need satisfaction (autonomy, relatedness and competence; Deci & Ryan, 2000) in the relationship between social support and work-life conflict among workers. Results supported the mediation model (study 1:  $X^2 = 16.14$ ;  $df = 10$ ;  $p > .05$ ;  $CFI = .97$ ,  $RMSEA = .07$ ; study 2:  $X^2 = 37.24$ ;  $df = 15$ ;  $p < .05$ ;  $CFI = .97$ ,  $RMSEA = .07$ ). Colleagues', supervisor's and romantic partner's support were positively related to need satisfaction at work; partner's support was also positively related to need satisfaction at home. In turn, both need satisfaction negatively predicted work-family and family-work conflict. Results are discussed in light of motivational theory.

F226

**DISTINCTION BETWEEN PASSION FOR WORK AND WORKAHOLISM AND THEIR RELATIONSHIP WITH WORK-FAMILY CONFLICT AND WORK-FAMILY ENRICHMENT**Caroline Leduc<sup>1</sup>, Nathalie Houffort<sup>1</sup><sup>1</sup>Université du Québec à Montréal

Since the concept of passion for work was introduced (Vallerand & Houffort, 2003), questions regarding its distinction from workaholism were raised but few studies examined their dualistic nature (Bonebright, et al., 2000). In a cross-sectional study (N = 115) among workers we investigated the distinctions and similarities between the concepts of passion (harmonious [HP] vs obsessive [OP]) and workaholism (enthusiastic [EW] vs non-enthusiastic [NW]), as well as their relationship with work-family and family-work conflict (WFC vs FWC) and enrichment (WFE vs FWE). A CFA confirmed the empirical distinction between HP, OP, EW and NW. Results also revealed that HP and OP are respectively negatively and positively related to WFC and FWC, while positively and negatively related to WFE and FWE, respectively. EW was positively related to WFC and FWC. No significant relationship was found between NW and any of the dependent variables ( $X^2 = 11.84$ ;  $df = 7$ ;  $p = 106$ ;  $CFI = .99$ ;  $RMSEA = .07$ ).

F227

**NEWCOMER'S PROACTIVE PERSONALITY AND RELATIONSHIP QUALITY WITH INSIDERS: THE MEDIATING ROLE OF GOAL ORIENTATION**Takuto Shishido<sup>1</sup><sup>1</sup>Musashino University

Socialization researchers have insisted that newcomer's proactivity improves his/her relationship with insiders. The goal of this study is to investigate the mediation effect of newcomer's goal orientation on the relationship between the newcomer's proactive personality and relationship quality with insiders. Data was collected from 33 new members of a university club. Results of the bootstrapping approach showed that the task goal orientation (goal orientation to develop ability) of new members significantly mediated the relationship between their proactive personality and relationship quality with the existing members, but the approach goal orientation (goal orientation to demonstrate ability) and avoid goal orientation (goal orientation to avoid the demonstration of lack of ability) did not mediate the relationship. It was concluded that newcomer's proactive personality increased his/her task goal orientation, which in turn improved the quality of relationship with insiders.

F228

**AN EMPIRICAL STUDY OF THE HETEROGENEITY OF KNOWLEDGE WORK TEAMS, INTERACTIVE MEMORY SYSTEM AND TEAM PERFORMANCE**Liu Hui<sup>1</sup><sup>1</sup>School

This paper aims to investigate the effect of team heterogeneity and interactive memory system for knowledge work team performance. First, we designed the relational model and proposed underlying assumptions; then though investigating 73 teams about 310 questionnaires, we used correlation analysis and regression analysis to verify the underlying assumptions. Conclusions are as follows: 1. there's a significant correlation between team heterogeneity and performance; social class heterogeneity and values diversity are negatively correlated with team performance; Information heterogeneity and team performance positively correlated. 2. Team Heterogeneity was significantly associated with mediating variables; social class heterogeneity, the heterogeneity of values and mediating variables were significant negative correlations; Information Heterogeneity and mediating variables significantly correlated. 3. the interactive memory system and its' three dimensions are significantly and positively associated with team performance. 4. IMS plays an intermediary role completely between team heterogeneity and performance.

F229

**A FACE FIT FOR POWER? RELINQUISHING POWER PREFERENCES FOR TARGETS HIGH IN FACIAL DOMINANCE**Nathaniel J. Ratcliff<sup>1</sup>, Theresa K. Vecio<sup>1</sup><sup>1</sup>Pennsylvania State University

Previously, research finds that facial dominance cues can predict successful leadership (Rule & Ambady, 2008). The current work tested the hypothesis that leaders, who perform poorly, will be more likely to relinquish power to others with highly dominant facial features. Using an online competition paradigm, participants were made to believe they were a leader of four co-workers who were manipulated (within-participants) to have high or low dominant faces. Co-worker facial dominance was manipulated using computerized faces (Study 1) and actual faces standardized on perceived dominance (Study 2). Upon receiving performance feedback (good/poor), participants indicated how much power they would relinquish to each co-worker. Across both studies, results revealed that participants were more likely to relinquish power to targets with highly dominant faces (vs. low) when performing poorly as a leader ( $ps < .002$ ). The current findings provide novel



evidence that facial dominance cues can influence to whom power is relinquished.

**F230**  
**WHICH FEEDBACK IS MORE NEGATIVE: BEING AS AN OBSERVER OR A PERCEIVER?**

Jiaqing Sun<sup>1</sup>

<sup>1</sup>*Renmin University of China*

Every employee could receive negative feedbacks from his leader, and observed his peers were judged negatively by superiors. But which experience would affect more severely on their attitude towards the work? In the current study, we used quasi-experimental method to test the hypothesis that observed negative feedback from the leader towards colleagues will be more negative than received by themselves on the employee's work attitudes, and the attribution of leader's motivation of hurting the employees will mediate this relationship. We randomly distributed 106 participants into observer condition and perceiver condition, in which we asked them to write down a story they experience in this year that his colleagues/themselves received negative feedback from immediate leader. After that, work satisfaction, affect commitment, turnover intention and attribution of the leaders' motivation were obtained by questionnaire. The mediated effect was demonstrated which revealed that openly condemn subordinate would get worse results than in private.

**F231**  
**INTRINSIC MOTIVATION AND FLOW**

Kristy M. Kay<sup>1</sup>, Michael A. Moses<sup>2</sup>, Lea Williams<sup>3</sup>, Dallen Hansen<sup>3</sup>, Dr. Linda Shanock<sup>3</sup>, Dr. Eric Heggstad<sup>3</sup>

<sup>1</sup>*California State University San Marcos*, <sup>2</sup>*Purdue University*, <sup>3</sup>*University of North Carolina at Charlotte*

The current study investigated a potential relationship between need for achievement, intrinsic motivation experienced during the study, and flow. Engaging in flow is a state in which high-perceived skill matches high-perceived challenge. Flow has been shown to improve productivity, thus the authors aspired to identify factors that may encourage flow. The authors hypothesized a possible connection between a trait (need for achievement) and flow, and between a state (intrinsic motivation) and flow. The sample included 117 undergraduate Psychology students at a large Southeastern university who completed an online survey. The data were analyzed using a multiple regression. The results showed that intrinsic motivation was positively and significantly predictive of flow ( $p < .01$ ), and need for achievement was not significantly predictive of flow. Intrinsically motivating tasks will be more likely to increase flow, and thus productivity; organizations should prioritize intrinsic motivation when creating tasks for employees in order to encourage flow.

**F232**  
**WORK PERFORMANCE AND WELL-BEING: THE ROLE OF ENACTED EXTRAVERSION IN ORGANIZATIONAL LIVES**

Sanna Balsari-Palsule<sup>1</sup>, Dr. Brian Little<sup>1</sup>

<sup>1</sup>*University of Cambridge*

Recent research in personality has shown that individuals regularly enact extraversion in daily life (Fleeson, Malanos & Achille, 2002). This has shown to have positive benefits for both introverts and extraverts (Zelenski, Santoro & Whelan, 2011). However, little research has examined the role of enacted extraversion in the workplace. Drawing on the social-ecological framework of personality (Little, 1989), we conducted a study of 300 employees to examine the benefits and costs of enacted extraversion on performance and well-being. Results showed that introverts acting extraverted experienced greater job stress and emotional exhaustion, but achieved higher overall ratings of performance than extraverts. However, dispositional extraverts were more likely to be promoted and achieved higher ratings of potential. Results also showed that

introverts and extraverts were happier when acting extraverted, supporting previous findings. This study provides novel insights on personality that have widespread implications for improving employee performance and well-being.

**F233**  
**GRADUATE STUDENTS AND THEIR SUPERVISORS SHARE SIMILAR PERSONALITY CHARACTERISTICS**

Christopher Zou<sup>1</sup>, Julia K. H. Tsui<sup>1</sup>, Jordan B. Peterson<sup>1</sup>

<sup>1</sup>*University of Toronto*

1,283 graduate students were recruited from Canada and the United States and were asked to fill out a personality inventory for themselves and their supervisor. Self-reported personality scores of students and informant scores of their supervisors were correlated. Results suggest that supervisors and their graduate students share similar personality characteristics. In particular, Neuroticism and the Openness dimension correlated the strongest between graduate students and their supervisors ( $r=.22$ ,  $p<.001$ , and  $r=.22$ ,  $p<.001$ , respectively). We also computed incompatibility scores by taking the difference in student's personality and their supervisor's personality scores. Incompatibility in agreeableness scores had a negative impact on student's journal publications ( $r=.06$ ,  $p=.05$ ). Incompatibility in extraversion, agreeableness, and openness had a negative impact on student's relationship with their supervisors ( $r=.17$ ,  $p<.001$ ,  $r=.46$ ,  $p<.001$ , and  $r=.18$ ,  $p<.001$ , respectively). Results provide some insight into what supervisors and potential graduate students should look for during the selection process for graduate supervisors and students.

**Prosocial Behavior**

**F234**  
**PLAYING VIDEO GAMES IN A TEAM INCREASES COOPERATION AND EMPATHY**

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Previous research has shown that playing single-player violent (relative to neutral) video games is associated with decreased cooperation and empathy. However, video game play may not inevitably reduce prosocial outcomes. Three studies addressed whether playing video games cooperatively in a team would increase cooperation and empathy. Studies 1 and 2 showed that cooperative team-play ameliorates the negative effects of violent video game play on cooperation empathy. Both participants who had played a violent video game cooperatively in a team and participants who had played a neutral video game on their own were more cooperative toward a new partner a decision dilemma task and reported more empathy than participants who had played a violent video game on their own. Study 3 showed that cooperative team-play does not only ameliorate negative effects of violent video games, but may also foster cooperation.

**F235**  
**WHEN CLASS MATTERS: INTER-CLASS INTERACTIONS AND PROSOCIAL BEHAVIOR IN A COMPETITIVE SITUATION**

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<sup>1</sup>*University of Waterloo*

Recent research demonstrates that the culture of social class gives rise to different socio-cognitive tendencies (e.g., working class is more prosocial than middle class). While past research has started to explore differences in social class, little is known with regards to the influence of interpersonal situation on the expression of these differences. To fill this void, we explored inter- and intra-class interactions in a competitive negotiation setting. Participants were randomly assigned to read about an upper or lower class negotiation partner, and then took part in a simulated bargaining wherein they distributed a limited resource between themselves and their partner. Results yielded a participant's social class X partner's

social class interaction, suggesting that lower-class individuals were more prosocial and equitable against lower-, but not higher-class partners. Higher-class individuals did not differ in prosociality across partner's social class. Results suggest that context matters for understanding the psychological effects of social class.

F236

### "SENDING ONESELF ON A GUILT TRIP": HOW GUILT-SHAME-PRONENESS, MORAL AFFECT AND AUDIENCE EFFECT RELATE TO HELPING BEHAVIOR

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<sup>1</sup>*University of Nottingham*

In the present study the act of providing help to a charity and to a female experimenter was examined in terms of participants' levels of guilt-shame-proneness, experienced self-conscious emotions and the audience effect. Individual differences in politeness, personality traits, religiosity and sexual orientation were also considered. Guilt and shame experienced after first helping opportunity were hypothesized to have a positive/negative effect, respectively, on the subsequent prosocial acts of individuals. Guilt-shame-proneness was assumed to moderate the effect of moral emotions on helping, with high propensity to guilt being related to consistency in helping behaviour. Present study used a 2 (audience/no audience) x 2 (earning for self/for charity) between-subject design. It was observed that not donating to charity triggered guilt/shame in participants and that they used subsequent helping opportunity to alleviate guilt. People high in guilt-proneness were more consistent with their behaviour than their counterparts, irrespectively of the audience effect.

F237

### PROUD TO COOPERATE: THE CONSIDERATION OF PRIDE PROMOTES COOPERATION IN A SOCIAL DILEMMA

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The choice between private or public transportation is an example of a social dilemma. Driving one's car is more comfortable for each individual, but using public transportation is more beneficial for the collective. Despite obvious collective benefits of cooperation, people often choose to maximize self-interest instead. We examine the role of pride in promoting cooperative behavior in a social dilemma. Pride is a social emotion that arises when an individual feels responsible for a socially valued outcome. We find that considering pride led to more cooperation compared to the consideration of joy or a control condition (Study 1) and compared to the consideration of enjoyment (Study 2). Furthermore, considering pride also increased positive reciprocity in a trust game (Study 3). We suggest that because pride is linked to pro-social behavior, considering pride activates the concept of pride which in turn makes related behavioral representations more accessible and thus increases cooperation.

F238

### "ME TOO:" HOW SHARED HISTORIES OF LOSS AFFECT THE RELATIONSHIP BETWEEN EMPATHIZER AND RECIPIENT OF EMPATHY

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<sup>1</sup>*University of California at Los Angeles*

People who lose a close relative often prefer empathy from others with similar losses, suggesting that those who have experienced a similar loss know how they feel (Hodges, Kiel, Kramer, Veach, & Villanueva, 2010). Yet previous research has shown that empathizers with histories similar to empathy recipients perform no better on empathic accuracy tasks than those without relevant similarities (Hodges, 2005). Using undergraduate participants who have experienced the death of an immediate family member, this research manipulates the participants' knowledge of the empathizers' loss status, so that participants are led to believe

(either correctly or incorrectly) that the empathizer has also lost a relative, has supported someone who lost a relative, or has no personal experience with this type of loss. Participants are expected to feel better understood by empathizers who they believe to have a shared history of loss, regardless of the empathizers' actual loss status.

F239

### AWE AND SUBJECTIVE WELL-BEING: THE MEDIATION EFFECT OF PROSOCIAL SPENDING

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In this study we examined the relationship between human subject well-being and prosocial expending, verified the causal chain of AWE-PROSOCIAL SPENDING-SWB. The conclusions are as follows. Firstly, the study showed that awe significantly positive predicted SWB and prosocial spending behaviour by measure; Secondly, under the condition of awe, subject's scores of SWB were significantly higher than happiness and neutral conditions; Thirdly, as participants' awe emotion were evoked, they had prosocial time spending (time sharing) and prosocial money spending (money sharing) more than happiness and neutral conditions. The results of this study can provide a new practical guidance in order to promote the well-being and prosocial behavior of people.

F240

### PROSOCIAL AND PSYCHOSOCIAL INFLUENCE OF SERVICE LEARNING PARTICIPATION

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Service learning has expanded classroom learning by providing students with opportunities for community service. Researchers have found service learning beneficial to students through improved attitudes towards academics and community service (Crone, 2013), tolerance of others (Morgan & Streb, 2001), and increased sense of efficacy in helping behaviors and social responsibility (Scales, Berkas, & Kielsmeier, 2000). A single study assessed the influence of service learning participation on the values, attitudes, prosocial and psychosocial outcomes in a sample of university students (N = 121). Participants completed/did not complete community service hours during a semester and at the end responded to survey items regarding affect, global citizenship identification, antecedents (e.g., global awareness), and outcomes (e.g., intergroup helping), service learning outcomes (e.g., emotional reward), and demographics. There were significant positive correlations between positive affect, service learning outcomes and global citizenship outcomes. Prosocial and psychosocial outcomes from service learning participation are highlighted and discussed.

F241

### EMPTY THANKS: VERBAL EXPRESSIONS OF GRATITUDE ARE NOT CORRELATED WITH RECIPROCITY

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<sup>1</sup>*University of Southern California*

Reactions to a favor depend in part on the perception of effort involved in that favor. However, the relationships among the perceived effort behind a favor, the effort required to repay a favor, and verbal expressions of gratitude are unclear. We compared expressions of gratitude after receiving an effortful or non-effortful favor. We measured: (1) whether participants verbally thanked the experimenter; (2) whether they agreed to help another person by taking a survey; and (3) whether they helped pick up objects (pens) that the experimenter dropped. Participants verbally thanked and helped the experimenter more often in the effortful condition, but verbal thanks did not predict the likelihood of helping. Participants in the effortful condition were willing to walk a greater distance to pick up the pens. The findings indicate that a recipient's effort to

reciprocate is related to the perceived effort of a favor and verbal thanking does not inherently predict helping.

**F242**  
**INCENTIVIZING PROENVIRONMENTAL BEHAVIOR IN THE RESIDENTIAL DOMAIN WHEN OTHERS FOOT THE BILL: A FIELD EXPERIMENTAL APPROACH**

Michel J.J. Handgraaf<sup>1</sup>, Ellin Ledé<sup>1</sup>  
<sup>1</sup>*Wageningen University*

Influencing behavior in the residential sector through non-monetary incentives offers the potential to deliver valuable greenhouse gas emissions reductions. An extensive field experiment in a student residence examined the effect of commitment and offering a non-contingent gift (a personalized gift or a gift to a charity on the individual's behalf) on energy conservation behavior. We also investigated spillover to non-targeted environmental behaviors and norms, attitudes, and knowledge. Both a personalized gift combined with signing a commitment and a gift to charity without commitment successfully influenced targeted behavior, although effects were explained by different mechanisms. Spillover was observed, but manipulations differentially affected behaviors in different domains. Extending past findings, we find that non-monetary approaches hold promise, although underlying mechanisms of interventions must first be understood to achieve desired outcomes. We outline future studies in this long-term field experimental project, set up in close collaboration with a chain of student hotels.

**F243**  
**CAN GRADUALLY REMOVING THE PROTECTION OF ONE'S RESOURCES STILL RESULT IN COOPERATION?**

Dennis L. Poepsel<sup>1</sup>, Woodrow Gardiner<sup>2</sup>, Yu Men<sup>2</sup>, Greg Scheetz<sup>2</sup>, Alyssa Billington<sup>2</sup>

<sup>1</sup>*Centenary College of Louisiana*, <sup>2</sup>*Truman State University*

Past work (Bagnoli & McKee, 1991; Cadsby & Maynes, 1999) suggests that refunds on investments into a public good can promote cooperation. However when the refund is removed, contributions decrease (Poepsel, Schroeder, Harris, & Liu, 2013). The current studies examined whether the refund can be successfully, gradually removed, and what motivates such investment decisions. Two experiments put participants into a public-good dilemma (Study 1) and an augmented prisoner's dilemma (Study 2). Across time, success of participant's efforts was manipulated, as was the amount of refund one could receive if provision failed (100%, 80%, or 0%). Results suggest that past failure and no chance for a refund leads to significantly less contributions than all other conditions (Study 1), and that the cautious continuation of contributions under moderate refund levels may be cooperatively motivated, while less contributions under no refund conditions may be due to fear of loss, not greed (Study 2).

**F244**  
**STICKING AROUND AND LOVING IT: PSYCHOLOGICAL FACTORS UNDERLYING VOLUNTEER ENGAGEMENT AND RETENTION**

Allison L. Williams<sup>1</sup>, Eugene Borgida<sup>1</sup>, David Andow<sup>1</sup>, Terrance Hurley<sup>1</sup>, Lesley Tylczak<sup>1</sup>

<sup>1</sup>*University of Minnesota*

Combating the threat of woodland invasive species requires early detection monitoring programs, which can be cost prohibitive because they are labor intensive. Using woodland owner volunteers can lower program labor costs, but understanding the psychological factors underlying their level and consistency of engagement is necessary to maximize the efficacy and efficiency of these efforts. Using the Common Intergroup Identity Model (e.g., Gaertner & Dovidio, 2000), we conducted experiments to render woodland owner identity and sense of community with other woodland owners salient as predictors of the level and consistency of weekly volunteer efforts during a 15-week program. Among volunteers

given feedback about other volunteers' efforts, attending an identity-enhancing initiation program significantly predicted volunteers' engagement and length of participation in the program, suggesting that enhancing identity and sense of community can improve volunteer behavior in this context and is worthy of further investigation.

**F245**  
**ACTIVIST EXPLANATIONS FOR SUCCESSFUL AND FAILED MARRIAGE EQUALITY CAMPAIGNS**

Deryn M. Dudley<sup>1</sup>  
<sup>1</sup>*Claremont Graduate University*

This qualitative exploration examined social movement persistence and explanations for the outcome of ballot measures among marriage equality activists. Volunteers (56% female and 44% male) on a successful (n=15) and unsuccessful (n=10) marriage equality campaign responded to questions via the phone pertaining to the causes and impact they perceived from their campaigns, and about their past and current participation. The phone responses were transcribed and the explanations for election outcomes were coded on dimensions derived from attribution theory. Successful versus unsuccessful campaign participants' descriptions of the campaign's impact differed as did their explanations for the election outcome. Consistent with theory and research on attributions, unsuccessful campaign participants were more likely to attribute the election outcome to external and uncontrollable causes whereas successful campaign participants attributed the election outcome to internal and controllable causes. These results suggest a potentially important role for causal attributions in understanding and encouraging social movement persistence.

**F247**  
**ESTABLISHING CONSTRUCT VALIDITY FOR A MEASURE OF DISPOSITIONAL HELPING PREFERENCES, LOOKING AT REGULATORY FOCUS, TIME PERSPECTIVE, AND ADULT ATTACHMENT**

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<sup>1</sup>*State University of New York at Geneseo*, <sup>2</sup>*University of Minnesota*

Nadler (2002) distinguishes between autonomy-oriented help, which provides resources for recipients to solve their problems by themselves, and dependency-oriented help, which directly solves their problems for them. Building from extant theory, we created a scale that taps people's dispositional preferences towards providing autonomy-oriented and/or dependency-oriented help. To establish construct validity, 486 participants completed this new helping scale, as well as various measures of dispositional goal orientation, i.e., regulatory focus (Higgins et al., 2001), time perspective (Zimbardo & Boyd, 1999), and adult attachment (Simpson, Rholes, & Phillips, 1996). The poster will provide full details, but we generally found the expected pattern of correlations, with 1) individuals high in promotion focus (but not prevention focus) endorsing both autonomy-oriented and dependency-oriented help, 2) individuals with a future-focused (but not present-focused) time perspective endorsing autonomy-oriented help, and 3) individuals high in attachment avoidance (but not anxiety) being against the concept of helping entirely.

**F248**  
**PROSOCIAL ATTITUDE TOWARD HIGH AND LOW WARMTH OUTGROUPS IN DIFFERENT ECONOMIC WEATHER**

Rachel Hu<sup>1</sup>, Susan Fiske<sup>1</sup>  
<sup>1</sup>*Princeton University*

The Stereotype Content Model (SCM) hypothesizes attitudinal differences toward outgroups with varying degrees of perceived sociability (warmth). Through three studies, we seek to investigate whether these differences are preserved consistently with varying economic weather. Subjects were primed through sentence

unscrambling tasks (Study 1 & 2) and business news reading (Study 3) to consider scenarios of economic uncertainty and certainty, before indicating their donations and attitude toward charity organizations for a high warmth group (disabled people) vs. a low warmth group (drug addicts). Study 1 & 2 found subjects were much more willing to make hypothetical donations of money and time to the high warmth group across all economic scenarios, while Study 3 added behavior trials and found these patterns replicated. Subjects also manifested greater concern for and higher capacity to mentalize about the high warmth group across all studies. In addition, they perceived greater social distance between themselves and the low warmth group (Study 2 & 3), and saw the latter as less deserving of assistance regardless of economic conditions (Study 3).

F249

**DEEMED ALTRUISTIC: THAT DEPENDS ON WHO HELPS WHOM!**Melissa Sue John<sup>1</sup><sup>1</sup>*Worcester Polytechnic Institute*

The present study investigated the perceptions of an actor's motives and character helping Black male, Black female, White male, and White female targets. Main effects of target race, target gender, participants' race and gender were found. Participants rated the actor more positively on motives (e.g., duty, feels good, likes to help) and character (e.g., kind, just, helpful) when helping a Black man and Black woman compared to helping a White man and White woman. A three-way interaction of participant race, participant gender, and target characteristics showed that minority men rated actor helping White men the lowest, while minority women rated actor helping Black women the highest on motives. In contrast, White women rated actor helping Black men the highest and White men rated the actor helping White women the lowest on motives. Theoretical and practical implications are considered.

F250

**VERIFYING VICTIMHOOD: THE IMPACT OF USURPING THE VICTIM ROLE**Jerome Lewis<sup>1</sup>, James C. Hamilton<sup>1</sup>, J. D. Elmore<sup>1</sup><sup>1</sup>*The University of Alabama*

Individuals claiming the victim role typically accrue benefits from others in the form of social, emotional, and/or monetary support. However, some individuals are constant complainers or exaggerators who may appear to be exploiting the victim role. These individuals, who seemingly free-ride the victim role, may elicit negative reactions. Participants watched one of four videos in which the alleged victim experienced 4 or 8 instances of victimization which were mild or severe. Preliminary results indicate that severity and number of encounters differentially impacted perceptions of the victim. Participants were most avoidant and least generous when the target cited numerous mild victimizations, but the severity of the victimization experiences had no effect when the target reported few victimization experiences. Participants had greater approach-oriented feelings towards a legitimate victim the more instances of victimization they cited, but were less approach-oriented towards an illegitimate victim the more instances of victimization they cited.

F251

**GREAT(FUL) EXPECTATIONS: DYADIC ASSOCIATIONS BETWEEN GRATITUDE AND WELL-BEING AMONG SEXUAL MINORITIES DURING PREGNANCY**Onawa P. LaBelle<sup>1</sup>, Britney M. Wardecker<sup>1</sup>, William J. Chopik<sup>1</sup>, Amy C. Moors<sup>1</sup>, Robin S. Edelstein<sup>1</sup><sup>1</sup>*University of Michigan*

Bringing a child into the world is a long-term commitment for any couple; for sexual minorities, the commitment is combined with additional stressors related to minority group status. Gratitude has important positive implications for health and well-being, helps strengthen relationships, and reduces stress. The current research examines the implications of gratitude for psychological health and

well-being in eighteen pregnant women and their female partners expecting their first child ( $n = 36$ ). Data were analyzed using the Actor-Partner Interdependence Model. Our results point to the dyadic effects of gratitude, such that when an individual, regardless of pregnancy status, has a partner with more gratitude during the transition to parenthood, they experience less stress and depression, and greater relationship satisfaction. These findings suggest that gratitude is a critical factor for positive outcomes in non-traditional expectant parents.

F252

**CARING FOR YOU, CALMING FOR ME: ATTENDING TO THE FEELINGS OF THOSE IN NEED ATTENUATES DISTRESS AT THEIR PLIGHT**Michael J. Poulin<sup>1</sup>, Jennifer L. Valenti<sup>1</sup>, Anneke E.K. Buffone<sup>1</sup>, Shane S. DeLury<sup>1</sup>, Lauren M. Ministero<sup>1</sup><sup>1</sup>*University at Buffalo*

Recent models of the caregiving behavioral system suggest that paying attention to the feelings of a person in need may paradoxically attenuate distress in an observer. Three studies tested this prediction, examining attachment avoidance and perspective taking as variables relevant to attending to another's distress. In Study 1 ( $N = 38$ ) and across all three studies, avoidance predicted higher levels of distress in the absence of perspective taking but did not predict distress in the presence of perspective taking. In Study 2 ( $N = 113$ ), this pattern was revealed specifically in the presence of a felt security prime. In Study 3 ( $N = 200$ ), avoidance also predicted lower levels of helping in the absence of perspective taking but did not predict helping in the presence of perspective taking. Together, these studies support a model in which the caregiving system down-regulates distress in observers, potentially facilitating helping and improving caregiver well-being.

F253

**HAPPY TAXPAYERS: A LINK BETWEEN PAYING TAXES TO BENEFIT OTHERS AND WELL-BEING**Marina Drus<sup>1</sup>, Nyla Branscombe<sup>1</sup>, Lara B. Aknin<sup>2</sup>, Logan T Fancher<sup>1</sup><sup>1</sup>*University of Kansas*, <sup>2</sup>*Simon Fraser University*

The economics literature argues that garnering the most resources for oneself is critical for well-being. However, a growing body of research in social science suggests that giving either our time or money to benefit others is an effective way to increase well-being. In a sample of 130,000 people from 69 countries, respondents who agreed to an increase in taxes to prevent environmental pollution reported higher happiness, life satisfaction, and subjective health. In another sample of 18,000 people from 17 developed countries (Study 2), respondents who were willing to pay higher taxes to increase their country's foreign aid to poor countries reported higher well-being. Finally, in a sample of college undergraduates ( $N = 400$ ), those who indicated being conscious of the positive impact that paying income taxes has on society (Study 3) reported higher levels of happiness, life satisfaction, and subjective health. Experimental studies are needed to establish the causal direction.

F254

**SELFISH OR SELFLESS? ON THE SIGNAL VALUE OF EMOTION IN ALTRUISTIC BEHAVIOR**Emma Edelman Levine<sup>1</sup>, Alixandra Barasch<sup>1</sup>, Jonathan Z. Berman<sup>1</sup>, Deborah Small<sup>1</sup><sup>1</sup>*University of Pennsylvania*

Theories that reject the existence of altruism presume that emotional benefits serve as ulterior motives for doing good deeds. In response to this normative view, we examine the descriptive question of whether laypeople penalize emotional prosocial actors. Six studies find that emotion serves as a positive signal of moral character, despite the intrapsychic benefits associated with it. This is true when emotion motivates prosocial behavior and when emotion is a positive outcome of prosocial behavior (i.e., "warm glow"), because

people believe emotion provides a direct signal that the actor feels an authentic concern for others. Consequently, prosocial actors who are motivated by the expectation of emotional rewards are judged differently than prosocial actors who are motivated by other benefits, such as reputational or material rewards. These results suggest that authenticity of motives may be more important than selflessness for judgments of altruism.

**F255**  
**INCENTIVIZED PERSUADERS ARE LESS EFFECTIVE: EVIDENCE FROM FUNDRAISING EXPERIMENTS**

**Alixandra Barasch<sup>1</sup>, Jonathan Z. Berman<sup>1</sup>, Deborah A. Small<sup>1</sup>**  
<sup>1</sup>*University of Pennsylvania*

Studies on "crowding out" document that monetary incentives sometimes backfire – decreasing effort in prosocial tasks. In the present research, we show that incentives also affect the quality of prosocial behavior in a perverse way. In two fundraising experiments, we find that incentives impede individuals' ability to communicate genuine concern for a cause. As a result, incentivized individuals are less effective in persuading others to donate. That is, donors give less money to a cause when a persuader earned money as a function of donations they solicited than when there was no monetary incentive, even though donors are unaware of the presence of incentives. Thus, paying individuals to solicit donations may affect prosocial outcomes in ways not previously investigated: by crowding out individuals' authenticity of expression and thus their ability to gain support for a cause.

**F256**  
**ON BEING THE "TIPPING POINT": THRESHOLD INCENTIVES MOTIVATE BEHAVIOR**

**Lalin Anik<sup>1</sup>, Michael I. Norton<sup>2</sup>**  
<sup>1</sup>*Fuqua School of Business*, <sup>2</sup>*Harvard Business School*

We document a new intervention to motivate behavior: being a "tipping point" – the individual who causes group participation to reach some threshold, and as a result, generates a group incentive. We find that being the tipping point is more motivating than both group and individual incentives. In Study 1, people were more likely to get a blood screening when their behavior would "tip" the participation threshold and trigger a prosocial incentive (i.e. donation to charity). In Study 2, we find that being the tipping point is most effective in early stages of a project, when personal impact is highest. Finally, in Study 3 we demonstrate that providing tipping points can be demotivating for people who participate after the tipping point threshold has been reached. Results suggest that the effectiveness of tipping point interventions depends on how much people feel personally responsible for bringing about the group reward.

**F257**  
**WHY DO UPPER CLASS INDIVIDUALS DONATE LESS? : AN EXPERIMENTAL TEST MANIPULATING CLARITY OF A SUFFERER'S DISTRESS**

**Masataka Takebe<sup>1</sup>, Koji Murata<sup>1</sup>**  
<sup>1</sup>*Hitotsubashi University*

Recent work finds that upper class individuals are less empathically accurate when judging the emotions of other people. We examined the extent of this inaccuracy by assessing donations to a sufferer when distress is ambiguous versus when distress is clear. If upper class individuals are inaccurate but still responsive to the distress of others, then they should act compassionately when another's distress is obvious. We first manipulated social class perceptions, creating upper and lower class conditions. Participants then listened to a tape where an inpatient expressed distress either clearly or ambiguously. Results found that regardless of the clarity of distress, participants in the upper class condition intended to donate marginally significantly less than those in the lower class condition. However, there were no differences in empathic concern between

participants in the upper and lower class conditions. Reasons other than empathic concern may explain why upper class individuals donate less.

**F258**  
**DOES IT MAKE SENSE TO HELP?: PRACTICALITY VS. MORALITY CONCERNS IN HELPING AFTER NATURAL DISASTERS**

**Amanda L. Martens<sup>1</sup>, Katie M. Mosher<sup>1</sup>, Donald A. Saucier<sup>1</sup>**  
<sup>1</sup>*Kansas State University*

We explored perceptions of moral and practical concerns in the decisions to help after natural disasters. Accordingly, we measured American participants' attitudes toward helping shortly after two natural disasters occurred, a typhoon in the Philippines and a series of tornadoes in the Midwest. Surprisingly, perceptions of moral and practical concerns did not differ between the two disasters. However, consistent with our hypotheses, perceptions of practical and moral concerns were related to prejudicial and prosocial attitudes, and helping intentions. Those reporting the decision to help was driven more by practical concerns, reported higher levels of social dominance orientation, were lower in empathy, had less internal motivation to control prejudice, and subsequently, were less willing to help than did those reporting the decision was driven more by moral concerns. These results indicate the perceptions of practical and moral concerns are influential in the perceptions of and reactions to helping after natural disasters.

**F259**  
**HOW CAN YOU INSPIRE MORAL GOODNESS WITHOUT SOUNDING PREACHY? EMPHASIZE SIMILARITIES**

**Gordon Kraft-Todd<sup>1</sup>, David Rand<sup>1</sup>**  
<sup>1</sup>*Yale University*

How can individuals be inspiring moral exemplars without incurring derogation for sounding holier-than-thou (Monin 2012)? We explore the impact of moral role model similarity on perceptions of the moral role model using vignettes on Amazon's Mechanical Turk. We find that when subjects receive a dissimilarity prime, they unfavorably rate a moral role model who espouses a controversial moral belief ("meat-eating is bad"). Consistent with work on do-gooder derogation, we find that these unfavorable ratings covary with perceived moral reproach. We also find that when subjects receive a similarity prime, they feel more elevation. Interestingly, we find that when it is uncontroversial, intensity of the moral act (low: "help senior move groceries" or high: "save woman from drowning") does not affect derogation regardless of dis/similarity prime. This research contributes to the literature on how to spread prosocial behavior by suggesting that people interested in changing norms emphasize similarities to their audience.

## Self-Regulation

**F260**  
**TO EAT OR NOT TO EAT: VISUAL PERCEPTION OF DISTANCE PREDICTS EATING BEHAVIOR**

**Dario Krpan<sup>1</sup>, Simone Schnall<sup>1</sup>**  
<sup>1</sup>*University of Cambridge*

Previous research has suggested that visual perception of distance is functionally related to behavior. Drawing on this assumption, we investigated whether perceived distance between a person and a bowl of candies predicts the number of candies subsequently eaten by that person. Based on the reflective versus impulsive model of human behavior (Strack & Deutsch, 2004), we hypothesized that distance perception should predict eating behavior when the impulsive system is dominant over the reflective system, and behavior is guided by perception rather than by rational thinking. Across three experiments, participants who perceived a bowl of candies as farther ate more than those who perceived it as closer, but only if they were low in trait self-control (Experiment 1) or ego-depleted (Experiments 2 and 3) and thus relied on the impulsive

system when eating. Overall, these findings are the first to demonstrate that visual perception indeed predicts behavior.

**F261**  
**MENTALLY ATTAINING DESIRED FUTURES VIA POSITIVE FANTASIES**

John Sciarappo<sup>1</sup>, Gabriele Oettingen<sup>2</sup>, Peter M Gollwitzer<sup>3</sup>  
<sup>1</sup>New York University, <sup>2</sup>New York University/Universität Hamburg, <sup>3</sup>New York University/Universität Konstanz

Positive thoughts and mental images of desirable future events (i.e., positive fantasies) can impede action by allowing a person to experience these desirable events in the present. We hypothesized that positive fantasies produce effects similar to goal-attainment. That is, mentally attaining a desired future via positive fantasies would produce effects similar to actual attainment. In the present study, we examined one indicator of attainment: a decrease in the cognitive accessibility of information related to the desired future. Participants identified two personal concerns and completed a visualization exercise. Depending on condition, participants imagined either resolving or failing to resolve one of their personal concerns. They were then given a fill-in-the-blank word completion task to measure the cognitive accessibility of concern-related information. Supporting our hypothesis, participants who imagined resolving a personal concern generated fewer words related to that concern than participants who imagined failing to resolve their concern.

**F262**  
**THE IMPORTANCE OF GOAL ADJUSTMENT FOR BREAST CANCER PATIENTS**

Maria Grace Mens<sup>1</sup>, Michael F. Scheier<sup>1</sup>  
<sup>1</sup>Carnegie Mellon University

The experience of breast cancer can seriously disrupt an individual's important life goals, and such goal disruption can cause significant distress. Thus, the ability to adjust one's goals may be especially important for breast cancer patients. The present study sought to investigate this question, and examine if goal adjustment capacities are equally important for patients with more or less severe breast cancer. Participants consisted of both early and late stage breast cancer patients. Over an 8-month period, the capacity to re-engage in alternative goals was associated with less depressive symptoms, more positive affect, and more life purpose. There were also two significant interactions between re-engagement capacity and disengagement capacity on mental health and sleep quality, such that re-engagement capacity seemed to buffer some of the negative effects of being low in disengagement capacity. Finally, the importance of goal adjustment capacities was not moderated by cancer severity.

**F263**  
**USING REGULATORY MODE TO ENHANCE SEAL SPECIALIZED FUNCTIONS AND TEAM PERFORMANCE**

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Previous work studying teams found that team members with a mix of self-regulatory strategies combine to make the fastest and most effective teams. That perfect mix is created using Regulatory Mode Theory (RMT). RMT posits that people approach goals in two functionally distinct ways: locomotion or assessment. Locomotion dominant people comfortably transition from state to state, quickly and smoothly. Assessment dominant people critically evaluate different perspectives, crave learning environments, and need feedback. In the military and specifically within the SEAL Teams, individual operators hold qualifications that serve as their primary function. My research investigates the moderating effect of regulatory mode on individual SEAL performance on two of those specialized jobs: sniper shooting and explosive breaching. Data indicates that SEALs master warfare specialties that fit their

regulatory mode more proficiently than their peers whose regulatory mode does not fit their specialty. SEALs in "fit" also report greater subjective well-being.

**F264**  
**INTRINSIC MOTIVATION PARTIALLY MEDIATES SELF-CONTROL AND EXERCISE**

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<sup>1</sup>University of California at Merced

Objective: Maintaining an exercise regimen requires behaviors typical of self-control. Further, one's intrinsic motivation for exercising may mediate this effect. The current study sought to investigate the relationships of trait self-control and intrinsic motivation on exercise frequency. Method: A cross-sectional survey was administered online to 530 undergraduates. Path analysis was used to assess relationships among trait self-control, intrinsic motivation for exercising, and frequency of vigorous exercise. Results: Self-control independently predicted exercise frequency. The addition of intrinsic motivation into the model suggested positive relationships among all three variables. Additionally, intrinsic motivation was found to partially mediate the relationship between self-control and exercise frequency. Conclusion: Trait self-control predicts exercise frequency, but how much one enjoys exercising explains some of this relationship. Future research should attempt to replicate these results using objective measures of self-control and exercise, and experimentally manipulate motivation to determine if these relationships hold.

**F265**  
**REGULATORY MODE AND FAILED GOAL PURSUIT: CAN FAILED GOAL PURSUIT REDUCE BLIND LOCOMOTION?**

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<sup>1</sup>Wilfrid Laurier University

Regulatory mode theory distinguishes between the assessment component of self-regulation, which is concerned with critical evaluation and making the "right" choice, and the locomotion component, which is concerned with smooth movement from state to state and "getting things done." People who chronically emphasize locomotion are task-oriented, decisive, and engage in fast-paced goal pursuit (Kruglanski et al., 2000). We predicted that when presented with obstacles to goal pursuit that halted their movement, 'locomotors' would become temporarily assessment-oriented. This would allow locomotors to cope with the obstacle and maintain smooth goal progress, rather than blindly moving forward and ignoring these impediments to goal pursuit. Two studies tested this hypothesis. Results revealed that locomotors learned and engaged in more critical reflection after a failed (versus successful) goal pursuit effort. Increases in assessment-type thinking following failure could be beneficial for those locomotors who blindly engage in goal pursuit without reflection and evaluation.

**F266**  
**UNDERSTANDING THE IMMEDIATE ENVIRONMENT IN GOAL PURSUIT AND EFFECTIVE SELF-REGULATION**

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<sup>1</sup>Duke University

The present study examines how participants' self-control may relate to their sensitivity regarding the locations to approach and avoid in a novel real-world environment. Specifically, the total of 105 participants were presented with a map of a hypothetical airport and were asked to indicate whether they would approach and avoid various locations on the map that were likely to either help or hinder their work, health, and social related goals. Participants then completed a chronic measure of self-control. As predicted, participants' awareness to locations to approach and avoid was significantly related to measures of their chronic self-control. As will be discussed, the present findings offer crucial insights into the perceptual mechanisms involved in self-control and highlight the

importance of identifying and reacting to potential helpful and hindering environments for goal pursuit.

**F267**  
**A HOME REGULATORY ADVANTAGE: RESISTANCE TO EGO-DEPLETION WITHIN ONE'S TERRITORY**

Benjamin R. Meagher<sup>1</sup>  
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The "prior residence effect" is a consistent finding that territory occupants are disproportionately likely to prevail over visitors during competition. Recent attempts to explain this effect have focused on residents' defense motivation, presumably leading to increases in aggression and testosterone following a symbolic invasion. However, competitive success often requires *remaining* better engaged across a potentially lengthy interaction, which requires self-regulatory strength, a skill shown to be negatively related to aggression and testosterone levels. The current study tested whether individuals in their own territory (i.e., dorm room) would demonstrate greater self-regulatory strength than visitors, operationalized as persistence on an impossible task following ego-depletion. As hypothesized, residents spent more time trying to solve anagrams following depletion than did those in either someone else's room or a laboratory setting. This result challenges the comprehensiveness of the territorial defense framework, and points to the potentially important role ambient, self-associative information plays during home performance.

**F268**  
**INCREASED AVOIDANCE MOTIVATION AS A MECHANISM FOR SELF-CONTROL FAILURE**

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<sup>1</sup>*Austin College*

Previous research has found that engaging in an act of self-control impairs further self-control attempts for a brief time. However, little is known about why this occurs or more specifically what the underlying mechanisms that mediate the effect of an initial self-control act on a later self-control act are. The current research proposed that an increase in avoidance motivation underlies subsequent self-control failure after prior self-control exertion. To examine this hypothesis, a study was conducted which randomly assigned participants to either engage in self-control or not. Participants then subsequently indicated the likelihood that they would avoid a series of aversive stimuli. The results indicated that participants who were randomly assigned to exert self-control on the manipulation, scored significantly higher (i.e., indicated increased likelihood to avoid aversive stimuli) than did participants who did not exert self-control. Thus, increased avoidance motivation may serve as a possible mechanism for self-control failure.

**F269**  
**FLIPPING THE SELF-CONTROL SWITCH: A NOVEL WITHIN-SUBJECT PARADIGM TO TEST THE EFFECTS OF EGO-DEPLETION**

Zoe L. Francis<sup>1</sup>, Marina Milyavskaya<sup>1</sup>, Michael Inzlicht<sup>1</sup>  
<sup>1</sup>*University of Toronto*

In response to concerns of ego-depletion replicability, we have developed a statistically powerful, within-subject, repeated-measures paradigm to complement the traditional between-subject design. Across five studies, we examine two previously established dependent variables (the cognitive estimation task (CET) and the flanker task) and one novel variable (anchoring effect). The experiments use 8 to 22 blocks of alternating depleting and rejuvenating manipulations, with each block ending with a DV measurement. Participants consistently report having less energy on depleting blocks compared to rejuvenating blocks, confirming the effectiveness of brief ego-depletion manipulations. We replicate previous findings showing that participants perform poorer on the CET and make more errors on incongruent trials in the flanker task

when depleted. Furthermore, we find that participants show a weaker anchoring effect when depleted, consistent with previous literature showing that the anchoring effect is paradoxically reliant on cognitive effort. We conclude that ego-depletion can be studied using within-subject designs.

**F270**  
**THE EFFECT OF APPROACH AND AVOIDANCE MOVEMENTS ON SELF-CONTROL**

Cameron G. Ford<sup>1</sup>, Emer James Masicampo<sup>2</sup>  
<sup>1</sup>*West Virginia University*, <sup>2</sup>*Wake Forest University*

We tested the effects of approach and avoidance movements on initiatory and inhibitory self-control. Approach and avoidance movements were manipulated within-subjects by asking participants to press up and down on a desk, respectively. Inhibitory self-control was measured via Stoop task. To measure initiatory self-control, participants consumed as many cups of an unpleasant tasting drink as they could. First, we expected to replicate previous findings that avoidance movements enhance inhibitory self-control. Secondly, we made the novel prediction that approach movements would enhance initiatory self-control. Our first hypothesis was not supported – Stroop did not vary by condition, perhaps due to response key difficulties. Our second, novel hypothesis was supported in unsatiated participants. Participants who had not eaten recently were more likely to consume the maximum number of cups while performing an approach movement. Thus, there is reason to believe that while avoidance movements enhance inhibitory self-control, approach movements enhance initiatory self-control.

**F271**  
**PERCEIVED DIFFICULTY OF EXTENDED SELF-CONTROL PRACTICE AFFECTS LAY THEORIES OF SELF-CONTROL AND PERFORMANCE**

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<sup>1</sup>*University of Waterloo*, <sup>2</sup>*Chinese University of Hong Kong*, <sup>3</sup>*Northwestern University*

Prior research has established that people differ in the extent to which they believe that their capacity to exert self-control is limited versus unlimited. The current study investigated how experienced difficulty of engaging in regular self-control tasks, over a two-week period, may change lay theories of self-control and subsequent self-control performance. Participants completed measures of lay theories and self-control performance before and after a two-week period of engaging in daily self-control tasks. Perceived difficulty of engaging in self-control over this period was related to more limited lay theories of self-control at time 2, even controlling for lay theories of self-control at time 1. Furthermore, replicating earlier research, the more limited participants' theories had become at time 2, the less they persisted on an anagram task following other tasks requiring self-control. The results provide initial insights into factors that may influence the development and revision of implicit theories of self-control.

**F272**  
**TO WHAT EXTENT DO PEOPLE MONITOR THEIR GOAL PROGRESS? NEW MEASURES AND EXAMINATION OF DETERMINANTS AND CONSEQUENCES**

Thomas Llewelyn Webb<sup>1</sup>, Yael Benn<sup>1</sup>, Betty P. I. Chang<sup>1</sup>  
<sup>1</sup>*University of Sheffield, UK*

The present research developed a new self-report measure of the extent to which people monitor their goal progress in ten domains – nutrition, alcohol consumption, exercise, recycling, household energy, domestic cleanliness, money, relationships, work performance, and future goals. Study 1 (N = 600) developed an initial pool of 48-items and investigated the conceptual structure, internal reliability, and the discriminant validity of the new measures. Study 2 (N = 557) refined the measures and investigated the relationship between the importance of the focal goal and

progress monitoring. Study 3 (N = 411) investigated which individual differences were associated with the extent to which people monitor their goal progress. Finally, Study 4 (N = 744) showed that the new measures of progress monitoring could be used to investigate the self-regulatory processes that influence self-regulatory outcomes in various domains.

F273

### CLOSE FRIENDS STAB YOU IN THE FRONT: WHEN FRIENDS AND COLLEAGUES EXCHANGE NEGATIVE FEEDBACK

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<sup>1</sup>City University of New York, Baruch College, <sup>2</sup>University of Chicago

In four studies, we document an increase in the amount of negative feedback that friends and colleagues exchange as their relationship deepens. These studies find that both actual and perceived relationship depth increase the amount of negative feedback people seek (Study 1: N = 83) and provide to each other (Study 2: N = 291) as well as their tendency to invest in the relationship in response to negative feedback (Studies 3: N = 141; Study 4: N = 117). The amount of positive feedback, in contrast, remains stable as the relationship deepens. We attribute the increase in negative feedback to the different meaning of such feedback for people in deep versus shallow relationships: We find that, only in the context of deep relationships, does negative feedback signal insufficient resource investment in the relationship and other goals, and hence close friends seek, provide, and respond to negative feedback.

F274

### PERFECT STORM – HOW INTERNAL AND EXTERNAL FACTORS INTERACT IN ELICITING DESIRE

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The question of how desire emerges has been rarely researched. Therefore, we investigated the interplay between stimulus properties, learning history with sweets (measured by SRHI, Verplanken & Orbell, 2003), as well as need states (measured by hunger) in its potential to trigger desire towards sweets. We hypothesized that desire is strongest when all three factors are present. To manipulate stimulus properties, participants (n=74) had to describe the differences between flower or candy pictures. Afterwards they completed a mood measure (PANAS), filled out filler questions and completed the dependent variables to measure desire towards sweets (FCQ-S, Cepeda-Benito et al., 2000). In line with our “perfect storm” hypothesis, we found a three-way interaction effect in such, that desire was strongest when all three factors came into play. Absence of any factor resulted in lower desire strength. Thus desire is a function of internal and external factors that interact with each other.

F275

### “EENY, MEENY, MINY...OH NO!” WHY DECISION-MAKING DEPLETES SELF-CONTROL

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Personal goal-setting was hypothesized to prompt consideration of one's chosen goal versus other possible options. An increased perception of choice (e.g., inhibition of alternative choices) may cause greater post-goal depletion, illuminating the route by which volitional choice depletes self-control. Participants were asked to generate goal strategies for an upcoming Stroop task. Immediately after goal-choice, participants completed a Stop Signal Reaction Task to evaluate regulatory depletion. Participants rated the perceived publicness of goal-setting and perceived choice. Regression and mediation analyses evaluated the role of choice as a mediator of publicness of goal-setting on regulatory depletion. Whereas publicness failed to predict perceived processing of the goal-choice, the effect of choice on regulatory depletion was significant. More perceived choice was associated with greater

depletion on the post-goal-setting task. The direct effect of choice on depletion suggests that volitional choice depletes regulatory resources due to a more thorough consideration of alternatives during decision-making.

F276

### HELPFUL HABITS: RESTORING SELF-CONTROL

Jennifer S. Labrecque<sup>1</sup>, Wendy Wood<sup>1</sup>

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Despite their negative reputation as a challenge to self-control, habits may largely facilitate self-control efforts. Two studies suggest that simply performing habits may be restorative to self-control once exerted. Through playing a computer game, participants established habits to combine seven ingredients in a specified order to make sushi. When trying to insert a new ingredient into the recipe, participants actually reported increased levels of self-control at the end of the task, compared with the beginning of the study. Despite the challenging nature of this task completed under time pressure, which would normally be expected to reduce self-control, it appears that the process of habitually making sushi was restorative to participants' self-control.

F277

### DIETARY ADHERENCE IN TYPE 2 DIABETES PATIENTS: APPLYING THE STRENGTH MODEL OF SELF-CONTROL

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<sup>1</sup>University of California at Irvine, <sup>2</sup>Kent State University, <sup>3</sup>Purdue University

Individuals with type 2 diabetes mellitus (T2DM) must continually monitor, and often restrict, their health behaviors, requiring substantial exertion of self-control. Dietary adherence is especially difficult, and lapses in adherence are common. Ironically, people who overexert self-control following a lapse may be especially likely to relapse, as suggested by the strength model of self-control. We tested this prediction in a daily diary study of 128 individuals with T2DM ( $M_{age} = 66.12$ ;  $SD_{age} = 7.71$ ). Participants recorded their dietary adherence each day, and this information was used to define lapses in adherence, post-lapse adherence, and relapses. Logistic regression analyses revealed that individuals who overexerted dietary adherence following a lapse were more likely than others to experience a relapse ( $OR = 3.438$ ,  $p = .011$ ). People may seek to compensate for a lapse in adherence by overexerting self-control, but this may deplete their self-control resources and increase the risk of a relapse.

F278

### DO THE REGULATORY RESOURCE MANAGEMENT SLIDE: IT'S IMPLICIT, BOOGIE WOOGIE, WOGGIE!

Jacek Buczný<sup>1</sup>, Rebekah L. Layton<sup>2</sup>, Mark Muraven<sup>3</sup>

<sup>1</sup>University of Social Sciences and Humanities, <sup>2</sup>University of North Carolina at Chapel Hill, <sup>3</sup>State University of New York at Albany

People with impaired self-control implicitly valued their resources more than those with resources available, as measured by the Fazio paradigm. People in the experimental condition, with fewer resources available after completing two difficult tasks (an e-typing task and a continuous performance task), responded more quickly to positive words after exposure to energy primes than those in the control condition who completed only an easy typing task. Results indicated that post-depletion, participants' implicit valuation increased from baseline as measured on the Subliminal Priming Task in contrast to non-depleted participants, indicating that depleted participants valued resources more. Thus, implicit reactions to energy-related stimuli may act as an indicator of available resources, which could help explain the mechanism behind conservation of self-control. If so, depletion of self-control might be seen as part of an energy management system; future studies could extend these findings by examining effects of these implicit valuations on self-controlled behaviors.



F279

**WHEN BOYS AND GIRLS ADJUST THEIR VALUES TO SCHOOL AND UNIVERSITY CULTURAL SETTINGS**Cristina Aelenei<sup>1</sup>, Céline Darnon<sup>2</sup>, Delphine Martinot<sup>1</sup><sup>1</sup>Clermont University, <sup>2</sup>Clermont University & University Institute of France

Whereas girls outperform boys in school, the pattern seems reversed when it comes to the more selective university system. In 4 studies we tested a values - socialization fit model. At home, boys are socialized to endorse self-enhancement (success, dominance) and girls self-transcendence (equality, helpfulness) values. Study 1 and 2 showed that in school and at university, self-transcendence - and not self-enhancement - was associated with being judged as likable (i.e., social desirability). However, self-enhancement was perceived as useful for reaching success (i.e., social utility), whereas self-transcendence was considered counter-useful at university. In Study 3, high school boys adapted to the school culture by reporting more self-transcendence and less self-enhancement values than at home, whereas girls did not need to adjust, suggesting a better school-culture fit. At university (Study 4), boys and girls answered in accordance with the home-socialization pattern, documenting a better fit for boys in terms of social utility.

F280

**SELF-CONTROL AND SOCIAL MEDIA USE**Mindi Price<sup>1</sup>, Lauren E. Brewer<sup>2</sup><sup>1</sup>Texas Tech University, <sup>2</sup>Stephen F. Austin State University

The social media site, Facebook, is the most popular website with over 1.23 billion active users ("Facebook Newsroom," 2013). Students report spending more time on social media sites than they do studying (Huang & Capps, 2013). This negatively affects their grades (Kirschner & Karpinski, 2010). We posited that trait self-control would be negatively correlated with time spent on social media. Eighty-six students completed the Trait Self-Control Scale (Tangney, Baumeister, & Boone, 2004). Participants were then asked how much time they spent on each of several social media sites (e.g., Facebook, Twitter, Google+). We also asked participants to estimate the total time they spent on all social media sites during a typical day. Results indicated that trait self-control was significantly negatively correlated with participants' own estimates of their time on social media ( $r = -.28, p = .01$ ), suggesting that people with low levels of self-control lack the ability to disengage from social media.

F281

**THE DIFFERENTIAL EFFECT OF ATTENTION TOWARD REWARD ON EATING BEHAVIOR BETWEEN DEPLETED AND NON-DEPLETED INDIVIDUALS**Garrett Pollert<sup>1</sup>, Jennifer Veilleux<sup>1</sup><sup>1</sup>University of Arkansas

The current project assessed the effect of ego-depletion on self-control ability through the mechanism of attention, consistent with the process model of ego depletion (Inzlicht & Schmeichel, 2012). Within a sample of 84 female participants, approximately half ( $n = 45$ ) were manipulated into a depleted state while the other half completed a control task. All participants then completed a dot-probe task measuring attention toward or away from food-related reward images and a taste test measuring food intake. We found that faster reaction times to reward images, indicative of greater attention to reward, predicted heightened food intake during the taste test, but only for depleted individuals. These results implicate the differing role of attention between depleted and non-depleted individuals, suggesting that attention may function as one of the mechanisms driving the observed loss of control in ego depletion studies.

F282

**EVALUATIVE PRESSURE INDUCES STRONG ATTENTIONAL SELECTION BIASES**Alice Normand<sup>1</sup>, Frederique Autin<sup>2</sup>, Jean-Claude Croizet<sup>3</sup><sup>1</sup>University of Clermont at Ferrand, <sup>2</sup>University of Lausanne, <sup>3</sup>University of Poitiers

The present research examines individuals' selective attention under conditions of evaluative pressure and various levels of task load. The perceptual load theory argues that no attentional distraction occurs in complex perceptual tasks because the task itself would exhaust attentional resources, leaving none to distractor processing. Using a flanker task, Study 1 demonstrated that participants led to believe that their intelligence was being assessed kept on being distracted by irrelevant information even at a high-level of perceptual load that should prevent them from being so. Study 2 indicated that evaluative pressure is also associated to a preference for detailed rather than holistic information, which could be responsible for drawing attention on distractors. The present findings highlight an overlooked form of top-down modulation of attention based on performance self-relevance and points out that the way individuals relate to the task - the performance context in which they are - induces strong attentional selection biases.

F283

**WARMING UP THE SELF-CONTROL MUSCLE: MODERATE SELF-CONTROL EXERTION MAY REVERSE THE EGO DEPLETION EFFECT**Sarah E. Crowe<sup>1</sup>, Benjamin M. Wilkowski<sup>1</sup><sup>1</sup>University of Wyoming

The strength model suggests that the initial exertion of self-control should impair subsequent self-control attempts. Support for this model mostly comes from studies which categorize tasks as either depleting or non-depleting depending solely on whether it requires self-control. However, we theorized that moderate levels of self-control exertion would not fully deplete self-control resources, and may actually allow an individual to mobilize and "warm-up" these resources, resulting in subsequent increases in self-control performance. To test this prediction, 120 participants completed a letter-crossing task that required either a low, moderate, or high degree of self-control, followed by an anagram-solving task. Consistent with predictions, participants in the moderate group completed more anagrams than the other groups. This group also reported a significantly higher desire to continue the initial task, and a significantly lower level of fatigue. These results suggest that moderate levels of self-control exertion may actually be beneficial for subsequent self-control attempts.

F284

**DOES FORGIVENESS IMPACT HOW PAIN MEMORIES AFFECT SELF-CONTROL?**Kyle Z Pasquariello<sup>1</sup>, Michelle Morales<sup>2</sup>, Jennifer M Knack<sup>1</sup><sup>1</sup>Clarkson University, <sup>2</sup>St. John's University

Self-control is negatively affected by poor relationships and pain. However, little is known about the impact of recalling pain memories on self-control nor how forgiveness moderates this association. Participants ( $N = 86$ ) wrote about a pain memory (social pain, self-inflicted social pain, physical pain) or typical weekday. Participants who wrote about pain memories either recalled a time they had or had not forgiven the source of the pain. They then completed self-regulatory tasks (e.g., Stroop, geometric tracing). They next wrote about current cognitions about the memory and completed the self-regulatory tasks. Across both writing sessions, we found that participants who had forgiven the source of their pain made fewer self-control errors after recalling their memory. We also found evidence that self-inflicted social pain was particularly detrimental to self-control. Our findings suggest that recalling pain memories, especially memories that have not been resolved, reduce self-control.

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F286

**SUGAR IMPROVES FLANKER PERFORMANCE WITHOUT ENTERING THE BLOODSTREAM**David Tang<sup>1</sup>, Anna J. Finley<sup>1</sup>, Brandon J. Schmeichel<sup>1</sup><sup>1</sup>Texas A&M University

The role of glucose in the strength model of self-control has been under heated debate. Recent studies have suggested that both swishing and ingesting glucose can improve self-control, casting doubt on the idea that reduced self-control results from depleted glucose levels. However, few studies have directly compared swishing versus ingesting glucose, and the processes underlying the contributions of glucose to self-control are unknown. The current study directly compared the effects of glucose swishing and ingestion on self-control. Following a depletion manipulation, participants were randomly assigned to drink or swish a sugar solution, or drink an aspartame solution. Then, participants completed a flanker task—a commonly-used measure of cognitive control that requires response inhibition. Among depleted participants, drinking or swishing sugar facilitated flanker performance. Notably, these performance enhancements were independent of changes in blood glucose levels. We suggest that sugar influences motivation to persist at self-control, especially following errors.

F287

**RELIGION AND SELF-CONTROL: REPUTATIONAL CONCERNS AND THE DEMONIZATION OF TEMPTATION.**Stephen R. Martin<sup>1</sup>, Emer J. Masicampo<sup>2</sup><sup>1</sup>Baylor University, <sup>2</sup>Wake Forest University

Past research suggests that religious thoughts promote self-control (Rounding et al., 2012, McCullough et al., 2009) and prosocial actions (Shariff & Norenzayan, 2007). Based on social-cognitive motivations, one possible explanation for this phenomenon is that religious cognitions make reputational concerns salient, thus promoting self-monitoring processes and self-control (Rounding et al., 2012). Alternatively, religious systems may promote self-control by instilling a negative view of temptation (NVT), thus motivating individuals to avoid or overcome temptation. Across two studies, we employed bias-corrected, bootstrapped mediational analyses to test whether religiosity predicts greater NVT, which in turn increases self-control. In study 1, NVT mediated the relationship between religiosity and inhibitory self-control; religiosity did not covary with initiatory self-control. Study 2 replicated study 1, and revealed that self-monitoring mediates the relationship between religiosity and initiatory self-control.

F288

**WHAT DID YOU SAY?: SELF-REGULATORY DEPLETION IMPAIRS MONITORING FOR VOCAL CUES**Katherine E. Adams<sup>1</sup>, James M. Tyler<sup>1</sup><sup>1</sup>Purdue University

Monitoring for social cues is critical for navigating one's social environment, but at times may prove a somewhat challenging task (Tyler, 2008). Previous work has shown that self-regulatory depletion negatively affects participant's ability to identify facial expressions; in the current study we extended these findings to examine another important channel of communication, namely, vocal tone. In line with previous work (Schmeichel, Vohs and Baumeister, 2003; Tyler, 2008), we hypothesized that depletion would negatively affect participants' accuracy in identifying complex (but not simple) vocal cues. Fifty-nine undergraduate students (36 female) were either depleted or not, and then completed either a simple or complex vocal task. It was found that depleted participants performed significantly worse than non-depleted participants on the complex vocal task; however, accuracy on the simple vocal task did not differ as a function of depletion condition. Implications for monitoring social cues and belongingness regulation are discussed.

F289

**FULFILLED GOAL AS LICENSE TO INDULGE: THE EFFECTS OF EGO DEPLETION AND RECALLING PAST GOAL ACHIEVEMENT ON SELF-REGULATION**Ryosuke Sakurai<sup>1</sup>, Takumi Watanabe<sup>1</sup>, Kaori Karasawa<sup>1</sup><sup>1</sup>University of Tokyo

We examined whether depleted people use their own fulfilled goal as justification of self-indulgence. Previous research shows that exerting self-regulation temporarily leaves people in a state of ego depletion, which decreases motivation to regulate themselves. We assumed that recalling fulfilled goals which signal past investment of self-regulatory resources causes *self-licensing* when people are demotivated to self-regulate. Based on this assumption, we predicted that depleted people who recall past goal achievement show poor performances on the self-regulation task. Sixty undergraduates participated in this experiment. We manipulated ego depletion and access to fulfilled goals. Afterward, all participants conducted a Stroop task, which served as the measure of self-regulation performances. Analysis revealed that depleted participants who recalled past goal achievement showed worse Stroop task performances than those in the other conditions. Confirming our hypothesis, the result indicates that a fulfilled goal functions as a license to indulge for depleted people, which impairs self-regulation.

F290

**DEPLETION OR DISENGAGEMENT?: NEURAL INDICATORS OF TASK ENGAGEMENT AFTER SELF-CONTROL EXERTION**Jennifer N. Gutsell<sup>1</sup>, Michael Inzlicht<sup>2</sup><sup>1</sup>Brandeis University, <sup>2</sup>University of Toronto

Exerting self-control leads to performance decreases in subsequent self-control tasks. According to the process model of depletion, self-control fails in the subsequent task because of shifts in motivation and attention. Here, we report data from 1 study (n= 53) looking at neural responses related to shifts in attention to investigate how depletion affects voluntary and involuntary attention. We found after initial self-control exertion, participants show an overall dampening of the late positive potential (LPP), suggesting disengagement of voluntary, top-down attention. At the same time, the LPP was normally modulated by the characteristics of task stimuli, a pattern suggesting that involuntary attention was unaffected by depletion. These findings suggest that when in a state of depletion, people actively disengage their attention away from the second self-control task. Potentially, this could have detrimental effects on self-control as behavior becomes primarily influenced by external stimuli as opposed to internal goals and standards.

F291

**FOOD-CUE INHIBITORY TRAINING REDUCES ORBITOFRONTAL CORTEX (OFC) REWARD REACTIVITY AND FOOD DESIRE IN DAILY LIFE**Pin-Hao A. Chen<sup>1</sup>, Richard B. Lopez<sup>2</sup>, William M. Kelley<sup>2</sup>, Todd F. Heatherton<sup>2</sup><sup>1</sup>Dartmouth College, <sup>2</sup>Dartmouth college

According to one prominent theory, self-regulation relies on a limited-capacity domain general resource. This suggests that training in one domain may transfer to other domains. The current study compares the effectiveness of domain-general training to domain-specific training in reducing food-desire strength and food-cue reward reactivity. Forty-six chronic dieters were randomly assigned to either a 2-week domain-general (mindfulness) or domain-specific (food-cue inhibitory) training program. Functional magnetic resonance imaging was used before and after training to assess food-cue reactivity. Participants also completed one week of experience sampling before and after training to examine eating

urges and eating behavior. We found that activity in the orbitofrontal cortex (a region involved in reward) and desires to eat during daily life were reduced more by the inhibitory training task than the mindfulness-training task. This suggests that domain-specific training might be more effective in reducing reward reactivity and helping people control their daily eating.

F292

### A TWINGE AND A WRINKLE: NEGATIVE AFFECT IN SELF-CONTROL PROCESSING

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Self-control processes feature prominently in the everyday life of the modern human. Emerging research in social neuroscience has implicated the involvement of negative affect in the instantiation of inhibitory self-control. Few studies, however, have investigated whether brain activity associated with self-control and performance monitoring are correlated with established physiological markers of negative affect. In this study, 70 participants completed a two-choice, punished inhibitory control task while we simultaneously recorded one measure of control and one measure of negative affect: the error-related negativity (ERN), an EEG event-related potential (ERP) thought to reflect a number of neural processes related to self-control behavior, and electromyographic (EMG) activity over the corrugator supercilii, the principle muscle involved in frowning. We found that corrugator activity was associated with EEG metrics of self-control within 200ms of error commissions, suggesting that negative affect is temporally concomitant and significantly integrated with inhibitory self-control.

## Stereotyping/Prejudice

F293

### MORAL CREDENTIALS FROM THE OBSERVER'S PERSPECTIVE

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While past research shows that moral credentials increase bias displayed by targets, little research examines how people perceive those who use moral credentials. We examine how observers, including those who belong to the stigmatized group, react to moral credentialing after racist comments. We also examine the effectiveness of credentials for blatantly versus ambiguously racist comments. Study 1 showed that credentialing reduced perceptions of target bias and attempts to distance oneself from the target. In Study 2, we found that credentials are equally effective for blatantly racist and ambiguously racist statements. However, observing blatant racism increased state negative affect in participants. Studies 1 and 2 also showed that being part of the stigmatized group did not matter—as credentialing positively swayed both White and Hispanic observers when the racist comment targeted Hispanics. However, in Study 3, credentialing was less effective on Asian compared to White observers (racist comment targeted Asians).

F294

### WHY SO COLD? LINKING PERCEIVED RELIGIOSITY TO NEGATIVE SCIENTIST STEREOTYPES

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<sup>1</sup>University of Oregon

Scientists are seen as competent but cold—a stereotype held by people across a wide range of ages and cultures. What drives this stereotype? And what other dimensions might be involved? We report two studies suggesting that the negative perception of scientists as cold is driven substantially by beliefs about scientists' perceived areligiosity. Further, our results indicate that people tend to believe scientists are more likely to dehumanize and objectify and, as a consequence, are assumed to base their moral decision making on utilitarian calculus rather than on deontological rules. In

sum, our research helps explain the negativity that underlies perceptions of scientists. Scientists are not just seen as cold and competent, but also as atheistic, utilitarian, objectifying, and dehumanizing. Consequences for the acceptance of scientific research are discussed.

F295

### STEREOTYPE THREAT, MODULAR ARITHMETIC, AND THE MERE EFFORT ACCOUNT

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Mere Effort argues that stereotype threat motivates stigmatized participants to perform well, which potentiates the prepotent response. Previous research suggests that the prepotent response on the subtraction portion of horizontal modular arithmetic problems is the method of adjustment (MA) (adjust the subtrahend to the nearest 10, subtract the two numbers, add the adjustment). However, the traditional method (TM) (borrow from decades to perform units subtraction), which is used more by non-threatened females, may be more efficient, suggesting that threatened females perform more poorly than controls because they use a less efficient method. To test this hypothesis, 87 females completed horizontal modular arithmetic problems under threat or no threat with instructions to use the TM, the MA, or no instructions. Under no instructions, controls outperformed threatened females, but, overall, participants solved more problems using TM than MA, and holding solution approach constant, threatened participants outperformed controls, supporting the mere effort account.

F296

### THE EFFECT OF STEREOTYPE THREAT ON A NOVEL SENSORIMOTOR TASK: USING MERE EFFORT AND CONTROL MECHANISMS TO PREDICT PERFORMANCE

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<sup>1</sup>Northeastern University

Mere Effort argues that Stereotype Threat (ST) motivates participants to perform well, potentiating the prepotent response on the task. Previous ST research on sensorimotor performance has relied on measures that show the overall effects of ST on motor performance, but do not identify the relevant control mechanism(s). Huber et al. (2014) have shown that ST leads to greater error on a virtual rhythmic ball bouncing task because ST potentiates an incorrect prepotent tendency, hitting with positive acceleration. In the current work, a task analysis of the control mechanisms in a novel, virtual single bounce paradigm (N = 24 Ss) revealed that the participants' prepotent response fell within the solution manifold defined by racket velocity and position (i.e., it is correct). In a subsequent experiment (N = 48 Ss), consistent with the mere effort account, ST females outperformed no threat females, whereas ST and no threat males did not differ.

F297

### EGALITARIANISM FOR SOME OR FOR ALL?: EGALITARIAN GOAL GENERALIZATION ACROSS GENDER AND RACE CATEGORIES

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<sup>1</sup>Northwestern University

While a number of emerging perspectives acknowledge the multifaceted nature of categorization and its implications, virtually no work has looked at how we may strategically control for such biases in multiple categorization contexts. Prior research has indicated that priming egalitarianism goals can preconsciously inhibit stereotype activation towards a single category, but whether or not it benefits other subordinated categories is unknown. Two studies seek to fill a gap in the literature by examining how egalitarian goals might inhibit stereotypes across multiple categories. Results for men indicate that race-egalitarian goals do not generalize to inhibit gender stereotypes nor vice-versa. However, preliminary data suggest an asymmetry for women such

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that while race-egalitarian goals do not generalize to inhibit gender stereotypes, gender-egalitarian goals may generalize to inhibit race stereotypes.

**F298**  
**REDUCING STEREOTYPE THREAT EFFECTS WITH IMPLEMENTATION INTENTIONS: THE SELF-REGULATION OF DISTRACTING THOUGHTS**

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<sup>1</sup>Uit The Arctic University, <sup>2</sup>University of Konstanz, <sup>3</sup>University of Konstanz, New York University, <sup>4</sup>University of Hamburg, New York University

The present work explores the effectiveness of a specific self-regulatory intervention strategy, namely if-then plans (implementation intentions), to counteract stereotype threat effects. We postulate that distracting thoughts are triggered by stereotype activation and mediate the relationship between stereotype activation and performance. Therefore, providing participants with an if-then plan to effectively deal with distracting thoughts should mitigate the stereotype threat effect. Study 1 (N = 79) provides evidence that distracting thoughts indeed mediate the relationship between stereotype activation and performance decreases for stereotyped, but not for not stereotyped group members. In Studies 2 (N = 87) and 3 (N = 85), we manipulated stereotype threat and additionally provided participants either with an if-then plan or participants received no additional information. In both studies the provided if-then plan was effective in reducing the stereotype threat effect. The results are discussed with regard to their relevance to stereotype threat and implementation intention theory.

**F299**  
**THE EFFECTS OF IN-GROUP AND OUT-GROUP MEMBERSHIP ON APPROACH-AVOIDANCE BIAS AS A FUNCTION OF EYE GAZE**

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<sup>1</sup>San Diego State University

Automatic behavioral responses facilitate the approach or avoidance of out-groups (Neumann, Hulslenbeck, & Seibt, 2004). These implicit responses are influenced by eye gaze cues of the sender. Generally, direct eye contact encourages approach behaviors whereas averted eye gaze encourages avoidance behaviors (Adams & Kleck, 2003). Yet, little research has been done to examine the effect of perceiver group membership on these approach-avoidance behaviors. In the current study, reaction times towards in-group and out-group members varying in eye gaze direction were analyzed by participant self-reported ethnicity and behavioral intentions. Participants were faster to approach targets of their own in-group, indicating a cross-race bias. When analyzing by eye gaze direction, ethnic minority participants were significantly faster to avoid out-group targets with averted eye gaze. Overall, Caucasians were faster to approach targets with direct gaze. Interestingly, these effects are related to participant active harm intentions toward the out-group. Implications to intergroup relations are discussed.

**F300**  
**SMILE AND THE WORLD MAY NOT SMILE WITH YOU: REDUCED MIMICRY OF SMILES EXPRESSED BY AFRICAN AMERICAN WOMEN**

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Existing research indicates that implicit bias toward Black Americans predicts nonverbal discrimination (e.g., fidgeting) during interracial interactions. We examine whether implicit bias predicts another type of nonverbal discrimination: reduced facial mimicry of smiles. In particular, we used facial electromyography to examine mimicry of Duchenne smiles expressed by male and female Black

and White Americans depicted in photos. Mimicry was indicated by greater activation in the zygomaticus majoris and orbicularis oculi (muscles associated with Duchenne smiles) toward the same target expressing a Duchenne smile versus a neutral expression. Results revealed that Black American women's smiles were not mimicked, while smiles expressed by Black American men and White Americans of both sexes were. Interestingly, results were not moderated by implicit nor explicit bias. Because of the role of facial mimicry in developing social rapport and empathy, we conclude that Black American women may face pernicious barriers to experiencing quality, positive social connections.

**F301**  
**THE "ARCHIE BUNKER EFFECT": WHY ARE WE UNWILLING TO CONFRONT PREJUDICE BY AN OLDER, WHITE MALE?**

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<sup>1</sup>University of North Carolina at Chapel Hill

Confronting prejudice is an effective way of reducing prejudice (Czopp, Monteith, & Mark, 2006). However, when given the opportunity to do so, people rarely confront prejudice (Kawakami, Dunn, Karmali, & Dovidio, 2009). The current study examined four possible explanations for not confronting prejudice. Is it impolite to confront? Is the person not seen as prejudiced? Do we think the person cannot change? Is confronting too uncomfortable? Participants (N = 190) were randomly assigned to read a scenario in which a young person (23-years old) or an older person (74-years old) makes a prejudiced comment. Participants in the old condition reported being less likely to confront prejudice; when all four aforementioned explanations were tested as simultaneous mediators, only participants' judgment of politeness norms significantly mediated this effect. Results suggest that people may neglect to confront prejudice is because they believe it is impolite to confront, despite the benefits (e.g., decreased prejudice).

**F302**  
**EXPLAINING AGEISM AT WORK: RESOURCE SCARCITY AND EXPECTED CONTRIBUTIONS**

Cameron G. McClure<sup>1</sup>, Aaron S. Wallen<sup>1</sup>

<sup>1</sup>Columbia University

When older individuals use scarce resources, people rate them more negatively (North & Fiske, 2013; Wallen & McClure, 2014). In work contexts specifically, people rate an older person as less likely to succeed when resources are scarce (Wallen & McClure, 2014). We predicted this effect might be explained by expectations of a worker's contributions. We conducted an experiment in which we asked participants (N = 100) to rate expected future contributions, experience-based contributions, and anticipated success for applicants to a corporate training program. We manipulated applicant age (younger vs. older) in a scenario in which resources were scarce (nine applicants, one opening). Results replicated past work, confirming that when resources were scarce, participants rated an older worker as less likely to succeed than a younger worker. This relationship was fully mediated by anticipated future contributions by the worker, and partially suppressed by experience-based contributions. We discuss implications for ageism theory.

**F304**  
**THE NEGATIVE IMPACT OF PERCEIVED PREJUDICE FOR INDIVIDUALS FROM LOWER-SES BACKGROUNDS, AND WHAT MIGHT LEAD TO RESILIENCE**

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<sup>1</sup>Allegheny College, <sup>2</sup>University of Maine

College enrollment of high-school students from lower-SES backgrounds is a major challenge for higher education. One reason these students might disengage from higher education is perceived prejudice. I predicted that perceived prejudice based on SES would be negatively associated with achievement motivation and self-

esteem. I also predicted that possessing more shift-and-persist strategies and positive role models would mediate these associations. Participants ( $N=63$ ) were high school students from low-SES backgrounds. Consistent with hypotheses, positive role models and shift-and-persist strategies mediated the effect of perceived prejudice on achievement motivation ( $R^2=.22, F(1,60)=16.85, p<.001$ ). The model suggests that perceived prejudice negatively impacts achievement motivation by decreasing role models and shift-and-persist strategies. Perceived positive role models and shift-and-persist strategies mediated the effect of perceived prejudice on self-esteem ( $R^2=.48, F(1,60)=17.65, p<.001$ ). The model suggests that perceived prejudice negatively impacts self-esteem by decreasing role models and shift-and-persist strategies.

**F305**  
**THE "PINE SCREAMER": USING A FICTIONAL ANIMAL TO INVESTIGATE OUTCOMES OF COMPETENCE AND WARMTH**

Margaret A. Thomas<sup>1</sup>  
<sup>1</sup>Earlham College

Building on the Stereotype Content Model (Fiske, Cuddy, Glick, & Xu, 2002), research (Thomas, 2011; Sevillano & Fiske, 2011) indicates that animals are categorized via perceptions of competence and warmth. Additionally, humans have very different emotional and behavioral responses to non-human animals on the basis of perceptions of competence and warmth (Thomas). In one study with 150 participants, a fictional animal was used to manipulate levels of competence and warmth. Participants rated the animal on 6 traits, as well as their own anticipated emotions and behaviors toward the animal. Results indicate that perceptions of an animal's warmth stem from competition with humans, but competence does not stem from position on the food chain. However, participants had very different emotional and behavioral responses to the fictional animal across conditions, closely replicating Thomas's research and providing more support for the fundamental nature of competence and warmth in guiding perceptions of other beings.

**F306**  
**WORKPLACE DISCRIMINATION AGAINST INDIVIDUALS WITH SKIN BASED STIGMAS: THE ROLE OF STIGMA ORIGIN**

M. E. Rowland<sup>1</sup>, Amanda K. Sesko<sup>1</sup>  
<sup>1</sup>University of Alaska Southeast

In an examination of how skin-based stigma origin affects discrimination we explored how self-inflicted, biological, or ambiguously inflicted stigmas influence workplace discrimination. Participants ( $N = 302$ ) received a resume and a photo of an applicant possessing either a self inflicted stigma (neck tattoo), a biologically inflicted stigma (a facial birthmark), an ambiguously inflicted stigma (a facial scar) or a non-stigmatized control and were asked to rate him on measures of competence, warmth, and hireability. We found that the self-inflicted stigma and the ambiguous stigma led to lower ratings of hireability and competence as compared to a non-stigmatized control. A self-inflicted stigma also led to lower ratings of warmth compared to the other conditions. In addition, while competence ratings were related to hireability, this was only the case for the control and self-inflicted stigma conditions suggesting that participants were using different criteria when judging individuals with ambiguous and biologically inflicted stigmas.

**F307**  
**A FREE PASS FOR FREJUDICE: EFFECTS OF AVOIDING RACIAL TERMS ON SUBSEQUENT PREJUDICE**

Francine Karmali<sup>1</sup>, Kerry Kawakami<sup>1</sup>, Justin Friesen<sup>1</sup>, Amanda Williams<sup>2</sup>, Curtis Phillips<sup>3</sup>  
<sup>1</sup>York University, <sup>2</sup>Sheffield Hallam University, <sup>3</sup>University of Western Ontario

The present research investigated the effect of accruing moral credentials on the relationship between implicit and explicit

prejudice. Content analysis of descriptions of an interracial photo involving an ambiguous conflict in two studies revealed that participants were careful to avoid appearing prejudice by using nonracial terms. In Study 1, after describing the interracial photo, explicit prejudice significantly predicted implicit prejudice and their correlation increased when compared to those who described the same photo with two White actors. Study 2 replicated this pattern and also demonstrated that the effect was specific to descriptions of the photograph as these results were not found when participants were instructed to simply think about the interracial photo. Together these findings indicate that accruing moral credentials by avoiding racial terms and acting in colorblind ways can increase the relationship between implicit and explicit prejudice because they function as a free pass to prejudice for some but not all individuals.

**F308**  
**COGNITIVE AND MOTIVATIONAL ASPECTS OF STEREOTYPE THREAT IN OLDER ADULTS**

Marie K. Mazerolle<sup>1</sup>, David Gallo<sup>2</sup>, Sian Beilock<sup>2</sup>  
<sup>1</sup>CNRS and University of Poitiers, <sup>2</sup>University of Chicago

Stereotype threat is now known clearly identified as an important factor that can impact older adults' performance when they face a memory test. A large body of research has demonstrated that stereotype threat contributes to lower performance by reducing the amount of executive resources devoted to the task. Recently, the motivational side of stereotype threat effects was highlighted and some studies observed that stereotype threat could improve older adults memory performance. In the present study, we investigated the executive/controlled and the motivational accounts of stereotype threat within a single study. Using the Critical Recall task, we demonstrated that both motivational and executive/controlled accounts of stereotype threat can shed light on older adults memory performance. These findings lead to consider the importance of both motivational and cognitive accounts of stereotype threat, as well as societal implications for older adults' memory testing.

**F309**  
**PERSON- AND SPACE-FOCUSED STEREOTYPING AT THE INTERSECTION OF RACE AND CLASS**

Caitlyn Yantis<sup>1</sup>, Courtney Bonam<sup>1</sup>  
<sup>1</sup>University of Illinois at Chicago

Although poverty is a stereotype commonly associated with Black people, upper-class indicators produce subtypes that attenuate this impoverished image (e.g., Black businessman; Devine & Baker, 1991). We explored whether similar subtypes impact *space* stereotyping. In Study 1, participants rated lower-class stereotypes (e.g., crime-ridden) as more representative of Black (vs. White) areas, corroborating previous work (Bonam, Eberhardt, & Bergsieker). In Study 2, we investigated whether the lower-class—Black space association would weaken through subtyping. Participants viewed one of eight profiles that differed by target type (house/person), race (White/Black), and class (lower/middle) before rating how strongly that target exhibited class-relevant stereotypes. We found the hypothesized class by target type interaction: stereotype application was consistent with class condition for White/Black person and White house targets. However, participants assigned lower-class stereotypes to Black house targets, regardless of class condition. These findings suggest that class-consistent stereotypes are less frequently applied to Black (vs. White) spaces.

## F310

**INDIVIDUAL DIFFERENCES IN PARADOXICAL EFFECTS ON STEREOTYPE SUPPRESSION: COGNITIVE COMPLEXITY IN PERSON PERCEPTION**Mana Yamamoto<sup>1</sup>, Takashi Oka<sup>1</sup><sup>1</sup>*Nihon University*

Stereotype suppression leads to paradoxical effects (i. e., stereotype suppression facilitates the use of that stereotype). However, studies on paradoxical effects in stereotype suppression have not been sufficiently addressing the relationship between paradoxical effects and individual differences in person perception. One study examined the relationship between cognitive complexity and paradoxical effects in stereotype suppression. Forty-nine undergraduates participated in the experiment. First, the participants answered the questionnaire that served as a measure of cognitive complexity. Second, the participants were given a sentence-stem completion task that served as a manipulation of stereotype suppression. Third, the participants were given a lexical decision task and the response latencies of the stereotypic vs. non-stereotypic words were recorded. The results indicated that the participants who were low on cognitive complexity showed paradoxical effects and those who were high on cognitive complexity did not show paradoxical effects. We argued about the relationship between cognitive complexity and paradoxical effects.

## F311

**INTERGROUP THREAT AND SHIFTING STANDARDS**Xian Zhao<sup>1</sup>, Monica Biernat<sup>1</sup><sup>1</sup>*University of Kansas*

The shifting standards model suggests that stereotypes activate judgment standards against which members of stereotyped groups are judged. No study has systematically investigated how intergroup threat can moderate the standards we use when judging the attributes of a member from a negatively stereotyped group. College White students (N = 235) were randomly assigned into one of 8 conditions (White/Black target\*confirmatory/minimum standard\*intergroup threat/non-threat priming). Threat was manipulated by varying the response scales on a multi-choice questionnaire regarding African Americans, and an evidentiary standards approach was used to measure judgments of aggressiveness. We found that intergroup threat enhanced an assimilation effect, such that Black targets were held to lower standards of aggression (less evidence needed to be considered aggressive) than White targets for both types of standard. This result indicates that threat may heighten assimilation, but not contrast effects.

## F312

**FACTORS INFLUENCING ATTRIBUTIONS TO PREJUDICE: HARM, INTENT, AND INDIVIDUAL DIFFERENCES IN THE PROPENSITY TO MAKE ATTRIBUTIONS TO PREJUDICE**Stuart S. Miller<sup>1</sup>, Donald A. Saucier<sup>1</sup><sup>1</sup>*Kansas State University*

Expressions of racial prejudice are often subtle and ambiguous. Given such ambiguity, whether or not prejudice is perceived by observers may be related to individual differences in the tendency to make attributions to racial prejudice. In the present set of experiments, we tested whether beliefs related to a tendency to make attributions to prejudice more strongly predict attributions to prejudice in situations where cues for prejudice are relatively ambiguous. In both studies, participants read vignettes describing a potential case of housing discrimination. In Study 1, we manipulated information about the harm caused by a White landlord to a Black rental applicant. In Study 2, we manipulated information about the landlord's intent to racially discriminate. Across both studies, our findings consistently supported our hypothesis that attributions to prejudice are related to individual

differences in the tendency to make attributions to prejudice when information about harm and intent is ambiguous.

## F313

**TEMPORAL DYNAMICS OF STEREOTYPE ACTIVATION AND APPLICATION**Andrew M. Rivers<sup>1</sup>, Jeffrey W. Sherman<sup>1</sup>, Regina Reichardt<sup>2</sup><sup>1</sup>*University of California at Davis*, <sup>2</sup>*University of Wurzburg*

Past research demonstrates that stereotypes can influence judgment even when their accessibility is incidentally heightened. However, accessible stereotypes do not *always* influence judgments. Under appropriate conditions, individuals can correct for the biasing influence of stereotypes leading to a distinction between activation and application. The present study investigates stereotype application and correction processes across time. In two experiments, 166 undergraduates completed the Stereotype Misperception Task (SMT). Stimulus onset asynchrony between prime images (stereotypically black and white faces) and target images (outlined face morphs) was manipulated as a within-subjects variable. As predicted, stereotypes most strongly influence judgments when primes and targets are proximal. Multinomial modeling analyses reveal that stereotype application systematically decreases as temporal distance between primes and targets increases. Stereotype activation, on the other hand, *increases* as temporal distance between prime and target increases. This dissociation between activation and application has important implications for understanding mechanisms by which stereotypes influence judgment.

## F314

**WHAT DOES STIGMA SMELL LIKE?: CROSS-MODAL INFLUENCE OF VISUAL WEIGHT CUES ON OLFACTION**Angela C. Incollingo Belsky<sup>1</sup>, A. Janet Tomiyama<sup>1</sup>, Andrew Ward<sup>2</sup><sup>1</sup>*UCLA*, <sup>2</sup>*Swarthmore College*

Overweight and obese individuals face negative stigma associated with their body size in a variety of personal and professional domains. In this investigation, we tested a new method for detecting subtle weight stigma processes. In two studies, participants (N = 245) rated a series of scent samples that, unbeknownst to them, were odorless. Simultaneously, images of overweight and non-overweight individuals appeared on a computer screen. Across both studies, the results showed that the scent samples were perceived to smell significantly worse when they were paired with images of overweight individuals than when they were paired with images of non-overweight individuals. These results suggest that perceptions of stigmatized individuals can be assessed indirectly through olfactory responses. More generally, these findings highlight the possibility that stigma may cross sensory modalities, and they offer a new methodology for assessing social perceptions through multiple sensory pathways.

## F315

**TOWARDS AN ECOLOGICALLY VALID MODEL OF CONTEXT-DEPENDENT STEREOTYPE CONTENT**Alex Koch<sup>1</sup>, Roland Imhoff<sup>1</sup><sup>1</sup>*University of Cologne*

What are the dimensions that individuals spontaneously use to judge social groups? 215 participants sample groups that they think form the US society. 248 other participants judge the similarity of these social groups on freely chosen and changeable dimensions. These ambiguous judgments are averaged across participants and subjected to multidimensional scaling. 1D/2D/3D configurations of the social groups fit the data well, and are interpreted based on patterns of multiple correlations with 24 unambiguous dimensions for which 619 other participants provide consistent judgments. Results from 3 studies show that individuals spontaneously use the following stereotype dimensions in the following order: power/dominance, religiousness/traditionalism and

trustworthiness/sincerity. 2 other studies (677 participants) by and large confirm this for a widely cited set of social groups, and 2 final studies (233 participants) suggest that the primary dimension of spontaneous stereotyping is not trustworthiness/sincerity, because power/dominance and religiousness/traditionalism distinguish better between representatively sampled social groups.

**F316****SEMI-SUPERVISED STEREOTYPING: UNTESTED STEREOTYPIC ASSUMPTIONS REINFORCE STEREOTYPES AS MUCH AS EXTERNALLY CONFIRMED STEREOTYPIC ASSUMPTIONS**William T. L. Cox<sup>1</sup>, Patricia G. Devine<sup>1</sup><sup>1</sup>*University of Wisconsin at Madison*

When people make stereotypic judgments (e.g., inferring that a fashionable man is gay), they often receive no objective feedback about whether those judgments are correct. Because people presume their untested assumptions are correct, stereotypic judgments themselves serve as a mechanism to reinforce stereotypes (cf. semi-supervised learning). Participants (N=522) completed a stereotyping judgment task, either receiving No Feedback, Stereotype-Confirming Feedback, or Stereotype-Disconfirming Feedback about their judgments. When the feedback confirmed stereotypes, participants relied more heavily on the stereotypes over time. Surprisingly, when the feedback disconfirmed stereotypes, rates of stereotyping remained constant – they did not decrease. In the No Feedback condition, stereotyping rates increased, as in the Stereotype-Confirming condition – participants' own untested judgments boosted their reliance on the stereotypes just as if they had been externally confirmed as correct. These data suggest that stereotypes can be perpetuated and strengthened even in the absence of evidence for them.

**F317****CRYING "STEREOTYPE THREAT!": INTERPERSONAL CONSEQUENCES OF CLAIMING STEREOTYPE THREAT**Julie R. Eyink<sup>1</sup>, Edward Hirt<sup>1</sup>, Kathryn Boucher<sup>1</sup><sup>1</sup>*Indiana University*

Minorities who claim discrimination causes failure are labeled complainers (Kaiser & Miller 2001). We tested the interpersonal costs of claiming stereotype threat. 144 undergraduates read about Sarah who claimed a handicap before a test. The design was 2(domain: math/negotiation) x 3(handicap: stereotype threat/illness/none) x 2(participant gender). We measured positivity and competency impressions. We find a main effect of gender ( $F(1,127)=4.603, p<.05$ ) on positivity such that women are more positive than men. We find main effects of handicap on positivity ( $F(2,127)=4.582, p<.05$ ) and competency ( $F(2,132)=5.197, p<.01$ ). Claiming any handicap cost more interpersonally than not handicapping. We find a domain\*handicap\*gender interaction ( $F(2,132)=3.365, p<.05$ ) on competency. Claiming stereotype threat in math increased females' competency impressions to no handicap levels as did claiming illness for males. These handicaps backfired in negotiation. Results suggest claiming stereotype threat can help in some contexts and harm in others.

**F318****ACCURACY IN ESTIMATING THE OPPOSITE-SEX'S MATE PREFERENCES AMONG GAY MEN AND LESBIANS**Emily A. Graham<sup>1</sup>, Charles Bakalaras<sup>1</sup>, Angela Pirlott<sup>1</sup><sup>1</sup>*University of Wisconsin at Eau Claire*

Although not always completely accurate, perceptions have pragmatic accuracy which increases chances of achieving goals—identifying a potential mate's preferences functions as a valuable mating strategy. Given the smaller mating pool and less cultural knowledge of LGB mating, gay men and lesbians' mate preference perceptions might be largely inaccurate, although because they mate with their own group, might be mostly accurate. To study examine gay men and lesbians' accuracy of mate preference perceptions, LGB

participants rated their mate preferences and perceptions of their mating group's mate preferences for long- and short-term relationships. In general, gay men and lesbians were largely accurate with few exceptions: For both long and short-term relationships, gay men over-perceived the importance of good genes but under-perceived well-educated; lesbians under-perceived intelligence but over-perceived wants children. This demonstrates the resounding accuracy of LGB's mate preference perceptions, but also highlights the key inaccuracies and the direction of these inaccuracies.

**F319****SOCIAL DOMINANCE ORIENTATION AND PREJUDICE: CORRELATIONAL RESEARCH**Geneva C. Yawger<sup>1</sup>, Anson Long<sup>1</sup><sup>1</sup>*Indiana University of Pennsylvania*

In the examination of prejudice, social dominance orientation (SDO; Sidanius & Pratto, 1999) - the desire to achieve and maintain group-based dominance and inequality among social groups - has emerged as a reliable predictor of intergroup attitudes such as racism and sexism. Our study took an in-depth look at a variety of types of prejudice, a few of which have received little previous research attention. Using a sample of 78 undergraduate students, we observed positive correlations between SDO and old-fashioned racism ( $r = .631, p < .0005$ ), modern racism ( $r = .663, p < .0005$ ), old-fashioned sexism ( $r = .603, p < .0005$ ), modern sexism ( $r = .626, p < .0005$ ), homophobia ( $r = .559, p < .0005$ ), transphobia ( $r = .372, p = .001$ ), antifat attitudes ( $r = .663, p < .0005$ ), and religious intolerance ( $r = .514, p < .0005$ ). These findings support and extend previous SDO research.

**F320****TRYING AND FAILING OR FAILING TO TRY: THE ROLE OF CONSCIENTIOUSNESS IN JUDGING PEOPLE WITH PERCEIVED CONTROLLABLE STIGMAS (PCS)**Jordan R. Schriver<sup>1</sup>, Elaine Perunovic<sup>1</sup>, Mihailo Perunovic<sup>2</sup><sup>1</sup>*University of New Brunswick*, <sup>2</sup>*Saint Thomas University*

This study examined the role of conscientiousness in judging people with perceived controllable stigmas (PCS). A PCS is a negative characteristic of a person that can be potentially construed as controllable or changeable. Participants from Amazon Mechanical Turk (N = 127) completed personality questionnaires and evaluated characters with PCS (i.e., smokers and obese individuals) either with or without evidence that the stigma was uncontrollable. When no explanation for the stigmas was provided, participants high in conscientiousness were more likely than those low in conscientiousness to attribute the PCS to a lack of control and to show prejudice toward the characters. When the stigma was described as uncontrollable, conscientiousness became negatively associated with prejudice. Results also suggest that the relationship between conscientiousness and judgement of individuals with PCS is mediated by perceived controllability of the stigmas. Implications for the perception and treatment of stigmatized groups will be discussed.

**F321****MODERATING ROLE OF RUMINATION ON DIFFERENT SOURCES OF DISCRIMINATION AND POOR PHYSICAL HEALTH IN LGB**Olivia Wagner<sup>1</sup>, Wilson Salvador Figueroa<sup>1</sup>, Peggy Mycek Zoccola<sup>1</sup><sup>1</sup>*Ohio University*

Lesbian, gay, and bisexual (LGB) individuals experience prejudice due to their minority sexual identity from a variety of different sources including family and friends (DISC-F) and others (DISC-O). Rumination, or mental rehearsal of past stressors, particularly in situations in which an individual's identity is threatened, may prolong the stress response and negatively impact health. To further explore these associations, the present study examined the potential moderating role of rumination in the association between different

sources of discrimination and poor physical health in an online study of 305 LGB adults. Discrimination, trait rumination, and subjective physical health were measured. Both DISC-F and DISC-O predicted poorer physical health. Rumination moderated (exacerbated) the association between DISC-F and poorer physical health, but did not moderate the DISC-O and physical health association. Results suggest that LGB with the tendency to ruminate may be at greater risk for poorer physical health after encountering discrimination from loved ones.

F322

### THE WEIGHTINESS OF WEIGHT CONCERN ON ATTITUDES TOWARD OBESE PERSONS

Lisa Auster-Gussman<sup>1</sup><sup>1</sup>University of Minnesota

Stigma toward obese persons is pervasive and has numerous effects on the psychological and physical well-being of millions of obese people. Identifying reasons for the pervasiveness of this stigma is of utmost importance. This study tested the prediction that subjects' own body weight and shape concern have an impact on their attitudes toward obese persons more so than their body dissatisfaction or body mass index (BMI). Participants answered questionnaires in the lab. Stepwise regression revealed that body shape concern as measured by the body shape questionnaire (BSQ) was the only significant predictor of scores on the attitudes toward obese persons scale (ATOPS). Furthermore, the correlation between BSQ and ATOPS was negative. That is, the higher the subjects' own body dissatisfaction, the less they stigmatize obese persons. Neither BMI nor body dissatisfaction emerged as significant predictors, highlighting the importance of body shape concern in predicting attitudes toward obese persons.

F323

### REFUSING TO REACH ACROSS THE AISLE: CONSEQUENCES OF POSSESSING POLITICAL CONTAGION CONCERNS

Corey J. Columb<sup>1</sup>, Chris Beck<sup>1</sup>, E. A. Plant<sup>1</sup><sup>1</sup>Florida State University

Recent research demonstrated that heterosexuals' concerns about being misidentified as gay/lesbian, which have been termed contagion concerns (Buck et al., 2013), lead to the avoidance of gay men and lesbians. We present findings from a study (N=51) demonstrating the existence and implications of political contagion concerns. Our findings indicate that some Democrats and Republicans are concerned about having their political orientation misidentified and these concerns lead to an increased desire to avoid and deny previous contact with political outgroup members and a heightened interest in converting people to their political orientation. Additionally, political contagion effects were stronger for those who highly identified with their political party. Evidence suggests that for Republicans, the avoidance of Democrats is due to contagion concerns creating disgust. This was not the case, however, for Democrats' responses to Republicans. One reason for the reluctance toward bipartisanship in today's politics may be heightened political contagion concerns.

F324

### WHY IS THERE DISCRIMINATION IN HELPING SITUATIONS?: THE EFFECTS OF NEGATIVE AFFECT AND PREJUDICE IN EMERGENCY AND NONEMERGENCY INTERRACIAL HELPING SITUATIONS

Jessica L. McManus<sup>1</sup>, Melanie M. Vert<sup>1</sup>, Ariel L. Tange<sup>1</sup>, Donald A. Saucier<sup>2</sup><sup>1</sup>Carroll College, <sup>2</sup>Kansas State University

Kunstman and Plant (2008) found Whites provided faster, better quality help to Whites than Blacks in emergencies, and suggested differences may be due to affective responses to emergencies - not prejudice. We conducted one study testing their suggestion that negative affect, not prejudice, predicts discrimination in helping situations. White participants (N = 131) completed racism measures,

read about White or Black persons in higher or lower emergency situations, and reported feelings about the situation and likelihood of helping. In higher (not lower) emergencies, individuals experiencing greater negative affect were less likely to help, actively help, and overhelp Blacks; emotions did not influence helping Whites. Racism did not predict differences in helping Whites and Blacks. Consistent with Kunstman and Plant's suggestion and the arousal: cost-reward model of helping, in emergencies there is less time to think, creating reactions based on feelings, not prejudices. Results have implications for emergencies, like natural disasters.

F325

### THE SOCIAL ENDOCRINOLOGY OF RACIAL PREJUDICE

Jeffrey D. Whitaker<sup>1</sup>, Pranjal H. Mehta<sup>1</sup><sup>1</sup>University of Oregon

The hierarchical nature of our society influences how individuals react to out-group members. Previous research has examined the role of social power on racial bias, however the biological correlates of this relationship have not been tested. In the present research, we test the primary hypothesis that testosterone will moderate the effects of social power on implicit prejudice. Participants (N = 149) reported to the lab and underwent a social power manipulation, provided saliva samples, and completed two measures of implicit racial prejudice (IAT and Shoot No-Shoot task). Testosterone and cortisol interacted with social factors to predict measures of racial prejudice. In addition, fWHR (a marker of pubertal testosterone) and 2D:4D (a marker of prenatal testosterone) were also collected, and we report the effects of fWHR and 2D:4D on implicit levels of prejudice. Implications for social endocrinology and research on race-bias are discussed.

F327

### RELIGIOUS IMAGERY AND PREJUDICE

Simon Howard<sup>1</sup>, Samuel Sommers<sup>1</sup><sup>1</sup>Tufts University

Past research has found positive correlations between several self-report measures of religiousness and racial prejudice and recent experimental research has demonstrated that priming religious concepts can lead to an increase in racial prejudice (Johnson, Rowatt, & LaBouff, 2010). The current study extended the previous research by subliminally priming individuals with religious Christian or neutral images vs words. In addition, theoretical distinctions between religion and supernatural agents were explored. Third, implicit racial attitudes, in addition to covert racial prejudice and general negative affect toward African-Americans were assessed. Participants subliminally primed with Christian images displayed no more implicit or covert racial prejudice against African-Americans than did persons primed with neutral images even when statistically controlling for pre-existing levels of religiousness and spirituality. Limitations and future direction are discussed.

F328

### RELIGIOUS PRIMING ELICITS AN AVERSIVE RESPONSE FROM ATHEISTS WHEN MEASURING ANTI-GAY ATTITUDES

Joel R. Anderson<sup>1</sup>, Leah M. Kaufmann<sup>2</sup>, Xochitl de la Piedad Garcia<sup>2</sup><sup>1</sup>University of Geneva, <sup>2</sup>Australian Catholic University

The relationship between religion and prejudice is complex, and researchers have recently begun exploring effects of religious priming on attitudes towards various targets. Some inter-faith priming research has been conducted, but research has yet to consider the effects of religious priming on the attitudes of the non-religious. A sample of 73 University (Mage=22.93 years, SDage = 8.07 years) students completed measures of explicit and implicit anti-gay bias. Both explicit and implicit attitudes were relatively positive. During the implicit measure, a method-based contextual prime elicited an unexpected increase in positive implicit attitudes towards homosexuals from Atheist, but not Christian respondents. Implicit attitudes towards lesbians also became more positive as a function of contextual priming. These findings suggest that the



effects of contextual religious priming can extend beyond religious in-group members, even to those who do not subscribe to religion at all.

**F329**  
**UNDERSTANDING PERCEPTIONS OF ATHEISTS AS IMMORAL**

Maxine Najle<sup>1</sup>, Will Gervais<sup>1</sup>

<sup>1</sup>*University of Kentucky*

This study used the representativeness heuristic task to evaluate whether anti-atheist prejudice stems from a perception that atheists cannot tell right from wrong or a perception that atheists have knowledge of morality, but lack motivation to behave morally. We manipulated 1) whether the description contained an immoral action, and 2) whether the character knew the action was wrong. Consequently, we tested the degree to which 1) immoral conduct, and 2) knowing the conduct is wrong are representative of atheists, relative to religious believers. Results were analyzed using logistic regression. Overall, descriptions of immoral actions were seen as representative of atheists. This effect was exacerbated when the character seemingly did not know that the action was, in fact, immoral. These results suggest that the perception of atheists as immoral stems from atheists being perceived as fundamentally lacking an understanding of right from wrong that is seen as representative of religious individuals.

**F330**  
**RELIGION AND PREJUDICE, OR AT LEAST LOWERED PROSOCIALITY, TOWARD AN LGBTQ COMMUNITY GROUP**

Jeffrey A. Goodman<sup>1</sup>, Cody Butcher<sup>1</sup>, Hemapreya Selvanathan<sup>1</sup>, Sathya B. Jeevanba<sup>1</sup>

<sup>1</sup>*University of Wisconsin at Eau Claire*

Previous research from our lab and others' has provided evidence that believers express higher levels of prejudice than nonbelievers toward various groups. However, believers and nonbelievers in our samples have not differed in self-reported propensity to help different groups. We asked fifty-nine participants (48 believers; 11 nonbelievers) to complete a sentence-unscrambling task (actually an unsuccessful priming manipulation) in which they earned lab dollars for their performance. Subsequently, participants were given the opportunity to donate any part of their earnings to an LGBTQ community group, or to purchase snacks. Believers donated significantly less money to the community group than did nonbelievers,  $F(2, 53) = 4.15, p < .05$ . Intrinsic and fundamentalist religiosity correlated negatively ( $r_s = -.28$  and  $-.29, p < .05$ , respectively) whereas quest religiosity correlated positively ( $r = .30, p < .05$ ), with donation amount.

**F331**  
**IMAGINING ATHEISTS: REDUCING FUNDAMENTAL DISTRUST IN ANTI-ATHEIST ATTITUDES**

Jordan Paul LaBouff<sup>1</sup>, Carissa A Sharp<sup>2</sup>

<sup>1</sup>*University of Maine*, <sup>2</sup>*University of Oregon*

Atheists represent one of the largest groups in the landscape of belief and one of the most universally derogated groups. Three studies ( $N = 711$ ) investigate factors underlying intergroup attitudes towards atheists, and examine imagining contact with Atheists as a way to reduce prejudice and increase effective intergroup communication. Both ideology (religious fundamentalism) and distrust uniquely predict more negative and less positive (alophilia) attitudes towards atheists. Participants who imagine an interpersonal interaction with an atheist (relative to those who think about atheists) report less distrust towards atheists, and more willingness to engage and cooperate with atheists. Further, these imagined interactions promote more integrative complexity (i.e., recognition of multiple perspectives) in discussions of Atheists. These effects persist even among those relatively high in religious fundamentalism. Taken together, these data indicate that imagined intergroup contact with Atheists reduces distrust and promotes

increasingly valuable intergroup interactions even among those most ideologically opposed.

**F332**  
**NO GOD OR BAD VALUES? PREJUDICE TOWARD ATHEISTS CAUSED BY VALUES THREAT AND LACK OF BELIEF IN GOD**

Allison H Varley<sup>1</sup>, Gabrielle Filip-Crawford<sup>1</sup>, Steven L Neuberg<sup>1</sup>, Craig T Nagoshi<sup>2</sup>

<sup>1</sup>*Arizona State University*, <sup>2</sup>*University of Texas Arlington*

Why are atheists disliked? Evidence suggests that atheists are perceived as untrustworthy social partners, given their lack of belief in a monitoring god who punishes otherwise undetected transgressions. Other theorizing suggests that atheists are viewed as holding values dissimilar to others in the group, thereby threatening social coordination and the proper socialization of group members. Across four experiments ( $N = 972$ ) designed to explore these explanations, we found that (1) theists perceived atheists (compared to god believers) as untrustworthy and as possessing dissimilar values, each of which predicted increased negative prejudice; (2) manipulations of target god beliefs and value similarity revealed important independent roles of each on prejudice; (3) theists denigrated atheists relative to believers in non-monitoring/non-punishing gods, and atheists did not denigrate atheists, suggesting atheists' lack of beliefs in moralizing gods is unnecessary for explaining anti-atheist prejudice. Discussion focuses on integration of these approaches to better understand anti-atheist prejudice.

**F333**  
**A WEIGHT OFF THE SHOULDERS: THE EFFECTS OF SELF-COMPASSION ON AFFECT AND SELF-STIGMA FOLLOWING NEGATIVE ASSOCIATION WITH WEIGHT AND BODY IMAGE**

Deborah E. Ward<sup>1</sup>, Erica B. Slotter<sup>1</sup>

<sup>1</sup>*Villanova University*

Stigmatization of overweight individuals in the United States is both profound and increasing. Common coping strategies assume that self-esteem moderates psychological distress arising from stigma but recent theoretical perspectives have investigated how an alternative construct, self-compassion, may protect against weight and body-image stigma. One hundred and two female participants ( $M_{age} = 18.9$  years,  $SD = 1.22$ ) recalled an event where they felt negatively about their weight or body-image. Participants were randomly assigned to a condition designed to increase self-compassion, enhance self-esteem, or a control condition. Participants with a greater degree of self-compassion indicated less propensity to endorse weight-related stigma towards the self and others while degree of self-esteem did not influence weight-related stigma endorsement. Neither self-compassion nor self-esteem alone influenced affect following the recall of a negative event pertaining to weight or body image. In sum, the present findings have implications for understanding mechanisms through which stigma may be reduced.

**F334**  
**MEDIATORS OF DIFFERENCES BETWEEN LESBIAN AND BISEXUAL WOMEN ON SEXUAL IDENTITY**

Christina Dyar<sup>1</sup>, Brian A. Feinstein<sup>1</sup>, Bonita London<sup>1</sup>

<sup>1</sup>*Stony Brook University*

Bisexual women represent a distinct subgroup of sexual minorities whose experiences differ from lesbians'. The goal of the current study was to examine potential mediators of group differences between lesbians and bisexual women on dimensions of sexual identity. Two hundred and nineteen lesbian and bisexual women completed an online survey including measures of sexual identity and minority stress. Results indicated lesbians reported higher sexual identity centrality, outness, and perceived accuracy of their sexual identity label, while bisexual women reported higher sexual identity uncertainty. Bisexual women's lower sexual identity centrality was mediated by lower perceived accuracy of their sexual

identity label, while their higher sexual identity uncertainty was mediated by frequency of assumed lesbian identity. Bisexual women's lower levels of sexual identity disclosure were mediated by lower sexual identity centrality. Findings underscore the existence of meaningful differences between subgroups of sexual minority women and offer insight into mechanisms underlying these differences.

F335

### RACIAL DIFFERENCES IN WOMEN'S LEADERSHIP EXPERIENCES: PERCEIVED FIT AND STEREOTYPE THREAT FOR INTERSECTIONAL IDENTITIES

Samantha H. Snyder<sup>1</sup>, Jessica D. Remedios<sup>1</sup><sup>1</sup>Tufts University

White and racial minority women are underrepresented in leadership. They may be perceived as fitting poorly with leadership roles because they do not possess qualities expected of leaders. Awareness that others do not expect them to be leaders could cause them to experience stereotype threat. In Study 1, data from 113 participants indicated that White and Asian women are perceived to fit less well with leadership than White men; however, White women were perceived to fit better than Asian women. In Study 2, 124 White and Asian women completed negotiation, decision-making, and conflict resolution tasks that were described as reflecting leadership (high threat) or student life (low threat) situations. White women reported more gender stereotype concerns in the high threat condition; however, Asian women reported high gender and race stereotype concerns regardless of threat condition. Results suggest racial minority women may experience greater threat in leadership contexts than White women.

F336

### ETHNIC TOURISM IN ALASKA: WHAT IT MEANS FOR ATTITUDES AND PERCEPTIONS OF ALASKAN NATIVE PEOPLE

Amanda K. Sesko<sup>1</sup>, Chelsey J. Welch<sup>1</sup><sup>1</sup>University of Alaska Southeast

We examined how media sources associated with ethnic tourism in Alaska influences American identity denial and stereotypical perceptions of Alaskan Natives. Sixty-one participants viewed a video routinely shown to tourists that exclusively depicts Tlingit individuals in an historical context, an Alaskan environmental video including historical and current depictions of Tlingit individuals, or no video. While Tlingits overall were rated as less likely to engage in American and competence-related behaviors than Whites, participants who viewed the historical video rated Tlingits as engaging in less education, common American, and modern technology related behaviors compared to the environmental video. But, the historical video distanced perceptions of Tlingits from common Alaskan Native negative stereotypes. In addition lower education ratings were driven by non-Alaskan Native participants who scored low on external motivation to respond without prejudice toward Alaskan Natives (Plant & Devine, 1998). The role of identity representations and racial bias is discussed.

F337

### IDENTITY THREAT AND SELF-REGULATION: POST-TRIER EGO DEPLETION AMONG THREATENED BLACK PREMEDICAL STUDENTS

Adriana L. Germano<sup>1</sup>, Kate M. Turetsky<sup>1</sup>, Michael S. North<sup>1</sup>, Jonathan E. Cook<sup>2</sup>, Valerie Purdie-Vaughns<sup>1</sup>, Joshua Mervis<sup>1</sup>, Ellen Hada<sup>1</sup><sup>1</sup>Columbia University, <sup>2</sup>Pennsylvania State University

Prior research has demonstrated a connection between social identity threat and ego depletion (Inzlicht, McKay, & Aronson, 2006). However, little is known about how gender and race intersect to predict ego depletion under threat. In a paradigm combining classic stereotype threat induction with a Trier Social Stress Task, Black and White, male and female pre-medical students (N = 91) performed an "oral MCAT task" randomly assigned to be framed as

diagnostic of medical school aptitude (threat condition) or non-diagnostic (control). Following the task, participants were offered a bowl of candy. Threatened Black males (but not females) took the most candy, demonstrating higher rates of post-task ego depletion. These results emphasize the importance of studying identity threat as an intersectional process, dependent on multiple facets of identity, as well as provide insight into a potential mechanism for understanding racial and gender achievement gaps in medical school.

F338

### A CROSS-CULTURAL INVESTIGATION OF EARLY IMPLICIT RACIAL BIAS

Meghan George<sup>1</sup>, Jennifer Steele<sup>1</sup>, Amanda Williams<sup>2</sup>, Elaine Tay<sup>3</sup><sup>1</sup>York University, <sup>2</sup>Sheffield Hallam University, <sup>3</sup>University of Western Australia

Across two studies, we examined implicit racial attitudes of minority and non-White majority children in two cultures. In Study 1, minority children (N = 165; Mage = 8 years) in Canada completed a Black-White Implicit Association Test (IAT). Consistent with theorizing, young non-Black minority children showed a pro-White (versus Black) bias. However, unlike previous findings, the magnitude of bias was lower for older children, and for the first time, Black children showed a pro-Black bias, suggesting that the immediate context can inform implicit racial attitudes. In Study 2 we examined the implicit attitudes of Malay (majority) and Chinese (high status minority) children in Brunei (N = 205; Mage = 8 years), who had limited access to White or Black peers. Participants showed an implicit pro-White (versus Black) bias by early childhood, providing further evidence that implicit racial attitudes favoring high status (versus lower status) outgroups are acquired early in development.

F339

### CONFRONTERS AS CRUSADERS: PERPETRATOR STATUS MODERATES PERCEPTIONS OF NON-TARGET CONFRONTERS OF SEXUAL MINORITY PREJUDICE

Kathryn M. Kroeper<sup>1</sup>, Diana T. Sanchez<sup>2</sup>, Mary S. Himmelstein<sup>2</sup><sup>1</sup>Indiana University at Bloomington, <sup>2</sup>Rutgers University

Recent research indicates that non-targets are relatively unlikely to confront prejudice (Dickter, 2012; Dickter & Newton, 2013). One such factor preventing confrontations may be the belief that non-targets who confront prejudice will be viewed negatively by others (Dickter, 2012; Kroeper, Sanchez, & Himmelstein, 2014). The present study aims to identify whether these concerns are justified. Additionally, we examined whether perpetrator status moderates perceptions of confronters. 112 heterosexual male participants read one of three vignettes describing a bystander either confronting, ignoring, or ambiguously responding to sexual minority prejudice. Afterwards, participants rated their perceptions of the bystander and perpetrator. Results indicated that participants assigned mostly positive attributes to confronters. Moreover, analyses revealed that perceptions of perpetrator status moderated a non-target confronter's perceived communality and agency. Specifically, when a perpetrator was perceived to be high in status, confronting prejudice was more valued than when the perpetrator was assumed to be low in status.

F340

### SCHOOL TRACKING AS A TOOL FOR HINDERING EDUCATIONAL ATTAINMENT OF LOW SOCIAL-CLASS STUDENTS

Anatolia Batruch<sup>1</sup>, Frederique Autin<sup>1</sup>, Fabrizio Butera<sup>1</sup><sup>1</sup>University of Lausanne

Although school systems officially warrant equality of treatment for students, we propose that students' SES is an influential factor in conceding academic opportunities, and more specifically in the access to prestigious tracks. In our first study, participants had to decide which secondary school track was most suitable for a 12

year-old student. The student's socioeconomic status was manipulated, but grades were kept constant. Results show that participants considered a lower track more suitable for a low-SES student than for a high-SES student, and that a higher track was more suitable for a high-SES student than for a low-SES student. These results were replicated with a sample of teachers. A third study revealed that when the selective purpose of school was salient, the difference between social classes in the tracking decision grew wider. These results suggest that the selective function of the educational system encourages the reproduction of social class inequalities.

**F341**

**WHAT WE CALL IT MATTERS: FRAMING AFFECTS AMERICANS' ATTITUDES TOWARDS MARRIAGE EQUALITY AND BELIEFS ABOUT NATIONAL POLICY SUPPORT**

Ariana N. Bell<sup>1</sup>, Serena Does<sup>1</sup>, Stacey Greene<sup>1</sup>, Francesca Kazerooni<sup>2</sup>, Phillip A. Goff<sup>1</sup>

<sup>1</sup>University of California at Los Angeles, <sup>2</sup>Cornell University

Although support for marriage equality has increased in recent decades, many Americans still oppose it. Prior work has shown how individual factors such as political ideology (Herek, 2000) fuel such opposition. Less is known, however, about contextual predictors of support for marriage equality. We aim to address this gap in the literature by examining framing effects on individuals' attitudes toward marriage equality. Across two studies, we test how using ostensibly synonymous labels - marriage equality, gay marriage, and same-sex marriage - affect people's attitudes. Study 1 shows that exposure to the marriage equality frame decreases opposition compared to the same-sex and gay marriage frames, with men reporting a particularly aversive response to same-sex marriage. Study 2 shows that exposure to the marriage equality frame increases people's estimation of national support for legalization. This estimation of national support predicts participants' prejudice towards sexual minorities. Implications for the framing of this issue are discussed.

**F342**

**ADDRESSING YOURSELF: DISTINGUISHING THE EFFECTS OF SECOND-PERSON AND THIRD-PERSON PERSPECTIVES ON SELF-DISTANCING FROM DISTRESSING EXPERIENCES**

Rebecca Friesdorf<sup>1</sup>, Roger Buehler<sup>1</sup>

<sup>1</sup>Wilfrid Laurier University

Recent research found that instructing people to recall and describe distressing events from a non-first person perspective (using non-

first-person pronouns and one's own name) enhanced self-distancing and reduced emotional reactivity (Kross et al., 2014). The goal of the present study was to identify which particular non-first-person perspective yields these benefits. We instructed 88 female participants to recall and describe an upsetting event from one of four perspectives: using non-first-person pronouns and one's own name (as in the previous research), or more specifically using first-person pronouns (I, me, my), second-person pronouns (you, yours), or third-person pronouns (she, her). Participants then completed scales assessing self-distancing and emotional reactivity. Participants exhibited greater distancing and less reactivity in the third-person and non-first-person conditions than in the first-person condition, but these effects were not obtained for the second-person condition. When it comes to distancing oneself from distress, not all non-first person perspectives are alike.

**F343**

**THE EFFECTS OF BEING LEFT OUT: COGNITIVE, PERSONALITY AND PSYCHOPATHOLOGICAL PREDICTORS OF NEGATIVE OUTCOMES OF OSTRACISM**

Tonia Relkov<sup>1</sup>, Doug McCann<sup>1</sup>

<sup>1</sup>York University

Ostracism leads to negative effects such as decreased self-regulation and an impaired sense of control, belonging, and self-esteem. The effects of ostracism can be exacerbated by social anxiety; however, research has not examined other individual differences that may impact reactions to ostracism. The current project examined relations between ostracism and self-regulation, and individual differences as predictors. In the study students filled out questionnaires regarding psychopathology, personality, and interpersonal styles. They completed a lab task called Cyberball, a ball throwing game that includes or excludes the participants. Finally participants completed a behavioural measure of self-regulation. Hierarchical multiple regression results showed that ostracism was not a significant predictor of self-regulation. Preexisting psychopathology in the form of state anxiety was a predictor, while personality variables were not. Finally, interpersonal goals such as self-image goals were related to higher levels of self-regulation. These results underline the importance of including more variables in ostracism research.

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# Poster Session G

Saturday, February 28, 2015, 6:15 pm - 7:45 pm, Hall B

## Attitudes/Persuasion

G01

### EXPLORING NON-PARTITIONED & PARTITIONED MEASURES OF ATTITUDINAL AMBIVALENCE

Madeleine T. D'Agata<sup>1</sup>, Leandre R. Fabrigar<sup>1</sup>, Tara K. MacDonald<sup>1</sup>, Erica J. Reffling<sup>1</sup>, Catherine M. Calnan<sup>1</sup>, Victoria C. Johnson<sup>2</sup>, Steven M. Smith<sup>3</sup>

<sup>1</sup>Queen's University, <sup>2</sup>University of Western Ontario, <sup>3</sup>St. Mary's University

Attitudinal ambivalence is one of the most widely studied determinants of attitude strength. We examined two common measurement approaches—non-partitioned and partitioned—to examine attitudinal ambivalence. The non-partitioned measure requires participants to rate their attitude on positive and negative descriptors that are intermingled. The partitioned measure explicitly instructs participants to compartmentalize their attitude by rating positive and negative evaluations separately. To examine differences in the underlying structure of both measures, we conducted CFA on four data sets ( $169 \leq ns \leq 221$ ). Negative and positive evaluative responses were largely bipolar for the non-partitioned measure ( $-.55 \leq rs \leq -.93$ ), whereas they were orthogonal for the partitioned measure ( $.03 \leq rs \leq -.42$ ). Additional analyses indicated that both measures performed well when ambivalence was present. However, when ambivalence was low, the partitioned measure produced artificial ambivalence. Ultimately, the non-partitioned measure was superior to the partitioned measure for accurately assessing attitudinal ambivalence.

G02

### YOU HAVE GOT THE POWER: PERCEPTIONS OF STATUS AND POWER IN DECEPTIVE INTERACTIONS

Qianqian Mou<sup>1</sup>, Brett Shather<sup>1</sup>, Matthew Brasher<sup>1</sup>, Sarah Lee<sup>1</sup>, Jana Hackathorn<sup>1</sup>

<sup>1</sup>Murray State University

The current study examined how targets' awareness of deceiving behavior (aware or not aware) would affect their Ideal Standards Scale rating of the deceivers. Participants were random assigned as aware target, not aware target, or deceiver. Deceivers would tell target 3 pre-planned lies during the conversation, and half of the targets would be told they were deceived afterward. A series of one-way ANOVAs was conducted to compare ratings on each of the subscales in the ISS. In opposite to the original hypothesis, the Tukey HSD test indicated that target rated deceiver higher of power and social status when they were aware of deceiving behavior, none of the rest subscale of ISS appeared significant. It is possible that as the aware targets had just been deceived, they may have decreased confidence and state self-esteem, thus they perceive the deceiver as having more power and status temporarily.

G03

### CHANGING CERTAIN AND UNCERTAIN ATTITUDES: THE OPPOSITE EFFECTS OF GENERAL ACTION AND INACTION GOALS

Shaun R. Owenby<sup>1</sup>, Ian M. Handley<sup>1</sup>

<sup>1</sup>Montana State University

Albarracín and Handley (2011) demonstrated that general action (inaction) goals decrease (increase) the degree pre-existing attitudes change following persuasive information. The current research tested whether action (inaction) goals instead result in more (less) attitude change in response to persuasive information about a novel topic, particularly when initial attitude uncertainty is salient. Participants reported their initial attitudes toward a novel (fictitious) food product called Miniac. Next, depending on random assignment, initial attitude uncertainty was/was not made salient

and participants were primed with either an action, inaction, or no goal. Finally, all participants read a persuasive message against Miniac and then reported post-message attitudes. Replicating prior findings, action (inaction) goals resulted in less (more) attitude change following a persuasive message when the uncertainty about participants' initial relevant attitudes was not salient. But, extending that research in a novel way, this pattern was significantly reversed when initial attitude uncertainty was made salient.

G04

### THERE'S NO LOVE LIKE A MOTHER'S LOVE: THE EFFECT OF THINKING ABOUT MOM'S SUPPORT ON WOMEN'S MATH MOTIVATION

Kristin L. Yoke<sup>1</sup>, Tong Lu<sup>1</sup>, Chris Holland<sup>1</sup>, Charles Lord<sup>1</sup>

<sup>1</sup>Texas Christian University

Despite continued job growth and competitive pay, women are still underrepresented in science and mathematics related careers (STEM). Some possible reasons for women's underrepresentation may be attributed to few STEM women role models, preparational disadvantages, and negative stereotypes concerning women's mathematics ability. As a result, women may feel anxious when approaching mathematics. The current studies were interested in identifying ways to increase women's desire to pursue and excel in mathematics. In Study 1, women wrote about a time their mother was supportive or completed an unrelated verbal task. In Study 2, women wrote about a time their mother was supportive, described what their mother looked like, viewed a mother-child sketch, or completed an unrelated verbal task. In both studies, women who wrote about their mother's support reported the highest math motivation. Additionally, women in Study 2 also reported higher math motivation after viewing the mother-child sketch. Theoretical implications are discussed.

G05

### THE EFFECT OF COGNITIVE DISSONANCE ON ATTITUDE STRENGTH

Andrew Luttrell<sup>1</sup>, Richard E. Petty<sup>1</sup>

<sup>1</sup>Ohio State University

This study applies research on attitude strength to the existing work on cognitive dissonance. Classically, research has shown that attitudes can change following dissonance-evoking events like engaging in counterattitudinal behavior, but less attention has been paid to the strength of dissonance-induced attitudes. In the present study, participants followed a procedure often used to experimentally induce cognitive dissonance (i.e., manipulating whether or not people had the freedom to choose to engage in a counterattitudinal behavior). The counterattitudinal behavior in this study was writing an essay in favor of implementing 7:00AM classes at the participants' university. Replicating prior dissonance research, participants in the high (vs. low) choice condition reported more favorable attitudes toward 7:00AM classes after writing the essay. Importantly, however, the attitudes of participants in the high (vs. low) choice condition reported reduced certainty and increased ambivalence with regard to their attitudes, indicating relatively weak post-dissonance attitudes.

G06

### USING THE THEORY OF PLANNED BEHAVIOR TO PREDICT GAMBLING INTENTIONS AND BEHAVIOR

Michael Tagler<sup>1</sup>, Ethan Dah<sup>2</sup>

<sup>1</sup>Ball State University, <sup>2</sup>Texas Tech University

Gambling is a behavior that is of concern among psychologists due to its potential for negative personal and social consequences. We applied the Theory of Planned Behavior (TPB; Fishbein & Ajzen,

2010) to predict gambling intentions and behavior. Regression analyses with college students ( $N = 100$ ) and Amazon Mechanical Turk workers ( $N = 95$ ) found attitudes towards gambling, perceived normative pressure, and perceived behavior control combined to accurately predict intentions to gamble in the next two weeks,  $R^2s = .47, .52$ . However, only attitudes and perceived normative pressure were statistically significant predictors. To explore the validity of the TPB for predicting actual gambling, we also measured self-reported past 2-week gambling (yes or no). Consistent with the TPB, logistic regression showed past gambling was significantly predicted for both samples of participants, Nagelkerke  $R^2s = .36, .58$ . Behavioral intention, but not perceived behavioral control, was a significant predictor of past gambling.

G07

### EXPLORING THE ANTECEDENTS OF PROSELYTISM: ATTITUDE CERTAINTY ON ONE'S WILLINGNESS TO PROPAGATE AN ATTITUDE

Jacob D. Teeny<sup>1</sup>, Andrew Luttrell<sup>1</sup>, Rich Petty<sup>1</sup>, Pablo Briñol<sup>2</sup>  
<sup>1</sup>The Ohio State University, <sup>2</sup>Universidad Autónoma de Madrid

Participants' certainty in their attitude toward recycling was manipulated to investigate its effect on proselytism (i.e. the participants' willingness to convince others of their attitudes). Two forms of certainty were examined—perception of the correctness of the attitude and perception of the clarity of the attitude. Using procedures adapted from Petrocelli, Tormala, and Rucker (2007), participants' certainty was manipulated orthogonally through social consensus (correctness) and semantic repetition (clarity). We expected that when clarity and correctness were either both high or low, more proselytism would occur than when these were mixed. This curvilinear hypothesis followed from prior research instilling both high certainty and high doubt in attitudes. As hypothesized, there was an interaction effect on one's willingness to proselytize: participants in both the high correctness/high clarity condition as well as the low correctness/low clarity condition exhibited a greater intent to proselytize their attitudes than when these were mixed.

G08

### HOW MUCH IS TOO MUCH?: DEFINING OVERCONSUMPTION OF GOODS AND NATURAL RESOURCES AND HOW OVERCONSUMPTION IMPACTS THE ENVIRONMENT

Dave Kolar<sup>1</sup>  
<sup>1</sup>University of Mary Washington

Most researchers believe that overconsumption of goods and natural resources have a negative impact on the environment (Oskamp, 2000). Unfortunately, there is little research defining what overconsumption is. In the current study, 84 participants provided both quantitative and qualitative data in an attempt to define overconsumption of goods and resources. Qualitative results indicate that oil, food, energy, and electronic products are some of the things we overconsume the most. Quantitative results indicate that overconsumption for a typical 4-person household can be defined as having more than four TV's, more than four computers, and more than three video game consoles. At the individual level, having more than one car and more than one cell phone is considered overconsumption. Results are discussed in terms of how we can use social psychological theories on attitude and behavior change to improve the environment.

G09

### COGNITIVE LOAD AND THE AUTOMATICITY OF ASSOCIATIVE ATTITUDE FORMATION: EVALUATIVE CONDITIONING IN THE ABSENCE OF COGNITIVE RESOURCES

Julia S. Collier<sup>1</sup>, Richard Kendrick<sup>2</sup>, Michael Olson<sup>2</sup>  
<sup>1</sup>Northern Arizona University, <sup>2</sup>University of Tennessee at Knoxville

Attitudes can form via the repeated presentation of novel objects (CS) and other affectively-laden stimuli (US), even in the absence of explicit awareness of the covariations between CS and US. What is

not clear is whether attitudes that form through an implicit evaluative conditioning (EC) procedure is inhibited by a reduction in cognitive resources. The current work sought to investigate the automaticity of EC by manipulating cognitive resources. To this end, we manipulated participants' cognitive resources via an auditory cognitive load task that occurred concurrent with the EC procedure. Cognitively depleted participants evidenced an attenuation of implicit EC effects compared to control participants whose cognitive resources remained intact ( $p = .027$ ). These results speak to the automaticity of evaluatively conditioned attitudes in that the transfer of affect to novel objects is sensitive to depletion of cognitive resources. The implication for the automaticity of associative attitude formation is discussed.

G10

### TAILORING MIMETIC DESIRES TO THE CONTEXT: THE ROLE OF SELF-MONITORING AND NUMBER OF GAZERS IN THE EVALUATION OF STIMULI RECEIVING OTHERS' ATTENTION

Evelyne Treinen<sup>1</sup>, Max Weisbuch<sup>2</sup>  
<sup>1</sup>Université Catholique de Louvain, <sup>2</sup>University of Denver

Stimuli are evaluated more favourably when perceived to receive another person's attention, an effect coined "mimetic desire". While the social nature of this effect has been demonstrated through manipulations of gazer-related characteristics, little is known about the role of observer-related characteristics and the number of gazers in this effect. Because high self-monitors are highly responsive to social cues, we predicted a linear increase of mimetic desire with the number of gazers (1, 2, 3 or 4) and expected this increase to be stronger in high (vs. low) self-monitors. Although no linear increase was observed, participants' ( $n = 73$ ) self-monitoring and the number of gazers moderated mimetic desires,  $F(1,72) = 8.38, p < .005$ . Low self-monitors showed mimetic desires with one but not with many gazers, whereas high self-monitors showed mimetic desires with many but not with one gazer. This finding suggests that high (vs. low) self-monitors tailored their evaluation to the social context.

G11

### PERCEIVED EASE REFLECTING ATTITUDE ACCESSIBILITY: A DISTINCT MECHANISM FROM PERSUASION ANTECEDENTS TO STRENGTH CONSEQUENCES

Jamie Barden<sup>1</sup>, Andrew L. Luttrell<sup>2</sup>, Brandon Kopp<sup>3</sup>, Richard E. Petty<sup>2</sup>  
<sup>1</sup>Howard University, <sup>2</sup>Ohio State University, <sup>3</sup>National Bureau of Labor Statistics

Three experiments ( $N = 355$ ) demonstrated a mechanism through which attitude accessibility affects attitude certainty via meta-level perceptions of how quickly an attitude comes to mind. According to this process, people form perceptions of the ease with which an attitude comes to mind that reflect actual attitude accessibility, and these perceptions influence how confidently the attitude is held. In Experiment 1, an online/memory-based manipulation influenced the accessibility of attitudes toward a novel person, perceptions of ease, and attitude certainty. In Experiment 2, a distraction manipulation influenced accessibility of attitudes towards a campus policy, perceptions of ease, attitude certainty and behavioral intentions. Finally, Experiment 3 used false feedback to influence perceptions of ease independent of actual accessibility, and still showed consequences for certainty and behavioral intentions. Throughout, modeling supported the proposed mechanism, and showed it to be independent from alternative strength factors (perceptions of elaboration, attitude extremity, perceived knowledge, and importance).

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G12

**MOTIVATION MODULATES PRIMING OF NON-CONSCIOUS IDEOLOGIES**Rasha Kardosh<sup>1</sup>, Travis J. Carter<sup>2</sup>, Melissa J. Ferguson<sup>3</sup>, Ran R. Hassin<sup>1</sup>  
<sup>1</sup>Hebrew University, <sup>2</sup>University of Chicago Booth, <sup>3</sup>Cornell University

Previous research has shown that subliminal exposure to national flags affects political attitudes. Specifically, following priming, participants tend to be more in favor of the primed ideology (e.g., Hassin et al., 2007). Here we propose that approach/avoidance motivations towards the ideology modulate the priming effect. In two experiments we either primed Palestinian participants with the Israeli flag or primed Israeli participants with the Palestinian flag. We then examined their attitudes on issues related to the Israeli-Palestinian Conflict. The basic assumption is that participants would likely hold a-priori avoidance motivations towards the primed ideology (the flag); hence, priming it would lead to more opposing attitudes. Indeed, we found that in both experiments, when the ideology was primed, participants' attitudes became more opposed to it, compared to a control stimulus. These findings have important implications for understanding the underlying cognitive mechanisms of non-conscious ideologies.

G13

**TAILORING A MESSAGE TO AN AROUSED VALUE INCREASES ATTITUDE CERTAINTY**(Ya Hui) Michelle See<sup>1</sup>, (Chay Boon) Justine Goh<sup>1</sup>  
<sup>1</sup>National University of Singapore

Tailoring a message to an attitude function increases message processing (Petty & Wegener, 1998). Besides, increased processing produces greater attitude certainty (Petty & Wegener, 1999). Thus, we predicted that tailoring a message to a specific value (Schwartz et al., 2012) would increase attitude certainty. As adapted from Julka & Marsh (2005), in this research, the Achievement Arousal participants reported how important they thought success was on a 100-point scale, and were told that most people obtain a very high score for achievement. The Universalism Arousal participants underwent a similar manipulation where they reported how important they thought equality and justice were. When Achievement was aroused, a message that discussed how providing healthcare for the poor would facilitate economic success produced more certain attitudes than a message that emphasized equality. The opposite occurred when Universalism was aroused. These findings suggest that tailoring a message to a specific value increases attitude certainty.

G14

**IDENTIFYING SALIENT SLEEP HYGIENE BELIEFS**Kathleen A. Stanko<sup>1</sup>, Michael J. Tagler<sup>2</sup>  
<sup>1</sup>Indiana University, <sup>2</sup>Ball State University

Despite the risks associated with insufficient sleep, little is known about the social cognitive factors underlying sleep hygiene behaviors. The Theory of Planned Behavior (TPB; Fishbein & Ajzen, 2010) has been applied to many health behaviors, but infrequently to sleep. Using open-ended questions, we conducted a belief elicitation study (N = 95 college students) to identify the salient behavioral, normative, and control beliefs associated with sleep hygiene. The most frequently endorsed advantage of sleep hygiene involved having more energy while the largest disadvantage was that sleep is time consuming. Participants believed parents and professors would most approve of sleep hygiene behaviors but friends would be most disapproving. Finally, having a set schedule and engaging in healthy habits were the most frequent facilitators to good sleep hygiene, while school demands and social life were the largest inhibitors. These findings will inform development of effective interventions to improve sleep hygiene.

G15

**ASSESSING ATTITUDE POLARIZATION: A COMPARISON OF THE EFFECT OF EVALUATIVE EXTREMITY ON REAL VERSUS PERCEIVED ATTITUDE CHANGE**Jessica Barber<sup>1</sup>, Natalie Shook<sup>2</sup><sup>1</sup>Emory University, <sup>2</sup>West Virginia University

Within the attitude polarization literature, there is inconsistency as to how attitude change has been operationalized - calculated difference score versus self-reported change. In one study (N = 131), we compared the effects of attitude extremity on both real and perceived attitude change. Participants' attitudes regarding tax increases were assessed before and after reading statements that opposed and supported the issue. Self-reported attitude change, as well as political ideology, were also assessed. Attitude extremity significantly predicted both measures of attitude change: Participants with moderate attitudes demonstrated and reported less change than those with extreme attitudes. Extreme attitude holders reported a negative shift in evaluations when, in fact, calculated difference scores revealed that they had become more evaluatively positive. Political ideology did not independently predict either calculated or reported attitude change; however, attitude extremity and ideology interacted to predict self-reported change. Implications for the measurement of attitude change and polarization are discussed.

G16

**COMPARING INDUCTIONS OF CERTAINTY AND UNCERTAINTY ON OPINION EXTREMITY: LINEAR OR CURVILINEAR?**Lucas D Hinsenkamp<sup>1</sup>, Richard E. Petty<sup>1</sup>, Pablo Briño<sup>2</sup><sup>1</sup>Ohio State University, <sup>2</sup>Universidad Autónoma de Madrid

Research on mortality salience (MS) has shown that contemplating death can lead people to defend their cultural worldviews leading to more extreme opinions. MS inductions have typically been compared to control conditions that are negative but not threatening. The current research compared an MS induction to a neutral control as well as one intended to produce a sense of power and confidence rather than doubt. Thus, we tested whether worldview extremity would follow a linear or curvilinear pattern with these inductions of doubt/control/certainty. This comparison has not been investigated previously. M-turk participants (n=97) were exposed to the MS (threat), neutral recall (control) or power (confidence) induction and then completed a measure commonly used in the MS literature, defense of cultural worldviews (monetarily punishing a violator and rewarding a hero). Consistent with a linear relationship, MS produced the most extreme opinions and power the least ( $p = .018$ ).

G17

**ATTITUDES TOWARD ORGAN TRANSPLANTING DIFFER ACROSS RACE IN THE CONTEXT OF KNOWLEDGE ABOUT SCIENCE AND TECHNOLOGY**Ryan S. Erhart<sup>1</sup>, Mariah Evans<sup>1</sup><sup>1</sup>University of Nevada at Reno

In light of the dearth of African American organ donors, this research tests social cognition theory's hypothesis that the cognitive component of organ transplantation attitudes differs across racial groups, specifically that African Americans' have less favorable attitudes, but that this reflects their lower scores on science knowledge (arising from well known disengagement from STEM education). Previous research finds that knowledge about science and technology in the general population is positively associated with favorable attitudes towards organ transplantation. Secondary regression analyses from a single survey of a representative sample of US Anglophone adults in 2009 (N = 2069) were performed. African Americans have less positive organ transplantation attitudes than White Americans as expected; science knowledge has a strong association with organ transplantation attitudes; and African Americans have a knowledge deficit; but that does not account for

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their less positive attitudes. Researchers should investigate trust in medical authorities and religiosity issues.

**G18**  
**THE EFFECT OF THE VALIDITY OF CO-OCCURRENCE ON AUTOMATIC AND DELIBERATE EVALUATION**

Tal Moran<sup>1</sup>, Yoav Bar-Anan<sup>1</sup>, Brian A. Nosek<sup>2</sup>

<sup>1</sup>*Ben-Gurion University of the Negev*, <sup>2</sup>*University of Virginia and Center for Open Science*

Co-occurrence between an object and affective stimuli is not always valid evidence that the object and the stimuli are of the same valence (e.g., accusations that Richard is a crook might later be revealed as false). Contemporary theory posits that when co-occurrence is not valid evaluative evidence it has stronger influence on automatic evaluation than on deliberate evaluation. In a direct test of this discrepancy assumption, Peters and Gawronski (2011) found support only when the validity information was delayed. In five high-powered experiments (total N=893), we modified Peters and Gawronski's procedures to assess whether reduced sensitivity of automatic evaluation to validity was the result of lower reliability of automatic evaluation measures. Casting doubt on the generality of the discrepancy effect, we found reliable evidence only when automatic evaluation was measured with the Implicit Association Test, and not with the Evaluative Priming task or the Affective Misattribution Procedure.

**G19**  
**AFFECTIVE RESPONSES TO AMBIVALENCE ARE SHAPED BY DECISION CONTEXT: A FACIAL EMG STUDY.**

Hannah U. Nohlen<sup>1</sup>, Frenk van Harreveld<sup>1</sup>, Mark Rotteveel<sup>1</sup>, Jeff T. Larsen<sup>2</sup>

<sup>1</sup>*University of Amsterdam*, <sup>2</sup>*University of Tennessee at Knoxville*

Ambivalence has been suggested to intrinsically elicit negative affect (McGregor et al., 1999), however, inconsistent evidence for this link suggests otherwise. In two facial EMG studies, we investigated whether negative affect as a response to ambivalence is contingent on conflict in decision situations. In study 1, participants were exposed to targets that were each described by two characteristics, either positive, negative, or positive and negative. Results confirmed that processing ambivalent information outside of a decision context is not intrinsically aversive as reflected by more zygomaticus (smile) and less corrugator (frown) activity for processing of ambivalent than negative targets. In study 2, participants made dichotomous choices about positive, negative, and ambivalent targets. Results demonstrated that when both opposing characteristics were relevant for the decision, participants showed more negative affect (reflected by a decrease in zygomaticus activation) for negative and ambivalent targets than positive targets. Findings reveal that negative affect as consequence of ambivalence is contingent on decision context.

**G20**  
**WHEN IT JUST "CLICKS": SWIFT REVISION OF NOVEL IMPLICIT ATTITUDES THROUGH REINTERPRETATION**

Thomas C. Mann<sup>1</sup>, Melissa J. Ferguson<sup>1</sup>

<sup>1</sup>*Cornell University*

Little is known about when and how active reasoning can prompt full reversal of implicit attitudes. In two studies, we find that new information can produce reversal if it prompts a reinterpretation of the events upon which the initial implicit attitude was based. Participants were induced with a negative implicit attitude toward a man who invaded and damaged neighboring homes. Those who then received a reinterpretation of these events (he was saving children from a fire) showed statistically significant reversal of their initially negative implicit attitude, while those who read an equally counterattitudinal event that failed to reinterpret the earlier details (he rescued children from an oncoming train) did not. The change was mediated by the degree to which participants reported

reinterpreting the earlier events, and their thoughts were more like rapid insight than gradual contemplation. Results suggest that rapid and effective reversal of implicit attitudes can occur through reinterpretation.

**G21**  
**HE DID WHAT?: THE ROLE OF DIAGNOSTICITY IN UPDATING IMPLICIT EVALUATIONS**

Jeremy Cone<sup>1</sup>, Melissa Ferguson<sup>2</sup>

<sup>1</sup>*Yale University*, <sup>2</sup>*Cornell University*

Research suggests that implicit evaluations are insensitive to single instances of new, countervailing information that contradicts prior learning. In this work, however, we identify the critical role of the perceived diagnosticity of new information: if it is deemed highly diagnostic of the target's true nature, it leads to a complete reversal of one's implicit evaluation. Experiments 1a and 1b show that newly-formed implicit evaluations are reversed instantaneously with exposure to a single piece of highly diagnostic information. Experiment 2 finds a valence asymmetry in participants' likelihood of exhibiting rapid reversals. Experiment 3 provides evidence that a target must be responsible for the behavior and not merely incidentally associated with it. Experiment 4 shows that participants exhibit revision only when they judge the target's behavior as diagnostic of his character. Experiment 5 demonstrates the behavioral implications of the single new piece of information. Implications for theoretical models of attitudes are discussed.

**G22**  
**ATTRIBUTION INFLUENCES BOTH EXPLICIT AND IMPLICIT ATTITUDES**

Kathleen Schmidt<sup>1</sup>, Brian A. Nosek<sup>2</sup>

<sup>1</sup>*University of Virginia's College at Wise*, <sup>2</sup>*University of Virginia*

This study explored how propositional processes of attribution impact implicit and explicit evaluation. Participants read about a target ostensibly involved in a positive or negative event. Then, they completed implicit and explicit evaluations of the target before and after (or just after) receiving external attributions indicating the target was not responsible. For participants who completed the measures twice, explicit attitudes decreased in strength in the positive ( $d = .30$ ) and negative ( $d = .59$ ) conditions; implicit attitudes decreased in strength in the negative ( $d = .23$ ) but not positive ( $d = .01$ ) conditions. Participants who completed the measures once showed no implicit preferences but explicitly liked the target not responsible for the negative event ( $d = 0.23$ ) and disliked the target not responsible for the positive event ( $d = -0.12$ ). Both explicit and implicit evaluations of people can go beyond good and bad events that occur to consider causes, context, and meaning.

**G23**  
**INDIVIDUAL DIFFERENCES INCREASE ENGAGEMENT WITH INTERACTIVE NARRATIVES**

Melanie C. Green<sup>1</sup>, Keenan M. Jenkins<sup>2</sup>

<sup>1</sup>*University at Buffalo*, <sup>2</sup>*University of North Carolina at Chapel Hill*

Immersion into narratives can lead to attitude change, via processes such as transportation (Green & Brock, 2000) or identification (Cho, Shen, & Wilson, 2012). Interactive narratives, or choose-your-own-adventure stories, can also be immersive and may also be effective tools for attitude change (Green & Jenkins, 2014), but who is likely to be most affected by these narratives? Participants ( $N = 193$ ) were randomly assigned to read a traditional narrative, an interactive narrative, or a no-narrative control group. Participants higher in need for cognition reported higher levels of identification with the character in the interactive narrative, compared to the traditional narrative. Participants higher in transportability (the tendency to become immersed into a story world) reported more satisfaction with the interactive narrative. High transportability also predicted more perceived realism (i.e., "How realistic is this story?") in the

interactive narrative. Results suggest that certain individual differences allow readers to better appreciate interactive narratives.

**G24**  
**PERSONALITY AND ATTITUDE CHANGE: THE EFFECT OF**  
**AGREEABLENESS ON INFORMATION PROCESSING**

Ji Xia<sup>1</sup>, Meara Habashi<sup>1</sup>

<sup>1</sup>*University of Iowa*

Past research on attitude change has neglected the role of the Big Five Personality traits on persuasion (cf. Chen & Lee, 2008). The current study examined the effects of Agreeableness on information processing, attitude formation, and attitude change. Participants (N=203) were randomly assigned into one of four experimental conditions. Participants were given strong or weak arguments in either a pro-attitudinal or counter-attitudinal message about a "University Service" program. Participants were asked to report their favorability toward the program and complete personality inventories. Results indicated that participants high in Agreeableness are more likely to be influenced by argument quality when forming attitudes than participants low in Agreeableness,  $b=1.186$ ,  $t(200)=2.19$ ,  $p=.029$ . More specifically, high Agreeableness individuals reported more favorable attitudes toward 'University Service' when presented with strong arguments and less favorable attitudes when presented with weak arguments. These results support the hypothesis that Agreeableness may serve as a motivational factor in persuasion.

**G25**  
**THE ROLE OF COGNITIVE CONSISTENCY IN MEMORY FOR**  
**BELIEFS AFTER BELIEF CHANGE**

John Hessler<sup>1</sup>, Isaac Simon<sup>1</sup>, Michael B. Wolfe<sup>1</sup>, Todd J. Williams<sup>1</sup>, Sean Moore<sup>2</sup>

<sup>1</sup>*Grand Valley State University*, <sup>2</sup>*University of Alberta*

When people change beliefs after reading belief inconsistent information, recollection of previous beliefs is poor. We explore two possible explanations: a memory reconstruction error biased by the current belief, and the desire to maintain cognitive consistency. In a prescreen, subjects reported their beliefs about TV violence. Later, subjects read a one-sided, belief inconsistent text. We manipulated whether subjects reported their current belief before or after recollecting their previous belief. A third group were told their previous beliefs before reporting current beliefs. Recollection accuracy was not improved when subjects recollecting beliefs first. However, when reminded of their previously held beliefs, belief change was reduced. These results suggest that the desire to maintain cognitive consistency plays a role in the recollection of past beliefs. The moderating effect of personal need for structure and openness to experience is also discussed.

**G26**  
**SAY NO TO JUNK FOOD: STRATEGIES OF DELIBERATE SELF-**  
**PERSUASION IN A NEGATIVE DIRECTION**

Tong Lu<sup>1</sup>, Kristin Yoke<sup>1</sup>, Christopher J. Holland<sup>1</sup>, Charles G. Lord<sup>1</sup>

<sup>1</sup>*Texas Christian University*

A comprehensive review of deliberate self-persuasion (Maio & Thomas, 2007) proposed two types of strategies people commonly use to change their own attitudes. Epistemic strategies change the perceived valence of associations activated by an attitude object. Teleologic strategies, in contrast, keep undesired associations from being activated. Previous studies have established the effectiveness of these strategies in changing attitudes positively toward desirable attitude objects. The present study extended previous findings to self-persuasion in a negative direction. In the present study, participants learned and applied either epistemic or teleologic strategies to change their attitudes negatively toward "eating junk food." Before and after self-persuasion, participants listed thoughts they associated with the attitude object. Participants successfully adopted more negative attitudes toward eating junk food. Different

types of strategies led to different relationships between attitude changes and changes in associated thoughts, which validated the theoretical distinction between the epistemic and teleologic strategies of self-persuasion.

**G27**  
**THE INTERACTIONS AMONG MORTALITY SALIENCE, SELF-**  
**AFFIRMATION, AND TEMPORAL FOCUS ON ATTITUDES TOWARD**  
**THE FEDERAL DEFICIT**

David P. Nalbone<sup>1</sup>

<sup>1</sup>*Purdue University Calumet*

Two experiments, using participants from Amazon Mechanical Turk (MTurk), manipulated mortality salience, self-affirmation, and temporal focus to examine attitudes toward the federal deficit. Results indicated that self-affirmation often was associated with a desire to reduce the federal deficit (vs. maintaining the status quo), especially among those who were future-oriented and mortality salient. However, self-affirmation was associated in complex ways with possible ways to reduce the federal deficit. Raising taxes on the wealthy was preferred by Democrats, the mortality salient, and those who were self-affirmed, except for those who are present-oriented. The implications of these results, with specific recommendations for policymakers on how to frame the issue, are discussed.

**G28**  
**SITUATIONAL VARIATION IN OPEN-MINDED COGNITION**

Chase Wilson<sup>1</sup>, Victor C. Ottati<sup>1</sup>, Erika D. Price<sup>1</sup>

<sup>1</sup>*Loyola University Chicago*

We conceptualize Open-Minded Cognition (OMC) as a willingness to attend to and elaborate on presented information or opinions with relatively little bias. While open-mindedness is often regarded as a chronic disposition, the present research advances the notion that open- vs. closed-mindedness is also situationally determined. Using the newly developed Situation-Specific Open-Minded Cognition scale, (S-OMC; Price, Ottati, Wilson & Kim, 2014), we studied people's "openness" to considering certain viewpoints, varying from the mundane to the outlandish, on topics including politics and religion. A comprehensive between-subjects experiment, measuring responses to 36 different situations, demonstrated that certain viewpoints are seen as "meriting" a lower amount of open-minded consideration than others. This study provides a foundation for future research on how individuals are situationally influenced towards open- or closed-minded cognition.

**G29**  
**PREDICTING THE FUTURE WITH IMPLICIT ATTITUDES**

Kristjen B. Lundberg<sup>1</sup>, B. Keith Payne<sup>1</sup>

<sup>1</sup>*University of North Carolina at Chapel Hill*

Conventional wisdom holds that it is easy to predict behavior tomorrow but difficult to predict behavior next month or next year. Past research, however, found that implicit (but not explicit) attitudes may predict behavior before people have consciously decided. If so, then implicit measures may predict further into the future than explicit measures. We tested this hypothesis using panel data from a representative sample of Americans to predict votes for Mr. Obama versus Mr. McCain in the 2008 U.S. presidential election. Implicit and explicit attitudes were measured at different times up to two months before the election. As predicted, explicit attitudes became more predictive of voting as the election neared. But implicit attitudes were equally predictive of voting regardless of proximity to Election Day. This stability of implicit attitudes over time challenges commonly held views of attitude-behavior relations. Implicit measures may predict behavior further into the future than explicit measures.



G30

**CERTAINTY AND META-BASES MODERATE THE RELATIONSHIP BETWEEN POLITICAL ORIENTATION AND ATTITUDES**Wade L. Kidner<sup>1</sup>, Kevin L. Blankenship<sup>1</sup><sup>1</sup>*Iowa State University*

The present study examined the role of political orientation, orientation certainty, and affective-cognitive meta-bases in predicting attitudes on politically charged issues. Self-report measures of these variables were completed and sequential multiple regression revealed that certainty and meta-bases accounted for variance in attitudes above and beyond political orientation. Moreover, meta-bases and certainty significantly moderated the relationship between political orientation and attitude favorability. Higher certainty increased the consistency between political orientation and attitudes. In contrast, meta-bases acted such that, the more cognitively driven participants with extreme political orientations believed themselves to be, the more strongly orientation predicted attitudes, while the more affect-driven they believed themselves, the more attitudes moved away from the extremes toward the center. This study demonstrates that individual's attitudes are directed not only by their political orientation and certainty in it, but also by the reflective judgment as to how much their orientation is based on reason or emotion.

G31

**YOU ARE WHAT YOU READ: THE RELATIONSHIP BETWEEN EXPERIENCE-TAKING AND PERFORMANCE**Stephanie M. Smith<sup>1</sup>, Keith D. Markman<sup>1</sup><sup>1</sup>*Ohio University*

Experience-taking occurs when a reader takes on both the mindset and persona of a character in a story, in essence, "becoming" the character. Previous research has shown that increased experience-taking can lead to an increase in behaviors similar to those performed by the character in the story. We conducted two studies to determine if increased experience-taking with a successful character would lead to increased performance in a similar evaluative domain. In Study 1, experience-taking significantly predicted participants' enhanced anagram performance. In Study 2, experience taking, perceived similarity to the character and feelings of inspiration derived from the character's performance predicted enhanced anagram performance, and similarity was found to mediate the relationship between experience-taking and performance.

G32

**IMPLICIT SELF-STIGMA AND ITS SOCIAL PSYCHOLOGICAL AND HEALTH CORRELATES IN SELF-IDENTIFIED LESBIANS AND GAY MEN**Kevin A. McLemore<sup>1</sup><sup>1</sup>*University of California at Davis*

Two studies examine the social psychological and health correlates of implicit self-stigma and sexual prejudice in lesbians and gay men ( $N = 195$ ). Participants completed a self-based evaluative IAT to measure implicit self-stigma, a group-based evaluative IAT to measure implicit sexual prejudice, and a series of self-report measures. In Study 1, implicit self-stigma was associated with attitudes toward lesbians and gay men, global self-esteem, and group-serving public policy. Implicit sexual prejudice was associated with global self-esteem. Implicit self-stigma and implicit sexual prejudice interacted to predict ingroup favoritism. In Study 2, implicit self-stigma was associated with attitudes toward heterosexuals, felt stigma, depression and anxiety, while implicit self-stigma and sexual prejudice interacted to predict explicit self-stigma, evaluations of the self as lesbian or gay, explicit sexual prejudice, ingroup favoritism, and alcohol consumption. These studies demonstrate a novel technique to indirectly measure self-stigma and confirm self-stigma is associated with adverse outcomes.

G33

**ARE SOME PREFERENCES MORE SELF-DEFINING THAN OTHERS?: A NEW MEASURE OF SELF-RELATED ATTITUDE FUNCTIONS**Peter Zunick<sup>1</sup>, Russell H. Fazio<sup>1</sup><sup>1</sup>*The Ohio State University*

Functional theorists have long held that our attitudes can help us define who we are (e.g., Katz, 1960). We developed a pair of self-report items to measure the extent to which a given attitude serves this function for a given person (e.g., "My evaluation of \_\_\_\_ says something, both to myself and others, about who I am as an individual"). We asked 59 undergraduate participants to complete these measures, along with standard attitude ratings, for 16 attitude objects. Our new measures differentiated between attitudes we expected to be less self-defining (e.g., an irrelevant football team, a brand of cheap coffee) vs. more self-defining (e.g., the local university football team, feminists). In addition, more extreme attitudes tended to be more self-defining, and overall, likes were more self-defining than dislikes. These initial findings suggest this measure is a useful new tool for studying the links between attitudes and the self-concept.

G34

**GAIN VS. LOSS: THE INFLUENCE OF MESSAGE FRAMING ON PRO-ENVIRONMENTAL BEHAVIOUR**Theresa H. He<sup>1</sup>, Danu A. Stinson<sup>1</sup><sup>1</sup>*University of Victoria*

Persuasive messages are most effective when the message's frame fits one's personality (e.g. Cesario et al., 2004; Updegraff et al., 2007). For example, positively-worded messages (gain-framed) are most effective for individuals with approach/promotion orientations, whereas negatively-worded messages (loss-framed) are most effective for individuals with avoidance/prevention orientations. We sought to examine whether this effect could promote pro-environmental behavior. Participants completed personality measures and were randomly assigned to read a gain- or loss-framed pro-environmental message. Then participants completed a memory test and chose a charity to receive \$1 from the researchers. Participants also allocated \$1000 among five charities, including one environmental charity. Results indicated that loss-framing led to better memory for the passage and higher rates of donation to environmental charities. Contrary to expectations, self-esteem, BIS/BAS, and promotion/prevention did not moderate these effects. This research is important because loss-framing could garner more donations than gain-framing, and would be equally effective for everyone.

G35

**THE GOOD SIDE OF PRIDE: WHEN BEING PROUD PROTECTS US FROM SUGGESTIONS**Violetta K. Schaan<sup>1</sup>, Eva Walther<sup>1</sup><sup>1</sup>*University of Trier*

Suggestibility reflects a tendency to be responsive to situational demands in everyday life and is therefore a crucial influencing factor not only in consumer psychology but also in therapeutic relationships and during hypnosis for instance. In this study we tested the hypothesis that suggestibility is associated with positive emotionality. We hypothesized that suggestibility is facilitated by the feeling of social relatedness, whereas pride is expected to reduce social persuasibility. Sixty participants were randomly assigned to a social relatedness, pride or control condition and were then tested on their perceptual suggestibility. Pride led to the hypothesized decrease of suggestibility, whereas social relatedness did not influence suggestibility as compared to the neutral emotion condition. Clinical implications of this finding for the development of positive treatment expectancies and the readiness to accept hypnotherapeutic strategies are discussed.

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G36

**DON'T SWEAT IT SWEETIE: PERPETUATING UNETHICAL BEHAVIOR THROUGH THE JUSTIFICATION OF UNETHICAL CHOICES**Amie C. Mackay<sup>1</sup>, Steve Seidel<sup>1</sup><sup>1</sup>*Texas A&M University at Corpus Christi*

In a study of the justification of unethical choices, 93 female undergraduate students were asked to rank order the quality of 3 similar shirts. After completing this task, participants were told that their top choice was either made by an Italian designer, a Los Angeles Designer, or in an Indonesian sweatshop. Participants then made ratings of the quality of each shirt. It was expected that learning that the top choice shirt was made in a sweatshop would generate aversive tension (dissonance) that participants could relieve by rating the shirts higher in quality. Results confirmed this expectation. Participants judged top choice shirts to be higher in quality when they believed they were made in a sweatshop,  $F(2, 91) = 4.02, p = .02$ . Results are discussed in terms of the role attitude justification may play in the perpetuation of unethical practices.

G38

**IT'S ALL YOUR FAULT! THE INFLUENCE OF POLITICAL IDEOLOGY AND CONSTRUAL LEVEL ON VICTIM-BLAMING**Stacey Rieck<sup>1</sup>, Joshua Hicks<sup>1</sup>, Anita Kim<sup>2</sup><sup>1</sup>*Texas A&M University*, <sup>2</sup>*Indiana University at Bloomington*

Two studies examine the relationship between political ideology and victim-blaming from a Construal Level Theory perspective. Consistent with prior research, we hypothesized that individuals with a conservative political ideology would blame a mugging victim more than those with a liberal ideology. Further, we expected that high-construal thinking would strengthen this effect. Study 1 experimentally manipulated construal level and demonstrated that, in the high construal level condition, conservative beliefs predicted increased victim blaming. Study 2 extended these findings by examining a different form of victim-blaming, dissociation. Results were consistent with Study 1. A conservative ideology was linked with greater dissociation from the victim, but only in the high construal condition. Overall, these findings suggest conservative ideology may increase victim-blaming but perhaps only for those who are currently in an abstract mindset. These results have implications for future research on victim-blaming by integrating the interplay between the individual's current mindset and worldview.

G39

**GENDER DIFFERENCES IN ANTI-HOMOSEXUAL ATTITUDES AMONG VIETNAMESE COLLEGE STUDENTS: EXAMINING TRADITIONAL MASCULINITY IDEOLOGY, KNOWLEDGE ABOUT HOMOSEXUALITY, AND EXPERIENCES OF CONTACT WITH HOMOSEXUALS**Toan T. Nguyen<sup>1</sup>, Yasuko Morinaga<sup>1</sup><sup>1</sup>*Hiroshima University*

We investigated gender differences in anti-homosexual attitudes among Vietnamese heterosexual college students, and how knowledge about homosexuality, experiences of contact with homosexuals, and traditional masculinity ideology are related to these differences. A questionnaire was constructed and completed by 197 self-identified heterosexual college students aged 18-30 years. A factor analysis conducted on Attitudes Toward Homosexuality scale which was developed in Japan revealed a three-factor structure: Anti-homosexuality, Support for Homosexuality, and Positive Images. T-test results showed that male respondents had more traditional masculinity ideology and were more anti-homosexuality than female respondents. Regression analyses showed that a model with three predictors could not explain gender differences in anti-homosexual attitudes. The study highlighted that traditional masculinity ideology and media contacts with

homosexuals were significantly related to Vietnamese female heterosexuals' anti-homosexuality attitudes. The need for further interventions aimed at reducing anti-homosexuality in Vietnam was discussed.

G40

**THE EFFECT OF RACE AND SPORT STEREOTYPICALITY IN ADVERTISEMENTS ON THE PERCEPTIONS OF A BEVERAGE**Dahanah Josias Sejour<sup>1</sup>, Cheryl L. Dickter<sup>1</sup>, Catherine A. Forestell<sup>1</sup><sup>1</sup>*The College of William and Mary*

The current studies examined whether the perceptions of and intentions to consume and purchase a sports drink would differ as a function of the stereotype consistency between the model's race and the sport portrayed. In Study 1, participants ( $N=100$ ) were asked to identify the sports that they considered to be commonly associated with White and Black males. Based on the results of this study, advertisements were created portraying a Black or a White model holding a sports drink while wearing either basketball or baseball attire. In Study 2, White participants ( $N=151$ ) viewed one of these advertisements and indicated their perceptions of the advertisement and the sports drink. Results indicated that when the model's race was stereotypically consistent with the sport, participants indicated that they were more likely to purchase and consume the sports drink. These findings suggest that race can play a role in the consumption and purchase of beverages.

**Emotion**

G41

**COMPASSION BORN OF SUFFERING: HOW LIFE ADVERSITY LEADS TO GREATER PROSOCIALITY**Daniel Lim<sup>1</sup>, David DeSteno<sup>1</sup><sup>1</sup>*Northeastern University*

The experience of adverse life events have been shown to accentuate one's level of prosociality. While the correlation between adverse life experiences and prosocial behavior had been established in some studies, the general mechanisms that account for the correlation is less clear. From two studies, structural equation models were created to establish the possible pathways in which adverse life events could lead to prosocial behavior. The data lends support to the notion that the severity of adversity (how much an adverse event affected a person) could increase one's capacity for empathy, compassion, and state compassion, in service of prosocial behavior such as charitable giving and aiding a stranger in need. Individuals who were more affected by adverse life events had increased dispositional compassion via increased perspective-taking and empathic concern. A structural equation model revealed that empathic concern accounts for the indirect effects of perspective-taking on compassion and prosociality.

G42

**EMPATHY AND APPRAISAL: APPRAISALS OF OTHER-AGENCY CAUSE EMPATHIC ANGER**Joshua D Wondra<sup>1</sup>, Phoebe C Ellsworth<sup>1</sup><sup>1</sup>*University of Michigan*

We used appraisal theories of emotion to predict that empathy, feeling what another feels, is based on interpretations (appraisals) of others' situations, just like firsthand emotions. Appraisals that bad situations are caused by someone else (high other-agency appraisal) make people feel angry, but appraisals that they are caused by bad circumstances (high situational agency appraisal) make people feel sad. In one study, subjects read about a disadvantaged high school student who applied to college and received only rejections. Although the rejected student felt sad, subjects felt angry when the student's friend caused the bad outcome (other-agency condition,  $n = 71$ ) but not when the student's disadvantaged circumstances caused it (situational agency condition,  $n = 74$ ). The results conflict with contemporary theories that base empathy on perceptions of the

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other's emotional state, but they are consistent with an appraisal theory approach where empathy is one possible outcome of general appraisal processes.

**G43  
GRATITUDE AS A TRIGGER OF GOODWILL: THE EFFECT OF  
GRATITUDE AND NEGATIVE AFFECT ON CHARITABLE BEHAVIOR**

**Yuma Shiraki<sup>1</sup>, Tasuku Igarashi<sup>1</sup>**  
<sup>1</sup>*Nagoya University*

Previous research has shown that gratitude and negative emotion, both evoked after receiving altruistic behavior, promote prosocial behavior in the recipient. However, it is unclear if these emotions foster charitable behavior. We hypothesized that only gratitude promotes donation. In a laboratory, 63 undergraduates participated in a gift-exchange game. They received either a desirable or undesirable gift from a confederate to evoke gratitude or negative emotion, respectively, and reported the levels of gratitude and negative emotion. The experimenter then asked them to make a donation from their reward for participation in this experiment (500 yen) to the victims of natural disaster. Participants in the gratitude condition were more likely to donate money (65.3%) than those in the negative emotion condition (28.6%). In addition, only gratitude was positively correlated with the donated amount ( $r = .325, p < .05$ ). These results indicate the importance of gratitude on the promotion of charitable behavior.

**G44  
SOCIAL PAIN CONTAGION AND EMPATHIC ACCURACY**

**Ken'ichiro Nakashima<sup>1</sup>**  
<sup>1</sup>*Hiroshima University*

The following research questions regarding social pain and empathy were investigated: Does empathizing with excluded individuals infect the empathizer with social pain and how is it infected? Moreover, what type of individuals can accurately estimate the social pain of excluded individuals? An experiment was conducted with female students ( $N = 77$ ) in a training school for nursery teachers. Results indicated that social pain of excluded individuals that empathizing participants estimated (i.e., estimated social pain) determined the social pain felt by the participants (i.e., perceived social pain). Moreover, perceived social pain caused negative affects in the empathizers, which in turn arose their avoidance and impulsive responses. Finally, empathizers with low subjective socioeconomic status estimated the social pain of excluded individuals more accurately than those with high socioeconomic status. The relationships among the infection of social pain, empathic accuracy and socioeconomic status of the empathizers were discussed.

**G45  
THE COGNITION OF RECEIVING GRATITUDE: THE EFFECT OF  
OTHER'S BEHAVIORS ON COGNITION**

**Hitomi Kuranaga<sup>1</sup>, Masataka Higuchi<sup>2</sup>, Tetsuya Fukuda<sup>3</sup>**  
<sup>1</sup>*Shujitsu Junior College*, <sup>2</sup>*Sophia university*, <sup>3</sup>*Hiroshima University*

This study investigated the cognition of receiving gratitude. 229 Japanese university students were asked about their past experience involving helping a person (a friend or stranger) and receiving gratitude from him/her. Further, participants were asked about the friend's or stranger's behaviors after they had been given help: smiling, admiring, giving presents in return, preannouncing their return, bowing, and saying "Thank you." They were asked to guess the degree of the person's feeling of gratitude. The results of structural equation modeling indicated that smiling and saying "Thank you" facilitated the cognition --I received gratitude from him/her. This result was consistent with both types of experiences (experiences with friends and with strangers). These results show that some types of behaviors, for example, giving presents in return, are frequently seen in gratitude situations, but these behaviors do not affect the cognition of receiving gratitude.

**G46  
EMPATHY, DISTRESS AND RUMINATION ABOUT ANOTHER  
PERSON**

**Eric Stocks<sup>1</sup>, Belen Lopez-Perez<sup>2</sup>, Luis Oceja<sup>3</sup>**  
<sup>1</sup>*University of Texas at Tyler*, <sup>2</sup>*Plymouth University*, <sup>3</sup>*Universidad Autonoma de Madrid*

We investigated the association between two emotional responses to witnessing the suffering of another (empathy vs. distress) and rumination. We tested the hypothesis that distress, but not empathy, is associated with rumination about a victim in need. The results support this hypothesis for anticipated (Study 1) and actual rumination (Study 2). Further, distress is associated with rumination about the victim, whereas empathy is associated with rumination about the victim's situation (Study 3). The type of need (physical versus psychological) influences these relations (Study 4). Lastly, Study 5 suggests that distress, but not empathy, is associated with avoidance behavior (measured with an eye tracker) and actual rumination over a two-week period.

**G47  
THE DISTINCTIVE EFFECTS OF MORAL ELEVATION AND MORAL  
OUTRAGE**

**Julie Van de Vyver<sup>1</sup>, Dominic Abrams<sup>1</sup>**  
<sup>1</sup>*University of Kent*

This research compares the prosocial effects of two of the most prototypical moral emotions. Emotion-inducing videos instigated states of elevation (felt when witnessing a moral virtue) and/or outrage (felt when witnessing a moral transgression). Although elevation and outrage derive from opposing appraisals, separate strands of research show that they both instigate helping. The current research tests whether elevation and outrage can function as a dual pathway to promote prosocial behavior generally, or whether their effects are distinctive. This poster will present the findings of two studies, both employing a 2 (elevation-inducing video: watched vs. not watched) X 2 (outrage-inducing video: watched vs. not watched) between participants design. Results of Study 1 ( $N=92$ ) show that elevation, but not outrage, increased donations (benevolent behavior). Results of Study 2 ( $N=162$ ) show that outrage, but not elevation, increased political action intentions (justice-relevant behavior). This research shows that although elevation and outrage both inspire a desire to help others, they affect distinct types of prosocial behaviors.

**G48  
PREDICTING EMPATHETIC ACCURACY: RELATIONSHIP WITH  
PARENTS AND SOCIALIZATION OF ALTRUISTIC BEHAVIORS.**

**Arielle M. Domenech<sup>1</sup>, Karla J. Blanco<sup>1</sup>, Dominique Treboux<sup>1</sup>**  
<sup>1</sup>*St. Joseph's College*

Empathy refers to infer and share another's feelings whereas empathic accuracy reflects the ability to correctly infer another's emotions. Empathy has been related to pro-social behaviors and relationships. We examined the contributions of early relationship with parents (i.e., caring and overprotection), emphasis on religion in the home, and parental socialization of altruistic behaviors on empathetic accuracy. A sample ( $n=50$ ) of young adults watched or listened to three narrators describing a positive life event and three narrators describing a negative life event. Empathetic accuracy was defined as the difference between the narrators' feelings and the participants' estimate of the narrators' emotions. Perceptions of parents as warm, affectionate and supportive were related to greater empathetic accuracy for negative experiences. Reviewing the teachings of religion, participating in youth groups and discussing behaviors in religious terms were related to greater empathetic accuracy for negative events. Variables were not predictive of empathy for positive experiences.

G49

**VICARIOUS EMBARRASSMENT REDUCES HELPING BEHAVIOR**Ahmet Uysal<sup>1</sup>, Elif Helvacı<sup>2</sup>, Gülçin Akbaş<sup>1</sup>, İrem M. Orta<sup>3</sup><sup>1</sup>Middle East Technical University, <sup>2</sup>Başkent University, <sup>3</sup>Atilim University

Research shows that embarrassment increases helping behavior. We examined whether vicarious embarrassment also affects helping behavior. Participants (N = 54) initially completed the vicarious embarrassment scale before coming to the lab session. Then, they were assigned to two different conditions. In the experimental condition, participants watched a video clip depicting an embarrassing singing performance from a TV show, and in the control condition participants watched a video clip depicting a regular singing performance. Next, a second experimenter informed the participants about an independent diary study, told that she needed help, and asked the participants how many days they would be willing to participate voluntarily. Results showed that participants who scored high on vicarious embarrassment scale were less likely to help after watching the vicarious embarrassment inducing video clip than did the participants in the control condition. These findings suggest that vicarious embarrassment is not merely an empathic form of embarrassment.

G50

**IT'S AWE IN THE GENES: THE DOPAMINE D4 (DRD4) GENE IS ASSOCIATED WITH AWE REACTIVITY**Craig L. Anderson<sup>1</sup>, Dacher Keltner<sup>1</sup><sup>1</sup>University of California at Berkeley

In the current work we test if the DRD4 7-repeat VNTR, which has been linked to novelty-seeking behaviors in both humans and non-human animals, is related to the experience of awe, an emotion elicited by unexpected information-rich environments. We hypothesized that participants with DRD4 alleles associated with blunted response to dopamine, the 2R+7R group, would experience more awe on average than people with normal dopamine response, the 4R group. Converging evidence using both laboratory and daily diary methodologies were obtained in a sample of 103 undergraduate students. Specifically, in the laboratory the 2R+7R group reported more awe than the 4R group in response to an awe-eliciting video. Importantly, there were no group differences in emotional responding to neutral, compassion-eliciting, and amusement-eliciting film clips. Furthermore, the 2R+7R group reported more awe during a two-week daily diary than the 4R group but not more amusement, pride, or compassion.

G51

**THE ROLE OF POSITIVE EMOTION ELICITING ACTIVITIES AT PROMOTING PHYSIOLOGICAL RECOVERY FROM SADNESS**Melissa Soenke<sup>1</sup>, Jeff Greenberg<sup>2</sup><sup>1</sup>Skidmore College, <sup>2</sup>University of Arizona

Previous research indicates that positive emotion eliciting activities can facilitate self-report recovery from sadness (Soenke, Greenberg, & O'Connor, 2014), as well as physiological recovery from fear (Fredrickson & Levenson, 1998). The current study investigated whether positive emotion eliciting activities facilitate the physiological, as well as subjective emotional, recovery from feelings of sadness. 123 participants were asked to write about either the death of someone close or a neutral topic and read either a funny, neutral, or sad article while facial muscle activity and cardiovascular responses were measured. Results indicated that participants who read a funny or neutral article after writing about the death of someone close had greater decreases in sadness and increases in positive emotion than participants who read an article about coping with grief. The funny and neutral articles were also associated with greater decreases in corrugator supercilii muscle activity, but had no effect on cardiovascular responses.

G52

**EMPATHY ENHANCES MIMICRY OF SUBLIMINALLY PRESENTED FEARFUL FACES**Annemarie C. Brown<sup>1</sup>, Paul J. Whalen<sup>1</sup><sup>1</sup>Dartmouth College

Empathy has been shown to correlate with greater mimicry of consciously viewed emotional expressions. However, it is not clear whether individuals high in empathy mimic more due to an increase in motivation to attend to emotional cues, or an automatic processing advantage. In order to investigate this distinction, facial electromyography was used to measure mimicry to emotional faces both at the explicit and implicit level. Emotional faces were either displayed for 200 ms (Study 1) at the level of conscious awareness, or presented subliminally using a backward masking paradigm (Study 2). Activity of the corrugator supercilii demonstrated enhanced mimicry of fearful faces in participants with high empathy scores in both explicit and implicit conditions, though the zygomaticus major exhibited increased mimicry to fearful faces only at the implicit level. This suggests that empathy may offer an automatic processing advantage to fearful emotional cues.

G53

**RE-EXPERIENCING TRAUMA: THE EFFECTS OF INCREASED MEDIA COVERAGE FOLLOWING INCIDENTS OF MASS VIOLENCE**Anna Neumann<sup>1</sup>, Jolie B. Wormwood<sup>1</sup>, Spencer Lynn<sup>1</sup>, Lisa Barrett<sup>1</sup>, Karen Quigley<sup>1</sup><sup>1</sup>Northeastern University

This longitudinal study investigated changes in negative arousal and threat perception in Boston residents during the one-year anniversary of the 2013 Boston Marathon bombings. Ninety-five participants completed three experimental sessions, with the second falling immediately before the annual Boston Marathon when media coverage about the bombings was greatly increased. Negative arousal was measured via self-report as well as via peripheral physiology: facial electromyography (fEMG) was used to record participants' blink reflex during an affective modulation of startle task, and electrodermal activity (EDA) was recorded throughout the experimental sessions. Changes in threat perception were tracked using a computer-based Shooter Bias Task wherein participants had to quickly decide whether to "shoot" or "not shoot" armed or unarmed individuals, respectively. We modeled how individual differences in initial exposure to the bombings were related to changes in arousal and anxiety as well as threat perception bias and sensitivity over the bombings' first anniversary.

G54

**FORGIVE MY IMPERFECTIONS: PERFECTIONISM, SELF-FORGIVENESS, AND DEPRESSION**Thomas P. Carpenter<sup>1</sup>, Lindsey Backer-Fulghum<sup>2</sup>, Wade C. Rowatt<sup>2</sup><sup>1</sup>Seattle Pacific University, <sup>2</sup>Baylor University

Perfectionism offers both benefits of high standards and liabilities from perceived self-standards discrepancies, with opposite implications for depression. We examined the mediating role of self-forgiveness in this relationship. We predicted that the two dimensions of perfectionism would feed in differently to a system of shame and guilt-proneness, self-forgiveness, experienced stress, and resultant depressive symptoms. Data from 379 participants (270 female) were analyzed with structural equation modeling and supported this framework. Discrepancy was positively linked with depression (std. beta = .51); 43% of this link was mediated through shame/guilt self-forgiveness, and stress. High standards were associated with decreased depression (std. beta = -.25); however, only 11% was mediated through these constructs. Perceived stress also played an additional mediating role apart from shame/guilt and self-forgiveness. The results suggest the importance of emotionality, self-forgiveness, and stress for understanding why different aspects perfectionism can have both positive and negative associations with depressive symptoms.

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G55

**NOSTALGIA AND THE PURSUIT OF INTRINSIC AND EXTRINSIC GOALS: MUTUAL INFLUENCE AND IMPACT ON WELL-BEING**Frederick M. E. Grouzet<sup>1</sup><sup>1</sup>*University of Victoria*

Nostalgia has been shown to be an important psychological resource when facing adversities (Batch, 2013) and loneliness (Zhou et al. 2008) and to bolster meaning (Routledge et al., 2013) and self-continuity (Sedikides et al., 2008). The objective of this research was to examine how nostalgia is associated with the pursuit of intrinsic goals that are, according to self-determination theory (Deci & Ryan, 2000), more strongly associated with well-being than extrinsic goals. People who hold extrinsic goals might need to bring to mind more nostalgic events, which may in turn lead them to value more intrinsic goals. Partial support for this hypothesis was found in two daily diary studies (total N=483) that instructed students to reflect on (recent vs. distant) future events and (recent vs. distant vs. nostalgic) past events, using between- and within-participant designs. These findings represent the premise of an integration of the literature on nostalgia and self-determination theory.

G56

**COLLECTIVE NOSTALGIA: A GROUP-LEVEL EMOTION THAT CONFERS UNIQUE BENEFITS ON THE GROUP**Tim Wildschut<sup>1</sup>, Martin Bruder<sup>2</sup>, Sara Robertson<sup>1</sup>, Wijnand A.P. van Tilburg<sup>1</sup>, Constantine Sedikides<sup>1</sup><sup>1</sup>*University of Southampton*, <sup>2</sup>*University of Konstanz*

This research established collective nostalgia as a group-level emotion and ascertained the benefits it confers on the group. In Study 1, participants who reflected on a nostalgic event they had experienced together with ingroup members (collective nostalgia) reported stronger intentions to approach ingroup members than did participants in three pertinent control conditions. In Study 2, collective (vs. personal) nostalgia strengthened behavioral intentions to support the ingroup more so than did recalling an ordinary collective (vs. personal) event. In Study 3, collective nostalgia (vs. recalling an ordinary collective event) led participants to sacrifice money to punish a transgression against an ingroup member. This effect of collective nostalgia was more pronounced when social identification was high (vs. low). In Study 4, collective nostalgia converged toward the group average when participants thought of themselves in terms of their group membership. The findings highlight the significance of collective nostalgia for understanding group processes.

G57

**WHO I WAS IS WHO I REALLY AM: NOSTALGIA IS A WINDOW TO THE INTRINSIC SELF**Matthew Baldwin<sup>1</sup>, Monica Biernat<sup>1</sup>, Mark J. Landau<sup>1</sup><sup>1</sup>*University of Kansas*

Five studies reveal that nostalgia offers a window to the intrinsic self-concept—who people think they truly are. In Study 1, experimentally primed nostalgia increased perceived authenticity of the past self, which in turn predicted reduced current extrinsic self-focus. Study 2 showed that nostalgia increased the accessibility of the intrinsic self-concept but not the everyday self-concept. Study 3 provides evidence for a moderator: recalling a nostalgic event increased felt nostalgia and positive affect, but this effect was attenuated if participants were prompted to recognize external factors controlling their behavior during that event. Next we treated nostalgia as an outcome and a moderator: using a mediation approach, Study 4 showed that participants primed to feel hindered in intrinsic self-expression responded with increased nostalgia. In Study 5, intrinsic self-threat reduced intrinsic self-expression and subjective well-being, but not for participants who were given an opportunity to reflect on a nostalgic memory.

G58

**HOW WILLING ARE YOU TO SELF-DISCLOSE?: THE ROLES OF MINDFULNESS AND POSITIVE AFFECT IN EMOTIONAL VULNERABILITY**Chelsea E. Boccagno<sup>1</sup>, Alta du Pont<sup>1</sup>, Michele M. Tugade<sup>1</sup><sup>1</sup>*Vassar College*

Self-disclosure can be associated with negative consequences (e.g., emotional vulnerability, uncertainty, risk). Research shows, however, that self-disclosure also has numerous benefits, including enhancement of self-compassion (Neff, Kirkpatrick, & Rude, 2007) and interpersonal intimacy (Graham, Huang, Clark, & Helgeson, 2008). Which cognitive and affective factors contribute to self-disclosure? Participants wrote about personal experiences (ranging from mildly- to intensely-personal) and were told that they might share these experiences with others. They were then randomly assigned to listen to audio clips designed to induce mindfulness or mind-wandering. Finally, participants indicated which experiences they were willing to share and how willing they were to share them. As predicted, mindfulness (vs. mind-wandering) increased willingness to self-disclose. Further analyses revealed that participants with higher levels of dispositional positive affect were less willing to self-disclose. Together, these findings point to the cognitive and affective factors that facilitate and hinder self-disclosure. Limitations and future directions will be discussed.

G59

**FEELING SMALL BUT GOOD: DISENTANGLING THE EFFECTS OF AWE FROM EXPOSURE TO NATURE**Wan Wang<sup>1</sup>, Christian Jordan<sup>1</sup><sup>1</sup>*Wilfrid Laurier University*

Psychologists have begun systematically studying awe and its consequences. Prior studies, however, have elicited awe predominantly through recollection of or exposure to nature scenes, raising questions about whether observed effects are due to awe or exposure to nature. Across two studies (N = 218), we induced awe by presenting vast nature scenes, but contrasted its effects against small-scale nature scenes and non-natural positive or neutral images. In response to vast nature scenes, participants experienced greater awe, positive affect, and feelings of self-diminishment, even relative to exposure to small-scale nature scenes. In contrast, participants exposed to nature scenes, whether vast or small-scale, reported feeling more connected to the world and less aware of day-to-day concerns (which have been previously attributed to awe). These results distinguish effects of awe from exposure to nature. Nature may elicit a sense of connection and equanimity, whereas awe elicits an affectively positive sense of self-diminishment.

G60

**RECALL PERSPECTIVE AFFECTS NOSTALGIA'S INFLUENCE ON POSITIVE MOOD**Ross Rogers<sup>1</sup>, Matthew Vess<sup>2</sup><sup>1</sup>*Ohio University*, <sup>2</sup>*Montana State University*

Nostalgia provides a host of psychological benefits, one of which is promoting positive affect. This research (N = 611) examined how recall perspective of nostalgic events influences this affective consequence. Research on memory recall perspective has found that people show stronger affective involvement when recalling an event from a 1st-person ('seeing' the scene from one's original point-of-view) rather than 3rd-person ('seeing' the scene as an observer) perspective. Given nostalgia's affective benefits, we hypothesized that nostalgic events would be recalled from a 1st-person perspective and that inducing participants to engage in nostalgic reverie from a 3rd-person perspective would eliminate its positive affective benefits. Study 1 (N = 202) indicated that participants engaged in 1st-person perspective recall to a greater extent for nostalgic events compared to ordinary past events. In study 2 (N = 409), 3rd-person perspective recall of nostalgic events eliminated the

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typical increase in positive affect observed following nostalgic reflection.

G61

### SHAME AND CONSPICUOUS CONSUMPTION: CHOOSING LOUD LOGOS AS AN EGO-PROTECTIVE BEHAVIOR

Kaeun Kim<sup>1</sup><sup>1</sup>*University of Massachusetts at Amherst*

Previous researches showed that when people feel a sense of shame, they tend to seek a complementary ego-protective remedy to repair their threatened self-concept. The goal of this research is to identify behavioral tendencies of ashamed people in a compensatory consumption context. We hypothesized that shame will induce conspicuous consumption in order to restore threatened social self. With the results of study 1 (n=187), we found initial evidence that trait shame can positively predict conspicuous consumption. Additionally, results of the study 2 (n=131) revealed that the participants who recalled a shameful experience showed significantly lower level of social state self-esteem, higher level of self transformation expectations, and thus more willingly engaged in conspicuous consumption than control groups. Preacher and Hayes' (2004) bootstrapping mediation analysis confirmed that shame had indirect effects on conspicuous consumption through two mediators, namely social state self-esteem and self transformation expectations.

G62

### SELF-IMAGE AND SCHADENFREUDE: PLEASURE AT OTHERS' MISFORTUNE ENHANCES SATISFACTION OF BASIC HUMAN NEEDS

Marco Brambilla<sup>1</sup>, Paolo Riva<sup>2</sup><sup>1</sup>*University of Milano-Bicocca*, <sup>2</sup>*university of Milano-Bicocca*

Two experiments tested whether observing the failure of another individual and experiencing schadenfreude (i.e., pleasure at others' misfortune) enhances one's satisfaction of basic psychological needs in terms of self-esteem, control, belonging, and meaningful existence. Experiment 1 (N=120) revealed that individuals were more satisfied on basic human needs when a competitive target incurred in a misfortune, rather than when he/she incurred in positive outcome, or when no information was provided on the event happened to that person. Experiment 2 (N=40) revealed that individuals were more satisfied on basic human needs when a setback occurred in a competitive (vs. non-competitive) circumstance. Moreover, this effect was mediated by the increased feeling of schadenfreude. Results are discussed in terms of their theoretical implications for research on schadenfreude and future research directions are outlined.

G63

### IT SOUNDS AS GOOD AS YOU FEEL ABOUT YOURSELF: HOW EMOTIONS AND SELF-ESTEEM AFFECT AESTHETIC JUDGMENT

Jessica M. Benson<sup>1</sup>, Kent D. Harber<sup>1</sup>, Jamie Gorman<sup>1</sup><sup>1</sup>*Rutgers University*

Emotions serve as powerful sources of information (Clore, et al., 2001). But what determines whether people actually listen to their feelings? Previous research has shown that people with high self-esteem are more informed by their emotions than people with low self-esteem when making social judgments (Harber, 2005). This study tested whether self-esteem affected use of emotions as information when judging aesthetics. Eighty-five undergraduates (59% female) completed a self-esteem measure during prescreening. Later, they serially judged the pleasantness of twelve audio tones and then rated how much they liked the tones overall. The correspondence between emotional reactions to the auditory tones and tone ratings was predicted to become stronger at higher levels of esteem and weaker at lower levels of esteem. Results confirmed this Upset X Esteem interaction,  $B = -0.154$  (.055),  $t = -2.821$ ,  $p = .006$ ,

indicating that self-esteem affects whether people use their emotions when making aesthetic judgments.

G64

### SUPPRESSION INTENTION FOILS DISTRACTION: MEDIATION EFFECT OF SUPPRESSION INTENTION ON THE RELATIONSHIP BETWEEN DEPRESSION AND INTRUSIVE THOUGHTS

Yosuke Hattori<sup>1</sup>, Jun Kawaguchi<sup>2</sup><sup>1</sup>*Kyoto Gakuen University*, <sup>2</sup>*Nagoya University*

Previous research suggests that dysphoric individuals make sustained intention to suppress their thoughts even when they are engaged on a certain task for a change. We hypothesized that the sustained suppression intention mediates the relationship between depression and intrusive thoughts during distraction. One hundred and thirty graduate and undergraduate students (75 female) were recruited in exchange for course credit. Half of the participants were instructed to focus on a lexical decision task to suppress thoughts about the description (distraction group) and the other half simply performed the lexical decision task (control group). Results revealed that, only in the distraction group, the degree of depressive symptoms predicted the mean reaction time (RT) for the words contained in the description, and this relationship was mediated by the mean RT for the words related to the suppression intention (e.g., suppress, control). These results suggest that the sustained suppression intention foils dysphoric individuals' distraction.

G65

### ANTICIPATORY POSITIVE EMOTION AND RECOVERY FROM STRESS

Hannah Stroup<sup>1</sup>, Samuel S. Monfort<sup>2</sup>, Christian E. Waugh<sup>1</sup><sup>1</sup>*Wake Forest University*, <sup>2</sup>*George Mason University*

We demonstrated in two previous studies that anticipating a positive event leads to an increase in positive emotion (PE) during stress recovery. In the current study, we tested whether this boost in PE regulated negative emotions after stress. Anticipating a positive event was induced by telling participants that they would see funny cartoons at the end of the experiment. Then, half the participants completed a social stressor task, and half completed a non-stressor task. All participants rated their mood several times throughout the study. Results showed that after a stressor, the boost in PE from anticipating a positive event was stress regulatory - it predicted decreases in negative emotions. However, after a non-stressor, this boost was only due to excitement to see the upcoming cartoons. This indicates that anticipating a positive event can be used as a regulatory tool after stress, which may have broader implications for successfully coping with stress.

G66

### GO WITH THE FLOW: HOW THE CONSIDERATION OF JOY VERSUS PRIDE INFLUENCES AUTOMATICITY

Maayan Katzir<sup>1</sup>, Tal Eyal<sup>1</sup>, Nachshon Meiran<sup>1</sup><sup>1</sup>*Ben Gurion University*

Recently, we have shown that the consideration of joy impaired performance on the antisaccade task (Katzir, Eyal, Meiran, & Kessler, 2010). Based on the relation between emotions (joy, pride) and goals (short-, long-term, respectively), we concluded that joy impairs inhibition, a cognitive function underlying successful self-control. However, impaired antisaccade performance may result from either the weakening of inhibitory control, the potentiation of the competing automatic response, or both. In the current research we used a task switching paradigm, which allowed us to separate an automaticity index (i.e., the Task Rule Congruency Effect, TRCE) from three independent indices of cognitive control including inhibition. We tested how considering joy vs. pride influences performance on this task. We found that considering joy compared to pride did not influence cognitive control indices but increased the TRCE, a finding we interpret as evidence for increased reliance on automatic tendencies, such as short-term desires.

G67

**EMOTION REGULATION THROUGH BODY POSTURE: THE CASE OF SADNESS**Lotte Veenstra<sup>1</sup>, Iris K. Schneider<sup>1</sup>, Sander L. Koole<sup>1</sup><sup>1</sup>*VU University Amsterdam*

The current work investigates whether postural changes can help emotion regulation. Three studies investigated the influence of body posture on the regulation of sadness. In all studies, participants imagined a sad situation. During the subsequent regulation period they assumed either a stooped, straight (Study 1-3) or control posture (no instruction, Study 2). During spontaneous regulation, emotional recovery was more successful when sitting straight than sitting stooped (Study 1). Emotional recovery was least successful in the stooped condition, but did not differ between the straight and control condition, presumably because stooped postures increase negative affect (Study 2). Posture had no effects when participants used a strategic reappraisal strategy (Study 3). These results imply that a stooped posture inhibits emotional recovery, but sitting straight does not facilitate emotional recovery. The hurtful effect of a stooped posture occurs only in spontaneous, but not in deliberate sadness regulation.

G68

**EFFECT OF POSITIVE EMOTIONS ON FACILITATING THE COGNITIVE REGULATION OF EMOTION**Brett C. Major<sup>1</sup>, Kateri McRae<sup>2</sup>, Christian Waugh<sup>3</sup><sup>1</sup>*University of North Carolina*, <sup>2</sup>*University of Denver*, <sup>3</sup>*Wake Forest University*

Because positive emotions broaden cognition, they may enhance the effectiveness of some cognitive emotion regulation strategies (e.g., reappraisal, adaptive self-reflection) in reducing negative emotion after a stressor. In three studies, participants ostensibly failed at a performance task (stressor), and were then asked to either reflect on the task or regulate their emotion by reappraising the task. While they were reappraising or reflecting, participants viewed either a positive or neutral video. We found that, relative to a neutral context, reflecting on the stressor in a positive emotional context led to greater decreases in negative emotions. Emotional context did not, however, influence participants' success in reappraising the stressor. We found that reflecting on the stressor in a positive emotional context led to the same decrease in negative emotions as did reappraising the stressor. However, reflection in a positive context and reappraisal differed in the type of regulatory thoughts they produced in participants.

G69

**PSYCHOLOGICAL RESILIENCE: THE IMPACT OF AFFECTIVITY AND COPING ON STATE ANXIETY AND POSITIVE EMOTIONS DURING AND AFTER THE WASHINGTON, D.C. SNIPER KILLINGS**Lauren A. Fowler<sup>1</sup>, Philip Moore<sup>1</sup>, Jeffrey Chrabaszcz<sup>2</sup>, Rolf A. Peterson<sup>1</sup>, Cynthia A. Rohrbach<sup>1</sup><sup>1</sup>*George Washington University*, <sup>2</sup>*University of Maryland*

This research examined the impact of affectivity and coping on state anxiety and positive emotions among young adults living in the Washington, DC metro area both during and after the Washington, DC sniper killings. Participants completed questionnaires during three waves of data collection: (1) during the sniper attacks ( $n = 92$ ); (2) within two weeks after the snipers were captured ( $n = 45$ ); and (3) six months later ( $n = 43$ ). Affectivity (measured by neuroticism) was significantly associated with state anxiety and positive emotions during all three time periods. Coping (measured by constructive thinking) predicted state anxiety and positive emotions during the shootings, but was unrelated to either outcome immediately after the attacks, and marginally related to them six months later. Results suggest that affectivity reflects a fundamental set of reactions to one's environment, while coping dispositions

result in more stress-specific responses. Additional implications of these findings will be discussed.

G70

**REAPPRAISAL MITIGATES OVERESTIMATION OF REMEMBERED PAIN IN ANXIOUS INDIVIDUALS**Arpine Hovasapian<sup>1</sup>, Linda J. Levine<sup>1</sup><sup>1</sup>*University of California at Irvine*

Anxiety sensitivity, a trait characterized by fear of anxiety-related body sensations, has been linked to heightened attention to pain, appraising body sensations as threatening, and remembering threat-related information. We assessed whether individuals with greater anxiety sensitivity exaggerate in remembering pain. We also assessed whether emotion regulation strategies that direct attention away from pain (distraction), or alter appraisals of pain (reappraisal), alleviate memory bias. Participants ( $N = 125$ ) were randomly assigned to either distraction, reappraisal, or control conditions prior to taking part in a cold pressor task. The intensity of pain was assessed immediately after the task and memory for pain was assessed a few days later. No real-time pain differences in pain across experimental conditions were found. Greater anxiety sensitivity was associated with remembering pain as having been more intense than originally reported. Engaging in reappraisal mitigated this memory bias but engaging in distraction did not.

G71

**SAVORING OF POSITIVE PERFORMANCE OUTCOMES IN COMPLETED VERSUS CONTINUING TASKS**Marina Schall<sup>1</sup>, Sarah E. Martiny<sup>2</sup>, Thomas Goetz<sup>1</sup><sup>1</sup>*University of Konstanz*, <sup>2</sup>*UiT The Arctic University of Norway*

Savoring or enjoying one's successes contributes to positive affect and life satisfaction. However, we predict that individuals do not always savor their positive performance outcomes, especially in situations in which they have to achieve further performance. In Study 1 ( $N = 113$ ), participants' performance outcomes (positive vs. neutral) in a task and their performance situation (continuing vs. completed task) were manipulated. Participants reported savoring a positive performance outcome more than a neutral performance outcome, but only when the task had been completed. In Study 2 ( $N = 36$ ), the reactions of soccer players to a positive performance outcome were assessed after the first half (continuing) and the second half (completed) of the match. Participants reported savoring a positive performance outcome more when the match was completed than at half-time. When only one half had been completed, participants reported that they preferred to stay motivated rather than savor the outcome.

G72

**THE EFFECT OF A MINDFULNESS-BASED STRESS REDUCTION INTENSIVE PROGRAM ON EMPATHY AND ITS SUB-COMPONENTS**Marie Bayot<sup>1</sup>, Nicolas Vermeulen<sup>1</sup>, Moira Mikolajczak<sup>1</sup>, Marion Van Hecke<sup>1</sup><sup>1</sup>*Université catholique de Louvain*

Mindfulness is a state of being characterized by an intentional attention orientation toward all experiences in the present, as they arise moment by moment, in a non-judgemental and benevolent attitude (Kabat-Zinn, 2003). Interestingly, many authors, conceptually or empirically suggest that mindfulness impacts the way we respond empathically to witnessed others' emotional experiences. However, very little is known about the processes involved in this effect and the literature lacks support from behavioural and physiological data. This study ( $N=47$ ) investigates through different experimental paradigms (physiological, behavioural and self-reported measures) the effect of a 4 weeks MBSR program (vs. waiting-list control) on empathy and its sub-components (emotion regulation, emotion contagion, perspective taking, emotion identification). The results show how mindfulness training (MT) fosters perceived emotional well-being but also

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shapes reactions toward other's affective states. The specific links between MT and each component of empathy will be discussed and new methodological perspectives will be presented.

**G73**  
**INTERPERSONAL EMOTION REGULATION STYLE PREDICTS SOCIAL-EMOTIONAL WELL-BEING**

**Craig Williams<sup>1</sup>, Jamil Zaki<sup>1</sup>**

<sup>1</sup>*Stanford University*

Individuals' use of emotion regulation strategies such as reappraisal predicts social-emotional well-being, but people also often manage their emotions through social interactions. To assess whether people differ in their use of *interpersonal regulation*, and whether this variation similarly predicts well-being, we developed the Interpersonal Regulation Questionnaire (IRQ). In Study 1 (N = 285), factor analysis of 87 test items revealed a 2x2 structure corresponding to individuals' i) tendency to pursue and ii) perceived efficacy of interpersonal regulation for each iii) positive and iv) negative emotion. In Study 2 (N = 752), IRQ score predicted participants' affiliation with others during a stressful internet-based task. In Study 3 (N = 68), IRQ score also predicted individuals' quality ratings of close friends' social support. In Study 4 (N = 347), IRQ score tracked measures of social integration, expressivity, and affective experience. These data demonstrate the importance of interpersonal regulation style to social-emotional functioning.

**G74**  
**SOCIAL NETWORKING'S NEGATIVE ASSOCIATION WITH EMOTIONAL INTELLIGENCE**

**Lindsey C. Fast<sup>1</sup>, Thomas Ferrin<sup>2</sup>, Richard Williams<sup>2</sup>, Vonetta Parker<sup>2</sup>, Kaitlyn Helton<sup>2</sup>**

<sup>1</sup>*Western State Colorado University*, <sup>2</sup>*Troy University*

Social networking sites are a common part of everyday society, and as social networking site interactions may have replaced or reduced daily face-to-face interactions, the need to understand the effects of social network use on individual characteristics, behavior, and relationships has become necessary. Emotional intelligence, the ability to interpret emotions in others and the self, is one variable that could be effected by the reduction of face-to-face interactions. A survey of U.S. Facebook users was conducted (N=236), with our results supporting prior research showing a positive association between narcissism and social networking (Carpenter, 2012), a negative association between emotional intelligence and narcissism (Harrison & Clough, 2006), and as predicted, emotional intelligence was negatively associated with social networking use. As higher levels of emotional intelligence have been linked to healthier, happier, and more effective personal and professional relationships, our discussion centers on the need to further explore the potential decrease of emotional intelligence through social networking use and ways to reduce this negative effect.

**G75**  
**DISGUST ACROSS BORDERS: EMOTIONS AND MORAL JUDGMENTS TOWARDS CONSUMERS OF FICTITIOUS TABOOS**

**John Sandor Sabo<sup>1</sup>, Roger Giner-Sorolla<sup>2</sup>**

<sup>1</sup>*University of Kent*, <sup>2</sup>*University of Kent*

Media showing moral violations is widespread, yet no research has examined moral evaluations of its consumers. We manipulated vignettes to display impure (e.g. sexual norms) or harmful (e.g. autonomy violations) behavior in different contexts of reality among online survey respondents: condemnation of purity violations, more so than harm, should remain constant across different contexts (Russell & Giner-Sorolla, 2011). Additionally, we explored the mediating effect of psychological parity - concerns of fictitious taboos being reflective of true desires. Study 1 (N = 313) found that impure acts, but not harmful acts, evoke similar levels of condemnation regardless of context and are associated with greater concerns of parity. A second study (N = 520) demonstrated this

effect across additional contexts and displayed the mediating effect of parity concerns on the relationship between impure violations and character judgments. Together, these studies suggest that committing "make-believe" purity violations is indicative of bad character.

**G77**  
**MORAL DISGUST AND AVOIDANT BEHAVIOR: CONSEQUENCES FOR ATTITUDE FORMATION**

**Natalie J. Shook<sup>1</sup>, Benjamin Oosterhoff<sup>1</sup>**

<sup>1</sup>*West Virginia University*

Moral disgust has been proposed as an evolved means of protecting against potential norm violators. As a wide array of social situations may involve moral transgressions and elicit moral disgust, this emotional response may influence how people navigate their social world, selecting which situations to enter into and with which individuals to interact. The purpose of this study was to assess whether moral disgust is associated with more avoidance behavior and consequently a valence asymmetry in attitude formation, with more negative attitudes formed than positive attitudes. Participants (N = 157) completed a moral disgust questionnaire and a computer task, called BeanFest, that assessed approach/avoidance tendencies and attitude formation. Individuals higher in moral disgust chose a more avoidant strategy in the BeanFest task and consequently exhibited a more negative valence asymmetry. These results suggest moral disgust may have broader implications for the way individuals view and approach their social world.

**G78**  
**OVER-THE-COUNTER RELIEF FROM PAINS AND PLEASURES ALIKE: ACETAMINOPHEN BLUNTS EVALUATION SENSITIVITY TO BOTH NEGATIVE AND POSITIVE EMOTIONAL STIMULI**

**Geoffrey Durso<sup>1</sup>, Andrew Luttrell<sup>1</sup>, Baldwin M. Way<sup>1</sup>**

<sup>1</sup>*The Ohio State University*

Acetaminophen, an effective and popular over-the-counter pain reliever (e.g., Tylenol®), has recently been shown to blunt individuals' reactivity to a range of negative stimuli in addition to physical pain. Because accumulating psychological research has shown common mechanisms underlie reactivity to both positive and negative stimuli (e.g., differential susceptibility), we conducted two experiments testing whether acetaminophen might blunt individuals' evaluations and emotional reactions to both negative and positive stimuli alike. Participants received either acetaminophen or placebo, and evaluated emotionally evocative stimuli on their relative negativity or positivity (Studies 1-2), the degree to which they elicited emotional reactions (Studies 1-2), and non-valenced aspects (Study 2). Results revealed that participants taking acetaminophen (versus placebo) evaluated unpleasant stimuli less negatively and pleasant stimuli less positively, and were less emotionally aroused overall. In contrast, non-valenced judgments were unaffected by treatment. These findings suggest that acetaminophen may work by specifically blunting individuals' evaluative and emotional processing.

**G79**  
**ON THE UNDERLYING MECHANISM OF FEAR CHEMOSIGNAL PRODUCTION**

**Jasper H.B. de Groot<sup>1</sup>, Gün R. Semin<sup>1</sup>, Monique A.M. Smeets<sup>1</sup>**

<sup>1</sup>*Utrecht University*

Humans can register fear via the eyes and ears, yet a similar role can be fulfilled by the sense of smell. Specifically, fearful individuals produced body odors—chemosignals—that evoked implicit fear in others. The current research examined the previously unexplored psychophysiological process giving "fear sweat" its distinctive signature. Notably, apocrine sweat glands in the armpit region have adrenalin receptors and produce sweat after adrenalin release. To test this, heart rate—directly related to adrenalin—was measured and absorbent compresses sampled sweat while eight participants



prepared for a speech. Compared to pre- and post-stress control conditions, exposure to sweat from participants in the adrenal condition induced in recipients ( $N = 32$ ) outside of conscious access a fearful facial expression (EMG) and vigilant behavior (faster emotion classification RT). Hence, the partial reproduction of fear in a "recipient" is the consequence of sweat produced as a function of adrenalin in a "sender".

G80

### WHY SOCIAL PAIN LIVES ON: DIFFERENT NEURAL MECHANISMS ARE ASSOCIATED WITH RELIVING SOCIAL AND PHYSICAL PAIN

Meghan L. Meyer<sup>1</sup>, Kipling D. Williams<sup>2</sup>, Naomi I. Eisenberger<sup>1</sup>

<sup>1</sup>University of California at Los Angeles, <sup>2</sup>Purdue University

Although social and physical pain recruit overlapping neural regions associated with the affective component of pain, the two pains can diverge in their phenomenology. Most notably, feelings of social pain can be re-experienced or "relieved," even when the painful episode has long passed, whereas feelings of physical pain cannot be easily re-experienced once the painful episode subsides. Here ( $N=18$ ), reliving social (vs. physical) pain led to greater self-reported re-experienced pain and greater activity in affective pain regions. In contrast, reliving physical pain engaged the sensory-discriminative pain system. Engaging these different pain mechanisms reflects recruitment of different prefrontal pathways to elicit the pain: a mental-state-processing (medial prefrontal cortex)-to-affective pain system pathway during social pain reliving and a body-state-processing (inferior frontal gyrus)-to-sensory pain system pathway during physical pain reliving. Results update the physical-social pain overlap hypothesis: while overlapping mechanisms support live social and physical pain, distinct mechanisms guide internally-generated pain.

G81

### "CATCHING" MOTIVATIONS AND EMOTIONS: MANIPULATION THROUGH FILMS OF AFFECTIVE EXPRESSION

Brett Grant<sup>1</sup>, Alexa Tullett<sup>1</sup>, Philip Gable<sup>1</sup>

<sup>1</sup>University of Alabama

In two studies we examined whether people can "catch" the motivations and emotions expressed by another person. In the Study 1, participants viewed three videos of an individual demonstrating fear, excitement, and neutral reactions while electromyography (EMG) was recorded. After each video, they completed a manikin task where they approached or avoided positive or negative pictures. Participants showed less corrugator activity—associated with negative emotional stimuli and negative mood state—after viewing the excitement video condition. Participants were faster to approach positive pictures after the excitement video than after the fear video. In contrast, participants were faster to approach negative pictures after the fear video than after the excitement video. In study two, participants watched the same videos and then rated their response to the positive and negative pictures used in Study 1. Here, we found that the videos consistently affected the participants to respond complimentary to the pictures.

G82

### THE EFFECTS OF INDUCED EMBODIED STATES ON INGROUP AND OUTGROUP EMOTION PERCEPTION

Steven L. Sherrin<sup>1</sup>, Eliot Smith<sup>1</sup>

<sup>1</sup>Indiana University

Two studies investigated whether a perceiver's own embodied states modulate emotion perception, and whether the effects might differ for targets who are ingroup versus outgroup members. In both studies, participants were subtly induced to smile or not smile while they classified the emotional expressions of targets that were identified as members of different social groups (Study 1: liberal and conservative,  $N = 264$ ; Study 2: home team and rival basketball fans,  $N = 90$ ). In both studies, the effects of embodied states on emotion

classification were positively correlated for ingroup and outgroup targets. These effects occurred despite evidence that ingroup and outgroup targets differentially affected emotion perception judgments in other measures (e.g. ingroups were rated as happier, overall). Contrary to expectations, statistically significant proportions of both congruent (e.g. smiling makes others look happier) and incongruent embodiment effects (e.g. smiling makes others look sadder) were also found.

## Field Research/Interventions

G83

### MICRO-BLOGGING OR JOURNAL? THIS IS NOT A QUESTION: THE LONG-TERM EFFECTS OF WRITING ON PSYCHOLOGICAL WELL-BEING

Lingnan He<sup>1</sup>, Lixin Jiang<sup>2</sup>, Bryce Arseneau<sup>2</sup>

<sup>1</sup>Sun Yat-sen University, <sup>2</sup>University of Wisconsin Oshkosh

This study compared the long-term effects of daily writing via: a) online micro-blogging (e.g., Twitter), and b) personal journals. One-hundred eleven undergraduates were invited to participate in this quasi-experiment. They were randomly assigned to record for five consecutive days either positive or negative events either by writing on a micro-blogging website or by writing on a piece of paper. One month later, their perceived autonomy and perceived purpose in life were measured. We found a marginally significant main effect for event. That is, after one month participants in the positive event group reported a higher level of autonomy and purpose in life than those in the negative event group. We conclude that there exist long-term psychological benefits of writing about positive events, regardless of the writing media.

G84

### ASSESSING THE EFFECTIVENESS OF A SELF-COMPASSION TRAINING PROGRAM: A DOMESTIC VIOLENCE SURVIVOR INTERVENTION

Emily L. Robertson<sup>1</sup>, Ashley Batts Allen<sup>2</sup>

<sup>1</sup>University of North Florida, <sup>2</sup>University of North Carolina at Pembroke

Domestic violence affects 1 in 4 women and survivors tend to develop maladaptive coping strategies such as submissiveness (Davhana-Maselesele, Myburgh, & Poggenpoel, 2009). Little research investigates what programs effectively assist survivors, but researchers agree programs should provide autonomy, emotional restoration, and physical/emotional safety (Sullivan, 2011). Self-compassion may provide survivors with these benefits (Neff, 2003b). To study how self-compassion may benefit survivors, a 6-week self-compassion training program was developed and implemented in a local shelter to teach survivors how to be self-compassionate. Participants ( $N = 144$ ) completed pre and posttest measures upon entry and exit of shelter to assess changes in self-compassion, empowerment, positive emotion, and perceptions of safety. An ANCOVA found group attendance marginally predicted self-compassion post-test scores, but was not a significant predictor of participant post-test empowerment, positive emotion, or perceptions of safety scores. The results indicate some evidence the self-compassion training program increases self-compassion in domestic violence survivors.

G85

### DETERMINING THE LIKELIHOOD OF SAFE INJECTION PRACTICES IN SAN DIEGO: AN APPLICATION OF THE HEALTH BELIEF MODEL

Andrea L. Ruybal<sup>1</sup>, Fátima A. Muñoz<sup>2</sup>

<sup>1</sup>Claremont Graduate University, <sup>2</sup>University of California at San Diego

Injection drug use is a leading cause of HIV due to drug preparation and sharing of needles (AIDS.gov, 2014). Among injection drug users with HIV or HCV in the San Diego-Tijuana border region, few utilize HIV prevention services (e.g., syringe utilization programs, drug treatment). This study was conducted to identify which

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individual perceptions (e.g., self-efficacy, perceived susceptibility, perceived severity) and demographic factors (e.g., sex, ethnicity) are related to safe injection practices among injection drug users in the San Diego-Tijuana area through an application of the health belief model. High self-efficacy, high perceived susceptibility to disease, and high perceived severity of participants' current condition is most likely to correlate with the utilization of safe injection practices within the last six months. Furthermore, this relationship is influenced by demographic factors. Psychological beliefs about injection drug use are important in understanding whether users will be responsive to HIV prevention services.

**G86**  
**USING NATURAL LANGUAGE PROCESSING TO INVESTIGATE A VALUES-AFFIRMATION INTERVENTION**

Travis Riddle<sup>1</sup>, Valerie Purdie-Vaughns<sup>1</sup>

<sup>1</sup>*Columbia University*

It is well-established that individuals with academically stigmatized identities do not fare as well as their non-stigmatized peers in educational settings, with this achievement gap being particularly notable in STEM fields. In recent years, a writing-based values-affirmation has been repeatedly shown to reduce this academic achievement gap, leading to persistent and positive academic benefits for these individuals. The work presented in this poster is an attempt to borrow methods from the computer science field of natural language processing to examine the relationship between characteristics of the language produced by individuals in the intervention and educational outcomes. In particular, using a technique known as topic modeling, we show that individuals in the intervention are more likely to write about social belonging than those in the control condition, and that within the intervention, social belonging is positively associated with educational outcomes.

**G87**  
**EXAMINING THE EFFECTS OF ATTRIBUTIONAL RETRAINING ON HIGH-RISK STUDENT ATHLETES**

Patti Parker<sup>1</sup>, Raymond P. Perry<sup>1</sup>, Jeremy M. Hamm<sup>1</sup>, Judith G. Chipperfield<sup>1</sup>, Steve Hladkyj<sup>1</sup>, Matthew Hallock<sup>1</sup>

<sup>1</sup>*University of Manitoba*

Accompanying the difficulties faced in the school-to-university transition, student athletes also encounter unique pressures (missing classes due to competitions, fatigue, injuries, identity issues, and novel training environments), which can impede their academic motivation (MacNamara & Collins, 2010; Simons et al., 1999). The present study examined the long-term effects of an Attributional Retraining (AR) intervention for student athletes (n = 562) varying in perceived academic control (PAC; +/- 1 SD). Simple slope analyses revealed AR (vs. no-treatment) benefitted high-risk student athletes (low PAC) by promoting year-end academic achievement (b = 4.55, p = .011) and reducing the likelihood of course withdrawals (b = -1.12, p = .005, OR = .35). Results remained significant even when controlling for age, gender, and high school grades. Findings revealed high-risk student athletes (low PAC) who received AR outperformed their no-treatment peers by approximately 5% and were 65% less likely to withdraw from a year-long course.

**G88**  
**DECREASING DISPARITIES IN PHYSICAL ACTIVITY: AN INTERVENTION BASED ON SELF-DETERMINATION THEORY AND MOTIVATIONAL INTERVIEWING**

Lauren Miller<sup>1</sup>, Richard H. Gramzow<sup>1</sup>

<sup>1</sup>*Syracuse University*

The mental and physical benefits of physical activity are well-established. However, individuals from minority groups are much less likely to engage in physical activity than are white individuals. Research suggests that a lack of motivation may be an important barrier to physical activity for racial minorities. Therefore, interventions which increase participants' motivation may be

especially useful in promoting physical activity within minority populations. A previous meta-analysis has found that physical activity interventions based on self-determination theory (SDT) and motivational interviewing (MI) are especially effective in increasing white individuals' physical activity (Miller & Gramzow, under review). However, it remains unclear the extent to which these results apply to minority populations. The current study involves conducting an SDT and MI intervention to promote physical activity in racially and socio-economically diverse samples. It is expected that this intervention will increase participants' physical activity, regardless of participants' socio-economic status or race.

**G89**  
**QUIETING THE EGO DURING THE TRANSITION TO COLLEGE: EVALUATION OF A BRIEF INTERVENTION**

Heidi A. Wayment<sup>1</sup>, Ann F. Collier<sup>1</sup>, Melissa Birkett<sup>1</sup>, Tinna Traustadottir<sup>1</sup>, Robert Till<sup>1</sup>

<sup>1</sup>*Northern Arizona University*

A brief cognitive intervention (15 minutes, repeated three times in 30 days) was designed to remind students of four psychological qualities that support growth and balance goals, known as quiet ego characteristics. Students in their first semester of college (32 females) were randomly assigned to one of three conditions. Forest plots and cumulative effect sizes revealed a moderate overall effect for our quiet ego intervention, Cohen's d = .536, but not for the two other conditions Cohen's d = -.027 and .066, respectively. Students in the Quiet Ego Intervention group, relative to controls, reported increases in quiet ego characteristics, compassionate goal use relative to self-image goals, open-mindedness, and cognitive focus as well as less perceived stress and reductions in a urinary marker of oxidative stress (8-iso-P). Discussion focuses on the potential effectiveness of a very brief intervention to balance important values when coping with uncertainty.

## Groups/Intragroup Processes

**G90**  
**MOTIVATED BY MEANING: DYSFUNCTIONAL GROUP NORMS, IDENTITY AND COLLECTIVE JUSTIFICATIONS**

Megan E. Cooper<sup>1</sup>, Donald M. Taylor<sup>1</sup>

<sup>1</sup>*McGill University*

Groups strive towards positive and distinct identities; yet, some groups not only engage in dysfunctional behaviour, but also appear to take the next step and integrate this behaviour into their group identity, rendering it highly resistant to intervention. We hypothesize that repackaging a dysfunctional behaviour so as to confer positive distinctiveness to their group identity would motivate group members to internalize and enact this behaviour. We told 22 groups of 4 to 7 non-Native English speakers that they should be able to persist beyond their baseline pain tolerance score at the cold pressor test because of a positive, neutral or negative component of their group identity. They were then tested a second time, either in public or in private. When a positive justification was provided, participants conformed and persisted longer both publicly and privately. When the justification was neutral or negative, only public conformity was observed, indicating compliance without internalization.

G91

### THE POSITIVE SIDE OF HONOR: HONOR AS AN INTRAGROUP REGULATORY PROCESS TO MAINTAIN RECOGNITION RESPECT AND DETER NEGATIVE EVALUATIONS

Gulnaz Anjum<sup>1</sup>, Thomas Kessler<sup>2</sup>, Mudassar Aziz<sup>3</sup>, Zahid Usman<sup>4</sup>, Larissa Naegler<sup>2</sup>

<sup>1</sup>International Max Planck Research School, <sup>2</sup>University of Jena, Germany, <sup>3</sup>Hnyang University Seoul, South Korea, <sup>4</sup>Quaid-i-Azam University Islamabad, Pakistan

Honor, an intra-group process related to social-identity and self-categorization, is defined as one's entitlement to recognition-respect as a member of distinct-group. Honor-group membership is contingent to adherence with honor-codes. First study explored speculation that high-recognition-respect groups i.e. doctors are positively-distinct social groups (Germany, N=122). Groups were rated as positively distinct groups on all aspects of honor compared to baseline-groups. To specifically explore how defection of honor-code effects a member's entitlement to honor-group, three vignette-based-experimental studies were conducted. Each study consisted of vignette describing an emergency situation of patient followed by doctors' rejection to treat the patient for money/time reason (honor-code related) accompanied by a referral/no-referral (honor-code unrelated). All studies, Germany (N=126), South-Korea (N=95), Pakistan (N=108), led to convergent findings. Compared to violation of an unrelated factor, we found significant main effect of violation of honor-code on: recognition-respect, shaming the perpetrator.

G92

### KEY FACTORS IN GROUP PRODUCTIVITY AND CREATIVITY

Belinda C. Williams<sup>1</sup>, Jared Kenworthy<sup>1</sup>, Paul Paulus<sup>1</sup>, Simona Doboli<sup>2</sup>, Alex Doboli<sup>3</sup>, Ali Minai<sup>4</sup>, Lauren Coursey<sup>1</sup>, Ryan Gertner<sup>1</sup>

<sup>1</sup>University of Texas at Arlington, <sup>2</sup>Hofstra University, <sup>3</sup>Stony Brook University, <sup>4</sup>University of Cincinnati

As part of research designed to determine key factors in producing high levels of creativity in groups, twenty groups of five participated in an electronic idea generation session after first generating their own ideas on the healthcare system (N = 100). In order to classify individuals based on idea generation, a cluster analysis was performed. Six distinct clusters were examined and two influential clusters stood out. One cluster consisted of individuals who produced and replied to many ideas. A second cluster included individuals that generated few ideas and did not reply to many ideas. In analyzing the group dynamics, it appeared that groups whose members were in a low producing/low replying cluster were unlikely to be productive unless counterbalanced by high producing and/or high replying members. Further research and analysis should illuminate whether individual differences or the group dynamic factors or a combination of these are responsible for these effects.

G93

### FAILURE AT THE TOP: HOW POWER UNDERMINES COLLABORATIVE PERFORMANCE

John A. Hildreth<sup>1</sup>, Cameron Anderson<sup>1</sup>

<sup>1</sup>UC Berkeley

How effective are powerful individuals when they work together? Prior research suggests the possession of power can boost individuals' performance when working alone. However, we test the prediction that groups comprised of individuals given power will perform worse than other groups. Results of four studies with 773 subjects support this prediction: individuals given power were more creative when they worked alone but less creative when they worked together in groups. Groups of individuals given power were also less likely to reach agreement on a difficult negotiation task, whether these groups comprise students given power in the lab or actual executives from an extant organization. The detrimental effects of power on group performance were mediated by higher status conflict, less task focus and lower information

sharing. Therefore, groups of powerful individuals performed worse because they fought over status, were less focused on the task, and shared information less effectively.

G94

### HATING ON MY OWN GROUP-MATES: WHEN AND WHY DOES GROUP GENDER COMPOSITION AFFECT INTRAGROUP EVALUATIONS

Lindy Gullett<sup>1</sup>, Tessa V West<sup>1</sup>, Madeline E Heilman<sup>1</sup>

<sup>1</sup>New York University

It is well documented that shared group membership reduces discrimination against stigmatized individuals (e.g. women in the workplace). However, recent research revealed a dark side to shared group membership: Discrimination based on group gender composition. The current research explores when and why members of groups with more women evaluate their group-mates more harshly than members of groups with fewer women. We show that when groups work on a male-typed task, increasing interdependence reduces the influence of gender composition on intragroup evaluations, such that members of predominantly female groups evaluate each other more harshly than members of predominantly male groups only under conditions of low interdependence. Furthermore, we show that the effects of group gender composition on intragroup evaluations generalize across various tasks and settings, and we introduce a new quick and easy method for simulating small group interactions in virtual settings.

G95

### HOW BLACK AND FEMALE ARE BLACK WOMEN?: STEREOTYPING AT THE INTERSECTION OF RACE AND GENDER

Denise Loyd<sup>1</sup>, Mary Kern<sup>2</sup>, Katerina Gonzalez<sup>2</sup>

<sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>Baruch College

Due to having multiple subordinate identities Black women have been theorized to possess intersectional invisibility, or a failure to be fully recognized as members of their constituent groups. This suggests that they will be evaluated less stereotypically on any constituent identity than those who possess a single subordinate group identity (e.g., white women or Black men). In two experiments we explore this hypothesis. In Study 1 we compare evaluations of Black women and Black men who represent the numeric racial minority in a larger same-gender work group. In Study 2 we examine evaluations of Black women and vary the race and gender composition of the rest of the group to see how different racial and gender contexts affect stereotypes of Black women.

G96

### ATTENTION THEORY PREDICTS THE DEHUMANIZATION OF MINORITY GROUPS

Jason C. Deska<sup>1</sup>, E. Paige Lloyd<sup>1</sup>, Kurt Hugenberg<sup>1</sup>

<sup>1</sup>Miami University

Dehumanization is typically conceptualized as a motivated phenomenon. Across two studies, we provide evidence that dehumanization of numerical minority groups can arise solely from basic 'cold' learning mechanisms. Adapting the Attention Theory of category learning, the present research investigated the hypothesis that when groups have shared characteristics indicative of humanness, these human characteristics become associated with majority groups (i.e., common group) but not minority groups (i.e., rare groups), leading to dehumanization of minority groups. In both studies, participants learned about four novel groups, some of which were majority groups (i.e., common groups), and others were minority groups (i.e., rare groups). Critically, common groups and rare groups shared traits indicative of humanness (Haslam & Bain, 2007). In both studies, participants disproportionately ascribed uniquely human and human nature traits to common groups, demonstrating dehumanization of minority relative to majority groups. Taken together, these studies demonstrate that dehumanization can occur independently of motivation.

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G97

**ON CLASS AND BEING CLASSY: SOCIAL CLASS MODERATES THE EFFECTS OF SUBTLE SOCIAL FAUX PAS ON INTERPERSONAL LIKING**Teh-Way David Chen<sup>1</sup>, Nguyen Khoi Nguyen<sup>1</sup>, Man S. Ng<sup>1</sup>, Daniel M. Stancato<sup>1</sup>, Paul K. Piff<sup>2</sup><sup>1</sup>University of California at Berkeley, <sup>2</sup>University of California at Irvine

Prior research has found that compared to their lower-SES counterparts, higher-SES individuals tend to perceive themselves as more sophisticated and refined, and more likely to uphold normative rules of conduct and behavior (e.g., "good manners"; Lamont, 1994). Therefore, higher-SES individuals may form particularly negative impressions of individuals who violate norms of politeness in social situations. In the current study, 450 undergraduates were introduced to a peer through one of two 25-second video clips and then evaluated the likeability of this individual. When the peer in the video clip committed a subtle social faux pas, higher-SES participants disliked their peer compared to their lower-SES counterparts. No SES differences in liking emerged in the neutral condition, absent this subtle social transgression. These results suggest that social class shapes the extent to which violations of politeness norms shape interpersonal judgment.

G98

**CONNECTING BODIES, CONNECTING MINDS: SYNCHRONY FACILITATES PSYCHOLOGICAL TRAIT ATTRIBUTION**Gabriela Pavarini<sup>1</sup>, Simone Schnall<sup>1</sup><sup>1</sup>University of Cambridge

Synchronizing to a shared beat not only connects people's physical movements, but also gives rise to mental connections between individuals, facilitating affiliation and social exchange. Such social effects may be due to synchrony-induced changes in social perception. The present study investigated whether synchrony facilitates psychological (as opposed to physical) trait attribution, and perceptions of psychological warmth. Fifty-two stranger dyads participated in a rhythmic synchrony (or asynchrony) activity, after which each member of the dyad was asked to describe the other using five adjectives. Consistent with the hypothesis, synchronous others were described in more psychological terms, most of which referred to positive warmth traits (e.g., 'friendly', 'kind'). These findings suggest that the way we perceive other people is affected by whether or not our movements are timed with theirs, thus pointing to the powerfully embodied nature of social perception.

G99

**STRATEGIC SYMBOLOGY: GROUP SYMBOLS IN INTERGROUP CONTEXTS**Shannon P. Callahan<sup>1</sup>, Alison Ledgerwood<sup>1</sup><sup>1</sup>University of California at Davis

Prior research suggests symbols like flags can lead neutral groups to be perceived as more entitative, yet their role in intergroup contexts remains unclear. In Study 1, participants rated a minimal ingroup and outgroup, one of which had a logo. When the outgroup had the logo, if it was presented first both it and the logo-less ingroup were rated as more entitative, whereas if it was presented second it was rated as less entitative. In Study 2, participants rated a Muslim organization with an ambiguous purpose that had either no logo, a normal logo, or a non-threatening logo. Liberal participants were unaffected by logo type, but for conservatives, the non-threatening logo led to lower entitativity ratings, which in turn led them to be less apprehensive about the group. Taken together, these results suggest the interpretation of group symbols may be sometimes motivated, increasing or decreasing entitativity according to perceivers' needs.

G100

**BIRDS OF A FEATHER FLOCK TOGETHER? EFFECTS OF STUDENTS' PERSONALITY TRAITS ON ACADEMIC ACHIEVEMENT IN DYADIC INTERACTIONS**Katrin Hochdörffer<sup>1</sup>, Caroline V. Wahle<sup>1</sup><sup>1</sup>University of Koblenz-Landau

Deep-level composition variables (e.g. Big Five personality factors) have proven to be valid predictors for job performance in work teams. Previous research revealed that all Big Five dimensions (except emotional stability) are positively correlated with team performance. When it comes to academic achievement, numerous studies investigated the effect of personality characteristics on an individual level. However, to date, studies taking dynamic effects of personality in cooperative learning settings into account are rather underrepresented. Thus, the present study aims at examining the effects of personality diversity in student learning dyads on academic achievement. The sample comprises 168 students and 84 dyads respectively. During the lesson, students were working on a highly complex physics task in a self-regulated way. Data was analyzed using multilevel-models. Results indicate that high dyadic personality heterogeneity predicts students' learning outcomes and thus they contribute to the ongoing discussion about the improvement of collaborative learning settings.

G101

**THE ATTRIBUTIONS WE MAKE: THE EFFECT OF INTERNAL AND EXTERNAL ATTRIBUTIONS AND EMPATHY ON RESPONSES TO OTHERS' EXCLUSION**Michael J. Bernstein<sup>1</sup>, Zhansheng Chen<sup>2</sup>, Kai-Tak Poon<sup>2</sup>, Jacob A. Benfield<sup>1</sup>, Henry K. S. Ng<sup>2</sup><sup>1</sup>Penn State University Abington, <sup>2</sup>The University of Hong Kong

235 individuals participated via Mechanical Turk. Participants were randomly assigned to read chat-logs between three individuals. In one, all targets were included while in the other, one was excluded. Participants made attributions for the targets' treatment, empathy for the targets, and desire to affiliate with the targets. We conducted path analyses to determine if external attributions for exclusion lead to greater empathy which then leads to an increased desire to affiliate with the excluded person. The path analysis supported our hypothesized model, ( $\chi^2[1]=3.32$ ,  $p=.069$ ), RMSEA (.10, 90% pclose=.150), CFI (.99). Path estimates showed that the exclusion manipulation caused increases in external attributions which led to greater empathy. Greater empathy predicted more affiliation ( $\beta=.60$ ). Other models with different covariates were shown to be less effective.

G102

**THE GROUP DISCUSSION EFFECT: INTEGRATIVE PROCESSES AND SUGGESTIONS FOR IMPLEMENTATION**Tim Hopthrow<sup>1</sup>, Rose Meleady<sup>2</sup>, Richard Crisp<sup>3</sup><sup>1</sup>University of Kent, <sup>2</sup>University of East Anglia, <sup>3</sup>Aston Business School

One of the most consistent findings in experimental social dilemmas research is the positive effect group discussion has on cooperative behavior. At a time when cooperation and consensus is critical to tackle global problems, ranging from debt to deforestation, understanding the dynamics of group discussion is a pressing need. Unfortunately, research investigating both the underlying processes and implementation of the effect has slowed. We present a critical review of existing explanations and integrate these perspectives into a single process model of group discussion, providing a more complete theoretical picture of how interrelated factors combine to facilitate discussion-induced cooperation. On the basis of this theoretical analysis, we consider complimentary approaches to the indirect and feasible implementation of group discussion. We argue that such strategies may overcome the barriers to direct discussion observed across a range of groups and organizations.

G103

**EMPLOYING MENTAL SIMULATION STRATEGIES TO SECURE DISCUSSION-INDUCED COOPERATION.**Rose Meleady<sup>1</sup>, Tim Hopthrow<sup>2</sup>, Richard Crisp<sup>3</sup><sup>1</sup>University of East Anglia, <sup>2</sup>University of Kent, <sup>3</sup>Aston Business School

One robust finding in social dilemmas research is that a period of group discussion substantially increases cooperation. Research shows that mentally simulating social situations can elicit the same attitudinal and behavioral effects as the actual experience. The present research therefore investigated whether the benefits associated with group discussion could be achieved indirectly through imagined discussion. Five experiments, utilizing a range of task variants, tested this hypothesis (total N=312). Participants engaged in a guided simulation of the progressive steps required to reach a cooperative consensus within a group discussion of a social dilemma. Results support the conclusion that imagined group discussion enables conscious processes that parallel those underlying the direct group discussion, thereby eliciting cooperative behavior. In the absence of the opportunity for direct discussion, imagined discussion may represent a new, versatile and inexpensive means of encouraging socially responsible behavior.

G104

**SYNCHRONOUS ACTION AFFECTS MORE THAN "FELLOW FEELING": GROUP RITUALS INVOLVING SYNCHRONY CAN INCREASE THE PERCEIVED MONETARY VALUE OF MUNDANE OBJECTS**Natasha Thalla<sup>1</sup>, Michael J. Gill<sup>1</sup><sup>1</sup>Lehigh University

Existing theories regarding group rituals argue that they serve to signal commitment to the group and to remind ritual participants of collectively shared values (Durkheim, 1912). In doing so, rituals can serve to enhance feelings of in-group solidarity and connectedness. We propose that rituals can have effects beyond feelings toward fellow group members. Specifically, we suggest that rituals can enhance the perceived value of objects that are focal in the ritual, even when those objects are completely mundane. In a lab-based experimental study, we tested whether group rituals containing collective attention and synchronized action increase monetary value judgments of mundane objects involved in the ritual. Results revealed that this ritual endowment effect did occur when the ritual was group-based rather than individual and when participants held a liberal political orientation.

G105

**ACCEPTING OR REJECTING THE STATUS QUO: THE ROLE OF SOCIAL DOMINANCE ORIENTATION ON CULTURAL IDENTIFICATION AMONG MEMBERS OF A LOW STATUS GROUP IN TAIWAN**Cheng-En Yang<sup>1</sup>, Jenny C. Su<sup>2</sup>, Peter Gries<sup>3</sup>, I-Ching Lee<sup>4</sup><sup>1</sup>Dept. of Psychology, National Taiwan University, <sup>2</sup>Dept. of Psychology, St. Lawrence University, <sup>3</sup>University of Oklahoma, <sup>4</sup>National Chengchi University

This study investigated the joint influence of parental socialization about discrimination and social dominant orientation (SDO) on cultural identification and attitude towards low and high status sub-ethnic groups. Data were collected from 364 Minnan Taiwanese (MT), who represented a low status sub-ethnic group in Taiwan. We predicted and found that SDO level moderated the effect of parental socialization about discrimination against MTs and other native-born Taiwanese by Chinese Mainlanders on: 1) MT's Chinese cultural identification; and 2) MT's attitude towards Chinese Mainlanders and MTs. Consistent with the predictions of system-justification theory, the more high SDO MTs were socialized about discrimination, the more they identified as Chinese, the more they liked Chinese Mainlanders, and the more they disliked MTs. As for low SDO MTs, socialization about discrimination predicted lower

Chinese identification, as social identity theory would predict, but was unrelated to liking for Chinese Mainlanders and MTs.

G106

**PREDICTORS OF FAN ENTITLEMENT**Catherine A. Schroy<sup>1</sup>, Jamie Snider<sup>1</sup>, Courtney N. Plante<sup>2</sup>, Sharon Roberts<sup>3</sup>, Stephen Reysen<sup>1</sup>, Kathleen Gerbasi<sup>4</sup><sup>1</sup>Texas A&M University at Commerce, <sup>2</sup>University of Waterloo, <sup>3</sup>Renison University College, <sup>4</sup>Niagara County Community College

In one study (N = 594), we examined predictors of fans' expression of entitlement. Fans of anthropomorphic art and cartoons (i.e., Furries) completed measures regarding feelings of entitlement as fans (e.g., expectation of special treatment from artists), connection to the fan interest, degree of involvement in the fandom, and the perception of the essentialism of the fandom (e.g., you are either a furry or you are not). The results show that fans who feel highly connected to the fan interest, are deeply involved in the fandom, and perceive furries as sharing an essence expressed a greater degree of fan entitlement. The results may help in identifying predictors of entitlement in other domains (e.g., academic entitlement).

G107

**PERCEIVING HIGH REGARD FOR AFRICAN AMERICANS AMONG OTHER GROUPS BUFFERS THE DISCRIMINATION-HEALTH LINK FOR BLACK YOUTH**Ellie Shockley<sup>1</sup><sup>1</sup>University of Nebraska

Experiences with discrimination impact African Americans' mental and physical health. Discrimination worsens health through stress, physiological dysregulation, and unhealthy coping. Notwithstanding the harm of discrimination, some factors moderate the discrimination-health link. Variation in the way individuals identify with and understand being Black predicts the strength of the links between discrimination and mental and physical health. Past research suggests that perceiving low regard for Blacks among other groups buffers the discrimination-psychological wellbeing link, perhaps due to worldview consistency (Sellers et al., 2006; Sellers & Shelton, 2003). The current research further investigated this pattern. Participants aged 15-25 (N=563) completed the Black Youth Project survey (publicly available data). Perceived discrimination predicted poorer physical health, but - inconsistent with past findings - perceiving high regard for Blacks among other groups buffered the discrimination-health link. Perceived public regard may differentially moderate the impact of discrimination upon psychological vs. physical health.

G108

**DOES INGROUP TRUST EQUAL OUTGROUP MISTRUST? NOT ACCORDING TO IDENTITY FUSION.**Leah Fredman<sup>1</sup>, William Swann<sup>1</sup><sup>1</sup>University of Texas at Austin

If fusion, but not identification, predicts perceiving group members as family, does fusion predict unique ingroup trust? We find fusion uniquely predicts verbally endorsing ingroup trust. However, trust is not ubiquitous and non-discriminatory among fused, as fusion, along with outgroup's level of ignorance and resource competition, failed to predict outgroup trust. Other variables--namely viewing the outgroup as more right and less of physical threat--predicted outgroup trust. Morality was an additional significant predictor under certain conditions. Lastly, we utilize the investment game to show the ingroup trust is behavioral as well. Furthermore, in the investment game, identification predicts a lack of trust following the partner's decision to keep any potential money that was invested with them by the participant, indicating that identification, but not fusion, leads to viewing an objectively untrustworthy ingroup member as a "Black sheep".

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**COLLECTIVE AND RELATIONAL CONNECTIONS TO INGROUPS DIFFERENTIALLY AFFECT WHISTLEBLOWING**Amy K. Heger<sup>1</sup>, Lowell Gaertner<sup>1</sup><sup>1</sup>*University of Tennessee*

Persons experience attachment to groups because they (a) share those aspects (characteristics, goals, values) that define the group and/or (b) have close relationships with the members. Two studies examined whether such collective and relational connections affect whistleblowing (reporting ingroup wrongdoing). We hypothesized that relational connection would inhibit whistleblowing via fear of lost relationships and collective connection would promote whistleblowing via concern for the group's welfare. In Study 1, participants (N = 120) listed eight ingroups and, for each group, rated their collective connection, relational connection, and likelihood of whistleblowing. In Study 2, participants (N = 149) were prompted to think about an ingroup defined by a factorial crossing of collective (weak, strong) and relational (weak, strong) connection and rated their likelihood of whistleblowing. In both studies, whistleblowing was negatively related to the strength of the relational connection and unrelated to the collective connection. Strong interpersonal connections to group members undermine whistleblowing.

G110

**"IF WE HAVE A FLAG, WE MUST BE A GROUP:" THE EFFECT OF GROUP SYMBOLS ON DISTINCTIVENESS NEEDS**Maxwell Hong<sup>1</sup>, Shannon P. Callahan<sup>1</sup>, Alison Ledgerwood<sup>1</sup><sup>1</sup>*University of California at Davis*

People often identify more with entitative groups and research suggests group symbols can lead groups to seem more entitative. We therefore developed a novel paradigm to test the effect of group symbols on optimal distinctiveness needs and group identification. Participants imagined themselves as citizens of a fictitious country where they were a majority, minority, or equal group. They were given sparsely illustrated maps to help with this "visualization" task and in the group symbol condition, these maps happened to have a state flag. Participants in the group symbol disidentified from the minority and majority groups and wanted their group to be bigger or smaller respectively, consistent with optimal distinctiveness theory. Yet in the symbol-free condition, participants did not connect with the novel identity or respond to the size manipulation. Thus, the novel paradigm was only effective when a symbol was there to help the country and group seem more "real."

G111

**PROFITABLE DEVIANT LEADERS: WHY DO WE ACCEPT OR REJECT THEM?**Ana C. Leite<sup>1</sup>, Isabel R. Pinto<sup>2</sup>, Georgina Randsley de Moura<sup>1</sup>, Sonia Cardoso<sup>3</sup>, Jose M. Marques<sup>3</sup><sup>1</sup>*University of Kent*, <sup>2</sup>*University of Porto*, *University of Lisbon*, <sup>3</sup>*University of Porto*

According to the subjective group dynamics theory, ingroup deviants are depreciated because they threaten the group's value and norms. However, ingroup leaders seem to be treated with greater leniency. We reasoned that reactions to deviant leaders vary according to the norm's salience (Experiment 1) and with the certainty regarding social comparison (Experiment 2). Participants judged two "controversial" members (one deviant whose transgression benefits the group vs. one normative who undermines the group goal). When the norm was salient (Experiment 1) and social comparison was favorable to the ingroup (Experiment 2), moral boundaries were restricted and deviant leaders rejected. Moreover, when social comparison was uncertain, ingroup deviant leaders were tolerated and moral boundaries widened (Experiment 2). Therefore, results suggest that judgments of deviant leaders are flexible and goal-oriented: when there is uncertainty regarding the

group's value, leaders' deviance seems to be considered more acceptable when it is profitable to the group.

G112

**INCREASED FEELINGS OF KNOWLEDGE IMPACT YIELDING ATTITUDES AND ATTITUDE CLARITY**Rebecca R. Totton<sup>1</sup>, Kimberly Rios<sup>1</sup><sup>1</sup>*Ohio University*

Participants in three studies were told they would be debating a controversial social policy with a debate partner and were given a made-up quiz where they were told that their results would be scored relative to other participants. Participants were then randomly told that they were either more knowledgeable, less knowledgeable, or given no feedback. Next they were asked to send "debate messages" to the person they believed they would be debating with. Across various debate topics we found that higher perceived knowledgeability leads participants to send fewer yielding messages. Studies two and three suggested that increases in knowledge could lead to increases in attitude certainty. Implications for the consequences of attitude certainty, as well as the antecedents of different conflict management styles, are discussed.

G113

**PREDICTING INTERPERSONAL EMOTION REGULATION AMONG ADOLESCENT ATHLETES: ASSOCIATIONS WITH EMOTIONAL SELF-REGULATION, GENDER, TEAM STATUS, AND PEER CLIMATE**Katherine A. Tamminen<sup>1</sup>, Carolyn E. McEwen<sup>2</sup>, Patrick Gaudreau<sup>3</sup>, Peter R. E. Crocker<sup>2</sup><sup>1</sup>*University of Toronto*, <sup>2</sup>*University of British Columbia*, <sup>3</sup>*University of Ottawa*

This study examined associations between adolescent athletes' regulation of others (ERO-Improve and ERO-Worsen) and emotional self-regulation (ERS-Improve and ERS-Worsen), starting status on the team, years on team, and peer climate. Athletes (N = 443, M age = 16.3, SD = 1.0) from 38 teams completed demographic measures, the Emotional Regulation of Others and Self scale (Niven et al., 2011), and the Peer Motivational Climate in Youth Sport Questionnaire (Ntoumanis & Vazou, 2005). Multilevel analyses were conducted to predict athletes' emotion regulation of others as a function of their years on the team, their 'starting status' on team, and emotional self-regulation (level 1) and the team's emotion regulation of others and perceived peer climate (level 2). Gender, starting status, emotional self-regulation and team-level interpersonal emotion regulation were all associated with athletes' use of interpersonal emotion regulation. The strength of the associations between self-regulation and interpersonal regulation depended on team-level emotion regulation and task climate

G114

**SUPERIORITY AND BELONGING: THE CASE FOR A TWO-DIMENSIONAL MODEL OF RACIAL STATUS**Linda Zou<sup>1</sup>, Sapna Cheryan<sup>1</sup><sup>1</sup>*University of Washington*

As immigration increasingly alters the United States' racial landscape, racial status may no longer be unilaterally determined by a group's perceived superiority, but also by a group's perceived belonging in the U.S. The current research proposes a two-dimensional model of racial status, in which minority groups are subordinated along a foreign-American dimension in addition to the traditional inferior-superior dimension. Study 1 (N = 204) examined how common cultural stereotypes associated with different racial groups map onto the two proposed axes. Study 2 (N = 159) asked directly for participants' perceptions of racial groups. Both studies provided support for a two-dimensional model, such that the two dimensions together differentiated Asians, Blacks, Hispanics, and Whites into four distinct quadrants (e.g., Blacks are seen as inferior

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and American; Asians as superior and foreign). This model has implications for societal outcomes such as interracial conflicts and experiences of racial prejudice.

**G115**  
**"ONE BAD APPLE": GENERALIZING DISLIKE FROM AN INDIVIDUAL TO THE GROUP**

**Kathleen A. Oltman<sup>1</sup>, John Dovidio<sup>1</sup>**  
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The present research investigated factors that mediate and moderate the effects of imagined intergroup contact with a Black man on non-Black participants' ( $n=196$ ) racial attitudes. Participants, who were instructed to imagine positive, neutral, or negative contact, reported how much they liked their imagined partner, how typical he was of his group, and attitudes toward Black men generally. Participants who imagined negative contact liked their partner less and had more negative attitudes toward Black men than those in the neutral contact or positive contact conditions; these latter two conditions did not significantly differ. As hypothesized, the difference in attitudes toward Black men generally between the negative contact and the other two conditions was mediated by liking for the partner. The generalization of liking for the partner and attitudes toward the group was stronger when participants perceived the partner as more typical. Theoretical and practical implications of negative contact effects are considered.

**G116**  
**DEVELOPING GROUP STEREOTYPES OVER TIME**

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This study tested the effects of learned person information, memory consolidation, and individual differences in Personal Need for Structure (PNS) on the accuracy of group stereotypes. Participants ( $N=32$ ) were exposed to descriptions of members of two different groups (Group A and Group B). One group was described as highly dominant, while the other was described as highly cognitively structured. Participants' group perceptions were tested either the same day or two days later. It was hypothesized that higher PNS scores would predict less accurate group perceptions at immediate, but not delayed, testing. Results indicated that higher PNS predicted less accurate group trait ratings for the highly dominant group at delayed, but not immediate, testing. Further, higher PNS scores predicted less accurate group trait ratings for the highly structured group regardless of time of test. These results suggest that higher PNS benefits the learning of stereotype-consistent information over time.

## Individual Differences

**G117**  
**EVIDENCE FOR THE SOCIAL BRAIN HYPOTHESIS: SOCIAL WORKING MEMORY PREDICTS SOCIAL NETWORK SIZE**

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The social brain hypothesis (SBH) posits that there is a quantitative relationship between primate neocortex size and social group size. However, the precise socio-cognitive mechanism that drives this relationship remains elusive. Social working memory (SWM), the ability to actively manipulate and maintain social information, has been proposed as a potential mechanism (Meyer et al., 2012), but the link between SWM and social network size has not been investigated. To test this relationship, 64 participants completed a SWM task and reported on their social experiences. We found SWM, but not cognitive working memory, predicted social network size, specifically sympathy group (core friend group) size. Also, as expected, SWM was associated with self-reported social proficiency, which was in turn associated with sympathy group size. Interestingly, neither SWM nor social network size predicted well-

being, but time spent with friends did. These findings provide evidence for SWM as an important mechanism underlying the SBH.

**G118**  
**KNOWLEDGE, RATHER THAN GENERAL REASONING PREDICTS MECHANICAL PROBLEM-SOLVING**

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What is the role of general reasoning ability and knowledge in solving mechanical problems? Participants ( $N = 143$ ) were recruited from the Psychology Department's subject pool in a large Southern California public university. Participants responded to several questionnaires and watched a short tutorial video before being tasked with solving related mechanical problems. The questionnaires assessed participant's general reasoning skill, prior knowledge, mechanical self-efficacy, post-tutorial knowledge, and effort they put into the tasks. Results from multiple regression analysis support the importance of knowledge and mechanical self-efficacy but not general reasoning in identifying the source of mechanical problems. These results emphasize the importance of domain-specific training for solving mechanical problems. Future research should examine the role of different pedagogical practices and general reasoning in the development of knowledge that facilitates mechanical problem-solving.

**G119**  
**TACTICAL IMPRESSION MANAGEMENT ON FACEBOOK: "DO YOU LIKE ME NOW?"**

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<sup>1</sup>*University of Texas at San Antonio*

Introduction: Self-monitoring is comprised of three factors: Acting, Extraversion, and Other-directedness (Briggs et al., 1980). High self-monitors are skilled at producing desirable impressions. Turnley and Bolino (2001) found that high self-monitors generally use three of five impression management tactics: self-promotion, ingratiation, and exemplification. This study examined the degree to which these strategies are used on Facebook, where impression management is paramount. Method: Participants completed Snyder's (1974) Self-Monitoring Scale and a modified, Facebook-centric version of Bolino and Turnley's (1999) impression-management scale. Results: Participants' overall self-monitoring scores predicted only two of the five tactics: ingratiation and self-promotion. When broken down by subscales, other-directedness was revealed to be the primary driver for these significant relationships as it was the only subscale that predicted these tactics. Discussion: True to form, high self-monitors prefer tactics that create contextually positive impressions. However, on Facebook exemplification may appear unbecoming. Consequently, high self-monitors avoided using that particular tactic.

**G120**  
**THE INTERACTION OF SITUATIONAL CUES AND TRAIT COMPETITIVENESS**

**Bryan Sim<sup>1</sup>, Gabriele Oettingen<sup>2</sup>, Peter M. Gollwitzer<sup>3</sup>**  
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<sup>3</sup>*New York University & University of Konstanz*

We investigated how participants' competitive attitudes interacted with the type of task they completed (speed vs. accuracy) and the behavior of a confederate (fast vs. accurate) to predict (a) participants' perceptions of the confederate's warmth (because competitors are perceived as less warm; Russell & Fiske, 2008), (b) participants' self-reported behavior, and (c) their actual behavior. Speed in general was associated with competition: when the task was about being fast, or when the confederate was focused on being fast, or both, competitiveness was not associated with perceptions of the confederate's warmth. However, in the slow task, slow confederate condition, the more competitive participants were, the less warm they saw the confederate. A conditional process

(moderated mediation) analysis revealed that the confederate's behavior influenced participants' self-reported behavior ("How important was it for you to be fast?") both directly, and indirectly, via their actual speed on the task.

**G121****WHO IS IT THAT'S TALKING IN MY HEAD?: DEVELOPING A NEW MEASURE OF THE INTERPERSONAL QUALITIES OF SELF-TALK**Elizabeth Price<sup>1</sup>, Pamela Sadler<sup>1</sup>, Erik Z. Woody<sup>2</sup><sup>1</sup>Wilfrid Laurier University, <sup>2</sup>University of Waterloo

Self-talk is frequently an integral component of psychological interventions, and is a vital aspect of people's ability to manage challenges. However, to better understand its effects, a fuller characterization of the individual differences in how people talk to themselves is needed. It is not only the semantic content of self-talk that matters, but also the "tone" of the inner voice and its implied relationship with the self. Therefore, we developed a novel self-report measure to assess the interpersonal qualities of self-talk. In accordance with interpersonal theory, factor analysis confirmed two underlying dimensions of dominance and affiliation. Furthermore, dimension scores demonstrated good convergent and discriminant validity with well-established trait measures, and another self-talk measure, which characterizes the frequency but not the distinct interpersonal qualities of self-talk. The eight subscales (octants) of this 64-item measure demonstrated good reliability and circumplex structure. Implications for the use of this new measure are discussed.

**G123****PERSONALITY TRAITS MEASURED AT BASELINE CAN PREDICT ACADEMIC PERFORMANCE IN UPPER SECONDARY SCHOOL THREE YEARS LATER**Pia Rosander<sup>1</sup><sup>1</sup>Kristianstad University

The aim of this study was to explore the predictive utility of personality traits on academic performance in a longitudinal study of a Swedish upper secondary school sample (N=197). Academic performance was assessed throughout a three-year period via final grades from the compulsory school and upper secondary school. The Big Five personality factors (Costa & McCrae, 1992) - particularly Conscientiousness and Neuroticism - were found to predict overall academic performance, after controlling for general intelligence. Results suggest that Conscientiousness, as measured at the age of 16, can explain change in academic performance at the age of 19. The suppressor effect of Neuroticism by Conscientiousness indicates that it is better to be a little bit neurotic than stable to get good grades. This study extends previous work by assessing the relationship between the Big Five and academic performance over a three-year period. The results offer educators avenues to improve educational achievement.

**G124****SOME SEE IT, SOME DON'T: EXPLORING THE RELATION BETWEEN FAILURES OF AWARENESS AND PERSONALITY FACTORS**Carina Kreitz<sup>1</sup>, Daniel Memmert<sup>1</sup>, Robert Schnuerch<sup>2</sup><sup>1</sup>German Sport University Cologne, <sup>2</sup>University of Bonn

Human awareness is highly limited, which is vividly demonstrated by the phenomenon that unexpected objects often go unnoticed when attention is focused elsewhere (inattention blindness). Typically, some people fail to notice unexpected objects while others detect them instantaneously. Whether this pattern reflects stable individual differences is unclear to date. In particular, hardly anything is known about the influence of personality on the likelihood of inattention blindness. To fill this empirical gap, we examined the role of multiple personality factors, such as the Big Five, BIS/BAS, and measures of achievement motivation and absorption, in these failures of awareness. Susceptibility to

inattention blindness was associated with low levels of achievement motivation, motivational drive, and openness to experience. Thus, our results are among the first to demonstrate that failures to consciously perceive unexpected objects reflect individual differences in fundamental aspects of personality.

**G125****TIME-OF-DAY PREFERENCE, CONSCIENTIOUSNESS, AND HEALTHY BREAKFAST EATING: THE MEDIATIONAL ROLE OF MORNINGNESS**Andrew Christopher<sup>1</sup>, Ryan J. Walker<sup>2</sup>, Mareike Wieth<sup>1</sup><sup>1</sup>Albion College, <sup>2</sup>Miami University

Research has shown that conscientiousness and morningness predict healthy breakfast eating. We explored morningness as a potential mediator of the relationship between conscientiousness and healthy breakfast eating behaviors. A sample of 279 Americans completed the NEO-FFI-3 (Costa & McCrae, 2008), Horne and Östberg's (1976) Morning-Eveningness Questionnaire, and the Breakfast Eating Habits Questionnaire (Reeves et al., 2013). As with previous studies, healthy breakfast eating behaviors, such as breakfast frequency and health-related reasons for eating breakfast, were positively predicted by conscientiousness,  $\beta$ s > .040,  $p$ s < .05, and morningness,  $\beta$ s > .107,  $p$ s < .00. Moreover, morningness mediated the relationship between conscientiousness and breakfast frequency, 95% CI (.010, .035), and health-related reasons for eating breakfast, 95% CI (.010, .054). Eveningness mediated the relationship between conscientiousness and mood-related reasons for not eating breakfast, 95% CI (-.008, -.001). The importance of examining time-of-day preference in the conscientiousness and health behaviors relationship is discussed.

**G126****IDENTIFYING GRANDIOSELY- AND VULNERABLY-ENTITLED GROUPS: A CLUSTER ANALYSIS OF ENTITLED INDIVIDUALS**Michael L. Crowe<sup>1</sup>, Alexander C. LoPilato<sup>1</sup>, W. K. Campbell<sup>1</sup>, Joshua D. Miller<sup>1</sup><sup>1</sup>University of Georgia

Psychological entitlement is a critical component of both grandiose and vulnerable narcissism. The present study hypothesized that among highly entitled individuals there exist two distinct groups that represent different pathways to trait profiles of entitlement. Self-report scores of entitlement were collected for 916 individuals. Model-based cluster analyses were then conducted on individuals in the top 3rd of the sample using the five-factor model dimensions as clustering variables. Results support the existence of two unique groups of entitled individuals. The "vulnerable-entitled" cluster reported higher levels of neuroticism, disinhibition, psychopathy, childhood abuse, attachment difficulties, negative affect, and lower self-esteem. The "grandiose-entitled" cluster experienced greater positive affect and self-esteem, and reported more antisocial behavior. Compared to the control group, both high-entitlement groups were less agreeable, and more Machiavellian, narcissistic, and materialistic. These results suggest important differences are missed when simply examining the linear relationships between entitlement and various aspects of its nomological network.

**G127****LIFE-LOGGED BEHAVIORS OF SENSORY-SEEKING VS. SENSORY-AVOIDANT PERSONALITY TYPES**Renee Losey<sup>1</sup>, Laura P. Naumann<sup>1</sup><sup>1</sup>Nevada State College

This study explores the relationship between sensory-seeking (vs. avoidant) personalities and actual daily behaviors. Participants wore the Narrative camera, a "life-logging" device that captures a photo every 30 seconds, around their neck or on their shirt collar for up to 24 hours. Research assistants coded the days' worth of photographs (taken from the target's point-of-view) for location (indoor/outdoor), interaction (alone; dyad; group), and activity (in



transit; on phone/tablet/PC; watching TV; and eating/drinking). Sensory-seeking participants were more likely to engage in greater levels and varieties of activity (more time spent outdoors; in dyads or groups, or in transit) than sensory-avoidant participants.

**G128**

### **SELF-REPORTED VS. LIFE-LOGGED BEHAVIOR USE OF PERSONAL ELECTRONIC DEVICES**

Laura Carroll<sup>1</sup>, Aura Munguia<sup>1</sup>, Laura P. Naumann<sup>1</sup>

<sup>1</sup>*Nevada State College*

This study explores the relationship between self-reported use of personal electronic devices (cell phone, tablet, laptop) and actual use. Participants wore the Narrative camera, a "life-logging" device that captures a photo every 30 seconds, around their neck or on their shirt collar for up to 24 hours. Research assistants coded the days' worth of photographs including whether or not the use of an electronic device appeared each photo frame. Using objective coding, we computed the percentage of time each participant spent on a personal electronic device over the course of their entire day. Participants underestimated the amount of time they actually spent on their personal electronic devices.

**G129**

### **"U MAD, BRO?" THE SEDUCTIVENESS AND PRACTICALITY OF INTERNET TROLLING**

Michael A. Faber<sup>1</sup>, Nitin K. Dhiman<sup>1</sup>

<sup>1</sup>*Woodbury University*

"Trolling" constitutes the posting of an inflammatory, disruptive, or unconstructive message in an online community in order to provoke a reaction. Research on trolling has suggested connections between this unique form of online incivility and Dark Tetrad personality traits, namely sadism. However, the various motives behind trolling and the different functions it serves for individuals suggest that trolls are a more diverse population than can be identified simply through the presence of antisocial traits. This study examines participants from a university subject pool and from the Mechanical Turk web service, measured on trolling-relevant behaviors and attitudes. Exploratory factor analysis indicates distinctly different "types" of trolls, such as those who use trolling as a means to bring justice to a perceived lawless Internet, as opposed to those who troll simply because they enjoy causing psychological harm. We consider the implications of trolling as a continued presence in an online social world.

**G130**

### **SELF-CRITICISM AND PERSONAL STANDARDS DIMENSIONS OF PERFECTIONISM AND DEPRESSIVE SYMPTOMS: LOW SELF-ESTEEM AND EXPERIENTIAL AVOIDANCE AS MEDIATORS**

Molly Moroz<sup>1</sup>, David Dunkley<sup>1</sup>

<sup>1</sup>*McGill University*

This study of community adults (N = 210) examined self-esteem and experiential avoidance as important mediators explaining the consistent relation between self-criticism (SC) and personal standards (PS) dimensions of perfectionism and depressive symptoms. Participants completed self-report questionnaires assessing perfectionism dimensions, self-esteem, experiential avoidance and depressive symptoms. A confirmatory factor analysis was conducted using AMOS, and latent constructs were used for each variable in order to control for measurement error. Structural equation modeling (SEM) analyses indicated that self-criticism, in contrast to personal standards, was related to low self-esteem and higher levels of experiential avoidance, and both low self-esteem and experiential avoidance fully mediated the relation between self-critical (SC) perfectionism and higher levels of depressive symptoms. These results have important clinical implications, and highlight the importance of identifying key mechanisms, such as low self-esteem and experiential avoidance, that are implicated in

the relationship between self-critical perfectionism and depressive symptoms.

**G131**

### **SITUATION CONSTRUAL AND ITS RELATIONSHIP WITH BEHAVIOR**

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<sup>1</sup>*University of California at Riverside*

It is well established that personality and situations have many associations with real-world outcomes, however, few studies examine the degree to which both personality and situations affect one's behavior. Even fewer studies examine how one's interpretation of a situation (construal) is influenced by these factors, and how construal affects one's behavior. In the current study, participants came into the lab on three separate occasions for getting-to-know-you, cooperative, and competitive interactions (N = 226). All data were gathered using Q-Sort measures, and included both self and informant ratings. Results show that both personality and situations have a small relationship with construal, and a moderately strong relationship with behavior. Construal was found to have a strong relationship with behavior, and mediated these personality-behavior and situation-behavior relationships in many cases. Contrary to expectations, these personality-behavior relationships were stronger than the situation-behavior relationship. Differences in behavioral associations among the three situations are discussed.

**G132**

### **IS MORTALITY SALIENCE A PERSONALITY TRAIT? A LONGITUDINAL TEST OF A SINGLE-ITEM, SELF-REPORT MEASURE**

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Research on Terror Management Theory (Greenberg, Pyszczynski, & Solomon, 1986) has typically treated mortality salience as a situational variable, though recent work has investigated individual differences in chronic, unconscious thoughts of death (i.e., dispositional death-thought accessibility; Hayes et al., 2010). We investigated whether there are individual differences in the extent to which people consciously consider mortality. A longitudinal study tracked 559 individuals over 17 years. Participants completed a single-item measure about "thoughts of death and dying" as well as measures of psychological distress and thoughts of suicide. The measure of mortality salience was stable across time (average  $r = .31$ ). The association persisted after controlling for psychological distress and thoughts of suicide. Thus, we provide evidence for reliability and discriminant validity for a single-item measure of mortality salience. Implications for this conceptualization as it relates to Terror Management Theory will be discussed.

**G133**

### **IMPACT OF ADOLESCENT CONSCIENTIOUSNESS AND INTELLIGENCE ON HEALTH AT MIDDLE AGE: A SIBLING COMPARISON APPROACH**

S. Mason Garrison<sup>1</sup>, Alexandria R. Hadd<sup>1</sup>, Joseph L. Rodgers<sup>1</sup>

<sup>1</sup>*Vanderbilt University*

Conscientiousness and intelligence consistently predict health outcomes (Jokela et al., 2013; Gottfredson & Deary, 2004). Both comparably predict later health and mortality outcomes across the life course (Roberts et al., 2007). Despite these findings, conscientiousness and intelligence are seldom tested simultaneously (Deary et al., 2010). Because these measures are rarely assessed in the same model, it is impossible to determine whether both traits determine health or if one measure is merely a proxy for the other, as intelligence and conscientiousness are confounded under many assessment conditions (Duckworth, 2011). Using the 1979 National Longitudinal Survey of Youth, we examined the joint impact of intelligence and conscientiousness assessed at adolescence on self-

reported health at age 40. In order to control for genetic and environmental risk, 3287 sibling dyads were used. Results suggest that adolescent conscientiousness and intelligence are independently predictive of health at age 40, with comparable effect sizes.

**G134****"LETTING GO" AND "TOUGHENING UP": A SENSE OF MASTERY AND EMOTIONAL REACTIVITY MODERATE PSYCHOLOGICAL TRAUMA AND HEALTH**Whitney K. Jeter<sup>1</sup>, Laura Brannon<sup>1</sup><sup>1</sup>*Kansas State University*

Despite the consequences associated with psychological trauma (PT), researchers are currently unable to predict why certain individuals develop negative health symptoms following PT while others do not. To address this limitation, gender and resilience were identified as individual differences that moderate PT and health outcomes. The Etiology of Psychopathology Model was used as a theoretical framework. One hundred and eighty participants completed questionnaires assessing PT, health symptoms, and resilience, namely a sense of mastery (e.g., optimism), sense of relatedness (e.g., support), and emotional reactivity (e.g., sensitivity). Results indicate that a sense of mastery increases health symptoms following PT while emotional reactivity decreases health symptoms following PT; these results were significant for men, but not for women. Although not initially predicted, the current findings have implications for future research and are supported within existing stress and coping literature. Overall, these findings contribute unique knowledge to personality and health literature and theory.

**G135****SELF-EFFICACY FOR PAIN CONTRIBUTES TO REDUCED PAIN RATINGS AND ACCURATELY RECALLING PAIN**Mollie A. Ruben<sup>1</sup>, Adriana Jodoin<sup>2</sup>, Judith A. Hall<sup>2</sup><sup>1</sup>*Veteran Affairs Hospital*, <sup>2</sup>*Northeastern University*

Research suggests that self-efficacy, people's conviction about their own effectiveness, determines whether coping behavior and effort will be exerted during aversive experiences. The purpose of this research was to examine how self-efficacy for pain impacts pain intensity ratings in the moment and 2 weeks later, and accurate recall of pain. Participants (N = 147) underwent an acute laboratory pain task, made pain intensity ratings during the procedure and an overall pain intensity rating 2 weeks after the procedure, and reported their self-efficacy for pain. Participants who had high self-efficacy for pain reported less pain throughout the procedure as well as in their 2-week recall of pain, and were more accurate at recalling their pain compared to participants with low self-efficacy. This research has implications for clinical settings as self-efficacy impacted pain ratings at the time of pain and accurate recall of pain, which is beneficial for receiving appropriate treatment.

**G136****EARLY ADOLESCENT TEMPERAMENT FORESHADOWS SUBSTANCE USE IN MEXICAN AMERICAN ADOLESCENTS**David A. Clark<sup>1</sup>, Michael B. Donnellan<sup>1</sup>, Richard W. Robins<sup>2</sup>, Rand D. Conger<sup>2</sup><sup>1</sup>*Michigan State University*, <sup>2</sup>*University of California at Davis*

Early emerging personality differences (i.e., temperament) statistically predict substance use. However, most research supporting this association has relied on European American samples (Stautz & Cooper, 2013). Therefore, we evaluated how temperamental dimensions in the 5th grade foreshadow 9th grade substance use in a longitudinal sample of Mexican American adolescents (N = 674). Effortful control and trait aggressiveness (assessed by a composite of mother and child report) were reliable predictors of 9th grade substance use, even when controlling for 5th grade substance use. These dimensions also predicted reports of

cognitive variables associated with substance misuse. Results indicate that the connections between temperament and substance use have transcontextual validity, and add to the growing literature showing that early manifestations of self-control are related to consequential life outcomes such as early substance use.

**G137****EVALUATING THE EFFECTS OF CONSPIRACIST BELIEFS AND CONTROL OVER POLITICS: PREDICTORS OF VOTER TURNOUT**Aaron L. Szczech-Johnson<sup>1</sup><sup>1</sup>*Metropolitan State University*

The current study sought to investigate how broad conspiracist ideation (a general tendency to engage in conspiracy theories) affects general political participation. Further, locus of control was examined as a moderating factor. Using the *Generic Conspiracist Beliefs* (GCB) scale, and *Locus of Control* (LOC), the study investigated how individuals differ on conspiracist ideation and intentions to vote in the 2014 midterm elections, as well as overall political participation. It was predicted that GCB scores would be positively related to external LOC, but not internal LOC. It was also predicted that both higher GCB scores and external LOC would have a negative relationship on general political participation and lower intentions to vote. The findings suggest that the more individuals engage with conspiracy theories, the more they externalize control over political processes. These factors may help predict lower voter turnout in the upcoming elections.

**G138****SOCIAL SKILL BEHAVIORS AND INTERPRETATIONS OF SITUATIONS**Katy L. Wright<sup>1</sup>, Kyle S Sauerberger<sup>1</sup>, David C Funder<sup>1</sup><sup>1</sup>*University of California at Riverside*

Social skills can be defined as positive interpersonal behaviors that are associated with desirable social outcomes. Past research has shown that social skills are associated with having more accurate and less biased cognitive representations of situations. However, despite the large body of research on social skills, directly observed behavior has been rarely considered. In the current study, participants were brought into the lab to participate in a cooperative task and then asked about how they viewed the situation (N = 234). Situational assessments were gathered using the Riverside Situational Q-Sort. Results show that those who exhibited behaviors associated with social skills interpreted the cooperative task as enjoyable and allowing emotional expression, for example. These data are consistent with existing research which shows that cooperative situations are generally seen as friendly and intimate. Our findings suggest that those who display social skills are indeed more accurate in their assessment of situations.

**G139****THE INFLUENCE OF OPTIMISM AND FLOW ON PSYCHOPHYSIOLOGICAL RESPONSES TO STRESS**Tamera R. Schneider<sup>1</sup>, Jennifer N. Baumgartner<sup>1</sup><sup>1</sup>*Wright State University*

This study investigated the role of dispositional optimism and state flow on stress responses. Stress responses are influenced by appraisals. Compared to threat appraisals, challenge has been related to less psychological and physiological distress. We expected that optimism and flow would enhance challenge appraisals, positive affect, and challenge physiology, and decrease negative affect. 153 undergraduates performed two vocal serial subtraction tasks. Optimism led to challenge appraisals and less negative affect, and flow led to marginally greater challenge appraisals, more positive and less negative affect. Challenge physiology resulted from high optimism and low flow, or high flow and low optimism. The findings suggest that high optimism or high flow are beneficial for stress responses. However, being high in optimism and also high in flow does not confer greater stress resilience. For those who are

low in dispositional optimism, enhancing state flow can facilitate resilient stress responses.

**G140**  
**DOES STRESS PLAY A ROLE IN THE "ANTI-SOCIAL" EFFECTS OF OXYTOCIN?**

Jonas P. Nitschke<sup>1</sup>, Jennifer A. Bartz<sup>1</sup>  
<sup>1</sup>*McGill University*

Oxytocin has been coined the "love drug" but data suggest that the prosocial effects of oxytocin are not uniform. For example, we previously found oxytocin decreased the likelihood of cooperation during a social dilemma task (SDT) in insecurely attached individuals (i.e., those with borderline personality disorder; BPD). Although oxytocin has stress-reducing effects, we hypothesized that it may increase stress in some participants, particularly in social situations, thereby impacting prosocial behaviour. We analyzed cortisol samples obtained in our study on oxytocin, cooperation and BPD. Results showed an attenuated cortisol response pre- versus post-SDT in healthy individuals (regardless of drug) and in the BPD+placebo group, whereas the BPD+oxytocin group showed a slight increase in cortisol. Moreover, the cortisol increase in the BPD+OXT group was positively correlated with the likelihood of defection during the SDT. These findings shed light on the mechanisms underlying the "anti-social" effects of oxytocin in insecurely attached individuals.

**G141**  
**FUTURE HEALTH PREDICTION AVOIDANCE: THE ROLE OF CHRONIC HEALTH, TIME-ORIENTATION AND SUPERSTITION**

G. Tarcan Kumkale<sup>1</sup>, Lemi Baruh<sup>1</sup>, Celia K. Naivar Sen<sup>1</sup>,  
<sup>1</sup>*Koc University*

Planning for the future is vital for health behavior regulation. However, people may avoid thinking about the future as a maladaptive coping mechanism. In this study, we examined the relationships between future health prediction avoidance and chronic disease, fatalism, future time-orientation, and superstition using nationally representative Turkish sample (N=2826). Each respondent reported their past, current, and future (expected) health status. While less than 1% failed to report past or current health, 23% of respondents provided no prediction for future health status. Furthermore, future health prediction avoidance seems to be driven by three distinct mechanisms. First, individuals suffering from a chronic disease were more likely to avoid future health predictions. More specifically, fatalism mediated the relationship between chronic disease history and future health prediction. Second, individuals with higher present time-orientation were more likely to avoid future health predictions. Lastly, more superstitious individuals were less likely to make predictions about future health.

**G142**  
**THE EFFECT OF PERCEIVED ATTRACTIVENESS ON ENDORSEMENT OF THE JUST WORLD HYPOTHESIS**

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The just-world hypothesis revolves around two key elements: that good people are rewarded and that bad people are punished. This important construct plays a significant role both in determining an individuals' view of the world and influencing their subjective experiences within that world. Previous research has found that endorsement of the just-world hypothesis varies depending upon personality factors such as gender, wealth, and race. Typically individuals privileged by society tend to be stronger endorsers. Extending on work exploring physical attractiveness stereotypes, the current study aims to add to this body of research by examining the effect of perceived physical attractiveness of the self on endorsement of this belief. Participants completed a measure of perceived physical attractiveness as well as a measure of endorsement of the just-world hypothesis. Consistent with our

predictions, our findings suggest a statistically significant relationship between physical attractiveness and belief in a just-world.

**G143**  
**AUTHENTICITY AND SELF-MONITORING: NEW INSIGHTS INTO AN OLD CONSTRUCT**

Willie J. Hale<sup>1</sup>, David Pillow<sup>1</sup>, Trisha Hinojosa<sup>1</sup>  
<sup>1</sup>*University of Texas at San Antonio*

Introduction: High self-monitors are considered "social chameleons," while low self-monitors considered "authentic selves" (Bedian & Day, 2004). Research shows that three factors comprise self-monitoring: acting, extraversion, and other-directedness. We tested these subscales to determine whether low self-monitors were more authentic. Method: Participants completed the original self-monitoring scale and the Authenticity Scale (Wood et al., 2008). Results: Overall self-monitoring scores were inversely related to authenticity, but the subscales were related in different directions. Given that similar total scores can be obtained using different combinations of subscales, a latent class analysis was conducted, revealing three classes: a low-self monitoring class, a high class defined by high extraversion and acting, and a high class defined by high other-directedness. The high self-monitoring classes did not differ in terms of overall self-monitoring scores, but were significantly different on authenticity. Conclusion: Results have implications for self-monitoring theory, challenging the notion that high self-monitors are not authentic.

**G144**  
**COMMUNICATING RACIAL IDENTITY THROUGH MUSIC PREFERENCES**

Shantal R. Marshall<sup>1</sup>, Laura Naumann<sup>1</sup>  
<sup>1</sup>*Nevada State College*

Popular culture preferences can serve as a "badge" to announce an individual's social identity or pride in their social group (Frith, 1981). However, the process by which people interpret popular culture preferences in terms of racial identity has yet to be investigated. The current research investigated whether people's music preferences communicated information about their racial identity. In pretesting, participants rated some music genres as strongly associated with either Black (e.g., rap, R&B) or White Americans (e.g., rock, country). In a survey study, 163 participants provided their five most and least favorite songs, as well as their racial identity and centrality. Using only the targets' music preferences, eight diverse raters then guessed each participant's racial group and strength of racial centrality. Raters were able to guess with some accuracy both the racial identity and the racial centrality of the participants. How racial identity is expressed and understood is discussed.

**G145**  
**WHO HEEDS ANXIETY'S PRECAUTIONARY TALE? CONTINGENCIES OF SELF-WORTH AND EXAM PERFORMANCE**

Anne D. Herlache<sup>1</sup>, Alex M. Inman<sup>1</sup>, Zlatan Krizan<sup>1</sup>  
<sup>1</sup>*Iowa State University*

To students with academic—but not competitive—contingency of self-worth (ASW and CSW), pre-exam anxiety may provide an important signal to prepare, thus negating the negative impact of anxiety on future exam performance. Undergraduates (N = 155) self-reported contingencies of self-worth and anxiety before an exam. Both types of contingencies predicted greater anxiety over the exam (CSW  $\beta = .212$ ,  $p = .012$ ; ASW  $\beta = .205$ ,  $p = .015$ ), and anxiety predicted poorer exam performance ( $\beta = -.339$ ,  $p < .001$ ). Critically, for those low (-1SD) on ASW being anxious undermined future performance ( $b = -9.79$ ,  $p < .001$ ); whereas, for those high (+1SD) on ASW being anxious did not impact performance ( $b = 1.50$ ,  $p = .371$ , ASW\*Anxiety  $\beta = .127$ ,  $p = .108$ ). Competitive contingencies did not

have an impact (CSW\*Anxiety  $\beta = -.06$ ,  $p = .447$ ). The results reveal an important dynamic of self-esteem regulation.

**G146**  
**BAD MEDICINE: SHYNESS, COPING MOTIVES, AND DRINKING DO NOT MIX WELL**

Chelsie Young<sup>1</sup>, Angelo DiBello<sup>1</sup>, Zachary Traylor<sup>1</sup>, Michael Zvolensky<sup>1</sup>, Clayton Neighbors<sup>1</sup>

<sup>1</sup>University of Houston

The purpose of this research was to examine longitudinal associations between shyness, social and coping drinking motives, and problematic drinking. Previous research suggests drinking may serve to alleviate stress and tension in a variety of situations. We expected that shyness would be associated with social and coping motives for drinking and that shy individuals who drink more would exhibit more alcohol-related problems, potentially because of their drinking motives. First year college student drinkers (N=818) completed assessments every six months for two years. Negative binomial mixed models indicated that overall, shyness was associated with less drinking but more problems. Further, shyness was positively associated with coping drinking motives, but was not associated with social drinking motives. In addition, coping motives mediated the association between shyness and problems, controlling for drinking over time. Thus, shy individuals may drink to reduce their shyness in social situations which may lead to alcohol-related problems.

**G147**  
**IMPULSIVITY ENHANCES LEFT-FRONTAL ACTIVATION TO ALCOHOL CUES**

Nicole Mechin<sup>1</sup>, Hunter Threadgill<sup>1</sup>, Lauren Browning<sup>1</sup>, Josh Hicks<sup>2</sup>, Philip Gable<sup>1</sup>

<sup>1</sup>University of Alabama, <sup>2</sup>Texas A&M University

Much past work has linked impulsivity with alcohol use. But, what is it about impulsivity that leads to alcohol use? The current study sought to examine whether approach motivation - assessed through greater left than right frontal asymmetry - might be one mechanism which moderates the link between alcohol and impulsivity. In the current study, participants completed measures of trait impulsivity. Then, they viewed pictures of alcoholic beverages and neutral (rock) pictures while EEG activity was recorded. Results revealed that greater trait impulsivity predicted greater left-frontal asymmetry during alcohol pictures but not during neutral pictures. These results demonstrate that individual differences in trait impulsivity potentiate the effects of alcohol cues on asymmetrical frontal cortical activity. More broadly, results suggest that individual differences in impulsivity may enhance approach motivation towards alcohol cues, suggesting that approach motivation may moderate the relationship between impulsivity and alcohol use.

**G148**  
**EMPATHETIC AMERICANS? THE RELATIONSHIP BETWEEN AMERICAN IDENTITY, EMPATHY, AND PREJUDICE.**

Daria A. Bakina<sup>1</sup>

<sup>1</sup>State University of New York at Oswego

This study investigated the how American identity was related to empathy and willingness to discriminate. Participants responded to a number of questionnaires including agreeableness, openness to experience, a survey of American identity, a survey of interpersonal sensitivity, and a measure of willingness to discriminate against racial minorities (Quick Discrimination Index). Participants in this sample were highly identified as Americans (4.23, SD = .54). Openness to experience ( $r=.41$ ,  $p<.05$ ) and American identity ( $r=-.37$ ,  $p<.05$ ) were significantly correlated with the measure of sensitivity toward racial minorities. Higher openness to experience was related to more sensitivity, whereas American identity was related to lower sensitivity. The results of this study supported the central hypothesis of the study - the more participants identified with being

American, the more likely they were to feel insensitive toward different groups. This study provides insight to how American identity contributes to expressions of prejudice and discrimination. A planned future study will investigate how American identity relates to discrimination toward Arab Americans.

## Nonverbal Behavior

**G149**  
**DO SPEAKERS' GESTURES INCREASE THE OVERESTIMATION OF THEIR COMMUNICATION EFFECTIVENESS?**

Naoya Tabata<sup>1</sup>

<sup>1</sup>Tokiwa University

Speakers tend to overestimate their communication effectiveness, because they overestimate listeners' understanding (Keysar & Henly, 2002). Mechanisms of such overestimations were investigated by focusing on speakers' gestures. Japanese undergraduates were yoked as speaker-listener pairs. Speakers were assigned to three conditions in communicating a video recorded script about a fictitious sports rule. Speakers in the pictographic gesture (gesture drawing the object) and baton gesture (gesture emphasizing the sentence) conditions were asked to make two gestures at fixed points of the script, whereas speakers in the no-gesture condition made no gestures. After the communication, speakers estimated their communication effectiveness. Yoked listeners were asked to watch the videotape and indicate their degree of understanding. Results indicated that speakers overestimated their communication effectiveness regardless of the gesture condition. Moreover, speakers' communication effectiveness correlated positively with speakers' self-estimate of explanation skills in the pictographic gesture and baton gesture conditions, but not in the no-gesture condition.

**G150**  
**LAUGH AND THE WORLD LAUGHS WITH YOU?: THE EFFECTS OF OSTRACISM AND GROUP STATUS ON NONVERBAL BEHAVIOR**

Sally Farley<sup>1</sup>, Dresden N Lackey<sup>1</sup>, Deborah Carson<sup>1</sup>, Darci Smith<sup>1</sup>, Terrence J Pope<sup>1</sup>

<sup>1</sup>University of Baltimore

This study examined cyberostracism and perceived ingroup status on nonverbal signals of affiliation/disaffiliation. Participants engaged in Cyberball prior to watching a film of a woman. Results revealed a significant three-way interaction for laughter. The interaction between gender and ostracism was not significant for participants who perceived her to be an outgroup member, however included male participants who perceived her to be an ingroup member laughed significantly more than those in other conditions. Further, men smiled and nodded more than women. For head-shaking, ostracism interacted with perceived ingroup status. Those who viewed her as an ingroup member shook their heads infrequently, but for participants who felt she was an outgroup member, ostracized participants shook their heads significantly more than included participants. Future research will examine gender as a more salient characteristic for ingroup status and control for confounding characteristics of the film. Implications for the nonverbal consequences of ostracism will be discussed.

**G151**  
**WHAT ARE THE DIFFERENCES OF INTERPERSONAL COMMUNICATION BETWEEN JAPANESE AND CHINESE PEOPLE? : EXPERIMENTAL STUDY WITH STRANGERS AND FRIENDS**

Masanori Kimura<sup>1</sup>, Xinhua Mao<sup>2</sup>

<sup>1</sup>Kobe College, <sup>2</sup>Kobe Gakuin University

In this study, we examined the differences of interpersonal communication between Japanese and Chinese people. Forty Japanese and 40 Chinese female dyads (both strangers and friends) participated and chatted about campus life. Their conversations

were videotaped and some cues (i.e. smile, talk, gaze, and nodding) were coded from the viewpoints of duration. After conversation, participants rated their rapport and self-presentation motives consisted from ingratiation, self-promotion, exemplification, and adonization. In addition, their personal spaces were measured using stop distance technique. Results were as follows. First, ingratiation, exemplification, and adonization motives of Japanese were higher than Chinese. Next, there is no difference in their rapport between Japanese and Chinese friends, while Chinese strangers felt rapport more than Japanese. Moreover, Japanese smiled, talked, and nodded more than Chinese. In contrast, Chinese gazed more than Japanese. Then, personal space in Chinese was smaller than Japanese. Finally, we discussed future direction to generate these findings.

G153

### DECREASED FACIAL EXPRESSIVITY AND EXPERIENCED STIGMA IN PARKINSON'S DISEASE

Sarah D. Gunnery<sup>1</sup>, Linda Tickle-Degnen<sup>1</sup><sup>1</sup>Tufts University

To investigate how loss of emotional expressivity relates to social experience, 23 people with Parkinson's disease (PD) were videotaped while talking about an enjoyable activity. Participants self-reported experienced stigma and depression. A facial expression score was created from ratings of active facial expression, frequency of blinks, and mouth closure in a 1-min clip from each participant's narrative. Participants with greater expression deficits reported experiencing more enacted stigma (feeling unfavorable attitudes expressed by others)  $r(21) = .44, p < .05$ , but not felt stigma (feeling shame or embarrassment because of internalizing negative stereotypes)  $r(21) = .26, p = .23$ . When controlling for depression, expression deficits remained correlated with enacted stigma,  $r_{\text{partial}} = .60, p < .01$ , while the correlation with felt stigma increased  $r_{\text{partial}} = .49, p < .05$ . These results indicate that people with PD are aware of others' negatively biased perceptions of them due to their expressivity deficits.

G154

### THE INFLUENCE OF NONVERBAL-CUES KNOWLEDGE AND SELF-EVALUATION OF DECODING SKILLS ON THE ACCURACY IN DECODING FACIAL EXPRESSION

Kazumi Ogawa<sup>1</sup>, Takashi Matsuo<sup>1</sup><sup>1</sup>Aichi Shukutoku University

The influence of nonverbal-cues knowledge and self-evaluation of decoding skills on the accuracy in decoding facial expression was investigated. In total, 49 participants were shown 28 images comprising facial expressions for 6 basic emotions and neutral faces. Each participant was asked to select the image that best represented each of the 6 emotions, and rated the extent to which it conveyed that particular emotion using a Visual Analog Scale (VAS). Afterward, participants answered a test assessing nonverbal-cues knowledge and a scale evaluating decoding skills. The results revealed that interaction effect was a marginally significant: facial expression decoding accuracy scores from the VAS were lower in the group who rated themselves high in decoding skills when more participants were less knowledgeable about nonverbal cues. Specifically, the study confirmed that participants were not able to decode facial expressions accurately without sufficient knowledge, even when they thought their decoding skills were high.

G155

### SERVING UP A BAD NEWS SANDWICH: ANXIETY AND COMMUNICATION METHOD INFLUENCE BAD NEWS DELIVERY

Angela M. Legg<sup>1</sup>, Kate Sweeny<sup>2</sup><sup>1</sup>Pace University, <sup>2</sup>University of California at Riverside

The bad news sandwich (i.e., good news-bad news-good news) is one strategy people use when giving bad news. In one study we examined how communication method and anxiety influence the use of bad news sandwiches. Participants (N=167) delivered bad

news (negative personality traits) to confederates in-person or through email. Research assistants coded video recordings and emails for the use of bad news sandwiches and empathy. Most participants (53%) used a bad news sandwich in-person, whereas few participants (23%) used a bad news sandwich through email. News-giver anxiety mediates this effect such that in-person communication increases anxiety and this anxiety predicts the use of bad news sandwiches. Despite anxiety's relationship with bad news sandwiches, coders rated news-givers who used bad news sandwiches as warmer, more socially-skilled, and less blunt. Anxiety and in-person delivery increases the reliance on bad news sandwiches but not necessarily at the expense of displays of empathy.

G156

### STRIKE A POSE?: GENDER DIFFERENCES IN THE EFFECTS OF EXPANSIVE AND CONSTRICTED POSTURES IN ROMANTIC CONTEXTS

Lindsey Streamer<sup>1</sup>, Lora E. Park<sup>1</sup><sup>1</sup>State University of New York at Buffalo

Previous research has shown that expansive postures increase power-related thoughts, feelings and behavior. Building upon past work, we propose that in romantic settings, the effects of posture may depend on whether the posture embodies traditional gender norms. Expansive postures are largely compatible with conceptualizations of masculinity and should therefore benefit men in particular in romantic settings. In contrast, constricted postures may be more consistent with conceptualizations of femininity and may therefore benefit women in romantic contexts. To test these ideas, male and female college students enacted expansive or constricted poses before creating an online dating profile video. Supporting predictions, women experienced more positive outcomes (e.g., greater self-concept clarity, feelings of desirability, less anxiety) if they enacted constricted postures before making the dating video, whereas men experienced greater sense of power if they enacted expansive postures. Implications of these findings for embodiment in context are discussed.

G157

### IMPROVING GROUP PERFORMANCE: EQUALITY IN UTTERANCES AND THE PROPORTION OF FEMALES TO MALES

Ken Fujiwara<sup>1</sup>, Mao Xinhua<sup>2</sup>, Masanori Kimura<sup>3</sup>, Yukiko Iso<sup>4</sup>, Ikuo Daibo<sup>4</sup><sup>1</sup>Osaka University of Economics, <sup>2</sup>Kobe Gakuin University, <sup>3</sup>Kobe College, <sup>4</sup>Tokyo Future University

Wooley et al. (Science, 2010) indicated that equal opportunities in conversational turn-taking and a greater proportion of females to males improved group performance. The present study examined whether these general collective intelligence factors, named "c factor," could increase a group's performance on an information-summarizing task. Thirty-eight groups of four (97 females, 55 males) completed the map-making task "Book mart X" (Daibo et al., 2012). Each member randomly picked 5 of 20 information cards without showing them to the others. The members then vocally summarized their information for the group to draw the correct map from the bus stop to "Book mart X." Their conversation was video-recorded. Results showed that, contrary to Wooley et al. (2010), equality in member utterances and an increased proportion of females to males decreased group performance significantly. This suggests that the influence of "c factor" on group performance may depend on the characteristics of the task.

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G158

**AUTISM TRAITS IN TYPICAL INDIVIDUALS MODERATE MIMICRY RESPONSES TO HAPPY, BUT NOT ANGRY, EXPRESSIONS**Larissa C. D'Abreu<sup>1</sup>, Daniel McIntosh<sup>1</sup><sup>1</sup>University of Denver

This study assessed whether viewing emotional facial expressions influences facial responses to emotional narrative content, and whether autism traits in a typical sample moderate responses. Seventy-four participants listened to stories from three same-gender individuals. Participants' facial responses were measured using electromyography (EMG) across the zygomaticus major, frontalis, and corrugator supercilli muscle groups. After emotional elements in the stories a matching happy or angry face was displayed. Participants produced angry facial expressions to angry segments of the story and after the angry faces appeared. There were no differential muscle responses to happy segments of the story alone, but participants who scored low on a scale of autism traits displayed matching zygomaticus activity to the subsequent happy faces. This result expands findings of mimicry deficits in those with autism into a new, but similar, population. Possible future research on trait modifiers of mimicry and relevance to clinical populations will be discussed.

G159

**EFFECT OF THE DYNAMIC TRAIT OF THE GAZE AND FACE CONTEXT IN THE GAZE-CUEING EFFECT**Hirokazu Eito<sup>1</sup>, Akio Wakabayashi<sup>1</sup><sup>1</sup>Chiba University

Observing a face with averted eyes causes an automatic shift of attention to the gazed-at direction. This shift of attention is supposed to be processed by the systems responsible for gaze perception. However, it is unclear whether the dynamic trait of the gaze and the face context are also processed by the same mechanisms. This study investigated how the dynamic trait of the gaze and face context affects to the gaze-cueing effect. That is, when the face with static gaze and dynamic gaze cue are presented in upright or inverted, will the dynamic cueing effect be greater than the static cueing effect? It is demonstrated that both dynamic and static gaze-cueing effects are of similar magnitude. On the other hand, there was loss of cueing effect in the expressionless face condition. In addition, cueing effect in upright face is also occurred as well as the cueing effect in inverted face.

G160

**THE INFLUENCE OF THREAT PERCEPTION ON BEHAVIORAL STATUS CUES: INVESTIGATING THE OUTGROUP TARGET MALE HYPOTHESIS**Tierz E. Loskota<sup>1</sup>, Kerry S. Kleyman<sup>1</sup><sup>1</sup>Metropolitan State University

It is common knowledge that in many countries, females typically are the front of pick pocketing syndicates. The outgroup target male theory postulates that this is due to gendered differences in perceived power. This is in line with social dominance theory, which has found that males are typically at the top of social hierarchies. It was hypothesized that gendered intergroup power hierarchies affect perceptions of behavioral status cues. Participants were randomly assigned to a 3 (behavioral cue condition) X 2 (gender condition) experimental design. Participants were videotaped for three minutes while interacting with a male or female confederate. Data was first coded and then analyzed using a MANOVA, and it was found that the confederate's behavioral status cues and gender did affect the participant's perceptions of likability and threat during the interaction. Implications of this research suggest individuals perceive more extremes in males and this affects our behavior.

G161

**LULLED IN COMPLACENCY: NONVERBAL BEHAVIORAL MIMICRY BIASES PEOPLE'S COURSE OF ACTION**Judith Rachl<sup>1</sup>, N. Pontus Leander<sup>1</sup>, Nico W. Van Yperen<sup>1</sup><sup>1</sup>University of Groningen

Research on nonverbal behavioral mimicry has shown the many positive aspects the copying of the postures and mannerisms has for interaction partners. These positive aspects, however, can affect people's motivation and their course of action. As mimicry has been shown to elicit positive feelings, we propose that mimicry can also lead to coasting or complacency. In a set of studies, we showed that mimicked participants stayed in complacency by delaying a decision independent of the quality of their decision (Study 1). Furthermore, mimicked participants stayed with their own decision (Study 2) rather than using feedback reconsidering their decision. Not only put mimicked participants less effort into a task when working in a group (Study 3), they were also seen as less competent when engaging in a decision task (Study 4). Our research is the first revealing the drawbacks a mimicry interaction might bring manifesting itself in a state of complacency.

G162

**THE MUSIC OF POWER: PERCEPTUAL AND BEHAVIORAL CONSEQUENCES OF POWERFUL MUSIC**Yu-Wei Hsu<sup>1</sup>, Li Huang<sup>2</sup>, Loran F. Nordgren<sup>3</sup>, Derek D. Rucker<sup>3</sup>, Adam D. Galinsky<sup>4</sup><sup>1</sup>The University of Hong Kong, <sup>2</sup>INSEAD, <sup>3</sup>Northwestern University, <sup>4</sup>Columbia University

Music has long been suggested to be a source of power and power-related experiences. The current research investigated whether music can evoke an implicit sense of power and produce power-related cognition and behavior. Initial pretests identified musical selections that generated subjective feelings of power. Experiment 1 found that music pretested to be powerful implicitly activated the construct of power in listeners. Experiments 2-4 demonstrated that powerful music produced three known important downstream consequences of power: abstract thinking, illusory control, and moving first. The effects of powerful music on thought and behavior occurred both during music listening and after brief exposure to music. Importantly, the effect of powerful music persisted even after controlling for positive emotions and was independent of the lyrics. This research expands our understanding of music's influence on cognition and behavior and uncovers a novel antecedent of individuals' sense of power.

G163

**IMPLICIT MEASURE OF ATTITUDES THROUGH BEHAVIORAL APPROACH-AVOIDANCE TENDENCIES: AN EMBODIED COGNITION PERSPECTIVE**Marine Rougier<sup>1</sup>, Dominique Muller<sup>2</sup>, François Ric<sup>3</sup>, Théodore Alexopoulos<sup>4</sup>, Benoite Aubé<sup>3</sup><sup>1</sup>University Pierre-Mendès-France, <sup>2</sup>University Pierre-Mendès-France/IUF, <sup>3</sup>Université Bordeaux Segalen, <sup>4</sup>Université Paris Descartes

Even before being negative or positive, an attitude can translate into approach and avoidance motor activations. Current approach/avoidance tasks, however, are suboptimal to capture these motor activations. Relying on an embodied cognition perspective, we developed a new task: the Video Game task. With this task, in Study 1, we found a strong congruency effect ( $N = 34$ ) where participants were faster to approach positive words than negative words, the opposite being true for avoidance. In Study 2 ( $N = 63$ ) we replicated this congruency effect while presenting the stimuli subliminally. Finally, in Study 3 ( $N = 51$ ) we found a congruency effect with ingroup (French) and outgroup (North-africans) first names. Even more, these approach/avoidance tendencies were related to an explicit measure of prejudice. Empirical implications about the parameters involved in this reliable motor tendencies measure, but also theoretical implications

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about implicit measures and embodied cognition theory will be developed.

**G165**  
**EYE CONTACT IMPROVES MEMORY AND SOCIAL EXCLUSION HINDERS IT**

Sophie N. Lanthier<sup>1</sup>, Crystal S.J. Byun<sup>1</sup>, Mona Z.H. Zhu<sup>1</sup>, Michelle Jarick<sup>2</sup>, Alan Kingstone<sup>1</sup>

<sup>1</sup>University of British Columbia, <sup>2</sup>MacEwan University

Participants remember words better that were spoken by an experimenter who first lifts the head and makes eye contact. Does this memory effect arise due to eye contact, or because observing the head lift signals that a participant should pay attention? In the present study an experimenter read words aloud to two participants. While reading the words in person (Study 1) or via skype (Study 2), the experimenter alternated making eye contact with one participant and then the other, or looked away from both participants. Word recognition improved when a participant made eye contact with the experimenter. Moreover, when all individuals were in the same room (Study 1) word recognition was worse than baseline when eye contact was directed at the other participant. Eye contact, and not merely perceiving a head-lift, improves memory; and social exclusion may interfere with memory.

**G166**  
**NONVERBAL SIGNALS OF PHYSICIAN EMPATHY INCREASE RATINGS OF BOTH WARMTH AND COMPETENCE**

Diego Reinero<sup>1</sup>, Gordon Kraft-Todd<sup>2</sup>, Lee Baer<sup>1</sup>, Andrea Heberlein<sup>3</sup>, John Kelley<sup>4</sup>, Helen Riess<sup>1</sup>

<sup>1</sup>Massachusetts General Hospital, <sup>2</sup>Yale University, <sup>3</sup>Boston College, <sup>4</sup>Endicott College

We explored the perception of nonverbal behavior in the context of the patient-doctor relationship using Amazon Mechanical Turk. Nonverbal behavior accounts for the majority of communication and empathy has been shown to have beneficial health effects in the patient-doctor relationship. Also, judgments of warmth and competence account for most of the variance in perceptions of everyday social behaviors. Therefore, we hypothesized that physicians displaying nonverbal behaviors associated with empathy would be viewed as more empathic, warm, and competent than physicians who displayed unempathic nonverbal behaviors. Participants viewed a scripted patient-doctor encounter with accompanying photographs while imagining themselves as the patient and then made judgments about the doctors. Our results confirmed our hypothesis and, importantly, we did not find a warmth/competence tradeoff as has been shown in other domains. Our findings suggest that to build positive patient-doctor relationships, physicians should consider the importance of communicating empathy through their nonverbal behaviors.

**G167**  
**WHEN PEOPLE SEE 9 AS 6: TRIGGERS OF SPONTANEOUS LEVEL-2 VISUAL PERSPECTIVE TAKING**

Xuan Zhao<sup>1</sup>, Corey Cusimano<sup>1</sup>, Bertram F. Malle<sup>1</sup>

<sup>1</sup>Brown University

Social interaction benefits from adopting someone else's viewpoint and understanding how that person represents the world (Level-2 Visual Perspective Taking; VPT-2). Normally considered a controlled process, VPT-2 might be spontaneous under certain conditions. Participants saw a photograph depicting a toy figure "9" on a table, also interpretable as a "6" from across the table. Condition1 showed only the toy; Condition2 also showed an agent sitting across the table with averted gaze; in Condition3, the agent looked at the toy; in Condition4, he reached for it; and in Condition5 he looked into the camera, engaging in "eye contact." Prompted objectively ("What number is on the table?"), the percentage of people showing spontaneous VPT-2 (saying "6") gradually increased from 0% in Condition1 to almost 50% in Condition4. Even

in response to an egocentric prompt ("What number do you see?"), still 20% participants showed spontaneous VPT-2, but only in the reaching condition. Eye contact resulted in little spontaneous VPT-2 in response to either prompt.

**G168**  
**PRIMING PERSONAL CHARISMA WITH A CHARISMATIC AVATAR**  
 Katherine A. Duggan<sup>1</sup>, Howard S. Friedman<sup>1</sup>, Claudine N. Hanna<sup>1</sup>, Miriam W. Schustack<sup>2</sup>

<sup>1</sup>University of California at Riverside, <sup>2</sup>California State University at San Marcos

Gestures are important predictors of interpersonal liking and attention. In educational contexts, they may facilitate learning via embodied cognition. Although nonverbal style is fairly stable, it can be influenced by situational factors. To study these phenomena, we created 4 animated versions of the same elementary mathematics lesson, presented by a gesturing avatar. The animated videos contained either no gestures, charisma (e.g., outward-moving) gestures, comprehension-focused gestures (e.g., explanation-related movements and beats), or both. Naive undergraduate students (N=72) were told that they would be filmed giving a mathematics lesson that would later be shown to elementary students. They were randomly assigned to view one of the 4 avatar videos and then gave the same lesson themselves. Six judges later rated the participant videos for charisma and attractiveness. Results showed that participants exposed to charisma gestures were rated more favorably by judges than participants who were not exposed to charisma gestures.

**G169**  
**VISUAL ATTENTION TO MALE AND FEMALE POWER POSERS**  
 Elise Holland<sup>1</sup>, Amy J.C. Cuddy<sup>2</sup>, Christine Looser<sup>2</sup>, Lizzie Baily Wolf<sup>2</sup>

<sup>1</sup>University of Melbourne, <sup>2</sup>Harvard University

Existing research suggests that people visually attend more to powerful/high-status individuals. However, dominance does not always increase visual attention from others, with the animal literature suggesting that non-human primates avert their gaze from those who display non-verbal dominance, their submissiveness reinforcing the group's status hierarchy. No research to date, however, has examined whether humans also avert their gaze from others who exhibit physical displays of power. In a 2 (target power pose: high, low) X 2 (target gender: male, female) mixed-model design, participants (N=100) were randomly assigned to view a series of photographs of a man and woman in either high or low power poses. Each participant's gaze behavior was recorded using an eye-tracker. Results indicate that individuals avert their gaze from both male and female high power posers, and engage in greater visual scanning behavior towards low power posers. Implications for our understanding of power and status are discussed.

**G170**  
**RECOVERING FROM SOCIAL REJECTION: BEHAVIORAL AND HORMONAL MECHANISMS OF AFFILIATION**

Korrina A. Duffy<sup>1</sup>, Steven J. Stanton<sup>2</sup>, Tanya L. Chartrand<sup>1</sup>, Lasana T. Harris<sup>1</sup>

<sup>1</sup>Duke University, <sup>2</sup>Oakland University

Affiliating with others is a fundamental psychological motive and social rejection has been shown to enhance affiliative motivation. Given that increased behavioral mimicry and increased progesterone both facilitate affiliation, the current study explores the temporal cascade linking psychological, behavioral, and physiological affiliative mechanisms. We randomly assigned participants to experience social rejection or social acceptance before either giving them an opportunity to mimic a confederate (face-to-face interaction) or not (interaction behind barrier). Rejected

participants (1) mimicked a confederate significantly more than accepted participants and (2) rejected participants who had an opportunity to mimic a confederate experienced a significantly greater progesterone increase than those who did not have an opportunity to mimic. Mimicry mediated the relationship between rejection/acceptance and progesterone increase. Thus, mimicry facilitates progesterone release, which provides the first evidence of a physiological mechanism by which mimicry exerts its psychological effects of increasing affiliation and decreasing psychosocial distress.

**G171**  
**RACIAL DIFFERENCES IN NONVERBAL ANXIETY BEHAVIORS OF PRE-MEDICAL STUDENTS UNDER STEREOTYPE THREAT**

Ellen Hada<sup>1</sup>, Josh Mervis<sup>1</sup>, Michael S. North<sup>1</sup>, Kate M. Turetsky<sup>1</sup>, Adriana L. Germano<sup>1</sup>, Pierre Lax<sup>1</sup>, Jonathan Cook<sup>2</sup>, Valerie Purdie-Vaughns<sup>1</sup>

<sup>1</sup>Columbia University, <sup>2</sup>The Pennsylvania State University

Although the Trier Social Stress Task (Kirschbaum et al., 1993) is widely used, little is known about specific behaviors that emerge among its threatened targets, particularly in a stereotype threat context. To explore this, Black and White pre-medical students (N = 91) were asked to perform an "oral MCAT task," after being primed with either threatening information (the task framed as diagnostic of medical school performance, subtle reminders of race) or non-threatening information (the task framed as non-diagnostic, no reminders of race). Presentations took place in front of two evaluators and were camera-recorded. Two independent video coders scored participants on various nonverbal proxies for anxiety. Results indicated that threatened Blacks, compared with Whites and non-threatened Blacks, tended to exhibit the most fidgeting, smiling, vigilant eye contact, and progressive posture decline. The findings elucidate nonverbal consequences of stereotype threat and the TSST, in a domain in which participants are highly invested.

**Other**

**G172**  
**MATE PREFERENCES ACROSS SEXUAL ORIENTATIONS**

Tara Young<sup>1</sup>, Angela Pirlott<sup>2</sup>, Emily Graham<sup>2</sup>

<sup>1</sup>New Mexico State University, <sup>2</sup>University of Wisconsin at Eau Claire

In this study, we explored how mate preferences of non-heterosexuals differed or related to heterosexuals for short- and long-term relationships. We aimed to find if sex of the perceiver or sex or the target whom the perceiver expressed interest drove mate preferences. 574 heterosexual, bisexual, and gay/lesbian participants ranked the importance of 13 traits separately for short- and long-term mates. Findings indicated that preferences for relaxed/easygoing, intelligent, funny, and exciting partners did not significantly differ regardless of perceiver or target sex. Heterosexual women ranked traits such as attractive and good sexual partner significantly lower than all other groups when considering long-term partners. Heterosexual men ranked attractiveness significantly higher than all other groups for short-term partners. Sex of the target drove trait ratings more strongly than sex of the perceiver overall, indicating a main effect for robust sex differences for short- and long-term relationships.

**G173**  
**BLACK AND WHITE AS VALENCE CUES: USING MTURK AND INQUISIT TO ENGAGE IN A LARGE SAMPLE REPLICATION EFFORT OF A REACTION-TIME STUDY**

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Replications involving large samples have been recommended in helping to determine the reliability of an effect. Yet, psychologists

do not routinely have access to large samples. We present a replication using MTurk and Inquisit software that allowed us to collect data from 980 participants. We conducted a direct replication of a reaction-time study by Meier, Robinson, and Clore (2004), one of the first guided by conceptual metaphor theory, which reported that evaluations were faster when word valence metaphorically matched (a negative word in black) rather than mismatched (a negative word in white) font color. The results revealed that positive words were evaluated more quickly when their font color was white versus black and negative words were evaluated more quickly when their font color was black versus white, replicating the results of Meier et al. (2004) and pointing to the viability of MTurk and Inquisit for large sample replication efforts.

**G174**  
**THE INFLUENCE OF PHYSICAL AND PERCEPTUAL MOTION ON CAUSAL DETERMINATIONS**

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Past work suggests that perceived motion of the self relative to the environment invokes a general mental model of causality that carries over to unrelated events (Goldfarb & Libby, in-prep). Specifically, experiencing one's self moving through the environment (ego-moving) as opposed to the environment moving towards one's stationary self (environment-moving) invokes a mental model in which the self is a more potent causal agent, which carries over, producing judgments of greater personal responsibility for unrelated events. Two studies extend previous work to replicate this pattern, controlling for exertion through physical (Study 1) and visual (Study 2) manipulations while testing responsibility judgments for negative and positive events. Results counter alternative accounts involving: differences in exertion (Study 1) and possible threat produced by environment-motion that would promote self-enhancement (Study 2). Ego-motion (vs. environment-motion) produced judgments of greater personal responsibility for both negative and positive events, counter to a threat explanation.

**G175**  
**AN ONLINE-SPECIFIC PERSONALITY PARADIGM: EXAMINING RELIABILITY AND APPLIED APPLICATIONS**

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<sup>1</sup>California State University at Long Beach

Though previous studies have linked online behavioral patterns to traditional personality paradigms (e.g., the Big Five), few have attempted to predict behavior utilizing an online-specific model of personality. In Study 1, we examined 564 Facebook profiles using five a priori online-specific personality dimensions: Scrapbooker, Social Butterfly, Activist, Entrepreneur, and Observer. Consistent with our predictions, trained coders were able to reliably code online personas ( $\kappa = .593$ ,  $p < .05$ ) and each category significantly predicted patterns of online behavior (e.g., amount of posts and comments generated by the user). In a follow-up study ( $n = 184$ ), however, self-report categorizations using the same five typologies failed to predict these patterns of behavior. Rather, behaviors were more readily associated with other self-reported personality characteristics such as self-esteem and online reassurance seeking. The findings suggest that observational conclusions regarding online personality, and subsequent behavioral patterns, may be distinctly different from those gained using self-report measures.

**G176**  
**THE FREEDOM OF POWER: HOW FEELING POWERFUL REDUCES THE INFLUENCE OF ANCHORS IN DECISION-MAKING**

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<sup>1</sup>Indiana University

Power research has shown that the powerful and powerless attend to and process their environments differently: The powerless are



constrained and have trouble inhibiting peripheral information whereas the powerful are freer to focus on goal-relevant information and think abstractly. In one experiment, we explored how this difference between the powerful and the powerless affects individuals' usage of anchoring, a judgmental heuristic in which an initial piece of information (i.e., anchor) is used as a basis for a subsequent judgment. Eighty-seven MTurk participants completed an essay-writing task manipulating power, followed by trivia questions. We found the anchoring effect for both the low and control power conditions: Participants' answers to the trivia questions were influenced by (i.e., closer to) the arbitrary anchors provided. In contrast, high power participants were immune to this anchoring effect, further supporting the contention that the powerful are less influenced by potentially irrelevant, peripheral information when making decisions.

**G177**  
**THE INFLUENCE OF CONSTRUAL LEVEL ON BEHAVIORAL MIMICRY**

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<sup>1</sup>The Ohio State University, <sup>2</sup>Miami University

Research suggests that various cognitive mindsets can influence mimicry (e.g. van Baaren, Horgan, Chartrand, & Dijkmans, 2004). This study examines mimicry's relationship with construal level, a mindset not previously studied in relation to mimicry. Mimicry was a behavioral measure for construal level's role in an interaction. Self-control and long-term goals benefit from high construal, however, little research has examined benefits of low construal (Fujita, Trope, Liberman, & Levin-Sagi, 2006). Low construal's specific, current focus may assist in tasks overlooked by high construal's big-picture focus. Participants first completed a task manipulating construal level. Subsequent mimicry levels were recorded during a picture description task. Those in the low construal condition mimicked significantly more than those in the high construal condition. Low construal may have increased focus on the specifics of a current, successful interaction, such as mimicry. This suggests an adaptive benefit of low construal and an additional mindset's affect on mimicry.

**G178**  
**THE INFLUENCE OF POWER AND AUDIENCE SIZE ON PERFORMANCE IN A PUBLIC SPEAKING TASK**

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Previous research has demonstrated that power improves performance in social evaluation tasks. It is still unclear whether this effect holds true irrespective of the stressfulness of the situation. We conducted a study in a virtual reality environment with 156 participants who delivered a persuasive speech in front of either a large (more stressful) or a small (less stressful) audience composed of 74 and 4 avatars respectively. We found that in the large audience condition felt power assessed before the speech was positively correlated with nonverbal performance during the speech. This effect was explained by reduced evaluation apprehension in those who felt more powerful. In contrast, the correlation between power and performance was not significant in the small audience condition. These findings suggest that power improves performance in social evaluation tasks only when the situation is perceived as stressful.

**G179**  
**THE BIDIRECTIONAL RELATIONSHIP BETWEEN THE CONCEPTS CHOICE AND MONEY**

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We examine the psychological links between the concepts money and choice. Specifically, we posit that there is a bidirectional cognitive relationship between money and choice. In Study 1, we find that when people are exposed to money, the concept of choice is nonconsciously activated. Similarly, in Study 2, we find that when people are exposed to choice, the concept of money is nonconsciously activated. The present findings suggest that the concepts of choice and money share tight cognitive associations, and future studies will examine the consequences stemming from this bidirectional relationship.

**G180**  
**CONFLICT MAKES YOU SEE THE FOREST RATHER THAN THE TREES**

Anita Körner<sup>1</sup>, David Dignath<sup>1</sup>, Constantin Schmidts<sup>1</sup>  
<sup>1</sup>University of Wuerzburg

Cognitive conflict, for example in the Stroop task, leads to automatic conflict adaptation (Botvinick et al., 2001). Subsequent reactions in conflict situations are influenced by previous conflicts, even if the conflict arises in a different task (e.g., Kan et al., 2013). We extended this research by showing that conflict adaptation extends to breadth of perceptual processing. In two experiments, one using the color-word Stroop task and the other using a gender-picture classification variant, we found that conflict leads to more global processing than non-conflict trials, measured by reaction times (as well as error rates) for global and local Navon stimuli. Currently, we are discussing extensions to abstract vs. concrete information processing in the social domain.

**G181**  
**LIKE APPLES AND ORANGES: THE METAPHORS TEST AND VERBAL ABILITY**

Eli Kroytoro<sup>1</sup>, Michael G. Curtis<sup>1</sup>, Elizabeth Ochoa<sup>1</sup>, Maryssa Nagata<sup>1</sup>, Matthew Roe<sup>1</sup>, Loise M. Ladrado<sup>1</sup>, Kimberly A. Barchard<sup>1</sup>  
<sup>1</sup>University of Nevada at Las Vegas

As text-based communication (e.g., email, instant messaging, and online chat rooms) gains popularity, it is increasingly important that people accurately perceive emotions in written language. The Metaphors Test (Barchard, Hensley, Anderson, & Walker, 2012) is a new test of this skill. The purpose of our study is to examine the discriminant validity of the Metaphors Test by correlating it with verbal ability. A total of 181 undergraduates completed an online study including the Metaphors Test and a four-item test of verbal ability. As hypothesized, we found a moderate positive correlation ( $r(179) = .30$ ). We conclude the Metaphors Test is not simply a measure of vocabulary. These results should be considered tentative, though, because many participants gave the highest possible score for verbal ability. This ceiling effect may have moderated the correlation. Future research should replicate this study using a measure of verbal ability with a greater range of scores.

**G182**  
**BRAND CONNECTION AS A FUNCTION OF WEALTH AND INTERPERSONAL CONNECTION**

Danielle J. Brick<sup>1</sup>, Tanya L. Chartrand<sup>1</sup>, Gavan J. Fitzsimons<sup>1</sup>  
<sup>1</sup>Duke University

Although social connections have long been considered a fundamental human motivation and deemed necessary for positive well-being (Baumeister and Leary 1995), recent research has demonstrated that having more money is associated with weaker social connections. The authors posit that relatively wealthy

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individuals may be turning to other sources for connection, namely brands. Across several studies, they provide evidence for this hypothesis by demonstrating that relatively wealthier individuals report feeling less close to those around them and more connected with their brands. The authors find that increased brand connection is associated with increased brand satisfaction. Finally, they demonstrate that greater relative wealth increases connection and satisfaction with a new brand, and that this greater connection is also associated with increased willingness to purchase and pay for the new brand.

G183

**EXPRESSING GRATITUDE IN THE WORKPLACE**Christina Armenta<sup>1</sup>, Kristin Layous<sup>1</sup>, Katherine Nelson<sup>1</sup>, Joseph Chancellor<sup>2</sup>, Sonja Lyubomirsky<sup>1</sup><sup>1</sup>University of California at Riverside, <sup>2</sup>University of Cambridge

Previous investigators have assumed that expressing gratitude leads to a purely positive—and primarily gratitude-related—emotional experience. In this study, we examined the effects of expressing gratitude on different types of positive and negative emotions. French employees from 4 different companies were randomly assigned to write a gratitude letter either to someone who had performed a kind act for them, to someone who helped them with their work, or to someone who helped them with their health. Participants in the control condition completed a neutral writing activity. We expected the three gratitude groups to report increases in both positive and negative emotions relative to the control group. Supporting our hypotheses, participants who expressed gratitude reported experiencing relatively higher elevation, humility, indebtedness, guilt, embarrassment, and discomfort. Furthermore, participants who expressed gratitude towards health and work did not become more grateful than controls.

G184

**MENTAL STRENGTH'S EFFECT ON THE PERCEPTION OF LOOMING OBJECTS**Austen B. McGuire<sup>1</sup>, Omri Gillath<sup>1</sup>, Michael Vitevitch<sup>1</sup><sup>1</sup>University of Kansas

The tendency to detect approaching objects in one's environment faster than receding or stationary ones—known as the looming effect—is a robust and well-studied phenomena. Nevertheless, to our knowledge, it is yet to be determined whether this effect is dependent on mental resources or not. The current study was set to test this question by depleting people and examining the effects on their perceptions of objects location. Forty six participants completed two blocks of the looming task, once under high load (memorizing a 7-digit number) and again under low load (memorizing a 2-digit number). Analysis revealed that under high load, the depleted participants exhibited a stronger looming effect as compared to their performance under low load. These results suggest that looming—the ability to detect approaching and potentially dangerous objects faster—is automatic and relatively effortless as opposed to effortful.

G185

**WHERE REPUTATIONS ARE MUCH NEEDED: GREATER RESIDENTIAL STABILITY POSITIVELY PREDICTS LIKELIHOOD OF PROMOTING OWN REPUTATIONS**Chih-Yu Chen<sup>1</sup>, Jenny C. Su<sup>2</sup>, Cheng-En Yang<sup>1</sup>, Chi-Yue Chiu<sup>3</sup>, Shigehiro Oishi<sup>4</sup><sup>1</sup>National Taiwan University, <sup>2</sup>St. Lawrence University, <sup>3</sup>Nanyang Technological University College of Business, <sup>4</sup>University of Virginia

Social scientists such as Erving Goffman have long noted that humans have a natural propensity of wanting to actively manage their reputations. The presented study examined whether this seemingly universal human concern is stronger in residentially stable environments - where social networks are smaller and tighter, and social reputations tend to spread faster - than in residentially

mobile environments - where social networks are wider and looser, and social reputations tend to spread slower. Assuming that social reputation is a stronger concern in environments that are low in residential mobility, we predicted that people in those environments are more likely to put their names down into a donors list than people in environments that are high in residential mobility. Data from 247 undergraduate students supported this hypothesis: greater residential stability was associated with a lower likelihood of keeping one's personal donation anonymous.

**Person Perception/Impression Formation**

G186

**CLOSER TO US, FARTHER FROM YOU: PARADOXICAL EFFECTS OF SOCIAL NETWORK SITE USE**Marc Sestir<sup>1</sup><sup>1</sup>University of Central Arkansas

As use of social network sites (SNSs) becomes increasingly prevalent, questions of the effects of SNS use have become more relevant. Prior media research has found that frequent television viewers showed what was labeled "Mean World Syndrome" - increased social distrust and feelings of vulnerability to crimes and social betrayals frequently depicted on TV. With SNSs' emphasis on social connection and interrelatedness, it was hypothesized that an opposing effect might occur, where frequent users might see the world as a fundamentally safer and more trustworthy place. Study 1 showed a significant correlation between SNS use and "Friendly World Syndrome", and Study 2 replicated the effect using SNS stimuli as primes in an experimental paradigm. But somewhat paradoxically, Study 2 participants who received the SNS prime also reported less social and task-based attraction to specific individuals. Implications and possible mechanisms for the findings are discussed.

G187

**SLEEP LOSS NEGATIVELY AFFECTS EMPLOYABILITY AND PERCEIVED LEADERSHIP SKILLS.**Tina Sundelin<sup>1</sup>, John Axelsson<sup>2</sup><sup>1</sup>Stockholm University, <sup>2</sup>Karolinska Institutet

Sleep-deprived people are perceived as less attractive and more tired. Attractiveness is often associated with social competence, potency, and intellectual competence - desirable qualities in organizational settings. Sleep loss and perceived tiredness might thus affect perceived leadership skills, employability, perceived intelligence, and trustworthiness. 24 subjects were photographed on two separate occasions; after sleeping 4h/night for two nights and 8h/night for two nights. Photographs were rated by 61 participants on leadership ability, employability, trustworthiness, intelligence, attractiveness, and tiredness. When sleep deprived, subjects were rated as less good leaders, less employable, less trustworthy, less attractive, and more tired ( $p < 0.05$ ), with no difference for perceived intelligence ( $p = 0.1$ ). Looking more tired was related to being perceived as a poorer leader, less employable, less trustworthy, and less intelligent ( $p < 0.05$ ). The study confirmed that sleep deprivation affects attractiveness and perceived tiredness, and showed that sleep-deprived people are perceived as worse leaders, less employable and less trustworthy.

G188

**EYE-TRACKING REVEALS TWO STAGES OF FACE PERCEPTION**Christine E. Looser<sup>1</sup>, Thalia Wheatley<sup>2</sup><sup>1</sup>Harvard Business School, <sup>2</sup>Dartmouth College

Faces are exceptionally salient, however, it is presumably not the visual features of the face that hold attention but rather the fact that the features represent an animate agent with a mind. How the brain moves from perceptual information to social information is a foundational question that underlies the ability to identify targets for social interaction. To understand how the human brain translates

visual features into social salience, we used eye tracking to examine attention allocated to human faces, non-social faces (objects such as mannequins, dolls, etc.) and non-face objects. In study 1 (n=31) we demonstrate that all faces, irrespective of animacy exogenously capture attention. In study 2 (n=117) we demonstrate that only animate faces sustain attention over time. Taken together these results suggest two stages of face perception: rapid, indiscriminate pattern matching followed by a secondary stage that scrutinizes faces for the presence of mind.

**G189**  
**SNAP JUDGMENTS AND SOCIAL MEDIA: FORMING PERSONALITY PERCEPTIONS ON TWITTER**

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<sup>1</sup>University of Oregon

Social media networks are increasingly popular outlets for communication, but provide very limited information about individual users. We investigated the types of impressions observers formed about Twitter users from either the users' profiles or part of the users' social networks. For each of 100 randomly selected Twitter users, we created three types of stimuli: a screenshot of their profile page, a collage of randomly selected followers (Twitter users who subscribe to the target), and a collage of randomly selected friends (Twitter users to whom the target subscribes). 630 participants each viewed one type of stimuli for several targets and reported their perceptions of each target's personality. Participants reached consensus about the target's traits across all three types of stimuli. Moreover, specific cues in the target's profile (e.g., number of tweets, number of followers, facial expressions) were associated with particular types of impressions (e.g., being seen as more or less intelligent).

**G191**  
**QUANTITY VERSUS QUALITY: TWO WAYS OF BEING SOCIALLY "CONNECTED" AND THEIR IMPLICATIONS FOR IMPRESSION FORMATION**

Marlise K. Hofer<sup>1</sup>, Mark Schaller<sup>1</sup>  
<sup>1</sup>University of British Columbia

People may be perceived to be "connected" either because of the quantity of their social connections (the number of friends they have) or because of the quality of those connections (the extent to which any of those friends have high social status). What are the inferential implications of these two ways of being connected? Results from two experiments addressed that question. In an on-line experiment (N=397) participants rated the personality traits of target individuals who systematically varied in terms of both the quantity and quality of their connections. Results showed that both variables had separate, and additive, effects on inferences about extraversion. (Also, quantity—but not quality—of connections influenced inferences about openness.) Additional results from a laboratory experiment (N = 130) revealed that quantity and quality of connections also had separate, and additive, influences on perceptions of social competence and the likelihood of securing future employment.

**G192**  
**WHICH PERCEIVED TRAITS AND EMOTIONS CONTRIBUTE TO PERCEIVED TRUSTWORTHINESS?: AN ANALYSIS USING INDEPENDENT SAMPLES**

Jason Trent<sup>1</sup>, Nicole Wilson<sup>1</sup>  
<sup>1</sup>Hood College

Two independent samples were obtained to assess the relationship between the perceived traits and emotions of target photos and subsequent judgments of trustworthiness. The first sample (N=213) rated the targets on measures of perceived intelligence, attractiveness, maturity, masculinity, and the emotion the target appeared to be feeling, all of which have been previously shown to predict trustworthiness judgments. The second sample (N=144)

rated whether the targets appeared trustworthy or not. Analyses suggested that higher trait ratings of intelligence and attractiveness from sample 1 predicted higher ratings of trustworthiness in sample 2. In addition, targets that were perceived to be feeling a positive emotion were rated as more trustworthy compared to those rated as feeling a neutral or negative emotion. Contrary to past research, maturity and masculinity did not contribute to trustworthiness judgments. Interpretation of these results in light of the previous literature, as well as future directions, are discussed.

**G193**  
**THE SIGNAL AND THE NOISE: WHEN INFORMATION QUANTITY DROWNS INFORMATION QUALITY**

Andrew Beer<sup>1</sup>  
<sup>1</sup>University of South Carolina Upstate

To simultaneously examine the effects of information quality and quantity on the accuracy of personality judgment, 344 participants each made three successive personality judgments of the same previously unknown target, with each successive judgment occurring after the introduction of new information. The type and order of information varied such that each of three types of information (individuating facts, personal values, and nonverbal behavior) appeared once at each trial position (1st, 2nd, 3rd). I then compared these stranger judgments to the targets' self- and informant-reported personality. Results indicate that individuating facts are the most personality-relevant information type of the three examined. Furthermore, additional irrelevant information can mitigate the benefits of previously acquired relevant information, and if relevant information is presented too late, it seems to lose its value. Thus, it is best if relevant information appears early in the judgment process and is not overwhelmed by irrelevant information at any point.

**G194**  
**ANOTHER LOOK AT VISIBILITY: ACCURACY OF JUDGING PERSONAL VALUES AND PERSONALITY TRAITS**

Jennifer S. McDonald<sup>1</sup>, Tera D. Letzring<sup>1</sup>  
<sup>1</sup>Idaho State University

Accuracy of personality judgment research typically focuses on traits, and more visible traits are often judged more accurately (Funder & Drobth, 1987; John & Robins, 1993). Visibility and accuracy of personal values have not been explored. Accuracy of values has been examined in one study (Dobewall et al., 2014). It was predicted that visibility and accuracy would be positively related, and values overall would be judged more accurately than traits. In groups of 3 acquaintances, 204 undergraduates completed self-report measures of traits and values, and other-reports for their acquaintances. Visibility was assessed with 67 other participants. Values were rated as more visible than traits, but traits were judged more accurately than values. Correlations between visibility and item-level accuracy for both values and traits were small and non-significant. In conclusion, the ease with which people think values and traits can be judged may differ from the actual accuracy of judgments.

**G195**  
**BEING FRIENDS WITH NARCISSUS: PERCEPTIONS OF FACEBOOK STATUS UPDATES**

Joyce H.L. Lui<sup>1</sup>, Christopher T Barry<sup>1</sup>, Benjamin Y Cheung<sup>2</sup>, Steven J. Heine<sup>2</sup>  
<sup>1</sup>The University of Southern Mississippi, <sup>2</sup>University of British Columbia

This study examined individuals' perceptions of narcissism in social media and explored how gender, ethnicity, acculturation and narcissism influenced these perceptions. Participants were 128 undergraduates who rated narcissistic or neutral Facebook statuses based on the perceived likeability and successfulness of each individual who posted the status. The likelihood of becoming friends with the individual was also rated. Participants also

completed self-reports of acculturation and narcissism. Results indicated that individuals rated others who posted neutral statements, as opposed to narcissistic statements, as more likeable and successful and as being more likely to be friends with these individuals. This pattern was evident across gender and ethnicities. Individuals with higher self-reported narcissism were more likely to express desire to be friends with an individual who posted a narcissistic statement. Degree of acculturation was not associated with ratings of narcissistic statements. Results suggested that individuals largely perceive narcissism negatively in social media.

**G196****PERSON PERCEPTION IN COMPLEMENTARY JOINT ACTION: LEADER-FOLLOWER DIFFERENTIATION IN AN INTERPERSONAL COLLISION-AVOIDANCE AND PICTURE HUNT TASK**

Laura McLaughlin<sup>1</sup>, Brian A. Eiler<sup>1</sup>, Hannah M. Douglas<sup>1</sup>, Rachel W. Kallen<sup>1</sup>

<sup>1</sup>*University of Cincinnati*

Movement coordination has been found to increase rapport and cooperation, and reduce perceived social differences and prejudice. The present research investigated social coordination using a dynamical systems approach, in which individual behavior is embedded in a social environment. An experiment (N = 38) was conducted modelling everyday joint interactions. Part one was a complimentary collision avoidance task and part two was a role manipulation that asked participants to collaboratively identify differences in "alien" photos. It was hypothesized that the leader emerging from the first task would be perceived as having greater leadership-relevant positive characteristics. Manipulation checks indicated role differentiation into leader/follower relationships by modeling the movement dynamics using our previously published dynamical model of the task. Consistent with prediction, the leaders were viewed as more liked, attractive, agreeable, and open than the followers. Implications suggest that spontaneous role differentiation in movement influences person perception across a number of positive characteristics.

**G197****TELL ME WHO YOU ARE, AND I WILL TELL WHAT YOU SEE IN OTHERS: RELATIONSHIPS BETWEEN BIG FIVE FACTORS AND PERSON MEMORY**

Jean C. Natividade<sup>1</sup>, Claudio S. Hutz<sup>1</sup>

<sup>1</sup>*Federal University of Rio Grande do Sul*

The aim of this study was to test the relationship between self-traits and traits recalled from others. We have outlined a survey in which the same fictional character was presented to participants. That fictional character had accentuated features of Extraversion, Agreeableness, Neuroticism, Conscientiousness, and Openness. After reading the description, the 4866 participants performed a distractor task, and then they wrote down what they recalled about the fictional character. Subsequently, they answered a Big Five Factor test. We found relationships between recalled features and the levels of the participants' Big Five traits. For example, for each one-point increase in Agreeableness, the odds of people recalling that same trait in the fictional person increased 27%. We believe that an associative network between self and traits may have been activated during the reading about the fictional character and that has facilitated retrieval of some traits later.

**G198****INITIAL ATTRACTIVENESS MODERATES THE RED-ATTRACTION EFFECT FOR MEN VIEWING WOMEN**

Adam Pazda<sup>1</sup>, Andrew Elliot<sup>1</sup>

<sup>1</sup>*University of Rochester*

Numerous studies have documented that wearing or being in close proximity to red bolsters women's attractiveness. The majority of this research has focused on women with moderate baseline attractiveness ratings. It remains unclear whether the red-

attractiveness effect is present for women across the attractiveness spectrum or only for initially attractive women. We sought to test whether unattractive women would gain the same benefit from red. We conducted a repeated measures experiment to determine whether initial attractiveness moderates the red-attraction effect. Participants (n = 182) were shown several photographs of attractive and unattractive women surrounded by red and white borders in randomized order. Results showed a significant color x attractiveness interaction, such that men reported being more attracted to women surrounded by a red, relative to white, border for initially attractive women. The opposite pattern emerged for unattractive women, indicating a boundary condition of the red effect.

**G199****THE ENIGMATIC NARCISSIST: EXAMINING THE FACTORS THAT AFFECT THE ACCURATE JUDGMENT OF NARCISSISM VARIANTS**

Jana S. Spain<sup>1</sup>

<sup>1</sup>*High Point University*

Using self-other agreement and prediction of natural language use as criteria for accuracy, this study tests aspects of Funder's (1995) Realistic Accuracy Model and Vazire's Self-Other Knowledge Asymmetry Model (2010) by examining the factors that impact the accurate judgment of narcissism variants. Target participants (N=41) and a college friend rated the target's narcissism using the Hypersensitive Narcissism Scale, the Pathological Narcissism Inventory, the Narcissistic Personality Inventory, and the California Q-set. Their relationship closeness was assessed using the Including Other in the Self measure and the Unidimensional Relationship Closeness Scale. Target participants also described themselves in an open-ended essay and their natural language use was assessed using the Linguistic Inquiry and Word Count program. Results support the predictions made by both models. When dimensions of narcissism were highly visible and overt cues were available, higher self-other agreement and language use prediction was evident than when cues were covert or less available.

**G200****CONFLICT AND COHERENCE IN FIVE-FACTOR ASSESSMENTS, CONTEXTUAL MEASURES, AND INFORMAL JUDGMENTS OF PERSONALITY**

Anselma G. Hartley<sup>1</sup>, Jack C. Wright<sup>2</sup>

<sup>1</sup>*Wake Forest University*, <sup>2</sup>*Brown University*

Researchers argue that five-factor personality assessments are inherently contextualized, but little research has examined this claim. This study used an experimental approach to test individuals' (N=64) ability to distinguish between targets' overall behavior frequencies and conditional reactions to situations when using the NEO-FFI, a novel contextual assessment, and when providing informal, spontaneous personality judgments. Our factorial design crossed "event rates" (where targets encountered high/low rates of aversive events), with "reaction rates" (where targets showed high/low rates of agreeable reactions). When using the NEO, participants were sensitive to targets' overall agreeableness, but failed to discriminate between targets who were equivalent in overall agreeableness but opposite in their rates of agreeable reactions to events. However, participants accurately distinguished between these targets when using a contextual measure and when providing spontaneous informal judgments. These findings suggest that supplementing traditional trait assessments with alternative, contextual measures can enrich our understanding of personality across situations.

G201

**IDEOLOGICAL DIFFERENCES IN ANCHORING AND ADJUSTMENT DURING SOCIAL INFERENCES**Chadly Stern<sup>1</sup>, Tessa V. West<sup>1</sup><sup>1</sup>*New York University*

Perceiving that others share one's beliefs and preferences holds important psychological consequences ranging from mobilizing groups into political action to greasing the wheels of interactions with new acquaintances. In two studies (N=682) we examined how liberals and conservatives differ in the extent to which they anchor on their own beliefs and then subsequently adjust their judgments when estimating the beliefs of politically like-minded others. We found that conservatives perceived greater similarity with like-minded others than did liberals. However, this ideological distinction disappeared when perceivers made judgments under time pressure (Study 1), or when perceivers' motivation to affiliate was attenuated (Study 2). These findings suggest that liberals and conservatives both anchor on their own beliefs to make initial similarity estimates, but (a) liberals adjust away from these initial judgments when given time to deliberate, and (b) conservatives resist adjusting because they are motivated to affiliate with like-minded others.

G202

**THE POLITICS OF MASCULINITY: HOW PERCEPTIONS OF A CANDIDATE'S MASCULINITY AFFECTS THE SUPPORT OF MALE AND FEMALE POLITICAL CANDIDATES**Elaine C. Diccio<sup>1</sup>, Kevin Weaver<sup>1</sup><sup>1</sup>*The Pennsylvania State University*

Masculinity researchers argue that people vote for political candidates based on their presentation of masculinity, but this assertion has not been empirically tested. To examine this, we had participants read an interview of a political candidate where we manipulated the candidate's gender and portrayal of masculinity in a fully crossed design, then measured perceptions of and willingness to vote for the candidate. We also measured participants' political party, conservatism, sexism, and male role norms as potential moderators. Results indicated that more benevolently sexist participants respected the female candidate more than the male candidate and agreed with the masculine female candidate's political stances more than the masculine male candidate's stances. Participants reported a greater likelihood to vote for the female candidate, but this effect was driven by liberal participants reporting less likelihood to vote for a male candidate not portrayed as masculine. Thus, both masculinity and gender affected voting decisions.

G203

**CAN WE GUESS POLITICIANS POLITICAL ORIENTATION? THE ROLE OF POLITICIANS' PROTOTYPICALITY**Dominique Muller<sup>1</sup>, Florian Delmas<sup>1</sup>, Lucie Colpaert<sup>2</sup>, Stéphanie Demoulin<sup>3</sup><sup>1</sup>*Univ. Grenoble Alpes*, <sup>2</sup>*University of Geneva*, <sup>3</sup>*Université Catholique de Louvain-la-Neuve*

Previous work demonstrated that it is possible to guess someone else political orientation by seeing his/her face. Less is known about what drives this effect. In Study 1, we presented the face of 268 French politicians to 79 French participants. Replicating previous work, our results reveal that 75% of our participants were able to guess political orientation above chance level. In Study 2, we tested the hypothesis that right-wing politicians would be more prototypical of politicians in general. To do so, we asked 52 participants to rate the level of prototypicality of our 268 politicians. We found that indeed right-wing politicians are more prototypical of politicians and that participants use this prototypicality in their judgments. In Study 3 (N = 78), we show that this prototypicality effect is not confounded with the effect of perceived dominance, a dimension that was investigated in previous work.

G204

**COMPETENCE JUDGMENT MEDIATES THE EFFECT OF MONEY ON DISTANCING BEHAVIORS**Jennifer Weng<sup>1</sup>, Chin-Lan Huang<sup>2</sup>, Yi-Cheng Lin<sup>1</sup><sup>1</sup>*National Taiwan University*, <sup>2</sup>*National Taiwan University of Science and Technology*

The activation of money induces independence and distancing behaviors (Vohs et al., 2006). Despite lots of work on the behavioral consequences of money, there is little research testing its underlying mechanism. The stereotype content model (Fiske et al., 2002), which distinguishes two basic dimensions of social perception -- warmth and competence, provides an explanatory mechanism. According to BIAS map (Cuddy et al., 2007), low competence judgment elicits passive-harming behaviors, which might explain why money-primed people tended to neglect others. In the following three studies, participants were assigned to either the money or control condition, and rated their perceptions of different targets (the rich, poor, elderly, and middle class) as competent and warm. Results showed that compared to control group, money primed group perceived all the four targets as less competent, but there was no difference on warmth dimension. There is an indirect effect of money on prosociality through competence judgment.

G205

**WHEN WHO YOU KNOW HELPS (OR HURTS): IMPRESSION TRANSFERENCE AND INTENTIONS TO HELP**Timothy C. McCall<sup>1</sup>, Megan K. McCarty<sup>1</sup>, William G. Graziano<sup>1</sup>, Donal E. Carlston<sup>1</sup><sup>1</sup>*Purdue University*

Previous work by the authors investigated whether impressions of a person transfer to other members of their groups. By manipulating the number of group members who were implicated by a positive or negative trait-implying description, they examined how group consensus affects impressions of other group members. Results suggested linear relationships between the degree of group consensus and the magnitude of trait ratings, in opposite directions for implicated (impression discounting) and non-implicated (impression transference) group members. In these studies, we investigated whether impressions of groups and their members as helpful or not generalize to decisions and intentions to help members of groups, and whether this could be mediated by this impression transference and discounting. As hypothesized, when a group is seen as helpful, helpful members receive less help and non-helpful bystanders that are members of a helpful group receive more help than controls. It appears that not only are you judged by the company you keep, but that this affects the amount of help you may actually receive.

G206

**IS KNOWING HOW OTHERS SEE US ADAPTIVE?: THE COSTS AND BENEFITS OF META-ACCURACY ACROSS SOCIAL CONTEXTS**Erika Carlson<sup>1</sup>, Maxwell Barranti<sup>1</sup><sup>1</sup>*University of Toronto Mississauga*

Implicitly or explicitly, we often think about how other people see us to navigate our complex social environments or to gain insight into our personality. Is meta-accuracy, or knowledge about how others see us adaptive, or is it best to be positively biased? In three studies (N = 126; N = 292; N = 322), participants were rated by a new acquaintance, close acquaintances, or a romantic partner, and they estimated how they were seen by these individuals. Participants reported on their well-being (e.g., happiness), and both participants and informants described participants' interpersonal functioning and their relationship quality with one another. Results suggest that bias rather than accuracy is positively associated with self-perceptions of well-being, interpersonal functioning, and relationship quality whereas accuracy rather than bias is associated with informants' perceptions of interpersonal functioning and

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relationship quality. Implications for the adaptiveness of self-knowledge are discussed.

**G207**

**MAN CREATES GOD IN HIS OWN IMAGE**

Ravin Alaei<sup>1</sup>, Konstantin Tskhay<sup>1</sup>, Nicholas Rule<sup>1</sup>

<sup>1</sup>University of Toronto

According to social projection theory, people use information about themselves to resolve ambiguity in their environment. Because the representation of God is largely ambiguous, we predicted that people would project their own physical characteristics when visualizing God. We used reverse correlation methods to construct visual mental representations of God for four groups: Asian-Canadians and Caucasian-Canadians (Study 1), and men and women (Study 2). Consistent with social projection theory, we found that participants' overall classification images (i.e., prototypes) of God reflected the physical characteristics relevant to their own racial and gender background. These results therefore suggest that thoughts about the self influence how people mentally represent others.

**G208**

**SYMPTOMS OF OTHERS' NARCISSISM HAVE LESS IMPACT ON NARCISSISTS' SOCIAL EVALUATIONS**

Tyler J. Howard<sup>1</sup>, Geoff Cole<sup>1</sup>, Harry Wallace<sup>1</sup>

<sup>1</sup>Trinity University

It is unclear how the narcissism of individuals impacts their social evaluation of narcissistic versus nonnarcissistic others. In our study, participants completed the Narcissistic Personality Inventory and then provided evaluations of two hypothetical target persons, each represented by a collection of 20 traits. One target was described with traits consistent with high narcissism and the other target was described with traits associated with low narcissism. Narcissistic targets received less favorable evaluations across different social contexts, but an interaction between target and evaluator narcissism was found. Compared with high narcissism participants, low narcissism participants were more apt to denigrate narcissistic targets and to give favorable ratings to nonnarcissistic targets. Overall, narcissistic participants were relatively insensitive to the narcissism status of targets. Half of participants were also subjected to a humiliating performance failure experience prior to judging targets, but this apparently successful ego threat manipulation did not affect the aforementioned evaluation patterns.

**G209**

**THE NEURAL CORRELATES OF IMPLICIT THEORY VIOLATION**

Xiaowen Xu<sup>1</sup>, Jason E. Plaks<sup>1</sup>

<sup>1</sup>University of Toronto

The present study examined whether perceivers' implicit theories about the fixedness of intelligence would modulate neurophysiological responses to stereotype-violating and -confirming information. Brain activity was recorded using EEG as participants (N = 56) read a series of stereotype-confirming or -violating behaviors performed by a target character. We examined the N400, an EEG component associated with the processing of semantic inconsistency. Compared to incremental theorists (who believe that intelligence is malleable), entity theorists (who believe that intelligence is fixed) displayed more pronounced N400 responses to stereotype-violating information. In contrast, incremental theorists exhibited more pronounced N400 responses than entity theorists to stereotype-confirming information. These results shed light on basic processes in Person Memory by suggesting that perceivers make a distinction at the neurocognitive level between stereotype violations versus implicit theory violations.

**G210**

**NEURAL EVIDENCE FOR EVALUATION TRANSFER IN REPUTATION LEARNING**

Atsunobu Suzuki<sup>1</sup>, Yuichi Ito<sup>1</sup>, Sachiko Kiyama<sup>2</sup>, Mitsunobu Kunimi<sup>2</sup>, Hideki Ohira<sup>1</sup>, Jun Kawaguchi<sup>1</sup>, Hiroki C. Tanabe<sup>1</sup>, Toshiharu Nakai<sup>2</sup>

<sup>1</sup>Nagoya University, <sup>2</sup>National Center for Geriatrics and Gerontology

A bad reputation is resistant to being refuted and persistently affects how others judge the target person. This persistence may indicate that negative evaluation associated with a bad reputation is transferred and attached to the person. To test this hypothesis, we conducted a functional magnetic resonance imaging experiment. Participants were scanned while being informed of good and bad reputations of stimulus people. Participants were also scanned while they intuitively rated the stimulus people for trustworthiness, disregarding their reputation. During both the learning and rating phases, the stimulus people paired with a bad reputation activated the left ventrolateral prefrontal cortex (VLPFC; peak coordinates = [-48, 24, 4]), a brain region proposed to be involved in negative evaluation. Because no reputation information was presented during the rating phase, the VLPFC activity suggests that the stimulus people had acquired the ability to directly elicit a negative evaluation, independent of reputation.

**G211**

**BLACK AND WHITE LIES: EVIDENCE FOR AN OWN-RACE BIAS IN DECEPTION DETECTION**

E. Paige Lloyd<sup>1</sup>, Allen R. McConnell<sup>1</sup>, Kurt Hugenberg<sup>1</sup>

<sup>1</sup>Miami University

One study explored how target race and perceivers' egalitarian motives influence detection deception. We hypothesized that participants would more accurately detect deception in same-race compared to cross-race targets, but that egalitarian Whites would be hesitant to label Black exemplars as liars. In this study, White participants viewed videos from White and Black targets where statements sometimes were honest and sometimes were lies. As predicted, White participants were significantly better at distinguishing truths from lies in same-race than cross-race targets. These participants also demonstrated a response bias, ascribing truth more frequently for Black targets than for White targets. Interestingly, this truth bias for Black targets was especially pronounced for White participants motivated to respond without prejudice. These findings have important implications for understanding conflict in interracial interactions. Exploring the processes underlying how race biases affect judgments of trustworthiness in interracial interactions can promote greater equality and social understanding.

**G212**

**SALIENCE OF PERCEIVER'S WEIGHT AND ANTI-FAT PREJUDICE DISTORT WEIGHT RATINGS OF OTHERS**

Heidi Suzanne Blocker<sup>1</sup>, Larisa C D'Abreu<sup>1</sup>, Daniel N McIntosh<sup>1</sup>

<sup>1</sup>University of Denver

This study reveals that distortions in weight judgments are not evident for all targets but only for people who are the subjects of prejudice (overweight) and weight judgments are affected by the salience of perceiver's weight. Ninety-eight participants viewed photographs of female lingerie/swimwear models selected to represent underweight, average and overweight individuals. Participants rated models on a scale from extremely underweight to extremely overweight. Participants also answered questions about their own weight and weight beliefs between rating two randomized blocks of models. Individuals endorsing more anti-fat attitudes rated heavier models as more overweight; ratings of underweight or average models were unaffected. Answering questions about their own weight and beliefs also caused participants to rate the heavier models as more overweight than ratings prior to answering questions about their own weight.

Perceptions of others only seem to be distorted toward groups that are targets of stereotyping and prejudice.

**G213**

**BACK TO BALANCE: THE EFFECT OF ANOMALIES AND EXPECTATIONS ON INGROUP GUILT**

Wyatt C. Anderson<sup>1</sup>, Leonard L. Martin<sup>1</sup>

<sup>1</sup>*University of Georgia*

In a test of the meaning maintenance model (Heine, Proulx, & Vohs, 2006), participants viewed photos of strange animals and were asked to label each animal. Half the participants could respond with "I don't know" if they were unsure. Next all participants were presented information about an ingroup member or an outgroup member on trial and evaluated his personality (e.g., Bodenhausen, 1988). Previous research demonstrated that people affirm past values in response to meaning violations. This includes derogating outgroup members (Proulx & Inzlicht, 2012). We found an interaction between labeling condition and defendant condition, such that participants required to label each animal considered the ingroup defendant to be guiltier than the outgroup defendant. The reverse was true for participants who were allowed to say they did not know the name of an animal. This pattern does not support the meaning maintenance model but may fit with balance theory (Heider, 1958).

**G214**

**GENDER DIFFERENCES IN BREASTFEEDING SUPPORT VARY BASED ON THE MOTHER'S RACE**

Heather Terrell<sup>1</sup>, Louis Pagano<sup>1</sup>, Travis Clark<sup>1</sup>

<sup>1</sup>*University of North Dakota*

The purpose of this study was to explore how support for breastfeeding rights in the workplace may vary based on the race of the mother. Undergraduate participants read one of eight scenarios as part of a 2 (gender of participant) x 2 (race: White vs. Black) x 2 (job type: waitress vs. dental hygienist) x 2 (source of information: pediatrician vs. literature) factorial design. The woman in the scenario requested time and space to express breast milk, but her supervisor was uncooperative. Participants were asked about their perceptions of the woman and the supervisor. Results indicated that support for the Black employee differed by gender, with women more supportive than men. Support for the White woman did not differ by gender. Additionally, support for the supervisor varied based on the race of the woman, with participants expressing more support for supervisor if the employee was Black.

**G215**

**ATTENTION THEORY: TRAIT LEARNING IN CONTEXT**

Lisa Huang<sup>1</sup>, Dario Sacchi<sup>1</sup>, Jeff Sherman<sup>1</sup>

<sup>1</sup>*University of California at Davis*

Attention Theory proposes that majority and minority group stereotypes are learned via an attention shifting mechanism (Sherman, et al. 2009). Features of the majority group are learned prior to features of the minority group. However, only those features that distinguish the minority from the majority group become associated with the minority group, which results in the formation of stronger minority group stereotypes. The current study examined whether Attention Theory can account for trait learning in context. In study 1, participants learned about a target person in a frequent context and in a rare context and were then asked to guess which trait he possessed depending on the context. Participants learned the frequent trait-context association faster than the rare trait-context association. However, they showed stronger associations between the minority trait-context pairs. Study 2 extended these findings by using the Stereotype Misperception Task (SMT) to demonstrate implicit learning of trait-context pairs.

**G216**

**DO BIRACIAL PEOPLE RACIALLY CATEGORIZE OTHERS MORE ACCURATELY THAN MONORACIAL PEOPLE?**

Maria Iankilevitch<sup>1</sup>, Alison L. Chasteen<sup>1</sup>, Lindsey A. Cary<sup>1</sup>, Gretchen Corcoran<sup>1</sup>, Jessica D. Remedios<sup>2</sup>

<sup>1</sup>*University of Toronto*, <sup>2</sup>*Tufts University*

Although racial categorization is a primary step to impression formation, not all faces are categorized with similar levels of ease. Previous work has shown that individuals take a longer time and make more errors when racially categorizing biracial faces than monoracial faces. The present study examined whether the accuracy of these categorizations varies as a function of the perceiver's racial makeup. Sixty Biracial, White and Asian participants categorized a series of faces based on race. Consistent with previous data, participants were significantly more accurate when categorizing monoracial faces compared with biracial faces. Although both biracial and monoracial participants made errors when categorizing biracial faces, biracial participants had significantly fewer errors than monoracial participants. Biracial individuals' greater accuracy in categorizing biracial faces suggests that they may approach racial categorization differently from either monoracial majority or minority group members.

**G217**

**CONSEQUENCES OF POLITICAL CONTEXT FOR VOTE CHOICE**

Colleen M. Carpinella<sup>1</sup>, Eric Hehman<sup>2</sup>

<sup>1</sup>*University of Hawaii at Manoa*, <sup>2</sup>*New York University*

Appearance-based cues reliably impact vote choices, but research in this area tends to neglect the role of political context. We examined how constituencies' and candidates' ideological-leanings contextualize appearance-based cues, moderating its potency for candidate support. Study 1 revealed that in conservative-leaning states, more feminine appearing female politicians won their elections by a greater proportion of votes, with more conservative constituencies exhibiting more pronounced effects. In liberal-leaning states, in contrast, politicians' gendered appearance was not associated with politicians' margin of victory. Study 2 demonstrated that more feminine female Republicans and less masculine male Republican candidates were more likely to win their elections. Democratic candidates' electoral success was unrelated to their gendered appearance. Thus, the association between gendered facial cues and vote choice varied by political context, including broad ideological demography and voter party identification, highlighting the consequential nature of political context for candidates' electoral success.

**G218**

**VISUAL CONTEXT MOLDS PERCEIVERS' ATTITUDES TOWARD STIGMATIZED SOCIAL GROUPS**

David J Lick<sup>1</sup>

<sup>1</sup>*UCLA*

In daily life, other people are among the most consequential targets of our visual perception. Indeed, based on mere glimpses of another person's face or body, perceivers form impressions that can be highly biased. We tested whether and how visual exposure produces these biases. In Study 1, exposure to highly gendered exemplars shifted perceivers' norms for men's and women's faces, leading to enhanced preferences for faces exhibiting the types of gendered features perceivers had recently seen. Study 2 extended this paradigm to targets varying in body weight, revealing that exposure to overweight individuals reduced prejudice against them. Using eye-tracking technology, Study 3 revealed that perceivers naturally attend to non-stigmatized targets relative to stigmatized targets, resulting in distinct patterns of visual exposure that maintain preexisting biases. Collectively, these studies reveal that perceivers' attitudes are closely tethered to visual context, highlighting a proximal mechanism underlying the formation and perpetuation of interpersonal bias.

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G219

**SOCIAL CONTEXT AND SEXUAL ORIENTATION PERCEPTION**Steven Stroessner<sup>1</sup><sup>1</sup>*Barnard College*

Classic research in social psychology has focused on categorization processes where obvious featural information is readily available. However, many social categories are not marked by clear physical cues. For perceptually ambiguous categories, we argue that observers augment featural information with contextual information to determine category membership. In four experiments, we tested how differences in assumed base rates across social contexts affected perceptions of sexual orientation. Studies 1 and 2 revealed that perceivers rely on context-specific base rate information (i.e., geographic location) to judge sexual orientation. Study 3 replicated these findings with a different manipulation of social context (i.e., academic discipline) and highlighted another factor, perceived acceptance, used to judge sexual orientation. Study 4 orthogonally manipulated base rates and acceptance, demonstrating that both affect sexual orientation categorization. Social context variables are used in social categorization when featural cues are imperfectly linked to group membership.

G220

**INFLUENCES OF TEACHERS' AND MOTHERS' INACCURATE PERCEPTIONS OF CHILDREN'S READING AND MATH ABILITIES.**Nicole Sorhagen<sup>1</sup><sup>1</sup>*Temple University*

This research used longitudinal data to examine whether the accuracy of teachers' and mothers' beliefs about children's reading and math abilities are influenced by characteristics of the child (gender, ethnicity, prior abilities, social competences), family (SES, birth-order) and teacher (education, experience, and self-efficacy). Previous research hasn't considered differences between adult misperceptions about the same child. Children's prior abilities predict adult misperceptions of reading and math. Social competencies were only related to adult misperceptions of reading. High self-efficacy teachers tended to overestimate student abilities. Teacher misperceptions were unrelated to child and family characteristics. Mothers underestimated the reading abilities of later born children and children in low SES families. Mothers underestimated daughters' math abilities and maternal misperceptions mediated effects of gender on children's high school math achievement. Given the long-term effects of adult misperceptions on child achievement, these results have implications for understanding self-fulfilling prophecies and the study of achievement gaps.

G221

**IMPRESSION FORMATION OF OBESE PEOPLE IN JAPAN BASED ON BODY-SHAPE SILHOUETTES**Ryuta SAME<sup>1</sup>, Tasuku IGARASHI<sup>1</sup><sup>1</sup>*Nagoya University*

To what extent do the Japanese have negative impressions of obese people? To what extent are their impressions formed only from their body shape? Two studies examined these questions. In Study 1, 55 undergraduates in Japan freely inferred the reason of obesity and what impressions they had of obese people. Obese people were likely to be evaluated as lacking self-control and being warm but sloppy. In Study 2, we created female body silhouettes based on Body-Mass Index (BMI) at five-point intervals from 15 to 40. A total of 87 undergraduates looked at the silhouettes and rated their impressions. The ratings of corpulence, warmth, sloppiness, delicateness, reliability, sense of cooperation, and healthiness systematically varied according to BMI. These findings suggest that stereotypes about obese people may exist in Japan as well as in Western societies and that people can form impressions of obese people from minimal information of body shape.

G222

**SOCIAL STATUS CUES MODERATE RAPID CATEGORIZATIONS OF HIGH- AND LOW-AFROCENTRIC TARGETS**Lindsay Hinzman<sup>1</sup>, Keith Maddox<sup>1</sup><sup>1</sup>*Tufts University*

Targets with more Afrocentric features (e.g., dark skin, broad nose, full lips) are more likely to be stereotyped and to a greater degree (e.g., Maddox, 2004), suggesting the more strongly a person is linked to their category, the more likely a perceiver will apply relevant stereotypes. Social status influences categorizations of racially ambiguous (vs. unambiguous) targets (e.g., Freeman, Penner, Saperstein, Scheutz, & Ambady, 2011). A 2 (Afrocentricity: high or low) x 2 (social status: high or low) within-subjects study examined whether social status conveyed through attire moderated racial categorizations of high- but not low-Afrocentric targets. Participants indicated the target's race following a brief presentation of a stimulus. Results revealed that status cues moderated responses to both high- and low-Afrocentric targets. Low-status cues facilitated categorizations of high-Afrocentric targets while high-status cues facilitated categorizations of low-Afrocentric targets. We demonstrate that status cues and degree of phenotypicality interact to moderate participants' rapid categorizations.

G223

**SELF-RESOURCES COLOR THE PROCESSING AND CATEGORIZATION OF RACIALLY AMBIGUOUS FACES**Alexandra K Margevich<sup>1</sup>, Luis M. Rivera<sup>1</sup><sup>1</sup>*Rutgers, The State University of New Jersey*

Do self-image and egalitarian motives color the processing and categorization of Black-White faces? We demonstrate that White adults who are externally motivated to control their prejudiced reactions take longer to process ambiguous faces when they categorize them as Black relative to White (Study 1). This suggests that Whites who are motivated to behave consistent with their egalitarian social norms may be hesitant to categorize racially ambiguous faces consistent with their stigmatized race, Black. Moreover, we show that non-White, non-Black adults under self-threat may rely on egalitarianism as an important self-resource when categorizing ambiguous persons. Among people who are high (but not low) in motivation to control prejudice, receiving a self-image threat (in comparison to no threat) leads to more White automatic and controlled racial categorizations (Study 2). These data suggest that in the interest of restoring and maintaining their self-image, individuals rely on their egalitarian values when categorizing racially ambiguous people.

G224

**WHAT ARE YOU?: AMBIGUITY IN THE RACIAL CATEGORIZATION PROCESS**Danielle M. Young<sup>1</sup>, Diana T. Sanchez<sup>1</sup><sup>1</sup>*Rutgers, The State University of New Jersey*

Using a new methodology that bridges decision making research techniques with social psychological approaches, this research explores racial categorization as a process with a focus on conditions of ambiguity, incongruence, and uncertainty. Drawing upon process data collection methods, this research explores racial categorization processes with a focus on conditions of ambiguity, incongruence, and uncertainty. Participants engaged in an effortful search for cues during a racial categorization task. Study 1 (N=73) demonstrates that both ambiguity and incongruence increase attention to cues and lead to extended information searches. Study 2 (N=80) explores how uncertainty influences information search and categorization decisions. Discussion will include how conceptualizing racial categorization as a process can illuminate how person construal operates, bring understanding to the formation and deployment of racial conceptions, and inform research on racial categorization

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G225

**MOTIVATED TO CONFIRM: STEREOTYPES OF UNAMBIGUOUS SOCIAL CATEGORIES RESOLVE AMBIGUITY IN OTHERS**Ryan M. Stolier<sup>1</sup>, Jonathan B. Freeman<sup>1</sup><sup>1</sup>*New York University*

Individuals are often motivated to confirm expectancies, possibly resulting in perceiving others in stereotype-consistent manners. We hypothesized unambiguous categories (e.g., male) activate stereotypes (e.g., hostile) that help resolve ambiguous gender/race/emotion categories (e.g., race as Black). In Study 1, reverse-correlation techniques assessed mental representations of social categories using ambiguous faces conveying no actual social-category information. Indeed, ambiguity was resolved in stereotype-consistent fashion (e.g., 'male' and 'Black' faces represented as angry). Study 2 showed that participants' hand-movements traveling toward categorization responses were specifically drawn to stereotype-consistent responses (e.g., drawn to 'angry' for male or Black faces). These behavioral effects predicted neural-activation patterns in lower-level fusiform regions involved in face processing and higher-order prefrontal regions involved in top-down expectancies. Together, these findings show that social categories influence each other's perception in stereotype-confirming manners, and implicate the interplay of lower-level and higher-order mechanisms. The results bolster recent dynamic-interactive frameworks for social categorization.

G226

**HOW DO BLACKS REACT TO OTHER BLACKS? THE NATURE OF FEATURE-BASED BIAS WITHIN A RACIAL GROUP**Nao Hagiwara<sup>1</sup>, Jessica M. McCauley<sup>1</sup>, Sarah J. Javier<sup>1</sup><sup>1</sup>*Virginia Commonwealth University*

Prior research has shown that subtle facial features (e.g., nose, lips), above and beyond the well-documented skin tone effect, influence how Black individuals are evaluated by White perceivers. The present study examined how Black perceivers react to ingroup members with different skin tone and facial features. Black undergraduate students (N=189) completed measures of implicit attitudes toward and explicit liking of four groups of Black male targets that systematically differed in their skin tone (dark vs. light) and facial features (more vs. less prototypical). At both implicit and explicit levels, participants reacted more positively toward light skinned Black men than dark-skinned Black men. There was no effect of facial features or interaction between skin tone and facial features, suggesting that skin tone may be more important than other features when predicting feature-based bias among Blacks. The present study demonstrates the importance of taking into account perceivers' race when examining feature-based bias.

**Physical Health**

G227

**THE RELATIONSHIP BETWEEN PHYSICIAN HUMILITY, PHYSICIAN-PATIENT COMMUNICATION, AND PATIENT HEALTH**Peter M. Ruberton<sup>1</sup>, Ho P. Huynh<sup>2</sup>, Tricia A. Miller<sup>1</sup>, Elliott T. Kruse<sup>3</sup>, Joseph Chancellor<sup>4</sup>, Kate Sweeny<sup>1</sup>, Sonja Lyubomirsky<sup>1</sup><sup>1</sup>*University of California at Riverside*, <sup>2</sup>*Armstrong State University*, <sup>3</sup>*Princeton University*, <sup>4</sup>*University of Cambridge*

Despite the social importance of humility, little empirical research has examined humility in the health domain—particularly, the implications of humility in physicians. The present study investigated the relationship between physician humility, physician-patient communication, and perceived patient health during a planned medical visit. Primary care physician-patient interactions (297 patients across 100 physicians) were recorded and coded for the physician's humility and the effectiveness of the physician-patient communication. Additionally, patients reported their overall health,

and physicians and patients reported their satisfaction with the interaction. Mean-level differences in physician humility predicted effective physician-patient communication, even when controlling for the patient's and physician's satisfaction with the visit and the physician's frustration with the patient; and within-physician fluctuations in physician humility and self-reported patient health positively predicted one another. The results suggest that physician humility is beneficial for the physician-patient relationship and that physicians may behave more humbly around healthy patients.

G228

**EXAMINING INDIVIDUAL DIFFERENCES AS MODERATORS OF THE DESCRIPTIVE NORMS AND DRINKING BEHAVIOR RELATIONSHIP**Dana Litt<sup>1</sup><sup>1</sup>*University of Washington*

Research has consistently shown that individuals overestimate peer drinking norms, which in turn predict riskier cognitions and heavier alcohol use. Both social comparison orientation and the need to belong are individual difference variables which have been linked with being more attuned to social cues, thus making it likely that certain individuals may be particularly susceptible to normative influence. The primary aim across three studies was to determine whether social comparison orientation and the need to belong moderate the relations between descriptive norms and alcohol-related cognitions and behavior. Consistent across all studies (and in both adolescent and college-aged samples), results supported moderation such that the relation between descriptive norms and alcohol risk cognitions and behaviors were stronger among those who expressed higher levels of social comparison or the need to belong. Together, these results can help us better understand the mechanisms behind health behavior decision making and inform norm-based alcohol interventions.

G229

**PHYSICIAN-PATIENT COMMUNICATION AND PHYSICIAN SATISFACTION: THE ANALYSIS OF PHYSICIAN AND PATIENT BEHAVIORS IN THE MEDICAL VISIT**Tricia A. Miller<sup>1</sup><sup>1</sup>*University of California at Riverside*

The present study involved the development of a valid and reliable rating scale to assess behavioral characteristics of physicians and patients during the medical visit. A 25-item scale was used to assess 297 physician-patient interactions. Effective reliability was calculated, and composite subscales were calculated based on principal components analysis. Two physician factors (physician communicates well, and frustrated physician) and three patient factors (demanding patient, enjoyable patient, and nonadherent patient) emerged. Scale validity was assessed by correlating subscales with questionnaire measures of physician and patient experiences of the medical visit, and rater assessments of global affect in the physician-patient interaction. Scale items achieved acceptable reliability. Analysis at the physician level revealed that physicians who are satisfied with the physician-patient relationship have patients who are rated as being enjoyable. This study contributes to a systematic understanding of what drives physician satisfaction, as well as explanatory and evaluative insights into the physician-patient relationship.

G230

**WEIGHT LOSS IS COMPLICATED, BUT SHOULD WE THINK OF IT THAT WAY? HOW INTEGRATIVE COMPLEXITY EFFECTS WEIGHT LOSS**L. Janelle Gornick<sup>1</sup><sup>1</sup>*University of Texas at El Paso*

What makes weight loss attempts succeed or fail? Many research studies have looked at how individuals feel about themselves and their lives. This research takes another approach, how someone thinks. I suggest that an individual's level of integrative complexity

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about weight loss is linked to healthy behaviors and successful diet attempts. Three studies have been conducted to evaluate this complexity-weight loss link. Study 1 evaluates the relationship between motivation, health and success perceptions, with an individual's integrative complexity on health topics. Study 2 expands on this by evaluating participants actively enrolled in a weight loss program from a local gym. Study 2 mirrors research on smoking cessation that shows a link between a continual drop in complexity over time and successful quit attempts (Conway et al, under review). Finally, study 3 investigates the interaction of self-control and integrative complexity on health behaviors. Implications for dieting and health behaviors are discussed.

**G231****PTSD SYMPTOMS AND SOCIAL SUPPORT ARE RELATED TO PHYSICAL PAIN AMONG CHINESE BREAST CANCER SURVIVORS**

Angie S. LeRoy<sup>1</sup>, Nelson C. Y. Yeung<sup>1</sup>, Kimberly E. Fulmer<sup>1</sup>, Qian Lu<sup>1</sup>  
<sup>1</sup>University of Houston

The association between pain, Post Traumatic Stress Symptoms (PTSS), and social support has been well established among patient populations. However, very little research has been conducted among Chinese samples, particularly among Chinese cancer patients. To investigate whether Chinese breast cancer survivors' pain experience is influenced by their PTSS and social support, we conducted exploratory analyses using data collected from 96 patients. We measured participants' PTSS, physical pain severity, and pain interference in a survey. Bivariate correlation revealed that PTSS, social support, and pain were significantly correlated. After controlling for time since diagnosis, stage of cancer at diagnosis, and PTSS, we found that social support was negatively related to pain and pain interference, but PTSS was no longer significant. These findings suggest that social support is important in the development of cancer-related pain interventions and treatments. Improving patients' social networks may help alleviate pain, even among those suffering from PTSS.

**G232****IMPACT OF MELANOMA GENETIC TEST REPORTING ON PERCEIVED CONTROL OVER MELANOMA PREVENTION**

Tammy Stump<sup>1</sup>, Lisa G Aspinwall<sup>1</sup>, Jennifer M Taber<sup>1</sup>, Wendy Kohlmann<sup>2</sup>, Samantha Leaf<sup>3</sup>, Sancy A Leachman<sup>4</sup>  
<sup>1</sup>University of Utah, <sup>2</sup>Huntsman Cancer Institute, <sup>3</sup>The ISA Group, <sup>4</sup>Oregon Health & Science University

A major concern about communicating genetic test results is that this information will undermine patients' beliefs that their health outcomes are controllable through their own actions. We examined control-related beliefs among 60 adults from melanoma-prone families receiving CDKN2A/p16 test results (27 unaffected noncarriers, 15 unaffected carriers, 18 affected carriers). Multilevel modeling of perceived control ratings over a 2-year period revealed significant variation in individual trajectories: most participants showed increases (45%) or no change (38.3%), while 16.7% showed decreases. At the group level, unaffected carriers reported short-term increases in perceived control ( $ps < .05$ ), while affected carriers reported no change. Noncarriers reported sustained increases through the 2-year follow-up ( $ps < .05$ ). Participants in all groups rated photoprotection as highly effective in reducing melanoma risk and reported decreased belief that p16 mutation carriers would inevitably develop melanoma. Thus, genetic test reporting does not generally undermine control beliefs, though variability in responses warrants future study.

**G234****CULTURALLY FRAMED HEALTH MESSAGES DIFFERENTIALLY IMPACT PERCEIVED RISK AND EXPECTED BENEFITS IN UPPER VS. LOWER SOCIAL CLASSES**

Heather M Haught<sup>1</sup>, Jason Rose<sup>1</sup>, Erin Vogel<sup>1</sup>  
<sup>1</sup>University of Toledo

Health messages are commonly used to alter the perceived risk and expected benefits of engaging in unhealthy behavior. However, health messages are more effective at altering perceptions in upper than lower social classes. We investigated whether individual vs. relational framing may increase the effectiveness of health messages among lower social classes. Participants ( $N=69$ ) read an article about a fictitious disease linked to excessive caffeine consumption that emphasized either detriments to the self or close relationships. Afterward, they rated the perceived risk and expected benefits of caffeine consumption as well as their parents' highest level of education. Results revealed a 3-way interaction, such that the individually-framed message produced higher levels of perceived risk and lower levels of expected benefits among lower social classes than did the relationally-framed message; among the upper social classes, message frame was not as critical. Theoretical explanations are provided and implications for health risk communication are discussed.

**G235****ASSESSMENT OF PERCEIVED SOCIAL NETWORK AVAILABILITY FOR LIFESTYLE CHANGE IN OBESE ADULTS**

McKenzie Carlisle<sup>1</sup>, Wendy C Birmingham<sup>2</sup>, Emily Hartung<sup>2</sup>, Sarah Higbee<sup>2</sup>, Andrew S. Weyrich<sup>1</sup>, Matthew T. Rondina<sup>1</sup>  
<sup>1</sup>University of Utah, <sup>2</sup>Brigham Young University

Obesity increases disease risk and can result from preventable lifestyle behaviors (i.e., poor diet, physical inactivity). Obese individuals may better adhere to healthy lifestyle changes when they utilize support from social network members. To understand how obese individuals view their support network, we examined 21 obese adults' perceptions of their social networks' abilities to facilitate lifestyle change. In this small pilot study, only 38% indicated their main support person would very likely help them adhere to lifestyle changes. Of those who indicated their main support person would not be very likely to help them (62%), most believed time constraints and busyness would prevent support provision. These findings suggest obese individuals may not always perceive they have the needed social support to aid with changes, highlighting a deficit in these individuals' social networks to facilitate effective and lasting lifestyle change.

**G236****DO MARRIED COUPLES DO IT CHEAPER? A COMPARISON OF HEALTH CARE COSTS BASED ON MARITAL STATUS**

C. Veronica Smith<sup>1</sup>, James W. Parrett<sup>1</sup>  
<sup>1</sup>University of Mississippi

Prior research has addressed the benefits of marriage for psychological well-being, and more recently, for physical health. These benefits appear unique marriage as other social relationships, such as friendship, do not convey these same benefits. However, it is unclear whether these benefits influence health care costs and resource utilization. Are married people healthier because they use more medical resources or are they healthier and rely on fewer medical resources? Using the 2010 Medical Expenditure Panel Survey, a national survey of over 10,000 American families and individuals, as well as their corresponding employers, insurers and medical providers, we compared costs for married and non-married individuals who maintained insurance status. Significant differences were observed in perceived health status, total healthcare expenditures, and total prescription medication expenditures based on marital status. These preliminary results suggest married individuals have lower healthcare costs, but additional research is needed to understand the reasons for this difference.

G237

**EARLY-LIFE ADVERSITY AND METABOLIC OUTCOMES IN ADOLESCENTS: THE ROLE OF IMPLICIT AFFECT ABOUT ONE'S FAMILY**Mianne Chan<sup>1</sup>, Gregory E. Miller<sup>1</sup>, Edith Chen<sup>1</sup><sup>1</sup>*Northwestern University*

Previous research suggests that the quality of early family relationships may moderate the association between lower socioeconomic status (SES) and cardiovascular and other health outcomes. We investigated how implicit affect towards the early family environment interacted with SES to predict metabolic outcomes in a sample of 259 healthy adolescents. Metabolic indicators included resting blood pressure, total cholesterol, glycosylated hemoglobin, and waist circumference. Significant interactions emerged between early-life SES and implicit negative family affect for resting SBP and DBP levels. Early-life SES also interacted with implicit family warmth to predict total cholesterol levels. These patterns were not observed with current SES or with explicit measures of family relationships. Overall, these findings provide evidence that implicit family affect moderates the association between early-life SES and adolescent metabolic outcomes, revealing the utility of implicit psychosocial measures in cardiovascular health studies, particularly for higher SES samples.

G238

**HE CHOSE POORLY: THE INFLUENCE OF MASCULINITY ON MALE PHYSICIAN PREFERENCE AND SYMPTOM UNDERREPORTING**Mary S. Himmelstein<sup>1</sup>, Diana T. Sanchez<sup>1</sup><sup>1</sup>*State University of New Jersey at Rutgers*

This project examined whether masculinity encourages preference for male physicians with whom men underreport health symptoms. In Study 1, 152 men completed measures of masculinity, gender beliefs and physician preference. Results from structural equation modeling suggested masculinity and gendered competence beliefs influenced preference for a male physician. Study 2 tested the effects of masculinity and physician gender on symptom reporting in 250 men. Participants disclosed symptoms in private followed by disclosure to a male or female physician. Results from repeated measures ANOVA indicated a significant interaction between symptom reports, physician gender and masculinity. Males with higher scores on masculinity underreported symptoms to male physicians compared to female physicians. Males with lower scores on masculinity underreported symptoms to female physicians compared to male physicians. Taken together these studies suggest masculinity may affect men's health by encouraging choice of a male physician with whom physician-patient communication may be impaired.

G239

**LIFE SATISFACTION IS ASSOCIATED WITH HEALTHIER CORTISOL PROFILES OVER A 10-YEAR PERIOD**Ledina Imami<sup>1</sup>, Richard B. Slatcher<sup>1</sup><sup>1</sup>*Wayne State University*

Goals: Life satisfaction is consistently related to enhanced physical health and increased longevity. Less is known, however, about the biological mechanisms that underlie these associations. Our goal was to investigate the longitudinal relationship between life satisfaction and diurnal cortisol, an important biomarker related to mortality. We hypothesized that higher levels of life satisfaction would be associated with healthier cortisol slopes over time. Methods: We investigated the prospective association between life satisfaction and diurnal cortisol over a 10-year period in a sample of 1144 adults from the Midlife in the United States survey. Results: Baseline life satisfaction and increases in life satisfaction over time were associated with steeper (healthier) cortisol slopes after 10 years. These associations remained significant even after controlling for depressive symptoms and demographic covariates. Conclusions:

Our findings point to diurnal cortisol production as a plausible biological pathway through which life satisfaction may lead to better health and longevity.

G240

**FACTORS ASSOCIATED WITH HIGHER LEVELS OF HEALTH SELF EFFICACY**Stephen Miller<sup>1</sup><sup>1</sup>*Claremont Graduate University*

A single study was designed to identify the factors that predict physical activity and healthy BMI levels in the population. Participants (n = 195) completed a survey on their personality, previous participation in sport, and current health behaviors. An SEM path diagram shows how the three interpersonal factors of self-control, past participation in an organized sport, and a belief in the importance of a balanced lifestyle are all related to higher levels of current physical activity in an adult sample. Current levels of physical activity were positively related to levels of perceived Health Self Efficacy which in turn was a strong predictor of healthy BMI levels. The entire model illustrates the importance of perceived Health Self Efficacy and how certain interpersonal factors combine to foster a belief in the ability to engage in healthy behavior.

G241

**TANNING YOUR WAY TO MELANOMA: INFORMATIONAL EFFECTS ON INTENTIONS TO USE TANNING BEDS**Sarah Lee<sup>1</sup><sup>1</sup>*Murray State University*

This study explored whether the knowledge of sunless tanning alternatives reduces a person's intention to use tanning beds. Participants were randomly assigned to one of three conditions: 1) control, 2) anti-tanning advertisement and article, and 3) anti-tanning advertisement, article, and information about sunless tanning products. Consistent with the hypothesis, providing participants with knowledge about sunless tanning products reduced their intention to use tanning beds,  $\chi^2(2, N = 74) = 6.70, p < .05$ . Specifically, 76% of participants who received information about sunless tanning products responded they would be more likely to consider using the products instead of visiting a tanning salon. In contrast, 54% of participants in the control condition and 40% of participants who received the anti-advertisement and article reported lessened intentions. Reactance theory could account for some of the reactions toward tanning beds, when alternatives were not provided. Implications for health and marketing strategies will be discussed.

G242

**PURPOSE IN LIFE AND PERCEIVED PHYSICAL HEALTH: A LONGITUDINAL EXAMINATION**Brian P. Don<sup>1</sup>, John A. Updegraff<sup>1</sup><sup>1</sup>*Kent State University*

Goals: A growing body of research suggests purpose in life plays a role in physical health. Yet, prior research has not examined the relationship between purpose and overall physical functioning across time. Thus, our goal was to examine whether purpose longitudinally predicts perceived health. Methods: We drew on the Health and Retirement Study to conduct four sets (N's = 6,872, 6,079, 7,452, and 5,732) of longitudinal analyses across two- and six-year time lags. Results: Individuals with greater purpose reported better health across time in all analyses, even after controlling for prior health and a stringent set of covariates. Furthermore, results were replicated between two independent samples of participants. Effect sizes demonstrated that a 1-point increase in purpose is associated with subsequent health as much as being nearly 10 years younger in age. Conclusions: This study demonstrates that purpose is an important contributor to physical health across time among older adults.

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**HEALTH GOALS MODERATE THE RELATION BETWEEN PERCEPTIONS OF GENERAL HEALTH AND EXERCISE BEHAVIORS**Ryan E. O'Loughlin<sup>1</sup>, James W. Fryer<sup>2</sup><sup>1</sup>Nazareth College, <sup>2</sup>State University of New York at Postdam

Subjective assessments of general health predict outcomes such as hospitalizations and mortality (DeSalvo, Fan, McDonnell, & Fihn, 2005), as well as more proximal outcomes like physical activity (Kaewthummanukul & Brown, 2006). Health outcomes may also be influenced by an individual's health goals (O'Loughlin & Fryer, 2011, 2012), which consist of approach-based (i.e., be as healthy as possible) and avoidance-based (i.e., avoid being unhealthy) goals. The current investigation examined how health goals influence the relation between perceived health and exercise. Overall, general health was positively related to exercise; however, this relation was moderated by health goals. The strongest relations between perceived health and exercise were associated with both high (relative to low) levels of approach goals, and low (relative to high) levels of avoidance goals. In general, when individuals feel healthy, they are more likely to engage in exercise when they define health in appetitive, rather than aversive, terms.

G245

**SOCIAL PHYSIQUE ANXIETY AND THE SATISFACTION OF BASIC PSYCHOLOGICAL NEEDS**James W. Fryer<sup>1</sup>, Morgan Harris<sup>1</sup><sup>1</sup>State University of New York at Potsdam

Social physique anxiety (SPA) involves the discomfort that people experience when others evaluate their physical appearance (Hart, Leary, & Rejeski, 1989), and is associated with detrimental health behaviors such as the avoidance of exercise (Crawford & Eklund, 1994). In contrast, satisfaction of the need for competence (Deci & Ryan, 1985) is associated with positive health behaviors, including increased physical activity (Teixeira et al., 2006). The present study examined whether basic needs provided by the social context may reduce SPA. Participants were recruited from several college-level physical education classes, using a short-term longitudinal study design. Social physique anxiety was highly stable over the six-week evaluation period. However, there was a significant positive relation between decreases in SPA and the perception that the course environment satisfied the need for competence. Overall, the results of this study suggest that exercise environments can be structured in ways that reduce concerns about social evaluation.

G246

**THE INFLUENCE OF PAST BEHAVIOR AND SELF-DETERMINATION ON MAMMOGRAM INTENTIONS**Celia K. Naivar Sen<sup>1</sup>, Lemi Baruh<sup>1</sup>, G. Tarcan Kumkale<sup>1</sup><sup>1</sup>Koc University

Past behavior often leads to repeat actions, but perhaps not all past behavior is equal. In the context of health, behavior may be self-determined or the recommendation of doctors and important others. However, models of behavior prediction do not distinguish between self-determination and enacted upon advice. In this study, we investigated the influence of past behavior on future mammogram intentions in a nationally representative Turkish sample (N=752) using the Integrated Behavior Model. As expected, the distinction between self-determined and other-directed behavior made a difference: Intentions were highest in self-determined women (M = 3.52), followed by other-directed women (M = 3.13), and were lowest in women with no past mammogram (M = 2.79). Descriptive norms were important across groups. Campaigns that promote a women's choice to have a mammogram, as well as, messages raising the perception of many women choosing their own screening may increase both initial screening and subsequent adherence.

G247

**CORRELATES OF PHYSICAL ACTIVITY MAINTENANCE IN COLLEGE STUDENTS**Dalmin Cho<sup>1</sup>, Crystal L. Park<sup>1</sup><sup>1</sup>University of Connecticut

Although myriad theories have been proposed to explain physical activity (PA), few research has examined longer-term maintenance of PA in college students. The present study investigated correlates of PA maintenance. Participants were 48 undergraduates who have intentionally changed previous sedentary behaviors AND maintained PA for  $\geq 6$  months AND met the PA guidelines for American adults at both baseline and one month later follow-up. Independent variables were theory-based psychological variables and social support assessed at baseline. Moderate-to-vigorous exercise minutes and total consumed calories at follow-up were dependent variables. Results showed that friends' social support was associated with greater moderate-to-vigorous exercise minutes and positive attitude toward PA was related to greater consumed calories. Conscientiousness, self-efficacy, and intention were not related to outcome variables suggesting that different models of health behaviors may be needed for explaining long-term maintenance of change. Results should be interpreted with caution because of the small sample size.

G248

**IMAGES OF ILLNESS: SKIN CANCER PROTOTYPES PREDICT UV-RELATED COGNITIONS AND BEHAVIORS**Amy E. Houlihan<sup>1</sup>, Rachel A. Reimer<sup>2</sup><sup>1</sup>Texas A&M University at Corpus Christi, <sup>2</sup>Des Moines University

The goal of this study was to examine the relations between "illness prototypes" (images of a typical person who has a specific illness) and other illness-related cognitions and behaviors. 246 participants completed self-report measures of a skin cancer illness prototype (rating the type of person who has skin cancer on characteristics such as healthy, good-looking, and smart), behavioral willingness to be exposed to ultraviolet (UV) rays, and UV-related behaviors (e.g., time spent outside, tanning bed use). Participants who had more favorable prototypes were more willing to be outside without UV protection and to use tanning beds. Furthermore, they were more likely to score higher on an index of UV-related behaviors. This research is consistent with the large body of work demonstrating the predictive value of risk images (i.e., prototypes of people who engage in risky behavior) and extends it by demonstrating the same patterns with a new prototype construct.

G249

**THE EFFECTS OF PERSONALITY AND SOCIAL INFLUENCE ON RISKY SEXUAL BEHAVIORS IN COLLEGE STUDENTS**Peng Zhang<sup>1</sup>, Harton Helen<sup>1</sup>, Nicholas Terpstra-Schwab<sup>1</sup>, Brooke Ammerman<sup>2</sup><sup>1</sup>University of Northern Iowa, <sup>2</sup>Temple University

Personality is an important predictor of risky sexual behavior. For example, high openness and low agreeableness are related to marital infidelity, and these effects are moderated by gender (Buss & Shackelford, 1997). Personality may also relate to how influenced and influential persons are on sexual issues. We used a multi-level, longitudinal model to assess the effects of the Big 5 personality variables and "house" (residential area within a dorm) on college students' sexual attitudes and behaviors. We surveyed residents of four college dorms at the beginning (n = 218) and end (n = 262) of a semester. Risky sexual behaviors and attitudes were related to high extraversion and low agreeableness, and some of these effects were moderated by gender. The house effect also became larger over time, indicating that students may influence those whom they live near, even on private behaviors, supporting dynamic social impact theory (Latane, 1996).

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**GIVING BACK IS GOOD FOR YOU: AN ANALYSIS OF VOLUNTEERISM AND LONGEVITY BASED ON OBITUARIES**Laura E. Wallace<sup>1</sup>, Rebecca A. Anthony<sup>1</sup>, Christian M. End<sup>2</sup>, Baldwin M. Way<sup>3</sup><sup>1</sup>Ohio State University, <sup>2</sup>Xavier University, <sup>3</sup>The Ohio State University

Previous research focusing on the benefits of receiving social support has shown that social support promotes longevity (Holt-Lunstad, Smith, & Layton, 2010). Through analysis of obituaries, we demonstrate that providing social support (volunteer activities) also promotes longevity. In study 1, we randomly selected obituaries (N=1310) from 50 newspapers in cities housing a major league sports team. Controlling for gender, volunteerism predicted longevity,  $b=6.091$ ,  $t(1307)=3.47$ ,  $p=.001$ . In study 2, we examined obituaries (N=805) from two months of the Des Moines Register. Des Moines's nationally representative smoking rate and ethnically homogeneous population controlled for several mortality risk factors. This dataset contained individuals' membership in non-service social groups, separating the effects of group membership (receiving social support) from volunteering (providing support). Controlling for gender, marital status, and group membership, volunteerism predicted longevity,  $b=2.457$ ,  $t(800)=2.544$ ,  $p=.011$ . Using this novel approach, we demonstrate the health benefits of giving to others.

G251

**EXAMINING YOUTH EXPERIENCES IN ADULT-LED AND PEER-LED SPORT ACTIVITIES**Faizan Imtiaz<sup>1</sup><sup>1</sup>Queen's University

Sport has been suggested as a potential contributor to positive youth development (Larson, 2000). However, little is known regarding the impact of various sport activities on the developmental experiences of youth. Thus, the purpose of the present study was to investigate the subjective and objective experiences of the same individuals across adult-led and peer-led sport activities. Direct observation and experience rating scales were used in order to shed light on the impact of each activity. The results clearly illustrated that experiences varied drastically across the distinct activities. In the adult-led activities, youth experienced significantly higher levels of effort and concentration and spent more time being physically or mentally engaged. Meanwhile, youth experienced high rates of prosocial behavior and communication during the peer-led activities. These findings suggest that rather than one approach being comparatively superior to the other, both activities have the potential to yield unique benefits towards positive youth development.

G252

**THE IMPACT OF SELF-AFFIRMATION ON HEALTH-BEHAVIOR CHANGE: A META-ANALYSIS**Peter Harris<sup>1</sup>, Tracy Epton<sup>2</sup>, Paschal Sheeran<sup>3</sup>, Guido van Koningsbruggen<sup>4</sup><sup>1</sup>University of Sussex, <sup>2</sup>University of Manchester, <sup>3</sup>University of North Carolina, <sup>4</sup>VU University Amsterdam

Self-affirmation (e.g., induced by reflecting upon important values) may reduce defensive resistance to information and enhance readiness to change. However, effects have yet to be subjected to quantitative review. We report a meta-analysis of the impact of self-affirmation on outcomes at 3 key points in the process of health-behavior change: message acceptance, intentions to change, and subsequent behavior. The literature search identified 144 tests of the effects of self-affirmation on outcomes. Random effects models indicated small but reliable positive effects of self-affirmation on acceptance,  $d=.17$  (CI=.03 to .31), intentions,  $d=.14$  (CI=.05 to .23), and behavior,  $d=.32$  (CI=.19 to .44). Findings held across a range of health problems and behaviors. Deploying self-affirmation inductions alongside persuasive health information has positive

effects, with effect sizes similar to other behavior change interventions. The findings are relevant to those working to understand why people resist beneficial information and how such resistance can be reduced.

G253

**"IN THIS TOGETHER": SOCIAL IDENTIFICATION PREDICTS HEALTH OUTCOMES (VIA SELF-EFFICACY) IN A CHRONIC DISEASE SELF-MANAGEMENT PROGRAM**James E. Cameron<sup>1</sup>, Jennifer Voth<sup>2</sup>, Susan B. Jaglal<sup>3</sup>, Sara J.T. Guilcher<sup>3</sup>, Gillian Hawker<sup>4</sup>, Nancy M. Salbach<sup>3</sup><sup>1</sup>Saint Mary's University, <sup>2</sup>Toronto Rehabilitation Institute-University Health Network, <sup>3</sup>University of Toronto, <sup>4</sup>Women's College Hospital

A key assumption underlying chronic disease self-management programs is that enhancing people's self-efficacy encourages positive health-related behaviors, and ultimately, better health outcomes. Given that these programs are typically delivered in group settings, however, identification with other program members could itself be a social psychological platform for self-efficacy. This hypothesis was tested in a variant of the Chronic Disease Self-Management Program (K.R. Lorig et al., 2001) delivered in 13 rural and remote communities in northern Ontario, Canada. Participants were 213 individuals with a self-reported physician diagnosis of chronic lung disease, heart disease, stroke, or arthritis. Structural equation modeling indicated that at 4 weeks post-baseline, social identification predicted collective and individual self-efficacy (controlling for baseline self-efficacy), which in turn was significantly associated with better physical and mental health outcomes (e.g., as assessed in terms of vitality, pain, disability, and depression). Implications of social identity processes for chronic disease self-management are discussed.

G254

**HEALTH BENEFITS OF SELF-COMPASSION JOURNALING**Celia Ching Yee Wong<sup>1</sup>, Winnie Wing Sze Mak<sup>2</sup><sup>1</sup>University of Houston, <sup>2</sup>The Chinese University of Hong Kong

Objective: Existing research suggested a weak and inconsistent effect of expressive writing; the typical writing paradigm should be modified to enrich its health benefits. Self-compassion has been repeatedly shown to associate with better psychological and physical well-being. The present study proposed and examined self-compassion as a potential supplement of the existing expressive writing paradigm. Method: Sixty-five college students were randomly assigned into one of the two writing conditions: self-compassion journaling, and control writing. Self-reported psychological health and physical symptoms were assessed at baseline and three follow-ups spanning 3 months. Results: The self-compassion journaling group reported significant drop in physical symptoms at post-writing, 1-month and 3-month follow-up, while the control writing group reported no significant change in physical symptoms cross time. However, no significant group differences were found in other psychological health measures. Conclusion: Self-compassion journaling appears to benefit physical health but not psychological health.

G255

**THE STIGMA OF TESTING INTENTIONS REVISITED: THE EXONERATING EFFECTS OF NEGATIVE TEST RESULTS**Cynthia Gangi<sup>1</sup>, Susan Snodgrass<sup>2</sup><sup>1</sup>University of Tampa, <sup>2</sup>Loyola Marymount

Many people choose not to get tested for HIV out of fear that their testing intentions will be suggestive of promiscuity, homosexuality, and/or drug addiction. Prior research has corroborated the validity of this fear by demonstrating that people judge test-takers as less moral than those who choose not to get tested (Young, Nussbaum, & Monin, 2007). The current work investigated the nature of this stigma by determining whether or not it persists in the face of

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invalidating evidence (i.e. negative results). Participants read a vignette about someone who declines an HIV test, accepts the test and is awaiting the results, or accepts the test and receives negative results. Across two studies, participants judged the person who received negative test results as more moral than those who chose not to get tested. These results suggest that people who choose to get tested for HIV can be exonerated by negative test results.

## Politics

G256

### MOTIVATING CITIZENS TO PARTICIPATE IN PUBLIC POLICY-MAKING: IDENTIFICATION, TRUST AND COST-BENEFIT ANALYSES matteo antonini<sup>1</sup>

<sup>1</sup>*Sapienza University of Rome*

Under what conditions do citizens of nations and states comply with governmental requests to participate in public policy-making? Drawing on the dual pathway model of collective action (Stürmer & Simon, 2004) but with a focus on compliance with the government, two studies examined citizens' motivation to participate in public policy-making. Study 1 recruited participants from California, Study 2 recruited participants in Italy. Study 1 measured cost-benefit analyses, societal identification, and willingness to participate in public policy-making. Study 2 repeated the same procedures except we manipulated costs of participation, and also measured participant's trust in government. Results confirm our hypotheses by showing both costs and identification independently influence willingness to participate in public policy-making. Results also add to the literature by showing these additive pathways can interact with the influence of trust in the source of governance.

G257

### THE INFLUENCE OF PHYSICAL PAIN ON DECISION-MAKING PROCESSES IN EXPERIMENTAL INTERROGATION SCENARIOS

Shannon C. Houck<sup>1</sup>, Meredith Repke<sup>1</sup>, Kimberly Parrow<sup>1</sup>, Lucian G. Conway, III<sup>1</sup>

<sup>1</sup>*University of Montana*

Are people more likely to reveal secret information when in physical pain? To investigate, participants played a game that was designed to be a proxy of an interrogation scenario. As part of the game, participants were instructed to keep specific information hidden from an opponent. Participants played the game with their hand fully submerged in varying temperatures of ice water (a cold pressor test). Further, their opponent (actually a confederate) verbally pressured them to reveal the information. Participants could choose to give false information to their opponent, true information, or a combination of both; each decision had various advantages and disadvantages in the game. Results suggested that participants were more likely to either give false information or reveal the secret information when under the highest levels of pain (colder water temperatures) compared to when experiencing less pain. This study can inform our understanding of the efficacy of coercion in interrogation scenarios.

G258

### POLITICAL DOG WHISTLES IN ONLINE NEWSPAPER FORUMS

Ian D. Miller<sup>1</sup>, Jason Plaks<sup>1</sup>

<sup>1</sup>*University of Toronto*

Political dog whistles are culturally coded messages that enable communicators to address specific members of an audience without revealing that message to other audience members. Unlike overt ingroup favoritism and outgroup derogation, dog whistles are only "audible" to members of targeted groups and may be completely unnoticed by non-targeted groups. In this study, we observed 6907 articles published by two newspapers in a major North American city, as well as 440,000 comments and approximately 1.7 million comment votes. We examined articles for 1) keywords that make coded or uncoded reference to political issues; and 2) language

indicating positive and negative emotion in reference to groups by pronoun. We observed emotion and pronouns from the articles influencing emotion and pronouns in discussion comments, which in turn influenced discussion voting behavior. A hierarchical comparison of voting behavior models indicated politically coded keywords, rather than overt political keywords, explained greater variance in voting behavior.

G259

### THE IMPACT OF INTERNAL AND EXTERNAL THREAT ON POLITICAL BELIEFS

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<sup>1</sup>*University of Minnesota*

The present study assesses the impact of internal and external sources of threat on political attitudes. Internal threat was operationalized in the context of threats deriving from U.S. corporations. External threat was operationalized as equivalent threats from the Chinese government. Internal threat resulted in more liberal policy attitudes, whereas external threat resulted in more conservative policy attitudes. A number of potential mediators and moderators were also assessed. Overall, the present analysis contends that people defend against threats to things they value by adopting attitudes and behaviors that they believe are likely to be most effective in dealing with the threat. As such, different kinds of threats coming from different sources can have radically divergent effects on political attitudes.

G260

### THE IMPACT OF UNCERTAINTY ON SUPPORT FOR POLITICAL COMPROMISE DURING THE 2013 U.S. GOVERNMENT SHUTDOWN

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Uncertainty, threat, and support for compromise were measured during the 2013 U.S. government shutdown. Results show that threat moderates the impact of uncertainty on support for compromise. Uncertainty increases support for compromise when threat is moderate or low, but has no effect when threat is high. Participants completed a survey measuring uncertainty about the contents and consequences of the Affordable Care Act (ACA), positive or negative expectations regarding the ACA, and support for compromise in Congress. Data show that uncertainty and threat were uncorrelated, and both liberals and conservatives expressed some degree of uncertainty about the ACA. Logistic regression shows that threat moderates the impact of uncertainty on support for compromise. Uncertainty increases support for compromise among individuals who feel positive or neutral about the ACA, but has no effect for individuals who feel threatened. When threat is high, individuals are just less supportive of compromise overall.

G261

### CONGRUENT VS. INCONGRUENT PARTISAN ATTITUDES AND BEHAVIORAL TENDENCIES TOWARDS SAME-PARTY AND OPPOSING-PARTY POLITICIANS

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<sup>1</sup>*DePaul University*

Politics and partisanship can evoke negative attitudes and hostile behaviors towards politicians from the "other side," and positive attitudes and friendly behaviors towards those from the "same side." However, the literature is mixed on whether there are ideological differences in these positive/negative attitudes and behaviors, or whether these variables show a pattern of partisan congruency, such that both liberals and conservatives show equivalent negativity towards the "other side" and equivalent positivity towards the "same side." In our study, participants completed items assessing their positive/negative attitudes, political intolerance, friendly/hostile behavioral tendencies, and political

involvement towards both Democratic and Republican politicians. We found that Democratic and Republican participants had congruent positive attitudes towards same-party politicians and congruent negative attitudes towards opposing-party politicians. However, Democrats had higher levels of political intolerance and hostile behavioral tendencies towards opposing-party politicians, whereas Republicans had higher levels of friendly behavioral tendencies and political involvement towards same-party politicians.

**G262**  
**MAINTAINING PREEXISTING BELIEFS AND THE ROLES OF EMOTION AND COGNITION**

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<sup>1</sup>*University of Colorado at Boulder*

With the abundance of false rhetoric in the media nowadays, it is not surprising that we often have incorrect political beliefs (e.g., WMDs were found in Iraq). Surprisingly, presenting accurate information that contradicts our beliefs often backfires, resulting in strengthened preexisting beliefs despite them being discredited. This backfire effect has been documented in some prior research, but underlying cognitive and affective processes are not well understood. In the current study, we explored the backfire effect and included measures of emotion regulation and working memory capacity. Participants were asked to produce either pro- or counter-attitudinal judgments regarding the Affordable Care Act and Gun Control. Among Republicans, those who were asked to produce counter-attitudinal judgments reported more extreme preexisting beliefs than when they began the study. This was especially true for Republicans who were low on the reappraisal component of emotion regulation. Interactions with working memory capacity will also be discussed.

**G263**  
**GLOBAL WARMING SKEPTICISM GROWS – ESPECIALLY AMONG CONSERVATIVES: RESULTS FROM 14 POLLS IN THE U.S.**

Natasza N. Marrouch<sup>1</sup>, Blair T. Johnson<sup>1</sup>

<sup>1</sup>*University of Connecticut*

Study 1 examined denial about global warming in U.S. survey data CBS collected during a 6-year period (2007, 2009-2013; N= 6,794). Confirming past studies, liberals and women were less likely to deny global warming than moderates, conservatives, and men, but ironically, denial of global warming has increased in the past 6 years, log odds=0.22, z(5951)=6.63, p<.01, for all studied groups but especially conservatives. Study 2 examined how problematic respondents view global warming, using Pew Research Center polls over 8 consecutive years (2006-2013; N=13,053). Results confirmed Study 1's findings in relation to gender and political ideology. Also, respondents have become less likely to view global warming as a problem over time, B= 0.02, t(9102)= 4.00, p<.01. These temporal trends were present for both liberals and conservatives although they were more marked for conservatives. Implications are discussed for the role of sense of control in personal construal of environmental events.

**G264**  
**AUTOMATIC PROCESSING FAVORS POLITICAL CONSERVATISM**

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<sup>1</sup>*University of Arkansas*

We test the hypothesis that automatic thinking favors political conservatism in 3 studies. We measured participants' implicit evaluations of terms representing liberal and conservative ideology using the Implicit Association Test in all studies, and constrained controlled processing by manipulating response time in Studies 2-3. Participants tended to show an implicit pro-conservative bias irrespective of explicit ideology, even in a left-leaning internet sample (Study 1) and among Democrats (all studies). Explicit political ideology interacted with time constraint in Studies 2-3.

When response times were restricted, participants who explicitly endorsed liberal ideology showed a significant increase in implicit political conservatism that resembled that of more explicitly conservative participants (Studies 2-3). Explicit conservatives implicitly favored conservative ideology irrespective of whether controlled processing was constrained by a response window. When implicit attitudes are measured and more controlled processing is disrupted, people from the political left and right favor conservative ideology.

**G265**  
**A COMPARATIVE STUDY OF PSYCHOLOGICAL MECHANISMS UNDERLYING POLITICAL ORIENTATION IN AN OLD AND A NEW DEMOCRACY**

Maria Sandgren<sup>1</sup>, Henry Sandgren<sup>2</sup>, Girts Dimdins<sup>3</sup>

<sup>1</sup>*Södertörn University*, <sup>2</sup>*Stockholm University*, <sup>3</sup>*University of Latvia*

In this study, individual political orientation was conceptualized on two dimensions: high vs. low uncertainty avoidance, and high vs. low tough-mindedness. Swedish (N = 320) and Latvian (N = 264) participants completed measures of political orientation, PVQ, MFQ, scales measuring SDO, RWA, system justification, humanism, normativism, self vs. other-orientation, dependence, tolerance for ambiguity, and political values. The results showed that the relation among the measured variables was similar in both samples (which represent very different political cultures), with both dimensions aligning orthogonally. Swedish participants showed stronger correlations among variables representing both dimensions. Individual values and attitudes predicted political party affiliation in the Swedish sample, but not in the Latvian sample. The findings demonstrate that the underlying psychological structure of political orientation is likely to be universal, but the expression of the same psychological variables into overt political preferences and behavior may vary depending on the political culture in a society.

**G266**  
**IMPLICIT GENDER IN AMERICAN POLITICS**

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<sup>1</sup>*University of California at Merced*

We examine the implicit associations between gender and politically relevant objects - the Democratic and Republican parties. To assess implicit gender associations, we use the implicit association test (IAT). Drawing upon previous work, discussions in the lay media, and the observed "gender gap" in voting, we explore the extent to which "female" is associated with the Democrat Party while "male" is associated with the Republican Party. We hypothesize that female is associated with the Democrat Party, while male is associated with the Republican Party. Participants recruited via Amazon's Mechanical Turk completed the IAT and a survey. Overall, we found an implicit association between female with Democrat and male with Republican. However, this implicit association varies when looking at subgroups in the sample. This study provides the first look at the presence of associations in the minds of voters that correspond with observed or expected gender differences in real-world politics.

**G267**  
**HOW POWER TRANSFORMS POLITICAL ATTITUDES: POWER INCREASES CONSERVATIVES' SOCIAL LIBERALISM AND ECONOMIC CONSERVATISM**

Marlon Mooijman<sup>1</sup>, Jojanneke Van Der Toorn<sup>1</sup>, Robb Willer<sup>2</sup>

<sup>1</sup>*Leiden University*, <sup>2</sup>*Stanford University*

Social scientists have learned a great deal about how political attitudes and their subsequent decisions are affected by people's personalities. However, little research has investigated the role of power in shaping political attitudes. We demonstrate with World Value Survey Data (N = 33,000 that power increases social liberal attitudes (i.e., positive attitudes towards gay-marriage) but increases economic conservative attitudes (i.e., free-market beliefs), and we

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demonstrate that power does this to a greater extent for conservatives than for liberals. In doing so, we demonstrate that giving conservatives power affects their attitudes differentially depending on attitude-domain. Our results further imply that political attitudes are constrained by the position that people occupy in society, and that changing people's power-position changes their political attitudes and values accordingly.

**G268**

**TEMPORAL DISTANCE AND THE PERCEPTION OF POLITICAL PROPOSALS IN TERMS OF THEIR FAVORABILITY, FEASIBILITY AND DESIRABILITY**

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<sup>1</sup>Stockholm University, <sup>2</sup>Södertörn University, <sup>3</sup>University of Latvia

Fifty-one university college students were presented with 10 political proposals, recently advanced in Sweden. For each participant, each of the 10 proposals was described as being implemented in the near future and in a more distant future. The participants were asked to judge the proposals in terms of their favorability, desirability, and feasibility. In line with Construal Level Theory (CLT, Trope & Liberman, 2010), it was found that feasibility better predicted favorability of close future proposals (as compared to temporally distant proposals) whereas the opposite pattern was found for desirability. Also in line with CLT, correlational data suggested that participants to a larger extent as compared to the near future tailored their representations of the distant future such that feasibility co-varied positively with the desirability of a proposal, suggesting an optimism bias. Presumably, this was possible because feasibility is less concrete and more malleable for more distant events.

**G269**

**THE INFLUENCE OF POLITICAL SOPHISTICATION ON CONGRUENCY OF IDEOLOGY AND PARTY AFFILIATION**

Kathryn A. Herzog<sup>1</sup>, Kerry S. Kleyman<sup>1</sup>

<sup>1</sup>Metropolitan State University

The current study investigates the influence of Political Sophistication (PS) on an individual's ideology and affiliation. PS predicts people's ability to comprehend political information and navigate the political world in a congruent manner with their party. It was hypothesized that those higher in PS would be congruent in defining their political party and ranking of issues, specifically when identified with issue-specific parties (e.g. Libertarian, etc.). However, when participants are lower in PS, congruency will go down, regardless of party identification. Participants completed self-report measures of ideology, PS, issue rankings, and self-definition of their identified party. Content analysis was conducted, and several thematic areas emerged. Results supported higher congruency with higher PS. This suggests that people who are higher in PS perceive their party as a whole and are attached to it on many issues, while those lower engage in confirmation bias and perceive the party to represent salient specific issues.

**G270**

**THE COGNITIVE UNDERPINNINGS OF POLITICAL CONSERVATISM: A BASIC EXPLANATORY HEURISTIC PROMOTES CONSERVATIVE IDEOLOGY**

Larisa Hussak<sup>1</sup>, Andrei Cimpian<sup>1</sup>

<sup>1</sup>University of Illinois

Current theorizing suggests that conservative political beliefs are the expression of psychological motives (e.g., Jost et al., 2003). In contrast, here we identify a basic cognitive mechanism that operates independently of motives but that may nevertheless foster the emergence of conservative attitudes. Specifically, we propose that conservatism emerges in part due to routine reliance on an inherence heuristic—a process that biases people to explain observed regularities in terms of the inherent or constitutive

properties of their components (Cimpian & Salomon, 2014). Consistent with this proposal, participants' preference for inherent explanations of social disparities (e.g., this group has more money because they're smarter) predicted their endorsement of conservative ideologies (Study 1). Furthermore, when the tendency to rely on the inherence heuristic was experimentally lowered, endorsement of conservative views became weaker as well (Study 2). These results suggest that the roots of conservatism may lie partly in a basic explanatory heuristic.

**G271**

**ESSENTIALLY CONSERVATIVE**

Matthew Kleckner<sup>1</sup>, Charlotte Tate<sup>1</sup>

<sup>1</sup>San Francisco State University

Our initial research confirmed a positive relationship between degree of political conservatism in individuals and their essentialism. But is there a relationship between essentialism and real world voting behavior? We predicted that candidates from states whose electoral votes went to Mitt Romney (red states) would use essentialist language more than candidates from states whose electoral votes went to Barack Obama (blue states). Focusing on the senate races, we coded the language on senatorial candidates' websites for the elements of essentialism. As predicted, we found that red state candidates used significantly more essentialist language than blue state candidates,  $p < .01$ ,  $\eta^2 = .12$ . This effect was unlikely to be caused anti-Obama sentiment, because Democratic candidates in red states used just as much essentialist language as their Republican counterparts.

**G272**

**THE CAUSES AND CONSEQUENCES OF SOCIAL DOMINANCE ORIENTATION AMONG MINORITY GROUP MEMBERS**

Helena Radke<sup>1</sup>, Matthew Hornsey<sup>1</sup>, Michael Thai<sup>1</sup>, Fiona K. Barlow<sup>1</sup>

<sup>1</sup>University of Queensland

We investigate the causes and consequences of endorsing social hierarchies among disadvantaged group members. Across four studies participants completed a questionnaire measuring the extent to which they were surrounded by other minority group members (minority density), social dominance orientation (SDO), and several indices of intergroup relations. In Studies 1 and 2, Asian Australian and Black American participants in minority dense environments reported higher SDO, which in turn predicted intergroup anxiety, anti-Asian attitudes (Study 1), avoidance of sensitive race-based issues, skepticism about Barack Obama's birthplace and less willingness to engage in collective action (Study 2). For majority group (White) participants there was no association between minority density and SDO (Study 3). Study 4 explained this pattern: Black Americans in minority dense environments perceived their own group as more dominant, and through this, reported higher SDO. This research helps to explain why members of disadvantaged groups might come to support social hierarchies.

**G273**

**CAN POLITICAL COALITIONS OVERRIDE AUTOMATIC RACIAL ENCODING?**

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<sup>1</sup>California State University at Northridge

Some evolutionary perspectives consider automatic racial encoding to be a misfiring of a mechanism for tracking coalition membership. Separating race from coalition reduces automatic racial encoding. In a political context, it was hypothesized that the focus on the conflict between political parties in general elections would overshadow the influence of race in how people view and remember politicians, compared to primary elections, which lack inter-party conflict. Participants completed a Who-Said-What task, matching statements with the politicians who made them; the patterns of errors were examined to reveal automatic encoding. In Study 1 (primary election), Republicans but not Democrats automatically encoded



politicians' race,  $t^*(58) = -2.505, p = .015$ . In Study 2 (general election), Republicans no longer significantly encoded race,  $t^*(47) = -1.639, p = .108$ , but rather encoded party affiliation,  $t^*(47) = -3.261, p = .002$ . Given the increasing importance of non-White voters in winning elections, these different party patterns have important implications.

G274

### IS BIG BROTHER WATCHING?: THE EFFECT OF AMERICAN FLAG PRIMES ON TRUST DEPENDS ON BELIEFS ABOUT NATIONAL SURVEILLANCE

R. Thora Bjornsdottir<sup>1</sup>, Melissa J. Ferguson<sup>2</sup><sup>1</sup>University of Toronto, <sup>2</sup>Cornell University

Expanding upon previous work on national cue priming, two experiments tested the effect of the American flag on trust-related judgments. We predicted that priming effects would depend on beliefs about whether the U.S. is engaged in national surveillance. Participants were primed with an American flag or a control stimulus and asked how much they trusted social groups, and about their explicit beliefs about whether the U.S. engages in national surveillance. Both experiments revealed an interaction between prime condition and explicit surveillance beliefs, such that among those with a weak belief, the flag decreased trust, whereas among those with a strong belief, the flag increased trust. The results demonstrate that beliefs about the frequency of surveillance are orthogonal to the endorsement of surveillance, so that, ironically, people who believe that the U.S. engages in surveillance, regardless of whether they endorse that belief, become more trusting when subtly primed with American cues.

G275

### POLITICS AND SCIENCE: DIFFERENT PERSPECTIVES LEAD TO DIFFERENT JUDGMENTS

Matthew A. Sanders<sup>1</sup><sup>1</sup>University of Oklahoma

Typically, liberals support scientific consensus on issues (e.g. global warming), whereas conservatives do not. Two studies tested whether this difference was due to their subjective evaluation of scientific issues. In study 1, General Social Survey participants (N=990) were asked if the theory of human evolution and the big bang theory were true. When questions were framed as subjective agreement, liberals agreed with the issues, whereas conservatives disagreed. However, when the same questions were framed as objective issues, liberals and conservatives did not differ in their judgments. In study 2, Mturk participants (N=114) were explicitly primed to think about their subjective judgments or to think objectively about a broader range of scientific issues. Again, liberals and conservatives differed in their judgments when making subjective, but not objective judgments. The results suggest that differences in how liberals and conservatives make scientific judgments are due to their subjective evaluations, not their objective understanding.

G276

### KNOWING THY ENEMY: TRACKING SPONTANEOUS MIND PERCEPTION IN POLITICAL OUTGROUPS THROUGH LINGUISTIC WORD COUNT

Joanna L. Sterling<sup>1</sup>, Eric D. Knowles<sup>1</sup>, Tessa West<sup>1</sup><sup>1</sup>New York University

Ideological stereotypes are familiar prisms through which we view the political world. In the current research, we investigated whether perceived political group differences also influence political ingroups' theories of political outgroups' minds over and above general party stereotypes. Specifically, we focused on two aspects of mindedness: cognitive complexity and emotional sophistication. In a series of studies, we found that Democrats spontaneously used fewer words that attribute cognitive complexity to Republican targets than to Democratic or non-affiliated targets. Republicans showed a similar pattern, but only on the other dimension.

Republicans used fewer words that attribute emotional sophistication to Democratic targets than to Republican or non-affiliated targets. Both groups exhibited outgroup denigration on only one dimension of mindedness and in neither dimension did they exhibit ingroup favoritism. Implications for bipartisan cooperation are discussed.

G277

### IDEOLOGY AND COMPENSATION: WHEN PERSONAL CONTROL IS LOW, AMERICAN'S SHOW BIAS FOR MERITOCRACY

Chris Goode<sup>1</sup>, Lucas A. Keefer<sup>1</sup>, Ludwin E. Molina<sup>1</sup><sup>1</sup>University of Kansas

Compensatory control theory posits that threats to personal control motivate individuals to increase support for external systems of control (Kay et al., 2008). Kay and Eibach (2013) propose that a similar process can explain the endorsement of ideologies. In support of this view, recent work has shown that when personal control is threatened, American participants became more supportive of meritocracy (Goode, Keefer & Molina, in press). However, no research has specifically compared competing ideologies following a control threat. In Study 1 we tested if participants who were motivated to compensate for a loss of control would endorse meritocracy to a greater extent, egalitarianism to a lesser extent than participants not motivated by threat. In Study 2 we tested if following a loss of personal control, exposure to meritocracy would restore personal control while exposure to egalitarianism would not. Across 2 studies we found consistent evidence that American participants preferred meritocracy to egalitarianism as a source of compensation when their personal control was threatened.

G278

### PERSONALITY AND THE EVOLUTION OF POLITICAL PREFERENCES ACROSS POLITICAL CAMPAIGNS

Pierce D. Ekstrom<sup>1</sup>, Christopher M. Federico<sup>1</sup><sup>1</sup>University of Minnesota

Using panel data from the 2008 election, we investigated the relationship between "Big Five" traits and changes in political preferences (i.e., basic political predispositions and candidate evaluations) over the course of the campaign. We found (1) that conscientiousness and openness to experience predicted changes in outcomes over time, such that individuals higher in conscientiousness and lower in openness tended to become more conservative, identify as more Republican, and evaluate John McCain more favorably relative to Barack Obama; and (2) that the predictive power of both traits increased as the campaign progressed. These effects were more pronounced for comparative candidate evaluations specific to a particular campaign than for basic political predispositions (i.e. ideology and partisan identity). Moreover, the effects were strongest among individuals who were more politically engaged and thus attuned to campaign signals. Our findings suggest that political preferences evolve interactively as a function of personality and major political events.

G279

### DO AMERICAN STATES WITH MORE RELIGIOUS OR CONSERVATIVE POPULATIONS SEARCH MORE FOR SEXUAL CONTENT ON GOOGLE?

Cara C. MacInnis<sup>1</sup>, Gordon Hodson<sup>2</sup><sup>1</sup>University of Toronto, <sup>2</sup>Brock University

In America, religiosity and conservatism are generally associated with opposition to non-traditional sexual behavior, but prominent political scandals and recent research suggest a paradoxical private attraction to sexual content on the political and religious right. We examined associations between state-level religiosity/conservatism and anonymized interest in searching for sexual content online

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using Google Trends (which calculates within-state search volumes for search terms). Across two separate years, and controlling for demographic variables, we observed moderate-to-large positive associations between: (1) greater proportions of state-level religiosity and general web searching for sexual content and (2) greater proportions of state-level conservatism and image-specific searching for sex. These findings were interpreted in terms of the paradoxical hypothesis that a greater preponderance of right-leaning ideologies is associated with greater preoccupation with sexual content in private internet activity. Alternative explanations are discussed, as are limitations to inference posed by aggregate data more generally.

**G280****TRACING THE SOCIO-POLITICAL THREADS: MORAL FOUNDATIONS, STEREOTYPE CONTENT MODEL, & POLICY POSITIONS**Jarryd T. Willis<sup>1</sup>, Melissa K. Daniels<sup>1</sup><sup>1</sup>UT-Arlington

In two studies, we investigated the relationship between moral foundations, group attitudes, and policy preferences. Participants completed competence-warmth ratings of social groups from Stereotype Content Model (SCM) research (Study 1), surveys of policy positions (Study 2), and the moral foundations questionnaire (both studies). Study 1 (N = 190) examined if the differences in Democrats' and Republicans' moral foundations predict partisan differences in competence-warmth ratings of SCM groups. The data revealed that endorsement of the sanctity foundation predicted Republicans' ratings ( $\beta_s \geq .39$ ) whereas fairness predicted Democrats' group ratings ( $\beta_s \geq .38$ ). Study 2 (N = 105) examined how Democrats' and Republicans' moral foundations predict positions on culture war issues, particularly those related to SCM groups. On the issues of Immigration, marriage equality, spending on minority programs, and women in the workplace, the moral foundations that previously predicted competence-warmth also predicted policy approval/disapproval. Taken together, the moral intuitions underlying policy preferences also shape perceptions of the social groups tethered to those policies (eg, undocumented immigrant competence-warmth & Immigration Reform).

**G281****TOO FAT TO LEAD? OBESE POLITICIANS ARE SEEN AS LESS EFFECTIVE LEADERS**Alexander K. Saeri<sup>1</sup>, Helena Radke<sup>1</sup>, Andi Alperin<sup>1</sup><sup>1</sup>The University of Queensland

Obese people experience prejudice as a result of anti-fat attitudes in many contexts. Media reports and commentary have suggested that obese political candidates may be less likely to succeed due to their weight. In two studies, we investigated voters' perceptions of obese politicians. In Study 1 (N = 101), we found that an obese (vs. non-obese) US presidential political candidate was perceived by voters as less healthy and tenacious and having less stamina and self-control. Participants were also less likely to vote for obese presidential candidates and rated such candidates as less effective leaders. The effect of obesity on voting intentions and leadership effectiveness was mediated by perceptions of the candidate's tenacity and self-control. Study 2 (N = 204) replicated Study 1 results and further revealed that the effects could not be explained by general anti-fat attitudes or a disgust reaction towards the obese candidate.

**G282****VARIETY IS THE SPICE OF TOLERANCE: HOW VARIETY IN SOCIAL MEDIA EXPOSURE INCREASES CONSERVATIVES' POSITIVE ATTITUDES AND SUPPORT OF MARRIAGE EQUALITY**Francesca Kazerooni<sup>1</sup>, Ariana N. Bell<sup>2</sup>, Stacey Greene<sup>2</sup>, Serena Does<sup>2</sup>, Phillip A. Goff<sup>2</sup><sup>1</sup>Cornell University, <sup>2</sup>University of California at Los Angeles

In recent years, Americans' use of social media has increased exponentially. Research on how exposure to social media impacts people's attitudes is thus more relevant than ever. Using a large online sample, we set out to examine if and how exposure to a variety of social media platforms shapes people's attitudes toward a contentious policy issue: marriage equality. Drawing from cultivation theory (Calzo & Ward, 2009), we hypothesized that exposure to greater variety of social media platforms may have a mainstreaming effect on people's attitudes. Controlling for age, gender, religiosity, and political conservatism, we found that increased Facebook and Youtube use predicts more favorable attitudes towards marriage equality. Additionally, we found that for conservatives, but not liberals, increased variety of exposure predicts greater support for marriage equality. Results suggest that greater exposure to a variety of social media platforms can depolarize conservatives' attitudes towards political policies.

**Prosocial Behavior****G284****MORE POWERFUL, LESS FORGIVING: THE BOUNDARY AND THE MECHANISM OF THIS EFFECT**Xue Wang<sup>1</sup>, Shenghua Jin<sup>2</sup>, Zhansheng Chen<sup>1</sup><sup>1</sup>The University of Hong Kong, <sup>2</sup>Beijing Normal University

Because power promotes goal-directed behaviors, we proposed that, in the high-commitment condition, motivated by maintaining-relationship goal, higher powerful individuals were more likely to forgive the offender (H1); While in the low-commitment condition, higher powerful individuals were less likely to forgive (H1), which was mediated by psychological entitlement (H2). To testify H1, study 1 and 2 measured power, manipulated relationship commitment and measured forgiveness in imagined scenarios, confirming the H1. To verify H2, study3 and 4 firstly established the positive relationship between power and psychological entitlement. Then, study 5 replicated study 1 and 2, and meanwhile measured psychological entitlement. Study 6 focused on the low-commitment condition, priming power, measuring forgiveness in actual offense, and measuring psychological entitlement with a new method. We confirmed that psychological entitlement mediated the influence of power on forgiveness only in the low-commitment condition.

**G285****GIVING IT MY WAY: THE EFFECT OF CONSTRUAL LEVEL ON RESTRICTED VS. UNRESTRICTED CHARITABLE GIVING**Haesung Jung<sup>1</sup>, Marlene D. Henderson<sup>1</sup><sup>1</sup>University of Texas at Austin

We investigate the role of construal level in inducing different preferences for restricted vs. unrestricted contributions. Construal level refers to individuals' mental representations of an event or object which high level construal extracts the essence or gist of given information while low level construal extracts more concrete, feasible and pragmatic features. 239 participants completed 2 tasks. The first task was construal manipulation and the second task was an opportunity to participate in raising fund for charitable purposes by viewing boring videos. Participants were informed for every video watched, \$1 would be donated to UNICEF. Half of the participants were told they would be able to choose where the raised funds would be directed (restricted). The other half was told the fund would be directed to "where it's most needed" (unrestricted). Results indicate those in high level construal watched

more videos when offered with restricted option while those in low level construal watched more when given unrestricted option.

**G286**

**LOOKING DURING OFFENSIVE SPEECH: INFLUENCES OF CULTURE BUT NOT SOCIAL PRESENCE ON SOCIAL REFERENCING**

Kaitlin Laidlaw<sup>1</sup>, Nicola C. Anderson<sup>2</sup>, Daniel C. Richardson<sup>3</sup>, Alan Kingstone<sup>1</sup>

<sup>1</sup>University of British Columbia, <sup>2</sup>VU University Amsterdam, <sup>3</sup>University College London

To investigate visual behavior during social referencing, participants watched a video of four panelists discussing university admission policies (Crosby et al., 2008). In the video, one panelist made a potentially offensive remark about minorities that another visible minority panelist could or could not hear. All participants were eye tracked, though to assess the influence of desirable responding due to the knowledge that their behavior was being monitored, half were led to believe that the eye tracker was not working. While Caucasian participants looked significantly more when the minority panelist could hear the discussion, Asian participants did not, suggesting a cultural influence on visual social referencing behavior. For all participants, looking behavior to the minority panelist who could not hear the discussion was low, indicating that fixations reflect an information-seeking behavior.

**G287**

**SECRET LOOKS AT RUNWAY MODELS: HOW IMPLIED SOCIAL PRESENCE KEEPS PEOPLE IN FASHION**

Eleni Nasiopoulos<sup>1</sup>, Sumeet Mutti<sup>1</sup>, Alan Kingstone<sup>1</sup>

<sup>1</sup>University of British Columbia

People behave in a more socially appropriate manner when they know they are being watched. We investigated how implied social presence affects looking behavior, a standard measure of attention allocation. We monitored the eyes of participants - with or without their awareness - while they viewed different images of runway models. If people knew that their eyes were being watched then they tended to look at the model's face and not the body (e.g., chest). This pattern reversed when eye movements were recorded secretly. Thus, when people are aware that their eyes are being tracked they make eye movements that are consistent with prosocial impression management by looking more at a model's face than body. The implication is that people are profoundly sensitive to others, so much so that an eye tracker alone can serve as an implied social presence, impacting social attention and behaviour in an extreme manner.

**G288**

**HELPING OUT OF ANGER: MORAL OUTRAGE DRIVES COMPENSATION WHEN LOSSES ARE DUE TO SOCIAL NORM VIOLATIONS**

Erik W. Thulin<sup>1</sup>, Cristina Bicchieri<sup>1</sup>

<sup>1</sup>University of Pennsylvania

Empathy is often thought of as the motivation for helping behavior. On the other hand, anger is often seen as an anti-social motivator. Across three studies we show that moral outrage can drive people to help victims when their loss is due to the violation of a social norm, whereas empathic concern drives compensation when their loss is due to their own poor choice. Study one demonstrates that at the trait level, anger motivates people to compensate when losses are due to norm violations, whereas empathy drives people to compensate in other contexts. Study 2 and study 3 directly manipulate empathic concern and moral outrage respectively. These studies demonstrate that increased empathic concern drives compensation in non-norm violation cases, whereas only moral outrage drives compensation in the case of a norm violation.

**G289**

**TESTING THE LIMITS OF GRATITUDE: THE INFLUENCE OF RECIPROCITY NORMS ON RESPONSES TO HELPING BEHAVIOR**

Namrata Goyal<sup>1</sup>, Marian Adams<sup>1</sup>, Matthew Wice<sup>1</sup>, Stephen Sullivan<sup>1</sup>, Joan G. Miller<sup>1</sup>

<sup>1</sup>The New School for Social Research

Research on gratitude suggests receiving help promotes prosocial behavior towards the benefactor. However, little attention has been paid to the role of exchange in underlying this effect. We conducted a 3-part investigation to examine the motivation behind prosocial behavior after receiving help. Using a lab-based experiment, Study 1 (N=58) demonstrated that people who had the opportunity to repay help received from a confederate were less likely to engage in helping behavior towards the confederate than those who had not repaid. We replicated this finding in Study 2 (N=90) using vignette short stories and in Study 3 (N = 60) using a Cyberball videogame paradigm. Our results indicate that receiving help increases the likelihood of repayment initially, but does not extend to future needs after the debt has been repaid. This implies that prosocial behavior towards a benefactor is motivated by concerns with reciprocity and not solely by feelings of gratitude.

**G290**

**COLLECTIVE EFFICACY INCREASES PRO-ENVIRONMENTAL INTENTIONS WHEN SOCIAL IDENTITY IS SALIENT**

Philipp Jugert<sup>1</sup>, Katharine H. Greenaway<sup>2</sup>, Markus Barth<sup>1</sup>, Ronja Büchner<sup>1</sup>, Sarah Eisentraut<sup>1</sup>, Immo Fritsche<sup>1</sup>

<sup>1</sup>University of Leipzig, <sup>2</sup>University of Queensland

Prior work demonstrates that enhancing perceptions of collective efficacy encourages collective action. We suggest, however, that notions of collective efficacy that do not highlight one's connections to meaningful social groups may fail to promote action to reduce carbon emissions. Two experiments conducted in Germany and Australia demonstrated that collective efficacy manipulations can increase pro-environmental intentions by increasing perceptions of efficacy. Yet, consistent with a social identity perspective on individual pro-environmental behaviors, collective efficacy exerted its positive effects only when people construed themselves as part of a meaningful social group. Moreover, manipulated collective efficacy influenced perceptions of both collective and self-efficacy, but again only when social identity was salient. Appeals highlighting collective efficacy to combat climate change need to emphasize membership in meaningful social groups that can support such collective endeavors.

**G291**

**THE DOWNSIDE OF TAKING RESPONSIBILITY: INGROUP RESPONSIBILITY FOR CLIMATE CHANGE CAN UNDERMINE FUTURE ACTION**

Rachel I. McDonald<sup>1</sup>

<sup>1</sup>University of Kansas

Feelings of responsibility for contributing to climate change may be a necessary precursor to taking action to reduce carbon emissions. However, these feelings may threaten a positive image of one's ingroup, inadvertently conveying descriptive norms of inaction. In two studies we presented information to Australians about climate change, either implying Australia is highly responsible for climate change (highlighting high per capita emissions), or that Australia is not responsible (highlighting low total emissions) in an intergroup comparison context. Responsibility for climate change was associated with reduced intentions to engage in ameliorative acts for those with less positive attitudes to climate change (Study 1), and reduced willingness to endorse tax policies that help to reduce carbon emissions (Study 2). Study 3 also demonstrated this effect in the context of a social dilemma paradigm where players from one's ingroup (versus outgroup members) were responsible for depleting the common resource pool.

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G292

**UNDERSTANDING THE ROLE OF PERSONAL AND COLLECTIVE GUILT IN CARBON FEEDBACK INTERVENTIONS**Mark A. Ferguson<sup>1</sup>, Nyla R. Branscombe<sup>2</sup>, Jeremy R. Becker<sup>3</sup><sup>1</sup>University of Wisconsin-Stevens Point, <sup>2</sup>University of Kansas, <sup>3</sup>Western Washington University

One popular intervention for motivating people to reduce carbon emissions associated with climate change is to provide feedback about their personal and group-based carbon emissions. The rationale behind this intervention is that learning one emits more than ingroup members will elicit personal guilt, motivating reductions in carbon emissions. We propose an alternative hypothesis—learning one emits less than ingroup members will elicit collective guilt, motivating reductions in personal carbon emissions. In two studies, participants received false feedback about their personal carbon emissions (high, low), and the emissions of the average student at their university (high, low), and were asked about intentions to engage in sustainable behaviors. Our prediction was supported in both studies; participants who learned that ingroup members emitted more than they did reported more collective guilt, and this increase in collective guilt mediated the relationship between carbon feedback and willingness to perform sustainable behavior.

G293

**CLIMATE CHANGE AS A SECURITY RISK: AUTOMATIC THREAT EFFECTS ON ETHNOCENTRIC DEFENSE AND INTERGROUP CONFLICT**Immo Fritzsche<sup>1</sup>, Christopher Cohrs<sup>2</sup>, Thomas Kessler<sup>3</sup><sup>1</sup>University of Leipzig, <sup>2</sup>Jacobs University, <sup>3</sup>University of Jena

Much research on climate change has focused on individuals' responsive (or non-responsive) pro-environmental intentions. One unexplored consequence, however, is intergroup conflict. That is, climate change presents an actual conflict with other groups due to changing socio-structural conditions (e.g., resource scarcity, migration). Moreover, the threat of climate change may also foster conflict via automatic activation of intergroup biases in response to such threat. Four experiments support this hypothesis, demonstrating that reminders of national climate change threat (vs. neutral geographic facts) increased general authoritarian attitudes and decreased liking of status-quo threatening societal groups (Studies 1-4). Participants who were highly identified with their country also increased their approval of status-quo supporting groups as a response to climate change threat (Study 3). This suggests a catalyzing effect of motivated social cognition on realistic climate induced conflicts. These findings demonstrate how highlighting the problem of climate change may have unintended consequences for intergroup conflict.

G294

**EFFECTS OF BLAME AND THE VICTIM LABEL ON EMOTIONAL AND COGNITIVE REACTIONS TO VICTIMS**J. Dean Elmore<sup>1</sup>, James C. Hamilton<sup>1</sup>, Jerome A. Lewis<sup>1</sup><sup>1</sup>University of Alabama

Research on victims of misfortune has focused on how various victim characteristics influence observer's reactions to victims. However, no studies have considered the degree to which activating observers' victim schemata impacts emotional and cognitive reactions to victims. In this study, we sought to examine this effect by having participants read a story in which an individual labeled either "the victim" or "your acquaintance" experienced a misfortune for which they were or were not responsible. We expected blameless targets would evoke stronger empathic emotions and more favorable reactions than blameworthy victims, and that the victim label would exaggerate this effect. As expected, the victim label led to greater emotional connectedness with target individuals. Against expectations, whereas blame operated as expected when individuals were labeled "acquaintance", participants did not differentiate

based on blame when individuals were labeled "victim", suggesting that the label is deleterious for blameless, but protective for blameworthy, individuals.

G295

**BRYANT'S PERCEPTIONS OF DOMESTIC VIOLENCE**Aubrey R. Waz<sup>1</sup><sup>1</sup>Bryant University

This paper seeks to understand the perceptions that the students of the Bryant University population have in regards to domestic violence. A series of readings and subsequent surveys were issued to members of the student body (n=30) to learn whether or not students could identify situations in which abuse was present. It was hypothesized that Bryant University students, like many other populations will not be able to identify, or differentiate, between instances of physical abuse, sexual abuse, emotional abuse, and a healthy relationship. This experiment revealed that Bryant students can differentiate between an unhealthy and a healthy relationship, and that in certain situations they can tease apart physical, emotional, and sexual abuse.

G296

**AWE AND MORALITY: DOES THE EXPERIENCE OF SELF-DIMINISHMENT MAKE PEOPLE SELFLESS?**Masha Ksendzova<sup>1</sup>, Ryan T. Howell<sup>1</sup><sup>1</sup>San Francisco State University

When experiencing awe, people feel like a part of something greater than themselves; however, it is unclear if feeling awe leads to people being more selfless (i.e., prosocial). Therefore, we examined relationships between dispositional awe and indicators of prosociality on the research website BeyondThePurchase.Org. Dispositional awe positively predicted: (a) the percentage of income people allocate toward charity ( $r = .39, p < .05; N = 47$ ), as well as the extent to which people (b) value benevolence ( $r = .16, p < .05; N = 266$ ) and (c) perceive well-being as contribution to others ( $r = .31, p < .001; N = 320$ ). Further, trait awe negatively predicted people's (d) value of power ( $r = -.15, p < .05; N = 265$ ). These results suggest that the self-diminishing experience of awe appears to increase concern for others, and future research should explore the effects of awe induction.

G297

**SPENDING MONEY ON OTHERS IMPROVES CARDIOVASCULAR HEALTH**Ashley Whillans<sup>1</sup>, Elizabeth W. Dunn<sup>1</sup>, Gillian M. Sandstrom<sup>1</sup>, Sally Dickerson<sup>2</sup>, Ken M. Madden<sup>1</sup><sup>1</sup>University of British Columbia, <sup>2</sup>University of California at Irvine

Correlational research suggests that individuals who provide help to others exhibit reduced mortality and better overall health. Given the challenge of assigning people to engage in generous behavior, there is virtually no experimental research in this area. Since money represents a valuable resource that people can give to others, this study examined the cardiovascular benefits of spending money on others (prosocial spending) in a sample of 73 community-dwelling older adults with high blood pressure. Participants were assigned to spend a payment of \$40 on themselves or on others for three weeks in a six-week study. After spending money on others, participants demonstrated significantly lower systolic and diastolic blood pressure compared to participants assigned to spend money on themselves. These findings suggest that spending money on others shapes the cardiovascular health of at-risk older adults, thereby providing one pathway by which prosocial spending "gets under the skin" to affect physical health.

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**LINKING NATURAL DISASTERS TO ANTHROPOGENIC CLIMATE CHANGE POLARIZES DONATION DECISIONS**Daniel A. Chapman<sup>1</sup>, Brian Lickel<sup>1</sup><sup>1</sup>*University of Massachusetts at Amherst*

This research examined how attributing natural disasters to anthropogenic climate change impacts intentions to donate to victims. Because climate change's connection to human activity is increasingly politically polarizing (Guber, 2013), we predicted that linking the cause of a disaster to climate change would increase perceptions of the disaster as human-caused but would polarize donation intentions along ideological lines. Participants (n= 211) read an article either describing a famine caused by drought (control condition) or drought linked to climate change (climate change condition). Participants in the climate change condition were more likely to attribute the disaster to human causes ( $t(209) = -5.474, p < .001$ ). As hypothesized, however, political ideology interacted with condition, such that ideology predicted perceptions of victim need ( $b = -.2784, p = .0230 [-.5180, -.0389]$ ) and donation intentions ( $b = -.2547, p = .0579 [-.5179, .0086]$ ) only in the climate change condition (liberals higher in perceived need and donations than conservatives).

G299

**IT PAYS TO PRAY: RELIGIOUS RITUAL ELICITS COOPERATION BY OTHERS**Hammad Sheikh<sup>1</sup>, Jeremy Ginges<sup>1</sup><sup>1</sup>*New School for Social Research*

Every large society relies on cooperation between non-kin: people are expected to trust total strangers. Recently, religion has been proposed as a mechanism promoting cooperation, because religious people tend to be more prosocial (e.g., charitable giving and volunteering). To elicit cooperation, however, others have to consider religious ritual as a sign of trustworthiness. In three experimental studies, US adults were presented a scenario, in which a number of targets were stranded on an island, scavenging for food for the group. Participants rated a target who performed religious rituals as more trustworthy and likable than a target who did not, and as comparably trustworthy and likable as a target who took substantial risks to find food for the group. Two follow up studies show that these effects extend to religious rituals of another group (Jewish) suggesting that the effects are not due to a common group membership.

G300

**COMPASSION IS (PARTIALLY) SELFLESS: DIFFERENTIAL ACTIVATION OF COMPONENT SELF CONCEPTS FOLLOWING COMPASSION AND THREAT**Shane S. DeLury<sup>1</sup>, Michael J. Poulin<sup>1</sup><sup>1</sup>*State University of New York at Buffalo*

Compassion has been proposed to involve a reduction in self-awareness (Leary & Guadagno, 2011). Following preliminary findings that compassion can counteract self-activation elicited by a self-esteem threat, we conducted a study (N = 162) to examine component self concepts that may be differentially impacted by compassion and threat. We hypothesized that, due to the anxiety-reducing properties of the caregiving behavioral system (Poulin & Holman, 2013), compassion would selectively reduce a threatened component self. Following a compassion induction and a self-esteem threat manipulation, a lexical decision task measured self-activation. Results indicated the threat-relevant public self concept, but not an alternative threat-irrelevant self concept, was less accessible for compassion participants relative to non-compassion controls. This interaction between compassion and self concept was only observed in the wake of a self-esteem threat. Results supported our hypothesis that reduced self-activation would be unique to those components of the self relevant to salient self-focused anxieties.

G301

**WHEN DOES COMPASSION COLLAPSE? PERSPECTIVE TAKING FACILITATES COMPASSION FOR GROUPS**Lauren M. Ministero<sup>1</sup>, Michael J. Poulin<sup>1</sup><sup>1</sup>*The State University of New York at Buffalo*

People anticipate high costs when facing a group in need and down-regulate their emotional responses if they have the necessary self-regulatory capacity (Cameron & Payne, 2011). However, past research indicates that perspective taking decreases cost-related concerns (Batson, 2011). The present study (N = 236) tested whether perspective taking enables compassion irrespective of the number of needy targets and participants' emotion-regulation abilities. Among participants high in regulatory ability who did not engage in perspective taking, those who viewed eight victims reported less compassion than those who viewed one. However, among participants engaged in perspective taking, we did not find this same effect. Similar levels of compassion were reported by those who viewed one versus eight victims, regardless of regulatory ability, indicating that taking a perspective that limits concerns with cost enables people to feel equal amounts of compassion for groups and individuals.

G302

**HUMAN FAIRNESS IS POLARIZED BY COSTS**Sai Li<sup>1</sup>, Aleksandr Kogan<sup>1</sup><sup>1</sup>*University of Cambridge*

Numerous theoretical traditions postulate that human fairness is dependent on cost/benefit ratio, yet the nature of the effects of costs/benefits ratio is less clear. One theoretical tradition holds that as costs increase relative to benefits, people should be less likely to act prosocially; in contrast, an emerging alternative perspective, however, holds that humans are centrally motivated by fairness and thus should act more prosocially as costs increase relative to benefits. Here, using the dictator game, we tested these competing perspectives. We found that (a) people most commonly choose to divide money fairly when cost/benefit ratios are equal or less than 1, (b) when cost/benefit ratio is greater than 1, many people still choose to act fairly, but an increasing number choose to act completely selfishly, giving nothing at all, (c) faster decision times are related to greater fairness when fairness is simple, but less fairness when fairness is complicated.

G303

**THE IMPACT OF MORALITY ON FAIR PROCESS EFFECT**Toshiaki Aoki<sup>1</sup>, Yoichiro Hayashi<sup>2</sup>, Ken-ichi Ohbuchi<sup>1</sup><sup>1</sup>*Tohoku University*, <sup>2</sup>*Keio University*

This study aims to verify the impact of moral awareness on fair process effect that can induce approval attitude. We conducted an experiment with 458 undergraduates, which has a 3(organizational benefits: +/-/0) x 3(self-interest: +/-/0) x 2(procedural fairness: +/-/0) design. We asked participants in the experiment to read a description of a scenario, whereby their company is displacing company employees as part of restructuring (the participant is not a candidate for displacement). After reading the description, which manipulates the three experimental factors, the participants were asked to complete a questionnaire. A few weeks later, the participants were asked to complete a questionnaire to gauge their morality. A multiple regression analysis reveals that the fair process effect could occur more in those who have greater morality than people with less morality. Furthermore, structural equation modeling suggests that the fair process effect could arise through enhancement of cognition about self-interests.

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**DORSOLATERAL PREFRONTAL CORTEX IS NECESSARY FOR THE PROMOTION OF HONESTY OVER SELF-INTEREST****Adrianna C. Jenkins<sup>1</sup>, Lusha Zhu<sup>2</sup>, Eric Set<sup>3</sup>, Donatella Scabini<sup>1</sup>, Robert Knight<sup>1</sup>, Pearl Chu<sup>2</sup>, Brooks King-Cassas<sup>2</sup>, Ming Hsu<sup>1</sup>****<sup>1</sup>University of California at Berkeley, <sup>2</sup>Virginia Tech Carilion Research Institute, <sup>3</sup>University of Illinois at Urbana-Champaign**

Honesty and other social norms help to sustain human cooperation by diminishing self-interested behavior. However, despite progress in understanding other social norms, the mechanisms through which honesty affects behavior remain debated. In particular, the dorsolateral (DLPFC) and orbitofrontal (OFC) cortices have been associated with both honesty and dishonesty, leaving their causal involvement ambiguous. We sought to resolve this ambiguity by comparing patients with focal lesions to DLPFC (n=6) or OFC (n=7) to healthy participants (n=27) in a pair of dictator games modified to isolate the effect of honesty motives on self-interested behavior. When selfish outcomes could be implemented directly, behavior was indistinguishable across cohorts. Critically, when the same selfish outcomes required dishonesty, OFC and healthy cohorts were significantly less selfish, whereas DLPFC behavior did not shift (interaction:  $p < .001$ ). Results demonstrate diminished sensitivity to honesty motives among DLPFC patients and suggest a causal role for DLPFC in promoting honesty over self-interest.

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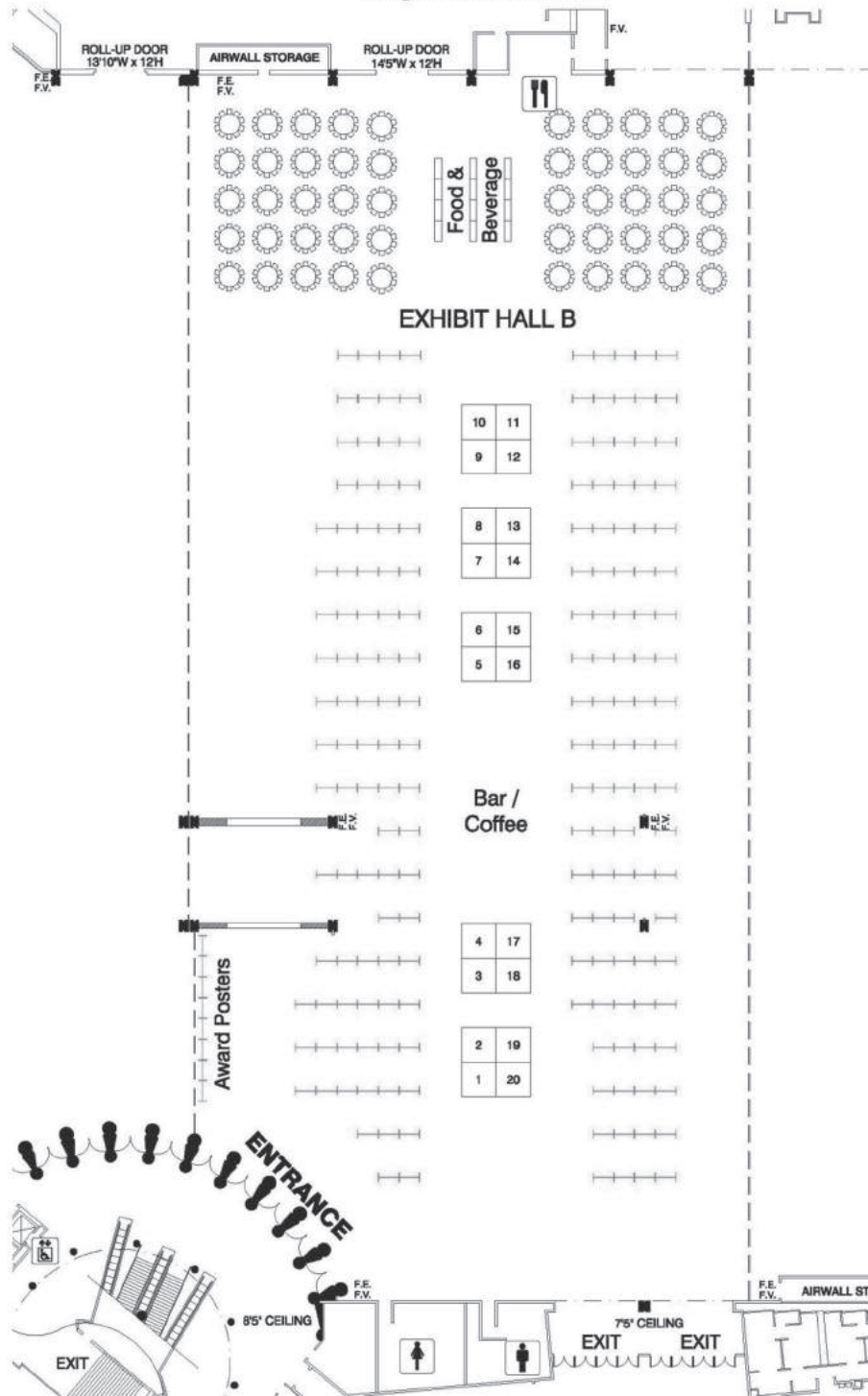
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## Lifespan Development

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## Mental Health/Well-Being

B149 - B182, Friday, February 27, 8:00 am - 9:30 am  
D204 - D238, Friday, February 27, 6:15 pm - 7:45 pm

## Meta-Analysis

C238 - C243, Friday, February 27, 12:30 pm - 2:00 pm

## Methods/Statistics

C244 - C257, Friday, February 27, 12:30 pm - 2:00 pm

## Morality

E223 - E257, Saturday, February 28, 8:00 am - 9:30 am  
F124 - F155, Saturday, February 28, 12:30 pm - 2:00 pm

## Motivation/Goals

A148 - A201, Thursday, February 26, 7:00 pm - 8:30 pm  
F156 - F210, Saturday, February 28, 12:30 pm - 2:00 pm

## Nonverbal Behavior

G149 - G171, Saturday, February 28, 6:15 pm - 7:45 pm

## Norms and Social Influence

E258 - E279, Saturday, February 28, 8:00 am - 9:30 am

## Organizational Behavior

F211 - F233, Saturday, February 28, 12:30 pm - 2:00 pm

## Other

G172 - G185, Saturday, February 28, 6:15 pm - 7:45 pm

**Person Perception/Impression Formation**

A202 - A225, Thursday, February 26, 7:00 pm - 8:30 pm  
D239 - D272, Friday, February 27, 6:15 pm - 7:45 pm  
G186 - G226, Saturday, February 28, 6:15 pm - 7:45 pm

**Personality Development**

C258 - C266, Friday, February 27, 12:30 pm - 2:00 pm

**Personality Processes/Traits**

A226 - A262, Thursday, February 26, 7:00 pm - 8:30 pm  
B183 - B211, Friday, February 27, 8:00 am - 9:30 am  
C267 - C296, Friday, February 27, 12:30 pm - 2:00 pm

**Physical Health**

G227 - G255, Saturday, February 28, 6:15 pm - 7:45 pm

**Politics**

G256 - G282, Saturday, February 28, 6:15 pm - 7:45 pm

**Prosocial Behavior**

F234 - F259, Saturday, February 28, 12:30 pm - 2:00 pm  
G284 - G304, Saturday, February 28, 6:15 pm - 7:45 pm

**Psychophysiology/Genetics**

A263 - A273, Thursday, February 26, 7:00 pm - 8:30 pm

**Religion/Spirituality**

B212 - B231, Friday, February 27, 8:00 am - 9:30 am  
C297 - C310, Friday, February 27, 12:30 pm - 2:00 pm

**Self/Identity**

A274 - A298, Thursday, February 26, 7:00 pm - 8:30 pm  
B232 - B253, Friday, February 27, 8:00 am - 9:30 am  
D273 - D297, Friday, February 27, 6:15 pm - 7:45 pm  
E280 - E304, Saturday, February 28, 8:00 am - 9:30 am

**Self-Esteem**

E305 - E322, Saturday, February 28, 8:00 am - 9:30 am

**Self-Regulation**

A299 - A323, Thursday, February 26, 7:00 pm - 8:30 pm  
F260 - F292, Saturday, February 28, 12:30 pm - 2:00 pm

**Social Development**

A324 - A328, Thursday, February 26, 7:00 pm - 8:30 pm

**Social Justice**

B254 - B267, Friday, February 27, 8:00 am - 9:30 am

**Social Neuroscience**

D298 - D325, Friday, February 27, 6:15 pm - 7:45 pm

**Special Session**

A329, Thursday, February 26, 7:00 pm - 8:30 pm

**Stereotyping/Prejudice**

A330 - A355, Thursday, February 26, 7:00 pm - 8:30 pm  
B268 - B322, Friday, February 27, 8:00 am - 9:30 am  
C311 - C332, Friday, February 27, 12:30 pm - 2:00 pm  
F293 - F342, Saturday, February 28, 12:30 pm - 2:00 pm

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