February 13-15, 2014 • The Austin Convention Center

Austin TEXAS

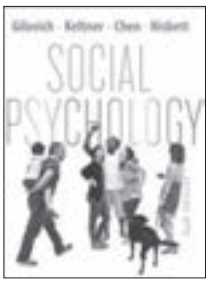
Fifteenth Annual Meeting

PROGRAM

The Society for Personality and Social Psychology

NEW *from* NORTON

INDEPENDENT AND EMPLOYEE-OWNED



Social Psychology

Third Edition

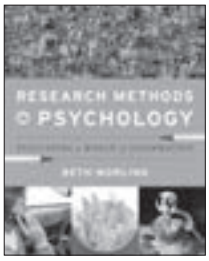
THOMAS GILOVICH
DACHER KELTNER
RICHARD NISBETT
SERENA CHEN

New co-author Serena Chen and a free interactive ebook introduce students to the field of social psychology *today*.

Psychology in Your Life

SARAH GRISON
TODD F. HEATHERTON
MICHAEL S. GAZZANIGA

An integrated teaching and learning program for introductory psychology featuring I Teach, I Learn, I Improve™.



Research Methods in Psychology

EVALUATING A WORLD OF INFORMATION

BETH MORLING

Helps your students develop the skills they need to critically evaluate their world.

Developmental Psychology

FRANK KEIL

Shows students how to think like psychologists about child development.

Cognitive Neuroscience

Fourth Edition

MICHAEL S. GAZZANIGA
RICHARD B. IVRY
GEORGE R. MANGUN

The most authoritative text is now the most accessible.

The Personality Puzzle

Sixth Edition

DAVID C. FUNDER

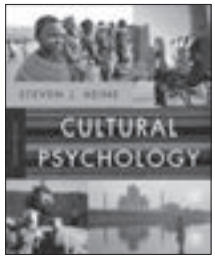
Explores the past, present, and future of the discipline to show students why personality psychology matters.

Psychological Science

Fourth Edition

MICHAEL S. GAZZANIGA
TODD F. HEATHERTON
DIANE F. HALPERN

The perfect union of the science of psychology and the science of learning.



Cultural Psychology

Second Edition

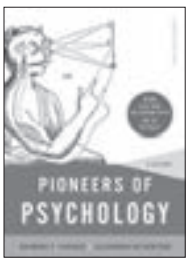
STEVEN J. HEINE

The best-selling text for cultural psychology courses around the world.

Intimate Relationships

THOMAS BRADBURY
BENJAMIN KARNEY

A clear, balanced, and contemporary look at how relationships work, from leading researchers in the field.



Pioneers of Psychology

Fourth Edition

RAYMOND E. FANCHER
ALEXANDRA RUTHERFORD

Brings the history of psychology to life.

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Are you Tweeting about SPSP 2014?

To Tweet use #SPSP2014

Be sure to follow SPSP 2014 on facebook and twitter.

Welcome to SPSP 2014

The Fifteenth Annual Meeting of the Society for Personality and Social Psychology will be held February 13-15, 2014 in Austin, Texas.

SPSP is heading back to Austin for another science-packed meeting surrounded by live music, food, and fun. Conference activities will be located in the Austin Convention Center. The conference hotels, a wide array of restaurants, and live music venues are just a short walk from the convention center.

Wake up, grab a breakfast taco, and take in amazing presentations. When you have had your fill of science, take a stroll to one of the many food trucks, or try one of the innovative restaurants in the area. If shopping is your thing make your way to the boutiques and independent shops in the Second Congress district. There is something for everyone nearby.

A full day of pre-conferences is scheduled for Thursday, February 13th, and the SPSP meeting will officially open on Thursday evening with the Presidential Symposium, followed by a Welcome Reception. On Friday evening there will be an Award Session, in which the winners of the Campbell Award, the Block Award, and the SPSP Distinguished Scholar Award will deliver their award addresses. Like last year, throughout the conference we will feature the graduate student poster award winners in a Hall of Fame. And, back by popular demand is the "Data Blitz" session, in which selected up-and-coming speakers will have five minutes each to present their research findings.

This year, conference attendees will be offered a selection of excellent accommodations to fit every budget and taste. The cost of lunches is included in the registration fee allowing you to maximize your conference time. This year we will continue to use the smart phone app and itinerary-building program, and if you are traveling with your children, we will provide a listing of local childcare and babysitting services. In addition, the Graduate Student Council has planned a variety of fun and enriching events for graduate student attendees.

We are looking forward to a very exciting and interesting conference!

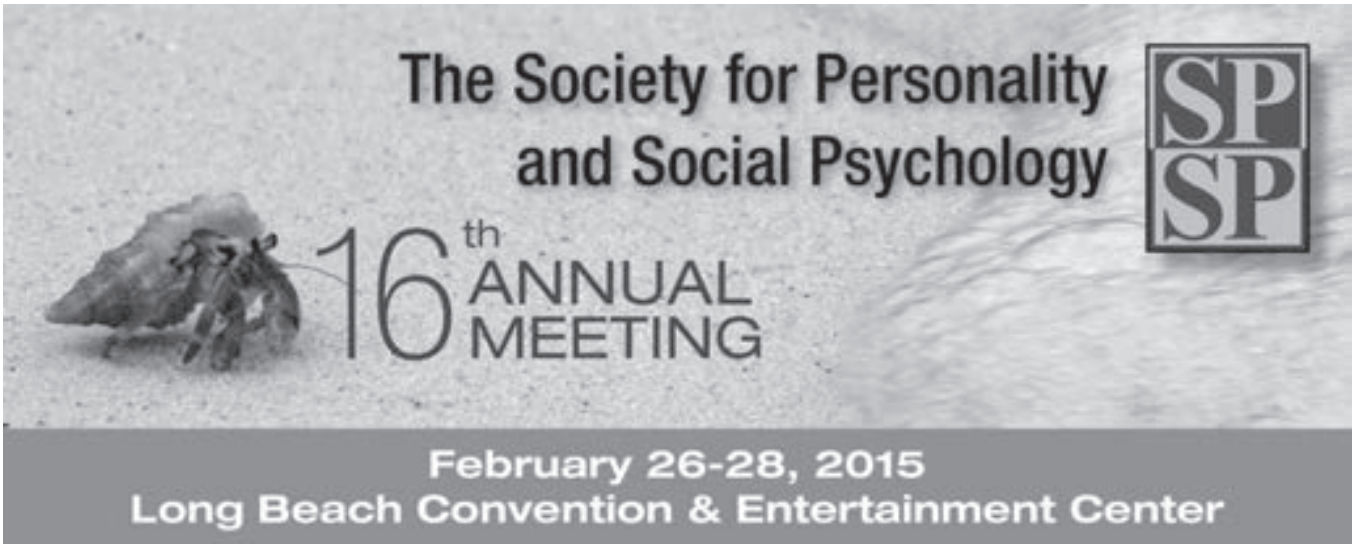
Brian Lowery (Convention Chair), Keith Payne, and Grainne Fitzsimons

Eli Finkel and Cheryl Kaiser (Program Co-Chairs)

Thank You!

We are very grateful for the enormous time and effort so many people devoted to organizing this year's conference. We thank the members of the Symposia and Poster Reviewing Committees, who took on the difficult task of selecting this year's symposia from the sea of excellent submissions. This year's symposium reviewers were Mitja Back, Sapna Cheryan, Mesmin Destin, Naomi Eisenberger, Michael Inzlicht, Ed Lemay, Jaime Napier, Lora Park, Christopher Soto, Jennifer Tackett, Greg Walton, and Vivian Zayas. This year's poster reviewers were Robert Ackerman, Alison Blodorn, Katie Corker, Martin Day, Serena Does, Kristen Durante, Dina Eliezer, Nicholas Hays, Chin Ming Hui, Lisa Jaremka, Eizabeth Lee, Shantal Marshall, Alison Master, Corrine Moss-Racucin, Anna Newheiser, Jordi Quoidbach, Jessica Remedios, Gillian Sanderson, Oliver Siy, Tara Stewart, Jennifer Wang, and Kumar Yoogeswaran. Additional thanks to the rest of the Program Committee: former program co-chairs Melissa Ferguson and Sanjay Srivastava, program co-chairs Cheryl Kaiser and Eli Finkel, and incoming program co-chairs Simine Vazire and Nathan DeWall.

Putting on a conference of the size of the SPSP Annual Meeting is no small task and we are grateful for the many individuals at SPSP and at FASEB who worked tirelessly behind the scenes to ensure a successful 2014 meeting.



Executives and Committees

Meet Those Working Behind the Scenes of SPSP!

2013 SPSP Executive Committee

President David Funder

Past President Trish Devine

President-Elect Jamie Pennebaker

Secretary-Treasurer Wendy Wood

Executive Committee Members-at-Large
Jennifer Beer
Shelly Gable
Wendi Gardner
Sam Gosling
Michael Zárate

APA Division 8 Council Representatives
Paula Pietromonaco
Terri Vescio

2014 SPSP Executive Committee

President Jamie Pennebaker

Past President David Funder

President-Elect Mark Leary

Secretary-Treasurer 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

Executive Office

Executive Director Chad Rummel

Executive Officer John Dovidio

Chief Financial Officer Susie Schroeder

Executive Office Coordinator Linda Dovidio

Member Services Assistant Victoria Claas

2013 Committees for the 2014 Austin Convention

Convention Committee Brian Lowery *(Chair)*
Keith Payne
Grainne Fitzsimons

Convention Committee's Graduate Student Travel Award Panel
Jay Van Bavel
Emily Impett
Karim Kassam
Tim Loving
Mary Murphy
Kathleen McCulloch
Joe Magee
Lisa Neff
Tyler Okimoto
Kristina Olson
BJ Rydell
Abby Scholer
Adam Waytz

Program Committee Eli Finkel *(Co-Chair)*
Cheryl Kaiser *(Co-Chair)*
Melissa Ferguson *(Past Co-Chair)*
Sanjay Srivastava *(Past Co-Chair)*
Nathan DeWall
Simine Vazire

Program Committee's Symposium Review Panel
Mitja Back
Sapna Cheryan
Mesmin Destin
Naomi Eisenberger
Michael Inzlicht
Ed Lemay
Jaime Napier
Lora Park
Christopher Soto
Jennifer Tackett
Greg Walton
Vivian Zayas

Program Committee's Poster Review Panel
Robert Ackerman
Alison Blodorn
Katie Corker
Martin Day
Serena Does
Kristen Durante
Dina Eliezer
Nicholas Hays
Chin Ming Hui
Lisa Jaremka
Eizabeth Lee

Shantal Marshall
Alison Master
Corrine Moss-Racusin
Anna Newheiser
Jordi Quoidbach
Jessica Remedios
Gillian Sanderson
Oliver Siy
Tara Stewart
Jennifer Wang
Kumar Yoogeswaran

Other 2013 Committees, Positions, and Representatives

APA Division 8 Program

2013 Chair Tera Letzring

2013 Past Chair Ashby Plant

2014 Chair Jonathan Adler

Awards Committee Trish Devine *(Chair)*
Todd Heatherton
Gerald Clore
John Dovidio, *ex officio*

Award Nomination Panels

Block Award Howard Tennen *(Chair)*
Dan McAdams
Simine Vazire

Campbell Award Sandra Murray *(Chair)*
Dan Gilbert
Jennifer Richeson

Career Contribution Award Hazel Markus *(Chair)*
Mark Leary
Sam Gaertner

Cialdini Award Brad Sagarin *(Chair)*
Mikki Hebl
Richard Larrick

Diener Award in Personality Laura King *(Chair)*
Shige Oishi
Rick Robins

Diener Award in Social Psychology
Russ Fazio *(Chair)*
Dacher Keltner
Nicole Shelton

Distinguished Scholar Award Jerry Suls *(Chair)*
Geraldine Downey
Jamie Pennebaker

Media Awards Mahzarin Banaji *(Chair)*
Robert Cialdini
Tom Gilovich
Kathleen Vohs

Methodological Innovation Award
Ed Diener *(Chair)*
Phoebe Ellsworth
Dave Kenny

Daniel M. Wegner Theoretical Innovation Prize
Steve Neuberg *(Chair)*
Serena Chen
Nick Epley
Jolanda Jetten
Robert Livingston
Paula Niedenthal

Diversity & Climate Committee
Sam Sommers *(Chair)*
Stephanie Fryberg
Victoria Plaut

Fellows Committee Batja Mesquita *(Chair)*
Shige Oishi
Joanne Wood
Victoria Esses
Duane Wegener

Graduate Student Committee Erica Schneid *(President)*
Paul Conway *(Past President)*
Ana Balatel
Jill Brown
Angela Legg
Regina Osif
Ashley Whillans

Publications Committee Diane Mackie *(Chair)*
John Levine
Carol Sansone

PSPB Editor Duane Wegener
2013 PSPR Editor Mark Leary
2014 PSPR Editor Monica Biernat
SPPS Consortium Liaison Jennifer Crocker

Summer Institute for Social and Personality Psychology Committee (SISPP)
Iris Mauss *(Co-Chair)*
Wendy Berry Mendes *(Co-Chair)*
Margaret Clark
Eli Finkel
Sam Gosling
Nicole Shelton

Training Committee Jennifer Bosson *(Chair)*
Jon Maner
Stacey Sinclair
Simine Vazire

2013 Web Editor Don Forsyth

2014 Web Editor Dave Nussbaum

Public Information Officer Lisa Munoz

FASEB Event Planning Staff

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

General Information

Registration

Convention Center – Exhibit Hall 4 Foyer
Phone: 512-404-4630

The registration area will be open the following hours:

Thursday, February 13	12:00 pm – 8:00 pm
Friday, February 14	7:30 am – 6:30 am
Saturday, February15	7:30 am – 5:30 pm

On-site 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, the exhibit hall, and meeting program book. It also includes continental breakfast, coffee breaks, and boxed lunches or drink tickets.

Registration Cancellation and Refund

To cancel your registration and receive a refund for registration, the receipt and a cancellation letter requesting a refund of the registration fee must have been received by January 13, 2014. After January 13, 2014 there are no refunds.

Audiovisual Equipment

Convention Center – Room 11A, Phone: 512-404-4633

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 so that they know how to set-up their equipment.

Baggage Check

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

Business Center

The Business Center is located in the Lobby, Exhibit Hall 3 area of the Convention Center. The center will provide a variety of services and products for the meeting and convention attendees, including computer use, printing, copying, faxing and office supplies. Hours are: February 13 – 14, 7:00 am – 6:00 pm, February 15, 10:00 am – 3:00 pm.

Certificate of Attendance

To receive certificates of attendance please visit the Meeting Management office at the Convention Center in Room 13A on Level 4

Child Care

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

Drinking Policy

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

Exhibits and Poster Sessions

Thursday, February 13	6:30 pm – 8:30 pm (Opening Reception)
Friday, February 14	8:00 am – 2:00 pm
	6:15 pm – 8:00 pm (with Social Hour)
Saturday, February 15	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.

First Aid

First Aid is located in the Lobby area between Exhibit Hall 3 and Exhibit Hall 4.

Wednesday, February 12	7:00 am – 5:00 pm
Thursday, February 13	7:00 am – 9:00 pm
Friday, February 14	7:00 am – 8:30 pm
Saturday, February 15	7:00 am – 8:30 pm

Food Service

Complimentary food and beverage service is available to all registered attendees at the following times in Exhibit Hall 4.

Thursday

Welcome Reception	7:00 pm – 8:00 pm

Friday and Saturday

Continental Breakfast	8:00 am – 8:30 am
Coffee Breaks	11:00 am – 11:15 am 3:15 pm – 3:30 pm
*Box Lunch	12:30 pm – 1:30 pm

Wi-Fi will be available for attendees use in the Exhibit Hall during meals, poster sessions, and breaks.

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

Hotels

The Hilton Austin is the headquarter hotel. The other hotels are the Courtyard Marriott Austin Downtown, Residence Inn Marriott Austin Downtown, Embassy Suites Austin Downtown-Lake Town, Hilton Garden Inn Austin Downtown, Hyatt Regency Austin, Hyatt Place Austin Downtown and Radisson Hotel & Suites Austin Downtown.

Internet

The Convention Center lobby areas will have hotspots. Wi-Fi will also be available in Exhibit Hall 4.

Lost and Found

Please contact the Meeting Management office at the Convention Center, Room 13A, Level 4.

Meeting Management Office

Meeting Management office is located at the Convention Center, Room 13A, Level 4. Office hours are February 13, 8:00 am – 8:00 pm, February 14 and 15, 7:30 am – 8:00 pm.

Meeting Rooms

All meeting rooms for symposia and special sessions are located in the Austin Convention Center. See map of convention center located on pages 11 – 13.

Messages

A bulletin board will be available for messages and job postings near the SPSP Registration Desk located in the Exhibit Hall 4 Foyer.

Mobile Phones

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

Name Badges

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

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

Parking

Hilton Austin

$26.00 USD per day
Valet parking: $30.00 USD per day
Rates subject to change without notice.

Austin Convention Center

Pay on Exit

0 – 15 minutes	$0.00
15 minutes – 1 hour	$3.00
1 – 2 hours	$5.00
2 – 7 hours	$7.00
7 – 9 hours	$9.00
9 – 12 hours	$13.00
Additional hours	$1.00/hr. with daily max. $25.00
Lost ticket	$30.00

Rates subject to change without notice.

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 are scheduled on Thursday – Saturday, February 13 – 15. 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 located in Exhibit Hall 4 of the Convention Center. Badges are required at all times. The Exhibit Hall will open at 6:30 pm on Thursday; Friday – Saturday starting at 7:45 am. 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 for set-up and take-down times on page 17.

Press Room

Convention Center, Room 14

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

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

February 13, 2014	4:15 pm – 6:30 pm
February 14, 2014	8:00 am – 6:00 pm
February 15, 2014	8:00 am – 6:00 pm

See page 20 for more details.

Program

If you selected a printed copy of the Program you may pick it up at the registration counter along with your badge. Programs may also be found as a PDF on the spspmeeting.org website. If you would like a second copy, please check at the registration desk on the last day of the meeting.

Smartphone APP

SPSP 2014 has a Smartphone application available on iOS and Android that makes attending SPSP 2014 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 4 at the Convention Center from 7:00 pm – 8:00 pm on Thursday, February 13.

The Awards Ceremony and Reception will be held Thursday, February 13 at 7:00 pm at the Convention Center in Room 12.

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.

Special Needs

Registrants with special needs are advised to contact the Meeting Management office at the Convention Center in Room 13A. For specific information on the Convention Center's accessibility, contact the Event Services Manager of the ACC at 512-404-4218. For information on Austin area attractions, contact the Austin Convention & Visitors Bureau at 800-926-2282 or **www.austintexas.org**.

Student Poster Award Hall of Fame

The seven winning posters for the Student Poster Award will be displayed for the entirety of the conference in Exhibit Hall 4. 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!

Transportation

Airport

Austin-Bergstrom International Airport is approximately 15 minutes driving time from the Hilton Austin Hotel.

Airport Shuttle

Shuttle service from the airport to your hotel can be arranged through SuperShuttle. Call 1-800-258-3826 for more details or to make a reservation.

Airport Limousines

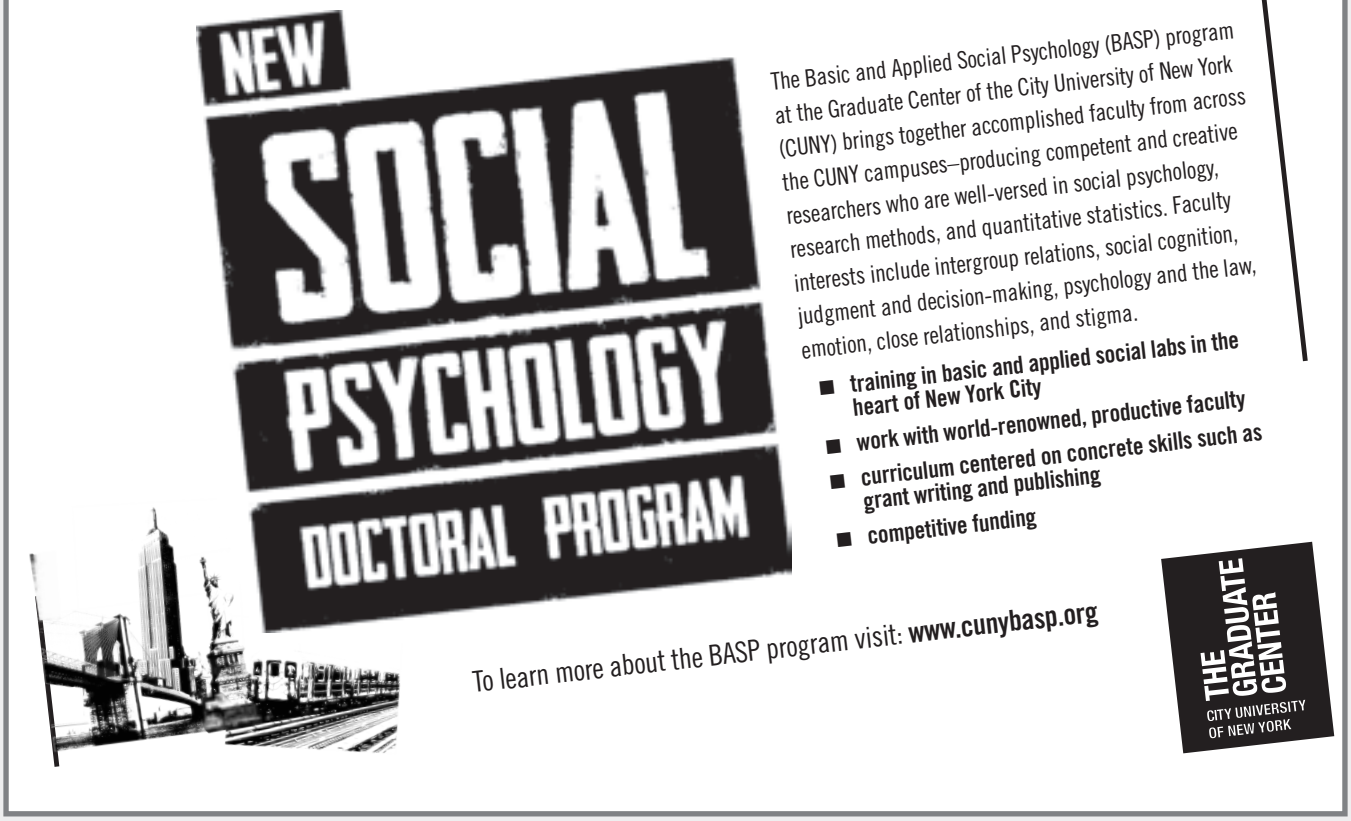
Limousine service is available for pickup to and from the airport. Visit **http://www.austintexas.gov/department/ground-transportation** to see a listing of service providers for more information and to make reservations.

Public Transportation

Capital Metro provides bus and rail service throughout downtown Austin. Fares start as low as $1.00. More information is available online at www.capmetro.org.

Taxicabs

A cab ride costs approximately $23.00 from the airport to Downtown Austin. Pick up is on the lower level, outside the baggage claim area. All taxis accept major credit cards.



Office Locations, Hours & Telephone Numbers

Meeting Management Office – Convention Center, Room 13A, Level 4

Tel: 512-404-4631

Thursday, February 13	8:00 am – 8:00 pm
Friday, February 14 – Saturday, February 15	7:30 am – 8:00 pm

Registration & Information – Convention Center, Exhibit Hall 4 Foyer, Level 1

Tel: 512-404-4630

Thursday, February 13	12:00 pm – 8:00 pm
Friday, February 14	7:30 am – 6:30 pm
Saturday, February 15	7:30 am – 5:30 pm

Exhibit Management Office – Convention Center, Room 13A, Level 4

Tel: 512-404-4632

Thursday, February 13	8:00 am – 8:00 pm
Friday, February 14 – Saturday, February 15	7:30 am – 8:00 pm

Audio Visual Office – Convention Center, Room 11A, Level 4

Tel: 512-404-4633

Thursday, February 13	7:00 am – 8:00 pm
Friday, February 14 – Saturday, February 15	7:00 am – 8:00 pm

Lost and Found – Convention Center, Room 13A, Level 4

Tel: 512-404-4631

Thursday, February 13	8:00 am – 8:00 pm
Friday, February 14 – Saturday, February 15	7:30 am – 8:00 pm

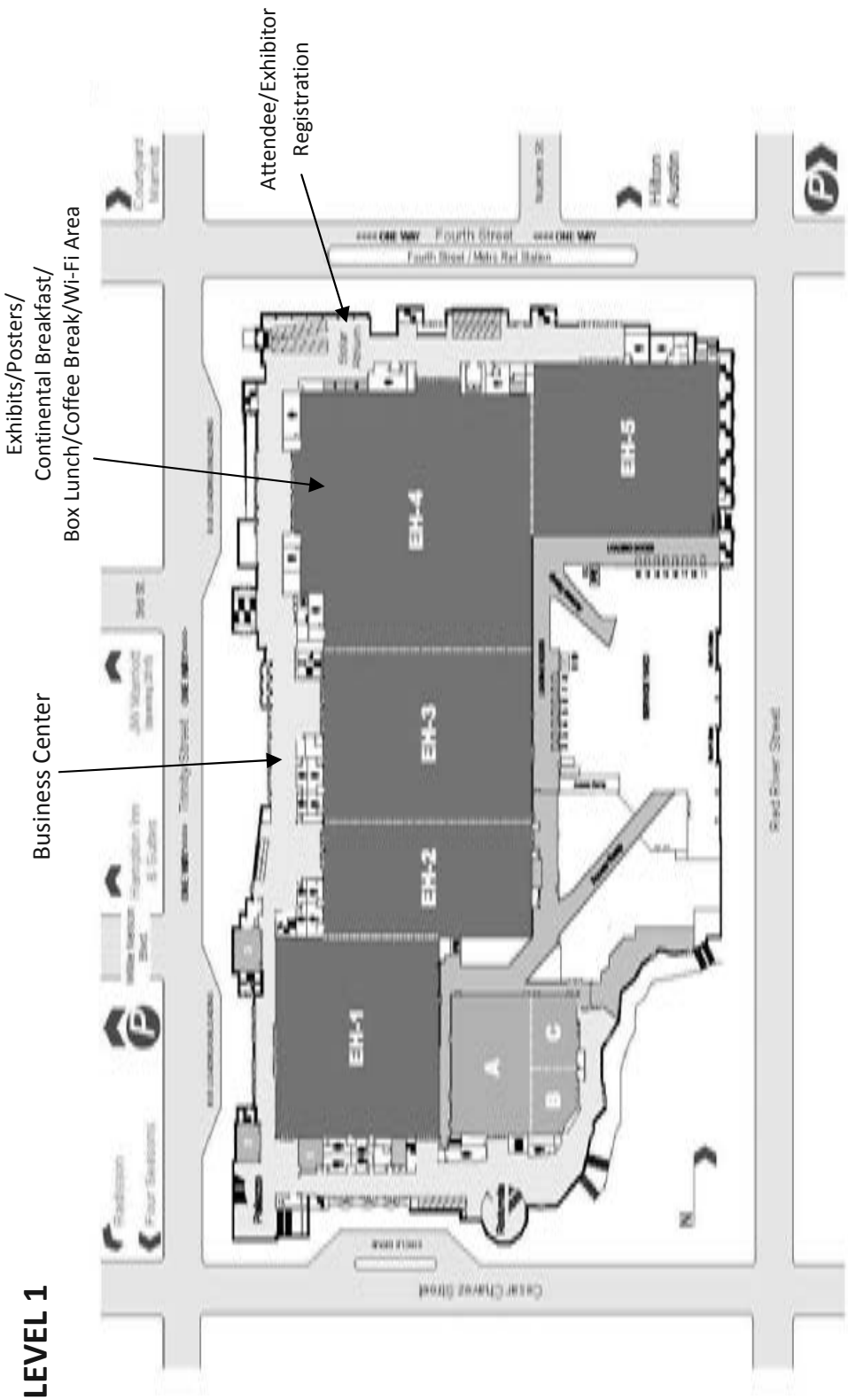
Special Needs/ADA – Convention Center, Room 13A, Level 4

Tel: 512-404-4631

Thursday, February 13	8:00 am – 8:00 pm
Friday, February 14 – Saturday, February 15	7:30 am – 8:00 pm

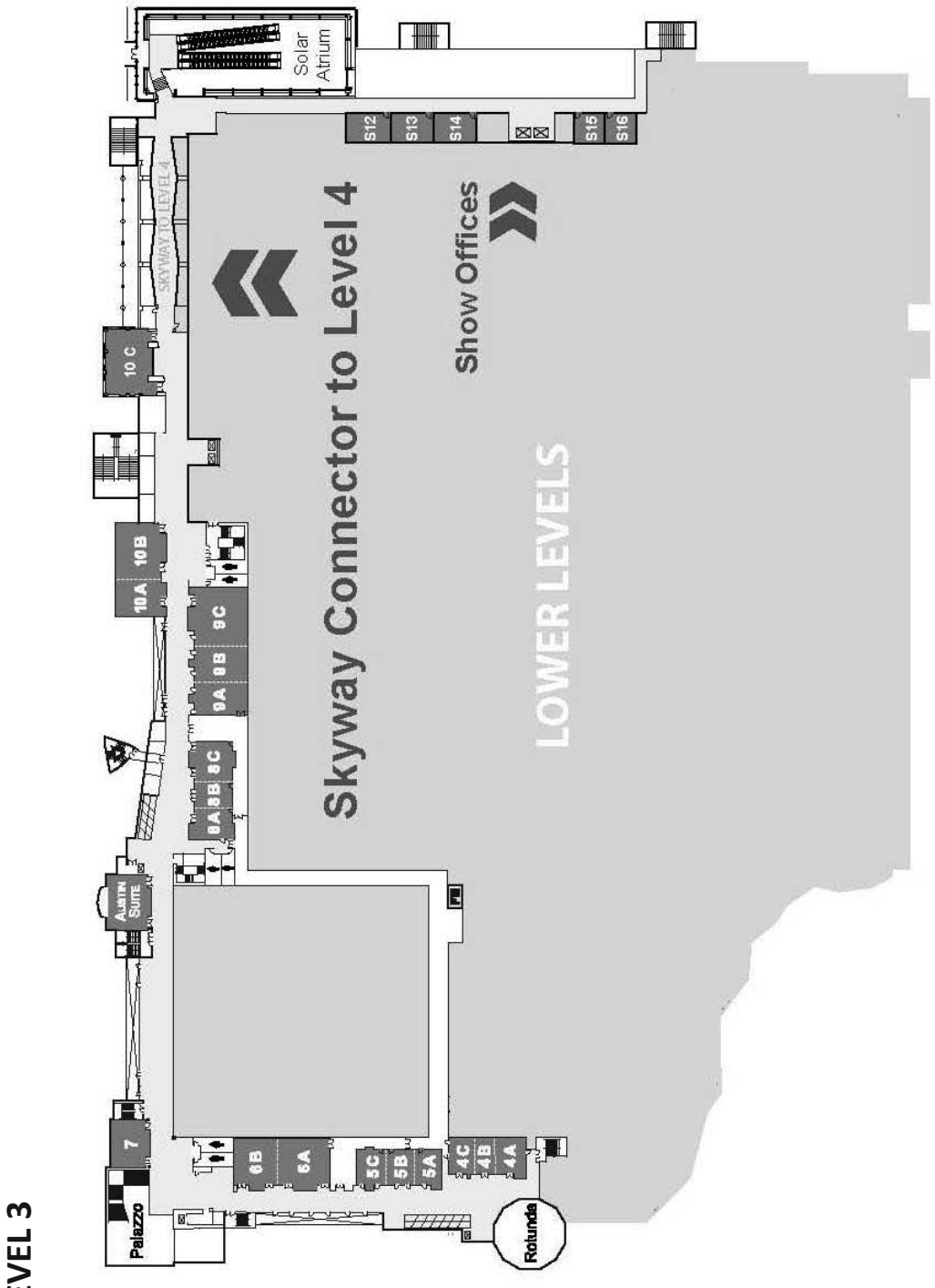
Convention Center Floor Plan

Austin Convention Center



Convention Center Floor Plan

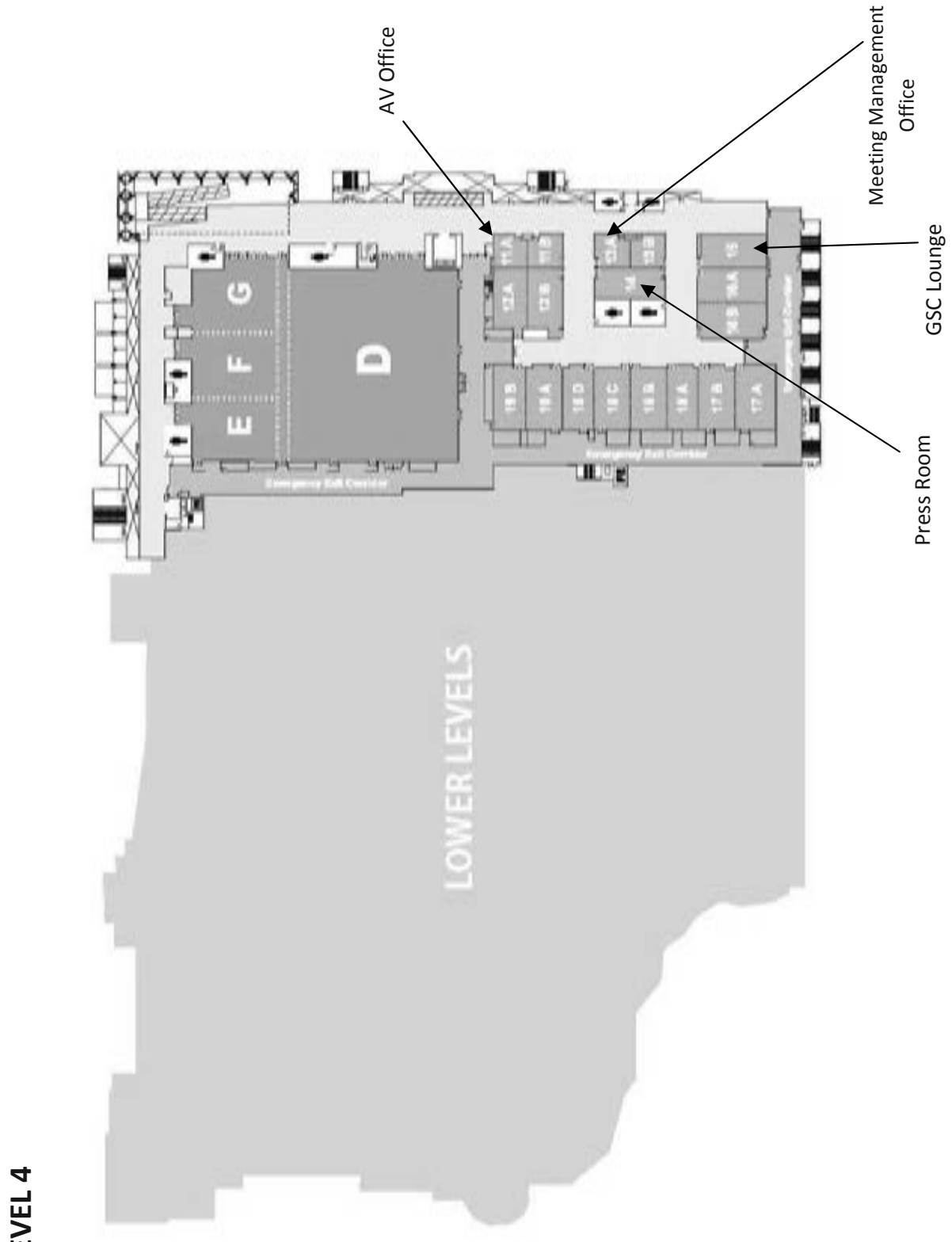
Austin Convention Center



LEVEL 3

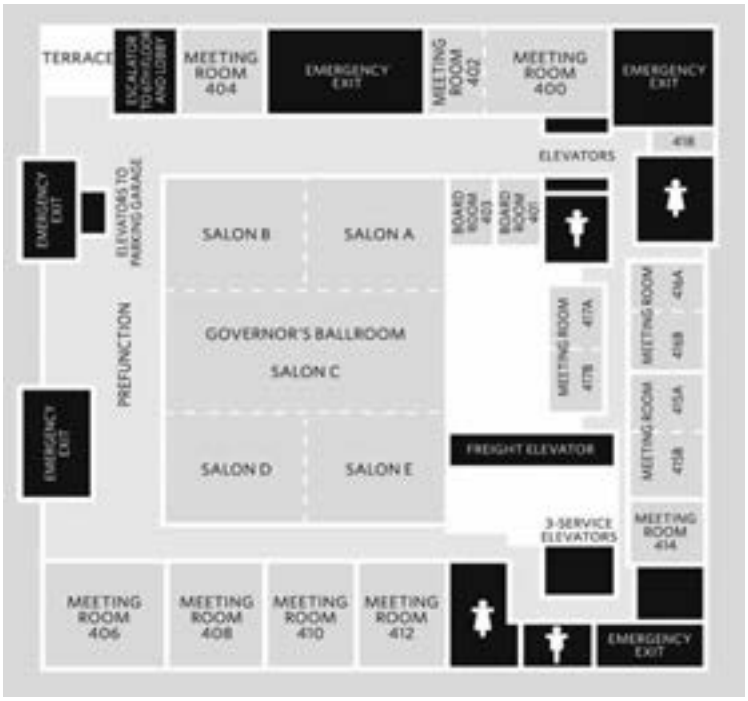
Convention Center Floor Plan

Austin Convention Center

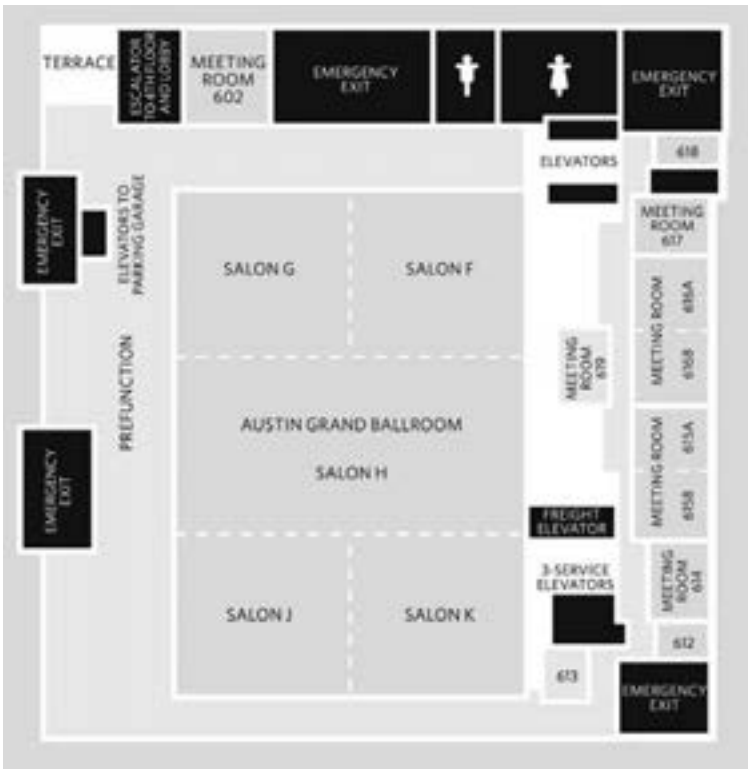


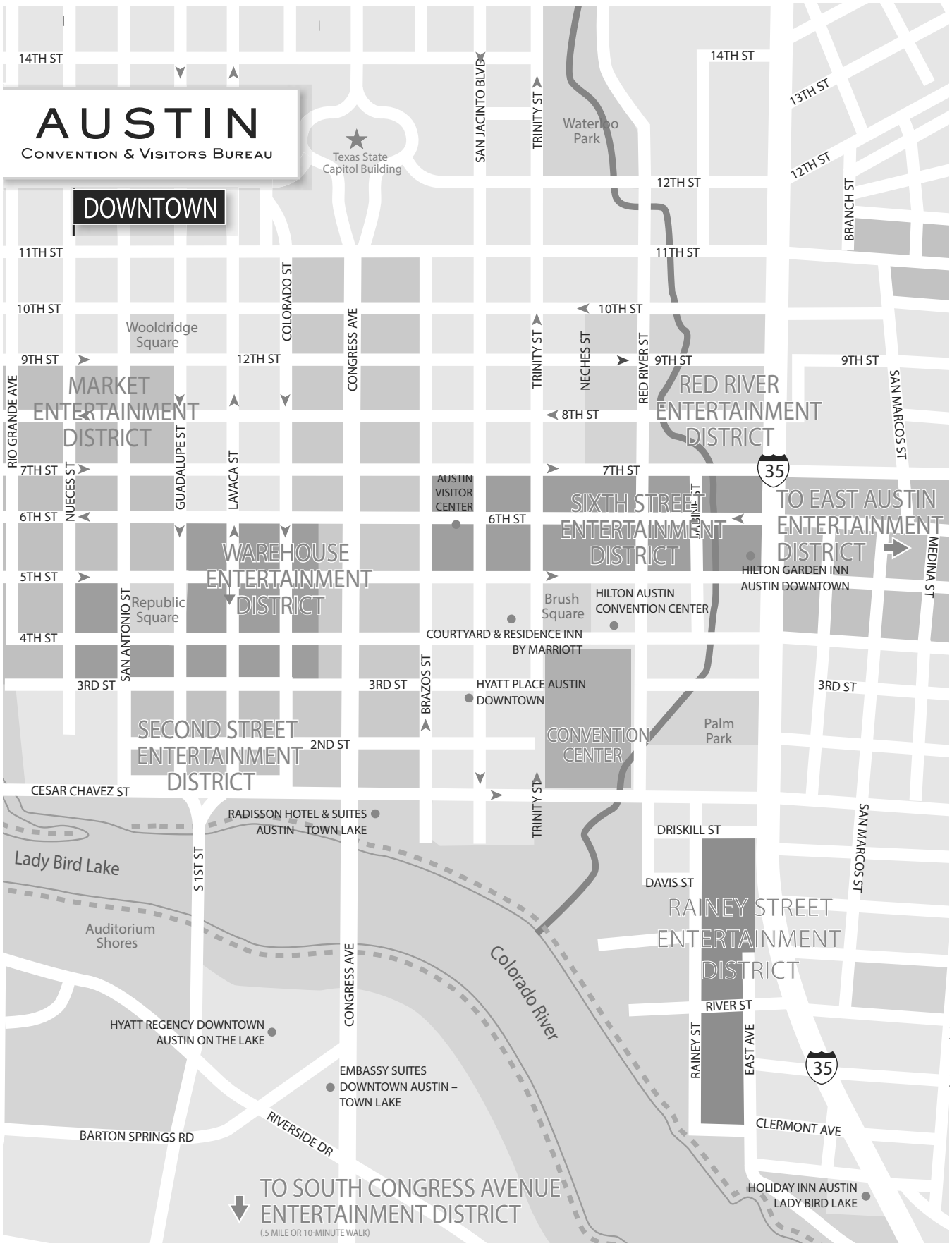
Hilton Austin Floor Plan

LEVEL 4



LEVEL 6




AUSTIN
CONVENTION & VISITORS BUREAU
DOWNTOWN
14TH ST
11TH ST
10TH ST
9TH ST
8TH ST
7TH ST
6TH ST
5TH ST
4TH ST
3RD ST
2ND ST
12TH ST
13TH ST
Texas State Capitol Building
Waterloo Park
Wooldridge Square
Republic Square
Brush Square
Palm Park
Lady Bird Lake
Auditorium Shores
Colorado River
SAN JACINTO BLVD
TRINITY ST
COLORADO ST
CONGRESS AVE
NECHES ST
RED RIVER ST
BRANCH ST
SAN MARCOS ST
RIO GRANDE AVE
NUECES ST
GUADALUPE ST
LAVACA ST
SAN ANTONIO ST
BRAZOS ST
S 1ST ST
DRISKILL ST
DAVIS ST
RIVER ST
RAINEY ST
EAST AVE
CLERMONT AVE
CESAR CHAVEZ ST
BARTON SPRINGS RD
RIVERSIDE DR
MARKET ENTERTAINMENT DISTRICT
WAREHOUSE ENTERTAINMENT DISTRICT
SECOND STREET ENTERTAINMENT DISTRICT
RED RIVER ENTERTAINMENT DISTRICT
SIXTH STREET ENTERTAINMENT DISTRICT
RAINEY STREET ENTERTAINMENT DISTRICT
CONVENTION CENTER
TO EAST AUSTIN ENTERTAINMENT DISTRICT
MEDINA ST
TO SOUTH CONGRESS AVENUE ENTERTAINMENT DISTRICT
(.5 MILE OR 10-MINUTE WALK)
AUSTIN VISITOR CENTER
HILTON GARDEN INN AUSTIN DOWNTOWN
HILTON AUSTIN CONVENTION CENTER
COURTYARD & RESIDENCE INN BY MARRIOTT
HYATT PLACE AUSTIN DOWNTOWN
RADISSON HOTEL & SUITES AUSTIN – TOWN LAKE
HYATT REGENCY DOWNTOWN AUSTIN ON THE LAKE
EMBASSY SUITES DOWNTOWN AUSTIN – TOWN LAKE
HOLIDAY INN AUSTIN LADY BIRD LAKE
35

Schedule Overview

Thursday, February 13, 2014

8:00 am – 4:30 pm	Pre-Conferences — Various Rooms, Convention Center/Hilton
12:00 pm – 8:00 pm	Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
1:30 pm – 4:00 pm	Getting Your Research into the Headlines: SPSP Media Training Preconference — Room 14
5:00 pm – 7:00 pm	Opening Session and Presidential Symposium — Ballroom D
6:30 pm – 8:30 pm	Exhibits Open — Exhibit Hall 4
7:00 pm – 8:00 pm	Welcome Reception — Exhibit Hall 4
7:00 pm – 8:15 pm	The 2013 Awards Ceremony & Reception — Room 12
7:00 pm – 8:30 pm	Poster Session A — Exhibit Hall 4
8:30 pm	GSC Student Social Night — Recess and New York, New York

Friday, February 14, 2014

6:30 am	ZUMBA Class — Hilton, Salon D
7:30 am – 6:30 pm	Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
8:00 am – 8:30 am	Continental Breakfast — Exhibit Hall 4
8:00 am – 9:30 am	Poster Session B — Exhibit Hall 4
8:00 am – 2:00 pm	Exhibits Open — Exhibit Hall 4
8:15 am – 9:30 am	GSC Session — Ballroom B/C
8:15 am – 9:30am	APA Workshop — Ballroom A
9:45 am – 11:00 am	Symposia Session A — Various Rooms
11:00 am – 11:15 am	Coffee Break — Exhibit Hall 4
11:15 am – 12:30 pm	Symposia Session B and Data Blitz — Various Rooms
12:30 pm – 1:30 pm	Box Lunch Offered — Exhibit Hall 4
12:30 pm – 2:00 pm	Poster Session C — Exhibit Hall 4
1:00 pm – 2:00 pm	Lunchtime Presentation and Discussion with Representatives from NIH — Room 6
1:00 pm – 2:00 pm	GSC Mentoring Lunch — Room 12
1:00 pm – 2:00 pm	GASP Mentoring Lunch — Room 10 A/B
1:00 pm – 2:00 pm	APA Style Session Lunch — Room 19 A/B
2:00 pm – 3:15 pm	Symposia Session C — Various Rooms
2:00 pm – 6:00 pm	Exhibits Closed
3:15 pm – 3:30 pm	Coffee Break — Exhibit Hall 4
3:30 pm – 4:45 pm	Symposia Session D and Presidential Address — Various Rooms
5:00 pm – 6:30 pm	Block, Campbell, and Distinguished Scholar Award Lectures — Ballroom D
6:15 pm – 8:00 pm	Exhibits Open — Exhibit Hall 4
6:30 pm – 8:00 pm	Poster Session D with Social Hour — Exhibit Hall 4
6:30 pm – 8:00 pm	Diversity and Climate Committee Reception — Room 10C
6:30 pm – 7:30 pm	The GSC "Speed Dataing" Event — Room 17

Saturday, February 15, 2014

7:30 am – 5:30 pm	Pre-Registration Check-In and On-Site Registration — Exhibit Hall 4 Foyer
8:00 am – 8:30 am	Continental Breakfast — Exhibit Hall 4
8:00 am – 9:30 am	Poster Session E — Exhibit Hall 4
8:00 am – 2:00 pm	Exhibits Open — Exhibit Hall 4
8:15 am – 9:30 am	Presentation and Discussion with Representatives from the John Templeton Foundation — Ballroom A
9:45 am – 11:00 am	Symposia Session E — Exhibit Hall 4
11:00 am – 11:15 am	Coffee Break — Exhibit Hall 4
11:15 am – 12:30 pm	Symposia Session F and Data Blitz — Various Rooms
12:30 pm – 1:30 pm	Box Lunch Offered — Exhibit Hall 4
12:30 pm – 2:00 pm	Poster Session F — Exhibit Hall 4
1:00 pm – 2:00 pm	Lunchtime Presentation and Discussion with Representatives from NSF — Ballroom A
1:00 pm – 2:00 pm	GSC Mentoring Lunch — Room 12
2:00 pm – 3:15 pm	Symposia Session G — Various Rooms
2:00 pm – 6:00 pm	Exhibits Closed
3:15 pm – 3:30 pm	Coffee Break — Exhibit Hall 4
3:30 pm – 4:45 pm	Symposia Session H — Various Rooms
5:00 pm – 6:15 pm	Symposia Session I — Various Rooms
6:00 pm – 7:45 pm	Exhibits Open — Exhibit Hall 4
6:15 pm – 7:45 pm	Poster Session G with Social Hour — Exhibit Hall 4
6:30 pm – 7:15 pm	SPSP Members' Forum — Ballroom D

Featured Sessions

Opening Session and Presidential Symposium: Expanding Social and Personality Psychology: Big Data and New Technology

Thursday, February 13, 5:00 pm – 7:00 pm, Ballroom D

Welcoming Remarks

Speaker: **Jamie Pennebaker,** *University of Texas at Austin, SPSP President*

Predicting Behaviors and Outcomes from Anonymized Logs of Human Activities

Speaker: **Eric Horvitz**, *Microsoft Research*

Novel Methods and Unobtainable Results at Facebook

Speaker: **Adam Kramer**, *Facebook*

Ready and Waiting: Studying Extreme Events in the Real World

Speaker: **Roxane Cohen Silver**, *University of California, Irvine*

What Technology and Big Data Can Do for Social and Personality Psychology

Speaker: **Jean-Baptiste Michel**, *Institute for Quantitative Social Science, Harvard*

We need to get out more. While we social and personality psychologists have been toiling in our labs, new technologies have been redefining social behaviors and providing new methods to study them. Some of the most exciting and important discoveries about social and personality psychology are now the domain of computer science, engineering, and communication. Rather than standing on the sidewalk shaking our heads in disapproval, we should be joining forces.

This symposium introduces a broader conception of real world personality and social psychology from some of the leading scientists in the world. Eric Horvitz is a Distinguished Scientist and the Managing Director of Microsoft Research. He is involved with the analysis of people's thoughts and behaviors through their use of Twitter and browser searches. Adam Kramer is a social psychologist who works at Facebook and has been involved in large scale social experiments and personality investigations with millions of people. Roxane Cohen Silver is Professor of Psychology at UC-Irvine. She is an international expert on how people cope with disasters through the use of digital technology and more conventional methods. Jean-Baptiste Michel is a mathematician and engineer at Harvard and Google and the co-founder of the Google Books Project. He is broadly interested in how we can harness online data to understand individuals, groups, and cultures.

Social and personality psychologists are witnessing a revolution in new ways to think about and study behaviors. Rather than marvel on the sidelines, it's time to jump into the fray and work with colleagues in computer sciences, engineering, and other disciplines. This symposium is a call to action and provides some jumping lessons.

The 2013 Awards Ceremony & Reception

Thursday, February 13, 7:00 pm – 8:15 pm, Room 12

The Awards Ceremony and Reception will immediately follow the Presidential Symposium and will honor the 2013 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications

Outreach and Special Sessions

APA Workshop: How To Publish Your Journal Manuscript

Friday, February 14, 8:15 am – 9:30 am, Ballroom A

Chair: **Charles Rhoads,** *American Psychology Association*

Panelists:

Lowell Gaertner, *University of Tennessee – Knoxville* will be speaking from the perspective of an editor. He is an Associate Editor for The Journal of Personality and Social Psychology: Interpersonal Relations and Group Processes Section.

Jim McNulty, *Florida State University* will speak from an author's perspective.

Charles Rhoads, *a Manuscript Editor from the Journals Department at APA* will represent APA at the How To Publish session and lead the APA Style session.

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

Sponsored by the American Psychological Association

GSC Special Symposium - "...but I need more publications!": Balancing Work/Life, Ethics, and Productivity Pressures as a Grad Student

Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C

Co-Chairs: **Angela Legg**, *University of California, Riverside*
Anna Balatel, *University Ca' Foscari of Venice, Italy*

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing our social lives or well-being? Don't miss out on this opportunity to hear leading scholars discuss balance in academia.

Mastering APA Style

Friday, February 14, 1:00 pm – 2:00 pm, Room 19 A/B

Chair: **Charles Rhoads,** *American Psychology Association*

Knowledge of APA Style is a must for those who hope to publish in psychology and the social sciences. But it can be hard to keep up with all the ins and outs of style as new resources and publishing formats proliferate. Wouldn't it be great to have an APA Style Expert at your elbow? That's just what you'll get in this session, led by a manuscript editor from one of APA's flagship journals. In addition to providing an overview of the basics, we'll cover some of the most frequently asked questions about APA Style. This session is recommended for those who are new to APA Style, need a refresher on the changes in the sixth edition of the APA Publication Manual, or advise students about APA Style. Come and bring your questions!

Lunchtime Presentation and Discussion with Representatives from NIH

Friday, February 14, 1:00 pm – 2:00 pm, Room 6

Speakers: **William Klein,** *National Cancer Institute, NIH*

Grab your boxed lunch and join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community.

Presentation and Discussion with Representatives from the John Templeton Foundation

Saturday, February 15, 8:15 am – 9:30 am, Ballroom A

Chair: **Nicholas Gibson**

Speakers: **Nicholas Gibson**, *Human Sciences*
Kimon Sargeant, *Human Sciences*
Sarah Hertzog, *Character Virtue Development*
John Churchill, *Philosophy & Theology*
Paul Wason, *Life Sciences*

Lunchtime Presentation and Discussion with Representatives from NSF

Saturday, February 15, 1:00 pm – 2:00 pm, Ballroom A

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So grab your boxed lunch and join the discussion!

Presidential Address

Expanding Social and Personality Psychology in Departments, Universities, and within SPSP

Friday, February 14, 3:30 pm – 4:45 pm, Ballroom D

Speaker: **Jamie Pennebaker**, *University of Texas at Austin, SPSP President*

Science is changing. Grants, glory, and the most novel ideas are no longer found at the center of a discipline. Rather, the real advancements are at the fringes or in the interstitial spaces between fields. It is not surprising, then, that some of the most innovative social and personality psychology is being conducted by computer scientists and researchers in medical and business schools, communication departments, and the private sector such as Google. Rather than cower in fear or demand a return to the good old days, we should explore these new directions. Implications of adopting a 21st century definition of social and personality psychology will be discussed in thinking about psychology departments, universities, and even SPSP.

Data Blitz Sessions

Session 1
Friday, February 14, 11:15 am – 12:30 pm, Ballroom D

Co-Chairs: **Simine Vazire,** *Washington University, St. Louis*
Nathan DeWall, *University of Kentucky*

Speakers Matthew Baldwin, Aaron W. Lukaszewski, Amy C. Moors, Nadav Klein, Eva E. Chen, Jiyin Cao, Paul Condon, Lauren C. Howe, Cory Jane Clark, Yuanyuan Shi, Amanda Taylor Eggen, Nathan Arbuckle

Session 2
Saturday, February 15, 11:15 am – 12:30 pm, Ballroon D

Co-Chairs: **Simine Vazire**, *Washington University, St. Louis*;
Nathan DeWall, *University of Kentucky*

Speakers Nathan W. Hudson, Roos Hutteman, Hammad Sheikh, Amy Muise, Daniel Randles, Ruth Ditlmann, Matthew O'Donnell, Ivana Anusic, Benjamin S. Crosier, Hilary B. Bergsieker, Shannon T. Mejia, Laurie M. Jacobs

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

Block, Campbell, and Distinguished Scholar Award Lectures

Friday, February 14, 5:00 pm – 6:30 pm, Ballroom D

Chair: **James Pennebaker**, *University of Texas at Austin*
Co-Chair: **David Funder**, *University of California, Riverside*

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP's three highest honors. Robert (Jeff) McCrae is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Timothy D. Wilson is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Carol S. Dweck is the recipient of the SPSP Distinguished Scholar Award.

Jack Block Award Address

Basic Tendencies and Characteristic Adaptations

Recipient: **Robert (Jeff) McCrae**, *Baltimore, Maryland*

Donald T. Campbell Award Address

Just Think: The Challenges and Benefits of the Mind at Play

Recipient: **Timothy D. Wilson**, *University of Virginia*

Distinguished Scholar Award Address

Beliefs: Uniting Personality and Social Psychology

Recipient: **Carol S. Dweck**, *Stanford University*

PRESS AT SPSP…

Getting Your Research into the Headlines: SPSP Media Training Pre-Conference

Thursday, February 13, 1:30pm-4:00pm
Austin Convention Center, Room 14

From the journals and into the headlines, help bring your research to the public. Learn tips and tools for talking with the press, and then try your hand at some interactive exercises to sharpen your media skills. This workshop will be a unique opportunity to work on your media skills with science communications experts and journalists.

Speakers: Greg Miller, Science Writer for *WIRED* magazine
Siri Carpenter, Senior Editor for *Discover* magazine
Yasmin Anwar, Public Information Officer at the University of California, Berkeley

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

Press Activities

SPSP is providing a Press Room (Room 14) for registered members of the media to work and to attend exclusive press briefings.

The Press Room, which will include Wi-Fi, will be open:
February 13, 2014: 4:15 p.m. – 6:30 p.m.
February 14, 2014: 8:00 a.m. – 6:00 p.m.
February 15, 2014: 8:00 a.m. – 6:00 p.m.

For details on press activities at SPSP 2014, visit:
http://spspmeeting.org/2014/Press-Room.aspx

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

Poster Schedule

Poster sessions are scheduled on Thursday – Saturday, February 13-15 in Exhibit Hall 4 at the Austin Convention 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, 8:15 pm on Friday and 8:00 pm on 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 Session	Date & Time	Set Up Begins	Session Begins	Session Ends	Take Down Complete	Topic Areas Being Presented
A	Thursday, February 13	6:30 pm	7:00 pm	8:30 pm	8:45 pm	Aggression/Anti-Social Behavior; Applied Social Psychology; Attitudes/Persuasion; Intergroup Relations; Language; Law; Lifespan Development; Person Perception/ Impression Formation; Personality Processes/ Traits; Psychophysiology/Genetics; Religion/ Spirituality; Social Development; Social Justice; Special Session
B	Friday, February 14	7:45 am	8:00 am	9:30 am	9:45 am	Close Relationships; Intergroup Relations; Mental Health/Well-Being; Person Perception/Impression Formation; Personality Processes/Traits; Self/Identity; Social Development; Social Neuroscience
C	Friday, February 14	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Close Relationships; Groups/Intragroup Processes; Judgment/Decision-Making; Methods/Statistics; Morality; Personality Processes/Traits; Self/Identity; Stereotyping/ Prejudice; Other
D	Friday, February 14	6:00 pm	6:30 pm	8:00 pm	8:15 pm	Belonging/Rejection; Close Relationships; Diversity; Evolution; Judgment/Decision-Making; Norms and Social Influence; Self-Esteem; Stereotyping/Prejudice; Other
E	Saturday, February 15	7:45 am	8:00 am	9:30 am	9:45 am	Culture; Gender; Motivation/Goals; Organizational Behavior; Self-Regulation; Stereotyping/Prejudice
F	Saturday, February 15	12:15 pm	12:30 pm	2:00 pm	2:15 pm	Applied Social Psychology; Emotion; Groups/ Intragroup Processes; Motivation/Goals; Physical Health; Politics
G	Saturday, February 15	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Attitudes/Persuasion; Emotion; Field Research/Interventions; Individual Differences; Nonverbal Behavior; Other; Person Perception/Impression Formation; Prosocial Behavior; Special Session

Student Poster Hall of Fame

Winning posters of the Student Poster Award will be displayed for the entirety of the conference in Exhibit Hall 4. 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!

SPSP Events for Graduate Students

Hosted by Your Graduate Student Committee (GSC)

GSC Special Symposium

"...but I need more publications!": Balancing Work/Life, Ethics, and Productivity Pressures as a Grad Student

Chairs: Angela Legg and Ana Balatel

Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing their social lives or well-being? Don't miss out on this opportunity to hear Amy Cuddy, Wendy Wood, Sanjay Srivastava, and Leif Nelson discuss balance in academia.

The GSC Mentoring Luncheon

Friday, February 14 and
Saturday, February 15, 1:00 pm – 2:00 pm, Room 12

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.

The GSC "Speed *Data*ing" Event

Friday, February 14, 6:30 pm – 7:30 pm, Room 17

SPSP is a big event, and it can feel isolating if you don't meet people quickly. Now there is a perfect way to do so: come to our exciting event, "Speed *Data*ing." Based on the standard speed dating paradigm often used in relationship work, The GSC "Speed *Data*ing" Event will afford you an opportunity to meet and chat with several small groups of your peers over the course of 45 minutes. You will be able to learn a little about who they are and what kind of work they do, and to tell them the same about yourself. *Voila*! Instant conference buddies. This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your "elevator speech." Bear in mind this is **not** a romantic event—it is for meeting collaborators, peers, and colleagues. The event is Friday night from 6:30 to 7:30 pm and it is the last event on that conference day, so it will be a perfect chance to make some new friends before heading out for the evening. Pre-registration is required, as space will be limited.

GSC Social Event at Recess/New York, New York

Thursday, February 13, 9:00 pm

Take some time out of your busy conference schedule to relax and socialize with your graduate student peers at the *Recess & New York, New York* on Thursday evening! Due to the popularity of this event, we will have space—and a drink ticket and pizza!—for the first 400 people to show up after 9:00 pm (don't forget to bring your conference badge for entry and a ticket). Recess and New York, New York are in the same building at 222 E. 6th St. Recess is downstairs and houses a number of free arcade games. This will be the quieter area to allow for more chatting **(http://recessarcadebar.com/)**. New York, NY is located upstairs from Recess and will feature a live DJ and hoppin' dance floor. We will have private access to Recess until 11 pm, and the private access to New York, New York will last all night. Come join your fellow grads for chatting, games,and dancing! As last year, the event will be partially sponsored by SONA and Millisecond.

The Graduate Student Lounge

Thursday, February 13, 6:00 pm – 7:30 pm
Friday, February 14, 7:30 am – 7:30 pm
Saturday, February 15, 7:30 am – 7:30 pm, Room 15

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

GSC and Training Committee Preconference

From the Job Market to Tenure: Tips for Success

Thursday, February 13, 8:00 am – 4:30 pm, Room 4

The SPSP Training and Graduate Student Committees are pleased to present a pre-conference entitled, "From the Job Market to Tenure: Tips for Success." The path from graduate student to tenured professor is replete with opportunities and challenges. In this preconference, eminent scholars will share their tips for effectively navigating this path. There will be 6 talks: 1) On writing well (Mark Leary), 2) Nailing the interview (Steve Neuberg), 3) The fast track to getting tenure (Eli Finkel), 4) Engaging the public (Michael Norton), 5) Grant writing (Nalanjana Dasgupta), 6) Research collaboration (Greg Webster). We will also have a panel discussion in which individuals who took less familiar paths discuss their experiences and preparation: liberal arts college (Elizabeth Haines), applied research (Mary Gerend), and business school (Vladimir Griskevicius). Finally, many of the speakers will have lunch with participants to provide additional mentorship. Hope you join us for this action-packed, informative day!

GSC Poster

The Paradox of Non-Academic Training — Resources, Stigma, Student and Faculty Perceptions About Non-Academic vs. Academic Careers

Thursday, February 13, 7:00 pm – 8:30 pm

The Graduate Student Committee surveyed SPSP student and faculty members to assess available resources, bias, and perceptions toward non-academic vs. academic careers. Come learn more about what your colleagues think about the current state of academic and non-academic job prospects for social/personality psychology graduate students.

Graduate Student Poster Awards and Wall of Fame

Thursday, Febuary 13, 7:00 pm – 8:30 pm, Exhibit Hall 4

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

Outstanding Research Award

Friday, February 14, 8:15 am – 9:30 am – Ballroom B/C

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

GASP

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

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

Home Page

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

Listserv

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

GASP Measures Database

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

Contact Info

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

GASP Mentorship Luncheon

Chair: Wesley G. Moons, *University of California, Davis*

Friday, February 14, 1:00 pm – 2:00 pm, Room 10 A /B

This event is co-sponsored by the SPSP Diversity and Climate Committee.

Volunteer faculty mentors will host small group discussions of research and professional issues, including LGBT issues in the academic job market, positioning LGBT research for publication, obtaining funding for research on sexual-minority populations, and other diversity and professional development topics. For more information and to register for a discussion table, please contact **gasplunch2014@gmail.com**

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

Diversity Programs

Diversity and Climate Committee Initiatives

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

Diversity Fund Travel Award

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

Undergraduate Diversity Registration Award

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

GASP Mentoring Luncheon

The DCC also co-sponsors a mentoring lunch for graduate students, postdocs, and young faculty associated with the GLBT Alliance in Social Psychology. Our goal is to create a space for professional and social networking among social and personality psychologists who identify as gay, lesbian, bisexual, or transgender (GLBT) and/or whose research focuses on issues of sexuality. This lunch is being hosted jointly by the DCC and GASP. See page 23 for location details.

Diversity Symposium

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

Symposium S-G3

Caught in the Middle: "In Between" Groups Elicit Distinct Patterns of Attitudes

Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom B/C

Chair: **Sara Burke**, *Yale University*

Diversity and Climate Committee Events

GASP Mentoring Luncheon

Friday, February 14, 1:00 pm – 2:00 pm, Room 10 A/B

Diversity and Climate Committee Reception

Friday, February 14, 6:30 pm – 8:00 pm, Room 10 C

Contributions

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

Schedule of Events

Thursday, February 13, 2014

8:00 am – 4:30 pm

Pre-Conferences

Advances in Cultural Psychology, *Convention Center, Room 9*

Attitudes, *Convention Center, Room 6 A*

Center for Open Science: Tools for Your Workflow, *Convention Center, Room 5*

Close Relationships, *Convention Center, Ballroom E*

Common-Sense Beliefs and Lay Theories, *Convention Center, Room 7*

Cooperation and Conflict, *Convention Center, Room 18 C*

Dynamical Systems and Computational Modeling In Social Psychology, *Convention Center, Room 6 B*

Embodiment, *Convention Center, Room 10 C*

Emotion, *Convention Center, Ballroom A*

Evolutionary Psychology, *Convention Center, Room 8*

From the Job Market to Tenure: Tips for Success, *Convention Center, Room 4*

Getting Your Research Into the Headlines: SPSP Media Training, *Convention Center, Room 14*

Group Processes and Intergroup Relations (GPIR), *Hilton Hotel, Salon F*

Happiness and Well-Being, *Convention Center, Ballroom F*

Judgment and Decision Making, *Hilton Hotel, Salon G*

Justice and Morality, *Convention Center, Room 15*

Lifespan Social-Personality, *Convention Center, Room 2*

Nonverbal, *Convention Center, Room 19 B*

Open Source, Open Science: Developer Meeting and Sprints, *Convention Center, Room 1*

Political Psychology, *Convention Center, Ballroom G*

Psychology Of Religion & Spirituality, *Convention Center, Room 3*

Self and Identity, *Convention Center, Room 18 D*

Self-Regulation, *Convention Center, Room 19 A*

Sexuality, *Convention Center, Room 17 A*

Social Cognition, *Convention Center, Room 16 A/B*

Social Neuroendocrinology, *Hilton Hotel, Room 406*

Social Personality and Health, *Convention Center, Ballroom C*

Social Psychology and Law, *Convention Center, Room 10 A/B*

Sustainability Psychology, *Convention Center, Room 18 A/B*

Teaching, *Hilton Hotel, Room 410*

Noon – 8:00 pm

On-site Registration and Pre-Registration

Hall 4 Foyer

1:30 pm – 4:00 pm

GETTING YOUR RESEARCH INTO THE HEADLINES: SPSP MEDIA TRAINING PRE-CONFERENCE

Room 14

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

Speakers: Greg Miller, *Science Writer for WIRED magazine*
Siri Carpenter, *Senior Editor for Discover magazine*
Yasmin Anwar, *Public Information Officer at the University of California, Berkeley*

From the journals and into the headlines, help bring your research to the public. Learn tips and tools for talking with the press, and then try your hand at some interactive exercises to sharpen your media skills. This workshop will be a unique opportunity to work on your media skills with science communications experts and journalists.

5:00 pm – 7:00 pm

Opening Session and Presidential Symposium

Ballroom D

WELCOMING REMARKS

Speaker: Jamie Pennebaker, *University of Texas at Austin, SPSP President*

EXPANDING SOCIAL AND PERSONALITY PSYCHOLOGY: BIG DATA AND NEW TECHNOLOGY

Chair: Jamie Pennebaker, *University of Texas at Austin, SPSP President*

Speakers: Eric Horvitz, *Microsoft Research*
Predicting Behaviors and Outcomes from Anonymized Logs of Human Activities

Adam Kramer, *Facebook*
Novel Methods and Unobtainable Results at Facebook

Roxane Cohen Silver, *University of California, Irvine*
Ready and Waiting: Studying Extreme Events in the Real World

Jean-Baptiste Michel, *Institute for Quantitative Social Science, Harvard*
What Technology and Big Data Can Do for Social and Personality Psychology

6:30 pm – 8:30 pm

Exhibits Open

Hall 4

7:00 pm – 8:00 pm

Welcome Reception

Hall 4

7:00 pm – 8:30 pm

Poster Session A

Hall 4

7:00 pm – 8:15 pm

SPSP Award Ceremony and Reception

Room 12

The Awards Ceremony and Reception will immediately follow the Presidential Symposium and will home the 2013 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications

Friday, February 14, 2014

6:30 am

Zumba Class
Hilton, Salon D

7:30 am – 6:30 pm

On-site Registration and Pre-Registration
Hall 4

8:00 am – 8:30 am

Continental Breakfast
Hall 4

8:00 am – 9:30 am

Poster Session B
Hall 4

8:00 am – 2:00 pm

Exhibits Open
Hall 4

8:15 am – 9:30 pm

Early Morning Special Session

APA WORKSHOP – HOW TO PUBLISH YOUR JOURNAL MANUSCRIPT
Ballroom A

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

8:15 am – 9:30 am

Early Morning Special Session

GSC SYMPOSIUM – "...BUT I NEED MORE PUBLICATIONS!": BALANCING WORK/LIFE, ETHICS, AND PRODUCTIVITY PRESSURES AS A GRAD STUDENT.
Ballroom B/C

Chair: Angela Legg, *University of California, Riverside*
Co-Chair: Anna Balatel, *University Ca' Foscari of Venice, Italy*
Speakers: Leif Nelson, Wendy Wood, Sanjay Srivastava, Amy J. C. Cuddy

9:45 am – 11:00 am

Symposium, Session A

S-A1: LET'S GET CONNECTED: NEW AND UNTAPPED ROUTES TO SOCIAL CONNECTION
Ballroom D

Chair: Amit Kumar, *Cornell University*
Co-Chair: Thomas Gilovich, *Cornell University*
Speakers: Amit Kumar, Tanya L. Chartrand, Nicholas Epley, Lalin Anik

S-A2: POWER AND CLOSE RELATIONSHIPS: THE (IN)SIGNIFICANCE AND ASYMMETRIC INFLUENCE OF OTHERS IN GOAL PURSUIT AND EMOTION
Ballroom A

Chair: Joe Magee, *New York University*
Co-Chair: Kristin Laurin, *Stanford University*
Speakers: Ena Inesi, Kristin Laurin, Angela M. Neal, Joe Magee

S-A3: WITH WHAT EFFECTS?: HOW PRO-DIVERSITY MESSAGES ARE PERCEIVED BY HIGH AND LOW STATUS GROUPS
Ballroom G

Chair: Brenda Major, *University of California, Santa Barbara*
Speakers: Cheryl R. Kaiser, Brenda Major, Michelle L. Rheinschmidt, Mary C. Murphy

S-A4: UNDERSTANDING THE PSYCHOLOGY OF CHANGE: BRIDGING DIVERSE PERSPECTIVES
Room 17

Chair: Kentaro Fujita, *The Ohio State University*
Speakers: David K. Sherman, Jennifer Crocker, Dominic J. Packer, Kentaro Fujita

S-A5: CHARACTER COMES BACK: NEW EVIDENCE FOR MORAL PERSONALITY
Room 9

Chair: Eranda Jayawickreme, *Wake Forest University*
Speakers: Erik G. Helzer, Geoffrey P. Goodwin, Jochen E. Gebauer, Kathryn L. Bollich

S-A6: NEW RESEARCH ON SELF-CONCEPT CLARITY: HOW KNOWING ONESELF INTERACTS WITH ESTEEM, MEANING, AND AUTHENTICITY
Room 19

Chair: Helen Boucher, *Bates College*
Co-Chair: Ken DeMarree, *University of Buffalo, SUNY*
Speakers: Kenneth DeMarree, Helen Boucher, Rebecca Schlegel, Wendi Gardner

S-A7: WHEN TO JUDGE A BOOK BY ITS COVER: TIMING, CONTEXT, AND INDIVIDUAL DIFFERENCES IN FIRST IMPRESSIONS
Ballroom B/C

Chair: Vivian Zayas, *Cornell University*
Co-Chair: Nicholas Rule, *University of Toronto*
Speakers: Michael L. Slepian, Vivian Zayas, Erika N. Carlson, Nicholas Rule

S-A8: ATTENTION DRIVES EMOTION
Room 18 A/B

Chair: Leaf Van Boven, *University of Colorado Boulder*
Co-Chair: Carey Morewedge, *Carnegie Mellon University*
Speakers: Leaf Van Boven, Eldad Yechiam, Carey Morewedge, Iris Mauss

S-A9: SOCIAL AND COGNITIVE CONSEQUENCES OF PSYCHOLOGICAL ESSENTIALISM
Room 18 C/D

Chair: Matthew Lebowitz, *Yale University*
Co-Chair: Ilan Dar-Nimrod, *University of Sydney*
Speakers: Ilan Dar-Nimrod, Erlend Kvaale, Matthew S. Lebowitz, Sonia K. Kang

Friday, February 14, 2014 *(continued)*

S-A10: TWO OF WHAT?: ON WHAT BASES SHOULD PROCESSES BE DIVIDED IN DUAL-PROCESS MODELS?
Ballroom E/F
Chair: Jeffrey Sherman, *University of California, Davis*
Speakers: Ran Hassin, Jan De Houwer, Jeffrey W. Sherman, Yaacov Trope

S-A11: THE NEXT FRONTIER IN SOCIAL SUPPORT AND HEALTH RESEARCH: CLARIFYING THE MICRO-LEVEL MECHANISMS
Room 6
Chair: Elizabeth Keneski, *The University of Texas at Austin*
Co-Chair: Timothy Loving, *The University of Texas at Austin*
Speakers: Elizabeth Keneski, Courtney L. Gosnell, Kathi L. Heffner, James Coan

11:00 am – 11:15 am

Coffee Break
Hall 4

11:15 am – 12:30 pm

Symposium Session B and Data Blitz

S-B1: DATA BLITZ
Ballroom D
Chair: Simine Vazire, *Washington University*
Co-Chair: Nathan DeWall, *University of Kentucky*
Speakers: Matthew Baldwin, Aaron W. Lukaszewski, Amy C. Moors, Nadav Klein, Eva E. Chen, Jiyin Cao, Paul Condon, Lauren C. Howe, Cory Jane Clark, Yuanyuan Shi, Amanda Taylor Eggen, Nathan Arbuckle

Data Blitz Session (S-B1) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-B2: INTERPERSONAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS
Room 19
Chair: Grace Jackson, *UCLA*
Speakers: Grace Jackson, Amanda N. Gessleman, Allan Clifton, Joanne V. Wood

S-B3: THE ESSENCE OF INTERGROUP CONFLICT: PSYCHOLOGICAL ESSENTIALISM IN THE INTERGROUP PROCESSES WE THOUGHT WE ALREADY UNDERSTOOD
Ballroom G
Chair: Ariana Bell, *University of California, Los Angeles*
Speakers: Amanda Williams, Gil Diesendruck, Ariana Naomi Bell, Deborah A. Prentice

S-B4: INTEREST: FROM SPARK TO PASSION
Ballroom E/F
Chair: Paul O'Keefe, *Stanford University*
Speakers: Chris Hulleman, Elizabeth Canning, Paul A. O'Keefe

S-B5: THE SOCIAL CONSEQUENCES OF PERSONALITY: NEW INSIGHTS INTO MEDIATING PROCESSES
Room 9
Chair: Mitja Back, *University of Muenster*
Co-Chair: Simine Vazire, *Washington University, St. Louis*
Speakers: Simine Vazire, Nicole Lawless, Albrecht C. P. Kuefner, Jeremy C. Biesanz

S-B6: IDENTITY CONCEALMENT: A NORMATIVE SOCIAL PSYCHOLOGICAL PHENOMENON
Room 17
Chair: Jonathan Cook, *The Pennsylvania State University*
Co-Chair: Diane Quinn, *University of Connecticut*
Speakers: Jonathan E. Cook, Mikki Hebl, Laura Richman, Diane M. Quinn

S-B7: SIZING EACH OTHER UP: INTERPERSONAL DYNAMICS IN NEGOTIATIONS
Ballroom A
Chair: Daniel Ames, *Columbia University*
Speakers: Elizabeth Wiley, Margaret Neale, Hajo Adam, Abbie Suzanne Wazlwek

S-B8: SELF-TRANSCENDENCE: THE LATEST INNOVATIVE RESEARCH IN AWE, ELEVATION, AND ADMIRATION
Room 18 A/B
Chair: Paul Piff, *University of California, Berkeley*
Speakers: Jonathan Haidt, Michelle N. Shiota, Simone Schnall, Patty Van Cappellen

S-B9: THE 25% OF DISSONANCE THEORY THAT SOCIAL PSYCHOLOGY FORGOT: GROUP IDENTITY MATTERS
Ballroom B/C
Chair: Deborah Hall, *Arizona State University*
Co-Chair: Wendy Wood, *University of Southern California*
Speakers: Elizabeth S. Focella, Blake M. McKimmie, Deborah L. Hall, Joel Cooper

S-B10: CUMULATIVE CONSEQUENCES: THE LINK BETWEEN LIFE COURSE PROCESSES AND INTERVENTION PROCESSES
Room 18 C/D
Chair: Kody Manke, *Stanford University*
Co-Chair: Geoffrey Cohen, *Stanford University*
Speakers: Kevin R. Binning, Kody J. Manke, Steven Hitlin, Carissa Romero

S-B11: THE DEVIL IS IN THE DETAILS: REVEALING THE COMPLEXITIES OF THE RELATIONSHIP BETWEEN PARENTHOOD AND WELL-BEING
Room 6
Chair: Kostadin Kushlev, *University of British Columbia*
Co-Chair: Katherine Nelson, *University of California, Riverside*
Speakers: S. Katherine Nelson, Richard E. Lucas, Emily A. Impett, Kostadin Kushlev

12:30 pm – 1:30 pm

Box Lunch Offered
Hall 4

12:30 pm – 2:00 pm

Poster Session C
Hall 4

1:00 pm – 2:00 pm

Lunchtime Presentation and Discussion with Representatives from NIH
Room 6B
Speakers: William Klein, *National Cancer Institute, NIH*

Grab your boxed lunch and join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community.

Friday, February 14, 2014 *(continued)*

1:00 pm – 2:00 pm

APA Style Session Lunch

MASTERING APA STYLE

Room 19 A/B

Knowledge of APA Style is a must for those who hope to publish in psychology and the social sciences. But it can be hard to keep up with all the ins and outs of style as new resources and publishing formats proliferate. Wouldn't it be great to have an APA Style Expert at your elbow? That's just what you'll get in this session, led by a manuscript editor from one of APA's flagship journals. In addition to providing an overview of the basics, we'll cover some of the most frequently asked questions about APA Style. This session is recommended for those who are new to APA Style, need a refresher on the changes in the sixth edition of the APA Publication Manual, or advise students about APA Style. Come and bring your questions!

1:00 pm – 2:00 pm

GSC Mentoring Lunch

Room 12

1:00 pm – 2:00 pm

GASP Mentoring Lunch

Rom 10 A/B

2:00 pm – 6:00 pm

Exhibits Closed

Hall 4

2:00 pm – 3:15 pm

Symposium Session C

S-C1: SPECIAL SESSION: PSYCHOLOGY IN ACTION

Ballroom D

Chair: Cheryl Kaiser, *University of Washington*
Co-Chair: Eli Finkel, *Northwestern University*
Speakers: Samuel D. Gosling, Roy F. Baumeister, Barbara L. Fredrickson, Laura A. King

S-C2: THE ROLE OF SOCIAL AND ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION

Ballroom G

Chair: Ayse Uskul, *University of Kent*
Speakers: Megan Knowles, Michaela Pfundmair, Ayse Uskul, Meghan Meyer

S-C3: POWER FROM TOP TO BOTTOM: HOW THE SENSE OF POWER AFFECTS JUDGMENT AT THE LEVELS OF CULTURE, SELF, PHYSICAL ENVIRONMENT, AND EMOTION

Ballroom E/F

Chair: Erica Beall, *University of Southern California*
Co-Chair: Jesse Graham, *University of Southern California*
Speakers: Lora E. Park, Nathanael Fast, Andy J. Yap, Erica M. Beall

S-C4: THE ROLE OF ABILITY BELIEFS IN ACADEMIC GENDER GAPS

Room 17

Chair: Sarah-Jane Leslie, *Princeton University*
Co-Chair: Andrei Cimpian, *University of Illinois, Urbana Champaign*
Speakers: Catherine Good, Sarah-Jane Leslie, Andrei Cimpian, Joseph P. Robinson

S-C5: LESSONS FOR SOCIAL AND PERSONALITY PSYCHOLOGY FROM CLINICAL PSYCHOLOGY

Room 9

Chair: Jonathan Adler, *Olin College of Engineering*
Speakers: Jonathan Adler, Jennifer L. Tackett, Kelly E. Rentscher, Thomas F. Oltmanns

S-C6: EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SELF-AFFIRMATION BUT WERE AFRAID TO ASK: HOW DOES IT WORK? IS IT ALWAYS GOOD? AND WHY SHOULD I CARE?

Room 18 A/B

Chair: Kathleen Vohs, *University of Minnesota*
Co-Chair: Brandon Schmeichel, *Texas A&M Univ*
Speakers: Ji Kyung Park, William Klein, Clayton Critcher, Brandon Schmeichel

3:15 pm – 3:30 pm

Coffee Break

Hall 4

3:30 pm – 4:45 pm

Presidential Address and Symposium Session D

S-D1: PRESIDENTIAL ADDRESS

Ballroom D

Title: Expanding Social and Personality Psychology In Departments, Universities, and Within SPSP
Speaker: James W. Pennebaker, *Department of Psychology, Univ of Texas at Austin*

S-D2: ON THE IMPORTANCE OF SOCIAL CONTEXT: EXPANDING OUR VIEW

Room 17

Chair: Amy Canevello, *University of North Carolina, Charlotte*
Speakers: Margaret S. Clark, Catrin Finkenauer, Paul W. Eastwick, Amy B. Canevello

S-D3: WHY HAVEN'T WE SHATTERED THE GLASS CEILING? COVERT AND SUBTLE BIASES IMPEDING EQUALITY IN THE WORKPLACE

Ballroom E/F

Chair: Lily Jampol, *Cornell University*
Co-Chair: Vivian Zayas, *Cornell University*
Speakers: Theresa K. Vescio, Laurie A. Rudman, Victoria A. Brescoll, Lily E. Jampol

S-D4: THE RIGHT FIELD FOR US: HOW CONGRUENCE BETWEEN PERSONAL VALUES AND THOSE SUPPORTED BY THE ACADEMIC CONTEXT IMPACTS INTEREST, MOTIVATION AND PERFORMANCE

Ballroom G

Chair: Bonita London, *Stony Brook University*
Co-Chair: Rainer Romero-Canyas, *Environmental Defense Fund*
Speakers: Mia Steinberg, Sheana Ahlqvist, Sylvia Rodriguez, Stephanie A. Fryberg

S-D5: NEW INSIGHTS ON THE EFFECTS OF TRAITS ON HEALTH: THE IMPORTANT ROLE OF SOCIAL PROCESSES

Room 9

Chair: Lauren Human, *University of British Columbia*
Co-Chair: Joshua Jackson, *Washington University in St. Louis*
Speakers: Lauren J. Human, Peggy M. Zoccola, Joshua J. Jackson, Angelina R. Sutin

S-D6: RITUALS MAKE LIFE BETTER — BY ENHANCING CONSUMPTION, COMMUNICATING SOCIAL NORMS, TREATING ILLNESS, AND RELIEVING GRIEF

Room 18 C/D

Chair: Kathleen Vohs, *University of Minnesota*
Speakers: Yajin Wang, Michael Norton, Cristine Legare, Matthew Rossano

5:00 pm – 6:30 pm

Block, Campbell and Distinguished Scholar Award Lectures
Ballroom D
Chair: James Pennebaker, *University of Texas at Austin*
Co-Chair: David Funder, *University of California, Riverside*

Jack Block Award Address
BASIC TENDENCIES AND CHARACTERISTIC ADAPTATIONS
Recipient: Robert (Jeff) McCrae, *Baltimore Maryland*

Donald T. Campbell Award Address
JUST THINK: THE CHALLENGES AND BENEFITS OF THE MIND AT PLAY
Recipient: Timothy D. Wilson, *University of Virginia*

Distinguished Scholar Award Address
BELIEFS: UNITING PERSONALITY AND PSYCHOLOGY
Recipient: Carol S. Dweck, *Stanford University*

6:15 pm – 8.00 pm

Exhibits Open
Hall 4

6:30 pm – 8:00 pm

Poster Session D and Social Hour
Hall 4

6:30 pm – 8:00 pm

Diversity and Climate Committee Reception
Room 10C

6:30 pm – 7:30 pm

Research Speed *Data*ing Event
Room 17A/B

Saturday, February 15, 2014

7:30 am – 5:30 pm

On-site Registration and Pre-Registration
Hall 4

8:00 am – 8:30 am

Continental Breakfast
Hall 4

8:00 am – 9:30 am

Poster Session E
Hall 4

8:00 am – 2:00 pm

Exhibits Open
Hall 4

8:15 am – 9:30 am

Presentation and Discussion with Representatives from the John Templeton Foundation
Ballroom A
Chair: Nicholas Gibson
Speakers: Nicholas Gibson, Kimon Sargeant, Sarah Hertzog, John Churchill, Paul Wason

9:45 am – 11:00 am

Symposium Session E

S-E1: PROMOTING RESEARCH INTEGRITY: 'BEST PRACTICES' IN SOCIAL-PERSONALITY RESEARCH
Ballroom A
Chair: Jennifer Bosson, *University of South Florida*
Co-Chair: Simine Vazire, *Washington University, St. Louis*
Speakers: Laura King, Brian Nosek, Barbara Spellman, Sanjay Srivastava

S-E2: LUST IN OUR ANCESTRAL DUST: EVOLUTION, ATTRACTION, AND RELATIONSHIPS
Ballroom D
Chair: Jeff Simpson, *University of Minnesota*
Co-Chair: Vladas Griskevicius, *University of Minnesota*
Speakers: Jeff Simpson, Martie Haselton, Kristina Durante, Jon Maner

S-E3: THE VIEW FROM THE TOP: HOW GROUP DOMINANCE SHAPES THE PSYCHOLOGICAL EXPERIENCE
Ballroom B/C
Chair: L Taylor Phillips, *Stanford University*
Co-Chair: Brian Lowery, *Stanford University*
Speakers: Christopher M. Federico, Nyla R. Branscombe, Felicia Pratto, L. Taylor Phillips

S-E4: MINDSETS MATTER: THE POWER OF BELIEFS FOR EVERYDAY LIFE
Room 17
Chair: Jeni Burnette, *University of Richmond*
Co-Chair: Crystal Hoyt, *University of Richmond*
Speakers: Crystal Hoyt, Mike McCullough, Jeni Burnette, Lauren Aguilar

S-E5: CURRENT DIRECTIONS IN THE STUDY OF CHARACTER: THE FOUR W QUESTIONS (WHAT, WHEN, WHY AND WHERE)
Room 9
Chair: David Gallardo-Pujol, *University of Barcelona*
Co-Chair: Taya Cohen, *Carnegie Mellon - Tepper School of Business*
Speakers: Erik E. Noftle, David Gallardo-Pujol, Matthias R. Mehl, Taya Cohen

S-E6: IDENTITY CONFLICTS: CATEGORIES, CAUSES, CONSEQUENCES, AND SOLUTIONS
Ballroom E/F
Chair: Alexander Browman, *Northwestern University*
Co-Chair: Mesmin Destin, *Northwestern University*
Speakers: Katherine T. U. Emerson, Alexander S. Browman, Priya Kamat, Verónica Benet-Martínez

S-E7: MOTIVATED PERCEPTION OF FACES: IMPLICATIONS FOR INTERGROUP BIAS IN THE BRAIN AND BEHAVIOR
Ballroom G
Chair: David Amodio, *New York University*
Co-Chair: Amy Krosch, *New York University*
Speakers: Amy R. Krosch, Tiffany A. Ito, Eric Hehman, Brent Hughes

Saturday, February 15, 2014 *(continued)*

S-E8: THE NON-VERBAL EXPRESSION OF POSITIVE EMOTIONS: VARIATIONS AND SOCIAL IMPLICATIONS
Room 18 A/B
Chair: Michelle Shiota, *Arizona State University*
Speakers: Alexander F. Danvers, Disa Sauter, Jessica L. Tracy, Gabrielle Filip-Crawford

S-E9: AUTOMATIC ETHICS: EXPLORING THE RELATIONSHIP BETWEEN COGNITIVE RESOURCES AND PROSOCIAL BEHAVIOR
Room 18 C/D
Chair: Peter Meindl, *University of Southern California*
Co-Chair: Jesse Graham, *University of Southern California*
Speakers: Matthew Wallaert, Peter Meindl, David Rand, Nathan DeWall

S-E10: WORKING MEMORY CAPACITY IN SOCIAL PSYCHOLOGY: NEW DIRECTIONS
Room 19
Chair: Dominik Mischkowski, *The Ohio State University*
Co-Chair: Jennifer Crocker, *The Ohio State University*
Speakers: Randall W. Engle, Katie J. Van Loo, Dominik Mischkowski, Thomas F. Denson

S-E11: APPROACHES TO ANTHROPOMORPHISM AND ITS SOCIAL AND MORAL CONSEQUENCES
Room 6
Chair: Hyunjin Song, *Arizona State University*
Co-Chair: Virginia Kwan, *Arizona State University*
Speakers: Virginia S. Y. Kwan, Hyunjin Song, Susan T. Fiske, Matthias Forstmann

11:00 am – 11:15 am

Coffee Break
Hall 4

11:15 am – 12:30 pm

Symposium Session F and Data Blitz

S-F1: DATA BLITZ
Ballroom D
Chair: Simine Vazire, *Washington University*
Co-Chair: Nathan DeWall, *University of Kentucky*
Speakers: Nathan W. Hudson, Roos Hutteman, Hammad Sheikh, Amy Muise, Daniel Randles, Ruth Ditlmann, Matthew O'Donnell, Ivana Anusic, Benjamin S. Crosier, Hilary B. Bergsieker, Shannon T. Mejia, Laurie M. Jacobs

Data Blitz Session (S-F1) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-F2: BEING THERE WHEN IT COUNTS: CHRONIC AND SITUATIONAL INFLUENCES ON RESPONSIVE BEHAVIOR IN CLOSE RELATIONSHIPS
Ballroom A
Chair: Denise Marigold, *Renison University College at University of Waterloo*
Speakers: Amanda L. Forest, Denise Marigold, Brooke Feeney, Thery Prok

S-F3: ARE CONSERVATIVES REALLY FROM MARS AND LIBERALS FROM VENUS? THE PSYCHOLOGICAL PROCESSES UNDERLYING INDIVIDUAL DIFFERENCES IN MORALITY AND IDEOLOGY.
Room 17
Chair: Jeremy Frimer, *University of Winnipeg*
Co-Chair: Linda Skitka, *University of Illinois, Chicago*
Speakers: Jeremy A. Frimer, Daniel Wisneski, Ronnie Janoff-Bulman, Kurt Gray

S-F4: DESIRES, BEHAVIOURS AND GOAL PURSUIT: INSIGHTS INTO SELF-REGULATION FROM EXPERIENCE SAMPLING RESEARCH
Ballroom B/C
Chair: Marina Milyavskaya, *University of Toronto*
Speakers: Malte Friese, Marina Milyavskaya, Richard B. Lopez, Lance Rappaport

S-F5: NOT "JUST A STORY": THE SOCIAL CONSEQUENCES OF NARRATIVE INFORMATION
Room 9
Chair: Jenna Clark, *University of North Carolina, at Chapel Hill*
Co-Chair: Melanie Green, *University of North Carolina, at Chapel Hill*
Speakers: Jenna Leigh Clark, Thalia Goldstein, Cindy Organ, Raymond Mar

S-F6: MOTIVATION, MINDSET, AND THE FOSTERING OF POSITIVE INTERRACIAL CONTACT EXPERIENCES AND OUTCOMES
Ballroom G
Chair: Dorainne Levy, *Northwestern University*
Co-Chair: Jennifer Richeson, *Northwestern University*
Speakers: Alissa J. Mrazek, Adam R. Pearson, Dorainne J. Levy, Natalie J. Shook

S-F7: CONTROL, AUTOMATICITY AND THE SOCIAL BRAIN
Ballroom E/F
Chair: Kevin Ochsner, *Columbia University*
Co-Chair: Meghan Meyer, *University of California, Los Angeles*
Speakers: Matthew D. Lieberman, Ajay Satpute, Kevin Ochsner, Robert Spunt

S-F8: POSITIVE AFFECT AND HEALTH: EMERGING EVIDENCE FROM CELLS TO BEHAVIOR
Room 18 A/B
Chair: Nancy Sin, *University of California, San Francisco*
Co-Chair: Judith Moskowitz, *University of California, San Francisco*
Speakers: Nancy L. Sin, Julia K. Boehm, Sarah D. Pressman, Judith T. Moskowitz

S-F9: THE SOCIALITY OF SUSTAINABILITY: HOW (AND WHEN) GROUPS IMPACT ENVIRONMENTAL COGNITION AND BEHAVIOR
Room 18 C/D
Chair: Adam Pearson, *Pomona College*
Co-Chair: Jonathon Schuldt, *Cornell University*
Speakers: Austin Nathan Geiger, Jonathon P. Schuldt, P. Sol Hart, Jessica L. West

S-F10: THE ROLE OF INTERPERSONAL PROCESSES IN GROUP PHENOMENA AND CULTURAL DEVELOPMENT
Room 19
Chair: Andreana Kenrick, *Princeton University*
Co-Chair: Stacey Sinclair, *Princeton University*
Speakers: Andreana C. Kenrick, Greg Walton, Yoshihisa Kashima, Mark Schaller

S-F11: UNEXPLORED CAUSES AND CONSEQUENCES OF (UN) ETHICAL BEHAVIOR
Room 6
Chair: Emma Levine, *The Wharton School, The University of Pennsylvaina*
Speakers: Brian C. Gunia, Sunita Sah, Ting Zhang, Emma Edelman Levine

Saturday, February 15, 2014 *(continued)*

12:30 pm – 1:30 pm

Box Lunch Offered
Hall 4

12:30 pm – 2:00 pm

Poster Session F
Hall 4

1:00 pm – 2:00 pm

Lunchtime Presentation and Discussion with Representatives from NSF
Ballroom A

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So grab your boxed lunch and join the discussion!

1:00 pm – 2:00 pm

GSC Mentoring Lunch
Room 12

2:00 pm – 6:00 pm

Exhibits Closed
Hall 4

2:00 pm – 3:15 pm

Symposium Session G

S-G1: SPECIAL SESSION: RESEARCH INTEGRITY
Ballroom D
Chair: Cheryl Kaiser, *University of Washington*
Co-Chair: Eli Finkel, *Northwestern University*
Speakers: Uri Simonhson, Mahzarin R. Banaji, Jeffry A. Simpson, Susan T. Fiske

S-G2: REGULATING THE NEED TO BELONG: BIOLOGICAL SUBSTRATES OF THE SELF-ESTEEM AND ATTACHMENT SYSTEMS
Room 19
Chair: Danu Stinson, *University of Victoria*
Speakers: Danu Anthony Stinson, Jennifer A. Bartz, Robin S. Edelstein, Lisa Jaremka

S-G3: CAUGHT IN THE MIDDLE: "IN-BETWEEN" GROUPS ELICIT DISTINCT PATTERNS OF ATTITUDES
Ballroom B/C
Chair: Sara Burke, *Yale University*
Speakers: Diana T. Sanchez, Charlotte Chuck Tate, Sara Emily Burke, Melody Sadler

S-G4: FROM GLUE TO GASOLINE: HOW THE VERY SAME PROCESSES THAT BIND PEOPLE TOGETHER CAN ALSO TEAR THEM APART
Ballroom G
Chair: Adam Galinsky, *Columbia University*
Speakers: Jason R. Pierce, Gavin J. Kilduff, Roderick I. Swaab, Oliver J. Sheldon

S-G5: WHY FACIAL STRUCTURE PREDICTS BEHAVIOR: EVIDENCE FROM LONGITUDINAL, LAB, AND FIELD RESEARCH
Room 9
Chair: Jordan Leitner, *University of Delaware*
Speakers: Robert G. Franklin, Justin M. Carré, Cheryl M. McCormick, Jordan Blake Leitner

S-G6: MALLEABLE TIME PERCEPTIONS AND THEIR IMPLICATIONS FOR SELF-CONTROL AND GOAL PURSUIT
Room 18 A/B
Chair: Hengchen Dai, *University of Pennsylvania*
Speakers: Jochim Hansen, Eugene M. Caruso, Sam Maglio, Hengchen Dai

3:15 pm – 3:30 pm

Coffee Break
Hall 4

3:30 pm – 4:45 pm

Symposium Session H

S-H1: RACISM: THEORIES, MEASUREMENTS, AND CONSEQUENCES
Ballroom D
Chair: Jon Krosnick, *Stanford University*
Co-Chair: Tobias Stark, *Stanford University and Utrecht University*
Speakers: Patricia G. Devine, John F. Dovidio, David O. Sears, Tobias H. Stark

S-H2: NEW EVIDENCE FOR RESPONSIVENESS AS AN ORGANIZING CONSTRUCT IN THE STUDY OF RELATIONSHIPS
Ballroom A
Chair: Richard Slatcher, *Wayne State University*
Co-Chair: Heidi Kane, *Wayne State University*
Speakers: Harry T. Reis, Richard B. Slatcher, Heidi Kane, Emre Selcuk

S-H3: SELF-NUDGES: HOW INTRAPERSONAL TWEAKS CHANGE COGNITION, FEELINGS, AND BEHAVIOR
Ballroom B/C
Chair: Amy Cuddy, *Harvard University*
Co-Chair: Alison Wood Brooks, *Harvard University*
Speakers: Hal E. Hershfield, Dolores Albarracín, Alison Wood Brooks, Amy Cuddy

S-H4: THE CURSE OF INSTRUMENTALITY: BURDENING, OBJECTIFYING, AND REPLACING INSTRUMENTAL OTHERS IN RELATIONSHIPS, HEALTH, AND WORK
Room 17
Chair: Juliana Schroeder, *University of Chicago*
Co-Chair: Ayelet Fishbach, *University of Chicago*
Speakers: Grainne Fitzsimons, Juliana Schroeder, Adam Waytz, Ana Guinote

S-H5: DO WE SHAPE RELATIONSHIPS OR DO RELATIONSHIPS SHAPE US? THE DYNAMIC INTERPLAY OF PERSONALITY AND CLOSE RELATIONSHIPS
Room 9
Chair: Madoka Kumashiro, *Goldsmiths, University of London*
Co-Chair: Ximena Arriaga, *Purdue University*
Speakers: Justin V. Cavallo, Vanessa K. Bohns, Megan H. McCarthy, Ximena B. Arriaga

Saturday, February 15, 2014 *(continued)*

S-H6: LIKE WATER FOR THE FISH: FEATURES OF THE ENVIRONMENT PRODUCE BIG EFFECTS ON COOPERATION, ATTENTION, SELF-CONTROL, AND EVEN CREATIVITY
Ballroom E/F
Chair: Kathleen Vohs, *University of Minnesota*
Speakers: Ryan Rahinel, Boyoun Grace Chae, Julian House, Marc Berman

S-H7: COGNITION IS A MATTER OF TRUST: DISTRUST TUNES COGNITIVE PROCESSES
Ballroom G
Chair: Ruth Mayo, *The Hebrew University of Jerusalem*
Speakers: David Seungjae Lee, Ann-Christin Posten, Ruth Mayo, Yaacov Schul

S-H8: DISSECTING SOCIAL RELATIONSHIPS AND BIOLOGICAL CONSEQUENCES: INTERDISCIPLINARY DYADIC APPROACHES
Room 18 A/B
Chair: Meanne Chan, *Northwestern University*
Co-Chair: Lauren Human, *University of British Columbia*
Speakers: Timothy W. Smith, Vicki S. Helgeson, Anita DeLongis, Meanne Chan

S-H9: ARE POWER AND GENDER MUTUALLY REINFORCING OR OFFSETTING?
Room 18 C/D
Chair: Jennifer Overbeck, *University of Utah*
Speakers: Justin D. Wareham, Teng Zhang, Laura Kray, Adam Galinsky

S-H10: APPLICATION OF ADVANCED METHODOLOGICAL TOOLS IN PERSONALITY AND SOCIAL PSYCHOLOGICAL RESEARCH
Room 19
Chair: Fang Fang Chen, *University of Delaware*
Speakers: Fang Fang Chen, Jeong Min Lee, Jacob Westfall, Jean-Philippe Laurenceau

S-H11: GIVING SOCIAL PSYCHOLOGY AWAY–AND HAVING IT THROWN BACK IN OUR FACES
Room 6
Chair: Leonard Newman, *Syracuse University*
Speakers: Lisa E. Hasel, Judith Harackiewicz, Douglas Kenrick, Ying Tang

5:00 pm – 6:15 pm

Symposium Session I

S-I1: THE POLITICS OF SOCIAL PSYCHOLOGICAL SCIENCE
Ballroom D
Chair: Lee Jussim, *Rutgers University*
Speakers: Yoel Inbar, Jarret Crawford, Lee Jussim, David Buss

S-I2: PROVIDING EFFECTIVE SUPPORT IN CLOSE RELATIONSHIPS: NEURAL, BEHAVIORAL, AND PHYSIOLOGICAL PREDICTORS AND CONSEQUENCES
Ballroom A
Chair: Sylvia Morelli, *Stanford University*
Speakers: Sylvia A. Morelli, Stephanie L. Brown, Benjamin R. Karney, Alexandra Suppes

S-I3: GROUP IDENTITY AND PREJUDICE: NEW FINDINGS FROM AN IMPLICIT SOCIAL COGNITIVE PERSPECTIVE
Ballroom G
Chair: Travis Carter, *Colby College*
Speakers: Thierry Devos, Melissa J. Ferguson, Joyce Ehrlinger, David M. Amodio

S-I4: EMBODYING MOTIVATION: HOW BODILY EXPERIENCES SHAPE OUR GOALS AND DESIRES
Room 17
Chair: Lotte Veenstra, *VU University Amsterdam*
Co-Chair: Shana Cole, *New York University*
Speakers: Michael D. Robinson, Nils B. Jostmann, Shana Cole, Lotte Veenstra

S-I5: REFLECTING ON THE REDEMPTIVE STORY
Room 9
Chair: William Dunlop, *University of California, Riverside*
Speakers: Dan P. McAdams, William L. Dunlop, Kate C. McLean, Sara J. Weston

S-I6: A THREAT AT EVERY TURN: NEW CHALLENGES AND NEW SOLUTIONS
Room 18 C/D
Chair: Valerie Taylor, *Spelman College*
Speakers: Nicole M. Overstreet, John Oliver Siy, Will Hall, Valerie Jones Taylor

S-I7: THE PSYCHOLOGY OF INGROUP-OUTGROUP DISTINCTIONS IN THE AFTERMATH OF TERRORISM
Room 19
Chair: Nour Kteily, *Harvard University*
Co-Chair: Sarah Cotterill, *Harvard University*
Speakers: Emile Bruneau, Nour Kteily, Sarah Cotterill, Muniba Saleem

S-I8: CULTURE AND EMOTION: ADVANCES FROM CULTURAL PSYCHOLOGY AND CULTURAL NEUROSCIENCE
Room 18 A/B
Chair: Joan Chiao, *Northwestern University*
Speakers: Maria Gendron, Xiaofei Yang, Joan Y. Chiao, Jeanne L. Tsai

S-I9: UBIQUITY OF SOCIAL HIERARCHIES: HOW STATUS, CLASS, AND POWER SHAPE BEHAVIORAL AND NEURAL PROCESSES IN MULTIPLE SOCIAL CONTEXTS
Ballroom B/C
Chair: Matthias Gobel, *University College London*
Co-Chair: Heejung Kim, *University of California at Santa Barbara*
Speakers: Alison R. Fragale, Matthias S. Gobel, Michael E. W. Varnum, Dana R. Carney

S-I10: THE END OF SOCIAL COGNITIVE IMPERIALISM: THE START OF A SOCIAL AFFECTIVE UPRISING
Ballroom E/F
Chair: Michael Inzlicht, *University of Toronto*
Speakers: Michael Inzlicht, Eddie Harmon-Jones, Cindy Harmon-Jones, Piotr Winkielman

S-I11: THE DARK SIDE OF RELIGION: INTOLERANCE, PREJUDICE AND ANTISOCIAL BEHAVIOR
Room 6
Chair: Patty Van Cappellen, *University of North Carolina at Chapel Hill*
Speakers: Wade C. Rowatt, Ara Norenzayan, Vassilis Saroglou, Julie J. Exline

6:00 pm – 7:45 pm

Exhibits Open
Hall 4

6:15 pm – 7:45 pm

Poster Session G and Social Hour
Hall 4

2013 Award Recipients

Awards Ceremony and Reception

SPSP is honored to announce our 2013 Award Recipients! Please come by to meet and congratulate them at the Awards Ceremony and Reception Thursday, February 13, 2014 at 7:00 pm, following the Presidential Symposium.

Austin Convention Center, Room 12

Sponsored by SPSP and Sage Publications

The 2013 Jack Block Award

Robert R. (Jeff) McCrae

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

Sponsored by SPSP

The 2013 Donald T. Campbell Award

Timothy DeCamp Wilson

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

Sponsored by SPSP

The 2013 Career Contribution Awards

C. Daniel Batson

James Sidanius

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

Sponsored by SPSP

The 2013 Robert B. Cialdini Award

Judith Harackiewicz, Christopher Rozek, Chris Hulleman, & Janet Hyde

For their 2012 *Psychological Science* article entitled "Helping parents to motivate adolescents in mathematics and science: An experimental test of a utility-value intervention".

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

Endowed by FPSP

The 2013 Carol and Ed Diener Award in Personality Psychology

Andrew J. Elliot

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

Endowed by FPSP

The 2013 Carol and Ed Diener Award in Social Psychology

Nalini Ambady

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

Endowed by FPSP

The 2013 Distinguished Scholar Award

Carol S. Dweck

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

Sponsored by SPSP

The 2013 Media Book Prize for the Promotion of Social and Personality Science

Jonathan Haidt

For "The Righteous Mind: Why Good People Are Divided by Politics and Religion" (Pantheon Books, 2012).

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

Sponsored by SPSP

The 2013 Methodological Innovation Award

Anthony Greenwald

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

Sponsored by SPSP

The 2014 SAGE Young Scholar Awards

Paul Eastwick

Jochen Gebauer

Edward Lemay

Kristina Olson

Tessa West

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

The 2013 SPSP Awards for Distinguished Service to the Society

Wendi Gardner

George (Al) Goethals

The Society recognizes that service comes in many forms, and this award expresses the Society's appreciation of distinctive contributions. It recognizes distinguished service specifically to the Society for Personality and Social Psychology, either with a particular, significant activity or cumulative contributions over time, to the Society.

Sponsored by SPSP

The 2013 SPSP Awards for Service on Behalf of Personality & Social Psychology

Kay Deaux

Hazel Rose Markus

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

Sponsored by SPSP

The 2013 Daniel M. Wegner Theoretical Innovation Prize

Kurt Gray, Liane Young, & Adam Waytz

For their 2012 *Psychological Inquiry* article entitled "Mind Perception is the Essence of Morality."

This newly renamed prize honoring Daniel M. Wegner, recognizes the most theoretically innovative article, book chapter, or unpublished manuscript of 2012. It honors theoretical articles that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology.

Sponsored by FPSP with the generous support of Worth Publishers

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

2013 Gradute Student Travel Award Winners

Sarah Ainsworth is a doctoral candidate in the social psychology program at Florida State University working with Drs. Roy Baumeister and Jon Maner. Sarah received her bachelor's degree in German Language and Literature from the University of Florida in 2007 and a master's degree in social psychology from Florida State University in 2012. Her research focuses on the self-regulation and cooperation within groups and on motivated social cognition within the domain of mating and disease avoidance. Much of her work is informed by physiological and evolutionary perspectives.

Shannon Brady is a third-year doctoral student in Developmental and Psychological Sciences at Stanford University Graduate School of Education. A former middle school teacher, she is broadly interested in motivation in both academic and non-academic contexts. She is passionate about developing theory-driven social psychological interventions to foster success and wellbeing.

William Brady is a second-year graduate student in NYU's social psychology program. Broadly construed, he is interested in emotion perception and regulation in social interactions. Currently, he is investigating how biases in emotion perception are related to negative interpretations of conflict in romantic relationships. He is also investigating situations in which emotions are experienced the opposite of how they would typically be classified (e.g. pleasurable fear), and how such experiences are regulated. William also enjoys vegan cooking.

Pascal Burgmer is currently a 4th-year PhD student with the Social Cognition Cologne research group at the University of Cologne, Germany (supervisor: Thomas Mussweiler). He obtained his diploma degree in psychology (equivalent to MSc) at the University of Cologne in 2009. His research interests include the psychological consequences of common-sense beliefs (e.g., beliefs in mind-body dualism), power, trust, and comparative thinking. He is also interested in moral judgment/behavior as well as mental-state inference more broadly. Recent work has been published in *Psychological Science* (on mind-body dualism), *Social Psychological and Personality Science* (on social power), and the *Journal of Personality and Social Psychology* (on perspective taking). More information can be found at: http://www.social-cognition.uni-koeln.de.

Jiyin Cao is a graduate student at the Management & Organizations department at Kellogg School of Management. She is interested in two broad areas of research: how generalized trust, the belief in the benevolence of human nature, develops, and how diverse and mobile experiences influence individuals' self-expression, social perception, and decision-making. She has explored these topics across individual, group, and cultural levels of analysis.

Her dissertation proposes a theoretical model for the development of generalized trust and empirically tests it in the context of diverse foreign experiences. Her dissertation sheds light on a classic research question in organization research: how individuals can leverage the benefits of diversity without disrupting their social relationships. At the cultural level, she employs a socio-ecological perspective – physical and network mobility – to study culture. As globalization has created a more diverse and mobile workforce, her research helps organizations understand and manage a diverse set of employees.

Kathleen Carswell Bio not available.

Meanne Chan is a PhD candidate at Northwestern University working under the supervision of Dr. Edith Chen in Health Psychology. Meanne's research integrates social cognitive paradigms with biomarkers of disease to examine psychosocial mechanisms that help explain social disparities in health outcomes. Her dissertation research examines implicit threat vigilance in children and adults as a plausible mediator between socioeconomic status and health-relevant outcomes. Upon completion of graduate training, Meanne aims to continue interdisciplinary research with a post-doctoral position that extends her current interests in combining social paradigms with health research.

Ceylan Cizmeli Bio not available.

Cory Clark I am a sixth year graduate student at the University of California, Irvine under the mentorship of Peter Ditto. My research bridges the areas of moral psychology, political psychology, experimental philosophy, and motivated reasoning. In my primary line of research, I have found that punitive motivations underlie the strength and prevalence of free will beliefs, and that motivated increases in free will beliefs buffer against the negative impact punitiveness has on psychological well-being. Expanding on this research, some preliminary results further suggest that the situational dependence of free will beliefs may explain the discrepant findings in the compatibilism literature. In the political domain, I have examined how free will beliefs predict social and economic political attitudes and voting patterns. Additionally, my lab is currently conducting a meta-analysis aimed at determining whether liberals or conservatives are more biased in their evaluations of political issues and candidates.

Fred Clavel is a doctoral student in Social Psychology at Iowa State University, studying close relationships with a dual emphasis on substantive processes and methodological issues. His central substantive interests include social support dynamics in romantic couples, the effects of context on couples' functioning over time, relationships and health & well-being, and issues of the self in relationships. His methodological interests include modeling relationship phenomena using dyadic and other multilevel approaches, using intensive longitudinal designs to examine individual and dyad-level change, and methods of modeling functional interdependence in couples over time. He approaches these interests from a number of theoretical perspectives including social exchange, attachment, evolutionary psychology, motivation, and theories of social cognition. He is currently engaged in research examining the long-term effects of life stressors such as racial discrimination and chronic financial strain, on the dyadic support experiences and mental health of married and cohabiting couples.

Paul Condon I am a graduate student in social psychology in the Emotions and Social Cognition Lab, directed by Dave DeSteno. My research examines the social dynamics of emotion, compassion, and meditation and incorporates methods from social psychology and affective science. I aim to understand how meditation impacts interpersonal behavior and emotional experience, and am particularly interested in the ongoing dialogue between science and contemplative traditions.

Jessica Cornick graduated Magna Cum Laude from Occidental College in 2007 with a BA in Psychology. While at Occidental, Jessica worked with Dr. Brian Kim on ego-depletion research. After graduation, Jessica completed a two year commitment with Teach for America in Los Angeles where she taught seventh grade science. Concurrently, she earned her Multiple Subjects teaching credential from Cal State University, Northridge in 2009. Jessica currently works with Dr. Jim Blascovich in the Research Center for Virtual Environments and Behavior at UCSB. Her research interests include the role of social and cognitive resources in psychological and physical well-being. Specifically, Jessica is interested in how potentially threatening situations can be constructed such that individuals have reduced biological (cardiovascular, HPA axis) responses. Her current work examines the psychophysiological consequences of self-efficacy perceptions in overweight individuals.

Kassandra Cortes I am a graduate student in the social psychology program at the University of Waterloo. My primary research interests concern self-regulation, close relationships, motivation, emotion, and personality. One of my research lines broadly investigates the role of regulatory focus orientation in predicting romantic relationship expectations and outcomes. I am also currently researching motivation toward goal pursuit as a function of personality and goal framing, extending my previous research which examined how effort exertion towards a goal shifts as a function whether the outcome benefits the self or (close) others. Some of my other research pursuits include examining the impact of negative self-disclosure in close relationships, ways to motivate individuals to repair their negative moods, and the role of attachment anxiety and subjective distance of past relational events in predicting relational outcomes.

Hengchen Dai I am a fourth-year doctoral student at the Wharton School. My main stream of research applies insights from economics and psychology to motivate people to behave in line with their long-term best-interests both inside and outside of the workplace (e.g., avoiding counterproductive

behaviors, saving for retirement, maintaining a healthy lifestyle). From a managerial perspective, I am interested in how organizations can enhance employee motivation at work and facilitate future-oriented decision making. Much of my recent work focuses on how fresh starts and breaks can influence employees' motivation to engage in self-regulation and avoid counterproductive behaviors using field experiments, archival data, and lab experiments. In other work, I have explored how different social forces (e.g., online reviews, news about a celebrity's health, and peer pressure) affect judgments and behavior.

İlker Dalğar continues his PhD study on social psychology at Middle East Technical University (METU). Research interests are regulation of social relationships and relational models, self-conscious emotions and cultural variations, and contextualist and situated social mind in general. Currently studies on regulatory roles of shame and guilt on social relationships in different cultural contexts like Turkey and Netherlands, and if certain relationship models have effects on people's willingness to participate in collective actions. He got his B.S. and M.S. degrees from Middle East Technical University, Department of Psychology. In his master's thesis, he investigated the relational models and their associations with cultural orientations and personal value priorities in Turkish cultural context.

Shai Davidai is a PhD candidate in the Psychology department at Cornell University. He received his BA in Psychology and Cognitive Science from the Hebrew University of Jerusalem in 2009. Following a short stint in the 9-to-5 world, Shai returned to the warm embrace of psychological research, where he found his true calling. Enthralled by the little quirks of human nature, Shai's research is focused on understanding people's perceptions of their social world. He works with Professor Tom Gilovich on projects examining the role played by cognitive biases and psychological construal in perceptions of—and attitudes regarding—public policy. In addition, Shai is interested in people's experience of regret and how they relate to their overall well-being. In his spare time, Shai enjoys minor caffeine overdoses, music that was popular two decades ago and complaining about the lack of spare time in his life.

Kathy Emerson Broadly speaking, my research interests converge around the topic of identity in context. I examine how context—including specific situational cues – shapes perception, categorization, motivation, and behavior in different ways for both majority and minority group members.

Much of my research has focused on a particular situational cue—organizational lay theories of intelligence (i.e., beliefs shared by members of an organization regarding whether intelligence is fixed or malleable) (Murphy & Dweck, 2010). I am currently exploring how organizational theories serve as a cue to stereotype threat for members of stigmatized groups (i.e., women, people of color). Additionally, I am working with collaborators to examine how such theories manifest in real-world organizations.

Also, I am currently examining how White individuals perceive racially-ambiguous and multiracial individuals. Specifically, I am investigating how the social context (e.g., task framing, time constraints) can motivate Whites' categorization, perception, and treatment of racially-ambiguous and multiracial targets.

Caroline Fitz is originally from Cleveland, Ohio. She received her BA in Psychology and Sociology from Lake Forest College (just outside Chicago, Illinois). Currently, she is a fourth year doctoral candidate at The George Washington University in Washington, D.C. where she works with Alyssa Zucker and Lisa Bowleg to study how individual-level (e.g., sociopolitical attitudes, resilience) and social-structural factors (e.g., discrimination) work together to affect physical health risk and protective behaviors among marginalized groups, including racial minorities, LGBT individuals, and women. In 2013, APA selected Caroline to be their 2013-2014 Public Policy Graduate Student Intern. In this capacity, she contributes to APA's legislative and advocacy work by helping formulate positions on federal policy initiatives, ultimately to shape legislation that impacts underrepresented groups (e.g., people with HIV, human trafficking victims). Upon completing her PhD, Caroline plans to continue balancing her time between developing her research and working in policy.

Takayuki Fujii received his BA from Kansai University of Welfare Science and his MA from Osaka Kyoiku University. He is currently a graduate student of Tamagawa University. Takayuki's research interests include cognitive development and the neural basis of reciprocity and pro-social behavior in children.

Muping Gan was born in Beijing, China, having since moved around to many cities in Canada and the U.S. She received a BA in Psychology with a minor in Economics from Duke University, where she worked with Dr. Mark Leary on how social comparison affects environmental behaviors. Now, as a fourth year PhD student in the Social/Personality Psychology program at the University of California, Berkeley, Muping is a "self"-centered researcher, working primarily alongside Dr. Serena Chen. With a broad interest in how the self reacts to and copes with situational and interpersonal threats, Muping examines whether power buffers against epistemic and affiliative threats, ways in which authenticity facilitates feeling and obtaining power, and how greater overlap between one's relational and ideal self promotes better intra- and inter-personal outcomes.

Alex Genevsky I am a fourth year PhD student in Stanford University's Psychology department pursuing questions regarding the neurobiological substrates of emotion and their influences on decision making. Before beginning at Stanford, I received my undergraduate degree in Computer Science from Binghamton University in New York, and worked in the Psychiatry departments of the San Francisco VA Medical Center and the University of California, San Francisco.

I currently work in Dr. Brian Knutson's Affective Neuroscience laboratory where I use behavioral and fMRI neuroimaging methodologies to explore the relationship between affect, neural activity, and behavior. My research includes studies of charitable giving, compassion, and social preference in economic decision making.

Patricia Gilbert Bio not available.

Yuthika U. Girme PhD Candidate, University of Auckland

People supported by intimate partners experience better psychological and physical health, and have more satisfying relationships. Unfortunately, not all individuals are able to reap the benefits of supporting partners because their developmental histories and subsequent insecurities undermine their ability to seek support, cope with stress, or feel comfortable within intimate contexts. My primary research goals involve identifying the ways people can manage their partner's insecurities by providing support and generating closeness in ways that overcome insecure defences and maximize the health benefits arising from supportive relationships.

To achieve these goals, I use video-recorded observational, diary and longitudinal data to assess dyadic processes as they occur across time. These methods are complimented by complex statistical techniques involving structural equation modelling, multi-level modelling and curvilinear analyses to assess the impact of partner support and relationship maintenance strategies on individuals' personal coping and relationship functioning.

Micah Goldfarb is a third year graduate student at The Ohio State University. He graduated with his BA from OSU with honors in research distinction conducting an honors thesis with Dr. Fujita examining the effects of construal levels on system justification. Micah has been interested in understanding why people would justify flawed systems and under what conditions people would seek change. In graduate school he has continued this line of research while also broadening his interests in subjective construal and investigating the processes underlying people's subjective perceptions of the world. Micah is also interested in how ambiguous social concepts are influenced by physical experiences. He is currently studying how perceptual cues in one's environment invoke a cognitive model of responsibility, such that perceived motion of the self relative to the environment leads to differing attributions of responsibility and regret for negative events.

Yael Granot was born in Israel and grew up in the Boston area. She received her BA in Psychology from Vassar College and is currently a fourth year doctoral student at New York University working with Dr. Emily Balcetis. Her research at NYU's Social Perception Action and Motivation Lab

focuses on the influence of visual perception and attentional processes on attributions of blame and legal punishment decisions. Using cognitive and eye-tracking measures, she explores how the manner in which people attend to information moderates the influence of social and individual difference factors on judgments of victims and perpetrators. She is particularly interested in applications of this work to the use of video evidence and hopes this work will inform visually-based interventions to reduce bias in legal decision-making.

Sarah Grover found her passion for social psychology as an undergraduate research assistant in Dr. Sapna Cheryan's lab at the University of Washington. Sarah helped to conduct some of Dr. Cheryan's research on the effects of computer science stereotypes on women's interest in computer science. Sarah also developed her own research project to examine how the proportion of males in an academic major affects beliefs about whether natural ability is required to do well in that major. Sarah is now a second year graduate student at the University of Colorado Boulder and is advised by Dr. Tiffany Ito and Dr. Bernadette Park. Sarah's current research examines the effects of stereotype threat in a group-problem solving context. This research shows that in an environment with cues known to elicit stereotype threat (i.e., being the only female in the group) women are rated as worse at math than when in a non-threatening environment.

Lindy Gullett is a fourth year doctoral student at New York University who works primarily with Tessa V. West. Her research focuses on how people attend to and interpret others' behaviors during dyadic and group interactions, and she is largely interested in how group-level composition attributes (e.g. the gender or racial composition of dyads and groups) influence how individuals attend to and interpret others' behaviors. In one line of research, she is exploring how a task group's gender composition can influence how members of the group evaluate each other. In a second line of research, she is exploring how people attend to and interpret an interaction partner's behaviors during cross-race relative to same-race interactions. Lindy also has a strong interest in statistical modeling and volleyball.

Leor Hackel received his B.S. in Neuroscience & Behavior from Columbia University in 2011, where he was advised by Dr. Kevin Ochsner. He is currently a third year doctoral student in Social Psychology at New York University, where he works with Dr. Jay Van Bavel and Dr. David Amodio. Leor is interested in how social contexts and motives shape social perception and social preferences, using behavioral, computational, and neuroimaging methods. In particular, Leor's primary lines of research examine how top-down motives (e.g., social identity) shape the way people perceive minds and mental states in others, how contextual social concerns shape valuation of social rewards and altruistic behavior, and the relationships between these processes.

Benjamin Hadden I received my Bachelors of Arts in Psychology from the University of Delaware in the spring of 2010. After earning my BA, I spent a year as a post baccalaureate research assistant at the University of Mississippi. I came to Houston in the fall of 2011 to pursue my PhD at the University of Houston under the supervision of Dr. C. Raymond Knee. My research focuses on the role of motivations and goals in influencing relationship dynamics, mainly through the lens of self-determination theory. I am particularly interested in the influence of self-determination on relationship development and maintenance processes. For instance, I am currently investigating the role of autonomous motivations in shaping support provision for partners. I am also interested in how self-determination influences responses to a variety of relationship threats, such as feelings of rejection from one's partner.

Kelci Harris received her BA in Psychology and Comparative Literature from the University of North Carolina at Chapel Hill in 2012. She is currently a second-year graduate student at Washington University in St. Louis, where she is co-advised by Dr. Joshua Jackson and Dr. Simine Vazire. Kelci is broadly interested in personality, relationships, and well-being,. In her current work with Dr. Jackson, she is investigating how relationship experiences affect the link between personality and subjective well-being. Specifically, are people high in extraversion more satisfied with life than less extraverted people because they have better relationship experiences? With Dr. Vazire she is exploring whether or not personality traits predict relationship quality in the same way across relationship domains. In other words,

are there traits that make some people just good at relationships? In the future, Kelci would like to delve more into the processes through which personality impacts relationship development.

Jia He is a second-year student in the General Psychology Masters program of New York University. She received her BA in Economics from Dong Hua University and B.S. in Applied Psychology from East China Normal University. After graduating she spent a year working as a modeling analyst in the Nielsen Company. At NYU she works with Professor Patrick Shrout on the effect of social support on individual's goal pursuit behaviors, the role of emotion and motivation in decision making processes and cultural differences in aforementioned processes. Her current project is on academic procrastination and makes use of data collected by Professors Shrout and Bolger (Columbia University) on college students' preparation for pre-med science exams. She found that procrastination was least likely to occur among students who both reported being academically efficacious and well supported by friends/family, and that social support was associated with more procrastination among less efficacious individuals.

Chelsea Helion grew up in West Chester, Pennsylvania. She is currently in her fifth year in the social psychology program at Cornell University. She completed her BA in psychology and cognitive neuroscience at Temple University in 2009. Working with her primary advisor, Dr. David Pizarro, she investigates the role that emotion plays in moral decision-making, specifically focusing on the relationship between disgust and moral judgment. She is also a joint graduate student at Weill-Cornell Medical College with Dr. BJ Casey, and uses functional neuroimaging to study the brain circuitry involved in implicit and explicit emotion regulation across development. Upon completion of her doctorate, she plans to pursue a career in research and academia.

Lauren Howe is a third-year graduate student in the Social Psychology program at Stanford University. Her current research projects explore different aspects of imperfection, such as the consequences of imperfect physician health habits for the doctor patient relationship, and the impact of implicit theories of personality on the tendency to define oneself through one's failures. She earned her BA in Psychology and German Language and Literature from the University of Virginia.

Jennifer Howell is a doctoral candidate the University of Florida in Gainesville, FL. Her research focuses primarily on psychological threat management and health. She seeks to understand the proactive and reactive strategies people use to manage bad news. This broad umbrella encompasses work on decision-making, responses to feedback, defensiveness, physical health behaviors, risk, coping, social cognition, attitudes, and communication. The ultimate goal of Howell's research is to use basic social psychological theory and research to improve the ways humans manage psychological threats, promoting physical health and wellbeing as a result. Her research is currently funded by the National Science Foundation and has received coverage from media outlets including the *New York Times, National Public Radio*, and the *Huffington Post.*

Julia Hur is currently pursuing a PhD in Management and Organizations from the Kellogg School of Management at Northwestern University. She graduated from Yonsei University with a BA in Psychology. Her research explores topics including goal-pursuit, self-control, and mind perception, and examines how people pursue long-term goals and rewards in personal, social, and moral domains. She has presented her research at the annual meetings of the Society for Personality and Social Psychology, the Association for Consumer Research, and the Society for Judgment and Decision Making. She currently collaborates with Loran Nordgren, Adam Waytz, Wilhelm Hofmann, Minjung Koo, and Daniel Effron.

Brittany Jakubiak was born near Baltimore, Maryland. She is currently a second year doctoral student studying with Dr. Brooke Feeney at Carnegie Mellon University. She received her M.S. in psychology from Villanova University and her BA in psychology from Loyola University Maryland. She is primarily interested in relationship processes and the ways relationships promote optimal individual functioning. Currently, she is researching the effects of receiving and imagining supportive touch on multiple individual outcomes including stress reactivity, willingness to approach challenges, and attributions of ambiguous partner behaviors. She is interested in exploring the mechanisms underlying associations between touch support and these individual outcomes. Additionally, Brittany is working with Dr. Feeney to research secure base support and receipt in both a newlywed and an aging population.

Lily Jampol I am a PhD student at Cornell working with Dr. Tom Gilovich and Dr. Vivian Zayas. My research interests are broadly centered on biases in judgment and decision making and I am currently focusing on biased communication in the form of white lies, and its effects on equality. More specifically, I am interested in how covert stereotypes and asymmetrical power relationships contribute to subtle differences in workplace feedback and evaluations and how these differences might affect both the recipient of the communication and the communicator.

I attended Mount Holyoke College for my BA in Political Science and have had the privilege of working in psychology labs at Harvard, Princeton, and Cornell. I am honored to have received the Travel Award and several others including the National Science Foundation Graduate Research Fellowship and the American Psychological Association's Geis Memorial Award which support my dissertation work.

Elise Kalokerinos is a PhD candidate at The University of Queensland, Australia. Her research is broadly focused on understanding positive emotions across contexts and the lifespan. Specifically, her research interests include the functional benefits of the aging positivity effect, the social costs and benefits of positive emotion expression, the strategies we use to down-regulate positive emotion, and the impressions we form of targets based on their emotion regulation strategies. She is also interested in the antecedents and consequences of stereotype threat in organizational contexts.

Yona Kifer Social power is perhaps the most basic and pervasive feature of human social life. In my research I examine the effects of power on personality, the self-concept and emotions. Building on the two dominant theories of the field, the approach/inhibition(Keltner, Gruenfeld, & Anderson, 2003) and the Social Distance Theories (SDT; Smith & Trope, 2006) of power, as well as the authenticity literature and Self-Discrepancy theory (SD theory; Higgins, 1987), I propose and find that power leads individuals to have elevated levels of extravesion, as well as experience increased correspondence between internal thoughts and feelings and their external expression resulting in greater feelings of authenticity, and consequently Subjective Well-Being. Additionally, I explore the associations between power and discrepancies in representations of the self, as well as the role of power in moderating the links between these discrepancies and emotions.

My predictions are examined through multiple laboratory and field studies using both observational and experiential methods, as well as diverse populations (community, student/Israeli, American).

Teri Kirby is a fourth year PhD student working with Dr. Cheryl Kaiser, Dr. Anthony Greenwald, and Dr. Sapna Cheryan in the Social/Personality area of Psychology at the University of Washington. She received her Bachelor's degree in Psychology from the University of Pennsylvania in 2008. Her current research interests include prejudice, stereotyping, and diversity. With Dr. Kaiser and Dr. Cheryan, she is examining the advantages and disadvantages of different models of approaching diversity (e.g., colorblindness and multiculturalism) as well as perceptions of diversity policies in companies. With Dr. Greenwald, she focuses on implicit racial attitudes.

Kolina Koltai is currently in the MA Psychology - General Experimental program at California State University, Northridge, her alma mater. Go Matadors! A Los Angeles native, Kolina's research interests take a social psychology flavor. She is interested in studying biracialism, perception, stereotypes, gender, LGBTQQI groups, and the young adult cancer survivor experience. Her thesis is currently focused on examining the relationship between prejudice and stereotypes of biracials to childhood exposure to biracials. She hypothesizes that greater exposure to biracials during childhood can minimize implicit prejudice and stereotyping of biracials during adulthood. Kolina is also working on building a photo database of different racial groups expressing different emotions to be used in future research. She is also jointly working in Systems Engineering Research Lab examining how experimental test pilots develop trust in automated systems. He other interests include scuba diving, kayaking, surfing, running obstacle course races, and practicing special effects makeup.

Gordon Kraft-Todd is the lab manager of the Human Cooperation Lab at Yale University. He obtained his BA from Harvard College with an independently designed major in leadership. He is interested in the innovation and diffusion of prosocial norms in networks, and especially in bottom-up processes, i.e. the ability of individuals to create prosocial change. His primary questions of interest are: First, what are the

psychological mechanisms underlying the performance and perception of prosocial behavior? Second, how does prosocial behavior propagate in social networks? Finally, can these theoretical insights be harnessed into interventions addressing real coordination dilemmas? He is interested in an interdisciplinary approach, using methods from psychology, economics, sociology, and evolutionary game theory, and also in partnering with firms to analyze "big data." He is interested in interventions across a number of domains of public goods, including philanthropy, health, education, and the environment.

Kostadin Kushlev Bio not available.

Nicole Lawless is a doctoral student at the University of Oregon. Her research focuses on how different contexts influence the nature and accuracy of interpersonal perceptions. In particular, she is interested in how individual differences interact with situational characteristics to influence status attainment. In addition, she is interested in examining the mechanisms that produce more or less inter-rater agreement in personality perceptions.

Jooa Julia Lee is a PhD Candidate in Public Policy at the Harvard Kennedy School. Julia is an experimental social scientist who works with researchers from various disciplines, including management, political science, psychology, and economics. She uses multi-methods, including autonomic and neuroendocrine physiological measures, facial expressions, and a host of behavioral and self-report measures in the lab and the field. Her work focuses on diagnosing the problems of dishonesty and conflict, and developing interventions to mitigate such behaviors. She received her MPP from Harvard Kennedy School and received her BA from Korea University.

Tianwei Liu Bio not available.

Thomas Mann grew up in the small, quiet town of Dunstable, Massachusetts, where he grew an interest in all things mysterious and unknown. This journey eventually lead him to an interest in the workings of the human mind. He received his Bachelor of Science degree in psychology at Tufts University in 2011, completing a thesis with advisor Keith Maddox that explored the potential for automatic stereotyping based on skin tone to be reduced by egalitarian motivation. Coming to Cornell University to earn a PhD in social psychology, Thomas is now in his third year. He works with Melissa Ferguson on projects examining the potential for implicit attitudes to form and be revised quickly, as well as the role of implicit cognition in goal pursuit. With Tom Gilovich, he studies the factors underyling satisfaction with different types of purchases, including the impact of implicit processes.

Benjamin Meagher received his BA in Psychology from Gordon College, and he is currently in his fifth year of graduate student at the University of Connecticut. His primary research interest is the intersection between social, environmental, and ecological psychology. Current projects in this vein examine how social processes influence how physical objects and settings are perceived (e.g., distance estimates, impressions of spaciousness, detection of affordances) and how the physical environment impacts the social processes embedded within them (e.g., territorial behavior and performance). He also conducts research on the psychology of religion, focusing on interpersonal perception of religiosity and the outcomes associated with differences of belief within faith communities.

Alice Moon was born and raised in and around Chicago, Illinois. She received a B.S. in Psychology with a minor in Mathematics from the University of Illinois at Urbana-Champaign. Before pursuing her doctoral degree, she worked as a research lab manager in the Culture and Emotion Lab with Dr. Jeanne Tsai. Currently, Alice is a fifth year PhD student in the Social/Personality Psychology program at the University of California, Berkeley, and a recipient of the National Science Foundation Graduate Research Fellowship. Along with Professors Leif Nelson, Serena Chen, and Clayton Critcher, Alice enjoys exploring various topics within judgment and decision making, including: when uncertainty can be positive, which factors affect time perception, and how self- and other-perceptions diverge.

Katie Muenks I am a fourth-year PhD student in the Department of Human Development and Quantitative Methodology at the University of Maryland, College Park, working with Dr. Allan Wigfield and specializing in Educational Psychology. I graduated with a Bachelor of Science in Psychology from The Ohio State University prior to attending UMD. My

research interests center on how students' beliefs about their academic effort and ability influence their motivation and achievement in school. I am also interested in studying how these beliefs develop over time by examining the important role of parents in shaping their children's beliefs.

Luma Muhtadie is a fifth-year student in the Clinical Science program at the University of California, Berkeley. She is mentored by Robert W. Levenson and Wendy Berry Mendes. Luma's research interests center on the role of the body in intrapersonal and interpersonal emotional processes, including how people perceive and interpret visceral sensations, and how they use this information to guide their behavior. Broadly speaking, Luma is intrigued by such questions as: How do "gut feelings" inform people's experiences and decisions? Why are some individuals exquisitely aware of and profoundly affected by subtle social-emotional cues to which others seem oblivious? Do individual differences in intuition and attunement have distinctive physiological substrates? And if so, can these be reliably measured and used to predict important social-emotional outcomes? Luma strives to examine these questions within ecologically meaningful contexts and using integrative biopsychosocial techniques.

Desmond Ong is a graduate student in Psychology at Stanford University. His main research program revolves around Computational Affective Cognition, i.e. building computational models about how we reason about emotion. Some of his recent projects include modeling how we reason about emotional reactions to situation outcomes; how we integrate information from multiple, possibly conflicting emotional cues; and how such reasoning differs when reasoning about ourselves and when reasoning about others. He is very broadly interested in applications of his work to emotional language understanding, as well as potential clinical applications. He also has interests in theory of mind, prosociality, and behavioral economics.

Brett Peters I received my B.S. in psychology from the University of Wisconsin-Madison in 2012 and am currently a graduate student in social psychology at the University of Rochester working with Professors Jeremy Jamieson and Harry Reis.

I am primarily interested in studying emotion and emotion regulation processes in dyadic relationships—especially romantic relationships. To answer these research questions I am particularly interested in using physiological indices of bodily and mental states as a foundation to explore how dyads respond emotionally, cognitively, and behaviorally in stressful social interactive contexts. At SPSP I am presenting a poster on a project that explored the consequences of interacting with emotionally suppressive individuals. I am also interested in studying emotion regulation more broadly. For example, I am currently working on a project that applies arousal reappraisal techniques to examine the malleability of students' stress appraisals during academic testing.

Matthew Quesnel I am in my first year of my Masters in psychology at the University of Manitoba in Winnipeg, MB, Canada. I enjoy to read and one-day hope to have a giant personal library. I also enjoy keeping active, during the summer I jog, mountain bike, and play softball. I am currently trying to learn French, because I think it will help me to connect with my heritage.

My research interests are in the area of intergroup relations. Specifically, I am interested in finding ways to improve the outcomes of intergroup interactions for both members of the interaction. Consistent with this, I have been investigating ways to empower members of disadvantaged groups during interactions. A future line of research I am beginning on will investigate a possible way to improve dominant group members' openness to minority group arguments, which will hopefully lead to increased support for the cause.

Michelle Quist I received my undergraduate degree from LeTourneau University, after which I traveled to the UK to get a graduate degree in psychological research from the University of Aberdeen in Scotland. After graduating from Aberdeen, I was accepted into the Social Psychology PhD program at the University of Houston. I am currently in the planning stages of the core of my research program, which will examine the underlying motives that predict the use of video games, and the resulting effects that perpetual use is likely to have. In addition to my core research, I also collaborate on research studies that explore a variety of topics including alcohol and tobacco use, pet affinity and how it affects health, the effects of secret-keeping, shame and guilt, and religiosity/spirituality. When I am not working at the university, I enjoy traveling, cooking, and spending time with friends and family.

Nathaniel Ratcliff is a native of Chillicothe, Ohio and received a BA in Psychology from Miami University (OH). Currently, he is a fourth year PhD student in Social Psychology at The Pennsylvania State University. Working with his primary advisor, Theresa Vescio, Nathaniel's research focuses on aspects of human behavior related to perceptions of social status, leadership, and the factors that promote the relinquishing of power. Specially, his research examines the characteristics of people (e.g., egoistic vs. collectivistic focus), situations (e.g., leadership performance, attributions of performance), and potential recipients of power (e.g., high- vs. low-status targets) that all combine to influence when, how, and to whom power is relinquished. Upon completion of his PhD, Nathaniel hopes to continue his research career as a professor of social psychology or as a professor of management (organizational behavior) within a business school.

Dongning Ren I am a doctoral candidate in Social Psychology program at Purdue University. I received my Master in Cognitive Psychology from Chinese Academy of Sciences in Beijing, China. My research focuses on social pain, or the hurting feelings caused by social ostracism. In particular, I examine potential moderators of ostracism effects, such as cultural self-construal and rumination. In a related vein, I am interested in the consequences of ostracism in self-perception and solitude seeking behaviors. I also study the happy side of social interaction – close relationships. Specifically, I am interested in how pleasant taste sensations, such as sweetness, influence romantic attraction and relationship initiation.

Matthew Rocklage I am a 5th-year PhD student at Ohio State University working with Russ Fazio. I am interested in attitudes, how they affect what we do, and how we can better understand them. My first line of research examines how we go about creating attitudes in novel environments. When we talk of attitudes, we often start with the idea that the attitude already exists. How do individuals go about actively creating these attitudes in the first place?

My second line of research uses language as a tool that allows us to understand the complex nature of attitudes. On Amazon.com, when Wayne R. from Manchester claims his new vacuum cleaner is "amazing" as opposed to "beneficial", what does this language say about the emotionality of his attitude? We have recently developed a text analysis tool and are using 5.9 million consumer reviews from Amazon.com to address this and other questions.

Timothy Schofield is a final year PhD student at the University of New South Wales, Australia. His research is broadly focused on self-control. In this research he primarily studies the effects of training and depleting self-control on basic attentional processes, such as alerting and orienting. In another line of self-control research, focused on alcohol, he examines the influence of alcohol consumption and priming on the display of hostile biases. Related to this program of research, he has published epidemiological studies examining the effects of alcohol availability on violent and disinhibited behaviors. In his spare time, Timothy has also been exploring the effects of emotion on color perception and enjoys performing Monte Carlo simulations on statistical techniques and commonly used experimental tasks.

Jennifer Sheehy-Skeffington is a 5th year graduate student working in the research lab of Jim Sidanius at Harvard University. Her dissertation focuses on the mechanisms underlying our human sensitivity to power, status, and group membership: their origins, interactions, and manifestation in social context. Jennifer is currently applying psychological theory and experimental methods to the study of decision-making and self regulation in times of scarcity, low status, and inequality. She has also conducted research on the intersection of power and intergroup relations, showing how power and powerlessness are experienced vicariously through shared group membership.

Jennifer graduated with a BA in Psychology and Philosophy from Trinity College Dublin and an MSc in Social Psychology from the London School of Economics and Political Science. Before commencing at Harvard, Jennifer applied social psychology to the analysis of conflict and terrorism with the UK Ministry of Defence, finishing in the post of Senior Strategic Analyst.

Hammad Sheikh is a postdoctoral research associate at the City University of New York. He received a Psycholgie Diplom (equivalent to MSc) from the Free University of Berlin in 2008, and a PhD in social psychology from the New School for Social Research in 2013. Prior to his studies at the New School, he conducted research at the Max-Planck-Institute for Human Development in Berlin (2004-

2005), the University College Dublin (2005-2006), and the Free University of Berlin (2006-2008). His research focuses on the psychology of intergroup conflict and intragroup cooperation, and utilizes a diversity of methods including focus groups, interviews, large-scale surveys, and cognitive experiments. He is currently examining the role that religious ritual and sacredness play in creating commitment to group interests, leading to prosocial behaviors, and in the context of intergroup conflict, to political violence.

Michaela Simpson is a fourth year graduate student in the Clinical Science program at UC Berkeley. She received her BA in International Relations from Stanford University and her MA in Somatic Psychology from the Santa Barbara Graduate Institute. Formerly an observer of the behavior of nations, Michaela now observes the behavior of humans. Her research focuses on the effects of neurodegenerative diseases on emotional functioning. Current research pursuits include the study of emotion recognition across multiple sensory modalities and its relationship to behavior, brain, and culture. In addition, she is investigating how neurodegenerative diseases impact intimacy in the marital relationship and spouse caregiver wellbeing. Past research pursuits include examining the biological bases of prosocial behavior, looking specifically at the biological response to distress as a way to understand prosocial behavior. Ultimately, Michaela strives to understand how biological, social, cultural, and psychological factors influence human behavior.

Sarah Stanton is currently a PhD candidate at the University of Western Ontario, studying with Dr. Lorne Campbell. Her research encompasses three main areas within the broader topic of close relationships: relationship cognition, self-regulation, and psychophysiology and health. She is particularly interested in how different types of people (e.g., those who are insecurely attached) think, feel, and behave in relationships, the distinct positive and negative relationship outcomes associated with low self-regulatory ability, and how relationship experiences influence bodily stress responses and mental and physical health outcomes. Her work also seeks to uncover relationship circumstances that promote intimacy, satisfaction, and pro-relationship behaviors, especially for insecurely attached individuals and their partners. Sarah has teaching experience with courses in research methods, close relationships, and human adjustment/life skills, and contributes to ScienceOfRelationships.com.

Tasha Stehling-Ariza is a PhD candidate in epidemiology at Columbia University. Her doctoral dissertation investigates the effect of materialism on physical health, possible psychological mediators of the association, and the moderating effects of income and education. Before beginning the PhD program, she conducted research on the mental, physical, and socioeconomic effects of Hurricane Katrina and the BP oil spill on Gulf Coast residents, social and medical needs among people living with HIV/AIDS in the NYC metropolitan area, and the health economics of several cardiovascular-related medications. After graduation, Tasha plans to use psychological and social theories to develop more effective public health programs for improving community health.

David Tang Bio not available.

Simone Tang graduated from the University of Pennsylvania with a B.A in Psychology and an MA in Criminology. Now at Duke University, she focuses on loyalty, ideology and morality. In particular, she has been working on the circumstances under which ingroup members are perceived to be morally worse than outgroup members for the same transgression. She is also working on a set of project exploring how feelings of loyalty affect social behaviors, and how making difficult choices can influence supernatural beliefs.

Lily Tsoi was born in Puerto Rico and raised in New York City. She received her BA in Neuroscience from Wellesley College. She is currently a first-year graduate student in the Cognitive Neuroscience program at Boston College and a recipient of the National Science Foundation Graduate Research Fellowship. Under the guidance of Dr. Liane Young, Lily investigates the role of brain regions for theory of mind in moral judgment and social cognition. Specifically, she studies different types of computations supported by the theory of mind network, such as distinguishing between cooperative and competitive interactions or distinguishing between intentional and accidental acts. After completing her PhD, Lily hopes to pursue a research career in academia and continue her work in social neuroscience. Her personal interests include playing board games, watching reality TV cooking competitions, and going to outdoor markets.

Taylor Tuscherer was born and raised in Sioux Falls, SD and received his BA from Lake Forest College in the northern suburbs of Chicago. Taylor is currently in his fourth year of a social psychology PhD program at Miami University in Ohio where his training is facilitated by a NSF Graduate Research Fellowship. Working closely with Drs. Heather Claypool, Kurt Hugenberg, and Jonathan Kunstman, Taylor studies the cognitive biases elicited and served by stereotypes and prejudice. His current work focuses on the causes and consequences of disapproval of nontraditional romantic couples (e.g., interracial, same-sex) and how motivations to respond without prejudice—and people's perceptions of these motivations—affect communication in interracial interactions. Upon completion of his degree, Taylor will pursue a post-doc in the field of intergroup relations. In his free time, Taylor enjoys baking; watching old sitcoms; and playing with his cat, Heloise.

Reine van der Wall I take a broad interest in a wide range of psychological topics. My main interests concern interpersonal relationships. I am fascinated by the ways people protect and maintain valuable relationships in the face of threat, such as interpersonal conflict. In my PhD project, which I started in December 2010 at Radboud University Nijmegen, The Netherlands, under supervision of Dr. Johan Karremans, I initiated research about the precursors of forgiveness in children. I am interested in how forgiveness processes work among children, and what the role of parents is in the way children manage conflicts in their relationships with (close) others. Broadly speaking, my other research interests revolve around self-regulation processes (in interpersonal relationships and beyond), emotion, and attention.

Niels van Doesum After many times portraying human behavior on stage as an opera singer, Niels van Doesum decided to study it further, and is now a PhD-student at the Department of Social and Organizational Psychology at VU University Amsterdam. Together with Prof. Dr. Paul van Lange, he studies the novel concept of social mindfulness: The ability to see and contemplate the effect of one's actions on the options of another person (or persons) in the social environment, in concert with the willingness to adjust those actions in a way that benefits the other. Social mindfulness therefore requires both ability (e.g., Theory of Mind, perspective taking, mentalizing) and motivation (e.g., empathy, prosocial social value orientation). Or, skill and will, as they described in a recent paper. Social mindfulness is a rather subtle but pervasive tool that helps people to better navigate the social world by signaling prosocial intentions - or the lack thereof.

Andrea Vial Bio not available.

Andrew Edward White is a graduate student at Arizona State University working with Dr. Douglas T. Kenrick and Dr. Steven L. Neuberg. In his research, Andrew adopts a functional evolutionary framework to explore social influence processes and the role of affect in decision-making. Andrew's dissertation examines the relationship between resource scarcity and the effectiveness of reciprocity appeals. His research has appeared in the *Journal of Personality and Social Psychology*, *Psychological Science*, and *Social Cognition*.

Craig Williams is a second year PhD student in Jamil Zaki's Social Neuroscience Lab at Stanford University. He previously received his B.S. in Psychology from the University of Wisconsin-Madison, where he worked in Professors John Curtin and Hill Goldsmith's labs. Following graduation, he completed his post-baccalaureate training in cognitive neuroscience with Dr. James Blair at the National Institute of Mental Health.

Craig's research examines the social modulation of emotional experience and expression. He is particularly interested in *interpersonal emotion regulation* – how we regulate our own and others' emotional states through social contact. To this end he also studies the motivational features of affiliation and affective communication as well as basic social reward processing. Across these phenomena he makes use of behavioral, psychophysiological and neuroimaging methodologies.

Outside the lab, Craig can be found running, reading, and inevitably napping beneath palm trees.

Jessica Wortman Bio not available.

Kaite Yang I am a fourth-year doctoral student in Social Psychology at Princeton University. Along with my advisor, Professor Joan Girgus, I study social hypersensitivity -an individual difference that is a vulnerability factor for depression. I am interested in how social hypersensitivity interacts with social feedback

–in particular, ambiguous interactions- to predict reactions such as decreased self-esteem. My secondary line of research is with Professor Emily Pronin on the hedonic effects of fast thinking. I am fascinated by how speeding up the subjective experience of thoughts can increase positive mood and creative insight.

I was born in Weifang, China, and grew up in Baltimore. Before Princeton, I majored in Anthropology and Psychology at Dartmouth College. After that, I spent a year with AmeriCorps at a Vermont homeless shelter. Aside from teaching Psych 101 and Social Psychology, I am active in advising and planning fun events as a Residential Graduate Student for undergraduates.

Caitlyn Yantis is a second-year social psychology doctoral student at the University of Illinois at Chicago working with Dr. Courtney Bonam. Before starting at UIC, Caitlyn earned a BS from the University of Mary Washington (2010) and a MS from DePaul University (2012). Her primary research interests involve stereotyping, prejudice and discrimination with a focus on person-focused and space-focused racial stereotypes and their influence on perceptions and treatment of physical spaces (e.g., homes; neighborhoods). Currently, with support from a UIC Chancellor's Graduate Research Fellowship, she is studying the content of stereotypes about Black and White schools and their consequences for people's willingness to invest time and resources into these schools. In addition, Caitlyn is the co-chair of the Diversity Advancement Committee's Student Advisory Board, which works to understand and foster discussion about issues pertaining to diversity in research, in the psychology department, and in the broader community.

Ariana Young I am currently in my final year of graduate school at the University at Buffalo, The State University of New York working with Dr. Shira Gabriel and Dr. Lora Park. My research examines the social nature of the self. To paraphrase Allport's classic definition of social psychology, I investigate how the self is influenced by the actual, imagined, and implied presence of other people. This historic perspective is timely, given that modern technology has greatly expanded our social world and heightened our sense of connection to others. Using a variety of methods, I investigate: (1) the effects of imagined others on self-construal and self-evaluation; (2) the effects of actual others on self-evaluation; and (3) the effects of implied others on goal pursuit.

Fan Zhang is a PhD student in Psychology at the University of Cambridge. Her research is mostly concerned with personality, psychological well-being and industrial psychology. She is particularly interested in exploring how personality traits, especially prosocial characteristics, affect people's happiness, life satisfaction and psychological well-being. Her most recent work focuses on the relationship between prosociality and happiness in the context of work environment. Before starting her PhD, Fan obtained an MPhil in Social and Developmental Psychology from the University of Cambridge.

Samuele Zilioli I was raised in Italy and received my BA and MA in psychology from the Università Cattolica del Sacro Cuore in Milan. My passion for biological psychology led me to leave my native country to start my doctoral studies in Canada at Simon Fraser University under the supervision of Dr. Neil V. Watson. I am driven to understand cognitive and psychophysiological mechanisms behind adaptive processes such as intrasexual competition, dominance, and mate preference. In my main line of research I examine how the experiences of social victory and defeat influence affect, behaviour (e.g., risk taking and aggression), and endocrine function. I am also interested in cognitive trade-offs associated with mate effort, steroidal responses to facial expressions of emotions, and learning of dominance hierarchies. I look forward to completing my PhD in the near future and embarking on new adventures in academia.

2013 Diversity Fund Graduate Award Winners

Ashley Angulo was born in Tucson, AZ to non-academic but creative and inquisitive parents. She was homeschooled early on, later trained in both public and private institutions, then pursued a Psychology degree at the University of Chicago. While there, she worked as a research assistant in two prominent labs within the Booth School of Business. Inspired by her mentors, she pursued graduate studies investigating behavior change and its mechanisms. Currently at UCLA, Ashley conducts research with Noah Goldstein and Danny Oppenheimer. Together they study social influence and why certain messages are more persuasive than others.

Ashley enjoys bicycling through Los Angeles and stumbling upon Art Deco architecture. She visits Buzzfeed.com too much and has a waterproof memo board for when research ideas strike in the shower. She's curious whether the Diversity Reception will feature prominent Valentine's Day decorations and looks forward to sharing a pun or two.

Aimee Belanger is currently pursuing her PhD in Social Psychology at Miami University after earning her Masters of Arts at Miami University and her Bachelor of Science at the University of North Texas where she was also a McNair Scholar. Her research focuses on understanding the barriers underrepresented groups face, whether investigating women's participation in the Science, Technology, Engineering, and Math (STEM) fields or the acculturation experience of first-generation college students. Her current research focuses on the effect of goal congruity on feelings of belongingness and participation in STEM. Aimee also works with Miami University's Good Life Project in which undergraduates use psychology research to improve their community. In her free time, she enjoys cooking, baking, and playing guitar.

Ariana Naomi Bell is a graduate student at the University of California, Los Angeles, pursuing a PhD in Social Psychology, minoring in Quantitative Psychology. In 2010, Ariana received her BA in Psychology from Scripps College. Before starting at UCLA, Ariana worked for a consulting firm, conducting a comprehensive national bullying legislation and policy analysis funded by the U.S. Department of Education. Ariana's research experiences in educational settings fostered her passion for conducting academic research from an intersectional perspective and working with the populations most directly effected by the issues of discrimination she studies.

Broadly, Ariana is interested in studying bias and stereotyping processes. She is currently pursuing two areas of research through collaborations with Drs. Phillip Atiba Goff and Jaana Juvonen: (1) essentialist stereotyping and conceptualizations of adolescence as a barrier to confronting school bullying and youth prejudice; (2) experiences of prejudice experienced by individuals with intersectional stigmatized social identities.

Jordan Booker is a fifth-year doctoral scholar in Developmental Science at Virginia Tech. His research interests concern positive social development in adolescents and emerging adults regarding both interpersonal relations and adaptive ways of relating to the self. He is currently involved in two research areas: emotional communication between parents and children with Oppositional Defiant Disorder; and associations among self-compassion, personal well-being, and interpersonal adjustment in emerging adults. He has experience as an instructor for undergraduate courses in developmental and social psychology. He is also active in the university community, serving in outreach efforts for the university's leadership program and as chief justice for the Graduate Honor System.

Jordan is a former McNair Scholar and student participant in the Frances Degen Horowitz Millennium Scholars Program. He has previously been honored with fellowship awards including the Powell Fellowship, Virginia Tech Initiative to Maximize Diversity Fellowship, and Southern Regional Education Board Doctoral Fellowship.

Alex M. Borgella was born in Pensacola, Florida in the late eighties. His mother, Darleen Borgella, a half-Korean Texas native, and Manuel Borgella, an immigrant from the Oriente Province in Cuba near Santiago de Cuba, raised him to respect people of all cultures and heritages. Throughout his high school and undergraduate career, Alex was actively involved in various poetry societies, local music scenes, and stand up comedy venues, learning much about important cultural differences between people

in the process. After receiving his BA in Psychology from the University of West Florida, Alex attended James Madison University and received a MA in JMU's Psychological Sciences Program, concentrating on studies related to homophobic aggression, bullying, within-race bias, and diversity coursework outcomes. He is currently pursuing a PhD under Dr. Keith Maddox at Tufts University, where he is conducting studies related to racial phenotypicality bias and ethnic defamation humor.

Alexander Browman is a third-year graduate student at Northwestern University. His research focuses on achievement motivation, specifically on identifying psychological factors that enhance and suppress motivational intensity. Given that people have multiple roles and group memberships with which they identify and find meaning, Alex's theoretical approach gives a central role to people's many social and personal identities in determining motivation. Specifically, his research examines (1) how perceiving the path to an achievement goal as either closed (i.e., unattainable) or mismatched with one's preferred goal-pursuit strategies (i.e., undesirable) can undermine achievement motivation, and (2) whether the way in which an individual perceives this path (as open or closed, matched or mismatched) depends on the identity or social role they are currently enacting.

Before coming to Northwestern, Alex obtained his B.Sc. from McGill University, in his hometown of Montreal, Canada. Alex is grateful for support from SSHRC, FRQSC, APA, and Northwestern University.

Sara Burke is a doctoral student at Yale University. She received her BA in psychology and English with a minor in statistics from the University of Michigan. Her research explores variations in the way prejudice operates when it targets different groups, and one of her central goals is expanding the body of information about intergroup bias to better account for underexamined targets of prejudice. In one line of work, she examines attitudes toward bisexual people and other groups perceived to fall between more recognized social groups. In another line of work, she examines attitudes toward people who choose to disclose or avoid disclosing concealable stigmatized identities like depression. Some of her newest work explores attitudes toward transsexual people and people with nonbinary gender identities.

Amanda ElBassiouny I received my Bachelor's degree in psychology from Brooklyn College, the City University of New York. In 2009, I moved to Washington, DC to attend Howard University to pursue my doctorate degree in social psychology. I received my Master's degree in social psychology in July 2012, in which my thesis focused on the differential consequences of religious and moral identity salience on measures of prejudice. I am currently working on my dissertation, which will examine the potential differential moderating and buffering effects of religious, moral, and spiritual identity against mortality salience on measures of mental health, cognitive functioning, and basic needs. At Howard University, I have also taught Research Methods and Statistics II, General Social Psychology, and Experimental Psychology. I have also had the opportunity to guest lecture in Research Methods and Statistics I and II courses.

Lameese Eldesouky was born and raised in Los Angeles, California. She received a BA in Psychology with Highest Honors from the University of California, Berkeley in 2013. Currently, she is a first year doctoral student in the Social/Personality Psychology program at Washington University in St. Louis working with Dr. Tammy English. Broadly, her research interests include understanding intrapersonal and interpersonal emotion regulation. In one line of research, she is examining how emotion regulation is influenced by specific social contexts and relationship quality. In a second line of work, she is investigating when different regulation strategies can be effective depending on the instrumental goals that people have (e.g., avoiding conflict). Through her research, Lameese strives to better understand emotion regulation and how it can improve people's social relationships, health, and well-being.

Kathy Espino-Perez I am a first-generation, Latina social psychology doctoral student working in Dr. Brenda N. Major's Self and Social Identity Lab at UC Santa Barbara. My master's thesis, which was completed at California State University, Northridge, explored the role of racially prototypic facial features (or features that are perceived as typical in particular racial groups) in racial identification. I hope to harness the uniqueness of her personal background and the training I gain as a doctoral student at UCSB to develop a line of research that investigates the psychological and physiological

effects of stigma on minority youth. More specifically, I hope this research leads to a better understanding of the unique factors that foster either risk or resilience among minority youth. I ultimately aim to become a professor of social psychology and mentor to students from disadvantaged backgrounds.

Monica Gamez-Djokic is currently a fourth-year graduate student in Social Psychology at Northwestern University. Before coming to Northwestern, she worked in the Psychology Department at Columbia University and at the Earth Institute. She completed her undergraduate work in economics at Wellesley College. Monica is broadly interested in studying morality and political ideology. Her current work investigates the motivational processes involved in moral judgment and decision-making. In a second line of research, she investigates how group memberships and identity shape political beliefs.

Jin X. Goh grew up in Malaysia and California. He received his BA in Psychology at Bard College in 2012. He is currently a second-year PhD student at Northeastern University working with Dr. Judith Hall in the Personality/ Social Psychology Area. His research broadly examines the relationship between nonverbal behavior and prejudice (e.g., racism, sexism, and homophobia). More specifically, he is interested in how prejudice can influence accurate judgment of outgroup members' affective states and personality traits. He also studies the nonverbal expressions of prejudice during social interaction with minorities. After completing his PhD, Jin plans to pursue a research career in academia where he can continue his research while teaching.

Steffanie Guillermo is a second-year graduate student pursuing her PhD in Social Psychology at the University of Colorado, Boulder. She first became interested in social psychological research after taking an undergraduate seminar on stereotyping and prejudice at Lehigh University in 2010. Continuing this interest, her lines of research investigate racial bias from social cognitive perspectives, with a particular interest in the effects of racial context on bias. She studies how patterns of racial bias change from bi-ethnic contexts, consisting of the ingroup and one racial outgroup, to multi-ethnic contexts, where multiple racial groups are present. This line of work examines how patterns of racial bias change as a function of increasing racial diversity. Steff was born and raised in San Jose, CA and loves the Bay Area, especially San Francisco. Steff enjoys hiking, cooking and baking, traveling, collects wood carvings, and is passionate about baseball and hockey.

Kelci Harris received her BA in Psychology and Comparative Literature from the University of North Carolina at Chapel Hill in 2012. She is currently a second-year graduate student at Washington University in St. Louis, where she is co-advised by Dr. Joshua Jackson and Dr. Simine Vazire. Kelci is broadly interested in personality, relationships, and well-being,. In her current work with Dr. Jackson, she is investigating how relationship experiences affect the link between personality and subjective well-being. Specifically, are people high in extraversion more satisfied with life than less extraverted people because they have better relationship experiences? With Dr. Vazire she is exploring whether or not personality traits predict relationship quality in the same way across relationship domains. In other words, are there traits that make some people just good at relationships? In the future, Kelci would like to delve more into the processes through which personality impacts relationship development.

Heather Haught is a third year student working with Dr. Jason Rose at the University of Toledo. Her primary line of research concerns how people compare themselves to concrete (e.g., friends, family) vs. abstract (e.g., average American) others and the impact of these comparisons on risk behavior, health, and well-being. A second and related line of research explores how different comparison processes can be used to increase the efficacy of health messages for people in upper vs. lower classes.

Courtney M. Heldreth received a BA from the University of California, Berkeley in 2008. Shortly after, she worked closely with Christine Dunkel-Schetter at the University of California, Los Angeles on a National Institute of Child and Human Development (NICHD) funded study called Community Child Health Network. This multi-site study partnered community members and academia to examine how maternal allostatic load and stress affects the interconceptional period and birth outcomes in a sample of low-income women. Courtney is currently a 4th year PhD student at the University of California, Los Angeles, where she works with Profs. Jenessa Shapiro, Naomi Eisenberger, Christine Dunkel-

Schetter, and Janet Tomiyama. Courtney's program of research examines how various perceptions of discrimination (e.g., direct and vicarious) affect physical and mental well-being among minority populations. Ultimately, she hopes this work will elucidate the factors that adversely affect the health of minority populations.

Sarah Herrmann is a native Arizonan. She graduated in 2010 with a BA in Psychology from The Honors College at the University of Arizona, where she worked with Stephanie Fryberg. She is currently a third-year PhD student in Social Psychology at Arizona State University, working with Virginia S.Y. Kwan. Sarah's primary research interests revolve around the concept of social class as culture. Her current research examines how socioeconomic status relates to future time perspective, academic engagement, and retention among college students. Another project examines social class biculturalism among first-generation college students. Sarah is also interested in the ways that children acquire social class culture and how it affects their perceptions of themselves as students. She is committed to conducting theoretically-based applied research, with an emphasis on improving the educational experience for students from diverse backgrounds. After graduate school, Sarah hopes to pursue a career in academia.

Patricia Hopkins is a second year clinical psychology student at West Virginia University, working with Dr. Natalie Shook. She is involved in several research projects that fall under the umbrella of intergroup relations. Namely, she is currently studying the effects of living in an interracial versus same race college dorm room and its potential for reducing prejudicial attitudes. She is also collecting data for her thesis; the purpose of this study is to create a measure that assesses the level of intergroup anxiety individuals may experience when interacting with Muslims. After graduate school, Patricia plans to continue conducting research in intergroup relations and attitudes.

Keenan Jenkins is a second-year graduate student at the University of North Carolina at Chapel Hill. In collaboration with Dr. Melanie Green, he is researching the influence of interactive narratives (or choose-your-own-adventure stories) on attitudes toward risky behaviors. In collaboration with the researchers in the UNC Gillings School of Global Public Health, he is also studying how narratives can function as a positive coping mechanism for stem cell transplant patients. Additionally, in collaboration with Dr. Paschal Sheeran, he is examining the psychological processes that make people actively confront prejudice.

Originally from Rocky Mount, NC, Keenan graduated from UNC-Chapel Hill in 2012 with a BA in Psychology and a minor in Music.

Onawa LaBelle is a first-year doctoral student in the Personality and Social Contexts Program at the University of Michigan. Her research interests broadly encompass close relationship processes, neuroendocrine responses, and their implications for physical health outcomes. Under the guidance of Dr. Robin Edelstein, her current work examines the stress-buffering effects of gratitude for insecurely attached people in relationships. While earning her BA in psychology at Smith College, Onawa investigated social and psychological processes and health with Dr. Benita Jackson. She also spent a summer at Harvard working with Dr. Rosalind Wright on three multi-level epidemiological studies that examined stress and health. After graduating in 2012, she explored attachment processes, marital relationships, and stress as an NIH postbaccalaureate intern with Dr. Paula Pietromonaco at the University of Massachusetts. After earning her degree, Onawa plans to obtain a faculty position and continue to conduct research while teaching at a university.

Kent Lee I was born and raised in Rocky Mount, NC. I completed my undergraduate education at the University of North Carolina at Chapel Hill. During this time, I trained on psychophysiological measures under Dr. Mitchell Prinstein and his former student, Dr. Joseph Franklin. In 2012, I graduated with highest honors and a BA in Psychology with a minor in Biology. During the summer of the same year, I completed an internship with NIMH, where I worked under Dr. Luana Colloca, assisting her in research on placebo effects. Currently, I am completing a doctoral program at my alma mater where, under the guidance of Dr. Keith Payne and Dr. Kristen Lindquist, I am examining the psychological processes underlying prejudice and emotions.

Jana Lembke studies how positive relationship processes influence the health and well-being of individuals and relationships as a whole. She is most interested in how the capacity to regulate emotions impacts people's ability to recover from negative

relationship experiences (such as conflict) and reestablish positive interactions that build thriving relationships. In her future work she aims to develop emotional intelligence skill-building interventions that couples can use to enhance their interactions and achieve lasting improvements in relationship satisfaction, commitment, and intimacy. Outside of research, Jana enjoys rock climbing, cooking, and exploring all that New England has to offer.

Sara Michelle Mansoori-Rostam is a Persian, queer woman, proud to be pursuing an advanced degree in the sciences and creating visibility for minority group members in the academy. Through her research, she strives to bring attention to some of the particular challenges faced by underrepresented individuals. In the Social Perception, Attitudes, Mental Simulation laboratory at SFSU, her master's thesis focuses on identity management. Specifically, she investigates the different ways in which individuals negotiate the tension between their dual queer and ethnic minority identities and how these approaches might affect both state- and trait-level well-being. In the Complex Cognition Lab, she is involved in a project exploring gender categorization, looking at the speed and accuracy with which gender-specific targets are categorized at different levels of abstraction. Sara Michelle is hoping to continue her education in a PhD program where she can further develop her research program in identity management.

Ivy Onyeador was born in Nigeria and raised in southern California. In 2011, she obtained a Bachelor of Science in Psychology with distinction from Yale University. Currently, Ivy is a second year doctoral student in Social Psychology at UCLA. Her research centers around perceptions of violence as a function of multiple social identities. She is interested in applying her findings to media, criminal justice, and health care contexts. Amongst other honors, she has been supported by the Ford Foundation Predoctoral Fellowship and the Eugene V. Cota-Robles Graduate Fellowship. In her free time she enjoys posting interesting articles on Facebook and daydreaming about how to integrate her copious Facebook activity with her academic career.

Michaela Simpson is a fourth year graduate student in the Clinical Science program at UC Berkeley. She received her BA in International Relations from Stanford University and her MA in Somatic Psychology from the Santa Barbara Graduate Institute. Formerly an observer of the behavior of nations, Michaela now observes the behavior of humans. Her research focuses on the effects of neurodegenerative diseases on emotional functioning. Current research pursuits include the study of emotion recognition across multiple sensory modalities and its relationship to behavior, brain, and culture. In addition, she is investigating how neurodegenerative diseases impact intimacy in the marital relationship and spouse caregiver wellbeing. Past research pursuits include examining the biological bases of prosocial behavior, looking specifically at the biological response to distress as a way to understand prosocial behavior. Ultimately, Michaela strives to understand how biological, social, cultural, and psychological factors influence human behavior.

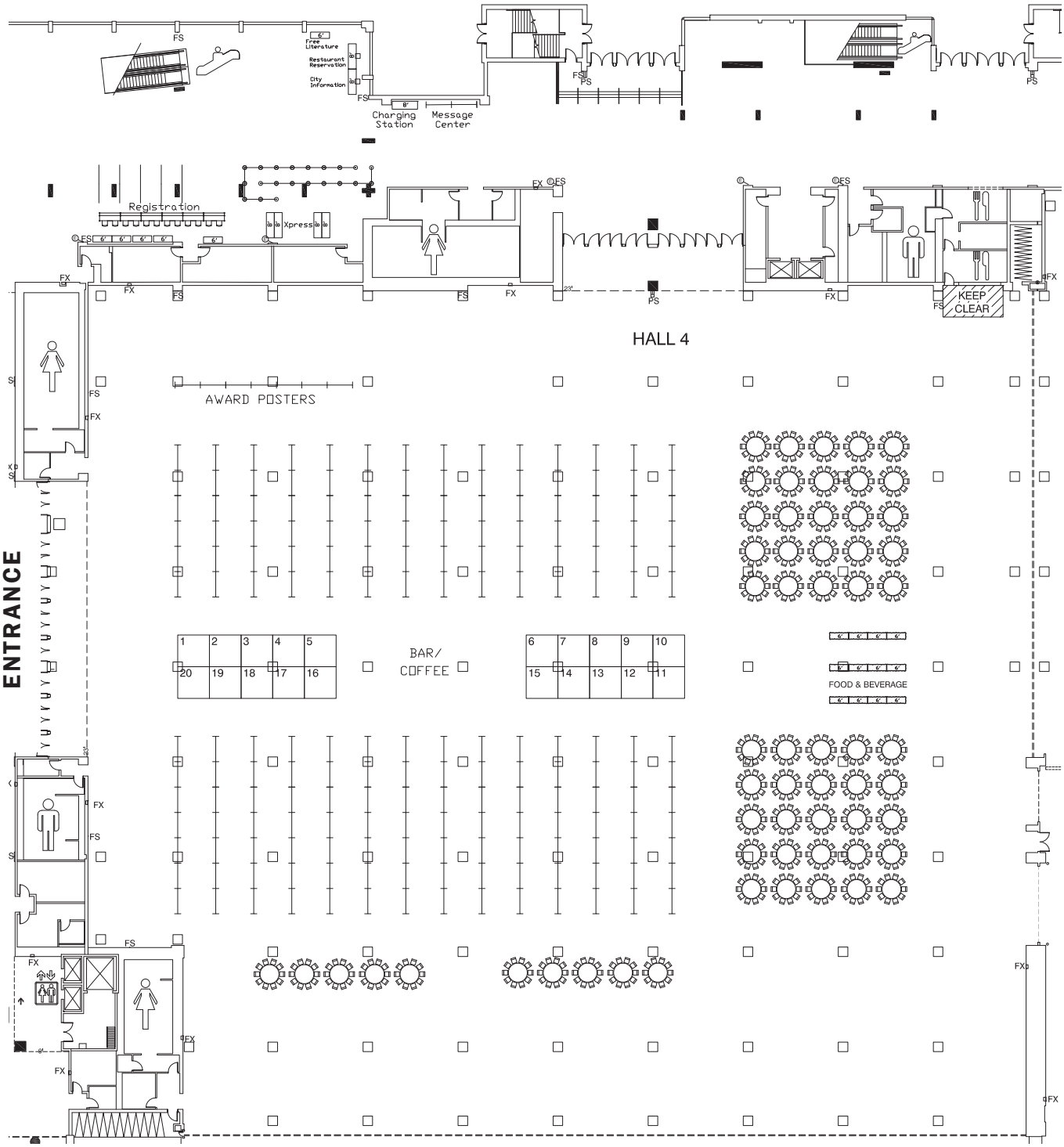
Sabrina Thai was born and raised in Toronto, Ontario, Canada. She completed her Honours B.Sc in Psychology Research and MA in Psychology at the University of Toronto. Sabrina, a second-year PhD student, and her advisor, Dr. Penelope Lockwood, currently examine social comparisons in the context of romantic relationships. Primarily, Sabrina is interested in how comparison information affects relationship processes and outcomes as well as relationship knowledge structures. She currently has three main lines of work: 1) the cognitive and motivational consequences of comparisons to other relationships, especially superior ones; 2) the influence of attachment on how individuals respond to superior and inferior romantic partners; and 3) how individuals make and respond to comparisons between their partner and relevant comparison others. After obtaining her PhD, Sabrina plans to pursue a career in academia where she can continue to research and teach.

Andrea Vial is a second-year doctoral student in Social Psychology at Yale University, primarily advised by Jaime Napier. She received her BA in psychology with departmental honors and a minor in sociology from Hunter College of the City University of New York, where she graduated summa cum laude in 2011 as a Thomas Hunter Honors scholar. Andrea's work focuses broadly on investigating how gender

stereotypes and prejudice impact the lives of women, and how they can hinder women's advancement into leadership positions. Current lines of research include examining how gender presentational concerns interact with power mindsets to impact action tendencies. In particular, she is investigating how psychological feelings of power and powerlessness can interact with fear of backlash for violating gender expectations to influence men's and women's behavior in different ways. Other interests include individual and joint emotional attachment to objects, and their role in bonding and relationship maintenance.

DeWayne Williams is a doctoral student in the Social Psychology Program at The Ohio State University. He also completed his undergraduate degree at The Ohio State University in spring 2011. Co-advised by Baldwin Way and Julian Thayer, DeWayne focuses on individual differences in cognition and emotion (as indexed by heart rate variability | HRV), and how these differences relate to environmental and social factors. Recent research also suggests that HRV can serve as a marker of autonomic balance and somatic health, thus, DeWayne uses HRV in combination with other cardiovascular measures, to examine how and when social stressors negatively impacts health. In addition, DeWayne investigates the impact of social stressors on various ethnic groups' cardiovascular function, as deeper insight into which stressors are most harmful may assist in closing the health disparities gap found in ethnic minorities, especially African Americans.

Exhibit Hall Floor Plan



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Friday, February 14

8:00 am – 2:00 pm	Exhibits Open
2:00 pm – 6:00 pm	Exhibits Closed
6:15 pm – 8:00 pm	Exhibits Open with Social Hour

Saturday, February 15

8:00 am – 2:00 pm	Exhibits Open
2:00 pm – 6:00 pm	Exhibits Closed
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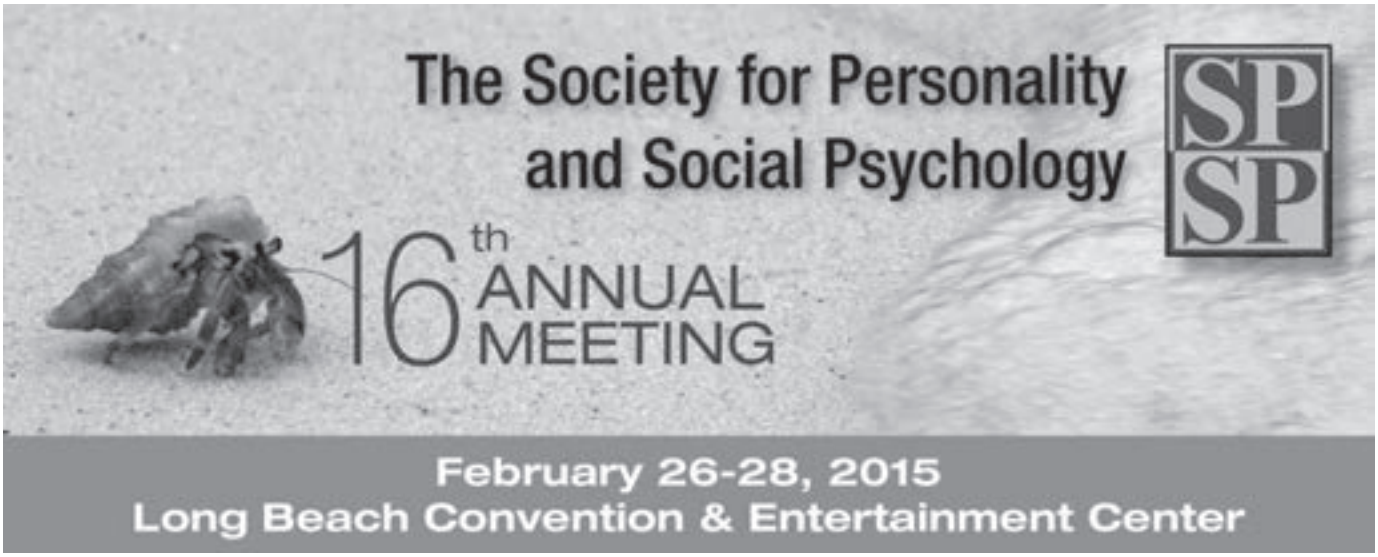
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Symposia and Special Session Grid

Friday, February 14, 2014 – Morning Sessions

Location	Early Morning 8:15 am – 9:30 am	Session A 9:45 am – 11:00 am	Session B 11:15 am – 12:30 pm
Ballroom A		**S-A2:** Power and Close Relationships: The (In)Significance and Asymmetric Influence of Others in Goal Pursuit and Emotion *Joe Magee and Kristin Laurin*	**S-B7:** Sizing Each Other Up: Interpersonal Dynamics in Negotiations *Daniel Ames*
Ballroom B/C	**GSC-1:** Graduate Student Committee Symposium - "...but I need more publications!": Balancing Work/Life, Ethics, and Productivity Pressures as a Grad Student. *Angela Legg and Anna Balatel*	**S-A7:** When to Judge a Book by Its Cover: Timing, Context, and Individual Differences in First Impressions *Vivian Zayas and Nicholas Rule*	**S-B9:** The 25% of Dissonance Theory that Social Psychology Forgot: Group Identity Matters *Deborah Hall and Wendy Wood*
Ballroom D		**S-A1:** Let's Get Connected: New and Untapped Routes to Social Connection *Amit Kumar and Thomas Gilovich*	**S-B1:** Data Blitz *Simine Vazire and Nathan DeWall*
Ballroom E/F		**S-A10:** Two of What?: On What Bases Should Processes Be Divided in Dual-Process Models? *Jeffrey Sherman*	**S-B4**: Interest: From Spark to Passion *Paul O'Keefe*
Ballroom G		**S-A3:** With What Effects?: How Pro-Diversity Messages are Perceived by High and Low Status Groups *Brenda Major*	**S-B3:** The Essence of Intergroup Conflict: Psychological Essentialism in the Intergroup Processes We Thought We Already Understood *Ariana Bell*
Room 6		**S-A11:** The Next Frontier in Social Support and Health Research: Clarifying the Micro-Level Mechanisms *Elizabeth Keneski and Timothy Loving*	**S-B11:** The Devil Is in the Details: Revealing the Complexities of the Relationship between Parenthood and Well-Being *Kostadin Kushlev and Katherine Nelson*
Room 9		**S-A5:** Character Comes Back: New Evidence for Moral Personality *Eranda Jayawickreme*	**S-B5:** The Social Consequences of Personality: New Insights into Mediating Processes *Mitja Back and Simine Vazire*
Room 17		**S-A4:** Understanding the Psychology of Change: Bridging Diverse Perspectives *Kentaro Fujita*	**S-B6:** Identity Concealment: A Normative Social Psychological Phenomenon *Jonathan Cook and Diane Quinn*
Room 18 A/B		**S-A8:** Attention Drives Emotion *Leaf Van Boven and Carey Morewedge*	**S-B8:** Self-Transcendence: The Latest Innovative Research in awe, Elevation, and Admiration *Paul Piff*
Room 18 C/D		**S-A9:** Social and Cognitive Consequences of Psychological Essentialism *Matthew Lebowitz and Ilan Dar-Nimrod*	**S-B10:** Cumulative Consequences: The Link Between Life Course Processes and Intervention Processes *Kody Manke and Geoffrey Cohen*
Room 19		**S-A6:** New Research on Self-Concept Clarity: How Knowing Oneself Interacts with Esteem, Meaning, and Authenticity *Helen Boucher and Ken DeMarree*	**S-B2**: Interpersonal Processes in the Context of Social Networks *Grace Jackson*

Friday, February 14, 2014 – Afternoon Sessions

Location	Session C 2:00 pm – 3:15 pm	Session D 3:30 pm – 4:45 pm
Ballroom A		
Ballroom B/C		
Ballroom D	**S-C1**: Special Session: Psychology in Action *Eli Finkel and Cheryl Kaiser*	**S-D1:** Presidential Address: The Social and Personality of Groups: A Case Study of SPSP, the Field, and Science *James Pennebaker*
Ballroom E/F	**S-C3:** Power from Top to Bottom: How the Sense of Power Affects Judgment at the Levels of Culture, Self, Physical Environment, and Emotion *Erica Beall and Jesse Graham*	**S-D3:** Why Haven't we Shattered the Glass Ceiling? Covert and Subtle Biases Impeding Equality in the Workplace *Lily Jampol and Vivian Zayas*
Ballroom G	**S-C2**: The Role of Social and Economic Interdependence in Responses to Social Exclusion *Ayse Uskul*	**S-D4:** The Right Field for Us: How Congruence between Personal Values and Those Supported by the Academic Context Impacts Interest, Motivation and Performance *Bonita London and Rainer Romero-Canyas*
Room 6		
Room 9	**S-C5:** Lessons for Social and Personality Psychology from Clinical Psychology *Jonathan Adler*	**S-D5**: New Insights on the Effects of Traits on Health: The Important Role of Social Processes *Lauren Human and Joshua Jackson*
Room 17	**S-C4:** The Role of Ability Beliefs in Academic Gender Gaps *Sarah-Jane Leslie and Andrei Cimpian*	**S-D2:** On the Importance of Social Context: Expanding Our View *Amy Canevello*
Room 18 A/B	**S-C6:** Everything You Always Wanted to Know about Self-Affirmation but Were Afraid to Ask: How Does It Work? Is It Always Good? And Why Should I Care? *Kathleen Vohs and Brandon Schmeichel*	
Room 18 C/D		**S-D6:** Rituals Make Life Better — By Enhancing Consumption, Communicating Social Norms, Treating Illness, and Relieving Grief *Kathleen Vohs*
Room 19		

Symposia and Special Session Grid

Saturday, February 15, 2014 – Morning Sessions

Location	Session E 9:45 am – 11:00 am	Session F 11:15 am – 12:30 pm
Ballroom A	**S-E1:** Promoting Research Integrity: 'Best Practices' In Social-Personality Research *Jennifer Bosson and Simine Vazire*	**S-F2:** Being There When It Counts: Chronic and Situational Influences on Responsive Behavior in Close Relationships *Denise Marigold*
Ballroom B/C	**S-E3:** The View From the Top: How Group Dominance Shapes the Psychological Experience *L. Taylor Phillips and Brian Lowery*	**S-F4:** Desires, Behaviors and Goal Pursuit: Insights into Self-Regulation from Experience Sampling Research *Marina Milyavskaya*
Ballroom D	**S-E2:** Lust in our Ancestral Dust: Evolution, Attraction, and Relationships Jeff Simpson and Vladas Griskevicius	**S-F1:** Data Blitz *Simine Vazire and Nathan DeWall*
Ballroom E/F	**S-E6:** Identity Conflicts: Categories, Causes, Consequences, and Solutions *Alexander Browman and Mesmin Destin*	**S-F7:** Control, Automaticity and the Social Brain *Kevin Ochsner and Meghan Meyer*
Ballroom G	**S-E7:** Motivated Perception of Faces: Implications for Intergroup Bias in the Brain and Behavior *David Amodio and Amy Krosch*	**S-F6:** Motivation, Mindset, and the Fostering of Positive Interracial Contact Experiences and Outcomes *Dorainne Levy and Jennifer Richeson*
Room 6	**S-E11:** Approaches to Anthropomorphism and Its Social and Moral Consequences *Hyunjin Song and Virginia Kwan*	**S-F11:** Unexplored causes and Consequences of (Un)Ethical Behavior *Emma Levine*
Room 9	**S-E5:** Current directions in the study of Character: The four W questions (what, when, why and where) *David Gallardo-Pujol and Taya Cohen*	**S-F5:** Not "Just a Story": The Social Consequences of Narrative Information *Jenna Clark and Melanie Green*
Room 17	**S-E4:** Mindsets Matter: The Power of Beliefs for Everyday Life *Jeni Burnette and Crystal Hoyt*	**S-F3:** Are Conservatives Really from Mars and Liberals from Venus? The Psychological Processes Underlying Individual Differences in Morality and Ideology *Jeremy Frimer and Linda Skitka*
Room 18 A/B	**S-E8:** The Non-verbal Expression of Positive Emotions: Variations and Social Implications *Michelle Shiota*	**S-F8**: Positive affect and health: Emerging evidence from cells to behavior *Nancy Sin and Judith Moskowitz*
Room 18 C/D	**S-E9:** Automatic Ethics: Exploring the Relationship between Cognitive Resources and Prosocial Behavior *Peter Meindl and Jesse Graham*	**S-F9**: The Sociality of Sustainability: How (and When) Groups Impact Environmental Cognition and Behavior *Adam Pearson and Jonathon Schuldt*
Room 19	**S-E10:** Working Memory Capacity in Social Psychology: New Directions *Dominik Mischkowski and Jennifer Crocker*	**S-F10:** The Role of Interpersonal Processes in Group Phenomena and Cultural Development *Andreana Kenrick and Stacey Sinclair*

Saturday, February 14, 2014 – 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
Ballroom A		**S-H2**: New Evidence for Responsiveness as an Organizing Construct in the Study of Relationships *Richard Slatcher and Heidi Kane*	**S-I2:** Providing Effective Support in Close Relationships: Neural, Behavioral, and Physiological Predictors and Consequences *Sylvia Morelli*
Ballroom B/C	**S-G3:** Caught in the Middle: "In-Between" Groups Elicit Distinct Patterns of Attitudes *Sara Burke*	**S-H3:** Self-Nudges: How Intrapersonal Tweaks Change Cognition, Feelings, and Behavior *Amy Cuddy and Alison Wood Brooks*	**S-I9:** Ubiquity of Social Hierarchies: How Status, Class, and Power Shape Behavioral and Neural Processes in Multiple Social Contexts *Matthias Gobel and Heejung Kim*
Ballroom D	**S-G1:** Special Session: Research Integrity *Eli Finkel and Cheryl Kaiser*	**S-H1:** Racism: Theories, measurements, and consequences *Jon Krosnick and Tobias Stark*	**S-I1:** The Politics of Social Psychological Science *Lee Jussim*
Ballroom E/F		**S-H6:** Like Water for the Fish: Features of the Environment Produce Big Effects on Cooperation, Attention, Self-Control, and Even Creativity *Kathleen Vohs*	**S-I10**: The End of Social Cognitive Imperialism: The Start of a Social Affective Uprising *Michael Inzlicht*
Ballroom G	**S-G4:** From Glue to Gasoline: How the Very Same Processes that Bind People Together Can Also Tear them Apart *Adam Galinsky*	**S-H7:** Cognition Is a Matter of Trust: Distrust Tunes Cognitive Processes *Ruth Mayo*	**S-I3:** Group Identity and Prejudice: New Findings from an Implicit Social Cognitive Perspective *Travis Carter*
Room 6		**S-H11:** Giving Social Psychology Away--And Having It Thrown Back in Our Faces *Leonard Newman*	**S-I11:** The Dark Side of Religion: Intolerance, Prejudice and Antisocial Behavior *Patty Van Cappellen*
Room 9	**S-G5:** Why Facial Structure Predicts Behavior: Evidence from Longitudinal, Lab, and Field Research *Jordan Leitner*	**S-H5:** Do We Shape Relationships or Do Relationships Shape Us? The Dynamic Interplay of Personality and Close Relationships *Madoka Kumashiro and Ximena Arriaga*	**S-I5:** Reflecting on the Redemptive Story *William Dunlop*
Room 17		**S-H4:** The Curse of Instrumentality: Burdening, Objectifying, and Replacing Instrumental Others in Relationships, Health, and Work *Juliana Schroeder and Ayelet Fishbach*	**S-I4:** Embodying Motivation: How Bodily Experiences Shape Our Goals and Desires *Lotte Veenstra and Shana Cole*
Room 18 A/B	**S-G6:** Malleable Time Perceptions and Their Implications for Self-Control and Goal Pursuit *Hengchen Dai*	**S-H8:** Dissecting Social Relationships and Biological Consequences: Interdisciplinary Dyadic Approaches *Meanne Chan and Lauren Human*	**S-I8:** Culture and Emotion: Advances from Cultural Psychology and Cultural Neuroscience *Joan Chiao*
Room 18 C/D		**S-H9:** Are Power and Gender Mutually Reinforcing or Offsetting? *Jennifer Overbeck*	**S-I6:** A Threat at Every Turn: New Challenges and New Solutions *Valerie Taylor*
Room 19	**S-G2:** Regulating the Need to Belong: Biological Substrates of the Self-Esteem and Attachment Systems *Danu Stinson*	**S-H10:** Application of Advanced Methodological Tools in Personality and Social Psychological Research *Fang Fang Chen*	**S-I7:** The Psychology of Ingroup-Outgroup Distinctions in the Aftermath of Terrorism *Nour Kteily and Sarah Cotterill*

Symposia and Special Sessions

Opening Session and Presidential Symposium

Thursday, February 13, 5:00 pm – 7:00 pm

Ballroom D

Welcoming Remarks

Speaker: Jamie Pennebaker, *University of Texas at Austin, SPSP President*

Predicting Behaviors and Outcomes from Anonymized Logs of Human Activities

Speaker: Eric Horvitz, *Microsoft Research*

Novel Methods and Unobtainable Results at Facebook

Speaker: Adam Kramer, *Facebook*

Ready and Waiting: Studying Extreme Events in the Real World

Speaker: Roxane Cohen Silver, *University of California, Irvine*

What Technology and Big Data Can Do for Social and Personality Psychology

Speaker: Jean-Baptiste Michel, *Institute for Quantitative Social Science, Harvard*

We need to get out more. While we social and personality psychologists have been toiling in our labs, new technologies have been redefining social behaviors and providing new methods to study them. Some of the most exciting and important discoveries about social and personality are now the domain of computer science, engineering, and communication. Rather than standing on the sidewalk shaking our heads in disapproval, we should be joining forces.

This symposium introduces a broader conception of real world personality and social psychology from some of the leading scientists in the world. Eric Horvitz is a Distinguished Scientist and the Managing Director of Microsoft Research. He is involved with the analysis of people's thoughts and behaviors through their use of Twitter and browser searches. Adam Kramer is a social psychologist who works at Facebook who has been involved in large scale social experiments and personality investigations with millions of people. Roxane Cohen Silver is Professor of Psychology at UC-Irvine. She is an international expert on how people cope with disasters through the use of digital technology and more conventional methods. Jean-Baptiste Michel is a mathematician and engineer at Harvard and Google and the co-founder of the Google Books Project. He is broadly interested in how we can harness online data to understand individuals, groups, and cultures.

Social and personality psychologists are witnessing a revolution in new ways to think about and study behaviors. Rather than marvel on the sidelines, it's time to jump into the fray and work with colleagues in computer sciences, engineering, and other disciplines. This symposium is a call to action and provides some jumping lessons.

The 2013 Awards Ceremony & Reception

Thursday, February 13, 7:00 pm – 8:15 pm

Room 12

The awards ceremony and reception will immediately follow the Presidential Symposium and will honor the 2013 SPSP Award recipients. Please stop by and meet and congratulate all of our distinguished award winners!

Sponsored by SPSP and Sage Publications.

Special Session GSC

Friday, February 14, 8:15 am– 9:30 am

Symposia Session GSC-1

GRADUATE STUDENT COMMITTEE SYMPOSIUM - "...BUT I NEED MORE PUBLICATIONS!": BALANCING WORK/LIFE, ETHICS, AND PRODUCTIVITY PRESSURES AS A GRAD STUDENT

Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C

Chair: Angela Legg, *University of California, Riverside*

Co-Chair: Anna Balatel, *University Ca' Foscari of Venice, Italy*

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing our social lives or well-being? Don't miss out on this opportunity to hear leading scholars discuss balance in academia.

ABSTRACTS

HOW TO BE PRODUCTIVE WITHOUT THE P-HACKING

Leif Nelson[1]

[1]*University of California, Berkeley*

Grad students, in their role as "psychological scientists," seek to discover truths about human behavior. In their role as "unemployed in a devastating job market," they need to publish papers. I will talk about how one can embrace the former while pursuing the latter. The discussion will focus on sample size (increase it) and exploratory research (do it). Finally, I will try to highlight the importance of thinking in quality rather than quantity: If universities want to hire someone who is systematic and insightful (and I think that is what universities want), then length of CV is barely relevant. You will be judged by your best publications, so make those as good as possible (even if that means publishing fewer papers).

A HOW-TO GUIDE: BEING SUCCESSFUL BEYOND ACADEMICS

Wendy Wood[1]

[1]*University of Southern California*

Most of us want work-life balance; we want to lean in and have it all. But men and women are both working more in paid employment than in the past, establishing higher bars for getting and advancing careers. How to be happy in this climate?

As Hillary Clinton warned, "don't confuse having a career with having a life." Social psychology provides useful insights on enjoying the rest

of your life along with your job. First, you need to know what to expect. Women and men have somewhat different experiences, on average, in the workforce, family, and leisure time. Life happiness is more closely linked to some of these life domains than others. Second, you need to be prepared. With effective self-regulation strategies, it is possible to pursue goals that are important to you in each life domain. Finally, knowledge and strategic planning can help you relax about the future.

AN INTERACTIONIST THEORY OF GOOD AND BAD SCIENTIFIC BEHAVIOR

Sanjay Srivastava[1]
[1]*University of Oregon*

Why do scientists sometimes do the right thing and sometimes not? Classic situationism emphasizes the importance of the external environment. Situationism is often contrasted with "dispositionism," which explains behavior as the context-invariant expression of stable traits. But neither situationism nor dispositionism is sufficient to understand complex social behaviors. In this talk I consider what we can learn from an interactionist approach to good and bad scientific behavior. Scientists have complex personalities with multiple, sometimes conflicting motivations; and the social environment of our profession presents numerous constraints, affordances, and incentives. Senior scientists with jobs and power are in a special position to shape our professional environment and the people in it. But junior researchers can actively participate in their own development too. They can select, modify, and respond to their environments. And burdened by fewer habits and forgotten assumptions, they are uniquely positioned to advocate for better ways of doing science.

SHARING OUR SCIENCE WITH THE REST OF THE WORLD

Amy J. C. Cuddy[1]
[1]*Harvard University*

Sparked in the last decade by a series of best-selling books, broad online dissemination through TED Talks and other lecture series, and frequent high-profile media coverage, social psychological research has captured the general public's attention - a blessing and a curse. Social psychologists today are frequently asked to communicate their and other scholars' findings to non-academic audiences. I will discuss why it is critical for us to share our science with people outside of academia, how to remain responsibly involved in public discussions of our research, and how to balance the benefits and costs of speaking to broad audiences. Finally, I will present some best practice guidelines that should help to clarify how to most effectively and efficiently communicate our science to the public.

APA Workshop

Friday, February 14, 8:15 am – 9:30 am

HOW TO PUBLISH YOUR JOURNAL MANUSCRIPT

Chair: Charles Rhoads, *American Psychology Association*

Panelists: Lowell Gaertner, *University of Tennessee—Knoxville*
Jim McNulty, *Florida State University*
Charles Rhoads, *a Manuscript Editor from the Journals Department at APA*

Ballroom A

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

Sponsored by the American Psychological Association

Symposia Session A

Friday, February 14, 9:45 am– 11:00 am

Symposia Session S-A1

LET'S GET CONNECTED: NEW AND UNTAPPED ROUTES TO SOCIAL CONNECTION

Friday, February 14, 9:45 am – 11:00 am, Ballroom D

Chair: Amit Kumar, *Cornell University*

Co-Chair: Thomas Gilovich, *Cornell University*

This session investigates promising insights into how humans can connect with others. We provide empirical evidence for how experiential consumption and behavioral mimicry act as potential paths to social connectedness, discuss how people may mistakenly seek solitude instead of connection, and explore how connecting others with each other promotes well-being.

ABSTRACTS

QUESTIONING THE "I" IN EXPERIENCE: EXPERIENTIAL PURCHASES FOSTER SOCIAL CONNECTION

Amit Kumar[1], **Thomas C. Mann**[1], **Thomas D. Gilovich**[1]
[1]*Cornell University*

Research on experiential and material purchases (money spent on doing versus having) has focused on the benefits of experiential consumption in terms of consumer satisfaction and the underlying mechanisms that produce this difference. Here, we present another downstream consequence of spending money on experiences: fostering social connection. In Studies 1 and 2 we show that people feel more kinship with someone who has made the same (or a similar, but "upgraded") experiential purchase as them than someone who made the same (or a similar, but "upgraded") material purchase. In Study 3, we find that people feel more connected to others in general when they are asked to reflect on their experiential purchases. This connection is expressed in a greater desire to engage in social activities (Study 4) and participants behaviorally demonstrate social connectedness by acting more prosocially after thinking about their experiences than after thinking about their possessions (Study 5).

THE EXTROVERT ADVANTAGE: PROMOTING SOCIAL CONNECTEDNESS THROUGH BEHAVIORAL MIMICRY

Tanya L. Chartrand[1], **Korrina Duffy**[1]
[1]*Duke University*

Intuitively, many people accept that introverts and extroverts navigate their social environments differently, but little empirical evidence has explored the automatic processes underlying this difference and the implications this could have for social connectedness. In general, the differences between introverts and extroverts have been conceptualized in terms of how depleting or energizing they find social interactions and furthermore how successfully they engage socially. We used nonconscious behavioral mimicry as a tool to measure how flexibly and skillfully introverts and extroverts navigate their social environment since behavioral mimicry has been shown to enhance feelings of social connection. We provide empirical evidence that extroverts automatically activate nonconscious processes that allow

them to more successfully engage in social settings. This evidence highlights how automatic processes might underlie fundamental differences between introverts and extroverts and suggests that this may have important implications for feelings of social connectedness.

MISTAKENLY SEEKING SOLITUDE

Nicholas Epley[1], Juliana Schroeder[1]
[1]University of Chicago

Connecting with close others increases happiness but strangers in close proximity routinely ignore each other, suggesting either that solitude is more pleasant than interacting with distant others or that people misunderstand the consequences of social interaction. A series of experiments examined the actual experience of connecting to strangers on commuter trains, busses, and cabs. In each context, participants were instructed to connect with a stranger near them, to remain disconnected, or do whatever they normally do. In all contexts, participants reported a more positive (and no less productive) experience when they connected than when in solitude. Separate groups of participants in each context, however, expected precisely the opposite outcome, predicting a more positive experience in solitude. This mistaken expectation stems partly from underestimating others' interest in connecting, creating a barrier to social engagement. Humans are social animals. In at least some contexts, perhaps not social enough for their own wellbeing.

MATCHMAKING PROMOTES HAPPINESS

Lalin Anik[1], Michael I. Norton[2]
[1]Duke University, [2]Harvard Business School

Five experiments explore the psychology underlying people's proclivity to connect people to each other: to play "matchmaker." Experiment 1 shows that matching others on the basis of how well they will get along is more intrinsically rewarding than other tasks. Experiments 2 and 3 document two moderators of the rewarding nature of matchmaking. We first show that people high in "need for network closure" are most likely to find matchmaking rewarding and then document that the more unlikely the match, the more rewarding the matchmaking. Finally, Experiment 4 provides correlational evidence from a national sample of Americans that chronic matchmaking is associated with higher well-being; in Experiment 5, participants who played matchmaker in the laboratory reported boost in happiness. We discuss how connecting others creates capital at the level of the individual (increased happiness) while simultaneously creating social capital at the level of the group (more densely connected social networks).

Symposia Session S-A2

POWER AND CLOSE RELATIONSHIPS: THE (IN) SIGNIFICANCE AND ASYMMETRIC INFLUENCE OF OTHERS IN GOAL PURSUIT AND EMOTION

Friday, February 14, 9:45 am – 11:00 am, Ballroom A

Chair: Joe Magee, *New York University*

Co-Chair: Kristin Laurin, *Stanford University*

New theoretical insights and empirical evidence answer questions about how social power operates in close relationships. These new developments cover topics including how social power influences self-regulation and goal pursuit in the context of close relationships, reactions to conflict situations, and social comparison and emotions in relationships.

ABSTRACTS

FIGHTING FOR INDEPENDENCE: SIGNIFICANT OTHERS' GOALS FOR ONESELF INCITE REACTANCE AMONG THE POWERFUL

Ena Inesi[1], Kimberly Rios[2]
[1]London Business School, [2]Ohio University

We tested the prediction that power increases people's tendencies to act against the goals their close significant others have for them. Participants in Study 1 all reported in a pre-test that their mother wanted them to achieve, but that they themselves were relatively less interested in achieving. A week later, high-power (but not neutral-power) participants who were reminded of their mother were subsequently less likely to pursue an achievement goal. Study 2 replicated this pattern of results with romantic partners and showed that the effects were strongest when individuals were personally less interested in pursuing a goal they believed their significant other held for them. In Study 3, we looked at mothers and healthy eating goals, and found that the predicted pattern only emerged for close significant others. Further, feelings of reactance mediated high-power participants' tendencies to act against significant-other goals that they themselves held less strongly.

POWER AND GOAL PURSUIT IN CLOSE RELATIONSHIPS

Kristin Laurin[1], Grainne M. Fitzsimons[2], Eli J. Finkel[3]
[1]Stanford University, [2]Duke University, [3]Northwestern University

We examine how partners influence each other's goal pursuit as a function of each partner's power. In an initial lab study, low, but not high, power participants gravitated towards their interdependent partner's goals, cognitively activating that partner's high-priority goals, and inhibiting that partner's low-priority goals. Two field studies examine how low power individuals pursue their own goals in existing romantic relationships. In these studies, low power predicted a willingness to sacrifice one's own goals for the partner, and the pursuit of the partner's interests at the expense of one's own. In a final study, participants led to feel low power worked more to earn money for their romantic partner's goal than for their own. These results suggest that low power individuals in particular adopt their relationship partners' goals, and in the process abandon their own.

POWER MODERATES THE LINK BETWEEN ANGER PRONENESS AND HOSTILITY DURING CONFLICT INTERACTIONS WITH ROMANTIC PARTNERS: EVIDENCE USING THE PRINCIPLE OF LEAST INTEREST

Angela M. Neal[1], Edward P. Lemay, Jr. [1]
[1]University of New Hampshire

According to the principle of least interest, the relatively more committed member of a romantic relationship has less social power relative to the less committed member. Using this as a framework, the current research examined whether social power would moderate effects of anger proneness on hostile behavior during conflict interactions within romantic relationships. High relationship commitment and low perceptions of the partner's commitment eliminated the effect of anger proneness on hostile behavior. Consistent with the principle of least interest, these findings suggest that lack of social power brought about by asymmetric involvement acts as an inhibitory factor, weakening tendencies to act on dispositional anger.

THE SOCIAL DISTANCE THEORY OF POWER: IMPLICATIONS FOR CLOSE RELATIONSHIPS

Joe Magee[1], Pamela K. Smith[2]
[1]New York University, [2]University of California-San Diego

We present the portion of the social distance theory of power (Magee & Smith, 2013) grounded in research on close relationships. First, we propose that asymmetric dependence between individuals (i.e., power) produces asymmetric social distance, with high-power individuals feeling more distant than low-power individuals. We contend that asymmetric distance is created because high- and low-power individuals have different levels of motivation to affiliate with each other and also divergent expectations of each other's interest. Second, we argue that once asymmetric social distance is

established, a number of factors serve to maintain it, including high-power individuals' cynical attributions about low-power individuals' friendly advances and interpersonal distancing signals given off by high-power individuals. Third, we articulate predictions about how power affects (a) social comparison, (b) susceptibility to influence, (c) mental state inference and responsiveness, and (d) emotions. Fourth, we review some key studies with evidence supporting these propositions and predictions.

Symposia Session S-A3

WITH WHAT EFFECTS?: HOW PRO-DIVERSITY MESSAGES ARE PERCEIVED BY HIGH AND LOW STATUS GROUPS

Friday, February 14, 9:45 am – 11:00 am, Ballroom G

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

Despite the many approaches organizations employ to increase diversity, we know little about how diversity approaches affect high and low status groups. These talks examine how high and low status groups respond to diversity, in domains including justice perceptions, intergroup processes, threat, and performance. Implications for managing diversity are discussed.

ABSTRACTS

BLIND TO INJUSTICE: PRO-DIVERSITY ENVIRONMENTS CREATE ILLUSIONS OF FAIRNESS AMONG HIGH AND LOW STATUS GROUPS

Cheryl R. Kaiser[1], Laura M. Brady[1], Teri A. Kirby[1], Brenda Major[2]
[1]University of Washington, [2]University of California, Santa Barbara

Although pro-diversity messages aim to create welcoming environments for low status groups, these messages may also have ironic negative consequences for the very groups they intend to help. Three experiments drew upon theories of legitimacy to test whether the mere presence (vs. absence) of pro-diversity messages causes high status (men) and low status (women) groups to perceive organizations with pro-diversity environments as procedurally fair and non-discriminatory for low status groups. Results revealed that the presence (vs absence) of pro-diversity messages (i.e., offering diversity training, receiving diversity awards) caused men and women to perceive unfair personnel policies as fairer to women, and to become less sensitive to sexism and less supportive of women who claimed discrimination. This occurred even when women were clearly distributively disadvantaged relative to men. We discuss how pro-diversity environments can paradoxically make it more difficult for both high and low status groups to detect and remedy discrimination.

PRO-DIVERSITY MESSAGES IN ORGANIZATIONS CREATE IDENTITY THREAT AMONG WHITES

Brenda Major[1], Tessa L. Dover[1], Cheryl R. Kaiser[2]
[1]University of California, Santa Barbara, [2]University of Washington

Although pro-diversity messages are proliferating in workplaces, little research has investigated how such messages are perceived and experienced by high and low status groups. We investigated how White Americans respond to company profiles that emphasize diversity as a corporate goal or do not mention diversity. Study 1 (N = 354) found that pro-diversity (vs. neutral) messages led Whites to report identity threat and perceive that Whites were more likely than minorities to experience discrimination at the company. Study 2 (N = 56) replicated these findings in an imagined hiring context. Study 3 (N = 74) found that White men exhibited cardiovascular responses characteristic of threat when interviewing at a pro-diversity company compared to a company that did not mention diversity, and led them to perceive that Whites would be more likely than minorities to experience discrimination at the former. Implications for enhancing organizational diversity and inclusive workplaces are discussed.

INSTITUTIONAL DIVERSITY CUES AND THREAT PERCEPTIONS AMONG ETHNIC GROUPS

Michelle L. Rheinschmidt[1], Victoria C. Plaut[1], Kimberly Rios[2]
[1]University of California, Berkeley, [2]Ohio University

Diversity may lead to perceived competition between ethnic groups for limited resources (e.g., admissions spaces). As part of a mock graduate application, Asian and White undergraduates (N = 439) received a personal essay prompt, on the topic of either student diversity taking many forms (diversity condition) or one's personal/creative influences (control condition). Students rated the extent to which the application 1) threatened their in-group's educational access/resources (i.e., realistic group threat) and 2) affected specific ethnic groups' chances of admissions (i.e., Asians, Whites, Latinos). Whites reported more realistic group threat in the diversity than control condition, while Asians reported realistic threat (on par with Whites in the diversity condition) across conditions. For both Asians and Whites, the diversity condition increased the extent to which they perceived their ingroup as harmed relative to outgroups in the admissions process. Implications of these groups' threat perceptions for intergroup relations in university settings are discussed.

THE FRAGILITY OF FIT: DIVERSE ENVIRONMENTS SHAPE THE CONCERNS, BELONGING, AND PERFORMANCE OF WOMEN AND MEN IN STEM SETTINGS

Mary C. Murphy[1], Claude M. Steele[2], Julie A. Garcia[3]
[1]Indiana University, [2]Stanford University, [3]California Polytechnic State University, San Luis Obispo

The cues hypothesis posits that situational cues in the local environment can trigger social identity threat. While past research examined how cues instigate identity threat among low status groups, these studies extend the cues hypothesis to high status groups (e.g., men)—providing a theoretical framework for when and how cues trigger threat among groups historically favored in STEM. Results demonstrate that as traditional settings (male instructors, male peers in STEM classes) shift to include nontraditional cues (female instructors, more female peers in STEM classes), men report similar experiences of threat as women in traditional STEM settings. Specifically, men experience more interpersonal concerns, less belonging and, as a result, worse intellectual performance when exposed to nontraditional settings; women experience the reverse. An experience sampling study replicates the lab effects in students' actual STEM classrooms. Implications for understanding vulnerability to identity threat—among both high and low status group members—are discussed.

Symposia Session S-A4

UNDERSTANDING THE PSYCHOLOGY OF CHANGE: BRIDGING DIVERSE PERSPECTIVES

Friday, February 14, 9:45 am – 11:00 am, Room 17

Chair: Kentaro Fujita, *The Ohio State University*

What motivates change – the desire to improve or better a current state of affairs – is a central question in psychology. This symposium brings together a diverse group of personality and social psychology researchers to explore common themes that emerge from an integrative cross-level analysis of the psychology of change.

ABSTRACTS

SOCIAL PSYCHOLOGICAL INTERVENTIONS AND SOCIAL CHANGE: A SELF-AFFIRMATION PERSPECTIVE

David K. Sherman[1], Geoffrey L. Cohen[2]
[1]University of California, Santa Barbara, [2]Stanford University

Psychological threat—the perception that one's self-integrity is challenged—can lead to both resistance to change and underperformance. However, social psychological interventions that lessen threat can promote lasting change. Self-affirmation theory has led to the development of such interventions. This talk

presents: 1) affirmation intervention studies among middle school Latino American and White American children that showed long-term beneficial change in Latino American students' grades; and 2) a theoretical overview of how such change occurs. Affirmations help people to sustain a narrative of integrity in the face of threatening circumstances. Less encumbered by threat, people can better tap into resources available for growth, such as educational opportunity or persuasive evidence. Consequently, affirmations are best seen as catalysts that unleash the effect of forces in the environment that are otherwise inhibited by psychological threat. Through recursive processes that interact with the social environment, these effects can be carried forward through time.

CHANGING WELL-BEING OVER TIME: INTRA- AND INTERPERSONAL PROCESSES

Jennifer Crocker[1], Amy Canevello[2]
[1]The Ohio State University, [2]University of North Carolina at Charlotte

Most people want to be happy, experiencing decreased anxiety and dysphoria and increased self-esteem. But can long-term improvements in well-being be achieved, and if so, what role do interpersonal relationships play in this process, if any? Using data from a longitudinal study of 119 freshman roommate dyads, we explore the role of interpersonal goals in change in well-being over time. Analyses using the Actor-Partner Interdependence Model (APIM) show that change in well-being depends on people's own goals, not the goals of their relationship partners, suggesting a strictly intrapersonal effect of goals on well-being. Delving more deeply into the interpersonal dynamics of support and responsiveness that follow from these goals, however, we show that one person's goals can lead to long-term change in a relationship partner's well-being. For better or worse, the goals we have in our relationships can affect our own well-being and that of our relationship partners.

TAKING THE LONG VIEW: A GOAL SYSTEMS APPROACH TO DISSENT DECISIONS

Dominic J. Packer[1]
[1]Lehigh University

Collective change is often driven by dissent. This talk applies a goal systems framework to dissent decisions – proposing that they involve a tension between shorter-term stability goals and longer-term change goals. Group members may be animated by either goal type, and their behavior with respect to norms is influenced by which are currently dominant. Four experiments test this framework by manipulating construal level, a factor that influences goal selection, such that people are more likely to make decisions furthering long-term goals at high (vs. low) level construal. Among motivated group members, high level construal should animate dissent, whereas low level construal should animate conformity. As predicted, at high level construal, strongly identified and highly conscientious members were more willing to dissent from group norms than members low in identification and conscientiousness. At low level construal, strong identifiers and highly conscientious individuals were equally or more conformist.

CHANGE WE CAN BELIEVE IN: USING PERCEPTIONS OF CHANGEABILITY TO PROMOTE SYSTEM CHANGE OVER SYSTEM JUSTIFICATION

Kentaro Fujita[1], India R. Johnson[2]
[1]The Ohio State University, [2]Elon University

System justification theory (SJT) research suggests that people are motivated to defend and rationalize the status quo (e.g., Jost & Hunyady, 2002). Although SJT presents an elegant theoretical framework that explains when and why people might be motivated to defend the status quo, it has less to say about when people might be motivated to seek reform. To address this, we propose the existence of a second countervailing system-level motivation: system change, a future-focused motive concerned with bettering the status quo over time. The operation of these two distinct system-level motives should be most evident when people are given an opportunity to receive diagnostic information about the status quo. Whereas system justification promotes preferences for positive information, system change promotes preferences for negative information. I will present empirical evidence that when the status quo is perceived as changeable versus unchangeable, people prefer negative versus positive system-relevant feedback, respectively.

Symposia Session S-A5

CHARACTER COMES BACK: NEW EVIDENCE FOR MORAL PERSONALITY

Friday, February 14, 9:45 am – 11:00 am, Room 9

Chair: Eranda Jayawickreme, *Wake Forest University*

New evidence is presented on the nature of character. Perceptions of character are agreed upon by distinct observers, and dominate person-perception. Beliefs about character encourage prosocial behavior, and moral behavior is as stable as other behavior. Together, we provide convergent evidence for the importance of a person-centered approach to morality.

ABSTRACTS

VISIBLE VIRTUES: AGREEMENT ON PERCEPTIONS OF MORAL CHARACTER

Erik G. Helzer[1], R. Michael Furr[1], Maxwell Barranti[1], William Fleeson[1]
[1]Wake Forest University

To what degree are perceptions of moral character agreed upon by different observers? New data from our lab suggest that different observers agree to a significant degree on questions of virtue. In judging common targets, peer-ratings of moral character were shown to agree with one another, as well as with self-ratings of character. Agreement was also observed with respect to targets' moral profiles: Different observers agreed with one another, as well as with the self, on targets' particular character strengths and weaknesses. These findings suggest that moral character is an agreed-upon and realistic lens through which people view themselves and those around them.

MORAL CHARACTER PREDOMINATES IN PERSON PERCEPTION AND EVALUATION

Geoffrey P. Goodwin[1], Jared Piazza[1], Paul Rozin[1]
[1]University of Pennsylvania

What sorts of trait information do people most care about when forming impressions of others? Recent research in social cognition suggests that social "warmth", broadly construed, should be of prime importance in impression formation. Yet, some prior research suggests that information about others' specifically moral traits – their moral 'character' – may be a primary dimension. Although these dimensions have sometimes been conceived of as interchangeable, we show that they are indeed separable (Study 1), and that moral character traits are seen as more fundamental to identity than warmth traits (Study 2). Further studies that used correlational and experimental methods showed that moral character information is more important in impression formation than is social warmth information (Studies 3-6). Study 7 showed that moral character information determines the impressions people form of individuals described in obituaries better than does warmth information. Implications for current theories of person perception and social cognition are discussed.

BELIEF IN THE EXISTENCE OF TRUE ALTRUISM

Jochen E. Gebauer[1], Constantine Sedikides[2], Mark R. Leary[3], Jens B. Asendorpf[1]
[1]Humboldt-Universität zu Berlin, [2]University of Southampton, [3]Duke University

Does true altruism exist in humans? In other words, is the desire to ultimately serve others' interest-- rather than self-interest-- part of the human motivational repertoire? This question occupies a central role in the understanding of human nature in general and human character in particular. Philosophers, theologians, sociologists, economists, and psychologists have fiercely disagreed on an answer. This state

renders a related but distinct question worth asking: To what degree do lay people believe in the existence of true altruism? Such lay beliefs can be important and consequential in their own right, independent of whether true altruism exists or not. Here, we introduce the Belief in the Existence of True Altruism (BETA) scale and show that lay beliefs in altruism's existence vary between lay people and that these individual differences in BETA are consequential for higher helping behavior.

EAVESDROPPING ON CHARACTER: TESTING THE STABILITY OF NATURALISTICALLY OBSERVED VIRTUOUS DAILY BEHAVIOR

Kathryn L. Bollich[1], Simine Vazire[1], John M. Doris[1], Matthias R. Mehl[2]
[1]Washington University in St. Louis, [2]University of Arizona

Despite decades of interest in moral character, important basic theoretical questions remain empirically unanswered, including the degree to which moral traits even exist. To examine this, we investigated the stability of moral behavior relative to neutral and negative daily behavior using the Electronically Activated Recorder (EAR), a small digital audio-recorder that periodically samples snippets of ambient sounds from people's everyday lives. In three studies (total N=190), participants wore an EAR over one or two weekends. Research assistants coded these audio files for virtuous behaviors (e.g., empathy, affection, gratitude), evaluatively negative behaviors (e.g., criticize, blame, brag), and neutral behaviors (e.g., prepositions, adverbs, articles). We found that across two measures of temporal stability, not only was everyday moral behavior quite stable (r = .44), but its stability was comparable to negative (r = .43) and neutral (r = .40) behaviors. Together, these findings indicate moral character is largely stable and trait-like.

Symposia Session S-A6

NEW RESEARCH ON SELF-CONCEPT CLARITY: HOW KNOWING ONESELF INTERACTS WITH ESTEEM, MEANING, AND AUTHENTICITY

Friday, February 14, 9:45 am – 11:00 am, Room 19

Chair: Helen Boucher, *Bates College*

Co-Chair: Ken DeMarree, *University of Buffalo, SUNY*

We present new research on self-concept clarity, focusing on novel antecedents and consequences of clarity. Talks describe how self-discrepancies undermine self-clarity, how people defend threats to self-clarity, and how high, relative to low, self-clarity promotes expression of the true self and easier, less frustrating social interactions.

ABSTRACTS

THE ROLE OF SELF-ESTEEM GOALS IN PREDICTING SELF-CLARITY

Kenneth DeMarree[1], Kimberly Rios[2]
[1]University of Buffalo, SUNY, [2]University of Chicago

In many cultures, people typically want to have high self-esteem. However, such desires can be discrepant from people's actual levels of self-esteem, especially among people with low self-esteem. Research on discrepancies between actual and desired attitudes has demonstrated that such discrepancies can create a sense of conflict, offering a potential explanation for why low self-esteem people tend to experience reduced self-clarity. We tested whether actual and desired levels of self-esteem would interact to predict self-clarity, with discrepant combinations (e.g., high desired, low actual self-esteem) producing the least clarity. In two samples using either student or international populations, we found that when desired and actual self-esteem are incongruent, self-clarity decreases. In a third study we manipulated desired self-esteem and found that the relationship between actual self-esteem and self-clarity is stronger when desired self-esteem is high.

SELF-CONCEPT CLARITY THREATS EVOKE WORLDVIEW DEFENSE

Helen Boucher[1], Thomas Bloch[1], Addie Pelletier[1]
[1]Bates College

According to the Meaning Maintenance Model, threats such as mortality salience, uncertainty, and isolation from close others elicit defensive responses because they violate meaning frameworks. We examined whether threats to self-clarity would also evoke compensatory meaning-restoring efforts in the form of worldview defense. Participants made to feel uncertain about themselves gave larger rewards to a worldview supporter, but larger punishments to a worldview violator, than participants who thought about self-certainties (Study 1). We included moderators, showing that high self-esteem individuals (HSE) thinking about self-inconsistencies gave more polarized evaluations of someone criticizing versus complimenting their ingroup than HSEs considering self-consistencies (Study 2). We found similar responses to a relational self-clarity threat, but only among individuals for whom relationships are self-defining (Study 3). Importantly, self-clarity threats did not activate death concerns (Study 4), suggesting that the purpose of worldview defense in these studies was to restore meaningfulness, rather than allay death anxiety.

KNOWING ONE'S SELF TO BE ONE'S SELF: SELF-CONCEPT CLARITY AND AUTHENTIC LIVING

Rebecca Schlegel[1], Matthew Vess[2]
[1]Texas A&M University, [2]Ohio University

The consistency, certainty, and coherence of people's self-beliefs are critically important aspects of healthy psychological functioning. In this talk, we'll explore the idea that self-concept clarity plays an important role in people's ability to express who they believe they truly are, deep down (i.e., their true self-concepts). First, we'll present a broad conceptual analysis of the true self-concept as a psychological construct. Next, we'll describe how people's understanding and expression of their true self-concepts impact an assortment of important psychological outcomes. This will include a description of empirical work linking the true self-concept to perceptions of meaning in life, specific patterns of self-conscious affect in the face of personal shortcomings, and sensitivity to social influence in response to existential threat. Finally, we'll discuss the conceptual and empirical links between self-concept clarity and the true self-concept, highlighting notable areas of overlap and directions for future research.

LOW SELF-CONCEPT CLARITY AND DIFFICULT SOCIAL INTERACTIONS

Wendi Gardner[1], Caitlin Duffy[1], Eli Finkel[1]
[1]Northwestern University

Self-concept clarity (SCC; defined as confident, stable, and consistent self-knowledge), is associated with subjective well-being in North American culture. The current research focuses upon one potential pathway through which higher SCC leads to greater well-being: the ease one feels within social interactions. Successful social interactions demand both interpersonal coordination and understanding, processes potentially enhanced by authentic self-expression, and thus challenged by lower SCC. Longitudinal studies, online surveys, and laboratory manipulations converge on the challenges faced by low SCC individuals. Specifically, low SCC individuals experience their interactions as cognitively and emotionally depleting, and this depletion appears to result from their inability to express their authentic self within these interactions. Given the importance of relationships to well-being, as well as the prevalence of social interactions in daily life, it is proposed that one link between SCC and well-being may be the ease versus difficulty experienced during social interaction.

Symposia Session S-A7

WHEN TO JUDGE A BOOK BY ITS COVER: TIMING, CONTEXT, AND INDIVIDUAL DIFFERENCES IN FIRST IMPRESSIONS

Friday, February 14, 9:45 am – 11:00 am, Ballroom B/C

Chair: Vivian Zayas, *Cornell University*

Co-Chair: Nicholas Rule, *University of Toronto*

People readily judge a book by its cover, forming impressions of others from minimal cues. Yet, how does this happen in the real-world? Four speakers showcase the latest research on impression-formation, examining accurate and inaccurate judgments, individual differences in judgments, and the persistence/malleability of these judgments over time and contexts.

ABSTRACTS

IT'S IN THE HANDS, NOT THE FACE: ACCURATE AND INACCURATE IMPRESSIONS OF THE QUALITY OF PROFESSIONAL PLAYERS' POKER HANDS

Michael L. Slepian[1], Steven G. Young[2], Abraham M. Rutchick[3], Nalini Ambady[1]

[1]Stanford University, [2]Fairleigh Dickinson University, [3]California State University

Research demonstrates that our first impressions can often be surprisingly accurate. But if someone has something to hide, can they prevent perceivers from forming accurate impressions? Ranging from the everyday (telling a white lie) to the extraordinary (hiding information of national security), people can be motivated to prevent accurate first impressions. We examined this question across four studies, examining untrained observers' perceptions of professional poker players. They indeed had inaccurate impressions of players' poker hand-quality when observing their facial-expressions. Yet from merely observing how they moved their arms to place a bet, observers accurately detected hand-quality and outcomes. Nonverbal sensitivity enhanced this accuracy, unless attention was directed toward diagnostic motor cues. Professional poker players can indeed prevent accurate impressions by their facial-expressions. Yet, even in the most restrictive of settings (highly-expert poker players placing bets worth millions of dollars) nonverbal behavior can provide revealing information to form accurate impressions.

DO FIRST IMPRESSIONS BASED ON PHOTOGRAPHS PREDICT IMPRESSIONS FOLLOWING LIVE INTERACTIONS?

Vivian Zayas[1], Gül Günaydin[2], Emre Selcuk[3]

[1]Cornell University, [2]Bilkent University, [3]Middle East Technical University

People routinely "judge a book by its cover." But, do these initial judgments hold even after having actually read the book? This work is the first to investigate how initial impressions made from a single photograph relate to impressions made 1-month later, after actually interacting with the target. Participants viewed photographs of women and judged their likeability and personality traits. Over 1-month later, participants interacted with one of the women (e.g., played trivia, chatted). Not only did participants' initial liking judgments based on photographs color their initial judgments of the target's personality (attributing positive traits to liked targets), but these initial impressions strongly predicted liking after an actual interaction that took place 1-month later, and continued to color personality judgments following the interaction. Thus, despite the well-known idiom to "not judge a book by its cover," such judgments are good proxies for judgments about the book—even after reading it.

SOME PEOPLE SEE WHAT THEY WANT TO SEE: INDIVIDUAL DIFFERENCES IN SNAP JUDGMENTS

Erika N. Carlson[1], Simine Vazire[2]

[1]University of Toronto, Mississauga, [2]Washington University in St. Louis

We try to make good first impressions on others, but recent work suggests those efforts might be too little or too late; those others may have already made up their minds about us. Who forms positive (or negative) first impressions, and who holds onto these impressions? In two studies, groups of undergraduates met weekly over the course of a semester and rated each member's personality several times. We also collected self- and informant-reports of each student's personality. Results revealed that different people see the social world in very different ways. For example, extraverted and agreeable people initially perceived others as compassionate, trustworthy, likable, and intelligent and maintained these impressions over time whereas narcissists initially perceived others as less likeable and more critical, and over time, perceived others as even less likeable and more defensive. We discuss how these differing perspectives of the social world likely have important interpersonal consequences.

THE SIREN SONG OF FIRST IMPRESSIONS: JUDGING FROM THE FACE EVEN WHEN YOU KNOW BETTER

Nicholas Rule[1]

[1]University of Toronto

First impressions are ubiquitous, but how powerful and influential are these initial impressions? A series of studies demonstrates that individuals, despite their best intentions, are unable to escape the gravity of judging others based on how they look versus what they know about them. In one set of studies, I demonstrate that impressions of trustworthiness are influenced more by how other people look than how they behave. In another study, I demonstrate a similar persistence in judgments of sexual orientation. Even after learning that people were gay or straight, participants regressed back to their initial impressions when judgment time was limited. With additional time, however, participants were able to recover the information they had learned and instead made their judgments based on knowledge instead of appearance. These data provide important insights to the cognitive processes endemic to the pervasive, and even intrusive, nature of first impressions.

Symposia Session S-A8

ATTENTION DRIVES EMOTION

Friday, February 14, 9:45 am – 11:00 am, Room 18 A/B

Chair: Leaf Van Boven, *University of Colorado Boulder*

Co-Chair: Carey Morewedge, Carnegie Mellon University

Four papers highlight the reciprocal relationship between attention and emotion. Selective attention is shown to enhance the emotional intensity of otherwise neutral objects, explain negativity bias in emotional evaluation, increase the emotional impact of social (versus counterfactual) comparisons, and to undermine hedonic goals of experiencing positive emotion.

ABSTRACTS

ATTENTION INCREASES EMOTIONAL INTENSITY

Leaf Van Boven[1], Kellen Mrkva[1], Jacob Westfall[1]

[1]University of Colorado Boulder

Emotional objects capture and hold attention. But what makes objects emotional to begin with? We hypothesize that attention engenders emotional intensity, particularly for neutral objects. Across several experiments, participants viewed sequences of 100 trials of randomly ordered sets of 10 images that were neutral (e.g., pottery), positive (e.g., puppies), or negative (e.g., putrefaction). One randomly assigned image was designated as target, and participants noted every time that image appeared. This procedure manipulated attention, while equating exposure. Participants subsequently reported that target images were more emotionally evocative than non-target images, and

this effect was larger for neutral images than for positive or negative images. The effect of attention was also transient, significantly diminishing over time. Unlike mere exposure, there was no effect of attention on liking or evaluation. These results highlight the bidirectional relationship between attention and emotion, suggesting that objects become emotional when people attend to them.

LOSS ATTENTION AND LOSS COMPLAINT BIAS EXPLAIN THE NEGATIVITY BIAS

Eldad Yechiam[1], Ariel Telpaz[1], Guy Hochman[2]

[1]Technion-Israel Institute of Technology, [2]Duke University

Among the most robust findings in social psychology is that negative attributes influence emotion and behavior more than positive attributes. This "negativity bias" is commonly explained by loss aversion, an asymmetry in the utility of losses versus gains. We offer an alternative explanation of the negativity bias as a function of two other tendencies: (a) "loss attention," the increased attention to tasks in conditions involving losses; and (b) "complaint bias," a tendency to complain about losses and avoid praise of gains. In two experiments, the negativity bias effects on arousal and hedonic ratings emerged even in the absence of loss aversion, in decisions involving small stakes where participants did not avoid risky alternatives with equivalent gains and losses. Moreover, the negativity bias in hedonic ratings was reduced when participants were encouraged to tell the truth using the "bogus pipeline" method, suggesting that the negativity bias partly reflects a response bias.

WHY ALTERNATIVES HAVE GREATER HEDONIC IMPACT IF THEY ARE EXPERIENCED BY SOMEONE ELSE

Carey Morewedge[1], Meng Zhu[2]

[1]Carnegie Mellon University, [2]Johns Hopkins University

People overestimate the hedonic impact of comparing an experience to its alternatives across a variety of hedonic experiences. When comparisons are social, rather than counterfactual, the belief in the potency of hedonic comparisons is so strong that people often prefer rewards with lower absolute value that are comparatively better than the rewards received by their peers (positional goods), over than rewards with greater absolute value that are comparatively worse than the rewards received by their peers. We tested whether social comparisons have an especially powerful impact on hedonic value, or if belief in their greater affective potency is a forecasting error. We found that social comparisons are indeed more likely to impact the hedonic value of experiences than similar counterfactual comparisons. Moreover, the experiments suggest that the greater attention devoted to alternatives experienced by someone else underlies the strong impact of social comparisons on hedonic experiences.

LESS IS MORE: EMOTION GOALS, EMOTION EXPERIENCE, AND PSYCHOLOGICAL HEALTH

Iris Mauss[1], Maya Tamir[2]

[1]University of Colorado, Berkeley, [2]Hebrew University, Jerusalem

We examine a feature of emotion regulation that has not received much attention: the hedonic goals people have (i.e., how they want to feel). Taking this goal perspective uncovers two seemingly paradoxical effects. First, having a positive emotion goal (wanting to feel happy) can lead to lower positive affect and worse psychological health. Second, not having an emotion goal (accepting one's emotions) can lead to lower negative affect and improved psychological health. These effects are seemingly mediated by attention to and evaluation of emotional states. For example, people with positive emotion goals attend to their own emotional states more and evaluate them less positively compared with desired states, whereas people without emotion goals attend to their own emotional states less and evaluate them less negatively. This research suggests that understanding hedonic goals informs and expands our understanding of emotion regulation and its sometimes paradoxical effects on emotion experience and health.

Symposia Session S-A9

SOCIAL AND COGNITIVE CONSEQUENCES OF PSYCHOLOGICAL ESSENTIALISM

Friday, February 14, 9:45 am – 11:00 am, Room 18 C/D

Chair: Matthew Lebowitz, *Yale University*

Co-Chair: Ilan Dar-Nimrod, *University of Sydney*

Social categorization frequently yields psychological essentialism—a belief that shared underlying "essences," often construed as biological, fundamentally determine the characteristics of group members. Essentialized social categories may be defined by a racial identity, other demographic attribute, or medical diagnosis. Presenters will discuss consequences of essentialist thinking in several real-world domains.

ABSTRACTS

THE FOUR HORSEMEN OF GENETIC ESSENTIALISM: THEORETICAL UNDERPINNINGS, METHODOLOGICAL ADVANCEMENTS, AND EMPIRICAL FINDINGS

Ilan Dar-Nimrod[1], Matthew Ruby[2], Benjamin Cheung[3], Kevin Tam[4], Damian Murray [3]

[1]University of Sydney, [2]Universität Hamburg, [3]University of British Columbia, [4]Hong Kong University of Science and Technology

Recent theoretical developments identify the cognitive processes set in motion once a person makes genetic attributions. These attributions activate biased cognitions termed the Genetic Essentialist Biases, leading to a surge in the likelihood that people view relevant genetic correlates as more: 1. immutable and predetermined, 2. likely to have a specific etiology, 3. likely to establish homogenous and discrete social categorizations, and 4. natural. In a series of six studies, a newly developed multifaceted instrument was used to set these biased cognitions within the larger context of psychological constructs revolving around a range of concepts from perceived control and intergroup perceptions, to attitude formations and health beliefs. Additionally, using correlational and vignette designs these studies reveal when these biases converge in their predictions (e.g., independently predict conservative personality constructs) and when their predictions diverge (e.g., punitive tendencies towards a criminal are positively predicted from homogeneity but negatively from specific etiology).

BIOGENETIC EXPLANATION, ESSENTIALISM, AND PSYCHIATRIC STIGMA: TWO META-ANALYSES

Erlend Kvaale[1], Nick Haslam[1], William Gottdiener[2]

[1]University of Melbourne, [2]John Jay College of Criminal Justice, CUNY

Biogenetic explanations of mental disorders are increasingly endorsed by professionals and laypeople alike. Some have hoped that this development will reduce stigma: sufferers cannot be blamed if mental disorders are diseases over which they have limited control. However, biogenetic explanations might increase stigma by inducing essentialist thinking, which often promotes prejudice. If sufferers are thought to have a pathological essence they may be perceived as fundamentally alien, uncontrollable, and unchangeable. Two meta-analyses comprehensively examined this possibility. One reviewed 25 studies of correlations between biogenetic explanations and stigma components (blame, desire for social distance, perceived dangerousness, prognostic pessimism). The other reviewed 28 experimental studies that manipulated biogenetic explanations. Biogenetic explanations were consistently associated with reduced blame. However, consistent with the essentialist account, they were associated with increased perceived dangerousness in both meta-analyses and with increased social distance and pessimism in one. Implications are drawn for the 'mixed blessings' of biogenetic explanation.

BIOLOGICAL ESSENTIALISM IN CONCEPTUALIZATIONS OF PSYCHOPATHOLOGY AMONG SYMPTOMATIC INDIVIDUALS AND MENTAL-HEALTH CLINICIANS

Matthew S. Lebowitz[1], Woo-kyoung Ahn[1]
[1]Yale University

As predicted by theories of biological essentialism, existing research links biomedical conceptualizations of psychopathology to stigmatizing attitudes and prognostic pessimism (the belief that disorders are relatively immutable). We examined such effects among individuals affected by psychopathology and practicing mental-health clinicians. In the first set of studies, individuals were assessed for depressive symptoms and then rated their causal attributions for, and expected duration of, such symptoms. Biochemical and genetic attributions predicted greater prognostic pessimism among people with and without elevated depression symptomatology. However, a psychoeducation intervention focused on the malleability of gene effects and neurobiology was found to decrease essentialist beliefs. The second set of studies examined practicing mental-health clinicians' empathy, an important determinant of stigmatizing attitudes and a bedrock of therapist-client relationships. Clinicians experienced significantly less empathy when hypothetical patients' symptoms were explained biologically rather than psychosocially. Social and clinical implications of the findings will be discussed.

MIXED ESSENCES: FOLK BELIEFS ABOUT GENETIC OVERLAP PREDICT AVOIDANCE OF BIRACIAL INDIVIDUALS

Sonia K. Kang[1], Jason E. Plaks[1], Jessica D. Remedios[2], Alison L. Chasteen[1]
[1]University of Toronto, [2]Tufts University

Genetic essentialist biases include the idea that DNA can establish boundaries between racial categories. We examined mental representations of racial "essences" by asking people to estimate the amount of genetic overlap between racial groups. While some laypeople believe different-race individuals are genetically similar, others believe—consistent with genetic essentialism—that they share little, if any, genetic overlap. We investigated how these beliefs affect neural and behavioral reactions to biracial targets—individuals whose "mixed essences" defy essentialist notions. We found that individuals who provided low genetic overlap estimates displayed stronger neural avoidance responses to biracial (vs. mono-racial) targets, as well as more negative explicit ratings of biracial compared to Black targets. Further, these individuals sat further away when expecting to meet a biracial person than when expecting to meet a Black person. These data demonstrate that beliefs about shared genetic overlap predict reactions to biracial and racially-ambiguous individuals.

Symposia Session S-A10

TWO OF WHAT?: ON WHAT BASES SHOULD PROCESSES BE DIVIDED IN DUAL-PROCESS MODELS?

Friday, February 14, 9:45 am – 11:00 am, Ballroom E/F

Chair: Jeffrey Sherman, *University of California, Davis*

We present challenges to the use of automaticity versus control as an organizing principle in dual-process models. Research questions the links between features of automaticity and control and classes of mental operations. The use of this dichotomy also is criticized on theoretical grounds. These issues are examined in historical context.

ABSTRACTS

YES IT CAN

Ran Hassin[1]
[1]The Hebrew University

In this talk I present a framework for thinking about the differences between conscious and unconscious processes. The proposed view is couched in evolutionary considerations and in the capacity limitations of conscious processes. Taking these as my point of departure, I propose that every fundamental, basic level function that can be carried out by conscious processes can also be carried out by unconscious processes. Old, new and very new data from various sub disciplines of the cognitive sciences will be presented; conceptual and methodological implications of this view will be succinctly discussed.

WHO NEEDS ASSOCIATIONS ANYWAY? AUTOMATIC EFFECTS ARE MEDIATED BY PROPOSITIONAL KNOWLEDGE

Jan De Houwer[1]
[1]Ghent University, Belgium

Popular dual process models postulate that all automatic effects are mediated by associations in memory whereas all non-automatic effects are mediated by propositional knowledge. Such an overlap is unlikely, especially given the fact that it is difficult to draw a clear line between effects that are automatic and those that are non-automatic. I evaluate the hypothesis that seemingly automatic effects such as evaluative conditioning and implicit evaluation are mediated by propositional knowledge that, unlike associations, can contain information about how concepts are related (e.g., "I am good" vs "I want to be good"). First, even seemingly automatic effects have features of non-automaticity that could be due to the operation of non-automatic propositional processes. Second, the automatic features of automatic effects could be due to the automatic formation or activation of propositional knowledge. Third, evidence suggests that relational information does moderate automatic effects such as evaluative conditioning and implicit evaluation.

PROCESS MODELS REQUIRE PROCESS MEASURES: UNCONFOUNDING OPERATING PRINCIPLES AND OPERATING CONDITIONS

Jeffrey W. Sherman[1], Regina Krieglmeyer[2], Jimmy Calanchini[1]
[1]University of California, Davis, [2]University of Würzburg

Dual-process models are frequently mapped onto the distinction between automatic and controlled processing. However, it is critical that process models distinguish between operating principles and operating conditions. Operating principles refer to the qualitative nature of the proposed processes-the mechanisms through which the processes transform inputs into outputs. In contrast, operating conditions, such as features of automaticity and control, refer to the conditions under which different processes operate. In this talk, I will describe some of the negative consequences of confounding operating principles and operating conditions, describe the methodological challenges of unconfounding them, and will describe techniques for achieving that goal. I conclude by arguing that it is time to eliminate the automatic/controlled distinction as a definitional component of dual-process models.

THE EVOLUTION OF DUAL-PROCESS THEORIES OF THE SOCIAL MIND

Yaacov Trope[1]
[1]New York University

My talk examines the evolution of dual-process (DP) theories into a general and generative perspective on the social mind. Similar to cognitive consistency theories, which comprise a comparably general and generative perspective, the impetus for DP theories was the question of human rationality. Inspired by decision-theoretic research documenting systematic violations of orderly inductive inference, early DP theories distinguished between heuristic short-cuts and systematic processing as trading off speed and accuracy. Expanding DP theories, scholars have subsequently proposed dualities involving awareness and control and dualities in the nature of the underlying mental operations, such as associative vs. propositional processing. All the while, DP scholars have addressed meta-theoretical questions of whether these dualities cohere into separable mental systems, developed increasingly precise measurement techniques, and expanded the scope of the theories to encompass numerous aspects of individual functioning in society from person perception, social judgment, and persuasion to self-regulation, prejudice, and intergroup relations.

Symposia Session S-A11

THE NEXT FRONTIER IN SOCIAL SUPPORT AND HEALTH RESEARCH: CLARIFYING THE MICRO-LEVEL MECHANISMS

Friday, February 14, 9:45 am – 11:00 am, Room 6

Chair: Elizabeth Keneski, *The University of Texas at Austin*

Co-Chair: Timothy Loving, *The University of Texas at Austin*

Speakers explore the roles of self-regulation and stress buffering in the social support-health link and address relevant micro-level psychological and physiological mechanisms. The talks address how providing, receiving, and perceiving support affect physiological responses (e.g. diurnal cortisol slopes), neurological regulation (i.e., threat-related hypothalamic function), and health behaviors.

ABSTRACTS

SOCIAL NETWORK SUPPORT MODERATES PHYSIOLOGICAL & PHYSICAL HEALTH OUTCOMES OF MARITAL STRESS

Elizabeth Keneski[1], Timothy J. Loving[1], Lisa A. Neff[1]

[1]The University of Texas at Austin

Although social network support has been linked to a variety of positive health outcomes, the mechanisms underlying this association have yet to be fully elucidated. The present study tested whether network support buffers individuals from the negative physiological and physical health consequences of marital stress. Newlywed couples reported their perceptions of network support before completing a daily diary. As part of this diary, spouses reported daily martial stressors and provided daily waking and evening saliva samples for cortisol assessment. Self-reported physical health was assessed in a series of follow-up surveys over three years. Analyses revealed that spouses who reported more (versus less) satisfying social network support experienced healthier (steeper) diurnal cortisol slopes on days in which they experienced greater marital stress, and network support positively influenced long-term physical health trajectories. Thus, network support improves individuals' daily physiological responses to marital stressors and guards against long-term detriments in physical health.

HOW PROVIDING SUPPORT MAY IMPACT SELF-REGULATORY HEALTH AND INTERPERSONAL OUTCOMES

Courtney L. Gosnell[1], Shelly L. Gable[1]

[1]University of California, Santa Barbara

We hypothesized that providing support in response to others' negative events (which may involve greater concerns regarding providing effective support) would deplete self-regulatory resources, whereas support in response to positive events would boost resources. In a 14-day diary study participants with greater effectiveness concerns reported greater feelings of depletion and poorly-regulated health and interpersonal behaviors (e.g., overeating, snapping at friends). Additionally, negative support provision days were associated with greater effectiveness concerns and poorer health and interpersonal behavior regulation whereas positive provision days were associated with greater strivings towards health and personal goals. In a second laboratory study, we manipulated individuals' concerns about providing effective support to their romantic partner for a speech (negative event). Individuals with greater effectiveness concerns showed greater handgrip depletion. These studies suggest concerns over providing effective support (often seen in response to negative events) are associated with poorer health and interpersonal outcomes due to self-regulatory failures.

THE INFLUENCE OF SLEEP QUALITY ON THE STRESS BUFFERING EFFECTS OF SOCIAL CONNECTEDNESS

Kathi L. Heffner[1]

[1]University of Rochester

Social connectedness enhances self-regulation, including regulation of sleep, emotion and stress physiology. Poor sleep quality itself can substantially impinge on self-regulation domains. Poor sleep is also associated with altered socio-emotional processing, which may weaken an individual's ability to benefit from available social resources. To test the influence of sleep in self-regulation pathways, we examine whether sleep quality alters the extent to which social support and feelings of connectedness buffer psychophysiological effects of stress. In a laboratory stressor study of healthy older adults, affect measures and saliva were collected at baseline and across a recovery period following cognitive testing. The stress hormone cortisol and alpha amylase, a marker of sympathetic arousal, were assessed from saliva. Poor sleepers, although reporting similar levels of social support availability, do not appear to benefit from social resources and connectedness in the same way as good sleepers. Implications for the social modulation of self-regulation are discussed.

MARRIAGE AS A MODERATOR OF THREAT-RELATED HYPOTHALAMIC REGULATION IN STRAIGHT- AND SAME-SEX COUPLES

James Coan[1]

[1]University of Virginia

Relationships enhance health and wellbeing. Marriage in particular has been cited as a buffer against poor health. Questions have arisen concerning the difference between marriage and romantic cohabitation. Some have argued that marriage confers advantages that cohabitating relationships do not. This question will implicate same-sex couples as they acquire the right to marry. We report that the regulation of threat-related hypothalamic functioning (a neural substrate linking stress to compromised health) during supportive handholding occurs in married but not cohabiting couples matched for relationship quality and length. Moreover, we report the same difference between self-identified married and cohabiting same-sex couples. Thus, regardless of sexual orientation, marriage is associated with the social regulation of threat-related hypothalamic functioning, but cohabitation is not. Possible reasons for these observations include, but are probably not limited to, differences in the meaning of marriage and cohabitation.

Symposia Session B

Friday, February 14, 11:15 am – 12:30 pm

Symposia Session S-B1

DATA BLITZ

Friday, February 14, 11:15 am – 12:30 pm, Ballroom D

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

Co-Chair: Nathan DeWall, *University of Kentucky*

ABSTRACTS

CONTINUING A FAMILY TRADITION: UNIVERSITY LEGACY AS A SCAFFOLD FOR IDENTITY AND IDENTITY-RELEVANT ACTION

Matthew Baldwin[1], Ludwin Molina[1]

[1]University of Kansas

This research explored the influence of family legacy on personal identity and identity-relevant action. Across three studies, we observed differences in identity, behavior, and attitudes between university students who had family attend the university prior and those who did not (i.e., legacy vs. no legacy). In Study 1, legacy students were more strongly identified with the university, had more favorable attitudes toward the university, and had less

favorable attitudes toward a rival outgroup university. In Study 2, we replicate these patterns and also show that legacy students' stronger identification contributed to feelings of family connectedness and self-continuity. Finally, in Study 3 we show that legacy students had higher academic engagement, higher current and anticipated GPA, and an easier transition to college. These findings suggest that family legacy motivates particular identities and behaviors for the purpose of validating important family relations. In the university context, this translates to higher academic success.

WHY ARE PHYSICALLY FORMIDABLE MEN AFFORDED HIGHER STATUS IN ORGANIZATIONAL SETTINGS? STRENGTH AS AN EVOLVED CUE TO IN-GROUP CONTRIBUTION CAPACITY

Aaron W. Lukaszewski[1], James R. Roney[2], Cameron P. Anderson[3], Zachary L. Simmons[4]
[1]Loyola Marymount University, [2]UCSB, [3]UC Berkeley, [4]University of Portland

Humans primarily achieve social status by generating benefits for the group, rather than through aggressive contests. Nonetheless, people willingly confer high status upon physically formidable group members. This study advances a model that reconciles these contradictory conclusions, wherein the evolved psychology of social status conferral interprets men's physical strength as a cue to in-group contribution capacity, which results in the conferral of status upon stronger men. To test this, targets in photos were rated on (i) multiple aspects of in-group contribution capacity, (ii) forceful pursuit of self-interest, and (iii) likely status within a white collar organization. In support of the proposed model, male (but not female) targets' actual physical strength predicted social status affordances, and this effect was mediated by perceptions of their ability to make specific types of formidability-related contributions to group functioning. Results are discussed in terms of the respective roles of dominance vs. prestige in attaining status.

ETHICAL DEPARTURES FROM MONOGAMY: ATTACHMENT AND CONSENSUAL NON-MONOGAMY

Amy C. Moors[1], Terri Conley[1], Robin S. Edelstein[1], William J. Chopik[1]
[1]University of Michigan

Recent research suggests that people overwhelmingly view monogamy as the optimal form of romantic partnering and stigmatize consensual non-monogamous relationships (CNM). Lay people are not alone in their moral judgments of monogamy; attachment researchers often interchange the words "dyadic" and "love," equating love with exclusivity. Yet, CNM relationships (ethical agreements to engage in multiple romantic/sexual-partnering) look very similar to secure attachment relationships. Specifically, individuals in CNM relationships report high levels of trust, honesty, and relationship satisfaction. We will present novel data linking individual differences in attachment with attitudes toward CNM, willingness to engage in CNM, and actual CNM engagement. In two large Internet samples (both Ns > 1,200), we found that avoidance was robustly linked to positive attitudes toward CNM relationships and willingness to engage in them. However, avoidant individuals were less likely to actually engage in CNM than in monogamous relationships. Implications for attachment research will be discussed.

THE TOPOGRAPHY OF GENEROSITY: NONLINEAR EVALUATIONS OF PROSOCIAL ACTIONS

Nadav Klein[1], Nicholas Epley[1]
[1]University of Chicago

A person's reputation is based at least partly on their actions towards others. Completely selfish actions are evaluated negatively whereas completely selfless actions are evaluated positively. We examine the points in-between these extremes to understand how varying degrees of prosociality affect reputations. Six experiments find consistent nonlinear evaluations of prosociality. Participants evaluated prosocial actors in the contexts of giving in a dictator game, donations to a not-for-profit orchestra, and divisions of desirable food items. We find that people evaluate fair actions more positively than selfish actions, but do not evaluate generous actions more positively than fair actions. A fourth experiment finds that this pattern reflects a reputational premium given to fair actions. Two final experiments identify comparison processes as a proximal mechanism for nonlinear evaluations of prosociality. We speculate that reputational inferences may be biased in a way that optimizes group functioning.

EARLY ENCULTURATION AND DEVELOPMENTAL INVARIANCE OF IMPLICIT INTERGROUP ATTITUDES

Eva E. Chen[1], Yarrow Dunham[2], Mahzarin R. Banaji[3]
[1]The Hong Kong University of Science and Technology, [2]Yale University, [3]Harvard University

What underlies the tendency to see members of out-groups as threatening? Social experience must play a role, but in the present research we explore the hypothesis that a tendency to see outgroup members as more threatening emerges early in development, prior to substantial intergroup experience. In four experiments, encompassing 883 adults and 3-to-13-yr-old children across two cultures and two status groups within one culture, we demonstrate that a tendency to see angry faces as belonging to the outgroup emerges at a young age and persists into adulthood. Further examination reveals a difference between the high-status and low-status groups. While members of two socially dominant majorities categorized angry faces as the outgroup, members of a disadvantaged minority showed no such tendency. Our results indicate that a basic outgroup threat response appears early and is stable across development, and that it is closely integrated with basic perceptual processes related to emotion discrimination.

DOES TRAVEL TRULY BROADEN THE MIND? BREADTH BUT NOT DEPTH OF FOREIGN EXPERIENCES INCREASES GENERALIZED TRUST

Jiyin Cao[1], Adam Galinsky[2], William Maddux[3]
[1]Northwestern University, [2]Columbia University, [3]INSEAD

Three studies examined the effect of breadth and depth of foreign experiences on generalized trust, the belief in the benevolence of human nature. Study 1 demonstrated that the breadth (number of countries traveled) but not the depth (amount of time spent traveling) of foreign travel experiences was positively associated with trust behavior in a decision-making game. Study 2 replicated this effect by manipulating a focus on the breadth vs. depth of a foreign experience in an experimental paradigm. Study 3 was a longitudinal study that measured generalized trust before and after participants traveled abroad and found that the breadth but not the depth of these foreign experiences predicted increases in generalized trust. Across three studies, using different research methods (correlational, lab experiment, longitudinal), samples (United States, Chinese) and operationzations (trust game, generalized trust scale), we found a robust relationship between the breadth of foreign travel experiences and generalized trust.

MEDITATION INCREASES COMPASSIONATE RESPONSES TO SUFFERING

Paul Condon[1], Gaelle Desbordes[2], Willa Miller[3], David DeSteno[1]
[1]Northeastern University, [2]Massachusetts General Hospital, [3]Harvard University

To date, little empirical evidence has demonstrated the beneficial interpersonal effects of meditation practice. The current study employed an ecologically valid situation that exposed participants to a person in visible pain. Following eight-week training courses in meditation or a non-meditation control, participants arrived at a lab individually to complete purported measures of cognitive ability. Upon entering the waiting area for many labs, participants seated themselves in the last remaining chair in a row of three; confederates occupied the other two chairs. As the participant sat and waited, a third confederate using crutches and a large walking boot entered the waiting area while displaying discomfort. We assessed compassionate responding by whether participants gave up their seat to allow the confederate with crutches to sit, thereby relieving her discomfort. As expected, participants who completed a meditation course gave up their seat more frequently than did those from the non-meditation control.

HEALTHIER THAN THOU? HOW PHYSICIAN HEALTH AFFECTS PATIENTS' FEAR OF JUDGMENT

Lauren Christine Howe[1], Benoit Monin[1]
[1]Stanford University

Across five studies, we examine whether appearing to be the "picture of health" can damage doctor-patient interactions, and when the disclosure of imperfect health may be beneficial. In study 1, we discover that people believe that doctors meet unrealistically high health standards. In study 2, we find that doctor profiles often stress ideal health when providing personal information to patients. Next, we examine whether this image of perfect health can be threatening. In study 3, we find that providing this "ideal" personal health information makes doctors seem more judgmental, leading to decreased approachability and comfort when imagining doctor-patient interactions. Studies 4 and 5 examine the power of exposing one's fallibility in the healthcare context. We find that participants who face stigmatized health issues prefer doctors who have a negative health habit revealed. Thus, revealing flaws may help people to form connections and diminish fear of judgment across potentially threatening boundaries.

FREE TO PUNISH: A MOTIVATED ACCOUNT OF FREE WILL BELIEF

Cory Jane Clark[1], Jamie Luguri[2], Peter H. Ditto[1], Joshua Knobe[2], Azim Shariff[3], Roy Baumeister[4]
[1]University of California, Irvine, [2]Yale University, [3]University of Oregon, [4]Florida State University

A world without free will is an amoral world. Belief in free will is a pervasive phenomenon that has important consequences for prosocial actions and punitive judgments. However, little research has investigated why belief in free will is so widespread and what function it serves. We argue that free will beliefs partially flow from a fundamental desire to hold others morally responsible and justify punishing them for wrongful behavior. Across 8 studies, belief in free will increased after exposure to immoral behavior and the subsequent desire to punish. Further, belief in free will served as a buffer against the negative psychological consequences of the social and cultural requirement to punish. Taken together, our findings suggest that the strength and resilience of free will beliefs reflect a general desire to invest the world with moral significance – to hold people morally responsible for their actions by seeing them as having choice.

PAN-CULTURAL SELF-ENHANCEMENT: EVIDENCE FROM ERPS

Yuanyuan Shi[1], Lili Wu[1], Ruolei Gu[1], Yu L.L. Luo[1], Huajian Cai[1]
[1]Institute of Psychology, Chinese Academy of Sciences

This study examined whether self-enhancement is universal using event-related potential (ERP) technique. After being primed with independent self or interdependent self, forty-seven participants from Beijing, China were asked to judge whether presented traits (positive or negative) described themselves or not. The ERPs were recorded simultaneously. Behavioral data showed that participants responded faster to positive traits than negative ones when traits were judged as self-descriptive, but the opposite was true when traits were not judged as self-descriptive regardless of self-construals, suggesting pan-cultural self-enhancement. ERP data showed that self-construal priming modulated the amplitude of N200 and P200, suggesting the manipulation worked. Relevantly, negative traits elicited larger amplitude on N100, P200, LPP than positive ones when traits were judged as self-descriptive; but this was not true when traits were not judged as self-descriptive, suggesting self-enhancement modulates brain activities. Moreover, these effects manifested independent of self-construals, indicating the universality of self-enhancement.

BECOMING AMERICAN-LIKE WHILE NOT LIKING AMERICAN CULTURE: 4 YEAR FOLLOW UP

Amanda Taylor Eggen[1], Xiaoming Ma[1], Yuri Miyamoto[1]
[1]University of Wisconsin-Madison

Some acculturation studies reveal that adults tend to change psychologically to match host cultures (e.g., De Leersnyder, Mesquita & Kim, 2011; Heine & Lehman, 2004), whereas other studies reveal no change (Cheung et al., 2011; Minoura, 1992). The current study suggests that domain dependency partly explains the discrepancy, with host culture-matching in the cultural mandate domain (i.e., psychological tendencies internalized based on culturally dominant values and meanings intuitively mandated, such as self-construal) but not in the cultural evaluation domain (i.e., psychological processes requiring active reflecting on thoughts and feelings toward another culture). Our longitudinal study of Asian international students over four years while in the U.S. showed participants aligning their self-construals with American patterns but not changing, or slightly declining, in their evaluations of American culture. Furthermore, matching American self-construal patterns and greater evaluations of American culture predicted better mental health.

INCREASING CONCERN FOR OTHERS IN ANTISOCIAL INDIVIDUALS

Nathan Arbuckle[1], Matthew Shane[1], William Cunningham[2]
[1]University of Ontario Institute of Technology, [2]University of Toronto

Antisocial behavior carries with it substantial costs, both for the victims of this behavior and for a society that seeks to regulate it. This has led to considerable research examining the cognitive, emotional, and social deficits that characterize those who consistently disregard others. The present work instead focused on motivating antisocial individuals to increase their concern for others. In two studies, undergraduates high in psychopathy exhibited increased concern for others in an economic game when those others were described as ingroup members as opposed to strangers. In a third study utilizing a probation/parole population, both psychopaths and non-psychopaths demonstrated increased neural activity in empathy-related regions of the brain (i.e., ACC, insula) when directed to enhance their concern for someone in pain as opposed to passively viewing someone in pain. Together, these results indicate that antisocial individuals can choose to demonstrate concern for others when they are motivated to do so.

Symposia Session S-B2

INTERPERSONAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS

Friday, February 14, 11:15 am – 12:30 pm, Room 19

Chair: Grace Jackson, *UCLA*

Interpersonal processes take place within relationships that are themselves embedded in broader social networks. The work presented in this symposium draws upon recent developments in social network analysis to examine how specific interpersonal processes – self-disclosure, drinking, marriage, and attachment – interact with the social networks in which they take place.

ABSTRACTS

A SOCIAL NETWORK COMPARISON OF LOW-INCOME BLACK AND WHITE NEWLYWED COUPLES

Grace Jackson[1], David Kennedy[2], Thomas N. Bradbury[1], Benjamin R. Karney[1]
[1]UCLA, [2]RAND Corporation

Efforts to explain racial disparities in marital outcomes have focused on economic differences between Blacks and Whites, but have neglected potential differences in the social networks within which marriages are embedded. The current study addressed this gap by drawing on interviews with 57 first-married newlyweds from low-income communities to compare the composition and structure of Black and White couples' social networks. Results indicated that low-income Black couples entered marriage at a social disadvantage relative to White couples, with more family relationships, but fewer positive relationships and sources of emotional support (for wives), fewer connections to married individuals, and fewer shared relationships between spouses. Some network differences could be attributed to the fact that, even within low-income communities, Black newlyweds had lower household incomes, were younger, and

were more likely to be parents than White newlyweds, but Black couples' social disadvantages persisted even when these economic and demographic differences were controlled.

ROMANTIC ATTACHMENT AND FRIENDSHIP NETWORKS: INDIVIDUAL DIFFERENCES IN ATTACHMENT MANIFESTING IN GROUP SOCIAL BEHAVIOR

Amanda N. Gessleman[1], Benjamin S. Crosier[1], Gregory D. Webster[1]
[1]University of Florida

Is attachment related to popularity? Specifically, are romantically avoidantly attached adults less likely to be nominated as friends by peers? Social network analysis is ideal for addressing such social–personality questions because it integrates information about individuals (nodes) and their relationships (ties). Prior research showed that Big Five personality relates to social network structure (Crosier et al., 2013). In the present research, we predicted that avoidant attachment would be negatively related to popularity in social networks. In Study 1 (N=44), an undergraduate psychology classroom indicated the strength of their friendships with other class members and completed measures of personality (BFI-44; John & Srivastava, 1999) and attachment (ECR-R; Fraley et al., 2000). After controlling for Big Five personality, avoidant attachment was negatively related to eigenvector indegree centrality—a measure of popularity (r=-.31). In Study 2 (N=67), we replicated this effect with the same measures in a different undergraduate psychology class (r=-.27).

SOCIAL DRINKING: ALCOHOL USE AND PERSONALITY TRAITS PREDICT COLLEGIATE SOCIAL NETWORKS

Allan Clifton[1], James MacKillop[2], Joshua D. Miller[2]
[1]Vassar College, [2]University of Georgia

Alcohol misuse among college students is a major public health problem, which is likely driven by both individual differences and social influences. We assessed the acquaintance and friendship connections among N=96 students at two time points, and used social network analysis to model these sociocentric networks. We also assessed personality traits and alcohol misuse by these students, and examined the relationship with social network characteristics. As expected, personality characteristics, including Extraversion, Agreeableness, Impulsivity, and Sensation Seeking, were predictive of network position, such as centrality, connectivity, and membership within cohesive subgroups. However, alcohol misuse, as well as motivations for drinking alcohol, were much stronger predictors of network structure. Results suggest that both personality and collegiate alcohol misuse are important in understanding social network characteristics.

SOCIAL NETWORKING IS A DOUBLE-EDGED SWORD: LOW SELF-ESTEEM AND SELF-DISCLOSURE ON FACEBOOK

Joanne V. Wood[1], Amanda L. Forest[2], Daniel Machado[1]
[1]University of Waterloo, [2]University of Pittsburgh

Popular media have promoted the idea that social networking websites may enrich the interpersonal lives of people who struggle to make social connections. Do such websites benefit people with low self-esteem (LSEs)? LSEs' self-protectiveness normally inhibits them from self-disclosing, which is crucial to fostering connections. We suspected that Facebook would reduce the perceived riskiness of self-disclosure, thus encouraging LSEs to express themselves more openly. We found that (1) LSEs do see Facebook as a safe medium for self-disclosure, and 2) when we manipulated the communication medium—online vs. face-to-face—LSEs expressed themselves more freely online. However, (3) LSEs also express considerable negativity online, to which (4) other people—both strangers and Facebook friends—respond unfavorably. Hence, LSEs' negativity may bring about the very rejection that they fear. This research illustrates how social media provide new ways to test theories about self-esteem and relationship processes.

Symposia Session S-B3

THE ESSENCE OF INTERGROUP CONFLICT: PSYCHOLOGICAL ESSENTIALISM IN THE INTERGROUP PROCESSES WE THOUGHT WE ALREADY UNDERSTOOD

Friday, February 14, 11:15 am – 12:30 pm, Ballroom G

Chair: Ariana Bell, *University of California, Los Angeles*

This symposium highlights how psychological essentialism shapes intergroup relations. Across four papers we document that essentialist beliefs decrease the quality of children's cross-ethnic interactions, increase adult acceptance of bullying among adolescents, and accommodate divergent motivations of different group members. Implications for research on intergroup conflict throughout the lifespan are discussed.

ABSTRACTS

BELIEVING THAT PREJUDICE CAN CHANGE: IMPLICATIONS FOR CHILDREN'S INTERRACIAL ANXIETY

Amanda Williams[1], Kristin Pauker[1], Evan Apfelbaum[2], Carol Dweck[3], Jennifer Eberhardt[3]
[1]University of Hawaii, [2]Massachusetts Institute of Technology, [3]Stanford University

Despite efforts to improve race relations, interracial friendships decline around the 5th grade. We explored what contributes to this decline and the emergence of interracial anxiety among a diverse sample of 8-12-year-olds from two different contexts. We hypothesized that children's theories about prejudice—whether prejudice was considered more fixed or malleable—would provide an interpretive framework for responding to the perceived challenge of interracial interactions. Results indicate that students with more fixed theories about prejudice reported less diverse friendships, less interest in interracial interactions, and more interracial anxiety, above and beyond their implicit prejudice. Further, the relationship between prejudice theories and interracial anxiety was accounted for by children's concern about appearing prejudiced. Evidence of interracial anxiety in children's nonverbal behavior emerged in 10-12-year-olds and was moderated by children's theories about prejudice; only children with a fixed view of prejudice exhibited nonverbal withdrawal when creating a video-message for a different-race partner.

THE MOTIVATIONAL ORIGINS OF SOCIAL CONCEPTS

Gil Diesendruck[1]
[1]Bar-Ilan University

Studies reveal links between adults' essentialist beliefs about, and attitudes towards, various social categories. Social psychologists argue that this link might result from adults' understanding of dominance hierarchies, social systems, or social identities. The present developmental studies investigated whether such links derive from fundamental motivations, namely ingroup affiliation and outgroup avoidance. The studies assessed these questions among Jewish Israeli 5-10 year-olds, in the context of their beliefs and attitudes toward Jews and Arabs. Study 1 found a correlation between children's essentialist beliefs about ethnicity and selective imitation – an affiliative behavior – of ingroup members. Study 2 found that priming essentialism via a story led to: a) greater distancing between ingroup and outgroup members in a spontaneous drawing task, and b) implicit biased intergroup associations in a Child-IAT. Thus, altogether, essentialism was related to both affiliative and avoidance motivations, and these relations seemed to predate a full-fledged understanding of social structures.

THE ESSENCE OF MEN IS . . . SEXIST?: PERCEIVING BIOLOGICAL BASES OF SEXISM IN MALES INHIBITS CONFRONTING SEXISM

Ariana Naomi Bell[1], Phillip Atiba Goff[1]
[1]University of California, Los Angeles

If sexist behavior is biologically innate, why bother confronting it? The present research investigates whether or not this reasoning leads adults to avoid confronting sexism in adolescent boys—the age group of males adults biologically essentialize the most. We hypothesized that sexual aggression is more essentialized than other expressions of sexism, and that essentialist stereotypes about males are exaggerated for adolescents—who are popularly depicted as beholden to "raging hormones" during puberty. In Study 1, we found that adolescent males were perceived as more biologically motivated and sexually aggressive than males of other ages. In Study 2, participants primed with either biological or cultural notions of gender evaluated a sexist bullying incident between teenagers. Biologically primed participants were less likely to confront sexist bullying behavior in adolescent males, especially when the bullying incident involved sexual aggression. Findings suggest that essentialist notions of gender are an important barrier to confronting sexism.

IS RACIAL CATEGORIZATION AN EPISTEMIC OR A SOCIAL CHALLENGE?

Deborah A. Prentice[1], Margaret E. Tankard[1]
[1]Princeton University

Our research explores two contrasting views of the motivation that underlies racial categorization. The essentialist view holds that racial categorizations are motivated by a desire to carve human nature at its joints. The social-structural view holds that racial categorizations are motivated by a desire to carve the social world at its joints. These views make competing predictions about who will be most strongly motivated to make valid racial categorizations and when. We test these predictions using a paradigm in which participants categorize faces according to race and then complete the Personal Need for Structure scale. Across five studies, we manipulate the racial make-up of the faces and whether the category structure imposes a binary choice or allows more nuanced categorization. Results provide evidence favoring the social-structural view, but only among Asian, Black, and Latino participants. We find no evidence that Whites' racial categorizations are motivated by epistemic or social-adjustive concerns.

Symposia Session S-B4

INTEREST: FROM SPARK TO PASSION

Friday, February 14, 11:15 am – 12:30 pm, Ballroom E/F

Chair: Paul O'Keefe, *Stanford University*

This symposium covers an array of research and theorization on interest across its developmental process. Presenters will discuss how particular achievement goals and task values can promote interest, how beliefs about the nature of interest influence the adoption of interests, and how passion can take multiple forms with different outcomes.

ABSTRACTS

THE ROLE OF GOAL ATTAINMENT EXPECTANCIES IN ACHIEVEMENT GOAL PURSUIT AND THE DEVELOPMENT OF INTEREST

Chris Hulleman[1], Corwin Senko[2]
[1]University of Virginia, [2]SUNY New Paltz

Goals are important antecedents of achievement behavior and contribute to the development of interest. The current studies introduce the goal attainment expectancy construct to achievement goal theory, and investigate its predictive relationship with interest development. Three studies, two in college classrooms and the other using a novel math task in the laboratory, converged on the same finding. For mastery-approach goals and performance-approach goals alike, the harder the goal appeared to attain, the less likely participants were to pursue it, ultimately with negative repercussions to participants' task interest and achievement. Additionally, in each study, mastery-approach goals were generally considered easier to achieve than performance-approach goals. Study 3 also demonstrates that these judgments are highly amenable to cues in the situation: Mastery-approach goal expectancies are colored by the apparent complexity of the material to be learned. Multiple theoretical implications are considered, particularly for work on achievement goal antecedents and interest development.

INCREASING INTEREST BY COMMUNICATING VALUE

Elizabeth Canning[1], Judith Harackiewicz[1], Yoi Tibbetts[1]
[1]University of Wisconsin

If educators and parents can help students find relevance or meaning in a subject, they may be able to promote interest and achievement. To do this, however, it is unclear whether they should tell their students that schoolwork is important or whether they should help students discover this on their own. The current studies explore the best ways to communicate value, particularly for students most at risk—those with low confidence in their ability. Across three laboratory studies, we examine three aspects of utility value communication: type (internally generated vs. externally provided), timing (before vs. after learning), and content (identity-independent vs. identity-dependent utility, in which identity-dependent information emphasizes career/future, whereas identity-independent information emphasizes general, everyday utility). We found that interest increased for students with low confidence when both types of utility value (internal and external) are utilized together, when utility is communicated after learning, and when the content is identity-independent.

IMPLICIT THEORIES OF INTEREST

Paul A. O'Keefe[1], Carol S. Dweck[1], Gregory M. Walton[1]
[1]Stanford University

This research examined the beliefs that personal interests are either fixed (inherent and "revealed") or malleable (constructed and changeable). In Study 1, undergraduates were assessed for their theory of interest and primary interest domain (technology or humanities), and later read technology- and humanities-related articles. Among those with a malleable theory, interest ratings for the two articles did not vary by their primary interest domain. In contrast, a fixed theory resulted in less interest in the article that mismatched their primary interest domain. Study 2 replicated these results using a theory of interest manipulation. Furthermore, Study 3 showed that a fixed theory led to the outright rejection of relatively more interest domains, and Study 4 demonstrated that theories of interest are distinct from other related constructs. Results suggest the benefits of holding a malleable theory in that it promotes greater diversity in interest domains and the active construction of those interests.

Symposia Session S-B5

THE SOCIAL CONSEQUENCES OF PERSONALITY: NEW INSIGHTS INTO MEDIATING PROCESSES

Friday, February 14, 11:15 am – 12:30 pm, Room 9

Chair: Mitja Back, *University of Muenster*

Co-Chair: Simine Vazire, *Washington University, St. Louis*

What are the processes underlying effects of personality on everyday social relationships? The current talks apply multiple methods (experience sampling, online diaries, round robin interactions) and capture four crucial processes (situation selection, person-situation interaction, behavioral expression, interpersonal judgment), thereby moving beyond description to explanation of the social consequences of personality.

ABSTRACTS

WHEN INTROVERTS GET SOCIAL: INTROVERTS' SOCIAL INTERACTIONS PREDICT WELL-BEING

Simine Vazire[1], Robert E. Wilson[1], Erika N. Carlson[2], Brittany C. Solomon[1], Kathryn L. Bollich[1], Kelci Harris[1], Sara Weston[1], Joshua J. Jackson[1]

[1]Washington University, St. Louis, [2]University of Toronto

Extraversion is a strong predictor of socializing. However, introverts socialize sometimes, too. In this talk, we explore the correlates and consequences of introverts coming out of their shell and interacting with others. We tracked 128 college students over two weeks of experience sampling (four times per day) and collected global self- and informant-reports of their personality. Introverts spent less time with others (r = -.21). However, among introverts, agreeableness (r = .34) and happiness (r = .44) predicted spending more time with others, and loneliness predicted spending less time with others (r = -.44), whereas extraverts' well-being was not related to time spent with others. Finally, introverts, but not extraverts, were more satisfied with their friendships and their social lives if they interacted more with people they liked. These results suggest that introverts benefit more than extraverts from social interaction, especially interactions with people they like.

WHO ATTAINS STATUS? SIMILARITIES AND DIFFERENCES ACROSS SOCIAL CONTEXTS

Nicole Lawless[1], Sanjay Srivastava[1]

[1]University of Oregon

Previous research has indicated that possessing dominance-related traits (e.g., extraversion, self-confidence) helps individuals gain status in small groups. However, little attention has been focused on whether the traits that predict status attainment vary based on the demands of different social contexts. We examined status attainment in both affiliative and competitive group tasks. Personality traits were measured before the task; peer- and self-perceptions of status and personality were obtained afterward. Consistent with previous research, extraversion was positively associated with status attainment, regardless of the nature of the task. In contrast, however, participants who were more agreeable attained status in affiliative but not in competitive contexts, whereas individuals who were more conscientious and had higher self-esteem attained status in competitive but not affiliative contexts. These results indicate that some traits differentiate status attainment in different contexts, and further implications are discussed.

PERSONALITY AND THE DEVELOPMENT OF PEER RELATIONS: MEDIATING INTERACTION BEHAVIORS AND INTERPERSONAL PERCEPTIONS

Albrecht C. P. Kuefner[1], Roos Hutteman[1], Steffen Nestler[1], Mitja D. Back[1]

[1]University of Muenster

We aimed at unraveling the behavioral and perceptual processes that mediate the effects of personality on the quantity and quality of developing peer relations. One age-cohort of psychology freshmen (N=130) was investigated at zero acquaintance and then repeatedly over the course of the first two semesters. Agentic (e.g., Extraversion, dominance) and communal traits (e.g., Agreeableness, warmth) were assessed via self- and informant-reports. In addition, students reported on their own and their partners' behavior for each of their everyday mutual interactions (more than 7,000 event-based smartphone reports) as well as their relationship impressions (weekly online diaries). Results are in line with a longitudinal social interaction approach to the dynamic interplay of personality and social relationships. Whereas Agency predicted social status and being seen as a leader via the expression of dominant interaction behaviors, Communion predicted friendship quality and being liked by means of friendly behaviors.

ACCURATE FIRST IMPRESSIONS LEAVE A LASTING IMPRESSION: THE LONG-TERM BENEFITS OF ACCURACY FOR RELATIONSHIP DEVELOPMENT

Jeremy C. Biesanz[1], Lauren J. Human[1], Gillian M. Sandstrom[1], Elizabeth W. Dunn[1]

[1]University of British Columbia

Does the accuracy of our first impressions have immediate and longer-term effects on relationship development? To address this question, we examined whether accurate first impressions of new classmates (N=113) promote liking and relationship development longitudinally over the course of three months. Accuracy, assessed as distinctive self-other agreement, was marginally associated with greater liking at the start of the semester. Importantly, accurate first impressions significantly predicted greater interaction over time. Further, accurate first impressions continued to promote social interaction even after controlling for initial liking, suggesting that these positive effects of accuracy operate independently of initial liking. Forming positively biased first impressions was a strong predictor of both initial and longer-term relationship development, while assumed similarity showed strong initial but not long-term associations with relationship development. In sum, independent of the benefits of biased impressions, forming accurate personality impressions has a positive impact on relationship development among new acquaintances.

Symposia Session S-B6

IDENTITY CONCEALMENT: A NORMATIVE SOCIAL PSYCHOLOGICAL PHENOMENON

Friday, February 14, 11:15 am – 12:30 pm, Room 17

Chair: Jonathan Cook, *The Pennsylvania State University*

Co-Chair: Diane Quinn, *University of Connecticut*

We draw attention to new methodological, theoretical, and empirical advances in studying identity concealment. Presentations cover antecedents to and consequences of concealment and the intersection of visible and concealable stigmatized identities. We discuss a wide variety of concealable identities, including mental and physical illness, sexual orientation, and domestic violence.

ABSTRACTS

ANTECEDENTS AND CONSEQUENCES OF CONCEALING CHRONIC ILLNESS: THE CASE OF MULTIPLE SCLEROSIS

Jonathan E. Cook[1], Gertraud Stadler[2], Valerie Purdie-Vaughns[2], Niall Bolger[2]

[1]The Pennsylvania State University, [2]Columbia University

Nearly half of American adults have a chronic illness (Wu & Green, 2000), yet the effect of chronic illness on social psychological processes has received little attention. We focus on identity concealment, specifically concealment of multiple sclerosis (MS), a progressively debilitating neurological disease. Because MS symptoms are often initially subtle, MS provides a valuable window into identity concealment and disclosure processes. Moreover, MS is less confounded with issues of controllability associated with other diseases (e.g., HIV). Among 53 participants with MS (ages 23-71), the vast majority reported some degree of active concealment (e.g., at work) or negative consequences of disclosure (e.g., losing jobs). Concealment was predicted by perceptions of stereotypes about people with MS, being a target of stigma, and having more internalized stigma (ps < .01). Active concealment, predicted more frequent alcohol consumption (p = .04). Ongoing longitudinal research and implications for social stigma theory will be discussed.

THE IMPACT OF LAW IN REDUCING INTERPERSONAL DISCRIMINATION AGAINST LESBIAN AND GAY JOB APPLICANTS

Mikki Hebl[1], Laura Barron[1]
[1]Rice University

Concealment of sexual orientation may be influenced by the presence or absence of protective ordinances and laws. Some legislators have questioned the efficacy of Employment Non-Discrimination Act (ENDA) legislation and we examine this. In Study 1, data from 111 households reveal heightened awareness and support of ENDA in communities with (vs without) antidiscrimination legislation. In Study 2, gay/lesbian or assumed heterosexual individuals applied for jobs at 295 retail stores in neighboring cities with or without legislation. "Gay" versus assumed heterosexual applicants who applied for jobs experienced much less interpersonal discrimination in areas with (versus without) protective legislation. In Study 3, interviewers who were (versus were not) trained about legal protection exhibited significantly less discrimination toward 295 gay/lesbian job applicants. Taken as a whole, the results inform legislative debate by showing that there is efficacy of pending national legislation (i.e., ENDA), which we believe will also decrease pressures to conceal.

STIGMA CONCEALMENT AND SOCIAL AVOIDANCE GOALS

Laura Richman[1], Micah Lattanner[1]
[1]Duke University

People with concealed stigmatized identities can feel disconnected even within their close relationships. Rejection or fear of rejection due to stigma is among the factors that can motivate people to regulate their behavior by adopting avoidance-oriented social goals. People who conceal stigmas may be particularly likely to use such avoidance strategies to protect against rejection, embarrassment, or conflict. We propose a model of social self-regulation that describes how people with concealable stigmas are likely to adopt social avoidance goals, which predict increased relationship dissatisfaction and decreased well-being. Two mTurk experiments demonstrate support for our model. People who concealed their treatment for mental illness from others were more likely to endorse social avoidance motives in their close relationships as compared to those who were not concealing. Concealment was also related to negative expectations about future relationships. We discuss the consequences of adopting these interpersonal strategies on well-being.

THE INTERSECTION OF VISIBLE AND CONCEALED STIGMATIZED IDENTITIES

Diane M. Quinn[1], Michelle K. Williams[1], Nicole M. Overstreet[2]
[1]University of Connecticut, [2]Yale University

Historically, research on social stigma has focused on one stigmatized identity at a time, without consideration of how multiple stigmatized identities interact. We examine how experiences of discrimination based on a racial/ethnic minority identity might sensitize people to anticipate increased discrimination related to a second, concealed stigmatized identity. In a community sample of African American and Latino American adults who also possessed a concealed stigmatized identity (mental illness, substance abuse, domestic violence, sexual assault, or childhood abuse), we found that more experiences of racial/ethnic discrimination over the lifetime predicted increased anticipated stigma about the disclosure of the concealed stigmatized identity. Experiences of racial/ethnic discrimination predicted higher levels of both psychological distress and chronic illness but only the effect on psychological distress was mediated through increased anticipated stigma about the concealed identity. Understanding the full ramifications of social stigma requires more research into the interplay between concealed and visible stigmatized identities.

Symposia Session S-B7

SIZING EACH OTHER UP: INTERPERSONAL DYNAMICS IN NEGOTIATIONS

Friday, February 14, 11:15 am – 12:30 pm, Ballroom A

Chair: Daniel Ames, *Columbia University*

Negotiation is a dynamic social process that requires parties to calibrate their approach to shifting perceptions of their counterpart to achieve desired outcomes. This symposium examines how key behaviors and characteristics that influence negotiators' impressions of their counterparts sway the course of negotiation and produce lingering downstream effects.

ABSTRACTS

PRECISE OFFERS ARE POTENT ANCHORS: CONCILIATORY COUNTEROFFERS AND ATTRIBUTIONS OF KNOWLEDGE IN NEGOTIATIONS

Elizabeth Wiley[1], Malia Mason[1], Alice Lee[1], Daniel Ames[1]
[1]Columbia University

People habitually use round prices as first offers in negotiations. We test whether the specificity with which a first offer is expressed has appreciable effects on first-offer recipients' perceptions and strategic choices. Studies 1a–d establish that first-offer recipients make greater counteroffer adjustments to round versus precise offers. Study 2 demonstrates this phenomenon in an interactive, strategic exchange. Study 3 shows that negotiators who make precise first offers are assumed to be more informed than negotiators who make round first offers and that this perception partially mediates the effect of first-offer precision on recipient adjustments. First-offer recipients appear to make assumptions about their counterpart's language choices and infer meanings that are not explicitly conveyed. Precise numerical expressions imply a greater level of knowledge than round expressions and are therefore assumed by recipients to be more informative of the true value of the good being negotiated.

CAN 'EATING WITH THE ENEMY' CREATE HIGHER-VALUE DEALS? INTEGRATING TWO COMPETING PERSPECTIVES ON FOOD SHARING

Margaret Neale[1], Peter Belmi[1]
[1]Stanford University

Does sharing food during negotiation lead to higher value deals? Lay theories suggest two competing perspectives on this issue. One perspective -- largely based on a popular but untested cultural assumption -- suggests that sharing food has positive consequences in conflict and negotiation settings. A competing perspective, on the other hand, suggests that sharing food will lead to suboptimal outcomes because it will lead negotiators to overemphasize social relations. In this investigation, we propose a theoretical account that integrates these two divergent perspectives. Specifically, we propose that the effect of food sharing will depend on the nature of the negotiation: food sharing will be beneficial to value creation in competitive negotiations, but detrimental to value creation in cooperative negotiations. The hypothesis is predicated on the idea that food sharing can create or inhibit uncertainty depending on the nature of the negotiation. We report three studies that support this hypothesis.

NOT ALL ANGER IS CREATED EQUAL: THE IMPACT OF THE EXPRESSER'S CULTURE ON THE SOCIAL EFFECTS OF ANGER IN NEGOTIATIONS

Hajo Adam[1], Aiwa Shirako[2]
[1]Rice University, [2]New York University

The influence of culture on the social effects of emotions in negotiations has recently gained the attention of researchers, but to date this research has focused exclusively on the cultural background of the perceiver of the emotion expression. The current research offers the first investigation of how the cultural background of the expresser influences negotiation outcomes. On the basis of the stereotype that

East Asians are emotionally inexpressive and European Americans are emotionally expressive, we predicted that anger will have a stronger signaling value when East Asians rather than European American negotiators express it. Specifically, we predicted that angry East Asian negotiators will be perceived as tougher and more threatening and therefore elicit greater cooperation from counterparts compared with angry European American negotiators. Results from 4 studies using different types of negotiation, different measures of negotiation outcomes, and different subject populations supported these predictions.

OBLIVIOUS JERKS: HOW OVERLY ASSERTIVE INDIVIDUALS SUSTAIN UNAWARENESS

Abbie Suzanne Wazlwek[1], Daniel Ames[1]
[1]Columbia University

Overly assertive individuals seem to barrel through life, often terrorizing innocent bystanders along their paths. Past research centers on the victims left strewn about on their trail of damage. Here, we take the perspective of over-assertive individuals and explore how critical feedback can (fail to) alert them to their inappropriate behavior. In real world negotiations, we found that over-assertive individuals suffer relational consequences but do not necessarily suffer immediate instrumental consequences; thus, their behavior persists without the sting of direct negative repercussions (Study 1). Turning to a controlled negotiation, we found that negotiators rarely give feedback to their over-assertive counterparts, even when provided opportunities to do so anonymously (Study 2). Evidence indicates that victims of over-assertiveness often believe that effort to provide feedback would be ineffectual (Study 3). Further, when over-assertive individuals *are* confronted with evidence of their inappropriateness, they are likely to dismiss it (Study 4).

Symposia Session S-B8

SELF-TRANSCENDENCE: THE LATEST INNOVATIVE RESEARCH IN AWE, ELEVATION, AND ADMIRATION

Friday, February 14, 11:15 am – 12:30 pm, Room 18 A/B

Chair: Paul Piff, *University of California, Berkeley*

Feelings of self-transcendence are among the most cherished human experiences. Defined as a dramatically reduced attention to the self, self-transcendence allows people to rise above stimulus-response patterns and lose themselves in all-encompassing events. Four talks detail cutting-edge research on the self-transcendent emotions of awe, elevation, and admiration.

ABSTRACTS

SELF-TRANSCENDENCE IS ALL AROUND US, EXCEPT IN THE LAB

Jonathan Haidt[1]
[1]New York University

Moral psychology has focused on a small portion of human experience, particularly responses to harm and unfairness. Yet from Saul's conversion on the road to Damascus, through William James' Varieties of Religious Experience, alcoholics anonymous, and Timothy Leary's advice about psychedelic drugs, evidence of massive moral conversion via self-transcendence is all around us. In this talk I'll describe the limited history of psychological research on self-transcendent emotions, and I'll report what is known about the emotion of moral elevation. Self-transcendent emotions are hard to study in the lab, but they do have predictable effects on cognition and behavior. A new generation of researchers has found innovative ways to trigger and measure these effects. These effects include subjective well-being, enhanced learning, and increased prosocial behavior, suggesting that these emotions may have many beneficial real-world applications.

BEYOND EXPECTATIONS: SUBJECTIVE, PHYSIOLOGICAL, AND COGNITIVE FEATURES OF AWE

Michelle N. Shiota[1]
[1]Arizona State University

Functional theories of emotions often emphasize their "selfish" aspects – the ways they focus attention on one's current state, perspective, and goals. In contrast, functional definitions of awe emphasize its "selfless" aspect – directing awareness away from one's expectations and immediate personal concerns. Four studies offer data supporting this analysis. Study 1 finds that prototypical awe experiences involve subjective self-diminishment, disengagement from daily concerns, and salience of something greater than the self. Study 2 documents a physiological response that may link awe to intake of information – reduction in beta-adrenergic influence on the heart, measured via cardiac pre-ejection period. Studies 3 and 4 suggest a subtle way in which awe promotes self-transcendence, suppressing the impact of internal knowledge structures (stereotypes, event schemas) when processing new stimuli. These findings suggest that awe takes us outside ourselves and away from day-to-day concerns, and helps us restructure the way we see the world.

COGNITIVE, BEHAVIORAL AND NEURAL INDICATORS OF PSYCHOLOGICAL DISTANCE IN ELEVATION AND ADMIRATION

Simone Schnall[1], Gabriela Pavarini[1], Xiao-Fei Yang[2], Mary Helen Immordino-Yang[2]
[1]University of Cambridge, [2]University of Southern California

Witnessing exemplary actions triggers admiration for actions involving a special skill, or elevation for actions involving moral virtue. We analyzed indicators of distancing from the immediate environment in spontaneous verbal and nonverbal responses to narratives depicting skilled or virtuous others during an interview, and relations to individuals' neural activations when experiencing these emotions during subsequent fMRI. Compared to admiration, when experiencing moral elevation, participants exhibited fewer negative social comparisons between self and protagonist and more high-level construals. They spoke more slowly and were more likely to avert their gaze. Neurally, participants who had averted their gaze more frequently during elevation in the interview showed greater activation in core posterior regions of the brain's default network during elevation, thought to reflect engagement of inward-focused attention. No such relationship was found for admiration. These findings suggest that elevation increases psychological distance by turning attention inward and toward higher values.

SELF-TRANSCENDENT POSITIVE EMOTIONS INCREASE SPIRITUALITY

Patty Van Cappellen[1], Vassilis Saroglou[2], Barbara Fredrickson[1]
[1]University of North Carolina at Chapel Hill, [2]Université catholique de Louvain

Self-transcendent positive emotions (STPE) of awe, elevation, and admiration are elicited by perceptions of higher good and beauty. We investigated whether STPE would lead to increased spirituality. Spirituality reflects the belief in a higher power, infusing the world with unity and purpose in life. Across multiple studies and diverse samples, experimental inductions of awe, elevation, and admiration (via narrative recall or video clips) increased spiritual beliefs compared to amusement and a neutral condition. We identified two mediators of these effects: increased belief in the benevolence of others and meaning in life. We also investigated religiosity as a potential moderator of these effects and found that STPE increased spirituality even among less-religious individuals. In two follow-up studies, STPE caused highly religious people to endorse more religious related feelings and behavioral intentions. These studies indicate that experiences of self-transcendence promote positive beliefs about the world and increase inclinations toward spirituality.

Symposia Session S-B9

THE 25% OF DISSONANCE THEORY THAT SOCIAL PSYCHOLOGY FORGOT: GROUP IDENTITY MATTERS

Friday, February 14, 11:15 am – 12:30 pm, Ballroom B/C

Chair: Deborah Hall, *Arizona State University*

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

Festinger devoted one-fourth of his 1957 volume on cognitive dissonance to the ways in which social groups can elicit and alleviate dissonance, yet social psychology has focused almost exclusively on dissonance as an intrapersonal phenomenon. Building on theories of social identity, this symposium revisits group dissonance in its modern form.

ABSTRACTS

VICARIOUS HYPOCRISY: DISSONANCE CAUSED BY EXPOSURE TO A HYPOCRITICAL INGROUP MEMBER

Elizabeth S. Focella[1], Jeff Stone[2], Nicholas C. Fernandez[2]

[1]University of Missouri, [2]University of Arizona

This research provides a link between vicarious hypocrisy and classic, individual-based dissonance phenomena. Across studies, observing an ingroup member's hypocritical behavior elicited vicarious dissonance, which participants reduced by adopting the hypocrite's advice. Importantly, classic moderators and mediators of dissonance affected the vicarious hypocrisy process. In Experiment 1, witnessing the hypocrisy of a similar ingroup member about using sunscreen led to more positive attitudes toward sunscreen than witnessing the hypocrisy of an outgroup or dissimilar ingroup member. In Experiment 2, highly identified ingroup participants acquired a sample of sunscreen when the ingroup member's hypocrisy was attributed to high, compared to low, choice. In Experiments 3 and 4, affirmation of one's ingroup identity and misattribution of arousal attenuated the effect of vicarious hypocrisy on attitude bolstering and sunscreen acquisition, respectively. These studies indicate that vicarious hypocrisy is a novel social-identity based intervention for motivating health behavior that capitalizes on classic dissonance effects.

DISSONANCE IN GROUPS DUE TO ATTITUDINAL AND BEHAVIORAL DISAGREEMENT

Blake M. McKimmie[1]

[1]The University of Queensland

One source of group-based dissonance is group disagreement, as when individual group members express personal opinions that conflict with group consensus. Group disagreement may also arise due to the behaviors of other group members. To test these two sources of disagreement, participants (N = 64) were informed that two ingroup members each agreed to write an essay either in support of, or against, full payment of tuition fees. Furthermore, the group members' attitudes were described as the same or different from participants' attitudes towards the topic. Participants had reduced levels of identification with the group when there was attitudinal disagreement, and showed polarized attitudes when there was behavioral disagreement. This suggested that participants engaged in downplaying the importance of the group membership and attitude bolstering to manage the dissonant cognitions introduced by the disagreement on both of these dimensions.

CROSSING PARTY LINES: IDENTIFYING WITH POLITICAL OUTGROUPS CREATES COGNITIVE DISSONANCE

Deborah L. Hall[1], Wendy Wood[2]

[1]Arizona State University, [2]University of Southern California

Political candidates try to engage a range of voters by accentuating their similarity to diverse audiences. Presidential campaigns thus provide a novel test of group dissonance in which voters from one political group may feel similar to the leader of the rival political party. The present research tested this dissonance model during two Presidential elections. In 2008, Republican voters who watched a rousing speech by then-Democratic candidate, Obama, reported greater dissonance-related affect when they experienced greater similarity to Obama. In 2012, Democratic voters reported greater dissonance affect when experimentally induced to feel similar (versus dissimilar) to then-Republican nominee, Mitt Romney. These findings demonstrate that similarity to the negative reference standard provided by outgroups can elicit the feelings of psychological threat that accompany cognitive dissonance, highlighting a dilemma faced by politicians who seek to appeal to voters by accentuating basic similarities that transcend party lines.

VICARIOUS DISSONANCE AND THE MEANING OF GROUP MEMBERSHIP

Joel Cooper[1]

[1]Princeton University

How can group members resolve dissonance caused by observing the behavior of fellow group members? A group-based dissonance perspective (Cooper & Hogg, 2007) highlights novel avenues for dissonance reduction. Two studies tested whether vicarious dissonance can be resolved not only through intrapersonal processes but also through group dynamics. Vicarious dissonance reflects important social identities, when individuals identify with fellow group members who are in the throes of dissonance-producing behavior. In the studies, the dissonant experience of observing fellow group members consume unhealthy food motivated some participants to change their personal attitudes toward eating healthier. However, other participants resolved the dissonance by redrawing group boundaries to exclude the member who acted inconsistently. Thus, the psychological definition of group membership was subject to participants' experience of cognitive dissonance.

Symposia Session S-B10

CUMULATIVE CONSEQUENCES: THE LINK BETWEEN LIFE COURSE PROCESSES AND INTERVENTION PROCESSES

Friday, February 14, 11:15 am – 12:30 pm, Room 18 C/D

Chair: Kody Manke, *Stanford University*

Co-Chair: Geoffrey Cohen, *Stanford University*

Psychological and social processes interact to shape life course trajectories, helping explain how social experiences have lasting effects. Laboratory, longitudinal, and intervention studies suggest that reciprocally reinforcing interactions between these systems result in "cycles of adaptive potential." We discuss how to leverage these cycles to propagate adaptive outcomes over time.

ABSTRACTS

REINFORCING THE SOFT SPOTS OF SOCIAL IDENTITY

Kevin R. Binning[1], David K. Sherman[2], Geoffrey L. Cohen[3]

[1]UCLA, [2]UCSB, [3]Stanford University

When valued social identities become salient, they can create a vulnerable spot on the self-concept - much like a weak spot on a bicycle inner-tube - that people actively protect and defend. For example, people may conform to group norms and ignore information that reflects poorly on the group. Or they may disengage from academic pursuits because of worry about confirming negative ingroup stereotypes. The presence of social identity soft spots is revealed in a series of studies employing a global self-affirmation manipulation designed to bolster the self-concept against external threats. Self-affirmation appeared to reinforce the self from within, making Americans less likely to conform to ingroup norms (Studies 1-2) and the academic performance of Latino American students less vulnerable to stereotype threat (Studies 3-4). These effects persisted over days, months, and years, suggesting that reinforcing the self-concept can initiate processes that strengthen identity soft spots over time.

STEREOTYPE THREAT PERSEVERANCE: A SINGLE EXPERIENCE WITH STIGMATIZATION CAN HAVE PERSISTENT EFFECTS

Kody J. Manke[1], Geoffrey L. Cohen[1]
[1]Stanford University

How do threatening experiences affect the trajectory of an individual over time? Female participants took either a threatening (math) or non-threatening (verbal) test. The females in the threat condition showed decreased performance on a math test a week later, as well as decreased identification with math and with their gender group, compared to their non-threatened peers. In follow-up studies, results revealed that both subtle threats (reporting gender before a math test) and overt threats (reading an article about the existence of gender differences in math ability) yielded similar results, even though participants were debriefed. Furthermore, a one-year follow-up study suggested that these effects persisted, even outside of the lab. Together, these results suggest that even single instantiations of threat can have lasting consequences. In turn, these negative consequences may change an individual's trajectory. The implications for how individuals respond to threat are discussed.

RECONCEPTUALIZING AGENCY WITHIN THE LIFE COURSE: THE POWER OF LOOKING AHEAD

Steven Hitlin[1], Monica Kirkpatrick Johnson[2]
[1]University of Iowa, [2]Washington State University

Empirical treatments of agency have not caught up with theoretical explication; empirical projects almost always focus on concurrent beliefs about one's ability to act successfully. We suggest that understanding the modern life course necessitates a multi-dimensional understanding of agency involving a) perceived capacities and b) perceived life-chances. We also suggest that a proper understanding of agency's potential power within a life course necessitates moving beyond domain-specific expectations. Utilizing the Youth Development Study (YDS), we employ a scale of general life expectations in adolescence to explore the potential influence of a general sense of optimistic life-expectations in addition to the traditional agency-as-efficacy approach on a range of important outcomes. Possessing more agency, properly understood, influences mental health trajectories in positive ways, and accentuates occupational success trajectories, across the transition to adulthood.

BELIEFS ABOUT CHANGE: HOW EMOTION AND INTELLIGENCE BELIEFS PREDICT IMPORTANT ACADEMIC AND EMOTIONAL TRAJECTORIES

Carissa Romero[1], Allison Master[2], Dave Paunesku[1], James J. Gross[1], Carol S. Dweck[1]
[1]Stanford University, [2]University of Washington

Adolescents face many academic and emotional challenges in middle school, but notable differences are evident in how well they adapt. What predicts adolescents' academic and emotional trajectories during this period? One important factor might be adolescents' beliefs about the potential for change—specifically whether they believe intelligence and emotions can be changed. The current study examines how these beliefs affect academic and affective outcomes over time. One hundred fifteen students from a diverse school completed surveys throughout middle school, and their grades and course selections were obtained from school records. Students who believed that intelligence could be changed were more likely to move to advanced math courses over time. Students with lower well-being at the beginning of middle school who believed that emotions could be changed were more likely to show greater well-being over time. These findings illustrate the power of adolescents' beliefs and how their effects unfold over time.

Symposia Session S-B11

THE DEVIL IS IN THE DETAILS: REVEALING THE COMPLEXITIES OF THE RELATIONSHIP BETWEEN PARENTHOOD AND WELL-BEING

Friday, February 14, 11:15 am – 12:30 pm, Room 6

Chair: Kostadin Kushlev, *University of British Columbia*

Co-Chair: Katherine Nelson, *University of California, Riverside*

Is parenthood related to higher well-being? Any yes or no answer is likely to be overly simplistic and ignore the more interesting question of when parenthood is related to higher well-being. In this symposium, we demonstrate that parents' well-being depends on demographic, psychological, and methodological factors.

ABSTRACTS

PARENTHOOD UNPACKED: WHEN, WHY, AND HOW IS PARENTHOOD ASSOCIATED WITH WELL-BEING?

S. Katherine Nelson[1], Sonja Lyubomirsky[1]
[1]University of California, Riverside

Past research on the association between parenthood and well-being has been mixed: Some studies suggest that parents experience a well-being benefit, while others suggest the reverse. To reconcile these conflicting findings and better understand the emotional experience of parenthood, we developed a model of parents' well-being, which highlights how and why parents experience more happiness (e.g., via greater purpose) or less happiness (e.g., via increased financial strain) than nonparents (i.e., mediators of the parenthood to well-being link), as well as when parents experience more or less happiness (i.e., moderators). In 3 studies using 3 different methodologies, we provide evidence that parenthood is associated with greater well-being: Parents experience greater happiness and satisfaction overall, more positive emotions and meaning in their daily lives, and more positive emotions and meaning when spending time with their children. Furthermore, these studies demonstrate that parents' well-being is moderated by marital status, gender, and age.

USING PANEL DATA TO ESTIMATE THE EFFECT OF CHILDBIRTH ON PARENTS' LIFE SATISFACTION

Richard E. Lucas[1], Ivana Anusic[1], Stevie Yap[1], Gunvor Marie Dyrdal[2]
[1]Michigan State University, [2]University of Oslo

We use longitudinal data from four nationally representative panel studies (from Germany, the U.K., Switzerland, and Australia) to investigate whether parent's life satisfaction changes following the birth of their first child and whether characteristics of the parents moderate these changes. In all four studies, participants reported a boost in life satisfaction around the time their first child was born, but the effect was neither large nor long-lasting. In one of the four studies, there was no lasting difference from baseline levels in the years after the birth of a child and in the other three studies the effect was negative. However, follow-up analyses with matched controls showed that observed declines in satisfaction are likely due to normative effects of aging rather than to the event itself. Overall, the effects of childbirth on long-term levels life satisfaction appear to be small.

PARENTAL CAREGIVING GOALS SHAPE WELL-BEING AND THE QUALITY OF THE PARENT–CHILD BOND

Emily A. Impett[1], Bonnie Le[1]
[1]University of Toronto

The nature of the parent–child relationship—especially in its earliest years—entails unilateral caregiving from parents to their children. We developed a scale to measure parents' goals for providing care for their children, and then used this scale in 10-day daily experience study of 85 parents of 4- and 8-year old children. On days when parents cared for children to express love and provide them with security, they experienced increased daily positive emotions and

closeness. In contrast, on days when parents provided care out of self-conscious concerns that others would perceive them as good parents, they experienced less positive emotion and closeness; and when they provided care to gain their child's acceptance, they felt less closeness and experienced more conflict with their children. The results show that the motivation with which parents approach caregiving plays a critical role in shaping well-being and the quality of the parent–child bond.

MONEY IMPOVERISHES PARENTAL EXPERIENCE

Kostadin Kushlev[1], Elizabeth W. Dunn[1], Claire Ashton-James[2]
[1]University of British Columbia, [2]VU University Amsterdam

Money is undoubtedly interconnected with people's psychological functioning—not only through the effects of having money, but also through the goals associated with money. We show that having money and simply activating the concept of money both compromised a main benefit of children—subjective sense of meaning in life. In Study 1, socioeconomic status (SES) was related to experiencing less meaning when parents were taking care of their children but not during the rest of the day. In Study 2, priming the concept of money compromised parents' sense of meaning while they were spending time with their children at a festival. Finally, Study 3 suggested that this latter effect may be due to the conflict between the agentic goals activated by money and the communal nature of childcare. Study 3 also showed that the effect of money priming on meaning is moderated by gender with a stronger effect for mothers.

Lunchtime Presentation and Discussion with Representatives from NIH

Friday, February 14, 1:00 pm – 2:00 pm

Room 6

Speakers: William Klein, *National Cancer Institute, NIH*

Grab your boxed lunch and join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community.

APA Workshop

Friday, February 14, 1:00 pm – 2:00 pm

MASTERING APA STYLE

Chair: Charles Rhoads, *American Psychology Association*

Room 19A/19B

Knowledge of APA Style is a must for those who hope to publish in psychology and the social sciences. But it can be hard to keep up with all the ins and outs of style as new resources and publishing formats proliferate. Wouldn't it be great to have an APA Style Expert at your elbow? That's just what you'll get in this session, led by a manuscript editor from one of APA's flagship journals. In addition to providing an overview of the basics, we'll cover some of the most frequently asked questions about APA Style. This session is recommended for those who are new to APA Style, need a refresher on the changes in the sixth edition of the APA Publication Manual, or advise students about APA Style. Come and bring your questions!

Sponsored by the American Psychological Association

Symposia Session C

Friday, February 14, 2:00 pm – 3:15 pm

Symposia Session S-C1

SPECIAL SESSION: PSYCHOLOGY IN ACTION

Friday, February 14, 2:00 pm – 3:15 pm, Ballroom D

Chair: Cheryl Kaiser, *University of Washington*

Co-Chair: Eli Finkel, *Northwestern University*

Four short talks with big ideas about the latest research on connections between people and space, myths about meaning in life, love, and more, featuring personality and social psychologists Roy Baumeister, Sam Gosling, Laura King, and Barbara Fredrickson.

ABSTRACTS

PUTTING PERSONALITY IN ITS PLACE: EXPLORING THE CONNECTIONS BETWEEN PEOPLE AND SPACE

Samuel D. Gosling
University of Texas

THE REALITY OF THE SOCIAL: OF MOLECULES, MONEY, AND MEANING

Roy F. Baumeister
Florida State University

REMAKING LOVE

Barbara L. Fredrickson
University of North Carolina

YOUR LIFE IS PROBABLY PRETTY MEANINGFUL: FIVE MYTHS ABOUT MEANING IN LIFE

Laura A. King
University of Missouri

Symposia Session S-C2

THE ROLE OF SOCIAL AND ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION

Friday, February 14, 2:00 pm – 3:15 pm, Ballroom G

Chair: Ayse Uskul, *University of Kent*

This symposium examines the role of social and economic interdependence in psychological, physiological and neural responses induced by social exclusion. Presenting research from across and within cultures, the papers demonstrate that interdependence can buffer or exacerbate the negative consequences of social exclusion and increase empathy for close others' social exclusion.

ABSTRACTS

THE INTERDEPENDENT SELF AS A BUFFER OF SOCIAL EXCLUSION

Megan Knowles[1], Wendi Gardner[2]
[1]Franklin & Marshall College, [2]Northwestern University

Interdependent self-construals include relationships and group memberships as part of the self-concept, and as such may serve as a chronic reminder of one's social ties. Five studies examined whether an accessible interdependent self-construal could buffer the negative consequences of exclusion. Indeed, participants who accessed interdependent self-descriptors were protected from the negative emotional effects of rejection, but not failure (Study 1). Similarly, individual differences on the Self-Construal Scale (Singelis, 1994) moderated exclusion-induced cognitive deficits (Study 2) and aggressive tendencies (Study 3). Buffering appeared due to the implicit

activation of the social self. This activation appeared automatically in response to rejection (Study 4), mediated self-construal's effect on self-esteem (Study 4), and, when blocked by priming, eliminated the protective effects of chronic interdependence (Study 5). Altogether, these studies imply that a highly interdependent self-construal imparts a wealth of implicit social ties that may replenish a sense of connection in times of social need.

PROTECTED BY COLLECTIVISM - CULTURE AND SOCIAL EXCLUSION

Michaela Pfundmair[1], Nilüfer Aydin[1], Verena Graupmann[2], Dieter Frey[1]
[1]Ludwig-Maximilians-Universität München, [2]DePaul University

The current studies examined whether and how the experience of social exclusion is moderated by cultural background. In Studies 1 and 2, we compared German and Chinese participants' psychological and physiological reactions after social exclusion, investigating the level of need fulfillment and heart rate during a scenario task and Cyberball. We found that participants with collectivistic background, compared to those with individualistic background, were less negatively affected by social exclusion. In Studies 3 and 4, we investigated possible explanatory mechanisms. In a scenario task, we found that differences in the experience of social exclusion between German and Chinese participants were related to different threat perception but not to different implicit social representations. Moreover, we showed that collectivistic participants positively distorted reality when playing Cyberball with a friend (in-group) but not when playing it with a stranger (out-group). The findings indicate that orientation towards others can be beneficial in the face of threat.

THE ROLE OF ECONOMIC INTERDEPENDENCE IN RESPONSES TO SOCIAL EXCLUSION AMONG FARMERS AND HERDERS

Ayse Uskul[1], Harriet Over[2]
[1]University of Kent, [2]University of York

Who matters to individuals' survival is powerfully shaped by economic affordances, which in turn can influence how individuals react and respond to social exclusion by those who matter more or less. Four studies investigated the role of economic structures (farming vs. herding) and source of exclusion (close other vs. stranger) in social exclusion experiences. In a recall (Study 1) and a scenario task (Study 2), herders were more strongly affected by exclusion from strangers whereas the psychological consequences of exclusion by close others were similar for farmers and herders. Furthermore, herders recommended more affiliative responses to ostracism by strangers both to those who ostracized (Study 3) and to naive individuals and that the amount of time spent with strangers mediated these group differences (Study 4). Taken together, these results demonstrate that the economic systems shape how individuals interact with others and that this, in turn, can shape their sensitivity and responses to social exclusion.

INTERDEPENDENT SELF-CONSTRUAL REDUCES EMPATHY GAPS FOR CLOSE-OTHERS' SOCIAL EXCLUSION: EVIDENCE FROM A FUNCTIONAL MAGNETIC RESONANCE IMAGING (FMRI) STUDY IN CHINESE NATIONALS

Meghan Meyer[1], Naomi I. Eisenberger[1], Shihui Han[2]
[1]University of California, Los Angeles, [2]2PKU-IDG/McGovern Institute for Brain Research, Peking University

Empathy gaps (i.e., reduced empathy) for social exclusion prevail, in part, because others' social experiences are perceived as separate from the self. Interestingly, individuals from collectivistic cultures tend to incorporate close-others into self-concepts (i.e., interdependent self-construal). Thus, interdependent self-construal may attenuate empathy gaps for close-others' exclusion. To examine this possibility, Chinese nationals with strong interdependent self-construals underwent fMRI scanning while observing close-others' (friends) and non close-others' (strangers) social exclusion. Consistent with our prediction, participants reported more empathy for friends' versus strangers' exclusion. Neurally, friends' exclusion (independent of- and relative to- strangers' exclusion) activated brain regions associated with the affective distress associated with firsthand social exclusion (dACC/insula) as well as thinking about the self (MPFC), and activation in these regions was functionally coupled and correlated with participants' trait interdependent self-construal. We suggest that interdependent self-construal may close empathy gaps for close-others' social exclusion via communication between self-processing and affective brain mechanisms.

Symposia Session S-C3

POWER FROM TOP TO BOTTOM: HOW THE SENSE OF POWER AFFECTS JUDGMENT AT THE LEVELS OF CULTURE, SELF, PHYSICAL ENVIRONMENT, AND EMOTION

Friday, February 14, 2:00 pm – 3:15 pm, Ballroom E/F

Chair: Erica Beall, *University of Southern California*

Co-Chair: Jesse Graham, *University of Southern California*

Though power is a relational social construct, the subjective experience associated with power has a psychological life of its own, arising and operating independently of explicit asymmetric social dynamics. This symposium explores the full range of power's deep integration into human thought and behavior, from culture, to physiology and emotion.

ABSTRACTS

STAND TALL, BUT DON'T PUT YOUR FEET UP: UNIVERSAL AND CULTURALLY-SPECIFIC EFFECTS OF EXPANSIVE POSTURES

Lora E. Park[1], Lindsey Streamer[1], Li Huang[2], Adam Galinsky[3]
[1]University at Buffalo, SUNY, [2]INSEAD, France, [3]Columbia University

There is a fundamental link between expansive body postures and power. The current research suggests that this link depends on people's cultural background, and on the specific type of posture enacted. Three expansive postures were examined in the present studies: the expansive-hands-spread-on-desk pose, the expansive-upright-sitting pose, and expansive-feet-on-desk pose. Of these postures, the expansive-feet-on-desk pose was universally perceived as the least consistent with East Asian norms of modesty, humility, and restraint. The expansive-hands-spread-on-desk and expansive-upright-sitting postures led to greater sense of power than constricted postures for both Americans and East Asians. In contrast, the expansive-feet-on-desk pose led to greater explicit and implicit power activation and riskier decision-making for Americans, but not for East Asians. Together, these findings suggest that the accessibility of power-related constructs and associated judgments are influenced by the type of posture and the symbolic meaning of that posture.

POWER AND REDUCED TEMPORAL DISCOUNTING

Nathanael Fast[1], Priyanka Joshi[1]
[1]University of Southern California

Decision makers generally feel disconnected from their future selves, an experience that leads them to prefer smaller immediate gains to larger future gains. This pervasive tendency is known as temporal discounting. Drawing from recent advances in the power literature, we suggest that the experience of power enhances one's connection with the future self, resulting in reduced temporal discounting. In Study 1, we show that participants assigned to high-power roles are less likely than others to display temporal discounting. In Studies 2 and 3, we find that priming power reduces temporal discounting in monetary and non-monetary tasks and, further, that connection with the future self mediates the relationship between power and reduced discounting. In Study 4, we show that experiencing a general sense of power in the workplace predicts actual lifetime savings. Implications and future research directions are discussed.

THE ERGONOMICS OF POWER AND DISHONESTY

Andy J. Yap[1], Abbie S. Wazlawek[2], Brian J. Lucas[3], Amy J. C. Cuddy[4], Dana R. Carney[5]

[1]Massachusetts Institute of Technology, [2]Columbia University, [3]Northwestern University, [4]Harvard University, [5]University of California, Berkeley

Research in environmental sciences has found that the ergonomic design of human-made environments influences thought, feeling and action. Here, we examine the impact of physical environments on dishonest behavior. Four studies tested whether certain bodily configurations—or postures—incidentally imposed by our environment lead to increases in dishonest behavior. The first three experiments found that individuals who engaged in expansive postures (either explicitly or inadvertently) were more likely to steal money, cheat on a test, and commit traffic violations in a driving simulation. Results suggested that participants' self-reported sense of power mediated the link between postural expansiveness and dishonesty. Study 4 revealed that automobiles with more expansive drivers' seats were more likely to be illegally parked on New York City streets. Taken together, results suggest that: (1) environments that expand the body can inadvertently lead us to feel more powerful, and (2) these feelings of power can cause dishonest behavior.

POWERFUL GUTS: HOW POWER LIMITS THE ROLE OF DISGUST IN MORAL JUDGMENTS

Erica M. Beall[1], Jesse Graham[1]

[1]University of Southern California

Power and disgust both affect the psychological processes involved in moral judgment, and yet little is known about how these two factors interact - in a moral context, or otherwise. In three studies, we explore the relationship between power and disgust, and investigate the consequences of this relationship for moral judgments. We find that trait-level power and disgust sensitivity are negatively correlated, and that an experimentally induced sense of power attenuates moral judgments of disgusting taboo violations. Additionally, we present evidence that power decreases individuals' sensitivity to the actual experience of disgust without affecting the extent to which they identify and categorize objects, behaviors, and people as "disgusting." On the whole, this buffering effect of power against the visceral experience of disgust supports the Approach Theory's claim that power engages the BAS and suppresses the BIS.

Symposia Session S-C4

THE ROLE OF ABILITY BELIEFS IN ACADEMIC GENDER GAPS

Friday, February 14, 2:00 pm – 3:15 pm, Room 17

Chair: Sarah-Jane Leslie, *Princeton University*

Co-Chair: Andrei Cimpian, *University of Illinois, Urbana Champaign*

Academic gender gaps are widespread, but not well understood. This symposium presents interdisciplinary findings that converge on the significance of ability beliefs in explaining these gaps. Across a range of contexts, males and females are differentially impacted by the extent to which innate talent vs. effort is perceived as important.

ABSTRACTS

EFFORT AND ABILITY BASED FORMS OF BELONGING PREDICT LEARNING ENGAGEMENT DIFFERENTLY FOR MALES AND FEMALES IN MATH

Catherine Good[1], Jennifer Mangels[1], Laura Deering[1]

[1]Baruch College, CUNY

Sense of belonging (SOB) is an important factor in females' achievement and representation in STEM. However, the foundations of that belonging—either one's efforts or one's innate ability—may predict differential outcomes, especially in a learning paradigm. A model is presented that tests the relationship between effort-based SOB, ability-based (SOB), and engagement with a math learning task for males and females. Results indicated that for females, ability-based SOB predicted less learning engagement whereas effort-based SOB predicted more learning engagement. Alternately, for males the pattern reversed: ability-based SOB predicted more learning engagement whereas effort-based SOB predicted less learning engagement. Results suggest that the culture of talent in mathematics may influence the impact of differential foundations of belonging in gender-stereotypic ways. Because females' learning engagement benefits from a strong sense of belonging that is rooted in effort, educators should foster effort-based SOB to reduce gender gaps in STEM.

GENDER GAPS IN ACADEMIA: THE ROLE OF DISCIPLINE SPECIFIC BELIEFS ABOUT WHAT IS REQUIRED FOR SUCCESS

Sarah-Jane Leslie[1], Andrei Cimpian[2], Meredith Meyer[3]

[1]Princeton University, [2]University of Illinois, Urbana Champaign, [3]Otterbein University

The gender imbalance in STEM subjects dominates current debates about women's underrepresentation in academia. In reality, however, the pattern of women's involvement is much more complex, with women being well-represented in some sciences and poorly represented in some humanities (e.g., in 2011, 54% of US PhDs in molecular biology were women vs. only 31% in philosophy). We introduce the Field-specific Ability Beliefs hypothesis, which explains this complex pattern of female representation across academia: Women are underrepresented in fields whose practitioners believe that raw intellectual talent, rather than effort, is the main requirement for success in those fields. Results from a nation-wide survey of academics from 30 disciplines (N = 1820) revealed that, as predicted, the more a field valued "giftedness" over dedication, the fewer women obtained PhDs in that field. This result held even when controlling for a number of other factors that have been hypothesized to predict gender gaps.

EXPERIMENTAL AND DEVELOPMENTAL EVIDENCE FOR THE FIELD-SPECIFIC ABILITY BELIEFS HYPOTHESIS

Andrei Cimpian[1], Lin Bian[1], Sarah-Jane Leslie[2]

[1]University of Illinois, Urbana Champaign, [2]Princeton University

Since current cultural stereotypes suggest that women are less likely than men to possess raw intellectual talent (e.g., Kirkcaldy et al., 2007), women may find disciplines or environments that portray success as requiring such talent to be unwelcoming. In this talk, we will present experimental evidence for this hypothesis (termed the Field-specific Ability Beliefs hypothesis). In three studies, we introduced adults to a variety of novel activities and manipulated what was said to be required for success (brilliance vs. dedication). As predicted, although no gender differences were found for the activities said to require effort and dedication, women held more negative attitudes towards the activities portrayed as requiring raw ability. The same pattern of results was found in 6- and 7-year-olds, suggesting that the roots of this phenomenon stretch deep into childhood. More broadly, these findings may provide insight into the causes of women's underrepresentation in certain sectors of academia.

TEACHERS' PERCEPTIONS OF STUDENTS' MATHEMATICS PROFICIENCY MAY EXACERBATE EARLY GENDER GAPS IN ACHIEVEMENT

Joseph P. Robinson[1], Sarah T. Lubienski[1], Colleen M. Ganley[2], Yasemin Copur-Gencturk[3]

[1]University of Illinois, Urbana Champaign, [2]Florida State University, [3]Rice University

Recent research suggests that teachers overrate the performance of girls relative to boys and hold more positive attitudes towards girls' mathematics abilities. However, these prior estimates of teachers' supposed female bias are potentially misleading because these estimates (and teachers themselves) confound achievement with teachers' perceptions of behavior and effort. Using nationally representative data from the Early Childhood Longitudinal Study, Kindergarten Class of 1998-1999 (ECLS-K), Study 1 demonstrates that teachers actually rate boys' mathematics proficiency higher than

that of girls who perform and behave similarly to the boys. Study 2 uses causal mediation analyses to explore the extent to which this conditional underrating of girls explains the widening gender gap in mathematics in early elementary school. We find robust evidence suggesting that underrating girls' mathematics proficiency accounts for a substantial portion of the development of the mathematics achievement gap between similarly performing and behaving boys and girls in the early grades.

Symposia Session S-C5

LESSONS FOR SOCIAL AND PERSONALITY PSYCHOLOGY FROM CLINICAL PSYCHOLOGY

Friday, February 14, 2:00 pm – 3:15 pm, Room 9

Chair: Jonathan Adler, *Olin College of Engineering*

This symposium is designed to demonstrate the applicability of key methodological approaches and analytical techniques from clinical psychology that may be unfamiliar but highly useful for research in social and personality psychology. The four talks provide a range of novel practices that promise to advance personality and social psychological research.

ABSTRACTS

CHANGE CAN BE SPIKE-Y – AND YOU CAN MEASURE THAT

Jonathan M. Adler[1], Luke H. Harmeling[2], Ilana Walder-Biesanz[1]
[1]Olin College of Engineering, [2]Bates College

Actual change over time often does not follow neat lines; it has spikes that may be meaningful. Psychotherapy researchers are interested in the phenomenon of "sudden gains" (SGs), episodes when clients make dramatic improvements, and they have developed a set of analytical techniques for quantifying these SGs. This talk will describe a new study that extends the SGs literature into a naturalistic sample, using a broad measure of well-being. It is the first to identify specific narrative meaning-making variables that precede SGs. 54 clients completed measures of well-being and wrote private narratives prior to their first session of treatment and in-between every session. SGs analyses extended findings from previous studies to this naturalistic setting. Further analyses revealed two narrative characteristics – depth of processing and high narrative coherence – as significant precursors to SGs in well-being. The applicability of these methods for social and personality research with longitudinal data will be emphasized.

ACCELERATED SCIENCE AT THE INTERFACE OF PERSONALITY, SOCIAL, AND CLINICAL PSYCHOLOGY: A LESSON FROM SOCIAL NEUROENDOCRINOLOGY AND EXTERNALIZING PSYCHOPATHOLOGY

Jennifer L. Tackett[1], Kathrin Herzhoff[1], Kathleen W. Reardon[1], Robert A. Josephs[2]
[1]University of Houston, [2]University of Texas at Austin

Interactive effects of gonadal (e.g., testosterone) and stress (e.g., cortisol) hormones have emerged as a robust mechanism underlying normal-range social dominance, power, and competitiveness. These effects have occasionally replicated for clinical externalizing phenotypes (such as aggression), although only in all-male clinical samples. In a series of recent studies, we aimed to link these literatures by employing the broad, normally distributed psychological space captured by personality traits. In a mixed-gender, community sample of adolescents (N = 106, ages 13-18), we demonstrate that personality trait moderation elucidates: 1) differential risk and resiliency effects for testosterone on externalizing problems, 2) testosterone × cortisol associations with externalizing problems, and 3) estradiol × cortisol associations with externalizing problems. In all of these studies, inattention to personality trait moderation results in overall null findings, suggesting that an integration of these three domains of psychological science substantially enhances our understanding of hormonal mechanisms underlying socially dominant phenotypes.

COPING CAN BE ABOUT MORE THAN JUST YOU AND I – AND WORDS CAN REVEAL IT

Kelly E. Rentscher[1], Michael J. Rohrbaugh[1], Varda Shoham[1], Matthias R. Mehl[1]
[1]University of Arizona

This presentation highlights the potential that communal coping, a clinical construct, has for going beyond the individual in social and personality research. Communal coping – a relational 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 also linked couples' first-person plural pronoun use (we-talk), as a potential 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 problems, in which pre-treatment we-talk and change in we-talk over the course of intervention predicted favorable patient health outcomes. These findings strengthen the construct validity of measuring communal coping through couples' language use and identify communal coping as an important potential mechanism through which relationships influence health outcomes.

PERSONALITY PATHOLOGY IS AN IMPORTANT PART OF THE LINK BETWEEN PERSONALITY AND HEALTH.

Thomas F. Oltmanns[1], Marci E.J. Gleason[2], Yana Weinstein[3], Steve Balsis[4]
[1]Washington University in St. Louis, [2]University of Texas at Austin, [3]University of Massachusetts at Lowell, [4]Texas A&M University

Most studies linking personality to health have focused on the adaptive range of personality traits. Findings from our study indicate clearly that personality pathology accounts for additional variance in health behaviors, subjective ratings of health, the presence of specific diseases, the frequency of stressful life events, and levels of social integration that is not explained by a normal range measure. The total proportion of variance explained by personality variables is substantial. In this talk, we will separate the proportion of variance uniquely associated with normal range personality traits (combining self and informant NEO-PI-R scores) so that it can be compared to the proportion of variance uniquely associated with maladaptive variants of personality (combining self and informant questionnaires focused on features of personality disorder as well as a diagnostic interview). In almost each instance, measures of personality pathology account for more variance than measures of normal range personality traits.

Symposia Session S-C6

EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SELF-AFFIRMATION BUT WERE AFRAID TO ASK: HOW DOES IT WORK? IS IT ALWAYS GOOD? AND WHY SHOULD I CARE?

Friday, February 14, 2:00 pm – 3:15 pm, Room 18 A/B

Chair: Kathleen Vohs, *University of Minnesota*

Co-Chair: Brandon Schmeichel, *Texas A&M Univ*

This symposium highlights fresh new developments in self-affirmation. Park reports that self-affirmation is the first known antidote to money's negative consequences. Klein found that self-affirmed persons make better plans for the future. Critcher reveals that self-affirmation puts threats into perspective. Schmeichel found, surprisingly, that self-affirmation produces goal disengagement.

ABSTRACTS

SELF-AFFIRMATION HAS THE POWER TO OFFSET THE HARMFUL EFFECTS OF MONEY REMINDERS

Ji Kyung Park[1], Kathleen Vohs[2]
[1]University of Delaware, [2]University of Minnesota

Research has shown that money reminders encourage the pursuit of personal goals and separateness from others, which ultimately detracts from the interpersonal self. Three behavioral experiments replicated self-sufficiency effects and then showed that self-affirmation has the power to negate those deleterious effects. Experiment 1 showed that participants primed with money donated less to charity – unless they were self-affirmed, raising their donations to the level of nonmoney-primed participants. Money-primed participants who were self-affirmed were also more likely than their counterparts to ask for help on difficult tasks. Experiment 2 showed that self-affirmation eliminated the tendency for money-primed participants to favor solo instead of joint experiences. Experiment 3 showed that self-affirmation made the (normal) sting of social rejection return among money-primed participants who normally report feeling numb to ostracism. In summary, self-affirmation is the first known process to eliminate money's deleterious effects on the personal and interpersonal self.

IMPLEMENTATION INTENTIONS ARE A KEY TO WHY AND HOW SELF-AFFIRMATION SO EFFECTIVELY CHANGES BEHAVIOR

William Klein[1], Peter Harris[2], Rebecca Ferrer[1]
[1]NIH, [2]University of Sussex

Self-affirmation is powerfully effective in promoting adaptive behavior change in response to threatening messages about personal risk. Three studies tested why self-affirmation produces success, and we posited that it promotes the development of specific plans (implementation intentions). In Experiments 1-2, female undergraduate students who drink alcohol read an article linking alcohol to breast cancer risk. If they were self-affirmed beforehand, they created more specific steps to reduce consumption relative to non-affirmed students (e.g., fewer beverages at parties). Experiment 3 crossed self-affirmation with an opportunity to form implementation intentions after learning the importance of fruit and vegetable consumption. We assessed participants 7 days later and found that participants in the condition combining self-affirmation and implementation intentions reported the highest fruit/vegetable consumption. This work provides two core contributions – uncovering a process (self-affirmation) that naturally stimulates implementation intentions and a key reason for self-affirmation's powerful effects — through stimulating implementation intentions.

THE AFFIRMATION-AS-PERSPECTIVE MODEL

Clayton Critcher[1], David Dunning[2]
[1]UC Berkeley, [2]Cornell University

We present an "affirmation-as-perspective" model that demonstrates how self-affirmation alleviates self-threat. Four experiments found support for the model across four threat domains: health, intellectual, personality, and academic. Experiment 1 found threatened identities become hyperaccessible in the self-concept, thereby exaggerating the experience and perceived scope of the threat. Experiment 2 showed that self-affirmations allow threatened people to gain perspective. Under threat, feelings of self-worth were heavily determined by participants' poor self-assessment in the threatened domain. Yet following affirmation, situational feelings of self-worth were restored to match participants' broader dispositional self-esteem. Experiment 3 showed that affirmed individuals reported that the threat tainted only a narrow part of the self; this broadened perspective statistically accounted for lowered defensiveness. Experiment 4 orthogonally manipulated both perspective and self-affirmation, finding that perspective likely explains why self-affirmation reduces defensiveness. The affirmation-as-perspective model also helps resolve several lingering mysteries in the self-affirmation literature.

NOVEL AND SURPRISING EFFECTS OF SELF-AFFIRMATION ON GOAL DISENGAGEMENT AND APPROACH MOTIVATION

Brandon Schmeichel[1], Kathleen Vohs[2], Adrienne Crowell[1]
[1]Texas A&M University, [2]University of Minnesota

Self-affirmation changes how people respond to ego threats and other aversive experiences. The current data reveal novel and surprising effects of self-affirmation in response to failure and to positive emotional events, respectively. A first set of three experiments found that, in situations that involve repeated failure, affirmed individuals disengage from goal pursuit more readily than do others. Mediation findings indicated that affirmed persons internalize the implications of failure and lose motivation toward the goal. Building on these findings, a second pair of experiments yielded another surprising effect — that self-affirmed persons exhibit reduced approach motivation. Specifically, they respond less intensely (on self-reports and physiological measures) to positive emotional stimuli than do non-affirmed persons. These findings shed new light on what self-affirmation does by suggesting that it increases the impact of negative events and reduces the impact of positive ones.

Symposia Session D and Presidential Address

Friday, February 14, 3:30 pm – 4:45 pm

PRESIDENTIAL ADDRESS S-D1

Friday, February 14, 3:30 pm – 4:45 pm, Ballroom D

EXPANDING SOCIAL AND PERSONALITY PSYCHOLOGY IN DEPARTMENTS, UNIVERSITIES, AND WITHIN SPSP

Speaker: Jamie Pennebaker, *University of Texas at Austin, SPSP President*

Science is changing. Grants, glory, and the most novel ideas are no longer found at the center of a discipline. Rather, the real advancements are at the fringes or in the interstitial spaces between fields. It is not surprising, then, that some of the most innovative social and personality psychology is being conducted by computer scientists and researchers in medical and business schools, communication departments, and the private sector such as Google. Rather than cower in fear or demand a return to the good old days, we should explore these new directions. Implications of adopting a 21st century definition of social and personality psychology will be discussed in thinking about psychology departments, universities, and even SPSP.

Symposia Session S-D2

ON THE IMPORTANCE OF SOCIAL CONTEXT: EXPANDING OUR VIEW

Friday, February 14, 3:30 pm – 4:45 pm, Room 17

Chair: Amy Canevello, *University of North Carolina, Charlotte*

Although social psychology focuses on context, some argue that theory and research often overlooks broad contextual factors. We discuss how the larger social and relational context influences basic social psychological phenomena. These talks stress the importance of considering seemingly distal contextual and relational factors when investigating basic social psychological processes.

ABSTRACTS

RELATIONAL CONTEXT SHAPES EMOTIONAL LIVES (AND VICE VERSA)

Margaret S. Clark[1]
[1]Yale University

In this talk cases are made that: a) relational context is a powerful determinant of emotional expression and, in turn, b) emotional expression is a powerful determinant of relational context. "Basic"

emotions such as fear, sadness, and happiness convey information about needs and desires. Therefore they are expressed (and even amplified), elicit support and grow relationships when responsive relationships are expected and desired or exist. They are suppressed otherwise. Moreover, emotions that have been considered "social, moral, or secondary" such as embarrassment, hurt, and gratitude only occur in relational context and, when they do, they serve to initiate, grow and repair close relationships. Although considerable data exist (and will be efficiently presented) supporting these points, it will be noted that the vast majority of emotion research remains individualistic, fails to take relational context into account, and, therefore, fail to capture the nature of people's emotional lives.

YOU GIVE ME STRENGTH: THE SELF-CONTROL BENEFITS OF HAVING A PARTNER WITH HIGH SELF-CONTROL

Catrin Finkenauer[1], Tila M. Pronk[1], Asuman Buyukcan-Tetik[1]
[1]VU University

Self-control helps partners to successfully protect and maintain their relationship. Do partners influence each other's level of self-control over the course of a romantic relationship? We hypothesized that self-control strengthens over time, but only when one's partner possesses high self-control. We tested this prediction in a longitudinal study among 199 first-marriage newlywed couples, using a multilevel growth curve analysis. Results showed a significant interaction between time and partner self-control in predicting the development of self-control. Specifically, self-control increased over the four years after marriage, but only for participants whose partner had a relatively high level of self-control. When the level of self-control of the partner was relatively low, self-control remained stable over time. Having a partner with a high level of self-control can thus have a beneficial effect on one's own level of self-control, which may in turn help one become a better relationship partner.

THE CONTEXT SURROUNDING ROMANTIC EVALUATIONS: RESEARCH PARADIGM MATTERS

Paul W. Eastwick[1]
[1]University of Texas at Austin

Do the sexes differ in the extent to which they desire physical attractiveness and earning prospects in a romantic partner? New research suggests that the answer may depend on the research paradigm (Eastwick, Luchies, Finkel, & Hunt, in press, Psychological Bulletin). These two sex differences emerge consistently when people evaluate hypothetical opposite-sex targets. Yet evidence for these sex differences has been more equivocal in paradigms where participants report on targets they have (at least) met face-to-face. A meta-analysis spanning these latter paradigms (N=75,000) revealed that physical attractiveness predicted romantic evaluations (e.g., attraction, liking, love, satisfaction) with a moderate-to-strong effect size, r= .40, and earning prospects predicted romantic evaluations with a small effect size, r= .10. However, sex differences in these correlations were extremely small (rdifference= .03) and nonsignificant. Impression formation processes and interpersonal evaluations may differ depending on the context in which we evaluate another person.

IMPRESSION MANAGEMENT: A RELATIONAL PERSPECTIVE

Amy B. Canevello[1]
[1]University of North Carolina, Charlotte

People often adopt self-image goals to increase others' regard for them. Impression management research has focused largely on one-time interactions between strangers and suggests that impression management attempts can be successful. But how do these findings extend to ongoing relationships over time? Study 1 examined how people's self-image goals predicted their friends' regard for them, depending on relationship length. Results suggested that in new friendships, people's self-image goals predicted their friends' greater regard for them; in longer friendships, this association was reversed (i.e., self-image goals predicted friends' lower regard). Study 2 tested the relational process by which people's self-image goals predict changes in others' regard for them over time. Results suggest that, in college roommates, students' self-image goals predicted their decreased responsiveness to roommates, which roommates detected and, subsequently, led to roommates' decreased regard for students. These findings suggest the potential benefits of considering impression management from a relational perspective.

Symposia Session S-D3

WHY HAVEN'T WE SHATTERED THE GLASS CEILING? COVERT AND SUBTLE BIASES IMPEDING EQUALITY IN THE WORKPLACE

Friday, February 14, 3:30 pm – 4:45 pm, Ballroom E/F

Chair: Lily Jampol, *Cornell University*

Co-Chair: Vivian Zayas, *Cornell University*

Although gender equality has improved and explicit endorsement of sexism has declined, barriers to the advancement of women in the workplace remain. This symposium presents the latest developments on how covert biases like reactive sexualization, shifting standards, implicit stereotypes, and unequal communication impede gender equality in subtle yet impactful ways.

ABSTRACTS

THE SUBTLE SEXUALIZATION OF WELL PERFORMING WOMEN IN MASCULINE DOMAINS

Theresa K. Vescio[1]
[1]The Pennsylvania State University

Many traditional achievement domains are stereotypically masculine domains, such that the attributes predictive of success are stereotypically linked to men but not women. In addition, in western cultures, to be masculine typically requires that one is powerful/high status and tough (physically, mentally and emotionally), particularly in relation to women given heterosexual interdependencies, and that one consistently repudiates all that is non-manly (gay or female). The implication of these theoretical suggestions is that well performing women in masculine domains may threaten masculinity. In this talk, I will present two studies that test this hypothesis (Study 1 and Study 2), as well as research examining whether threats to masculinity are related to tendencies to sexualize well performing women (Study 2 and Study 3). I will also review research noting the adverse consequences of the seemingly subtle sexualization and objectification for the women who are the targets of such perceptual and behavioral tendencies.

DETECTING SUBTLE BIASES: USING THE BRIEF IAT TO UNCOVER PREJUDICE AGAINST EGALITARIAN WHITE MEN AND HIGH STATUS BLACK WOMEN

Laurie A. Rudman[1], Kris Mescher[1], Janell Fetterolf[1], Corinne A. Moss-Racusin[2]
[1]Rutgers University – New Brunswick, [2]Skidmore University

Gender egalitarian men are vital for women's progress, yet perceptions of them are under-investigated. In our research, women generally liked gender egalitarian men more so than men did, but both genders stigmatized them as more feminine, weak, and likely to be gay, compared with control male targets. This was true even when the gender egalitarian was an actual presidential candidate for the American Psychological Association, but only when we used the Brief IAT to assess femininity stigma. Similarly, backlash against White women vying for leadership roles is well established, but self-reports do not yield similar effects for Black women. However, the Brief IAT revealed that ambitious Black women (and men) competing for a managerial role were disliked relative to White counterparts, and that ambitious women (whether White or Black) were associated with more negative traits (e.g., dominance) than ambitious men (whether White or Black).

HARD-WON AND EASILY LOST: THE FRAGILE STATUS OF LEADERS IN GENDER STEREOTYPE-INCONGRUENT OCCUPATIONS

Victoria A. Brescoll[1], Eric Luis Uhlmann[2]
[1]Yale University, [2]HEC- Paris

In addition to the well known "glass ceiling" impeding their rise to top leadership roles, female leaders often find themselves poised on a "glass cliff," such that they are more likely than men to fall from their position (Ryan & Haslam, 2005). We examined one potential mechanism for glass cliff effects—specifically, that making small mistakes on the job is particularly damaging to individuals in gender-incongruent occupations. More so than for a gender-congruent leader (for whom competence is assumed), salient mistakes create ambiguity and call into question a gender-incongruent leader's competence which, in turn, leads to a loss of status. The present research examined female leaders in three different male-typed occupations and finds that when women make a small mistake, they are seen as less competent and thereby less deserving of status and organizational rewards compared to men in the same occupations who make the identical mistake.

THE DARK SIDE OF WHITE LIES? THE SUBTLE EFFECT OF BIASED PERFORMANCE FEEDBACK ON INEQUALITY IN THE WORKPLACE.

Lily E. Jampol[1], Vivian Zayas[2]
[1]Cornell, [2]Cornell University

One of the covert ways that gender bias may be maintained is through performance feedback. We hypothesized that implicit gender stereotypes (e.g., women need protection) may make women the targets of white lies (kinder but inaccurate feedback) during performance evaluation. In Study 1, participants believed that managers were more likely to tell women (vs. men) white lies about their performance. In Study 2, participants presented with a hypothetical workplace scenario reported a greater willingness to tell white lies about sub-par performance to women. This was especially likely for more sexist individuals. In Study 3, when providing real-life feedback, participants gave more positive, and more inaccurate, feedback to women. Moreover, no one reported awareness of the gender bias, providing evidence of its implicit nature. Collectively, these results suggest that although seemingly benevolent, differential telling of white lies may undermine progress if women are not receiving accurate feedback needed to improve performance.

Symposia Session S-D4

THE RIGHT FIELD FOR US: HOW CONGRUENCE BETWEEN PERSONAL VALUES AND THOSE SUPPORTED BY THE ACADEMIC CONTEXT IMPACTS INTEREST, MOTIVATION AND PERFORMANCE

Friday, February 14, 3:30 pm – 4:45 pm, Ballroom G

Chair: Bonita London, *Stony Brook University*

Co-Chair: Rainer Romero-Canyas, *Environmental Defense Fund*

This symposium explores approaches that share consideration for the congruence between students' values and beliefs and those emphasized in learning environments, and how this congruence has positive academic outcomes. Studies test various individual characteristics, from group identification, goals, and self-beliefs, and outcomes like goal affordances, interest, support, motivation and performance.

ABSTRACTS

INVOLVING OTHERS IN THE LAB: NATURALISTIC AND EXPERIMENTALLY-INDUCED COMMUNAL EXPERIENCE INCREASES COMMUNAL AFFORDANCES AND INTEREST IN STEM

Mia Steinberg[1], Amanda B. Diekman[1]
[1]Miami University

Science, technology, engineering, and math (STEM) fields are perceived as incompatible with communal goals such as the desire to help or work with others, which may lead individuals to avoid these careers (Diekman et al., 2010). Our research investigated potential sources of goal affordance stereotypes, or beliefs about how STEM careers fulfill goals. Study 1 demonstrated that communal experience, such as collaboration and mentorship in STEM predicted more communal affordances and had significant indirect effects on interest. Study 2 found that naturalistic communal experience as well as short-term media exposure to information about STEM framed as communal led to increased STEM interest, both directly and through communal affordances. Study 3 extended these findings with a sample of high school students participating in a program aimed at exposing them to scientific fields. This research suggests that both short-term and structural changes emphasizing communal activities may help recruitment and retention in STEM.

PERCEIVED IDENTITY COMPATIBILITY AND SOCIAL SUPPORT AMONG WOMEN PURSUING GRADUATE TRAINING IN STEM FIELDS

Sheana Ahlqvist[1], Lisa Rosenthal[1], Bonita London[1], Marci Lobel[1], Sheri R. Levy [1]
[1]Stony Brook University

Past work has suggested that the perceived fit between one's gender and academic career can be important for academic success, with STEM Women being at risk for poor compatibility between these identities. We examine extensions of this premise in a two-year longitudinal study of students at the graduate level, an understudied population. STEM and non-STEM women completed bimonthly surveys during their first year of graduate school. Although past work has established the importance of this "perceived identity compatibility" we test the time-lagged effects of identity compatibility, how it relates to social support, and whether identity compatibility or social support buffer STEM women from stressors in the environment.

WHEN SCHOOL FITS ME: HOW FIT BETWEEN SELF-BELIEFS AND TASK BENEFITS BOOSTS MATH MOTIVATION AND PERFORMANCE

Sylvia Rodriguez[1], Rainer Romero-Canyas[2], Geraldine Downey[3], Jennifer Mangels[4], E. Tory Higgins[3]
[1]Mindset Works, Inc., [2]Environmental Defense Fund, [3]Columbia University, [4]Baruch College, City University of New York

Three studies show that students engage more and perform better when math is framed as serving goals that fit with their core self-beliefs, such as whether they view themselves as interdependent with their communities or as independent and unique. In Study 1, students with interdependent self-views performed better on math problems framed as benefiting society but not on the same problems presented as benefiting the individual self. In Study 2, this performance effect was replicated. Furthermore, fit predicted greater use of tutorials following failure to answer problems correctly. In Study 3, after seeing math problems that were presented to them in a frame consistent with their beliefs, participants were more likely to choose to work on those problems and performed better on them. Results highlight the potential power for strengthening math motivation and performance by creating a fit between the portrayal of math's utility and students' self-beliefs.

CULTURE AND LEARNING IN DIVERSE CLASSROOMS: THE CRUCIAL ROLE OF INTERDEPENDENCE

Stephanie A. Fryberg[1], Rebecca Covarrubias[1], Nicole M. Stephens[2], Hazel Rose Markus[3]
[1]University of Arizona, [2]Northwestern University, [3]Stanford University

The dominant educational culture, which is largely influenced by the independent model of self, reflects a set of ideas and practices about what it means to be a "good" student, the purpose of education, and the nature of the relationship between teachers and students. For many students, such as American Indian and First-Generation College students, this model does not match their understandings of self, which are more likely to be influenced by the interdependent model of self. Four studies about American Indian and First-Generation College students will examine the sources and consequences of student success associated with a cultural match or mismatch between the students' model of self and the dominant educational

culture. Specifically, the first two studies highlight the ways in which cultural models of selves influence academic performance and the second two studies demonstrate how a simple reframing of the dominant educational culture positively influences motivation and performance.

Symposia Session S-D5

NEW INSIGHTS ON THE EFFECTS OF TRAITS ON HEALTH: THE IMPORTANT ROLE OF SOCIAL PROCESSES

Friday, February 14, 3:30 pm – 4:45 pm, Room 9

Chair: Lauren Human, *University of British Columbia*

Co-Chair: Joshua Jackson, *Washington University in St. Louis*

Both personality and social processes play an important role in physical health, but rarely are these processes examined simultaneously. This symposium showcases diverse approaches to taking social processes into account when examining how traits affect health-relevant outcomes. Together, these talks provide new insights for understanding pathways to better health.

ABSTRACTS

BEING PERCEIVED ACCURATELY IS ASSOCIATED WITH BETTER INFLAMMATORY REGULATION IN ADOLESCENTS

Lauren J. Human[1], Meanne Chan[2], Anita DeLongis[1], Laura Roy[1], Gregory E. Miller[2], Edith Chen[2]

[1]University of British Columbia, [2]Northwestern University

The tendency to be perceived accurately by others is associated with better psychological adjustment, but might accuracy also have implications for physical health? In this study we begin to address this question by examining whether adolescents who are seen more accurately by their parents have better inflammatory regulation. In a two-week daily diary study of 116 parent-adolescent dyads, we examined whether parental accuracy about their adolescent's daily demands and the positivity of their day was associated with regulation of the inflammatory response in terms of glucocorticoid (GC) sensitivity (the extent to which cortisol is able to dampen the production of inflammatory proteins) in adolescents. Adolescents who tended to be seen more accurately by their parents did indeed demonstrate greater glucocorticoid sensitivity. These results provide preliminary evidence that being accurately perceived by close others is associated with processes relevant to physical health.

TRAIT RUMINATION AND CORTISOL RESPONSES: ASSOCIATIONS ACROSS CONTEXTS, OVER TIME, AND BY GENDER

Peggy M. Zoccola[1], Sally S. Dickerson[2]

[1]Ohio University, [2]University of California, Irvine

Two studies tested the relationship between trait rumination and elevated cortisol, and whether this association is moderated by social context (social evaluative threat; SET), time of day, and gender. In Study 1, 117 students completed a SET laboratory stressor and five days of cortisol sampling. Trait rumination predicted greater cortisol responses to the SET stressor for women (but not men). Rumination also predicted different diurnal cortisol slopes for men and women. In Study 2, 144 students completed a SET or non-SET laboratory stressor. Cortisol was measured throughout the visit and evening. Higher trait rumination scores predicted greater cortisol responses overall, and evening cortisol was most elevated for female ruminators on the night of the evaluative stressor. Broadly, the relationship between rumination and cortisol depends upon SET, time of day, and gender. In particular, the combination of SET and ruminative tendencies may increase individuals' risk of exposure to elevated cortisol concentrations.

WHAT YOUR FRIENDS KNOW THAT YOU DON'T: FRIEND RATED PERSONALITY PREDICTS LONGEVITY 70 YEARS LATER

Joshua J. Jackson[1], Sarah M. Garrison[2], James J. Connolly[3], Madeleine Leveille[3]

[1]Washington University in St. Louis, [2]Vanderbilt University, [3]Connolly Consulting

Personality traits predict who is likely to have healthier, longer lives -- sometimes decades in advance. However, the vast majority of these studies rely on self-reported personality. In this study we used the Kelly longitudinal study (Kelly & Conley, 1987) to investigate whether peer assessments of personality were associated with mortality over a span of 70 plus years. Between 1934 and 1938, 600 young adults rated their personality and had their personalities rated by five close acquaintances. Big Five equivalent measures were constructed from both self- and peer-reports. Results indicated that both self-reported and peer-reported personality traits predicted longer lives for males and females. Interestingly, in some cases self- and peer-reports were independent predictors of mortality. For example, peers were able to identify unique aspects of a person's levels of conscientiousness that were, in turn, associated with longer lives. Results suggest that friends have important insights into one's personality.

INTERGENERATIONAL TRANSMISSION OF RISK: PARENT CONSCIENTIOUSNESS IS A PROTECTIVE FACTOR FOR CHILDHOOD WEIGHT

Angelina R. Sutin[1], Richard W. Robins[2], Keith F. Widaman[2], Rand Conger[2]

[1]Florida State University College of Medicine, [2]University of California, Davis

The protective effect of Conscientiousness on health-related outcomes, such as body mass index (BMI), is usually considered within the context of the individual's own Conscientiousness. We tested whether this protective effect on BMI extends from parent to child. Participants were from the California Families Project, a longitudinal study of Mexican-origin youth (N=674) and their parents. Child BMI was assessed annually from ages 12 to 15; participants also completed personality measures. Parents higher in Conscientiousness had children with lower BMI; growth curve analyses indicated that parent Conscientiousness was associated with lower average BMI (intercept) but was unrelated to weight gain (slope). Child's Conscientiousness was associated with both lower BMI and less weight gain. These results suggest that parent Conscientiousness may matter for initial weight when entering adolescence, but the child's Conscientiousness is more important for weight gain across adolescence. Parents' psychological functioning has implications for the health of their children.

Symposia Session S-D6

RITUALS MAKE LIFE BETTER — BY ENHANCING CONSUMPTION, COMMUNICATING SOCIAL NORMS, TREATING ILLNESS, AND RELIEVING GRIEF

Friday, February 14, 3:30 pm – 4:45 pm, Room 18 C/D

Chair: Kathleen Vohs, *University of Minnesota*

Rituals are pervasive in people's lives worldwide but unknown to social psychology until late. Wang shows that rituals enhance consumption of food and drink. Norton found that rituals make dealing with death easier. Legare went to Brazil and concocted healing rituals. Rossano's evolutionary framework argues that rituals underly social norms.

ABSTRACTS

RITUALS MAKE PEOPLE SAVOR WHAT THEY CONSUME, HEIGHTEN PLEASURE, AND MAKE CONSUMPTION BETTER

Yajin Wang[1], Kathleen Vohs[1], Francesca Gino[2], Michael Norton[2]

[1]University of Minnesota, [2]Harvard Business School

Four experiments tested the novel hypothesis that ritualistic behavior potentiates and enhances the enjoyment of ensuing consumption – an

effect found for chocolates, lemonade, and even carrots. Experiment 1 showed that ritual behaviors, compared to a no-ritual condition, made chocolate more flavorful, valuable, and led to more behavioral savoring. Experiment 2 demonstrated that random gestures do not boost consumption like ritualistic gestures do. It further showed that a delay between a ritual and the opportunity to consume heightens enjoyment, which attests to the idea that ritual behavior stimulates goal-directed action (to consume). Experiment 3 found that performing rituals oneself enhances consumption whereas watching someone else perform the same ritual does not. Last, Experiment 4 provided direct evidence of the underlying process: Rituals enhance consumption enjoyment due to the greater involvement they prompt in the experience. In short, rituals have the power to make consumption better, richer, and more compelling than otherwise.

RITUALS ALLEVIATE GRIEVING FOR LOVED ONES, LOVERS, AND LOTTERIES

Michael Norton[1], Francesca Gino[1]
[1]Harvard Business School

Three experiments explored the impact of mourning rituals—after losses of loved ones, lovers, and lotteries—on mitigating grief. Participants who were directed to reflect on past rituals or who were assigned to complete novel rituals after experiencing losses reported lower levels of grief. Increased feelings of control after rituals mediated the link between use of rituals and reduced grief after losses, and the benefits of rituals accrued not only to individuals who professed a belief in rituals' effectiveness but also to those who did not. Although the specific rituals in which people engage after losses vary widely by culture and religion—and among our participants—our results suggest a common psychological mechanism underlying their effectiveness: regained feelings of control.

EVIDENCE FROM THE SUPERNATURAL: REASONING ABOUT RITUAL EFFICACY

Cristine Legare[1]
[1]University of Texas

Rituals pose a paradox — although widely used to treat illness and problems, rituals lack veridical causal forces. How do people evaluate the efficacy of rituals in the absence of causal information? Three studies were conducted in Brazil, where rituals called simpatias are used to treat a variety of problems ranging from asthma to infidelity. We analyzed content in existing simpatias in order to create experimental simpatias that manipulated the kinds of information that seemed to determine whether rituals were deemed effective (e.g., greater repetition, greater number of procedural steps). As predicted, the experimental simpatias with the right 'active ingredients' were judged by Brazilians to be efficacious. A fourth study with identical stimuli was conducted in the U.S. to assess cross-cultural generalizability. Results replicated the Brazilian samples. We conclude that the structure of rituals is a reflection of evolved lay theories of intuitive causality.

RITUALS FORM THE BASIS OF SOCIAL NORMS

Matthew Rossano[1]
[1]Southeastern Louisiana University

Social norms are agreed upon, morally significant behavioral standards that are partly responsible for sophisticated human social organization. A recent theory (Rossano, 2012, Psychological Bulletin) concluded that ritualized behaviors are cornerstones of the transmission and reinforcement of norms. Ritualized behaviors work so outstandingly well because they are attention-getting intentional gestures that unambiguously signal important information, such as normative standards. In fact, rituals are used almost immediately upon birth to draw attention to and therefore communicate which information is important, with much evidence revealing that caregivers' interactions with newborns feature many rituals. In addition, I present a new theory of ritualized action in human evolution. This model documents how humans — but not other animals — moved from using rituals used for personal gain and self-interest ("Bring me something") to those prompting joint perspective-taking ("I want to show you something"), thereby aiding such essential psychological processes as cooperation and theory of mind.

Block, Campbell and Distinguished Scholar Award Lectures

Friday, February 14, 5:00 pm – 6:30 pm

Friday, February 14, 5:00 pm – 6:30 pm, Ballrom D
Chair: James Pennebaker, *University of Texas at Austin*
Co-Chair: David Funder, *University of California, Riverside*

JACK BLOCK AWARD ADDRESS

Basic Tendencies and Characteristic Adaptations
Recipient: Robert (Jeff) McCrae, *Baltimore Maryland*

DONALD T. CAMPBELL AWARD ADDRESS

Just Think: The Challenges and Benefits of the Mind at Play
Recipient: Timothy D. Wilson, *University of Virginia*

DISTINGUISHED SCHOLAR AWARD ADDRESS

Beliefs: Uniting Personality and Psychology
Recipient: Carol S. Dweck, *Stanford University*

In this special featured session, we will celebrate the scholarly accomplishments of the recipients of SPSP's three highest honors. Robert (Jeff) McCrae is the recipient of the Jack Block Award, given in recognition of research accomplishment in personality. Timothy D. Wilson is the recipient of the Donald T. Campbell award, given to recognize distinguished scholarly achievement in social psychology. Carol S. Dweck is the recipient of the SPSP Distinguished Scholar Award.

Early Morning Special Session GSC Special Symposium

Friday, February 14, 8:15 am – 9:30 am

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

Friday, February 14, 8:15 am – 9:30 am, Ballroom B/C
Chairs: Angela Legg, *University of California, Riverside*
Anna Balatel, *University Ca' Foscari of Venice, Italy*

Junior scientists face many balancing acts during their training. How to optimize research quality and avoid unethical practices? How to enjoy a successful career without sacrificing our social lives or well-being? Don't miss out on this opportunity to hear leading scholars discuss balance in academia.

Symposia Session E

Saturday, February 15, 9:45 am – 11:00 am

Symposia Session S-E1

PROMOTING RESEARCH INTEGRITY: 'BEST PRACTICES' IN SOCIAL-PERSONALITY RESEARCH

Saturday, February 15, 9:45 am – 11:00 am, Ballroom A

Chair: Jennifer Bosson, *University of South Florida*

Co-Chair: Simine Vazire, *Washington University, St. Louis*

Four speakers consider 'best practices' for maintaining research integrity in social-personality psychology, and propose changes to the way the field conducts, reports, and evaluates research. These talks address current crises in the field, and highlight improvements for strengthening our science while maintaining productivity.

ABSTRACTS

ETHICAL BOUNDARIES IN RESEARCH DESIGN AND SCHOLARLY COMMUNICATION: YOU ARE NOT STAPEL

Laura King[1]

[1]University of Missouri-Columbia

Recent events in the field of social psychology have understandably led to all manner of soul-searching. Some scholars have drawn links between Stapel's outright fraud and other common practices, conflating scientific fraud with the replicability crisis. I will argue that the line between these issues is not as fuzzy as some have proposed. Moreover, suggesting that seeking to replicate an effect is tantamount to suspecting scientific fraud on the part of the original investigators is likely to produce defensiveness and have a chilling effect on replications themselves. I will suggest strategies for research design and reportage that alleviate concerns over the ethical aspects of research, weighing the value of accuracy over that of a "good story." Changing the way we view replications (and failures to replicate) from an ethical standpoint is vital to the continuing health of the field.

HOW TO BE REWARDED FOR STAYING CLEAN WHEN ACADEMIC STEROIDS ARE AVAILABLE (AND PERVASIVE?)

Brian Nosek[1]

[1]University of Virginia and Center for Open Science

The currency of science is publishing. Producing novel, positive, and clean results maximizes the likelihood of publishing success because those are the best kind of results. There are multiple ways to produce such results: (1) be a genius, (2) be lucky, (3) be patient, or (4) employ flexible analytic and selective reporting practices to manufacture beauty. In a competitive marketplace with minimal accountability, it is hard to resist (4). But, there is a way. With results, beauty is contingent on what is known about their origin. With methodology, if it looks beautiful, it is beautiful. The only way to be rewarded for not using academic steroids is to make transparent how the results were obtained. With openness, I won't stop aiming for beautiful papers, but when I get them, it will be clear that I earned them.

CARROTS, STICKS, AND SAUSAGES: REVERSE ENGINEERING BEST PRACTICES (BY THE EDITOR OF A NON-EMPIRICAL JOURNAL)

Barbara Spellman[1]

[1]University of Virginia School of Law

You want to publish your research in order to get a job, tenure, raises, funding, and respect. You also, I hope, want to contribute to science and to society. Lasting contributions are (rarely) made by one experiment but they can be made by one great idea – and that one idea should spawn replications, meta-analyses, and theoretical articles. Only then is the science ready to export. Try writing such an article and you will see what our current empirical house of cards currently lacks. Where are the missing studies – the ones that must have been done but aren't reported? How can research be aggregated and evaluated when the measures, data, and details of analysis are missing? What alternative theoretical accounts are possible? You want your empirical work to be part of the big picture, to be taken seriously, and to matter outside of psychology. I'm your editor and I do, too.

HOW CAN WE MAKE PSYCHOLOGY LESS SCIENCEY AND MORE SCIENTIFIC?

Sanjay Srivastava[1]

[1]University of Oregon

Psychologists have recently proposed a number of innovations to make our science more rigorous, including pre-registration, direct replications, and methods to detect p-hacking. All of these innovations have great potential, but they cannot and will not be enough on their own. Instead of simply doubling down on the idea that theory-testing is the only prestigious way to do science, we need to revise and expand our ideas about what good science looks like. What are realistic expectations for single papers, and what kinds of conclusions can only be drawn programmatically? How can we more honestly and rigorously conduct and evaluate the descriptive and exploratory research that we have been doing all along (but pretending not to)? Why do we derogate exploratory experiments or pretend they don't exist? What are the workable alternatives to hypothesis testing? And how can we bring incentives in line with needed improvements?

Symposia Session S-E2

LUST IN OUR ANCESTRAL DUST: EVOLUTION, ATTRACTION, AND RELATIONSHIPS

Saturday, February 15, 9:45 am – 11:00 am, Ballroom D

Chair: Jeff Simpson, *University of Minnesota*

Co-Chair: Vladas Griskevicius, *University of Minnesota*

This symposium (1) reveals that ovulation leads women to unconsciously flirt more with men, (2) presents a meta-analysis identifying which traits ovulating women find more attractive in men, (3) shows how parents spend more money on girls in economic recessions, and (4) identifies how feelings of jealousy boost men's testosterone.

ABSTRACTS

FERTILE AND SELECTIVELY FLIRTY: WOMEN'S BEHAVIOR TOWARD MEN CHANGES ACROSS THE OVULATORY CYCLE

Jeff Simpson[1], Stephanie Cantu[1], Vlad Griskevicius[1], Yanna Weisberg[2], Kristina Durante[3], Daniel Beal[4]

[1]University of Minnesota, [2]Linfield College, [3]Unversity of Texas at San Antonio, [4]University of Texas at San Antonio

Past research shows that men respond to women differently depending on where women are in their ovulatory cycle. But what leads men to treat ovulating women differently? We propose that the ovulatory cycle alters women's flirting behavior. We tested this hypothesis in a controlled experiment in which women interacted with different types of men at different points in their cycle. Women in the ovulatory phase reported more interest in men who had markers of genetic fitness as short-term mates, but not as long-term mates. Behavioral ratings of the interactions revealed that women displayed more flirting behaviors when they were at high versus low fertility. Importantly, fertile women flirted more only when they interacted with men who had genetic fitness markers, but not with other men. In sum, fertility not only alters women's behavior; it does so in a context-dependent way consistent with adaptive logic.

EVIDENCE FOR OVULATORY CYCLE SHIFTS IN WOMEN'S MATE PREFERENCES: A META-ANALYSIS

Martie Haselton[1], Kelly Gildersleeve[1], Melissa Fales[1]
[1]UCLA

The ovulatory shift hypothesis posits that women experience elevated sexual attraction on high- relative to low-fertility days of the cycle to characteristics that reflected genetic quality in ancestral men. Dozens of published studies have provided evidence for these "cycle shifts" and have been widely cited as demonstrating the utility of an evolutionary perspective in studying human behavior. However, recently published null findings have cast doubt on the robustness of these cycle shifts. We quantitatively evaluated support for the ovulatory shift hypothesis in a sample of 127 effects from 34 published and 13 unpublished studies. Consistent with the hypothesis, analyses revealed robust cycle shifts in women's preferences for cues of genetic quality in short-term but not long-term partners. Funnel plots, imputation procedures, and analyses limited to studies using a continuous fertility variable indicate that these findings do not reflect publication bias or "researcher degrees of freedom" in defining cycle phases.

SPENDING ON GIRLS VERSUS BOYS IN ECONOMIC RECESSIONS

Kristina Durante[1], Vlad Griskevicius[2], Joseph Redden[2], Andrew White[3]
[1]University of Texas at San Antonio, [2]University of Minnesota, [3]Arizona State University

Do people invest more resources into boys or girls? Theory in evolutionary biology suggests that investment in male versus female offspring depends on environmental conditions of resource availability. We use both historical data and experiments to test if economic conditions alter spending on boys versus girls. Consistent with predictions, poor economic conditions led people to allocate more resources to girls relative to boys. Economic recessions, for example, led people to bequeath more assets to girls rather than boys in their will, and increased people's willingness to pay for girl versus boy toys. Additional studies revealed the psychological mechanism for this effect and showed an important boundary condition, finding that economic conditions have stronger effects on gender-biased spending as children near reproductive age. Bridging work on animal behavior, evolutionary biology, and consumer behavior, this research contributes by showing how, why, and when environmental factors influence spending on girls versus boys.

CONFRONTING INTRASEXUAL RIVALS: 2D:4D DIGIT RATIO PREDICTS BEHAVIORAL AND ENDOCRINOLOGICAL RESPONSES TO INFIDELITY

Jon Maner[1], Saul Miller[2], Jacqueline Coyle[3], Michael Kaschak[1]
[1]Florida State University, [2]University of Kentucky, [3]Stetson University

An evolutionary perspective provides critical insight into processes associated with the maintenance of long-term romantic relationships. One key challenge associated with relationship maintenance involves warding off intrasexual rivals - individuals who might encroach on one's relationship and steal one's partner. The current research applies an evolutionary perspective to shed light on a physiological mechanism potentially underlying confrontational responses to infidelity. Findings suggest that responses to infidelity threats in adulthood are shaped by hormonally mediated masculinization of the brain in utero. In an experimental study, 2D:4D digit ratio (widely regarded as an index of prenatal testosterone exposure) moderated behavioral and endocrinological responses to infidelity threat. After an infidelity prime (but not a control prime), lower (more masculine) 2D:4D was associated with a greater tendency to approach attractive same-sex targets (intrasexual rivals) and also with heightened increases in circulating testosterone, a hormone related to a variety of aggressive and confrontational behaviors.

Symposia Session S-E3

THE VIEW FROM THE TOP: HOW GROUP DOMINANCE SHAPES THE PSYCHOLOGICAL EXPERIENCE

Saturday, February 15, 9:45 am – 11:00 am, Ballroom B/C

Chair: L Taylor Phillips, *Stanford University*

Co-Chair: Brian Lowery, *Stanford University*

Dominant group membership can subtly affect individuals' beliefs and behaviors, with profound implications for society. Dominant group membership is associated with pro-gun attitudes; heightened moral standards by which subordinate group members are judged; reduced commitment to reciprocity norms; and increased perceptions of personal adversity, undermining support for redistributive social policies.

ABSTRACTS

OPPOSITION TO GUN CONTROL AS AN EXPRESSION OF SOCIAL DOMINANCE

Christopher M. Federico[1]
[1]University of Minnesota

In popular discourse, opposition to gun control is commonly attributed to cultural traditionalism, a libertarian aversion to government, and general conservatism. In contrast, I argue that opposition to gun control is specifically an expression of social dominance. Using nationally-representative data from the 2000, 2004, and 2008 American National Election Studies (ANES), I show that general anti-egalitarianism predicts opposition to gun control even after accounting for general conservatism, partisanship, authoritarianism, moral traditionalism, opposition to "big government," personal gun ownership, and a raft of demographic variables; indeed, its predictive power typically exceeds that of all these variables. Using data from the 2008 ANES -- which features an oversample of non-whites --I then show that this effect is limited to members of the dominant racial group in American society, i.e., whites. Together, these results suggest that opposition to gun control may be primarily a function of anti-egalitarianism, especially among dominant social groups.

HOW POWERFUL GROUPS RESPOND TO DISADVANTAGED GROUPS' SUFFERING

Nyla R. Branscombe[1], Ruth H. Warner[2], Saulo Fernandez [3]
[1]University of Kansas, [2]Saint Louis University, [3]Universidad Nacional de Educación a Distancia

Dominant group members who are confronted with the unjust suffering of others experience a threat to their worldview. To avoid feeling guilt when their own group perpetrated the harm, dominant groups can minimize the severity of the suffering or engage in "competitive victimhood." When dominant groups are not the perpetrators of the victim group's harmful experience, meaning making of the victim's suffering may result in disadvantaged groups being held to a higher moral standard of future conduct. By finding benefits following exposure to victims, those with a victimized history (vs. those who have not suffered in the past) are perceived to be morally obligated to help other suffering groups. For dominant group observers, belief that the world is just and that overcoming suffering can bring benefits, results in more negative judgments of disadvantaged groups who fail to live up to these elevated moral expectations.

POWER POSITION BIASES WHAT PEOPLE THINK IS JUST

Felicia Pratto[1], Fouad Bou Zeineddine [1]
[1]University of Connecticut

Demographic groups disagree on what obligatory and compensatory policies they consider just. Two power game experiments tested whether power position causes such differing views of justice. Both experiments instantiated "social class" as unequal access to resources. When this was obvious, players over-compensated to correct class inequality, but did not do so when class inequality was non-obvious. Both experiments operationalized asymmetric interdependence

between players: as control over desired commodities (Experiment 1) or as fealty (Experiment 2). Both experiments showed that power position influenced perceptions of what is fair. Experiment 1 disadvantaged players thought non-reciprocation and use of violence to obtain the desired commodity was more fair. Both positions thought that potential costs and curtailed agency were more unfair if done to them than to the other position. Experiment 2 advantaged players thought their obligations to disadvantaged players were more unfair. Discussion elaborates the complex relations among power, justice, equality, and reciprocity.

A HARD-KNOCK LIFE? PERCEIVING HARDSHIPS IN RESPONSE TO PRIVILEGE

L. Taylor Phillips[1], Brian S. Lowery[1]
[1]Stanford University

People are motivated to take credit for their life successes and outcomes. But what if one's outcomes and successes are chalked up to privilege or unearned advantage, for instance due to race or class? Such information is aversive, undermining individuals' sense of personal merit and thus eliciting a self-enhancing reaction. Claiming personal hardships, however, can help restore that sense of personal merit, even while accepting the existence of group-level privileges. Our results show that dominant group members (Whites, upper class), when informed about their group's privileged status, claim more personal life hardships compared to those in the control condition. Importantly, self-affirmation eliminates this effect, demonstrating how self-concerns play a role in dominant group members' understanding of their group status, and how that dominance extends to them personally. Further, we show that increased claims of personal hardships in turn decrease support for redistributive policies – policies that may help reduce group inequality.

Symposia Session S-E4

MINDSETS MATTER: THE POWER OF BELIEFS FOR EVERYDAY LIFE

Saturday, February 15, 9:45 am – 11:00 am, Room 17

Chair: Jeni Burnette, *University of Richmond*

Co-Chair: Crystal Hoyt, *University of Richmond*

This symposium presents four cutting-edge perspectives on the power of personal beliefs to influence significant life outcomes for the self and others across a range of applied contexts. Integrating diverse theories, the symposium outlines how beliefs impact gender-biased employment decisions, the politics of religious conflicts, eating behavior and academic achievement.

ABSTRACTS

POLITICAL IDEOLOGIES: IMPLICATIONS FOR EMPLOYMENT-RELATED GENDER BIAS

Crystal Hoyt[1]
[1]University of Richmond

This research examined the role of political ideology and salient traditional female gender roles in employment-related gender bias. We tested the prediction that conservatives would show an anti-female candidate bias and liberals would show a pro-female bias when the traditional female gender role is salient across three studies. In Study 1, 126 participants evaluated a job applicant with the traditional female gender role activated or not. Under gender role salience, conservatives evaluated the female candidate negatively and liberals evaluated her positively. Study 2 (89 participants) replicated this effect and showed that this ideology-based bias does not occur when the non-traditional female gender role is salient and these effects are not driven by differing perceptions regarding the applicant's qualifications. Finally, Study 3 (159 participants) replicated the ideology-based evaluation bias for female candidates and demonstrated that this bias is mediated by liberals' and conservatives' attitudes toward the roles of women in society.

RELIGIOUS BELIEFS: COMPARING REPRODUCTIVE RELIGIOSITY THEORY AND RELIGIOUS PROSOCIALITY THEORY

Mike McCullough[1], Liana Hone[1], Evan Carter[1], Eric Pedersen[1], Nathan DeWall[2]
[1]University of Miami, [2]University of Kentucky

Understanding the functions of avowals of religious beliefs in modern society can have important implications for religion and politics. Reproductive Religiosity Theory (RRT) posits that the primary function is to enforce reproductive interests—specifically, to coerce others into adopting a restrictive sociosexual orientation. Religious Prosociality Theory (RPT), in contrast, posits that the chief function of these avowals is to encourage honesty and generosity. Here we describe several studies we have conducted to arbitrate between these two theories. In a correlational study, we found that self-reported religious belief was more strongly related to avowals of strict sexual morality than to avowals of strict cooperative morality. In an experiment, we found that an experimental manipulation that required participants to express their religious beliefs increased their subsequent avowals of strict sexual morality to a greater extent than their avowals of strict prosocial morality. Implications for understanding religious conflict and its politics are discussed.

LAY THEORIES OF WEIGHT AND EATING BEHAVIORS: CAN AN INCREMENTAL BELIEF INDUCE SOCIAL IDENTITY THREAT?

Jeni Burnette[1], Lisa Auster-Gussman[2]
[1]University of Richmond, [2]University of Minnesota

Although recent work suggests that incremental theories are beneficial for self-regulation in the weight domain, the current findings suggest this may not be the case for those who experience weight stigma. More specifically, across three studies, we present evidence that believing body-weight is changeable (incremental theory), rather than fixed (entity theory), reduces calorie consumption, unless you are obese, in which case such beliefs increase consumption. Study 1 illustrates this main effect and interaction on a self-report assessment of calorie intake in a sample of dieting adults. Study 2 replicates these effects on a menu selection outcome (i.e., calories ordered). Study 3 provides causal evidence for the effect of theories of weight on calories consumed in a taste test. We discuss how an incremental, relative to an entity theory, may trigger greater concerns about weight stigma and such apprehensions may deplete self-regulatory resources needed to control eating.

A BRIEF MULTI-DIMENSIONAL SOCIAL-BELONGING INTERVENTION REDUCES THE GENDER ACHIEVEMENT GAP IN SCIENCE

Lauren Aguilar[1], Greg Walton[1], Patricia Burchat[1], Chaya Nanavati[1]
[1]Stanford University

Beliefs about belonging in school powerfully impact achievement. In science, women may question whether they are valued and respected by peers. We tested two interventions designed to bolster women's sense of belonging and improve peer interactions in a large introductory physics course (N=588), a gateway to STEM majors. Intervention-1, randomized to individuals early in the term, gave students a positive narrative for interpreting adverse experiences in science (Walton & Cohen, 2011). Intervention-2, randomized by section, restructured group work to promote equal participation and peer-to-peer collaboration. Intervention-1 reduced the gender achievement gap in exam performance—men outperformed women in the control condition, but no gender differences emerged in the intervention condition. The effect was strongest for women in restructured sections at the midterm exam. Longitudinal reports of motivation, engagement, and peer interactions are examined. The results imply that changing beliefs about belonging and peer experiences may reduce gender inequality in science.

Symposia Session S-E5

CURRENT DIRECTIONS IN THE STUDY OF CHARACTER: THE FOUR W QUESTIONS (WHAT, WHEN, WHY AND WHERE)

Saturday, February 15, 9:45 am – 11:00 am, Room 9

Chair: David Gallardo-Pujol, *University of Barcelona*

Co-Chair: Taya Cohen, *Carnegie Mellon - Tepper School of Business*

The existence of moral character traits has been historically challenged. In this symposium, we seek to understand what character is, its development, whether it is consistent or not and what are its implications in applied settings by means of four innovative approaches.

ABSTRACTS

ARE YOU A MORAL PERSON? EXAMINING THE SUBSTANCE, STABILITY, AND OUTCOMES OF EXPLICIT MORAL SELF-VIEWS TO GAIN INSIGHT INTO CHARACTER

Erik E. Noftle[1]

[1]Willamette University

Classic work on moral development was focused on information-processing: how people responded to moral dilemmas was diagnostic of the moral person. Recently, the reinvigoration of a long-neglected personality approach regards morality more broadly as related to character (Hill & Roberts, 2010). Although useful frameworks exist for identifying and classifying traits that represent good character (character strengths, Big-Five subcomponents), the current work examines morality at the broadest, most explicit level. The current study tracked 237 participants, in the formative period of emerging adulthood, longitudinally across their first two college years. Several questions about moral development were pursued: Do people see themselves as typically behaving morally? Do those views change over time? Are moral self-views fatally biased or can they predict people's character traits and important outcomes? Results suggest moral self-views capture some character traits but not all, and predict life goals, moral concerns, integrity, and adjustment in revealing ways.

UNDER PRESSURE TO OBEY AND CONFORM: THE ROLE OF CHARACTER IN A VIRTUAL REPRISE OF MILGRAM'S EXPERIMENT

David Gallardo-Pujol[1]

[1]University of Barcelona

Character has been often conceptualized as a blend of virtues, traits and dispositions that arise in extreme situations. Social Psychology classical paradigms, such as Milgram's experiment, provide excellent situations in which we might test this assertion. However, obvious ethical limitations prevent us to replicate Milgram's experiment in the original form. In this talk we present a virtual reality reprise of Milgram's paradigm based on Slater et al. (2006). We investigated the role of diverse individual differences -genetics, personality, intelligence, values and goals- with regard to their influence on immoral behavior in this paradigm in a sample drawn form the general population of Barcelona (N=80). Our results show that participants' behavior can be explained, up to 30% of the variance by intelligence and agreeableness. For the very first time, a comprehensive assessment of individual differences has been conducted in relation to Milgram's paradigm. Hence, the power of the situation becomes certainly challenged.

THE LANGUAGE OF CHARACTER: LINGUISTIC MARKERS OF NATURALISTICALLY OBSERVED VIRTUOUS DAILY BEHAVIOR

Matthias R. Mehl[1], Kathryn Bollich[2], John M. Doris[2], Simine Vazire[2]

[1]University of Arizona, [2]Washington University in St. Louis

This study sought to bring together the (re-)emerging fields of moral character research and research on linguistic markers of psychological processes. In three studies (total N=190), we measured daily virtuous behavior (e.g., empathy, affection, gratitude) unobtrusively, ecologically and observationally using the Electronically Activated Recorder (EAR), a small digital audio-recorder that periodically samples snippets of ambient sounds from people's everyday lives. We further measured participants' natural language use via a computerized text analysis of verbatim transcripts of the recorded snippets of their moment-to-moment conversations (using Linguistic Inquiry and Word Count). A common "Character" factor underlying the assessed virtuous behaviors showed interesting correlates with linguistic markers of emotional and social processes as well as with theoretically meaningful thematic content categories. These findings suggest that moral character can be characterized by the words people spontaneously use in their everyday social interactions.

MORAL CHARACTER IN THE WORKPLACE

Taya Cohen[1], Abigail T. Panther[2], Nazlı Turan[3], Lily Morse[3], Yeonjeong Kim[3]

[1]Carnegie Mellon - Tepper School of Business, [2]University of North Carolina at Chapel Hill, [3]Carnegie Mellon University

What aspects of a person are indicative of moral character? We put forward an empirical solution based on analyses of 22 individual difference measures. Our results challenge the notion that moral reasoning and Emotionality are critical determinants of moral character, and instead suggest that consideration of others, self-control and concern for the future, and desire for a moral identity are of greater consequence. Measures that assess these aspects of personality distinguish people who harm and help others in their daily work lives. We replicated our findings in two three-month diary studies, controlling for demographic and organizational characteristics, with self-reported and coworker reported work behaviors. By showing that individual differences have consistent, meaningful effects on employees' behaviors, our results contest situationist perspectives that de-emphasize the importance of personality. Moral character can be measured with self-reports, and these reports predict ethical and unethical work behaviors better than basic demographic and organizational characteristics.

Symposia Session S-E6

IDENTITY CONFLICTS: CATEGORIES, CAUSES, CONSEQUENCES, AND SOLUTIONS

Saturday, February 15, 9:45 am – 11:00 am, Ballroom E/F

Chair: Alexander Browman, *Northwestern University*

Co-Chair: Mesmin Destin, *Northwestern University*

This symposium delineates two categories of identity conflicts: "identity-context conflicts" (when stigmatized/underrepresented social identities are perceived to be devalued in important settings) and "inter-identity conflicts" (when one identity's attributes conflict with those of other identities). Speakers focus on emerging causes and real-world consequences of each, and propose empirically-supported solutions.

ABSTRACTS

ORGANIZATIONAL LAY THEORIES OF INTELLIGENCE MODERATE IDENTITY-CONTEXT CONFLICTS FOR WOMEN AND RACIAL MINORITIES

Katherine T. U. Emerson[1], Mary C. Murphy[1]

[1]Indiana University

The cues hypothesis, a central tenet of social identity threat theory, proposes that situational cues signal which groups belong and are valued in a setting, impacting psychological and performance outcomes for stigmatized group members. We propose that by emphasizing either innate genius/talent (entity beliefs) or growth/effort (incremental beliefs), an organization's lay theory of intelligence can act as such a cue, moderating identity-context conflicts among individuals whose social groups are negatively stereotyped in the organization's domain. Indeed, women—but not men—exposed to entity (vs. incremental) companies reported expecting to be negatively stereotyped by company management (Study 1). Furthermore, Blacks

and Latinos—but not Whites—performed worse on problem-solving tasks that would be evaluated by entity (vs. incremental) academic organizations (Study 2). These findings suggest that organizational lay theories are situational cues that can produce identity-context conflicts for stigmatized group members, shaping important psychological and behavioral outcomes by signaling who belongs.

CUEING THE STUDENT IN ME: PERCEIVED SOCIOECONOMIC FIT INFLUENCES IMPLICIT IDENTIFICATION WITH ACHIEVEMENT AND ACADEMIC MOTIVATION AMONG LOW-SOCIOECONOMIC STATUS COLLEGE STUDENTS

Alexander S. Browman[1], Mesmin Destin[1]
[1]Northwestern University

Although they have proven themselves to be academically capable by being accepted to college, low-socioeconomic status (SES) college students are many times less likely to graduate than their higher-SES peers. The current research examines whether perceived socioeconomic fit (PSF)—the extent to which a student's social class background/identity is perceived to match their college's socioeconomic demography—can influence achievement outcomes among low-SES college students. Supporting this hypothesis, low-SES students reported lower academic efficacy than higher-SES students—an effect mediated by lower PSF (Study 1). Furthermore, in two experiments, enhancing PSF (by presenting the college environment as socioeconomically diverse, versus predominantly wealthy) increased the strength of the implicit cognitive link between the self and high academic achievement (Study 2) and enhanced academic motivation (Study 3) among low (but not high) SES students. These findings illustrate the influence of SES-based identity-context conflicts on academic outcomes among students from low-SES backgrounds.

WHEN WORLDS COLLIDE: THE SELF-REGULATORY COSTS OF UNEXPECTEDLY SWITCHING BETWEEN TWO NON-INTEGRATED IDENTITIES

Priya Kamat[1], Wendi L. Gardner[1]
[1]Northwestern University

People typically enact one dominant identity at a time, making effortless shifts when moving from one context and audience to the next. Certain situations, however, may require unexpectedly switching between identities (e.g., when a working mother receives an office call at home). In contrast to expected, context-driven identity transitions, these unforeseen identity switches may demand conscious self-regulation, thus reducing resources available for subsequent self-regulatory acts. In examining whether switching between two identities consumes executive resources, the present research finds moderation by identity integration. Specifically, switching between two identities that were experienced as non-integrated (i.e., disconnected and conflicting) led to greater self-regulatory depletion compared to maintaining a single identity, but switching between two integrated (i.e., unified and harmonious) identities did not. Furthermore, expectations of switching matter: foreknowledge that they would have to switch between identities eliminated the depletion effect found among participants with non-integrated identities.

COMPLEX AND MULTIPLE CULTURAL IDENTITIES: IS BICULTURALISM (ALWAYS) ADAPTIVE?

Verónica Benet-Martínez[1]
[1]Pompeu Fabra University, Barcelona, Spain

Multiculturalism (having several cultural identities) is a growing social phenomenon that has received considerable attention in psychology in the last decade. However, the impact multiculturalism has on adjustment has remained empirically unclear until recently. This presentation reviews research showing that acculturating individuals who embrace biculturalism to reconcile their multiple cultural identities (vs. assimilation or separation) are more apt at switching between them, resulting in richer social networks, greater creativity and innovation, and better adjustment (e.g., greater self-esteem and academic achievement, less negative affect and behavioral problems). However, work on individual differences in Bicultural Identity Integration shows that not all those who embrace biculturalism organize their cultural orientations in the same way, and that differences in the degree of cultural blendedness (vs. compartmentalization) and harmony (vs. conflict) experienced by biculturals are linked to both positive and negative outcomes. Implications for understanding the intersectionality of other types of identities will also be discussed.

Symposia Session S-E7

MOTIVATED PERCEPTION OF FACES: IMPLICATIONS FOR INTERGROUP BIAS IN THE BRAIN AND BEHAVIOR

Saturday, February 15, 9:45 am – 11:00 am, Ballroom G

Chair: David Amodio, *New York University*

Co-Chair: Amy Krosch, *New York University*

Motivated face perception—the idea that goals can shape the earliest stages of face processing—may constitute an important mechanism through which social motivations guide behavior. This symposium features new evidence for this still-controversial idea, with a focus on integrative approaches and intergroup contexts.

ABSTRACTS

ECONOMIC SCARCITY ALTERS THE PERCEPTION OF RACE TO PROMOTE ANTI-BLACK DISCRIMINATION

Amy R. Krosch[1], David M. Amodio[1]
[1]New York University

When the economy declines, racial discrimination increases. We proposed that scarcity may motivate people to perceive African Americans in a way that promotes discrimination. On a psychophysical index of subjective perception, subjects were more likely to view mixed-race faces as Black when they were primed with scarcity (vs. neutral or unpleasant concepts; Study 1) or concerned about economic competition between Blacks and Whites (Study 2). A reverse-correlation image classification technique revealed that visual representations of Black faces formed by subjects in a scarce (vs. abundant) context were darker and more "stereotypically Black," as judged by an independent sample (Study 3). When included as recipients in an allocation task (Study 4), the Black face representations produced under scarcity (vs. abundance) received fewer economic resources. These findings suggest economic scarcity can increase discrimination by altering the perception of Black faces in ways that justify unfair treatment in the minds of White perceivers.

MOTIVATED STRUCTURAL FACE ENCODING: HOW TASK INFLUENCE THE ENCODING OF RACIAL INGROUP AND OUTGROUP FACES

Tiffany A. Ito[1], Keith B. Senholzi[1]
[1]University of Colorado

People tend to better encode the faces of racial ingroup than outgroup members, but this tendency can be overcome with sufficient motivation. Here we further explore the impact of motivational factors on racial perception by examining neural responses associated with structural face encoding. We find greater structural encoding of ingroup faces under more superficial processing conditions. By contrast, when required to make subordinate, identity-level judgments, structural encoding is relatively greater to outgroup faces. Moreover, under identity-level encoding instructions, neural responses associated with structural encoding predicted subsequent memory for racial outgroup faces. Together, these data suggest that structural encoding during face processing is affected by both race and motivational factors, and further that resultant processing differences hold behavioral implications for the memory of outgroup faces.

MOTIVATED TO DISCONFIRM: RESOLVING STEREOTYPE CONFLICT TO PERCEIVE OTHERS ACCURATELY

Eric Hehman[1], Jonathan B. Freeman[1]
[1]Dartmouth College

Using fMRI, ERPs, and mouse-tracking, this talk presents work examining how conflicts between facial cues and stereotypes are resolved to perceive others accurately. In one study, high-prejudice participants exhibited greater behavioral tendencies to categorize stereotypically (e.g., Blacks as angry) and more strongly recruited brain regions associated with inhibition (i.e., dlPFC) when viewing counter-stereotypical faces (e.g., happy Blacks), suggesting that perceivers motivated to apply stereotypes must inhibit them to accurately perceive counter-stereotypic faces. In another study, conflicts between facial cues and stereotypes were accompanied by an enlarged N400 component, indexing the more elaborate semantic processing needed to resolve the conflict. Finally, highlighting these conflicts' downstream consequences, politicians with counter-stereotypic faces were categorized with greater difficulty, and less likely to win their elections in conservative US regions. Together, results suggest that conflicts between facial cues and stereotypes require inhibitory mechanisms, temporarily impairing categorization, and such impairment can influence real-world outcomes of consequence.

MULTIPLE FLAVORS OF POSITIVITY BIAS IN SOCIAL COGNITION: A NEURAL PERSPECTIVE

Brent Hughes[1]
[1]Stanford University

People are often motivated to see themselves and certain other people in an overly flattering light, yet motivational influences have been relatively absent from neural models of social cognition. I will present a series of studies that demonstrate the dynamic influence of positivity motivation on perception and evaluation of self, close others, and in-group members. We find that positivity motivation biases how we selectively encode desirable and undesirable information as well as exerts an automatic influence on our evaluations and behavior. Specifically, positivity motivation particularly engages frontal lobe regions (e.g., ventral anterior cingulate) to discriminate between desirable and undesirable attributes when encoding information. Moreover, a different set of regions (e.g., orbitofrontal cortex) is modulated by the degree to which we see the self and others in an overly flattering light. The findings provide novel traction for fleshing out neural and psychological models of motivated social cognition.

Symposia Session S-E8

THE NON-VERBAL EXPRESSION OF POSITIVE EMOTIONS: VARIATIONS AND SOCIAL IMPLICATIONS

Saturday, February 15, 9:45 am – 11:00 am, Room 18 A/B

Chair: Michelle Shiota, *Arizona State University*

Non-verbal expressions of positive emotion play a profound role in our social interactions. Talks in this symposium ask whether people recognize a variety of distinct positive emotion expressions in the face, body, and voice, and examine subtle implications of positive emotion expressions for social inference and behavior.

ABSTRACTS

THE FACE(S) OF POSITIVE EMOTION: CROSS-CULTURAL RECOGNITION OF MULTIPLE EXPRESSIONS

Alexander F. Danvers[1], Michelle Lani Shiota[1]
[1]Arizona State University

Although a growing body of work suggests the existence of several positive emotions, research on the extent of differentiation in their facial and postural expression is limited. We assessed recognition of seven distinct facial/postural expressions of positive emotion by MTurk participants from two cultures: the U.S. and India. Participants read about a prototypical eliciting situation for each emotion, and chose one of seven posed facial expressions (or "none of the above") as most appropriate for the scenario. Results indicated high levels of recognition in both cultures for displays of pride, amusement, and nurturant and attachment love. Target contentment, anticipatory enthusiasm, and awe expressions were selected for their scenarios at lower frequencies, or inconsistently across cultures. Findings suggest that positive emotions primarily serving social/relationship functions can be identified through similar cues across cultures. Expressions of positive emotions serving resource- or information-focused functions may be more variable and/or identified less readily.

NON-VERBAL VOCALIZATIONS OF POSITIVE EMOTIONS: ASSESSING UNIVERSALITY AND INNATENESS

Disa Sauter[1]
[1]University of Amsterdam

Groans of pleasure, whoops of triumph, sighs of relief, and mirthful laughter – nonverbal vocalizations can communicate a range of positive emotional states. Examining vocal expressions, I ask whether these positive states fulfill two criteria of "basic emotions": universality and innateness of expression. Study 1 tested universality in a cross-cultural comparison of British and Namibian listeners' interpretations of vocalizations using a forced-choice task (n=109). As a test of innateness, Study 2 examined the vocalizations of congenitally deaf individuals, since those born deaf have had no opportunity for auditory learning. Naive listeners (n=25) classified vocalizations produced by both hearing and deaf individuals. Taken together, the results from these studies support the notion that mirth and relief may be basic, by demonstrating universality and innateness of their vocal signals. In contrast, non-verbal vocalizations of sensual pleasure and triumph showed considerable plasticity, being shaped to a greater extent by modality- and culture-specific learning.

THE IRREPRESSIBLE POWER OF PRIDE DISPLAYS

Jessica L. Tracy[1], Azim F. Shariff[2], Jason P. Martens[1]
[1]University of British Columbia, [2]University of Oregon

Pride is associated with a distinct, cross-culturally recognized nonverbal display, suggesting that this positive emotion may serve a communicative function. We present evidence from eight studies indicating that pride is integrally involved in the communication of high status, and that individuals respond to pride displays with adaptive status-relevant inferences and social behavior. Findings support four conclusions: (1) individuals across cultures reliably display pride in response to the status-relevant situation of success; (2) observers across diverse cultures respond to pride displays by implicitly granting the displayer high status; (3) pride-based status inferences occur, and influence decision-making, even when observers are confronted with contradictory contextual information; and (4) observers use status information gleaned from pride displays to guide social learning, showing a behavioral bias toward learning from those who display pride. Together, these findings suggest that the pride expression evolved to influence and help navigate hierarchy-based social dynamics.

ANGRY LESBIANS AND HAPPY GAYS: EMOTIONAL EXPRESSION INFLUENCES THE PERCEPTION OF SEXUAL ORIENTATION

Gabrielle Filip-Crawford[1], Andrew E. White[1], Virginia S.Y. Kwan[1]
[1]Arizona State University

"Gaydar" is a popular term describing ability to detect others' sexual orientation, often based on gender atypical cues. Previous research has examined stable, gendered cues that influence inferences about homosexuality. In the current investigation, two studies asked whether people displaying a gender atypical emotion expression - the Duchenne smile in males and anger expression in females - are more likely to be perceived as homosexual than when they display a neutral or gender-typical expression. Study 1 (n=89) demonstrated that "happy" men and "angry" women were significantly more likely to be perceived as gay ($F[2,87] = 15.62$, $p < .001$). Study 2 (n=94) replicated this effect ($F[2,92] = 16.80$, $p < .001$) and found that it was mediated by perceived masculinity-femininity. The present findings demonstrate

how fleeting, transient emotional displays can affect perceptions of sexual orientation. As such, our findings can be applied across many social contexts.

Symposia Session S-E9

AUTOMATIC ETHICS: EXPLORING THE RELATIONSHIP BETWEEN COGNITIVE RESOURCES AND PROSOCIAL BEHAVIOR

Saturday, February 15, 9:45 am – 11:00 am, Room 18 C/D

Chair: Peter Meindl, *University of Southern California*

Co-Chair: Jesse Graham, *University of Southern California*

Is prosocial behavior best achieved via cognitive resources and deliberative thinking, or by quick and automatic responses? Recent research supports both views. In this symposium we explore both possibilities and offer empirical resolutions to current discrepancies in the literature.

ABSTRACTS

ASK A BUSY PERSON: ATTENTIONAL MYOPIA AND HELPING

Matthew Wallaert[1], Andrew Ward[2], Traci Mann[3]

[1]Microsoft, [2]Swarthmore College, [3]University of Minnesota

How prosocially do people behave when they are busy? The traditional view is that people are less helpful when they are under cognitive load. We tested a version of this proposition in two studies. Study 1 exposed participants to a helping request in which cues promoting the relevant behavior were made more salient than those inhibiting it. Study 2 featured a request in which inhibiting cues were made more salient than cues promoting the behavior. In both studies, participants who were "busied" by high cognitive load showed more influence of the dominant behavioral pressure than did participants under minimal load. The results suggest that busy people can respond more to a helping appeal, but only when cues facilitating helping are more salient than those discouraging it.

ALTRUISM TAKES TIME

Peter Meindl[1], Kate Johnson[1], Erica Beall[1], Jesse Graham[1]

[1]University of Southern California

If you want people to act prosocially, should you give them more or less time to decide what to do? Some research suggests that the more people think before they decide how to act, the more likely it is they will act prosocially. Other research suggests the opposite is true: the more time people take to decide how to act, the less prosocially they behave. The results of the present nine studies help reconcile these conflicting lines of research. Our findings indicate that the current discrepancy in the literature may stem from two distinct types of prosocial behavior - altruistically-driven (e.g., giving with no chance of reward) and more egoistically-driven (e.g., cooperation that could also benefit the self). When prosocial behavior is altruistically motivated, prosociality is increased as a function of greater decision-time, but in situations in which prosociality is influenced by egoistic motives, increased decision-time reduces prosocial behavior.

HABITS OF VIRTUE: CREATING NORMS OF COOPERATION AND DEFECTION IN THE LABORATORY

David Rand[1]

[1]Yale University

Why do we often cooperate with strangers, and why do cooperation rates differ across cultures? An answer comes from the Social Heuristics Hypothesis: people automatize strategies that are successful in daily social interaction. If people primarily interact in environments where cooperation is advantageous (due to effective "rules of the game"), they adopt cooperation as their default behavior more generally. Here we experimentally demonstrate such spillovers. First, we immerse subjects in environments that do or do not support cooperation using repeated Prisoner's Dilemmas. Afterwards, we measure their intrinsic motivations to cooperate in one-shot games. Subjects from environments that support cooperation are more prosocial with strangers, more likely to punish selfishness, and more generally trusting. Furthermore, we show that this effect is driven by subjects who use heuristics. Our findings provide direct evidence that strategies from repeated interactions spill over into one-shot settings, and shed light on the origins of cooperative intuitions.

THE SLUGGARD AND THE STALWART: A NEW, RELATIONAL LOOK AT SELF-CONTROL AND INTIMATE PARTNER VIOLENCE

Nathan DeWall[1]

[1]University of Kentucky

Why do people harm the ones they love the most? Growing evidence suggests that self-control buffers people from intimate partner violence. But this work ignores the importance of how relational self-control - individual self-control in relation to a partner's self-control - influences intimate partner violence. Extending the I-cubed theory of intimate partner violence (Finkel, DeWall, Slotter, McNulty, Pond, & Atkins, 2012), two daily diary longitudinal studies showed that people whose self-control was lower than their romantic partner's behaved most aggressively. These effects occurred at high levels of trait physical aggressiveness and provocation, and remained significant after controlling for individual and partner level self-control. The findings redefine self-control by focusing on how the difference between individual and partner levels constitutes a unique predictor of intimate partner violence.

Symposia Session S-E10

WORKING MEMORY CAPACITY IN SOCIAL PSYCHOLOGY: NEW DIRECTIONS

Saturday, February 15, 9:45 am – 11:00 am, Room 19

Chair: Dominik Mischkowski, *The Ohio State University*

Co-Chair: Jennifer Crocker, *The Ohio State University*

Though working memory capacity (WMC) explains important affective, cognitive, and social outcomes, its potential as a core construct in personality and social psychological research remains largely unexplored. This symposium documents how WMC can foster our understanding of basic social psychological phenomena, such as stereotype threat, social exclusion, and aggression.

ABSTRACTS

WORKING MEMORY CAPACITY AS A MEDIATING VARIABLE

Randall W. Engle[1]

[1]Georgia Institute of Technology

Working memory capacity (WMC) has the qualities of a trait, with identifiable brain structures, neurotransmitters, and genetic factors associated with individual differences in WMC. This trait is associated with performance on a huge array of real world tasks from complex learning to mind wandering to the prevention of intrusive thought. WMC can also be thought of as a state variable in that many conditions can lead to a reduction in trait WMC. Some examples are sleep deprivation, drugs, and stereotype threat. I argue for a model in which WMC at the construct level is a mediating variable for many different tasks in which control of attention is important. I will present new data supporting the fractionation of WMC into separable functions including attention control, capacity of primary memory, and ability to retrieve information from secondary memory.

UNCOVERING THE ROLE OF SPECIFIC EXECUTIVE FUNCTIONS IN STEREOTYPE THREAT OUTCOMES FOR WOMEN

Katie J. Van Loo[1], Robert J. Rydell[1], Kathryn L. Boucher[1]

[1]Indiana University

Stereotype threat research shows that reminding women of negative gender-based math stereotypes underperform on subsequent math problems. Models of stereotype threat assert that threat reduces working memory capacity, thereby accounting for its negative effects. This work provides a more detailed understanding of the

cognitive processes through which stereotype threat leads women to underperform at math and to take risks, by examining which basic executive functions underlying working memory capacity (inhibition, shifting, and updating) account for these outcomes. We found that women under threat showed reduced inhibition, updating, and math performance and increased risk-taking compared to women in a control condition (or men); however, only updating accounted for women's poor math performance under threat (Experiments 1 and 2), whereas only inhibition accounted for the effect of threat on risk-taking (Experiment 2). These findings suggest that distinct executive functions can account for different stereotype threat-related outcomes.

WORKING MEMORY CAPACITY EXPLAINS THE EFFECTS OF SOCIAL EXCLUSION ON REDUCED COGNITIVE AND SOCIAL FUNCTIONING

Dominik Mischkowski[1], Jennifer Crocker[1]

[1]The Ohio State University

Social exclusion impairs intellectual and social functioning, for reasons that are not well understood. We propose that reduced working memory capacity (WMC) explains effects of social exclusion on important cognitive and social behaviors, specifically intellectual performance and prosocial behavior. We tested this process hypothesis in three experiments. In Experiment 1, social exclusion reduced intellectual performance on the General Mental Abilities Test. In Experiments 2 and 3, social exclusion reduced prosocial behavior, operationalized as writing a support letter to another person in either social or physical distress. In all experiments, social exclusion reduced WMC. Bootstrapping tests indicated that social exclusion indirectly affects intellectual performance and prosocial behavior towards a person in social or physical distress through reduced WMC, indicating that the empathic response to both types of distress relies on similar working memory mechanisms. These findings suggest that WMC is a core variable in explaining the effects of social exclusion.

WORKING MEMORY CAPACITY INFLUENCES AGGRESSION AND ATTENTIONAL BIASES TOWARD VIOLENT STIMULI

Thomas F. Denson[1]

[1]University of New South Wales

Good working memory capacity (WMC) allows individuals to exert control over attention and impulses. Three laboratory studies showed that WMC moderated the influence of individual differences in anger proclivity on aggressive behavior and attentional biases. Study 1 found that high WMC can help high anger people overcome the urge to aggressively retaliate in response to an insult. Moreover, relative to a placebo, when people with low WMC consumed a glucose beverage (which can improve WMC), they responded to the insult with identical levels of aggression as people with high WMC. Study 2 found that high WMC can help those high in angriness overcome the bias to attend toward violent images. In Study 3, we experimentally reduced WMC via alcohol intoxication and reversed the effects found in Study 2. Together, these results suggest that high WMC can assist anger-prone individuals in controlling aggressive behavior, possibly via effective attentional control.

Symposia Session S-E11

APPROACHES TO ANTHROPOMORPHISM AND ITS SOCIAL AND MORAL CONSEQUENCES

Saturday, February 15, 9:45 am – 11:00 am, Room 6

Chair: Hyunjin Song, *Arizona State University*

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

This symposium presents four approaches to anthropomorphism and its important consequences: (a) the effects of illness metaphor on cancer perception and management, (b) the impact of Haeckel's embryo drawing on attitudes toward abortion, (c) the intent-magnifying-harm effect in perceptions of corporations, and (d) the link between mind-body dualism and anthropomorphism.

ABSTRACTS

UNINTENDED CONSEQUENCES OF "WAR ON CANCER"

Virginia S. Y. Kwan[1], Robert M. Adelman[1], Kathryn Johnson[1], Athena Aktipis[2], Carlo Maley[2], Steven L. Neuberg[1]

[1]Arizona State University, [2]University of California-San Francisco

The "War on Cancer" has been the dominant framing for cancer treatment. Despite the ubiquity of this metaphor, little is known about its unintended consequences for cancer management decisions. We propose that many of these consequences are problematic—that framing cancer as a foreign enemy may lead people to conceptualize cancerous tumors as homogenous and discrete, and motivated as an outside entity to destroy one's body. In a series of studies, we showed that priming cancer as an invading enemy led people to (a) rate the cancerous cells as more homogenous than non-cancerous cells in stark contrast to the genetic reality that cancerous cells are more diverse than non-cancerous cells, (b) increase preferences for immediate, aggressive eradication of the cancer, and (c) facilitate biases towards riskier treatment options. By improving our understanding of cancer metaphors, this research raises awareness of the impact of cancer metaphor on medical and health decisions.

TOO CREATURELY TO BE ALIVE: HUMAN-ANIMAL SIMILARITY IN EMBRYOS ATTENUATES ANTI-ABORTION ATTITUDE AMONG RELIGIOUS INDIVIDUALS

Hyunjin Song[1]

[1]Arizona State University

The belief about 'personhood of embryos' underlies the anti-abortion attitudes among many religious traditions. The present research examines how evolutionary evidence of human-animal similarities in embryos influences humanness perception of embryos and attitudes toward abortion among religious vs. non-religious individuals. Specifically, participants were presented with the mammal parts of Haeckel's embryo drawing that accentuates similarities between human embryos and embryos of other mammals. Religious individuals became more liberal about abortion when they encountered the drawing: They (a) started seeing humans in embryos at later stages (b) felt less strongly against aborting embryos, and (c) more willing to consider aborting embryos even at later stages. The drawing did not affect non-religious individuals' attitudes toward abortion. The roles of uncanny valley and mind-body dualism in anthropomorphism will be discussed.

WE ARE INTENT-DETECTORS

Susan T. Fiske[1], Daniel L. Ames[1]

[1]Princeton University

People are quick to spot intent, for better or worse. People spot intent even in animals and corporations, along the same dimensions as we do for individual people. Apparently, some entities aim to be helpful and some harmful; some seem competent to act on those intentions, and some seem not. Several studies of apparently Human Brands support these claims. Perceiving intent has critical downstream consequences. When harms seem intentional, they seem worse, even when they are not, whether for people, corporations, or animals. Several studies show this intent-magnifying-harm effect persists, despite incentives to be accurate, and for emotional as well as financial harm. Our motives to detect intent over-ride more balanced approaches, but they may be adaptive, nonetheless.

OF LIMPING HAMSTERS AND EVIL DOPPELGÄNGERS: WHY ADULTS ARE INTUITIVE MIND-BODY DUALISTS

Matthias Forstmann[1], Pascal Burgmer[1]

[1]University of Cologne

One necessary requirement for the ability to attribute conscious thought and intentions to nonhuman entities is a belief in mind-body dualism, that is, that minds and bodies are two separable entities. Past research suggests that such beliefs are a natural by-product of the development of cognitive processes that enable us to take other humans' perspectives and infer their mental states. Thus, it was argued

that people are "natural-born dualists" and only use later acquired knowledge about the physical origins of the mind to correct for this intuition. Derived from recent work in developmental psychology, we establish a new measure of mind-body dualism and show in four studies (a) that dualism is still prevalent among adults, and (b) that adults are indeed by default intuitive mind-body dualists: taxing participants' cognitive resources needed to correct their intuitions or priming them with an intuitive (vs. analytical) thinking style both increased dualistic beliefs.

Symposia Session F

Saturday, February 15, 11:15 am – 12:30 pm

Symposia Session S-F1

DATA BLITZ

Saturday, February 15, 11:15 am – 12:30 pm, Ballroom D

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

Co-Chair: Nathan DeWall, *University of Kentucky*

ABSTRACTS

ATTACHMENT COREGULATION: A LONGITUDINAL INVESTIGATION OF THE COORDINATION IN ROMANTIC PARTNERS' ATTACHMENT STYLES

Nathan W. Hudson[1], R. Chris Fraley[1], Claudia Chloe Brumbaugh[2], Amanda M. Vicary[3]

[1]University of Illinois at Urbana-Champaign, [2]Queens College, [3]Illinois Wesleyan University

A longitudinal study of 172 romantic couples was used to investigate the coregulation, or coordination, of changes in attachment security between partners. Participants provided self-reports of their attachment security in 4 relationship domains (mother, father, best friend, romantic partner) up to 5 times over the course of 1 year. Data were analyzed using structural equation models that allowed estimation of baseline attachment similarities between partners, correlated changes in partners' attachment styles, and partners' direct prospective effects on each other's attachment security. Results supported coregulation processes, as individuals experienced positively correlated changes in attachment security with their partners above and beyond their baseline similarities to each other. Furthermore, changes in security with respect to the romantic relationship were associated with changes in security with respect to each partner's other close relationships. This suggests that attachment changes in one relational domain may tend to propagate forward to impact other relationship domains.

PROCESSES OF SELF-ESTEEM DEVELOPMENT IN EMERGING ADULTHOOD IN THE CONTEXT OF INTERNATIONAL MOBILITY

Roos Hutteman[1], Steffen Nestler[1], Jenny Wagner[2], Boris Egloff[3], Mitja D. Back[1]

[1]University of Muenster, [2]Humboldt-University of Berlin, [3]Johannes Gutenberg University Mainz

We investigated the micro-processes underlying self-esteem development, by examining whether state changes in self-esteem underlie the development of trait self-esteem. We investigated a sample of 700 German high school students participating in an exchange year, who provided 3 waves of trait self-esteem data as well as 10 monthly state measures of self-esteem. In addition, a control group who stayed in Germany (N = 700) provided two waves of trait self-esteem data. Results showed a steeper mean-level increase and a lower rank-order stability of trait self-esteem in exchange students compared to the control group. Trait changes in exchange students were mediated by state changes during their exchange. Moreover, these trait changes in self-esteem could be explained by the dynamic interplay between state changes in self-esteem and social adaption. In sum, our findings emphasize the importance of incorporating a micro-analytical approach when investigating self-esteem development and its underlying processes.

SACRED VALUES IN THE ISRAELI-PALESTINIAN CONFLICT

Hammad Sheikh[1], Jeremy Ginges[2]

[1]City University of New York, [2]New School for Social Research

Conflicts over sacred values may be particularly difficult to resolve. Because sacred values are non-fungible with material values, standard attempts to negotiate, such as offering material incentives to compromise, often backfire, increasing moral outrage and support for violent action. We present two experimental studies with Palestinians in the West Bank and Gaza demonstrating three other ways sacred values may make conflict more intractable, focusing on what we call devoted actors, people who regarded issues central to the Israel–Palestine conflict as sacred values. We show that devoted actors (1) were less amenable to social influence, (2) perceived conflict-related events in the past as well as expected events in the future to be temporally closer, and (3) were blind to individual opportunities to escape the conflict. These results suggest that sacred values may affect decision making in a number of ways, which combined, contribute to common defense and continuation of conflict.

I'M GAME: THE COSTS AND BENEFITS OF COMMUNAL MOTIVATION IN THE SEXUAL DOMAIN

Amy Muise[1], Emily A. Impett[1]

[1]University of Toronto Mississauga

Romantic partners will inevitably experience conflicting interests in their relationship, and the sexual domain is no exception. It is crucial to understand how partners navigate situations in which their sexual interests differ and the implications for relationship happiness. When is it beneficial to focus on meeting a partner's sexual needs? In two daily experience studies of long-term couples we draw on theories of communal motivation to demonstrate that people who are motivated to meet their partner's sexual needs (those high in sexual communal strength) and their partners experienced relationship benefits. In contrast, those who are exclusively focused on their partner's needs as opposed to their own (those high in unmitigated sexual communion) don't reap these benefits and even incurred relationship costs. The findings suggest that being motivated to meet a partner's sexual needs is associated with positive outcomes, but only when people don't ignore their own desires in the process.

SHAMED INTO TAKING A DRINK? SHAME DISPLAYS PREDICT LIKELIHOOD OF RELAPSE AMONG RECOVERING ALCOHOLICS

Daniel Randles[1], Jessica L. Tracy[1]

[1]University of British Columbia

Public shaming has long been thought to promote positive behavioral change. However, studies suggest that shame may be a detrimental response to problematic behavior because it motivates hiding, escape, and general avoidance of the problem. Using a longitudinal design, we tested whether shame about one's past addictive drinking (measured via nonverbal displays and self-report) predicts future drinking behaviors and changes in health among newly recovering alcoholics. Results showed that nonverbal behavioral displays of shame, expressed while discussing past drinking, strongly predicted (a) the tendency to relapse 4 months later, (b) the severity of that relapse, and (c) declines in physical and mental health. All results held controlling for a range of potential confounders (e.g., alcohol dependence, health, personality). These findings suggest that shame about one's problematic past may increase, rather than decrease, future occurrences of problem behaviors.

"FIGHT THE POWER" VS. "I HAVE A DREAM": IMPLICIT POWER MODULATES HOW AFRICAN AMERICANS COMMUNICATE ABOUT RACIAL INJUSTICE

Ruth Ditlmann[1], Valerie Purdie-Vaughns[2], John Dovidio[3]
[1]WZB Social Research Center Berlin, [2]Columbia University, [3]Yale University

Implicit motives play an important role in intergroup communication. Four studies demonstrate that African Americans with a high implicit power motive (nPow) are more likely than those with a low implicit power motive to influence Whites when discussing controversial topics. First, we show in an experiment that high but not low nPow African-American participants express more affiliation motivation in a letter to a White peer when racial injustice is salient than when it is not salient (e.g., emphasizing common interests, building a relationship). Similarly, we show in an archival analysis that President Obama (a high nPow president; Winter, 2011) uses more affiliation motivation when speaking to White versus Black audiences about racial injustice and inequality. Second, we show in two experiments that White individuals and audiences are receptive to expressions of affiliation motivation in intergroup communication about controversial topics, especially when racial injustice and inequality are salient.

TEENS' POSITIONS WITHIN THEIR ONLINE SOCIAL NETWORKS PREDICTS NEURAL RESPONSES TO SOCIAL FEEDBACK

Matthew O'Donnell[1], Joe Bayer[1], Chris Cascio[1], Emily Falk[1]
[1]University of Michigan

The degree to which you are an information broker in your online social network (OSN) is related to your neural activity when receiving social feedback. We collected ego-networks from 54 adolescent male Facebook users and measured their betweeness centrality (extent to which they serve to connect the groups of friends in their network). Controlling for network size (number of friends), this measure predicts neural activity in regions associated with perspective taking (DMPFC) during an fMRI social influence task in which they rate and receive feedback about peer opinions of mobile game applications. These results link the neural bases of social influence and social network phenomena, suggesting novel interpretations for what it means to be connected and to be a connector online. Beyond these structural features of OSNs, we collected participants' Facebook usage through status updates, photo-tagging, likes, and comments to relate network structure and usage to the social psychology of influence.

HALO FACTOR IN PERSONALITY RATINGS IS NOT RELATED TO WELL-BEING

Ivana Anusic[1], Richard E. Lucas[1], M. Brent Donnellan[1]
[1]Michigan State University

Past work has suggested that a single factor can explain much covariance among the Big Five personality traits. Some researchers have proposed that this reflects a higher-order personality factor that is related to important outcomes such as well-being. However, there is evidence that the single factor reflects evaluative biases (i.e., halo). We used data from multiple informants and found support for the halo model. Replicating past research, we found that halo from self ratings of personality was not related to halo from informant ratings. Moreover, the halo factor was not related to well-being indicators (life satisfaction, affect, self-esteem) across different informants.

THE NEXT GENERATION OF PSYCHOLOGICAL DATA COLLECTION: SOCIAL NETWORKS AND MOBILE SENSING

Benjamin Sage Crosier[1], Gregory Webster[1]
[1]University of Florida

Facilitated by technological advances, the social psychological laboratory has expanded from college campus into the real world. Online social network data sources such as Facebook, Twitter, and Instagram have increased sample sizes into the millions. Mobile devices now accompany many people through every moment of their daily lives, potentially serving as behavioral recorders. Custom hardware and software solutions are now being designed to collect rich behavioral data in social situations. We provide an overview of these cutting-edge approaches through our ongoing projects, including web-based data-mining tools for collecting qualitatively rich relational data (social networks), open-source mobile-sensing platforms that allow many cellphones to become behavioral databanks, radio-frequency identification (RFID) technology for collecting high-resolution social network data, and Google Glass, which offers an unprecedented avenue for information delivery and collection. We discuss how each of these new data collection techniques has the potential to transform personality and social psychological methods and theory.

TRUST, CLOSENESS, AND CONFLICT IN INTERGROUP FRIENDSHIPS

Hilary B. Bergsieker[1], J. Nicole Shelton[2], Deborah Son Holoien[3], Jan M. Alegre[2]
[1]University of Waterloo, [2]Princeton University, [3]The Ohio State University

Friendship, the most potent form of intergroup contact, requires trust to withstand conflicts. Three dyadic studies assess trust and conflict in same- and cross-race friendships. In Study 1, Whites and Blacks reported trusting a cross-race friend less than a same-race friend, a gap mediated by closeness. One year later, higher trust predicted fewer friend betrayals and greater closeness to the cross-race friend's group. In Study 2, cross-race roommates who experienced a conflict reported larger, longer-lasting trust gaps than their same-race counterparts. In Study 3, dyads completed closeness-inducing (Fast Friends) or control tasks prior to simulated cooperation or defection in the prisoner's dilemma. After a betrayal, Black participants reported less trust and more anger at Whites (vs. Blacks) in the control-task condition, whereas this race-based trust gap disappeared in the Fast Friends condition. These studies highlight the fragility of intergroup trust and suggest that closeness can facilitate its establishment and recovery.

REACHING OUT TO OTHERS IN THE CONTEXT OF DAILY INTERPERSONAL EXPERIENCES AND SELF

Shannon T. Mejia[1], Karen Hooker[1]
[1]Oregon State University

Examining relationship processes in the context of self and daily experiences provides insight into how the self-system may guide distinct regulatory strategies in daily life. Using data from the Personal Understanding of Life and Social Experiences (PULSE) project, this study links regulation to self by examining variation in relationship processes across independent and interdependent possible self (PS) representations. Each day, for 100 days, 99 older adults (M Age = 62.3) reported contact and satisfaction with their closest social partner (CSP) (partnered = 73) and four peripheral social partners (PSP). Multilevel analysis found that among those with interdependent PS (N = 77), days with satisfying CSP interactions were associated with less PSP contact on that day. Among those who were partnered, interdependence decreased the likelihood of contacting PSP on days with no CSP contact. The findings justify further investigation into the variation of interpersonal processes across independent and interdependent self-conceptions.

HEALTH BEHAVIOR REACTIVITY AND WELL-BEING: DO RELATIONSHIPS BETWEEN WEEKLY STRESSORS, EXERCISE, AND DRINKING LINK TO SUBSEQUENT OUTCOMES?

Laurie M. Jacobs[1], Cynthia D. Mohr[1], Robert R. Sinclair[2]
[1]Portland State University, [2]Clemson University

When coping with stressors, individuals may demonstrate health behavior reactivity, e.g., increases or decreases in behaviors such as exercise or drinking. These changes might be coping-motivated or failures of self-regulation; their cumulative effects could be a mechanism through which stressors impact well-being. We examined reactivity in a sample of registered nurses (N=137) who completed 12 weekly Internet diaries and a follow-up survey. Each participant's relationship (slope) between work stressors and behavior was calculated via multilevel modeling; follow-up health/well-being outcomes were regressed on those individual slopes. We found that those who exercised more days per week than usual when encountering greater stressors than usual subsequently had lower depression scores and higher satisfaction with life than those whose exercise was the same or decreased in such weeks. Increased drinking

in weeks of greater stressors was associated with subsequent lower perceived health. Results suggest a relationship between health behavior reactivity and later outcomes.

Symposia Session S-F2

BEING THERE WHEN IT COUNTS: CHRONIC AND SITUATIONAL INFLUENCES ON RESPONSIVE BEHAVIOR IN CLOSE RELATIONSHIPS

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

Chair: Denise Marigold, *Renison University College at University of Waterloo*

Being a responsive relationship partner means attending to and responding supportively to partners' needs, concerns, and goals, which is critical for fostering relationship well-being. This symposium explores factors that influence people's responsiveness to close others, and examines the discrepancy between the provider's and recipient's perceptions of responsive behavior.

ABSTRACTS

WHEN NEGATIVITY IS THE NORM: PARTNER RESPONSIVENESS TO NEGATIVE DISCLOSURES FROM CHRONICALLY NEGATIVE PEOPLE

Amanda L. Forest[1], David R. Kille[2], Joanne V. Wood[2]
[1]University of Pittsburgh, [2]University of Waterloo

Responsive behavior requires understanding a partner's emotional state (Reis & Shaver, 1988). Employing shifting standards logic, we reasoned that people interpret a partner's negative disclosures in light of the partner's typical level of negative expressivity (i.e., negativity baseline). For example, a complaint will be taken more seriously when it comes from a typically sunny person than from a chronic whiner. Study 1 provided correlational evidence that people who frequently (vs. seldom) express negativity believe that their partners underestimate the severity of their negative emotions and behave unresponsively toward them. In Study 2, experimentally manipulating a listener's beliefs about a discloser's negativity baseline affected the listener's perceptions of discloser distress and anticipated responsiveness. Study 3 linked a discloser's negativity baseline to a partner's behavioral responsiveness to a specific negative disclosure. These findings demonstrate the importance of a discloser's negativity baseline in shaping emotion interpretation and responsiveness in close relationships.

WHY SUPPORT PROVIDERS MAY NOT BEHAVE RESPONSIVELY TOWARDS LOW SELF-ESTEEM FRIENDS

Denise Marigold[1], Justin V. Cavallo[2], John G. Holmes[3]
[1]Renison University College at University of Waterloo, [2]Wilfrid Laurier University, [3]University of Waterloo

Well-intentioned social support can fail to relieve, or even exacerbate, the recipient's distress if the recipient does not perceive it to be responsive to his/her needs (Maisel & Gable, 2009). How do providers feel when they are not successful at delivering responsive support? In this research we examine the providers' reactions as well as the recipients.' We predicted that when people relate a personal failure, what support they experience as responsive depends on their own self-esteem (Study 1). In Study 2 we showed providers have some knowledge of how support strategies are differentially perceived by LSE or HSE friends. In Study 3 we show that providers do not follow through on that knowledge, and can behave non-responsively. LSEs' reactions to non-responsive support lead providers to feel worse about themselves and about their friendship. Possible reasons why the gap exists between providers' knowledge and practice of responsive support strategies are discussed.

PREDICTORS OF THE PURSUIT AND SUPPORT OF CHALLENGING LIFE OPPORTUNITIES

Brooke Feeney[1], Meredith Van Vleet[1], Jennifer Tomlinson[1], Brittany Jakubiak[1]
[1]Carnegie Mellon University

Making the decision to engage in or forego challenging life opportunities is a common experience for many individuals. This study investigated the idea that these decision points (and the subsequent embracing of challenging opportunities) are influenced by close relationships. Participants were 167 married couples, one member of which was given an opportunity to compete in a challenging speech task for a chance to win a prize. The potential benefit of the prize to the partner was experimentally manipulated (either the prize would benefit only the recipient or would benefit both couple members). Each couple was unobtrusively videotaped for 5 minutes as the recipient made a decision, later coded by independent observers. Results indicated that the recipient's decision to embrace the opportunity was influenced by the quality of support enacted by the spouse, and that the spouse's support behavior was influenced by the spouse's chronic and experimentally-manipulated motivations for providing support.

PERCEIVING RESPONSIVENESS THROUGH THE FILTER OF PERSON AND SITUATION FACTORS

Thery Prok[1], Courtney L. Gosnell[1], Claire Chisholm[1], Shelly L. Gable[1]
[1]University of California, Santa Barbara

Perceptions that a partner is understanding, validating, and caring (responsiveness) are based not only the behavior of the partner but also on the situation and on factors residing within the perceiver. Dating couples (N =98) were videotaped taking turns discussing important personal goals. Disclosers rated their perceptions of partners' responsiveness and observers later coded their responsive behaviors. Results showed that general feelings of worth interacted with partners' observed behaviors to predict perceived responsiveness. For example, those high in self-esteem perceived high responsiveness when their partners' behavior was coded as responsive and perceived low responsiveness when their partners' behavior was coded as less responsive. In contrast, those low in self-esteem perceived moderate responsiveness from their partners regardless of the partner's actual behavior. This perceived responsiveness predicted partners' goal support six months later, which in turn was linked to goal progress. Implications of person and situational factors on perceived responsiveness are discussed.

Symposia Session S-F3

ARE CONSERVATIVES REALLY FROM MARS AND LIBERALS FROM VENUS? THE PSYCHOLOGICAL PROCESSES UNDERLYING INDIVIDUAL DIFFERENCES IN MORALITY AND IDEOLOGY.

Saturday, February 15, 11:15 am – 12:30 pm, Room 17

Chair: Jeremy Frimer, *University of Winnipeg*

Co-Chair: Linda Skitka, *University of Illinois, Chicago*

Ideological clashes over gun control, abortion, and foreign wars give the impression that, morally speaking, conservatives are from Mars and liberals are from Venus. Relying on personality, motivational, and cognitive approaches, this symposium investigates the basic processes underlying ideological moral conflicts. The result is a surprising amount of common ground.

ABSTRACTS

DO CONSERVATIVES REALLY MORALIZE OBEDIENCE TO AUTHORITY?

Jeremy A. Frimer[1], Jennifer C. Wright[2], Danielle Gaucher[1]
[1]University of Winnipeg, [2]College of Charleston

Liberals often morally support individuals who challenge authorities. Conservatives often support individuals who obey orders. We suggest that this ideological difference is primarily the product of a general bias to favor like-minded authorities. Studies 1-3 use personality judgments, scales, and vignettes to show that conservatives appear to have a moral affinity for obedience to authorities, and liberals a moral affinity for disobedience. Study 4-5 experimentally tested the source of the disagreement: moral sentiments about (a) obedience, or (b) the authority demanding obedience. The political association of the authority was the stronger driver of the disagreement. When the authority is liberal, liberals---not conservatives---moralize obedience. Study 6 finds that people perceive authorities, by default, to be conservative. Most of the political disagreement about obedience to authority is sourced to a generic bias to favor authorities that share one's own beliefs, along with a perception that authorities are conservative.

CROSS SITUATIONAL (IN)CONSISTENCY IN LIBERALS' AND CONSERVATIVES' MORAL WORLDVIEWS

Daniel Wisneski[1], Paul Conway[2], Linda J. Skitka[1]
[1]University of Illinois, Chicago, [2]University of Western Ontario

Research testing Moral Foundations Theory finds that liberal morality depends on the two individuating foundations whereas conservatives' morality depends equally on individuating and binding foundations. These differences are assumed to underlie the ideological divide in modern politics. We tested whether this pattern is contextually stable or variable. In two studies, we found that liberals' sense of morality varied across the domains of politics (e.g., abortion attitudes) and everyday life (e.g., illegally parking in a handicap space), whereas conservatives' sense of morality is relatively stable across these domains. The individuating moral foundations predicted Liberals' moral judgments about politics, whereas the binding foundations predicted their moral judgments in the domain of everyday life. Conservatives' moral judgments were predicted by all five moral foundations, regardless of domain, but were most strongly predicted by the binding foundations. Implications will be discussed.

MORAL CONTEXT MATTERS: WHEN LIBERALS AND CONSERVATIVES DIFFER (AND DON'T)

Ronnie Janoff-Bulman[1], Nate C. Carnes[1]
[1]University of Massachusetts - Amherst

In our model of political ideology, liberalism and conservatism are respectively based in approach and avoidance motivation. These differences are reflected in preferences for distinct (prescriptive versus proscriptive) moral regulatory systems, suggesting strong liberal-conservative differences in morality. However, we have found that the relationship between the two moral regulatory systems differs by context, and thus we would expect the magnitude of liberal-conservative differences to also depend largely on context. Data from three studies (two large surveys and one lab study) demonstrate that context matters, for there are minimal liberal-conservative differences in the individual (moderation, industriousness) and interpersonal (not harming, helping/fairness) moral domains, where proscriptive and prescriptive morality are positively correlated. In contrast, large differences exist in the collective/group domain (social order and social justice), where the two moral regulatory orientations are negatively correlated. Explanations for these distinct patterns and their implications for politics and national elections will be addressed.)

DESCRIPTIVE DIFFERENCES, COMMON COGNITION: A UNIVERSAL DYADIC MORAL TEMPLATE

Kurt Gray[1], Chelsea Schein[1]
[1]University of North Carolina, Chapel Hill

Building off classic work on the cognitive structure of concepts, we suggest that—despite descriptive differences—morality can be unified by a single cognitive template. This template is dyadic, involving the causal combination of two perceived minds—an intentional moral agent and a suffering moral patient. Three studies test for the top-down influence of this template on moral judgment. Specifically, studies assess the idea of dyadic completion, whether isolated moral agents (i.e., wrongdoers) are psychologically linked to perceived moral patients (i.e., victims). To provide the most conservative test, dyadic completion is evaluated using implicit paradigms (e.g., lexical decision tasks) for the objectively victimless violations of purity and loyalty. Studies reveal that, across the political spectrum, all wrongs are tied to perceived victimhood, and this cannot be accounted for by affective congruence. A dyadic template suggests that cultural differences in moral judgments may not reflect distinct cognitive processes.

Symposia Session S-F4

DESIRES, BEHAVIOURS AND GOAL PURSUIT: INSIGHTS INTO SELF-REGULATION FROM EXPERIENCE SAMPLING RESEARCH

Saturday, February 15, 11:15 am – 12:30 pm, Ballroom B/C

Chair: Marina Milyavskaya, *University of Toronto*

This symposium showcases research which uses experience sampling methodology to provide new insights into how goal pursuit is influenced by in-the-moment desires and behaviors. Four talks address mindfulness, goal motivation, neural predictors, and interpersonal behaviors, looking at their relation with everyday self-regulation and long-term goal pursuit.

ABSTRACTS

HOW MINDFULNESS SHAPES SELF-REGULATORY PROCESSES IN EVERYDAY LIFE

Malte Friese[1], Wilhelm Hofmann[2]
[1]Saarland University, [2]University of Chicago

Mindfulness has been associated with improved executive functioning and self-regulation in laboratory tasks. The current study investigated the effects of mindfulness on self-regulatory processes in everyday life using experience sampling methodology. Individuals high in state mindfulness were more accepting of their desires (experienced less conflict between current desires and personal goals). Consequently, in general, individuals exerted less self-control and enacted their desires more often when they were more as compared to less mindful. However, when a conflict between a desire and personal goals was experienced, state mindful individuals where better in controlling the desire and enacted the desire less than less mindful individuals. Having acted on a desire, mindful individuals experienced less regret, less guilt and were happier with their enacting the desire than individuals in a less mindful state. These data give a nuanced picture of how mindfulness shapes self-regulatory processes in everyday life and contributes to psychological well-being.

FEELING CONFLICTED: EXPERIENCES OF CONFLICT AND DEPLETION IN AUTONOMOUS AND CONTROLLED GOALS.

Marina Milyavskaya[1], Richard Koestner[2]
[1]University of Toronto, [2]McGill University

Although research has shown that autonomous goals are more likely to be achieved than goals set for external reasons, little is known about the day-to-day process of self-regulation for such goals. The current study investigates how people's in-the-moment desires conflict with autonomous and controlled goals and the impact of this conflict on

long-term goal pursuit. Experience sampling (along with nightly diaries) was used as part of a semester-long study of students' goal pursuit. At the start of the semester, participants (N=159) reported on their relative autonomy for four goals and later in the semester completed the week-long experience sampling protocol where they reported on their current desires, how these conflict with their four goals, and their levels of ego-depletion. Within-person analyses showed that people experience fewer conflicting desires with their autonomous goals. Experiencing conflicting desires leads to greater depletion, negatively impacting end-of-semester goal progress.

NEURAL PREDICTORS OF GIVING IN TO TEMPTATION IN DAILY LIFE

Richard B. Lopez[1], Wilhelm Hofmann[2], Dylan D. Wagner[1], William Kelley[1], Todd F. Heatherton[1]
[1]Dartmouth College, [2]The University of Chicago Booth School of Business

The ability to successfully control desires, whether for food, sex, or drugs, enables people to successfully function within society. Self-control can be viewed as a balance between the strength of impulses and desires and the capacity to control them. Here we demonstrate that everyday eating desires and behavior are predicted by neural markers of these countervailing forces. Using a novel approach combining functional neuroimaging and subsequent experience sampling, we show that food cue-related activity in the nucleus accumbens predicts the strength of food desires and their enactment, whereas activity in the inferior frontal gyrus modulates resistance to food desires during daily life. These findings help bridge the gap between task-based neural activity typically studied in laboratory environments and important real world health behaviors.

BEHAVIORAL SELF-REGULATION: CONSEQUENCES OF INTERPERSONAL BEHAVIORAL VARIABILITY FOR THE COMPLETION OF INDIVIDUAL AND RELATIONSHIP GOALS

Lance Rappaport[1], Debbie S. Moskowitz[1], David C. Zuroff[1]
[1]McGill University

Interpersonal spin, dispersion in behavior over events, is an indicator of lack of control over social behavior. We evaluated whether this form of dysregulation of interpersonal behavior is predictive of the ability to complete goals shared with others (relationship-specific goals) to a greater extent than interpersonal spin impairs the completion of individuals' goals for themselves (individual-specific goals). Participants (N = 215) identified 6 goals (3 individual, 3 shared with romantic partner) before completing a 20 day event-contingent recording (ECR) procedure. ECR data was used to measure spin, which was computed for all events (SPIN) and over events with the romantic partner (SPINR). Participants rated completion of each goal following ECR and after 6-months.

Over 6 months, SPIN and SPINR were associated with impaired completion of individual-specific goals. SPINR was also associated with impaired completion of relationship-specific goals. Absence of behavioral control in interpersonal relationships impairs goal completion within that relationship.

Symposia Session S-F5

NOT "JUST A STORY": THE SOCIAL CONSEQUENCES OF NARRATIVE INFORMATION

Saturday, February 15, 11:15 am – 12:30 pm, Room 9

Chair: Jenna Clark, *University of North Carolina, Chapel Hill*

Co-Chair: Melanie Green, *University of North Carolina - Chapel Hill*

Stories shape social life. This symposium brings together multiple perspectives to illuminate the ways in which narratives affect perceptions of individuals and social groups. Four lines of research highlight the social consequences of narrative information ranging from the interpersonal (person perception; moral behavior) to the group level (prejudice; political ideology).

ABSTRACTS

NARRATIVE WARMTH AND QUANTITATIVE COMPETENCE: PERSUASIVE MESSAGE TYPE AND PERCEPTION OF THE SOURCE.

Jenna Leigh Clark[1], Melanie Green[1], Joseph J. P. Simons[2]
[1]University of North Carolina, Chapel Hill, [2]Agency for Science, Technology and Research, Singapore

Research on the persuasive use of narrative versus statistical information has typically focused on attitude change outcomes. However, the type of evidence used in a persuasive argument may also have implications for perceptions of the argument's source. Personal judgments relevant in impression formation, such as warmth and competence, may be influenced by the type of evidence that a source uses to support an argument. In two experiments, participants read a vignette in which one person gave either narrative or statistical advice (persuasive arguments) to an acquaintance. In line with predictions, narrative arguments led to greater perceptions of source warmth and statistical arguments led to greater perceptions of source competence. These results suggest that the evidence types chosen for everyday persuasive communications can have long-ranging consequences for interpersonal interaction via person perception. As such, these findings highlight an understudied consequence of persuasive communication: message effects on impressions of the source.

HELPING HEROES, HURTING VILLAINS: HOW ENGAGEMENT WITH INTERACTIVE NARRATIVES AFFECTS CHILDREN'S ALTRUISM

Thalia Goldstein[1], Paul Bloom[2]
[1]Pace University, [2]Yale University

Preschool children spend much of their free time engaged with narratives, such as storybooks or television. Although children typically have a clear idea of what is real and what is not, occasionally children will bring information from an imaginary world into a real one, particularly if they are asked to interact with the story. We investigated whether children (age 3-5 years) would vary their level of "real world" altruism dependent on their interaction with morally positive or negative fictional narratives. Children read story books in which they either helped or hurt the protagonist. Then, they played a simple dictator game. Results showed that children were more altruistic after they had helped a hero protagonist or hurt a villain protagonist (a positive action) than when they hurt the hero or helped the villain (a negative action). Children take their interactions with narratives and turn them into "real world" altruistic actions.

EXTENDED CONTACT THROUGH FILM: REDUCING PREJUDICE AGAINST GAY MEN

Cindy Organ[1], Andreana Kenrick[1], Elizabeth Levy Paluck[1]
[1]Princeton University

Film provides narratives through which people's understanding of the world and beliefs about social processes might be shaped. We tested whether people could experience extended contact with a stigmatized outgroup member 'a gay male' through felt friendship with an ingroup film character. In Study 1, heterosexual male undergraduates viewed the same film scene of a heterosexual male interacting with his gay male friend. Treatment participants believed that a film database had matched them to the heterosexual male character as someone they would be friends with in real life. In addition to feeling more commonality with the matched, heterosexual male character, treatment participants reported significantly more liking of his gay friend and more positive attitudes toward gay men in general. In Study 2, we replicated and extended these findings using an online population of men. The most improvement in attitudes occurred for men with initially neutral stances on gay marriage.

THE INFLUENCE OF FICTION ON BROADER SOCIAL PHENOMENA

Raymond Mar[1], Katrina Fong[1], Justin Mullin[1], Cherie Werhun[2]
[1]York University, [2]University of Toronto

How does fiction influence broader social phenomena such as stereotypes and global social beliefs? Lifetime exposure to narrative fiction predicts our ability to accurately infer what other people are

thinking and feeling. But how does what we read influence how others see us? Participants (N = 216) rated minimal targets described as preferring various reading behaviors on various social and intellectual dimensions. Although readers were evaluated more negatively than nonreaders for various social dimensions, interesting differences emerged once genre preference was taken into account. A separate study builds on a recent paper which found that exposure to media partially mediates the association between trait personality and liberal political beliefs (Xu et al., in press). In a separate sample (N = 328) we examined these liberal beliefs in a more detailed fashion, discovering that lifetime exposure to narrative fiction predicts more liberal beliefs toward gender roles, controlling for various demographic variables.

Symposia Session S-F6

MOTIVATION, MINDSET, AND THE FOSTERING OF POSITIVE INTERRACIAL CONTACT EXPERIENCES AND OUTCOMES

Saturday, February 15, 11:15 am – 12:30 pm, Ballroom G

Chair: Dorainne Levy, *Northwestern University*

Co-Chair: Jennifer Richeson, *Northwestern University*

Interracial contact is often stressful and anxiety provoking for both Whites and ethnic minority group members despite its long-term benefits. The papers in this symposium investigate the benefits of intergroup contact and the role of motivational mindsets in facilitating intergroup contact and engendering its positive outcomes.

ABSTRACTS

THE ROLE OF LEARNING AND PERFORMANCE-ORIENTED SOCIAL GOALS ON INTERRACIAL COOPERATION

Alissa J. Mrazek[1], Daniel C. Molden[1], Jennifer A. Richeson[1]

[1]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. Our research demonstrates that social goal orientation can play a significant role in the outcomes of interpersonal interactions. Specifically, a learning orientation that focuses on gaining knowledge about another person, in contrast to a performance orientation that focuses on being judged positively, can lead to improved relational outcomes. Racial majority members (White Americans) engaged in a ten minute dialogue with either another majority member or a racial minority (Black American) and then played the Zurich Prosocial Game (ZPG) to measure their subsequent cooperation toward their dialogue partner. As compared to individuals primed with a performance orientation, we found that those primed with a learning orientation were willing to benevolently help outgroup members even when it was at a high cost to oneself.

MOTIVATIONAL MINDSETS IN INTERGROUP INTERACTION: THE ROLE OF PERCEIVED ANXIETY IN CONTACT AVOIDANCE

Adam R. Pearson[1], Tessa V. West[2], Chadly Stern[2]

[1]Pomona College, [2]New York University

Intergroup interactions are often anxiety-provoking, which can lead members of majority and minority groups to avoid contact. We show that the mere belief that an outgroup interaction partner is anxious can undermine interest in intergroup contact, even when the anxiety can be attributed to an irrelevant source. Cross-race (but not same-race) perceivers who learned that an interaction partner's anxiety could be attributed to an upcoming evaluation (Study 1) or a stimulant (Study 2) over-estimated their partner's discomfort, exhibited less self-disclosure, and expressed less interest in continuing an interaction than perceivers who were given no source information, consistent with a persistent appraisal of anxiety as signaling avoidance in intergroup interactions. Nevertheless, an implementation intention that paired perceived anxiety with an approach motivation led to more positive attributions of cross-race targets (Study 3). Implications of an appraisal framework for cultivating positive effects of anxiety in intergroup interaction are discussed.

FOSTERING POSITIVE INTERRACIAL INTERACTIONS: THE ROLE OF REGULATORY FOCUS

Dorainne J. Levy[1], Jennifer A. Richeson[1], Daniel C. Molden[1]

[1]Northwestern University

Interracial interactions can often be uncomfortable and stressful for both Whites and ethnic minorities. For instance, interracial interactions often negatively impact cognitive functioning and lead to negative experiences such as increased feelings of inauthenticity. The present research examines the effect of regulatory focus on White and ethnic minority participants' interaction experiences. Specifically, ethnic minority and White participants came into the lab and each participant was primed with either a prevention or promotion-focused mindset prior to engaging in a ten-minute interracial interaction. Participants then completed measures of cognitive depletion and affect. Finally, participants completed self-report outcome measures that assessed their interaction experiences. In general, our findings suggest that for Whites a promotion focus motivational orientation yields more positive experiences than a prevention focus motivational orientation. However, for ethnic minorities, a prevention focus motivational orientation results in more positive outcomes than a promotion focus motivational orientation.

BEYOND PREJUDICE REDUCTION: CONSEQUENCES OF INTERGROUP CONTACT

Natalie J. Shook[1], Patricia D. Hopkins[1]

[1]West Virginia University

The "contact hypothesis" posits that increased interaction between members of different groups leads to prejudice reduction. However, intergroup contact may impact broader interpersonal beliefs. The goal of the present research was to test the effect of intergroup contact on global belief systems and local social perceptions. Participants were first-year undergraduate students, living in the university residence halls, who were randomly assigned to either a same-race or interracial roommate relationship. Participants completed study measures during the first and last few weeks of their first semester at college. In general, students in interracial rooms exhibited a reduction in social dominance orientation over time, whereas those in same-race rooms did not exhibit any change in levels of social dominance orientation. In addition, students in interracial rooms, particularly minority students, reported a stronger sense of belonging at university than students in same-race rooms. These findings have implications for future intergroup interactions and academic outcomes.

Symposia Session S-F7

CONTROL, AUTOMATICITY AND THE SOCIAL BRAIN

Saturday, February 15, 11:15 am – 12:30 pm, Ballroom E/F

Chair: Kevin Ochsner, *Columbia University*

Co-Chair: Meghan Meyer, *University of California, Los Angeles*

Social psychological theory often describes behaviors in terms of automatic and controlled processes. This symposium highlights recent social cognitive neuroscience findings that collectively indicate that social psychological theory may benefit from a deeper unpacking of automaticity and control, and how these relate to social behavior.

ABSTRACTS

MORE THAN ONE POOL OF RESOURCES: LARGE-SCALE NEUROCOGNITIVE NETWORKS DIFFERENTIALLY INTERACT TO SUPPORT SOCIAL AND COGNITIVE CONTROLLED PROCESSING

Matthew D. Lieberman[1], Meghan Meyer[1]

[1]University of California, Los Angeles

A guiding assumption in social cognition research is that there is one pool of controlled processing resources (e.g. Gilbert, 1988). Our goal was to test this assumption from a neurocognitive perspective. During fMRI scanning, participants completed a classic form of controlled processing: working memory (the momentary maintenance/ manipulation of information). Importantly, we manipulated whether

participants engaged in social working memory (judging friends' traits; SWM) or cognitive working memory (alphabetizing friends' names; CWM). SWM and CWM did share activation in a lateral frontoparietal network previously associated with working memory. However, a medial frontoparietal network associated with social cognition selectively increased during SWM and decreased during CWM. Moreover, the two networks positively related to one another during SWM, but negatively related to one another during CWM. Thus, social and non-social controlled processing may not share one pool of resources, but rather differentially affect how large-scale neurocognitive networks interact to support controlled processing.

MAKING SOCIAL JUDGMENTS INVOLVES MULTIPLE DISTINCT KINDS OF CONTROL PROCESSES

Ajay Satpute[1], Leor Hackel[2], Lisa Feldman Barrett[1]
[1]Northeastern University, [2]New York University

How do people make social judgments? Diverse branches of social psychology often address this question by using dual-process models wherein unified control processes are considered to divert, inhibit, or otherwise overcome biases from automatic processes. In this talk, we suggest that control involves at least two distinct, even competitive, processes: selection – choosing what is most goal-relevant among retrieved options, and controlled retrieval – generating more options than are retrieved spontaneously. In a trait judgment task, greater demands placed on selection or controlled retrieval increased reaction times and error rates – prototypical behavioral hallmarks of control. However, processes were dissociated at the neural level: selection correlated with greater activity in the dorsomedial prefrontal cortex whereas controlled retrieval correlated with greater activity in the ventrolateral prefrontal cortex. These results suggest that control involves a variety of processes that cooperate or interfere among each other in the act of making a social judgment.

THE ROLE OF CONTROL IN UNDERSTANDING AND LEARNING ABOUT OTHERS EMOTIONS

Kevin Ochsner[1], Seth Kallman[1], Daphna Shohamy[1], Jamil Zaki[2]
[1]Columbia University, [2]Stanford University

Emotion perception is often portrayed as a bottom-up ability where one simply recognizes the meaning of emotion cues. To the extent that control comes into play, it is only to correct one's initial impression. But first impressions often are ambiguous, as when targets send conflicting signals about their emotions (e.g. a neutral face when describing a sad event). Here, perceivers experience a social cognitive conflict between alternative interpretations of a target's emotions. And for target's we encounter frequently, we must learn to resolve these conflicts more effectively. In two studies we show that resolving such conflicts depends on prefrontal control systems that bias judgments towards relying on systems representing the meanings of different emotion cues. Learning how different people send different emotion signals engages striatal systems associated with habit learning. These data suggest that top-down, relatively controlled, and bottom-up, relatively automatic, processes often work together during emotion perception.

CAN WE INVESTIGATE AUTOMATICITY IN SOCIAL COGNITIVE NEUROSCIENCE?

Robert Spunt[1]
[1]California Institute of Technology

Although automaticity has historically been a central focus of social cognition research, it has received scant attention in the social cognitive neurosciences. I will sketch a conceptual and methodological framework for investigating automaticity using neuroimaging techniques. The framework assumes that specific social cognitive processes can be mapped to the operation of specific brain systems. Hence, investigating the operating characteristics of these brain systems permits inferences about the automaticity of the specific social cognitive processes. The framework also follows Bargh (1989;1994) in framing automaticity as a construct of multiple orthogonal dimensions including awareness, efficiency, intention, and control. Aspects of the framework will be presented using work of my own and others investigating social causal attribution. Taken together, this approach has power to provide much-needed insight on the nature of automaticity in social cognition.

Symposia Session S-F8

POSITIVE AFFECT AND HEALTH: EMERGING EVIDENCE FROM CELLS TO BEHAVIOR

Saturday, February 15, 11:15 am – 12:30 pm, Room 18 A/B

Chair: Nancy Sin, *University of California, San Francisco*

Co-Chair: Judith Moskowitz, *University of California, San Francisco*

Using observational, experimental, and intervention methodologies, we present cutting-edge research on the link between positive affect and physical health. Our findings demonstrate that positive affect protects against cellular aging, cardiometabolic risk, and pain, and interventions to cultivate positive affect are effective among individuals experiencing health-related stress.

ABSTRACTS

HAPPINESS AND TELOMERE LENGTH AMONG PATIENTS WITH CORONARY HEART DISEASE: PROSPECTIVE FINDINGS FROM THE HEART AND SOUL STUDY

Nancy L. Sin[1], Judith T. Moskowitz[1], Elissa S. Epel[1], Jue Lin[1], Elizabeth H. Blackburn[1], Mary A. Whooley[2]
[1]University of California, San Francisco, [2]University of California, San Francisco; Veterans Affairs Medical Center, San Francisco

Shortened telomere length, a marker of cellular aging, is a risk factor for cardiovascular morbidity and mortality. Negative psychological states (e.g., depression and stress) have been linked to shorter telomeres, but little is known about the possible protective effects of positive states on telomere length. We sought to evaluate longitudinal associations between happiness and telomere length among patients with coronary heart disease. Leukocyte telomere mean length was measured at baseline (N = 951) and five years later (N = 607). Participants were asked how often they felt happy during the past week. At baseline, each category increase in happiness was associated with a 41-base pair increase in mean telomere length, controlling for demographics and comorbidities including major depressive disorder. Happiness did not predict 5-year change in telomere length (i.e., differences in telomere length remained stable over time). These findings suggest that happiness may be a protective factor against telomere shortness.

SUBJECTIVE WELL-BEING'S PROSPECTIVE ASSOCIATION WITH CARDIOMETABOLIC RISK IN THE MIDLIFE IN THE UNITED STATES STUDY

Julia K. Boehm[1], Ying Chen[2], Laura D. Kubzansky[2]
[1]Chapman University, [2]Harvard School of Public Health

Individuals with greater subjective well-being (i.e., life satisfaction and positive emotions) have a reduced risk for heart disease, but limited research has examined subjective well-being's association with risk factors that precede heart disease (e.g., high blood pressure). We investigated whether life satisfaction and positive emotions were prospectively associated with cardiometabolic risk. Initially healthy men and women from the Midlife in the United States study self-reported their subjective well-being. A cardiometabolic risk score was constructed based on eight biomarkers (blood pressure, lipids, glycosylated hemoglobin, waist circumference, and C-reactive protein) measured 9-10 years later. Regression analyses showed that life satisfaction and positive emotions were prospectively associated with an 18-30% reduced probability of experiencing cardiometabolic risk. The association remained after controlling for covariates such as demographic characteristics and depressive symptoms. These findings are consistent with past research regarding heart disease and indicate that subjective well-being is associated with pre-disease cardiovascular functioning.

THE INFLUENCE OF SMILING ON NEEDLE INJECTION PAIN

Sarah D. Pressman[1], Tara L. Kraft[2], Katie Aucott[3]
[1]University of California, Irvine, [2]University of Kansas, [3]University of Michigan

Experimentally manipulated smiling has been shown to have both psychological and physical benefits, with particular advantages shown for the Duchenne smile. We hypothesized that benefits might also be found in the context of a realistic stressor: needle injection (i.e., sham vaccination). 182 undergraduates were randomized to condition: Neutral, Standard smile, or Duchenne smile. Participants were told a cover story and then were taught to hold chopsticks in their mouths in the correct expression. Following a 1-minute practice, participants rated anticipated pain of the needle. Next, participants received the injection while holding the expression, followed by rating their experience of injection pain. ANOVA results revealed that smiling participants reported lower pain anticipation and lower experienced pain following the shot, with the Duchenne group showing the greatest benefits. These results indicate a simple intervention to reduce the experience of pain during unpleasant vaccinations.

EFFECTS OF A POSITIVE AFFECT SKILLS INTERVENTION FOR PEOPLE COPING WITH SIGNIFICANT HEALTH-RELATED STRESS

Judith T. Moskowitz[1], Laura Saslow[1], Michael Cohn[1]
[1]University of California San Francisco, Osher Center for Integrative Medicine

We have developed a 5-week, multi-component intervention aimed at increasing positive affect and tailored the intervention for adults coping with a variety of health-related and other types of life stress, including type 2 diabetes, HIV, methamphetamine addiction, dementia caregiving, and work stress. A meta-analysis indicates that across these studies, the intervention increases positive affect relative to control participants. From baseline to one-month follow-up, we found a significant increase in overall positive affect and in the frequency of the individual positive affects of contentment, happiness, gratitude, hope, awe, and pride. Amusement, interest, and love did not change significantly. We will discuss the process of tailoring the intervention including adaptation for group, telemedicine, and online delivery. Next steps in this program of research include larger randomized controlled trials optimizing content and delivery method to maximize and sustain the impact on positive affect and reduce the deleterious health effects of stress.

Symposia Session S-F9

THE SOCIALITY OF SUSTAINABILITY: HOW (AND WHEN) GROUPS IMPACT ENVIRONMENTAL COGNITION AND BEHAVIOR

Saturday, February 15, 11:15 am – 12:30 pm, Room 18 C/D

Chair: Adam Pearson, *Pomona College*

Co-Chair: Jonathon Schuldt, *Cornell University*

With sustainability increasingly understood as a fundamentally social challenge, illuminating both individual and social forces that hinder and promote sustainable policies and practices is imperative. Four papers chart the role of group processes in environmental cognition and behavior and highlight a path to a more cooperative and inclusive green movement.

ABSTRACTS

CLIMATE CHANGE DISCUSSION AND THE SPIRAL OF SILENCE

Austin Nathan Geiger[1], Janet K. Swim[1]
[1]The Pennsylvania State University

Despite a steady majority of Americans viewing climate change as a serious concern, discussion has decreased in frequency. According to Spiral of Silence theory, over-representation of minority opinion in the media results in overestimation of the prevalence of that opinion. This misperception silences the majority due to fear of isolation. Consistent with this theory, we find that people tend to underestimate others' concern about climate change and that perceived concern of others is associated with reported willingness to speak about climate change. In a lab study, participants concerned about climate change were less willing to discuss climate change when told most others are unconcerned than when told most others are concerned. This latter finding is mediated by self-presentation concerns about appearing incompetent and hope about one's ability to discuss climate change. These results suggest that providing accurate information about others' concern about climate change will increase engagement with climate change.

OF ACCESSIBILITY AND APPLICABILITY: HOW HEAT-RELATED CUES AFFECT BELIEF IN "GLOBAL WARMING" VERSUS "CLIMATE CHANGE" ACROSS POLITICAL PARTISANS

Jonathon P. Schuldt[1], Sungjong Roh[1]
[1]Cornell University

Research shows that exposure to heat-related cues (e.g., warm temperatures, "fry" and "boil") influences the belief that global warming exists and poses a serious threat to humans. In this research, we hypothesized that these effects may depend on how the issue is framed, given that heat-related concepts are more compatible with "global warming" than "climate change." Exploring this possibility, undergraduates (N=192) viewed photographs depicting either unseasonable or seasonable temperatures in their locale before reporting their belief in "global warming" or "climate change" (Study 1). Results suggest that priming cold weather decreases belief in "global warming" but not "climate change" among conservatives but not liberals. Complementing these results, a nationally representative survey experiment with U.S. adults (N=2,041) revealed less belief in "global warming" than "climate change" among conservatives but not liberals. Implications for the situated nature of everyday judgment and motivated reasoning about climate change are discussed.

BOOMERANG EFFECTS IN SCIENCE COMMUNICATION: HOW MOTIVATED REASONING AND IDENTITY CUES AMPLIFY OPINION POLARIZATION ABOUT CLIMATE MITIGATION POLICIES

P. Sol Hart[1], Erik C. Nisbet[2]
[1]University of Michigan, [2]The Ohio State University

The deficit-model of science communication assumes increased communication about science issues will move public consensus toward scientific consensus. However, in the case of climate change, public polarization about the issue has increased in recent years, not diminished. In this study, we draw from theories of motivated reasoning, social identity, and persuasion to examine how science-based messages may increase public polarization on controversial science issues such as climate change. Exposing 240 adults to simulated news stories about possible climate change health impacts on different groups, we found the influence of identification with potential victims was contingent on participants' political partisanship. This partisanship increased the degree of political polarization on support for climate mitigation policies and resulted in a boomerang effect among Republican participants. Implications for understanding the role of motivated reasoning within the context of science communication are discussed.

DOES GREEN = WHITE? RACE AND THE FACE OF ENVIRONMENTALISM

Jessica L. West[1], Adam R. Pearson[2]
[1]Duke University, [2]Pomona College

What motivates people to join environmental causes? Despite increasing awareness of the need for broad participation in the environmental movement, racial and ethnic minorities in the U.S. remain substantially underrepresented in environmental professions and organizations. We hypothesized that social category associations with environmentalism might contribute to these disparities. Across student and community samples, we found no differences between White and racial/ethnic minority respondents on measures of environmental concern. Nevertheless, both Whites and minorities more strongly associated Whites with pro-environmental behaviors (e.g., recycling) than Blacks or Hispanics and were quicker to identify

environment-related words (e.g., conserve) when primed with a White versus a Black face or neutral category in a lexical decision task. Additionally, when primed with race/ethnicity in an initial demographic survey, minority respondents expressed less interest in joining pro-environmental causes in the future. Implications for enhancing diversity in environmental fields and the broader environmental movement are discussed.

Symposia Session S-F10

THE ROLE OF INTERPERSONAL PROCESSES IN GROUP PHENOMENA AND CULTURAL DEVELOPMENT

Saturday, February 15, 11:15 am – 12:30 pm, Room 19

Chair: Andreana Kenrick, *Princeton University*

Co-Chair: Stacey Sinclair, *Princeton University*

The research in this symposium uses diverse methodologies to demonstrate how isolated and ongoing interpersonal encounters strengthen and shape intergroup attitudes and behaviors, influence the emergence of and adherence to group norms, and, ultimately, how the spread of ideas through a social network and over time can shape culture.

ABSTRACTS

DOWNSTREAM CONSEQUENCES OF SOCIAL TUNING

Andreana C. Kenrick[1], Stacey Sinclair[1]

[1]Princeton University

Though extant theory and research has implicated social regulation in the origin and perpetuation of prejudice, much of the work seeking to reduce it emphasizes self-regulatory strategies. We test a socially-situated intervention to reduce implicit outgroup prejudice, using shared reality theory as a framework. When people are motivated to share reality (i.e., achieve a sense of mutual understanding) with another, their attitudes align with that person's through a process called "social tuning." We manipulated whether White participants believed that they had achieved shared reality with an egalitarian ingroup member, then examined whether this would influence their explicit and implicit attitudes toward Blacks and/or impact subsequent intergroup encounters. When participants maintained a sense of shared reality after social tuning, they exhibited reduced explicit and implicit anti-Black prejudice. Furthermore, they had more positive interactions with Black confederates in a subsequent social encounter. Finally, these changed intergroup attitudes persisted over a weeklong delay.

CUES OF WORKING TOGETHER FUEL INTRINSIC MOTIVATION AND CAN CONTRIBUTE TO THE SOLUTION OF COLLECTIVE ACTION PROBLEMS

Greg Walton[1], Priyanka B. Carr[1], Lauren C. Howe[1]

[1]Stanford University

What psychological mechanisms facilitate social coordination and cooperation? The present research examined the hypothesis that cues that evoke just a state or feeling of working with others fuel intrinsic motivation even when people behave alone. Holding constant other factors, four laboratory experiments showed that symbolic cues that merely represented a challenging task as collaborative led participants to persist longer on it, to enjoy it more, to require less self-regulatory effort to persist on it, and to become more engrossed in and to perform better on it. A final field-experiment showed that a social-norm message that, in addition, evoked a feeling of working with others to achieve a common goal proved more motivational than the norm alone, causing participants to use fewer paper towels in public restrooms. The results suggest that cues of working together inspire intrinsic motivation, turning work into play, and can motivate people to pursue social change.

NETWORKS AND NORMS: DESCRIPTIVE NORM AS A SOCIAL NETWORK PHENOMENON

Yoshihisa Kashima[1]

[1]The University of Melbourne

From Asch to Cialdini, a fundamental insight of social psychology is that descriptive norms, or what a majority of people do in a community, shape social behavior. A critical question, however, is yet to be answered. How does a descriptive norm emerge? I argue it is a social network phenomenon combined with the cognitive mechanism of exemplar-based category learning. Individuals learn the behavioral practices of others with whom they are connected through social network ties; based on these exemplars, they learn the social category that represent their community; and this category representation forms a critical basis of their perceived descriptive norm of the community, which in turn drives their social behavior. Thus, a given behavioral practice spreads through social networks via the mechanism of category learning. Supportive evidence for this mechanism is provided by an exponential random graph modelling of the social network structure of a rural Australian community.

THE BEHAVIORAL IMMUNE SYSTEM AND THE DYNAMICS OF INFLUENCE WITHIN SOCIAL NETWORKS (WITH IMPLICATIONS FOR CULTURAL EVOLUTION)

Mark Schaller[1], Michael Muthukrishna[1]

[1]University of British Columbia

The psychology of social networks plays a central role in a larger conceptual story linking infectious diseases to social influence and cultural change. Under ecological conditions characterized by greater disease threat, people are less extraverted and more conformist. These dispositional differences have implications for social networks and social influence. Extraverted individuals have more friends and acquaintances, and so population-level differences in extraversion have implications for the density and structure of the social networks. In addition, individuals with more conformist attitudes are more likely to be influenced by the people they encounter within their social networks. These psychological phenomena may have further implications for cultural evolution. These implications are explored with computer simulations that apply principles of dynamic social influence within realistic models of network structure, and produce outcomes documenting differences in the propagation and change of beliefs over time within different cultural populations.

Symposia Session S-F11

UNEXPLORED CAUSES AND CONSEQUENCES OF (UN) ETHICAL BEHAVIOR

Saturday, February 15, 11:15 am – 12:30 pm, Room 6

Chair: Emma Levine, *The Wharton School, The University of Pennsylvaina*

In this symposium, the authors explore previously ignored causes and consequences of unethical behavior. We document the influence of new situational factors, personal qualities, and ethical mindsets on ethical decision-making and investigate the relationship between unethical behavior and trust.

ABSTRACTS

THE MORALITY OF LARKS AND OWLS

Brian C. Gunia[1], Chris M. Barnes[2], Sunita Sah[3]

[1]Johns Hopkins University, [2]University of Washington, [3]Georgetown University, Harvard University

Prior research reveals that individuals show different amounts of ethicality in different situations. The current research asks whether their ethicality also varies with time. Specifically, we investigate whether people have different ethical propensities at different times of the day, as a function of their chronotype (whether they are a "morning person" or "evening person"). Building from the ethical decision-making and ego depletion literatures, we predict

that morning people will act more unethically in the evening than in the morning, whereas evening people will act more unethically in the morning. Three studies using several methods and samples support this prediction, suggesting that the intrapersonal "fit" between chronotype and time of day predicts ethicality. In addition to providing ethical decision-makers with practical guidance, these results help to lay the groundwork for an intrapersonal theory of ethical decision-making.

I AM IMMUNE: A SENSE OF INVULNERABILITY PREDICTS INCREASED ACCEPTANCE OF, AND INFLUENCE FROM, CONFLICTS OF INTEREST

Sunita Sah[1], Richard Larrick[2]
[1]Georgetown University, Harvard University, [2]Duke University

Many scandals in government, medicine, and industry, concern conflicts-of-interest in which professionals accept gifts from others that influence their judgment in favor of the gift giver. In three experiments, we examine whether people are overconfident that their professional values can protect them from the influence of gifts. Managers who scored higher on "professionalism"—the ability to remain objective and impartial in their decision-making—were more likely to accept and be influenced by small gifts, while denying any bias in their decision-making. Managers who were experimentally primed with professionalism (by writing about a time when they displayed high integrity) were more likely to accept gifts and be influenced by these gifts. These results demonstrate that professionals who believe that they are the least vulnerable to the biasing effects of gifts are actually more likely to accept gifts and to demonstrate increased bias—but without awareness of being biased.

DOES COULD LEAD TO GOOD? WHEN CONTEMPLATING POSSIBLE ACTIONS GENERATES MORE CREATIVE ETHICAL SOLUTIONS

Ting Zhang[1], Francesca Gino[1], Joshua Margolis[2]
[1]Harvard Business School, [2]Harvard University

When facing difficult dilemmas that feature seemingly incompatible ethical and performance-oriented objectives, individuals intuitively ask themselves "What should I do?" We demonstrate that despite this natural tendency, asking "What could I do?" is more effective in helping individuals realize that ostensibly competing objectives are actually compatible (Study 1). "Could" mindsets lead individuals to expend more effort to find creative ethical solutions that meet both objectives relative to "should" mindsets (Study 2). In an incentive-compatible context, Study 3 shows that individuals in a "could" mindset are more likely to bypass obvious solutions—cheat and meet the objective, or act honestly but fall short—to find creative solutions that meet the objective ethically, as compared to those in a "should" mindset. Additionally, those who contemplated their values are less likely to exercise their "could" mindset for dishonest purposes in comparison to those who did not. We discuss theoretical and practical implications.

PROSOCIAL LIES: WHEN DECEPTION BREEDS TRUST

Emma Edelman Levine[1], Maurice E. Schweitzer[1]
[1]The University of Pennsylvania

Philosophers, psychologists, and economists have long asserted that deception harms trust. We challenge this claim. We break new ground by demonstrating that some types of deception increase trust. Across five studies, we demonstrate that prosocial lying increases both behavioral and attitudinal measures of trust. We find that benevolence is more important than integrity in predicting trust behavior, suggesting that benevolence may be more important than adherence to ethical rules. We also find that deception, regardless of outcomes or intentions, harms integrity-based trust, a previously unexplored dimension of trust. This work expands our understanding of the consequences of deception and deepens our insight into the mechanics of trust.

Lunchtime Presentation and Discussion with Representatives from NSF

Saturday, February 15, 1:00 pm – 2:00 pm

Ballroom A

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

Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So grab your boxed lunch and join the discussion!

Symposia Session G

Saturday, February 15, 2:00 pm – 3:15 pm

Symposia Session S-G1

SPECIAL SESSION: Research Integrity

Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom D

Chair: Eli Finkel, *Northwestern University*

Co-Chair: Cheryl Kaiser, *University of Washington*

Many disciplines, including psychology, have been roiled in recent years by probing questions regarding scientific practices. The speakers in this session provide four novel perspectives on this issue, adopting a forward-looking focus on how personality and social psychologists can optimize the quality and replicability of our scientific endeavors.

ABSTRACTS

GO BIG OR GO HOME: A PRACTICAL ALTERNATIVE TO IMPRACTICAL POWER ANALYSIS

Uri Simonhson
University of Pennsylvania

DEFINING RESEARCH INTEGRITY FOR ALL OF SCIENCE IS THE MORAL OBLIGATION OF SOCIAL PSYCHOLOGY

Mahzarin R. Banaji
Harvard University

MAPPING SITUATIONS TO IMPROVE OUR UNDERSTANDING OF WHEN EXPERIMENTAL MANIPULATIONS DO (AND DO NOT) WORK AS HYPOTHESIZED

Jeffry A. Simpson
University of Minnesota

HARNESSING SCIENTIFIC CURIOSITY FOR DRIVING RESEARCH INTEGRITY

Susan T. Fiske
Princeton University

Symposia Session S-G2

REGULATING THE NEED TO BELONG: BIOLOGICAL SUBSTRATES OF THE SELF-ESTEEM AND ATTACHMENT SYSTEMS

Saturday, February 15, 2:00 pm – 3:15 pm, Room 19

Chair: Danu Stinson, *University of Victoria*

Forming and maintaining close relationships is a fundamental human need. To support this drive, psychobiological regulatory systems evolved to guide the initiation and maintenance of social bonds, and exert aversive consequences when social bonds are threatened. Two such regulatory systems, self-esteem and attachment, are the focus of the present symposium.

ABSTRACTS

THE TELL-TALE HEART: SELF-ESTEEM REGULATES OPTIMAL PHYSIOLOGICAL AROUSAL DURING RELATIONSHIP INITIATION

Danu Anthony Stinson[1], Eric T. Huang[1], Lisa B. Reddoch[1]
[1]University of Victoria

The present research proposes and tests a model of optimal physiological arousal during relationship initiation that explains why situational risk dynamically interacts with self-esteem to produce initiation motivation and behavior. Studies 1a and 1b manipulate social risk during relationship initiation and then measure heart-rate reactivity. Study 2 uses exercise to manipulate arousal directly and then measures initiation motivations and behaviors. Results suggest that high risk is optimally arousing for higher self-esteem individuals, creating the social demand necessary to provoke energetic initiation efforts. Yet reduce risk, and higher self-esteem individuals become passive and disengaged. In contrast, high risk is enervating for lower self-esteem individuals, a threat that undermines their initiation motivations and behaviors. Instead, low risk is optimally arousing for lower self-esteem individuals. These results reveal both lower and higher self-esteem individuals' capacities for warm, inviting, and uninhibited initiation efforts when they are motivated to put their hearts into the process.

PROBING THE BIOLOGICAL CONSTITUENTS OF THE SOCIOMETER AND NEED TO BELONG

Jennifer A. Bartz[1]
[1]McGill University

According to sociometer theory, self-esteem indicates one's social inclusion status, with low self-esteem signaling that social connection is lacking and that one should rectify the situation. Given the evolutionary value of belonging, this regulatory process is likely rooted in biological mechanisms that have evolved to support the initiation and maintenance of social bonds. One candidate is the opioid system: By regulating pleasure and pain, endogenous opioids reinforce social connection by making social contact pleasurable, and discourage social disconnection by making such experiences painful and thus prompting socially motivated behavior to restore well-being. We administered naltrexone (a mu-opioid receptor antagonist that blocks the pleasurable effects of endogenous opioids), and placebo (within-subject), to 26 participants, and measured self-esteem and attentional bias to faces. Naltrexone significantly decreased self-esteem, highlighting the importance of physiological pleasure for self-esteem. Moreover, supporting the opioid theory of social motivation, naltrexone increased bias to accepting (but not rejecting) faces.

AN ATTACHMENT PERSPECTIVE ON BIOLOGICAL AND PSYCHOLOGICAL REGULATION DURING THE TRANSITION TO PARENTHOOD

Robin S. Edelstein[1], Britney M. Wardecker[1], William J. Chopik[1], Amy C. Moors[1]
[1]University of Michigan

The transition to parenthood can be a significant relationship stressor, especially for couples who struggle with belongingness and connection. Psychologists have documented postpartum declines in relationship satisfaction among insecurely attached individuals; neuroscientists have also shed light on biological changes in new parents. Yet, thus far, these two literatures have operated largely independently, making it difficult to understand how individual and contextual factors influence biological process (and vice versa) during the transition to parenthood. In a longitudinal sample of expectant parents, we examined: (a) how individual differences in adult attachment influence changes in hormones and relationship satisfaction, and (b) how prenatal changes influence postpartum outcomes. Women's attachment avoidance predicted prenatal changes in hormones associated with stress (cortisol) and nurturance (testosterone). Women's relationship satisfaction was also associated with men's avoidance and men's declines in testosterone. Our findings demonstrate how orientations toward belongingness regulate biological and psychological changes during a real-life relationship stressor.

THE IMMUNOLOGICAL CONSEQUENCES OF THREATS TO BELONGING

Lisa Jaremka[1], Ronald Glaser[2], Janice K. Kiecolt-Glaser[2]
[1]Ohio State University, [2]OSU College of Medicine

The desire for close and caring relationships is a basic human need. Accordingly, threatening a person's sense of belonging can be highly aversive. In this talk, I present an overview of my research about attachment anxiety, loneliness, and marital distress and argue that these different experiences reflect the same underlying construct, threats to belonging, and thus should have similar physiological consequences. Specifically, I will discuss multiple studies demonstrating that loneliness, attachment anxiety, and marital distress dysregulate immune function, particularly cellular immunity. Taken together, these studies suggest that loneliness, attachment anxiety, and marital distress conceptually index the same basic process, threats to belonging. The current studies also support the utility of applying a psychoneuroimmunological approach to the study of close relationships and the need to belong.

Symposia Session S-G3

CAUGHT IN THE MIDDLE: "IN-BETWEEN" GROUPS ELICIT DISTINCT PATTERNS OF ATTITUDES

Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom B/C

Chair: Sara Burke, *Yale University*

These talks illustrate a rarely-acknowledged constellation of attitudes toward social groups who fall between other recognized groups. Not all "in between" groups are alike, but examples related to race, gender identity, sexual orientation, and mental illness highlight some reasons why examining intermediate cases is crucial for understanding prejudice.

ABSTRACTS

RACIAL AMBIGUITY IN INTERPERSONAL INTERACTIONS AND RACIAL ATTITUDES

Diana T. Sanchez[1], Kristin Pauker[2], Danielle M. Young[1]
[1]Rutgers University, [2]University of Hawaii

Biracial Americans have emerged as one of the fastest growing demographic groups in the United States. There has been much discussion about the impact of mixed-race population growth (and the resultant increase in racial ambiguity) on peoples' stereotypes and prejudices about racial groups. For example, how might exposure to individuals who challenge binary racial categories influence attitudes about race and racial categories? The present project reports on data from 83 White/Minority dyads to test the consequences of interacting with a partner that is perceived as racially ambiguous. When race was made salient during a conversation, individuals (both White and Minority) who interacted with those whose race they perceived to be ambiguous reported decreased racial essentialism, which had important downstream consequences for essentialism in other domains and racial equity perceptions. While racial ambiguity may

inspire essentialism reduction, racial ambiguity was simultaneously associated with lower likeability ratings from interaction partners.

BINARY AND NON-BINARY IDENTITIES ON THE TRANSGENDER SPECTRUM: EVIDENCE THAT CISGENDER PERCEIVERS ARE LESS TOLERANT OF THE NON-BINARY IDENTITIES

Charlotte Chuck Tate[1], Cris P. Youssef[1]
[1]San Francisco State University

Cisgender perceivers (i.e., those whose current gender identities are the same as their birth-assigned categories) exist within a standard view of gender experience - namely, that there are only two categories (binary) and that any person is immutably female or male (static). This standard view presumably contributes to prejudice toward transgender spectrum targets. Yet, the transgender spectrum features both binary experiences - consistent with only one of the two gender categories: trans female and trans male - and non-binary experiences: genderblended and post-gender. Thus, cisgender perceivers should have more difficulty with the latter experiences because they doubly violate the standard view. Study 1 showed that cisgender perceivers reported more negativity toward non-binary transgender targets compared to binary transgender targets. Study 2 replicated this finding and showed that the correlation between need for closure and negativity was stronger for non-binary targets than binary targets. Accordingly, cisgender perceivers appear less tolerant of non-binary transgender identities.

BISEXUAL TARGETS ILLUMINATE INDIVIDUAL DIFFERENCES IN ATTITUDES TOWARD SEXUAL MINORITIES

Sara Emily Burke[1], Marianne LaFrance[1]
[1]Yale University

Bisexual people are often implored to "pick a side," implying that bisexuality is both temporary and undesirable. However, researchers often assume that attitudes toward bisexual people are simply a milder version of attitudes toward homosexual people. We examined attitudes toward sexual orientation groups by randomly assigning straight and gay/lesbian participants from four samples to evaluate heterosexual, bisexual, or homosexual targets. Bisexual targets were viewed as "in between" heterosexual and homosexual targets in terms of gender nonconformity, but were evaluated more negatively than homosexual targets, at least among straight participants. Bisexuality was consistently rated as less stable or real than heterosexuality or homosexuality, particularly among participants high in Personal Need for Structure, suggesting that a preference for simple structures can partially explain negative attitudes toward "intermediate" identities. Researchers should move away from a unidimensional understanding of sexual prejudice, instead examining the complex ways attitudes vary along spectra of social identities.

BEYOND "CONTEMPT": FEAR VERSUS ANGER DIFFERENTIALLY MEDIATE STEREOTYPE-DISCRIMINATION LINK TOWARD PEOPLE WITH MENTAL ILLNESS

Melody Sadler[1], Kimberly E. Kaye[1]
[1]San Diego State University

Public stigma toward people with mental illness is prevalent, persistent, and yet not well understood across specific disorders. The function of emotions in public stigma of people with mental illness was examined. We expected fear to emerge as a distinct negative emotion from anger, given the belief that people with mental illness are dangerous. Moreover, we predicted anger to explain more overt, and fear to explain less overt, forms of discrimination based on appetitive-aversive theories of emotion. Competence and warmth stereotypes, emotional prejudice, and discrimination were assessed toward several mental illnesses. Results revealed anger and fear were separable bases of emotional prejudice. For example, anger predominated emotions to addictions and sociopathy but fear emerged with schizophrenia or dissociative disorder. Importantly, anger and fear played disparate explanatory roles. Anger mediated warmth to active forms of discrimination whereas fear mediated competence to passive forms of discrimination toward people with mental illness.

Symposia Session S-G4

FROM GLUE TO GASOLINE: HOW THE VERY SAME PROCESSES THAT BIND PEOPLE TOGETHER CAN ALSO TEAR THEM APART

Saturday, February 15, 2:00 pm – 3:15 pm, Ballroom G

Chair: Adam Galinsky, *Columbia University*

Perspective-taking, similarity, face-to-face contact, and flattery are often the glue that binds people together. We propose that competitive contexts transform these very same processes into gasoline being poured onto a burning fire: they can inflame already aroused competitive impulses, leading people to engage in more rather than less competitive behavior.

ABSTRACTS

HOW COMPETITION TURNS PERSPECTIVE-TAKERS UNETHICAL

Jason R. Pierce[1], Adam D. Galinsky[2], Niro Sivanathan[3]
[1]Universidad Adolfo Ibañez, [2]Columbia University, [3]London Business School

Perspective-taking is often the foundation of healthy relationships. We propose, however, that in competitive contexts, perspective-taking leads people to act unethically to protect themselves from the possible nefarious and insidious actions of their competitors. Overall, we suggest that perspective-taking works as a relational amplifier on social behavior. Perspective-taking encourages prosocial impulses in cooperative contexts. However, in competitive contexts, perspective-taking triggers competitive self-protection to prevent being exploited. Four experiments establish that perspective-taking interacts with the relational context-cooperative or competitive-to predict a range of unethical behaviors from insidious negotiation tactics to materially deceiving one's partner to cheating on an anagram task. These results demonstrate that the effects of perspective-taking can change dramatically depending upon the relational context. Perspective-taking appears to pervert the age-old axiom "Do unto others as you would have them do unto you" into "Do unto others as you think they will try to do unto you."

TOO SIMILAR AND TOO FAMILIAR: RIVALRY AS A DRIVER OF UNETHICAL BEHAVIOR

Gavin J. Kilduff[1]
[1]New York University

Although similarity and frequency of contact often form the basis of supportive relationships, among competitors, they can result in heightened rivalry. The current studies investigate these antecedents to rivalry and rivalry's consequences for unethical behavior. A series of experiments and archival studies demonstrate a) similarity and repeated interaction are essential for producing rivalry, and b) both individuals and teams engage in more unethical behavior when competing against their rivals. Specifically, rivalry led to increased Machiavellianism, over-reporting of performance, willingness to employ unethical negotiation tactics, and unsportsmanlike behavior compared to non-rival competitors. These findings highlight the importance of rivalry as a widespread yet largely unstudied phenomenon with significant social implications. Further, they demonstrate that the nature of competition is dependent upon actors' relationships and prior interactions. The same variables - similarity and familiarity - that bring people together can tear them apart in competitive contexts.

WHEN BRINGING NEGOTIATORS FACE-TO-FACE SHRINKS THE PIE

Roderick I. Swaab[1], Victoria Husted Medvec[2], Dnaiel Diermeier[2]
[1]INSEAD, [2]Northwestern University

Bringing people into face-to-face contact is often the key to reaching settlements and producing integrative agreements. However, having those with strong competitive feelings meet face-to-face can create a volatile mix that produces impasses and leaves money on the table. A qualitative review of the literature found that the effects of

communication channels vary widely. To parsimoniously encompass the full range of existing data, we created the Communication Orientation Model, which proposes that the impact of communication channels is shaped by communicators' orientations to cooperate or compete. A quantitative meta-analysis provides strong support for the theoretical model: the presence of visual channels, vocal channels, and synchronicity a) increased the achievement of high quality outcomes for communicators with a neutral orientation; b) did not affect the outcomes for communicators with a cooperative orientation; c) but hurt communicators' outcomes with a noncooperative orientation. Bringing competitive negotiators face-to-face can shrink the bargaining pie.

THE EVIL EYE OF ENEMIES: HOW COMPETITION LEADS FRIENDLY GESTURES TO BACKFIRE

Oliver J. Sheldon[1], Tanya Menon [2]
[1]Rutgers University, [2]The Ohio State University

Friendly gestures (e.g. smiles, flattery, favors) typically build trust and earn good will. However, we propose that people feel unsettled when their rivals initiate friendly gestures, and as a result, people find engage in superstitious reasoning after their rival's flatter them. Although anthropological research on the evil-eye superstition documents that people fear misfortune when threatening others lavish compliments, we provide evidence that friendly rivals can be more disconcerting than overtly hostile ones. Three experiments found that people blamed friendly rivals for producing coincidental negative outcomes. Implicating sensemaking processes, high-in-need-for-structure individuals were especially prone to blame friendly rivals for these coincidental negative outcomes. A final experiment found that people believe that mere contact with friendly enemies is unlucky and should be avoided. Taken together, these results suggest that a rival's friendliness, rather than reducing hostility, can be so unnerving that it sometimes leads people down blind alleys of superstitious reasoning.

Symposia Session S-G5

WHY FACIAL STRUCTURE PREDICTS BEHAVIOR: EVIDENCE FROM LONGITUDINAL, LAB, AND FIELD RESEARCH

Saturday, February 15, 2:00 pm – 3:15 pm, Room 9

Chair: Jordan Leitner, *University of Delaware*

Recent research indicates that a person's facial width-to-height ratio (fWHR) predicts important social behaviors, such as aggression, but the mechanisms explaining these relationships are poorly understood. This symposium will present longitudinal, lab, and field research that reveals the biological and social factors that influence the link between fWHR and behavior.

ABSTRACTS

FACIAL WIDTH-TO-HEIGHT RATIO AS A PREDICTOR OF PRE- AND POST-PUBERTAL ANTISOCIAL BEHAVIOR IN A LONGITUDINAL DATASET

Robert G. Franklin[1], Leslie A. Zebrowitz[2]
[1]Anderson University, [2]Brandeis University

Facial width-to-height ratio (fWHR) predicts aggressive traits in men. This is thought to be because fWHR is a marker of pubertal testosterone in men, which is associated with dominance and aggression. However, Arcus & Kagan (1995) found that infants with low-reactive temperaments that predict bold, outgoing personalities in childhood had higher fWHR than high-reactive infants, who develop shy, inhibited personalities. Thus, the fWHR-personality link in men may partly reflect early developmental influences, such as prenatal hormonal exposure. We examined the fWHR-aggression link in a longitudinal sample of 10 and 17 year olds. At age 10, fWHR was correlated with reactive aggression in both males and females and with direct aggression in females. At age 17, fWHR was only correlated with reactive aggression in males. These findings suggest that fWHR is a marker of pre-pubertal influences on aggression, with socialization processes eliminating these influences on girls and reducing them in boys.

SOCIAL STATUS MODERATES THE RELATIONSHIP BETWEEN FACIAL STRUCTURE AND AGGRESSION

Justin M. Carré[1], Stefan M. Goetz[2]
[1]Nipissing University, [2]Wayne State University

A growing body of evidence has linked individual differences in facial structure, in particular, the facial width-to-height ratio (fWHR), to social behaviors including aggression, cheating, and non-reciprocation of trust. The current paper extends this work by demonstrating that the association between fWHR and aggression is moderated by subjective and objective measures of social status. In Study 1 (N = 237 college students), fWHR was positively correlated with aggressive behavior assessed in a well-validated laboratory task, but only among men reporting relatively low social status. In Study 2 (N = 891 professional hockey players), fWHR was positively correlated with penalty minutes, but only among players who earned relatively low salaries. Collectively, these studies provide compelling evidence for the role of social status in moderating the relationship between facial structure and aggression, indicating that fWHR is a robust predictor of aggressive behavior, but only in the context of relatively low social status.

PERSONALITY AT FACE VALUE: THE FACIAL WIDTH-TO-HEIGHT RATIO AND PSYCHOPATHIC TRAITS

Cheryl M. McCormick[1], Shawn N. Geniole[1]
[1]Brock University

There is growing evidence that the facial width-to-height ratio (fWHR) is associated with aggressive, untrustworthy behaviour, and prejudicial beliefs (Carré & McCormick 2008; Haselhuhn and Wong, 2012; Stirrat & Perrett, 2010, 2012; Hehman, Leitner, Deegan, & Gaertner, 2013) and with reproductive success (Loehr & O'Hara, 2013; Gómez-Valdés et al., 2013). To date, the psychological mechanisms that mediate the relationship between facial structure and such antisocial behaviour are unknown. We will describe studies in which we find no relationship between the fWHR and broad dimensions of personality; rather, we find associations between the fWHR in men and psychopathic personality trait factors, which also have strong associations with antisocial behaviour in clinical and in community samples (reviewed in Leistico, Salekin, DeCoster, & Rogers, 2008; Reidy, Shelley-Tremblay, & Lilienfeld, 2011). Lastly, we propose a model to resolve why a feature deemed "unattractive" and associated with traits seemingly "maladaptive" may confer reproductive success.

FACIAL STRUCTURE PREDICTS DECREASED INHIBITION: FROM PAIN TOLERANCE TO BASEBALL SWINGS

Jordan Blake Leitner[1], Eric Hehman[2], James M. Jones[1], Adam B. Magerman[1], Matthew P. Deegan[1]
[1]University of Delaware, [2]Dartmouth College

Recent research has demonstrated that a face's width-to-height ratio (fWHR) is associated with a variety of important social behaviors. For example, men with wider, shorter faces act less trustworthy, more aggressively, and report more racial prejudice. However, a unifying framework explaining these diverse relationships remains unknown, and these behaviors can be explained either by greater competitiveness or reduced inhibition. The current research elucidated the foundation of these fWHR-behavior relationships by examining whether fWHR is a stronger predictor of competitiveness or inhibition. In a cold pressor pain tolerance competition (Study 1), males with larger fWHRs showed decreased inhibition by removing their hands from ice water sooner. Study 2 then found that Major League baseball batters with larger fWHRs were less likely to inhibit swinging at pitches, regardless of the type of pitch. These results indicate that the relationship between fWHR and behavior is better characterized as decreased inhibition than increased competitiveness.

Symposia Session S-G6

MALLEABLE TIME PERCEPTIONS AND THEIR IMPLICATIONS FOR SELF-CONTROL AND GOAL PURSUIT

Saturday, February 15, 2:00 pm – 3:15 pm, Room 18 A/B

Chair: Hengchen Dai, *University of Pennsylvania*

The subjective distance between two points in time does not always perfectly reflect the actual time passed. This symposium highlights several factors that affect time perception and demonstrates implications of non-linear time perceptions for intertemporal choices and goal pursuit.

ABSTRACTS

WHEN TIME FLIES: HOW ABSTRACT AND CONCRETE MENTAL CONSTRUAL AFFECT THE PERCEPTION OF TIME

Jochim Hansen[1], Yaacov Trope[2]

[1]University of Salzburg, [2]New York University

Time is experienced as passing more quickly the more changes happen in a situation. The present research tested the idea that time perception depends on the level of construal of the situation. Building on previous research showing that concrete rather than abstract mental construal causes people to perceive more variations in a given situation, we found in 3 studies that participants in a concrete mindset experienced time as passing more quickly than participants in an abstract mindset. In 2 further studies we demonstrated that the level on which actual changes happen in a given situation moderated this effect: Changes in high-level aspects mainly affected time estimation of participants primed with an abstract mindset, whereas changes in low-level aspects affected time estimation of participants primed with a concrete mindset.

THE TEMPORAL DOPPLER EFFECT: WHEN THE FUTURE FEELS CLOSER THAN THE PAST

Eugene M. Caruso[1], Leaf Van Boven[2], Mark Chin[3], Andrew Ward[3]

[1]University of Chicago, [2]University of Colorado at Boulder, [3]Swarthmore College

People routinely remember events that have passed and imagine those that are yet to come. The past and the future are sometimes psychologically close ("just around the corner") and other times psychologically distant ("ages away"). Four studies demonstrate a systematic asymmetry whereby future events are psychologically closer than past events of equivalent objective distance. When considering specific times (e.g., 1 year) or events (e.g., Valentine's Day), people consistently reported that the future was closer than the past. We suggest that this asymmetry arises because the subjective experience of movement through time (whereby future events approach and past events recede) is analogous to the physical experience of movement through space. Consistent with this hypothesis, experimentally reversing the metaphorical arrow of time (by having participants move backward through virtual space) completely eliminated the past-future asymmetry. We discuss how reducing psychological distance to the future may function to prepare people for upcoming action.

WHEN DOES THE FUTURE START?

Sam Maglio[1], Hal Hershfield[2]

[1]University of Toronto, [2]New York University

Decades of research on intertemporal decision making have established a robust difference in how people think about the present compared to the future. Asking people to choose for right now is meant to attune their thoughts to the present moment; choosing for one year from now, however, presumably lands people's thoughts somewhere in the vast ocean of the future. With this research, we explore the demarcating point at which the present ends and the future begins. One initial study establishes that this dividing line is not fixed but malleable in that an experimental manipulation can change how long the present moment feels. We next use this manipulation to bring the future closer and show how shrinking of the present leads people to allocate more money to a retirement account. A third study corroborates this finding: People inclined to see the present as shorter are more disposed to long-term financial planning.

THE FRESH START EFFECT: TEMPORAL LANDMARKS MOTIVATE ASPIRATIONAL BEHAVIOR

Hengchen Dai[1], Katherine L. Milkman[1], Jason Riis[1]

[1]University of Pennsylvania

The popularity of New Year's resolutions suggests that goals may be easier to tackle immediately following temporal landmarks. If true, this little-researched phenomenon could potentially help people overcome important willpower problems that often inhibit goal attainment. Across three field studies, we provide evidence of a "fresh start effect", revealing that aspirational behaviors (dieting, exercising, and goal pursuit) increase following temporal landmarks (e.g., the outset of a new week, month, year, or semester; birthdays; holidays). We propose that temporal landmarks demarcate the passage of time and increase the psychological distance between one's current and past selves. This relegates one's imperfections to the past and make the current self feel superior and thus capable of pursuing its aspirations. We support this explanation with laboratory studies that manipulate the significance of temporal landmarks and directly measure the subjective distance between study participants' post-landmark self, pre-landmark self, and ideal self.

Symposia Session H

Saturday, February 15, 3:30 pm – 4:45 pm

Symposia Session S-H1

RACISM: THEORIES, MEASUREMENTS, AND CONSEQUENCES

Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom D

Chair: Jon Krosnick, *Stanford University*

Co-Chair: Tobias Stark, *Stanford University and Utrecht University*

Understanding racial attitudes is essential for our ability to measure prejudice, reduce racial prejudice, and prevent negative consequences for minorities' well being. This symposium brings together recent research on theories and measurement of racial prejudice, people's motivation to express their attitudes, and negative consequences for the targets of prejudice.

ABSTRACTS

TOWARDS UNDERSTANDING THE MOTIVATION TO EXPRESS PREJUDICE

Patricia G. Devine[1], Patrick S. Forscher[1]

[1]University of Wisconsin

Researchers have exerted considerable effort understanding people's sources of the motivation to respond without prejudice, but have neglected the possibility that some people are motivated to express prejudice. We developed a measure of the motivation to express prejudice and verified its convergent, divergent, and predictive validity. We find that people who are sensitive to normative pressure but who do not themselves endorse equality are high in the motivation to express prejudice. Moreover, people who are high in this motivation are relatively likely to refuse to act in ways that promote diversity. When people high in the motivation to express prejudice are pressured to promote diversity, they behave in ways that intentionally undermine these efforts. Our work suggests that one potential barrier for reducing prejudice is that, just as some people are genuine in their efforts to reduce prejudice, some people are genuine in their efforts to express it.

RACE AND TRUST: HOW RACIAL BIASES UNDERMINE HEALTH-

RELATED TREATMENT AND INTERVENTION

John F. Dovidio[1], Louis A. Penner[2], Allecia Reid[3], Blair T. Johnson[4], Samuel L. Gaertner[5]

[1]Yale University, [2]Karmanos Cancer Institute, [3]Colby College, [4]University of Connecticut, [5]University of Delaware

This presentation illustrates how basic social psychological research can be applied to reduce racial disparities in health and how work in healthcare settings can inform research on intergroup bias. Specifically, the presentation reviews basic research illuminating how implicit and explicit racial biases among Whites toward Blacks erode intergroup trust generally and potentially in health-related contexts. Three sets of specific research findings are then presented, demonstrating that (a) physicians' implicit prejudice toward Blacks predicts lower levels of trust in Black patients, (b) community structure (residential segregation) and racial attitudes influence the effectiveness of health-related interventions for Blacks, and (c) introducing elements, guided by theory, that promote trust can enhance the effectiveness of health interventions and improve medical adherence among Black patients. These findings, collectively, are used to show the reciprocal value of laboratory and field research for theory on intergroup relations.

THE AMERICAN COLOR LINE AND BLACK EXCEPTIONALISM

David O. Sears[1]

[1]UCLA

Social psychological theories of intergroup relations vary in their treatment of different American ethnic and racial groups. Originally most developed to describe the white, non-Jewish majority's responses to stigmatized outgroups, most specifically African Americans and Jews. However, subsequent heavy flows of immigration from Latin America and Asia have complicated the intergroup landscape, not least by clouding the deceptively simple distinction between ingroup and outgroups. Extensive intermarriage of Latinos and Asians with other groups is already underway, promising further complication. This paper will make the argument that American society is moving only haltingly toward full integration of African Americans, in contrast to the more ready acceptance of Latinos and Asians. It therefore develops a theory of "black exceptionalism," and contrasts that view with the more optimistic views of Hochschild and colleagues (2012), the bleak view of Latino immigration described by Huntington (2004), and the racial hierarchy views of various social psychologists.

MEASURING ANTI-BLACK RACIAL PREJUDICE

Tobias H. Stark[1], Jon A. Krosnick[2], Josh Pasek[3], Trevor Tompson[4]

[1]Stanford University and Utrecht University, [2]Stanford University, [3]University of Michigan, [4]University of Chicago

After decades of research into racism, we have not reached agreement on how to best measure racial prejudice. Some scientists prefer measuring racial stereotypes, others focus on anti-Black affect, some use implicit measures, and another group focuses on measures of "new racism" such as symbolic racism. In fact, the field has evolved into camps that seem to doubt the validity of the others' approaches. This presentation tries to build bridges across these camps by understanding the relations between the different prejudice measures. Multitrait-Multimethod models are applied to data from three representative U.S. national surveys. Results indicate (a) strong convergence and criterion validity for various explicit prejudice measures but not an implicit measure, and (b) combinations of multiple measures have the strongest predictive power. In sum, these findings suggest that explicit measures of racial prejudice are interchangeable but the best approach for measuring racial prejudice is to combine multiple measures.

Symposia Session S-H2

NEW EVIDENCE FOR RESPONSIVENESS AS AN ORGANIZING CONSTRUCT IN THE STUDY OF RELATIONSHIPS

Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom A

Chair: Richard Slatcher, *Wayne State University*

Co-Chair: Heidi Kane, *Wayne State University*

Responsiveness is the process through which people attend to and respond supportively to close others. This symposium brings together cutting-edge research highlighting the implications of responsiveness for romantic relationships, parent-child relationships and physical health, providing compelling new evidence for responsiveness as a central, organizing construct in the study of relationships.

ABSTRACTS

RESPONSIVENESS HELPS EXPLAIN WHY VISIBLE SUPPORT IS GOOD FOR YOUR RELATIONSHIP

Harry T. Reis[1], Michael R. Maniaci[1]

[1]The University of Rochester

It has been reliably demonstrated that emotional well-being in established relationships benefits more from invisible support - assistance that is given subtly, so that it is not directly perceived as assistance by the recipient - than from visible support - assistance that is directly perceived as such by the recipient. Researchers believe that this result is explained in part by findings showing that visible support undermines self-perceived competence. When it comes to relationship well-being, however, the reverse appears to be true. We will present results from several studies using dyadic analyses and diverse samples demonstrating that relationships benefit more from visible than from invisible support. We further will report evidence showing that perceived responsiveness - believing that a relationship partner understands, appreciates, and will behaviorally support one's needs - underlies this effect. Our theoretical model argues that partners are perceived as responsive only when recipients recognize intentionally given support.

THE EFFECTS OF SELF-DISCLOSURE AND RESPONSIVENESS BETWEEN COUPLES ON PASSIONATE LOVE WITHIN COUPLES

Richard B. Slatcher[1], Keith M. Welker[1], Lynzey Baker[1], Alexandra Padilla[1], Arthur Aron[2]

[1]Wayne State University, [2]Stony Brook University

Although passionate love declines across time for most couples, novel and arousing experiences may help counteract those declines. The effect on passionate love of one potentially important and common type of novel and arousing experience has not yet been studied: the formation of a friendship with another couple. We will present data showing that couple friendships created in the lab through high-disclosure activities boost feelings of passionate love within couples. In Study 1, couples randomly assigned to a high (vs. low) self-disclosure task, either alone or with another couple, showed significantly greater increases in passionate love when they were highly self-disclosing with other couples. Study 2 showed that the responsiveness of the other couple mediated the effects of self-disclosure on increases in passionate love following high self-disclosure interactions with other couples. These findings suggest that forming responsive, disclosing couple friendships may re-ignite feelings of passionate love in romantic relationships.

PERCEIVED PARTNER RESPONSIVENESS, RESPONSIVE PARENTING AND CHILD HEALTH AND WELL-BEING

Heidi Kane[1], Erin T. Tobin[1], Daniel J. Saleh[1], Sylvie Naar-King[1], Wayne Pierantoni[2], Elizabeth Secord[1], Richard B. Slatcher[1]

[1]Wayne State University, [2]Grosse Pointe Allergy & Asthma Center

Growing evidence indicates that perceived partner responsiveness is associated with a host of positive outcomes for couples. We will present results from a new study showing that the benefits of responsiveness extend beyond the dyad to positively impact

parenting behaviors and child health and well-being. Among primary caregivers of children with asthma aged 10-15, daily levels of perceived partner responsiveness were positively associated with both parent- and child-reports of responsive parenting (warm, supportive, and engaged), more stable daily routines at home, higher levels of daily child positive affect, decreased asthma morbidity (e.g., fewer ER visits), lower levels of child depressive symptoms and daily negative affect, and fewer secrets that children kept from their parents. Further, the effects of perceived partner responsiveness on child well-being were mediated by responsive parenting. These findings suggest that partner responsiveness may be a key mechanism for understanding links between marital processes and child outcomes.

PERCEIVED PARTNER RESPONSIVENESS AND WELL-BEING: EVIDENCE FROM A 10-YEAR LONGITUDINAL STUDY

Emre Selcuk[1], Anthony Ong[2]
[1]Middle East Technical University, Ankara, Turkey, [2]Cornell University

Although it has been suggested that perceived partner responsiveness (PPR)—i.e., the extent to which individuals believe their relationship partners care for, understand, and appreciate them—promotes well-being, longitudinal studies investigating this prediction have been rare. We present findings that PPR positively predicts numerous indicators of subjective and psychological well-being (e.g., affect, autonomy, personal growth, self acceptance, environmental mastery) 10 years later, even after controlling for initial well-being. We also report evidence that PPR helps explain when actual support receipt is or is not harmful for physical health. Specifically, received partner support predicted increased risk of all-cause mortality a decade later for participants who perceived their partner as unresponsive but not for those who perceived their partner as responsive. An experimental study with a separate sample of romantic couples suggested that one mechanism underlying the effects of PPR on well-being is enhanced affect regulation that comes with having responsive partners.

Symposia Session S-H3

SELF-NUDGES: HOW INTRAPERSONAL TWEAKS CHANGE COGNITION, FEELINGS, AND BEHAVIOR

Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom B/C

Chair: Amy Cuddy, *Harvard University*

Co-Chair: Alison Wood Brooks, *Harvard University*

This symposium explores self-nudges - minimal intrapersonal behavioral tweaks that profoundly influence one's own cognition, feelings, and behavior. Hal Hershfield, Dolores Albarracín, Alison Wood Brooks, & Amy Cuddy will describe how minor self-administered interventions, such as self-talk and changes to body posture, influence unethical behavior, memory accuracy, and high-pressure performance.

ABSTRACTS

VIVIDNESS OF THE FUTURE SELF PREDICTS UNETHICAL BEHAVIOR

Hal E. Hershfield[1], Jean-Louis van Gelder[2], Loran F. Nordgren[3]
[1]New York University, [2]Netherlands Institute for the Study of Crime and Law Enforcement, [3]Northwestern University

The tendency to live in the here and now and the failure to think through the delayed consequences of behavior is one of the strongest individual-level correlates of unethical behavior. We tested the hypothesis that this results from a limited ability to imagine one's self in the future, which leads individuals to opt for immediate gratification. Strengthening the vividness of the future self should therefore reduce unethical choices. We tested and found support for this hypothesis in two studies. In Study 1, compared to those in a control condition, participants who wrote a letter to their future self were less inclined to make unethical choices. In Study 2, participants who interacted with a realistic digital version of their future, aged-progressed, selves in a virtual environment were less likely to cheat on a subsequent task than controls.

ILLUSORY BEHAVIOR: A MEMORY ERROR EXACERBATED BY SPOKEN SELF-TALK

Dolores Albarracín[1], Christopher R. Jones[1]
[1]University of Pennsylvania

Self-talk is a frequent occurrence in individuals' daily lives, long theorized to aid self-regulation (e.g. Freud, 1927). For example, recent demonstrations include self-talk aiding impulse control (Tullett & Inzlicht, 2010). However, we report a study in which self-talk exacerbates a memory error. We describe a research paradigm in which memory for brief, simple, and frequent behaviors is inaccurate such that mere intentions are misremembered as real, enacted behaviors. This effect can lead to failure to act when the opportunity arises (i.e., a self-regulatory failure). We examined the effect of manifesting intentions as explicit self-talk on accuracy of behavior memory. Explicit self-talk increased the tendency to mistake intentions for enactments; simply speaking an intention aloud to oneself increased error rates. We suggest that self-talk can enhance encoding of behavioral intentions, but that this may be insufficient to improve self-regulation when accurate retrieval of behavioral memories is difficult.

GET EXCITED: REAPPRAISING PRE-PERFORMANCE ANXIETY AS EXCITEMENT WITH MINIMAL CUES

Alison Wood Brooks[1]
[1]Harvard University

Individuals often feel anxious in anticipation of tasks such as speaking in public or meeting with a boss. Feeling anxious immediately before or during performance tasks drains working memory, decreases self-confidence, and harms performance. Anticipating the harmful effects of anxiety, many people attempt to down-regulate anxiety. We find that an overwhelming majority of people believe trying to calm down is the best way to cope with pre-performance anxiety. However, across several studies involving karaoke singing, public speaking, and math performance, we demonstrate that reappraising anxiety as excitement is more effective. Compared to individuals who attempt to calm themselves down, individuals who reappraise their pre-performance anxiety as excitement adopt an opportunity mindset (as opposed to a threat mindset) and improve their subsequent performance.

INTENTIONAL AND UNINTENTIONAL ADOPTION OF EXPANSIVE POSTURES AFFECTS JOB INTERVIEW PERFORMANCE, ASSERTIVENESS, AND WAKING UP ON THE RIGHT SIDE OF THE BED

Amy Cuddy[1], Caroline Wilmuth[1], Maarten W, Bos[2], Dana R. Carney[3]
[1]Harvard University, [2]Disney Research, [3]University of California-Berkeley

Expansive, open postures (e.g., hands on hips, feet spread, chin up) reflect and reinforce feelings of power. Three new studies demonstrate how adopting powerful postures -- whether intentional or unintentional – affects various power-related behaviors. In Study 1, participants who briefly adopted high-power (vs. low-power) postures before a stressful job interview performed better and were judged as more hirable, an effect that was mediated by their improved "presence" (e.g., enthusiasm, confidence, passion). Study 2 examines the effect of unintentionally adopting high- vs. low-power postures on assertiveness: participants who spent a few minutes working on smaller electronic devices (i.e., smart phones and tablets) subsequently behaved dramatically less assertively than participants who had worked on larger devices (e.g., laptop, desktop). Study 3 examines perhaps the least intentional adoption of a posture — sleeping position — and finds that people who sleep in more expansive, open positions wake up feeling less stressed and anxious.

Symposia Session S-H4

THE CURSE OF INSTRUMENTALITY: BURDENING, OBJECTIFYING, AND REPLACING INSTRUMENTAL OTHERS IN RELATIONSHIPS, HEALTH, AND WORK

Saturday, February 15, 3:30 pm – 4:45 pm, Room 17

Chair: Juliana Schroeder, *University of Chicago*

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

Being highly instrumental for others' goals may have both beneficial and detrimental interpersonal consequences. Four papers explore these consequences: people rely more heavily on instrumental partners in relationships, objectify instrumental health providers, and replace instrumental workers with nonhuman agents. Power can moderate objectifying instrumental others.

ABSTRACTS

RELYING ON THE SELF-CONTROL OF INSTRUMENTAL OTHERS

Grainne Fitzsimons[1], Catherine Shea[2], Christy Zhou[1], Michelle vanDellen[3]
[1]Duke University, [2]Northwestern University, [3]University of Georgia

A growing body of work suggests that goal pursuers look to close relationship partners for help with their goals. Certain kinds of relationship partners – reliable, motivated, and competent partners — are likely to be particularly instrumental, and may thus come to be relied upon more heavily than their flightier counterparts. We find that when individuals are low in levels of self-control, they more highly value others who are high in self-control. High self-control individuals show no such pattern. A subsequent series of experiments suggest that observers have higher performance expectations and allocate more responsibilities to partners whom they perceive as high in self-control. Observers systematically underestimate the effort needed only when they perceive the actor as high in self-control. Thus, we propose that individuals tend to rely on high self-control others, especially when their own self-control resources are low. That tendency can lead to a burden on those high in self-control.

INSTRUMENTALITY BEGETS OBJECTIFICATION OF HEALTH PROVIDERS

Juliana Schroeder[1], Ayelet Fishbach[1]
[1]University of Chicago

Individuals may consider instrumental others highly agentic but also less capable of human emotion because they are objects to fulfill one's goals. We examine these perceptions of high agency and low experience in the context of the inherently instrumental doctor-patient relationship, and explore mechanisms and consequences of these perceptions. Studies 1 and 2 show that instrumental doctors seem simultaneously more capable of planning and thinking (agentic) but less capable of feeling emotions and having fundamental human experiences (experiential). Study 3 suggests that objectification is motivated; participants can recognize doctors' experiential capacities, but only when it benefits them. Studies 4 and 5 investigate consequences, showing that instrumentality affects choice of doctor. Particularly, need for service increases preference for "robotic" doctors who are highly capable but devoid of human emotion. In sum, instrumentality begets objectification of health providers, which affects health care preference.

BOTSOURCING AND OUTSOURCING: PERSPECTIVES ON USING OTHER AGENTS FOR INSTRUMENTAL TASKS

Adam Waytz[1], Michael Norton[2]
[1]Northwestern University, [2]Harvard University

Innovations in technology have produced robots capable of performing jobs that, until recently, only humans could perform. The present research explores "botsourcing"—the replacement of human jobs by robots—by testing and providing support four related hypotheses across five studies: (1) because robots are generally perceived as more capable of thought than feeling, people will express more comfort with botsourcing for jobs that require thought versus feeling; (2) workers will express more discomfort with botsourcing of their own jobs when they consider losing jobs that require feeling versus thought; (3) people can be induced to express more comfort replacing jobs that do require feeling if robots are made to convey more feeling; and (4) people also prefer outsourcing thinking versus feeling jobs to other humans who appear more versus less robotic. Discussion centers on implications for social cognition, job design, and the robot-dominated workplace.

WHEN DOES POWER MAGNIFY THE EXPRESSION OF DISPOSITIONS?

Ana Guinote[1], Mario Weick[2], Alice Cai[1]
[1]University College London, [2]University of Kent

Conventional wisdom holds that power magnifies dispositions, and can lead to objectification of instrumental individuals depending on chronic goals. Drawing on principles of construct accessibility, we propose that this occurs only in conditions that facilitate use of chronically accessible constructs. In three experiments, we assessed participants' chronic dispositions, manipulated power, and then primed them (or not) with inaccessible/counter-dispositional constructs. In neutral contexts, power magnified chronic dispositions —perceptions of other people (Experiment 1), preferences for charitable donations (Experiment 2), and pro-social behavior in an economic game (Experiment 3). However, the effect was eliminated when alternatives had been activated. In a fourth experiment, power-holders encoded information about a target in a positively or negatively biased fashion depending on contextual cues. We propose a single mechanism: power increases reliance on accessible constructs regardless of whether they are chronically or temporarily accessible.

Symposia Session S-H5

DO WE SHAPE RELATIONSHIPS OR DO RELATIONSHIPS SHAPE US? THE DYNAMIC INTERPLAY OF PERSONALITY AND CLOSE RELATIONSHIPS

Saturday, February 15, 3:30 pm – 4:45 pm, Room 9

Chair: Madoka Kumashiro, Goldsmiths, *University of London*

Co-Chair: Ximena Arriaga, *Purdue University*

Four talks highlight the importance of examining the dynamic interplay between personality and close relationships, by showing how personality influences relationships and how relationships can shape stable traits. The talks reveal new or counterintuitive findings for dispositional self-regulatory traits, self-esteem, agreeableness, and attachment security.

ABSTRACTS

TAILORING HELP TO FIT: THE INFLUENCE OF REGULATORY MODE IN SOCIAL SUPPORT CONTEXTS

Justin V. Cavallo[1], E. Tory Higgins[2], Katherine Zee[2]
[1]Wilfrid Laurier University, [2]Columbia University

Regulatory mode theory distinguishes between assessment and locomotion functions of self-regulation. Assessment is the comparative element of goal pursuit that is characterized by concern with critical evaluation and making the "right" choice. Locomotion is the action element and is characterized by concern with movement from state to state without delay (Kruglanski et al., 2000). Individual differences in the relative emphasis placed on these states guide self-regulation broadly, and the present research examines how such differences influence the interpersonal process of social support. Results from three studies reveal that while high locomotion providers offer more support than high assessment providers, this support is often poorly tailored to recipients' needs. Consequently, recipients perceive high assessment helpers as more responsive than high locomotion helpers. The contrast between these findings and previous work (Kumashiro et al., 2007) suggests that support situations can afford locomotion and assessment-oriented partners differential opportunities to provide responsive help.

PROMOTION AND PREVENTION IN LOVE: REGULATORY FOCUS COMPLEMENTARITY AND RELATIONSHIP WELL-BEING

Vanessa K. Bohns[1], Gale M. Lucas[2], Daniel C. Molden[3], Eli J. Finkel[3], Michael K. Coolsen[4], Madoka Kumashiro[5], E. Tory Higgins[6]

[1]University of Waterloo, [2]University of Southern California, [3]Northwestern University, [4]Shippensburg University, [5]Goldsmiths, University of London, [6]Columbia University

In two studies, we examined the effects of individual differences in regulatory focus within romantic couples. Specifically, we explored the question of whether complementary (promotion-prevention) or similar (promotion-promotion, prevention-prevention) pairings were more beneficial for relationships. We found that couples reported more positive relationship outcomes when they had complementary regulatory focus orientations. We theorize that the benefits of regulatory focus complementarity stem from the availability of both eager and vigilant strategies, which allow complementary couples to "divide and conquer" goal pursuits as a unit. We further suggest that goal congruence is a necessary moderator that allows a couple to capitalize on these advantages of complementarity. Despite volumes of research showing that similarity between partners benefits relationships, our findings suggest that similarity and complementarity are each beneficial within a restricted range of contexts: similarity is advantageous for establishing agreement on joint goals, while complementarity is advantageous for coordinating pursuit of those goals.

EXPRESSIVITY IN CLOSE RELATIONSHIPS: THE DUAL IMPORTANCE OF SELF-ESTEEM AND AGREEABLENESS

Megan H. McCarthy[1], Joanne V. Wood[1]

[1]University of Waterloo

After a bad day, who talks to their loved ones? Previous research has revealed mixed findings regarding high self-esteem (HSE) people being more expressive of negative thoughts and feelings than their low self-esteem (LSE) counterparts. Self-esteem by itself may not be enough; rather, HSE may operate in conjunction with agreeableness in encouraging expressivity. Self-esteem and agreeableness together promote feelings of security, which may encourage open emotional expression. Consistent with this, Study 1 (n = 236) showed that HSE/high agreeable participants were most expressive of negative emotions to a roommate after a bad day, and this interaction was mediated by participants' perceptions of their roommate's caring. When felt security was experimentally heightened in Study 2 (n = 270 romantic partners), the less expressive self-esteem/agreeableness combinations became more expressive. These findings redirect main effects models of self-esteem, and suggest an interaction model of personality variables that predict relational security and intimacy-promoting behaviors.

THE FILLING-THE-VOID MODEL OF BOLSTERING ATTACHMENT SECURITY OVER TIME

Ximena B. Arriaga[1], Madoka Kumashiro[2], Eli J. Finkel[3], Laura E. VanderDrift[4], Laura B. Luchies[5]

[1]Purdue University, [2]Goldsmiths, University of London, [3]Northwestern University, [4]Syracuse University, [5]Daemen College

Research on adult attachment styles overwhelmingly has treated attachment security as reflecting a stable individual difference that predicts important processes in intimate relationships. Our research examined the opposite process, whereby attachment security can be strengthened over time as a consequence of being in a relationship that fills security voids in an individual's working models. A one-year, 3-wave longitudinal study (n=134 couples) supported divergent predictions about long-term versus concurrent associations of relationship perceptions and attachment dimensions. Attachment anxiety, primarily associated with hyper-vigilance about a partner's availability, declined over time more as a function of experiencing personal goals being validated than experiencing higher trust. Conversely, attachment avoidance, primarily associated with independence and self-reliance, declined more as a function of higher trust than personal goal validation. These longitudinal findings diverged from concurrent associations, suggesting that committed relationships offer a means of altering relatively stable individual differences.

Symposia Session S-H6

LIKE WATER FOR THE FISH: FEATURES OF THE ENVIRONMENT PRODUCE BIG EFFECTS ON COOPERATION, ATTENTION, SELF-CONTROL, AND EVEN CREATIVITY

Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom E/F

Chair: Kathleen Vohs, *University of Minnesota*

Four presentations feature groundbreaking work in the burgeoning area of environmental psychology. Rahinel found that order encourages norm-following, whereas disorder inspires breaking free. Chae found that disorganized environments are ego-depleting. House showed that even table shapes communicate cooperation or competitiveness. Berman reveals how cognitive functioning is impaired without nature experiences.

ABSTRACTS

PHYSICAL ORDER PRODUCES HEALTHY CHOICES, GENEROSITY, CONVENTIONALITY, WHEREAS DISORDER PRODUCES CREATIVITY

Ryan Rahinel[1], Joseph Redden[1], Kathleen Vohs[1]

[1]University of Minnesota

Do tidy rooms compel people to do what's expected? Does messiness aid creativity? Four experiments tested the hypotheses that orderly environments encourage following tradition and convention, whereas disorderly environments encourage breaking free of what's expected. Experiment 1 showed that participants in tidy rooms, as opposed to untidy rooms, chose healthier snacks and donated more of their own money to charity. Experiment 2's online replication of Experiment 1 used webpages with unkempt versus tidy graphics. Experiment 3 showed that when the experimental room was messy, participants were more creative than if the room was tidy. Experiment 4 showed a crossover effect: when the room was tidy, participants preferred the "classic" version of a product; whereas when the room was messy, they preferred the "new" version. Whereas prior research has portrayed orderly settings as producing better behavior than disorderly settings, the current research shows that different environments simply suit different outcomes.

ENVIRONMENTAL DISORDER LEADS TO SELF-REGULATORY FAILURE

Boyoun Grace Chae[1], Rui Juliet Zhu[1]

[1]University of British Columbia

This paper examines the influence of environmental orderliness on self-regulation. We propose that a disorganized environment threatens the individual's sense of personal control. Because experiencing this control threat depletes resources, individuals exposed to a disorganized (vs. organized) environment are more likely to exhibit self-regulatory failure in subsequent tasks. The results from four studies provide support for this hypothesis. Further, they offer evidence of the underlying process by demonstrating that a perceived threat to control mediates the effect of environmental orderliness on self-regulation. One final experiment used a well-known intervention – self-affirmation – to test whether it would allow people to recoup their resources. As predicted, we found that disorganized environments do not lead to self-regulation failure among people who have been prompted to self-affirm. In summary, this work ties two essential self-processes — self-control and self-affirmation — to the fundamental motivation for control, all as instigated by the state of the environment.

PHYSICAL SYMBOLS AT WORK: COMMUNICATION OF COOPERATIVE NORMS THROUGH TABLE SHAPE

Julian House[1], Chen-Bo Zhong[1]
[1]University of Toronto

We tested the novel hypothesis that people use elements of the physical environment to influence their social interactions. We hypothesized and found that rectangular tables suggest divisions between opposing sides, whereas circular tables signal cohesion and equality. Experiment 1 showed that participants who were asked to imagine representing a company described as having a cooperative (vs. competitive) climate were more likely to furnish the company with circular tables. Experiment 2 revealed a reversal of the effect, in that companies depicted with circular (vs. rectangular) boardroom tables are perceived by participants to have more cooperative climates. Experiment 3 seated participants at otherwise identical circular (vs. square) tables and found that people behaved more cooperatively by contributing more of their own money in a public goods dilemma. These data suggest that people intuitively understand the symbolism of the physical environment and use it strategically to convey social norms and change others' behavior.

THE RESTORATIVE BENEFITS OF INTERACTING WITH NATURE

Marc Berman[1]
[1]University of South Carolina

Attention Restoration Theory (ART) explains how and why interacting with nature benefits mental functioning. The current experiments tested and found support for the novel hypothesis that interacting with nature restores the ability to direct attention, which aids working memory. Experiments 1-2 tested healthy adults and found that interacting with nature, as opposed to an urban environment, improves working-memory performance and the ability to direct attention as measured by two standard attention tasks. Experiment 3 found that interacting with nature, as opposed to an urban environment, improves working memory in individuals diagnosed with clinical depression who are known to have cognitive difficulties (viz. rumination). Across all experiments, no outcomes were due to mood changes. Findings from these and other experiments also suggest which specific physical dimensions of nature produce these benefits. In short, this work details the significance of interacting with nature, which is all too rare in modern society.

Symposia Session S-H7

COGNITION IS A MATTER OF TRUST: DISTRUST TUNES COGNITIVE PROCESSES

Saturday, February 15, 3:30 pm – 4:45 pm, Ballroom G

Chair: Ruth Mayo, *The Hebrew University of Jerusalem*

Distrust implies that things may not be as they appear to be. It tunes cognition to accommodate this possibility, resulting in qualitatively different processes: higher critical thinking, dissimilarity-focus, and the elimination of priming effects. The observed effects require social distrust and are not observed under mere uncertainty.

ABSTRACTS

SOMETHING SMELLS FISHY: SENSORY DISTRUST PRIMES IMPROVE CRITICAL THINKING

David Seungjae Lee[1], Eunjung Kim[1], Spike Wing Sing Lee[2], Norbert Schwarz[1]
[1]University of Michigan, [2]Rotman School of Management, University of Toronto

In many languages, suspicion is metaphorically associated with smell; in English, that smell is "fishy". Building on the observation that incidental fishy smells undermine cooperation in trust games (S.W.S. Lee & Schwarz, JPSP, 2012), we tested the effects of fishy smells on cognitive performance. When asked how many animals of each kind Moses took on the Ark, most people answer "two" despite knowing that the biblical actor was Noah. An incidental fishy smell reduced this error from 83% to 58% (Study 1). When asked to test the rule underlying a number series, most people engage in positive hypothesis testing, which impairs performance. An incidental fishy smell reduced positive testing on the Wason rule generation task (Study 2), suggesting that it may also reduce other confirmation biases. These findings highlight cognitive benefits of a distrustful mindset and contribute to our understanding of its elicitation through sensory cues.

TRUSTING ME, TRUSTING YOU? HOW TRUST AND DISTRUST SHAPE AND ARE SHAPED BY COMPARATIVE THINKING

Ann-Christin Posten[1], Thomas Mussweiler[1]
[1]University of Cologne

Trust is strongly connected to our kin and friends. From this angle, it is unsurprising that trust research has focused primarily on interpersonal-affiliation motives. By contrast, how cognitive processes relate to trust has gained little attention. We try to fill this gap by investigating how one principal cognitive-information-processing mechanism, namely, comparison, relates to trust and distrust: How does comparison shape (dis)trust? How is it carried out in states of (dis)trust? And how does this distrust-comparison-focus in turn influence social judgment? Specifically, we demonstrate that a comparative similarity-focus (vs. dissimilarity-focus) leads individuals to assimilate (vs. contrast) others' trustworthiness toward one's own level of trustworthiness (Experiment 1). Investigating the reverse direction of influence revealed that trust activates a similarity-focus and distrust fosters a dissimilarity-focus (Experiment 2), which in turn guides person judgments (Experiment 3). This research sheds light on cognitive antecedents, mechanisms, and consequences of trust and distrust.

A DISTRUSTFUL MIND IS NOT PRIMED: DISTRUST ELIMINATES PRIMING EFFECTS

Ruth Mayo[1]
[1]The Hebrew University of Jerusalem

Distrust presents a challenge for cognition because it signals one should not take information from the environment at face value. Accordingly, distrust may block congruent associative processes responsible for basic priming effects. We find that dispositional distrust affects the Halo effect; participants with a high level of distrust were less influenced in their impression formation regarding a target person described by the "warm" vs. "cold" priming, compared to participants with a low level of distrust (Study 1). Beyond individual disposition, we demonstrate that a manipulated incidental distrust context (I) diminishes embodiment effects (Study 2), (II) decreases the response-time advantage of repetitive targets compared with alternative ones (Study 3), and finally, in a realistic scenario, distrust (III) promotes the naming of alternative (competing) brands in response to ads embedded in a distrust-provoking article (Study 4). These findings offer an innovative perspective regarding the cognitive processes underlying distrust and priming.

INFORMATION SIMPLIFICATION IN AN UNCERTAIN WORLD: THE IMPORTANCE OF ATTRIBUTING IT TO CHANCE VERSUS DECEPTION

Yaacov Schul[1]
[1]The Hebrew University of Jerusalem

A central feature of social-information processing involves simplification. People must ignore some if not most of the characteristics of the information and concentrate on its central features. Our study employs the probability-matching paradigm to investigate people's reluctance to reduce information complexity in conditions of uncertainty. We find that individuals who believe the uncertainty is due to deception resist information simplification more than individuals who attribute the uncertainty to chance. We also explore whether individuals can generalize what they have learned in one uncertain environment to another. We find that people generalize the simplification principle from a high- to a low-uncertainty environment, but they fail to generalize in the other direction. However, the nature of the uncertainty (due to chance or deception) does not affect this pattern of generalization.

Symposia Session S-H8

DISSECTING SOCIAL RELATIONSHIPS AND BIOLOGICAL CONSEQUENCES: INTERDISCIPLINARY DYADIC APPROACHES

Saturday, February 15, 3:30 pm – 4:45 pm, Room 18 A/B

Chair: Meanne Chan, *Northwestern University*

Co-Chair: Lauren Human, *University of British Columbia*

Social relationships are known to have important health implications. However, less is known about the specific dyadic processes that enable social relationships to get under the skin. We present data using interdisciplinary dyadic approaches across multiple relationship contexts to examine how social relationships impact biological correlates and disease development.

ABSTRACTS

WARMTH, CONTROL, AND RESTRAINT DURING MARITAL DISAGREEMENT: DYADIC MECHANISMS IN CARDIOVASCULAR RISK

Timothy W. Smith[1]

[1]University of Utah

Although being married is associated with reduced cardiovascular risk, marital strain (e.g., conflict, disruption) confers increased risk. Utilizing data from three dyadic studies, this presentation illustrates gender differences in behavioral and psychophysiological mechanisms linking low marital quality and cardiovascular risk. In dyadic analyses of couple disagreements, interactions characterized by low warmth are associated with greater coronary atherosclerosis for women, but not men. Marital disagreements characterized by high levels of control are associated with greater atherosclerosis for men, but not women. Cardiovascular stress responses during marital interactions show parallel sex differences in this mechanism. Restraint and couple regulation efforts during potentially stressful marital interactions have beneficial initial effects on the tone of marital conflict discussions, but measures of parasympathetic functioning suggest that such efforts can lower women's subsequent resting parasympathetic functioning after conflict. This could be an additional biobehavioral mechanism that works differently for men and women in influencing cardiovascular risk.

COMMUNAL COPING IN COUPLES WITH CHRONIC ILLNESS

Vicki S. Helgeson[1]

[1]Carnegie Mellon University

Research on chronic illness often fails to consider the interpersonal context. This presentation focuses on the impact of communal coping on illness adjustment among couples in which one person has been recently diagnosed with type 2 diabetes. Communal coping is conceptualized as the perception of the illness as "our" problem rather than "my" problem. We hypothesize that communal coping leads to greater accuracy in understanding feelings/thoughts, greater support provision, enhanced patient self-efficacy, and better patient adherence. We have self-report, language, and behavioral measures of communal coping. Analyses of 50 couples revealed that patient self-reported communal coping was related to greater spouse support, patient self-efficacy, and patient adherence. Patient communal pronouns were associated with better adherence, and spouse communal pronouns were associated with greater support and less patient depression. For this presentation, we will examine links of communal coping to empathic accuracy and communal coping behaviors assessed through videotaped illness discussions.

DYADIC COPING WITH RHEUMATOID ARTHRITIS: SPOUSE RESPONSES MODERATE THE EFFECT OF PATIENT COPING ON PAIN

Anita DeLongis[1], David B. King[1], Ellen Stephenson[1]

[1]University of British Columbia

We employed an intensive longitudinal design to examine the influence of spouse support on catastrophizing among patients with rheumatoid arthritis (RA). Couples in which one spouse was diagnosed with RA participated twice daily in telephone interviews for a period of one week. Multilevel modeling was used to examine interactions between patient catastrophizing and three types of spouse responses: being there for the patient when needed, love and acceptance, and avoidance. Simple slopes analyses revealed that the relationship between patient catastrophizing and pain was attenuated when spouse reports of love and acceptance were high and when their reports of avoidance were low. In sum, findings support a model of dyadic coping in which both patient and spouse responses need to be considered in union to determine the outcomes of stress, and further underscore the value of including the support provider in clinical interventions.

THREAT VIGILANCE TENDENCIES IN PARENT-ADOLESCENT DYADS: IMPLICATIONS FOR CARDIOVASCULAR HEALTH

Meanne Chan[1], Edith Chen[1]

[1]Northwestern University

Documented cross-over effects and risk for disease have centered on the contagion of stress in couples, while less is known about stress response pre-cursors within other family relationships. In a sample of 259 parent-adolescent dyads, we examined threat vigilance, a specific social-cognitive process that may underlie psychobiological responses to stress, and cardiovascular health indicators, including metabolic symptoms (cholesterol, glucose, blood pressure, waist circumference, body composition) and inflammatory markers. Threat vigilance was measured with an implicit paradigm to capture automatic processing of environmental cues. Threat vigilance was associated with greater metabolic symptoms in adolescents, and with greater synthesis of inflammatory proteins by lipopolysaccharide stimulated peripheral blood mononuclear cells in parents. Cross-over analyses revealed that threat vigilance in parents predicted metabolic symptoms in children, but children's threat vigilance did not predict parents' cardiovascular health indicators. The importance of considering dyadic characteristics when examining family relationships and biological correlates will be discussed.

Symposia Session S-H9

ARE POWER AND GENDER MUTUALLY REINFORCING OR OFFSETTING?

Saturday, February 15, 3:30 pm – 4:45 pm, Room 18 C/D

Chair: Jennifer Overbeck, *University of Utah*

Maleness is often associated with dominance and power, femaleness with affiliation and powerlessness. Four talks provide evidence to both challenge and support these associations. In short, there are clear connections between power and gender, but they may be more nuanced than previously thought.

ABSTRACTS

BEING POWERFUL AND FEELING (UN)COMFORTABLE: THE INFLUENCE OF GENDER, LEADERSHIP STYLE, AND INDUSTRY ON MEN AND WOMEN'S COMFORT WITH POWER

Justin D. Wareham[1], Ekaterina Netchaeva[1], Leah Sheppard[2]

[1]University of Utah, [2]University of British Columbia

Given prescriptive gender roles, it has been assumed that men feel more comfortable than women holding positions of power. This research examines conditions under which this may or may not hold true. Study 1 manipulated leadership style (authoritarian vs. democratic) and industry setting (fashion vs. software) to show that both men and women anticipate greatest discomfort holding power within gender-incongruent contexts. Further, women most preferred democratic leadership in fashion, whereas men most preferred authoritarian leadership in software. Study 2 manipulated hierarchical rank (middle manager vs. top executive) and industry setting and showed that men and women both prefer higher rank, but only in gender-congruent contexts. We conclude that gender may not predict overall feelings about holding power, but both men and

women prefer to hold power in settings congruent with stereotypes and expectations of their own gender. We discuss implications for improving equal representation in high-ranking roles.

WOMEN MEAN TO HANG TOUGH IN NEGOTIATIONS, BUT THEIR POSTURES WORK AGAINST THEM

Teng Zhang[1], Jennifer R. Overbeck[1], Margaret A. Neale[2]
[1]University of Utah, [2]Stanford University

We examined how men's and women's relational orientation affect economic and relational outcomes of negotiation, and whether postural dominance mediated any relationship. In a study using mixed-gender dyads, men and women had similar relational orientation, pre-negotiation targets and reservation points, and total value claimed. Overall, women's relational orientation directly increased their value claiming whereas men's relational orientation caused them to show less dominant postures, which led to decreased value claiming. This good news for women was offset by their behavior, however: Women's postures were less dominant than men's, and women's relational orientation resulted in men's adopting more dominant postures. Both dynamics helped men claim more value. Women were also judged more negatively than men on relational dimensions, despite their less-dominant postures. Despite similar pre-negotiation planning, then, men and women comported themselves differently during negotiation, in ways that could work to women's disadvantage.

WHEN OPPORTUNITY KNOCKS, FEMALE NEGOTIATORS ARE DISPROPORTIONATELY DECEIVED

Laura Kray[1], Alex Van Zant[2], Jessica Kennedy[3]
[1]University of California, Berkeley, [2]UC-Berkeley, [3]University of Pennsylvania

Because negotiations involve competition between parties with conflicting interests, deception is common. Across three studies, we find that gender stereotypes about women's greater ease of being misled and men's greater likelihood of retaliating predict more blatant deception towards female counterparts than male counterparts. Study 1 confirmed the existence of this negotiator gender stereotype. In Study 2, negotiators indicated more deceptive intent towards females than males when the lie had a high risk of being detected, suggesting fear of retaliation prevented deceit towards males. When the lie was unlikely to be detected, no gender difference emerged in deception. In Study 3, we examined deceptive behavior in face-to-face negotiations. As hypothesized, negotiators were significantly more likely to blatantly deceive female counterparts than male counterparts. This deception resulted in higher agreement rates under false pretenses and more negative subjective experiences for female negotiators compared to male negotiators.

FROM POWER DIFFERENCES TO SEX DIFFERENCES

Adam Galinsky[1], Eric M. Anicich[1], Joe C. Magee[2], Derek D. Rucker[3], Hannah Riley Bowles[4], Nira Liberman[5]
[1]Columbia University, [2]NYU, [3]Northwestern University, [4]Harvard University, [5]Tel Aviv University

The cause of sex differences has been a long-standing debate in the social sciences. Evolutionary theories point to differential selection pressures that produce biological differences between the sexes. Social role theories identify the differential distribution of women and men into different roles with disparate demands. Power/status theories highlight the differential level of power that men and women have in society. Drawing on a decade of research on the psychological effects of having versus lacking power, we present data showing that more than 25 established differences between men and women exhibit comparable differences between individuals with high-power versus low-power, with those experimentally endowed with power mirroring the behavior of men. Men and high-power participants display more confidence, risk-taking, action, negotiation initiation, authenticity, subjective well-being, persuasion, objectification, unethical behavior and less perspective-taking, emotion recognition, rumination, and conformity than women and low-power participants. These findings support power-based accounts of sex differences.

Symposia Session S-H10

APPLICATION OF ADVANCED METHODOLOGICAL TOOLS IN PERSONALITY AND SOCIAL PSYCHOLOGICAL RESEARCH

Saturday, February 15, 3:30 pm – 4:45 pm, Room 19

Chair: Fang Fang Chen, *University of Delaware*

We discuss the application of advanced methodology in the study of personality and social psychological research. We focus on the roles of bifactor models in testing multifaceted constructs, the function of bifactor models in addressing long standing conceptual debates, power issues in experimental design, and mediation analysis in longitudinal data.

ABSTRACTS

TESTING THE CENTRALITY OF AFFECT: A BIFACTOR MODELING APPROACH

Fang Fang Chen[1], Jeong Min Lee[1], Yiming Jing[1]
[1]University of Delaware

Researchers have debated about the fundamental dimensions of affect for several decades and the aim of this paper is to use a relatively unknown statistical tool, the bifactor model, to address this issue. The analysis indicates that moderate activation of pleasure-displeasure is likely the most basic dimension of affect, and negative affect across different levels of activation is another important dimension. In addition, high activation positive affect, low activation positive affect, and low activation negative affect are secondary dimensions. Consistent with these findings, the most basic dimension of affect, pleasure-displeasure, had the strongest predictive power in positivity and approach related domains. In contrast, the effect of negative affect was either equally strong or even stronger than that of pleasure-displeasure in negativity related domains. However, negative affect was unrelated to approach related domains. The secondary dimensions also demonstrated incremental prediction, independent of the basic dimensions, but the effects are generally small.

TWO CONCEPTS OR TWO APPROACHES? A BIFACTOR ANALYSIS OF PSYCHOLOGICAL AND SUBJECTIVE WELL-BEING

Jeong Min Lee[1], Yiming Jing[1], Fang Fang Chen[1], Adele Hayes[1]
[1]University of Delaware

Researchers often debate about whether there is a meaningful differentiation between psychological well-being and subjective well-being. One view argues that they are distinct dimensions, whereas another view proposes that they are different perspectives on the same general construct. The purpose of this investigation was to use a bifactor model to examine these competing views. The bifactor model revealed a strong general factor, which captures the common ground shared by the measures of psychological well-being and subjective well-being, and specific factors for each type of well-being. The specific factors also demonstrated incremental predictive power, independent of the general well-being factor. These results suggest that psychological well-being and subjective well-being are strongly related at the general construct level, but their individual components are distinct once their overlap with the general construct of well-being is partialled out. These findings thus indicate that both perspectives have merit, depending on the level of analysis.

OPTIMAL EXPERIMENTAL DESIGN IN EXPERIMENTS WITH SAMPLES OF STIMULI

Jacob Westfall[1], David Kenny[2], Charles Judd [1]
[1]University of Colorado Boulder, [2]University of Connecticut

In this talk we discuss principles of optimal experimental design for experiments where a sample of participants each respond to a sample of stimuli (e.g., photographed faces, evaluative words, etc.). In planning such studies, psychologists have erroneously relied on power analysis results derived for designs with participants as the only random factor. This has led to widespread overestimates of statistical power and many inefficiently designed studies. The principles we discuss

here are based on novel power analysis results that we have derived for the correct statistical models that treat participants and stimuli both as random factors. These principles will help researchers answer questions such as: How many different stimuli should I use? Will I increase power more by increasing the sample size of participants or of stimuli? Should I have every participant respond to the same set of stimuli, or should each participant get their own unique set of stimuli?

WITHIN-PERSON MEDIATION ANALYSIS OF INTENSIVE LONGITUDINAL DATA

Jean-Philippe Laurenceau[1], Niall Bolger[2]
[1]University of Delaware, [2]Columbia University

In this talk, we describe a type of statistical mediation especially suited for intensive longitudinal data: mediation at the within-subject level (Bolger & Laurenceau, 2013). As an illustration we use data from an intensive longitudinal study of couples coping with metastatic breast cancer who completed electronic diary assessments 6 times a day for 14 days. Within-person mediation analyses suggested that pain may wear on couples' relationships through its adverse effects on patients' mood. Because participants are assessed repeatedly in an intensive longitudinal study, each participant can be conceived as having his/her own mediation effect. This permits the estimation of an average within-person mediated effect as well as between-person heterogeneity around that average. Challenges involving extensions to a non-normally distributed mediator or outcome are briefly considered.

Symposia Session S-H11

GIVING SOCIAL PSYCHOLOGY AWAY--AND HAVING IT THROWN BACK IN OUR FACES

Saturday, February 15, 3:30 pm – 4:45 pm, Room 6

Chair: Leonard Newman, *Syracuse University*

Research by social psychologists can enrich public understanding of important societal issues and challenges. However, clearly communicating the implications of our findings is challenging. Giving social psychology away to institutions with well-entrenched practices can be especially difficult. Symposium contributors will elaborate on such challenges and lessons learned from their experiences.

ABSTRACTS

PSYCHOLOGY-AND-LAW OR PSYCHOLOGY-VERSUS-LAW?: YOU DECIDE

Lisa E. Hasel[1]
[1]University of Florida

Over a century has passed since Hugo Munsterberg's classic text, "On the Witness Stand," was published in 1908. Psychologists continue to conduct research aimed at understanding and improving both the criminal justice process and outcomes for people involved in the criminal justice system. Given the relevance to social psychology and the expertise of the presenter, this presentation will focus on the areas of eyewitness identification, which has been referred to as the "gold standard" in the field of law and social science, as well as on the areas of deception detection and interrogation procedures. I will highlight some historical failures and successes in the interactions between psychological researchers and legal actors regarding evidence-based practices designed to improve criminal investigation outcomes. Additionally, I will discuss key lessons that have been learned during those interactions about the best ways to accurately portray research while communicating and collaborating with policy makers.

HABITS OF CAUTION AND CONTEXTUALIZATION DIE HARD

Judith Harackiewicz[1]
[1]University of Wisconsin

As an experimental social psychologist, I have always tried to emphasize the limiting conditions and qualifications of any single empirical finding, often to a tedious fault. As my empirical work has accumulated, however, my colleagues and I have been confident enough to venture into the real world and test interventions to promote academic outcomes such as performance in science classes and STEM course-taking, with some real success. Still, we try to identify the limitations and qualifications, and it can be frustrating when educators jump to use interventions that we don't feel are fully ready for implementation in other contexts, or aren't quite ready for scaling up. Habits of caution and contextualization die hard. At the same time, other educators question whether simple interventions based on social psychological principles could possibly work, and suspect and question our findings. Then we throw caution to the winds, and make stronger claims than we should.

A FAMILY-ORIENTED HUMANISTIC VERSION OF EVOLUTIONARY PSYCHOLOGY? FORGET ABOUT IT!

Douglas Kenrick[1]
[1]Arizona State University

Evolutionary psychologists have been accused of focusing on negative aspects of human nature: Homicide, one-night-stands, infidelity, and other selfish and nasty tendencies. As a protege of Bob Cialdini, I thought a more appealing marketing strategy might be in order. Hence, my colleagues and I wrote a paper linking modern Darwinian thought with that of the beloved humanistic psychologist Abraham Maslow. We suggested that his famous pyramid had completely skipped the central role of family values in human motivation, and we gently placed care of children and grandchildren into the picture. The paper was published in a top journal, and we were pleased that it got extensive media coverage. Many members of the public, however, including people whose values I mostly shared, were shocked and horrified for an unexpected reason. I will discuss lessons learned about disseminating research findings to the public, lessons I could have learned from my mentor.

WHEN AND WHY DO PEOPLE BELIEVE THAT SOCIAL PSYCHOLOGISTS EXCUSE WRONGDOING?

Ying Tang[1], Leonard S. Newman[1]
[1]Syracuse University

Research by social psychologists has lessons to impart about the causes of socially undesirable behavior, but laypeople may resist them when they believe that social psychologists' accounts of such behavior absolve wrongdoers of responsibility. Consistent with past research, the studies we describe reveal that relative to accounts of wrongdoing emphasizing individual differences in the propensity to engage in antisocial behavior, accounts that emphasize contextual factors lead people to assume that the researchers do not hold wrongdoers responsible for their behavior. Our current research, however, reveals two moderators of these findings. Discrepancies between participants' own beliefs about culpability and what they perceive psychologists' beliefs to be are especially pronounced when psychologists are thought to be disproportionately politically liberal. However, a study involving participants in both China and the United States indicates that people in collectivist cultures are less suspicious of explanations of wrongdoing that focus on the power of the situation.

Symposia Session I

Saturday, February 15, 5:00 pm – 6:15 pm

Symposia Session S-I1

THE POLITICS OF SOCIAL PSYCHOLOGICAL SCIENCE

Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom D

Chair: Lee Jussim, *Rutgers University*

Many social psychological topics have political implications. Has the fact that most social psychologists are political liberals distorted research on these topics? Four speakers address this issue from different perspectives. Together, these talks challenge researchers to improve social psychology by minimizing the influence of their political beliefs on our science.

ABSTRACTS

WHY WE SHOULD CARE ABOUT IDEOLOGICAL DIVERSITY IN SOCIAL PSYCHOLOGY

Yoel Inbar[1], Joris Lammers[2]

[1]Tilburg University, [2]Universität zu Köln

Does social-personality psychology have a diversity problem? When it comes to politics, the answer is clearly "yes." I will discuss two large-scale surveys (combined N=800) of social and personality psychologists which found that: 1) only a small minority describe themselves as "conservative" or "moderate"; 2) conservatives fear negative consequences of revealing their political beliefs to their colleagues; 3) they are right to do so. In decisions ranging from paper reviews to hiring, many social and personality psychologists said that they would discriminate against openly conservative colleagues—and the more liberal respondents were, the more they said they would discriminate. I'll then talk about some of the consequences of an ideological monoculture for individual researchers and scientific progress, and suggest some ways to increase ideological diversity.

IDEOLOGICAL SYMMETRY IN PREJUDICE, INTOLERANCE, AND AUTHORITARIANISM

Jarret Crawford[1]

[1]The College of New Jersey

In social psychology, prejudice, intolerance and authoritarianism have long been considered more the province of the political right than the left. I will review new evidence showing that—contrary to this prevailing view—prejudice, intolerance, and authoritarianism characterize people on both the right and left. First, I will discuss recent research showing that liberals and conservatives express approximately equal levels of prejudice, discrimination, and political intolerance towards their perceived outgroups. Second, I present new evidence showing that just as right-wing authoritarianism predicts support for the forceful suppression of the left, left-wing authoritarianism predicts support for the forceful suppression of the right. Together, these studies suggest that perceived value inconsistency and threat are the mechanisms behind left-wing and right-wing outgroup hostility. I end by discussing why half a century of social psychological research has failed to address or uncover ideological symmetries in prejudice, intolerance and authoritarianism.

CONSERVATIVES AS CANARIES IN THE COAL MINE: SYMPTOM OF SICKNESS SAPPING SCIENTIFIC SOCIAL PSYCHOLOGY

Lee Jussim[1]

[1]Rutgers University

Why are social and personality psychologists largely politically left-wing, and what are the scientific consequences? Psychology's ideological skew is due to self-selection, hostile-workplace processes, and direct discrimination (Duarte, Crawford, Stern, Haidt, Jussim, and Tetlock, under review; Inbar & Lammers, 2012). The consequences for psychological science are serious, including unjustified or distorted conclusions about politically-charged topics via a slew of questionable interpretive practices (QIPs; Jussim, 2012). QIPs include: selective preference (publication, funding, citations) given to politically congenial studies; blind spots (selectively ignoring politically uncomfortable results); and mythmaking (extolling weak or irreplicable findings as powerful and pervasive if they bolster politically desirable narratives). I will present specific examples of QIPs: questionable publication, IRB, and funding decisions; selective ignoring of research on rational and accurate stereotyping; and selective extolling of weak or irreplicable expectancy-confirmation studies. I conclude with recommendations on how to limit QIPs and reasons to be optimistic about social psychology's future.

THE POLITICS OF PUBLISHING CONTROVERSIAL WORK ON PSYCHOLOGICAL SEX DIFFERENCES

David Buss[1]

[1]University of Texas, Austin

This talk will share insights from publishing controversial work on psychological sex differences. When I first presented my 37-culture study on evolved sex differences in the psychology of sexuality and mating, friendly colleagues urged me to suppress the findings. Many still refuse to acknowledge that evolved sex differences exist, because doing so is erroneously perceived to conflict with achieving gender equality. As a result, scientifically astonishing double-standards are applied to evaluating competing explanations. Firmly grounded evolutionary hypotheses require massive cross-cultural and cross-method documentation, and even then are denigrated, distorted, mischaracterized, or dismissed. Explanations involving socialization, roles, and vague invocations of "culture" are readily accepted as prima facie correct, even when causal explanations are nebulous and empirical evidence dubious. Advancement of social psychological science requires acknowledging potentially unpalatable empirical findings, eliminating scientific double-standards, and making social psychological theory consilient with principles in the life sciences.

Symposia Session S-I2

PROVIDING EFFECTIVE SUPPORT IN CLOSE RELATIONSHIPS: NEURAL, BEHAVIORAL, AND PHYSIOLOGICAL PREDICTORS AND CONSEQUENCES

Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom A

Chair: Sylvia Morelli, *Stanford University*

The speakers of this symposium will identify neural, behavioral, and physiological predictors of effective support provision and demonstrate that providing support to close others is associated with mental and physical health benefits for the provider.

ABSTRACTS

VICARIOUS REWARD: A NEURAL PREDICTOR OF PROVIDING GOOD SUPPORT

Sylvia A. Morelli[1], Molly E. Arnn[1], Jamil Zaki[1]

[1]Stanford University

Although recent research has focused on the benefits of giving support, much less is known about what motivates individuals to provide good support. Therefore, we examined whether individuals who experience high levels of vicarious reward would be most likely to provide high quality support. In a 14-day diary study, 48 pairs of close friends reported on their personal well-being and the quality of emotional support they provided to their friend each day. One friend was also scanned as he/she observed the other friend win money in a game. When observing a friend win money, increased reward-related activity predicted higher quality support to that same friend across 14 days. Providing higher quality support on one day also predicted decreased stress, loneliness, and negative affect on the same day. Our findings suggest that vicarious reward may serve as neural marker of high quality support provision and its downstream effects on personal well-being.

MECHANISMS FOR LINKING PROSOCIAL BEHAVIOR TO PHYSICAL HEALTH

Stephanie L. Brown[1]

[1]Stony Brook University and the University of Michigan

Prosocial behavior has been linked to better health, reduced mortality risk, and well-being. However, almost no research addresses the mechanisms by which prosocial behavior might promote health and interrupt disease processes. In my talk, I will review the results of new studies designed to examine the physiological mechanisms that link prosocial behavior to physical health. These mechanisms are framed and organized as neurobiological features of a caregiving motivational system. I will describe how the features of the caregiving system also regulate physiological homeostasis and interfere with the development of chronic inflammation. After a brief review of new models of inflammatory disease and cancer biology, I discuss how the caregiving system is uniquely poised to also interrupt the development of lethal forms of cancer. I will conclude my talk with the implications for medical research, bioethics, and health care policy.

SOCIAL SUPPORT PREDICTS WEIGHT GAIN IN THE EARLY YEARS OF MARRIAGE

Benjamin R. Karney[1], Andrea L. Meltzer[2], James K. McNulty[3]

[1]University of California, Los Angeles, [2]Southern Methodist University, [3]Florida State University

Spouses tend to gain weight after they marry. The current study examined whether the quality of spouses' supportive behaviors as newlyweds predicted weight gain over the first four years of marriage. We observed 169 newlywed couples discussing a personal goal, coded those discussions for the quality of both partners' support behaviors, and assessed weight every 6 months for 4 years. Both spouses tended to gain more weight to the extent that they engaged in behaviors indicative of a lack of motivation, such as whining, complaining, and avoiding responsibility. Among husbands, but not wives, this effect was moderated by their partners' tendencies to engage in oppositional behaviors like criticism, confrontation, and rejection. These effects held controlling for marital satisfaction, depressive symptoms, neuroticism, and both partners' income. These findings illuminate how relationship processes predict weight changes in couples, and demonstrate the value of a little well-timed negativity.

LINGUISTIC CORRELATES OF SUPPORTIVE BEHAVIOR IN COUPLES

Alexandra Suppes[1], Niall Bolger[1]

[1]Columbia University

One of the challenges in understanding effective supportive interactions is that these can be subtle and relatively invisible to the recipient. In previous work we have identified situations where providers supported their partners in ways that are not perceived as such by recipients. One such situation is where the support provider reduces the recipient's distress by drawing attention away from the recipient's distress and to the problem to be solved. We examined this idea in a laboratory study of couples where each member took turns providing and receiving support during two seven-minute interactions. This presentation examines the correspondence between emotion words used in the interactions and the amount of invisible support provided. As predicted, we found that providers who used fewer emotion words were paired with recipients who received more invisible support.

Symposia Session S-I3

GROUP IDENTITY AND PREJUDICE: NEW FINDINGS FROM AN IMPLICIT SOCIAL COGNITIVE PERSPECTIVE

Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom G

Chair: Travis Carter, *Colby College*

This symposium presents an implicit cognition perspective on how group identity predicts prejudice. In particular, the work presented advances psychological findings that racial and national identities shape a wide spectrum of intergroup attitudes and behaviors. We focus on how group identities and cues predict ingroup prejudice subtly and unintentionally.

ABSTRACTS

EXCLUSIONARY NATIONAL IDENTITY IN THE POLITICAL ARENA

Thierry Devos[1], Que-Lam Huynh[2], Debbie S. Ma[2]

[1]San Diego State University, [2]California State University Northridge

Despite the ethnic diversity of the US population, ethnic minority groups are viewed as less American than European Americans. This talk focuses on the potential consequences of this exclusionary national identity in the political domain. First, we examine the links between the perceived prototypicality of ethnic groups and policy attitudes relevant to ethnic relations. The extent to which ethnic groups are perceived as embodying the American identity is more strongly linked to anti-minority policy attitudes among European Americans than among Latino or Asian Americans. Second, we examine the interconnections between the perceived Americanness of Barack Obama and Mitt Romney and their electability during the 2012 presidential election. The relative perceived Americanness of these candidates accounts for the willingness to support them beyond the influence of attitudes. Thus, the cognitive ascription of the national identity is linked to attitudes and behavioral intentions that delineate the rights and opportunities of ethnic minorities.

NATIONAL CUES UNINTENTIONALLY INCREASE INTERGROUP RACIAL PREJUDICE

Melissa J. Ferguson[1], Travis J. Carter[2], Gayathri Pandey[1], Rasha Kardosh[3], Ran R. Hassin[3]

[1]Cornell University, [2]Colby College, [3]Hebrew University

How does one's national identity, and particularly the implicit associations with one's nation, influence attitudes towards that nation's historically stigmatized racial and ethnic groups? Does it prompt a superordinate grouping of, for instance, "American" to increase egalitarianism in line with recent as well as classic work (e.g., Allport, 1954), or does it exaggerate categorizing minorities as outgroup members, increasing prejudice toward those groups? In a series of studies, we subtly primed participants in America and Isreal with their national symbols, and then tested their prejudice toward a historically stigmatized group. In both countries, those who were primed showed a significant increase in bias. White and Asian Americans showed increased prejudice toward Black Americans after being primed with an American flag, and Israeli Jews showed more implicit prejudice toward Israeli Arabs after being primed with the Israeli flag. We also examined how such an effect might be mitigated, and showed that being reminded of admired American Black exemplars eliminated the effect.

DOES THE CONFEDERATE FLAG PRIME PREJUDICE-CONSISTENT JUDGMENT?

Joyce Ehrlinger[1]

[1]Washington State University

The Confederate Flag is a powerful symbol connected to a history of prejudice and race-related violence. Because it is also a source of pride for some, this rebel flag often inspires controversy especially where it is displayed on public land and incorporated into U.S. state flags. Some argue that the link between the Confederate Flag and prejudice is purely historical. However, I will present three studies suggesting that this relationship is ongoing. For example, participants simply exposed to the Confederate Flag evaluate Black targets in more prejudice-consistent ways than control participants. Most notably, exposure to the Confederate flag left participants in a 2008 study less willing vote for Barack Obama despite having no impact on intentions to vote for white political candidates. These results suggest that the Confederate Flag can serve as a powerful cue with an ongoing potential to inspire prejudice.

FOR MEMBERS ONLY: COSTLY INGROUP PUNISHMENT IN THE SERVICE OF INGROUP FAVORITISM

David M. Amodio[1], Saaid A. Mendoza[2], Sean P. Lane[1]
[1]New York University, [2]Amherst College

Although group membership has many privileges, members are also expected to reciprocate those privileges. We proposed that ingroup members would be punished more harshly than outgroup members for marginal fairness norm violations within a negotiation. We tested this hypothesis in the context of ultimatum game interactions. Participants considered proposals from ingroup and outgroup members for shares of $20, which ranged in perceived fairness. Accepting an offer yielded the proposed payout, but rejecting it caused each player to earn nothing—a punishment of the proposer at a cost to oneself. Group membership was defined by either race (Study 1) or college affiliation (Study 2). In both studies, participants exacted costly punishment on ingroup members more often than outgroup members for marginally unfair offers. This effect was magnified for those with stronger group identification (Study 2). We suggest that this pattern represents a strategy for maintaining group-based norms and promoting ingroup favoritism.

Symposia Session S-I4

EMBODYING MOTIVATION: HOW BODILY EXPERIENCES SHAPE OUR GOALS AND DESIRES

Saturday, February 15, 5:00 pm – 6:15 pm, Room 17

Chair: Lotte Veenstra, *VU University Amsterdam*

Co-Chair: Shana Cole, *New York University*

The present symposium introduces an embodied cognition perspective on human motivation. The presenters show how bodily experiences like taste, weight, and lighting, may influence motivational dynamics. Even complex motivations may be grounded in bodily experiences. The embodied nature of motivation has far-ranging implications and suggests new ways of motivating people.

ABSTRACTS

A ROLE FOR SWEET TASTES IN THE EMBODIMENT OF PROSOCIAL MOTIVATION

Michael D. Robinson[1], Adam K. Fetterman[1], Brian P. Meier[2]
[1]North Dakota State University, [2]Gettysburg College

Lakoff and Johnson (1999) suggested people live metaphorically rather than merely speak this way. For example, nice people may actually be "sweet" besides being perceived as sweet by others. Across 6 studies, we investigated the embodiment of prosocial motivations. Study 1 finds that perceivers infer more prosocial motivation (i.e., agreeableness) when they learn that the target person likes a sweet food. Study 2 finds that people high (rather than low) in prosocial motivation like sweet-tasting foods more in the lab. Study 3 finds that liking for sweet foods predicts prosocial motivation and behavior outside the lab. Studies 4 and 5 find that tasting sweet foods renders people higher in prosocial motivation. Study 6 finds that people who like sweet foods enjoy their days more when they are nice to others. The findings establish an embodied basis for prosocial motivation and suggest that metaphoric processes influence people's motivational dynamics.

BETRAYED BY THE BODY: BODILY MARKERS OF IMPORTANCE INCREASE DECISIVENESS BUT LEAVE DECISIONS SELF-INCONGRUENT

Nils B. Jostmann[1], Nicola Baumann[2]
[1]University of Amsterdam, [2]University of Trier

Weight is metaphorically linked to effort mobilization. The present studies examined how this link may influence personal decision-making and motivational processes. A first set of studies shows that holding a heavy rather than light object while participants think about a personal decision (see Jostmann, Lakens, & Schubert, 2009) makes them perceive themselves as higher in trait decisiveness. A second set of studies investigated whether embodied experiences of heaviness mimic the known behavioral manifestations of trait decisiveness. Trait decisiveness is linked to an absence of conflict between explicit goals and implicit motives, which promotes well-being and health (Baumann, Kaschel, & Kuhl, 2005). However, we found consistently that heaviness increases goal-motive conflict in different domains (e.g., affiliation, achievement). We conclude that embodied experiences can affect explicit self-concepts and decisions even when implicit motivational support is lacking. Apparently, listening to your body when making decisions can be deceptive.

EYES ON THE PRIZE: ATTENTIONAL NARROWING INFLUENCES DISTANCE PERCEPTION IN THE SERVICE OF REGULATING EXERCISE BEHAVIOR

Shana Cole[1], Emily Balcetis[1], Matthew Riccio[2], Lily Brafman[1], Sandra Mulaimovic[3]
[1]New York University, [2]Columbia University, [3]VU University Amsterdam

There is a worldwide obesity epidemic, caused in part by people's failure to exercise sufficiently. We posit that one reason people are overweight is that they literally perceive their environments as more difficult to traverse. We draw from our work on embodied visual perception and on classic motivation theory in designing and testing one intervention meant to affect perceptions of the environment in ways that would incite action. In 3 studies, we trained participants to narrowly focus their visual attention on a goal-relevant target. Narrowed attention led people to perceive a goal as physically closer and to walk faster to reach it. In addition, we tested the moderating effect of construing the task as challenging rather than threatening on perceived proximity to the target and goal-directed behavior. Taken together, the studies support the embodied nature of visual perception and its role in the regulation of goal-directed behavior.

EMBODIED ANGER MANAGEMENT: EMBODIED AVOIDANCE CUES CAN REDUCE ANGER AND AGGRESSION AMONG INDIVIDUALS WITH HIGH TRAIT ANGER

Lotte Veenstra[1], Iris K. Schneider[1], Irena Domachowska[2], Brad Bushman[3], Mattie Tops[1], Sander L. Koole[1]
[1]VU University Amsterdam, [2]TU Dresden, [3]Ohio State University

Prior work found that embodied anger expressions increase aggression (Bushman, 2002), suggesting that regulating the body may impair anger management. However, we propose that embodied experiences can facilitate anger management when they address the approach motivation that underlies anger (Carver & Harmon-Jones, 2008). Because approach motivation is dampened by avoidance motivation, embodied avoidance cues may down-regulate anger. Such embodied anger management might especially help individuals high in trait anger. Indeed, trait-angry participants were less angry after a provocation when making avoidance movements (Study 1), in a dark room (Study 2), or leaning backwards (Study 3), compared to when participants made approach movements, were in a well-lit environment, sat straight, or leaned forwards. Embodied avoidance cues further reduced approach drive (Study 4) and impulsive aggression (Study 5) among trait-angry participants. No such effects were observed among low trait-angry participants. Thus, embodied motivational states may facilitate anger management, particularly among trait-angry individuals.

Symposia Session S-I5

REFLECTING ON THE REDEMPTIVE STORY

Saturday, February 15, 5:00 pm – 6:15 pm, Room 9

Chair: William Dunlop, *University of California, Riverside*

The redemptive story is manifest when something bad is construed as leading to something good. In this symposium, McAdams, Dunlop, McLean, and Weston present research showcasing the redemptive story's relevance to culture, development, health, and well-being. Thus, these talks underscore the ubiquitous nature, and far-reaching implications, of the redemptive story.

ABSTRACTS

TURNING BAD THINGS INTO GOOD: REDEMPTIVE LIFE NARRATIVES IN IDENTITY AND IN CULTURE

Dan P. McAdams[1]
[1]Northwestern University

In redemptive life narratives, a protagonist is delivered from suffering to experience an enhanced status or state. A number of studies have shown that narrating one's life story in redemptive terms is associated with psychological wellbeing and positive engagement with society. I will trace the history of the redemptive theme as expressed in American culture, examining redemptive stories of atonement (from sin to salvation), upward mobility (the American dream), liberation (personal and social emancipation), and recovery (re-embracing the good inner self). I will also present new data from a study of 160 midlife American adults showing that high levels of generativity are strongly linked to a suite of related images and motifs in life narrative that revolve around the idea of personal redemption. Redemptive life narratives sustain hope in the face of adversity and affirm the belief that the narrator is destined to leave a positive mark on the world.

THE REDEMPTIVE STORY AND HEALTH BEHAVIOR

William L. Dunlop[1], Jessica L. Tracy[2]
[1]University of California, Riverside, [2]University of British Columbia, Canada

Once a self-narrative is formed, we contend there is an impetus to maintain it. Thus, by narrating personal improvement following adversity, the narrator may actually improve. This possibility was examined among a sample of alcoholics, and alongside additional narrative dimensions. Cross-sectionally, we found that alcoholics who had maintained their sobriety for four years or longer were more likely to provide redemptive stories of self-improvement, and to use fewer negative emotion words, while describing their most recent drinking experiences, relative to alcoholics sober six months or less. Longitudinally, although recently sober redemptive and non-redemptive participants were initially otherwise indistinguishable, the former were more likely to maintain their sobriety in subsequent months, relative to the latter. The negative emotional words in their stories, in turn, did not predict subsequent sobriety. Collectively, these results suggest that, in contrast to micro-analytic story content, narrative redemption may serve as a precursor to sustained behavioral change.

ARE THERE RISKS TO NARRATIVE PROCESSING AND REDEMPTION? IT DEPENDS ON WHO YOU ARE AND WHAT YOU ARE REFLECTING ON

Kate C. McLean[1]
[1]Western Washington University

While current theory points to the psychological benefits of processing negative events to understand their personal meaning and to find redemption, we have recently proposed that the type of person and the type of event matter, a proposal supported with three recent empirical examples. First, development matters. In a study of adolescent boys (n = 146), narrative meaning was associated with poor adjustment in early, but not late, adolescence. Second, background matters. In a sample of at-risk middle and late adolescent delinquents (n = 31), greater narrative processing was associated with greater delinquency, and redemption was not associated with positive adjustment. Finally, type of event matters. In a sample of college students (n = 561), some with backgrounds of abuse (n = 204), redemption and narrative processing were both positively associated with PTSD symptoms for those with abuse histories. Discussion focuses on the potential risks of redemptive narrative processing.

WHAT IS REDEMPTION? SEARCHING FOR THE LINGUISTIC STRUCTURE OF REDEMPTION STORIES

Sara J. Weston[1], Joshua J. Jackson[1], Keith S. Cox[2]
[1]Washington University in St. Louis, [2]Northwestern University

Redemptive stories are often defined by the meaning the narrator gives to significant events. However, these narrators may unknowingly use specific words to tell their stories. Identifying the linguistic structures of narratives, or the associations between words used to construct stories, and their relationship to redemption may explain redemptive stories' associations with positive psychological outcomes. This study examined low point narratives (N = 152). Linguistic variables were measured using the Linguistic Inquiry and Word Count program. Factor analyses extracted six factors from these linguistic variables, which represent the linguistic structure of the narratives. Interestingly, no factors were associated with redemption coding. However, both redemption and one factor, Future Difference, predicted psychological well-being at a one year follow-up, even when both variables were included in the model. Despite no evidence of a linguistic structure of redemption, the results demonstrate the importance of including linguistic variables in the study of life narratives.

Symposia Session S-I6

A THREAT AT EVERY TURN: NEW CHALLENGES AND NEW SOLUTIONS

Saturday, February 15, 5:00 pm – 6:15 pm, Room 18 C/D

Chair: Valerie Taylor, *Spelman College*

This symposium investigates the consequences of identity threat in sometimes unexpected places and strategies to reduce threat. First, we highlight how seemingly positive situational cues--flattering feminine images and positive group stereotypes--can elicit threat, then examine strategies that buffer diverse groups from threat using daily diary methodology and meta-analysis.

ABSTRACTS

THREAT IN VIRTUAL REALITY: VIRTUAL SEXUAL OBJECTIFICATION EXPERIENCES DIFFERENTIALLY AFFECT BODY IMAGE CONCERNS IN MEN AND WOMEN

Nicole M. Overstreet[1], Diane M. Quinn[2]
[1]Yale University, [2]University of Connecticut

Sexual objectification poses a significant threat to women's sense of self relative to men and can lead to costly consequences such as body shame. Researchers have suggested that a key contributor to negative objectification outcomes is a focus on the discrepancy between one's own body and idealized appearance standards (Quinn, Chaudoir, & Kallen, 2011). In the present research, participants were placed in a dating context where sexual objectification experiences might naturally occur and potentially be felt as social identity threat. Two virtual reality studies demonstrated that women's exposure to sexually objectifying media (Study 1) and objectifying commentary in an interpersonal encounter (Study 2) resulted in greater body image self-discrepancy, which in turn was related to greater body shame and appearance anxiety. These effects were not observed in men. Findings highlight gender asymmetries in the experience of objectification and further identify pathways through which sexual objectification threatens women's sense of self.

CAN POSITIVES IMPLY NEGATIVES? POSITIVE STEREOTYPES AS A FORM OF SOCIAL IDENTITY THREAT

John Oliver Siy[1], Sapna Cheryan[1]
[1]University of Washington

Three studies show that hearing a positive stereotype in an intergroup interaction causes targets to believe they are being seen through the lens of negative stereotypes of their group. In Study 1, women who heard a man state a positive stereotype of their group were more likely to believe he held negative stereotypes of them than those who heard no stereotype. In Study 2, positively stereotyped women assumed negative stereotypes were also being applied to them even when the positive stereotype was stated subtly without mention of gender. In Study 3, Asian Americans who were the target of a positive stereotype believed they were also being negatively stereotyped and these beliefs were mediated by a sense that they were being "lumped together" with other members of their group, by the positive stereotype. Positive stereotypes may be threatening because of the latent negativity they signal to their targets.

STEREOTYPE THREAT IN WORKPLACE CONVERSATIONS AND THE MITIGATING ROLE OF GENDER INCLUSIVE POLICIES

Will Hall[1], Toni Schmader[1]
[1]The University of British Columbia

Stereotype threat is typically examined as a phenomenon experienced by university students during testing. But for women and minorities who successfully jump the hurdle of testing and advance into professional careers, the next obstacle is to stem attrition and boost advancement. In a study of professional engineers we tested whether interpersonal experiences with male colleagues are a source of stereotype threat and the role of workplace policies in reducing that threat. Participants reported their interactions with colleagues on daily dairies over the course of two weeks. Multilevel analyses revealed that for women, negative affective reactions to work conversations with men predicted daily experiences of stereotype threat. However, inclusive policies in the workplace predicted more positive cross-sex conversations and mitigated the relationship between stereotype threat and organizational commitment. This work points to the importance of a positive gender culture in reducing the experience of stereotype threat in organizations.

A COMPREHENSIVE META-ANALYSIS OF THE STEREOTYPE THREAT LITERATURE: OVERALL EFFECTS AND COMPARISON OF GROUPS, TRIGGERS, AND REMEDIES

Valerie Jones Taylor[1], Gregory M. Walton[2]
[1]Spelman College, [2]Stanford University

Stereotype threat can cause severe performance decrements. Research documenting this effect abounds, as does research examining threat-reduction strategies to improve performance. But how large is this effect, does it differ between groups, and how effective are different remedies? Past meta-analyses examine portions of the stereotype threat literature or particular questions within it. Complementing these, we report a comprehensive meta-analysis of laboratory experiments including 316 studies and 26,315 participants in diverse settings and examine the effectiveness of threat-reduction strategies. The overall effect size is moderate (g=.541); a key finding is that studies lacking a condition that actively removes stereotype threat yield a smaller effect (g=.221) than those using a threat-removal strategy (gs=.399-.736). The effect is robust for different triggers (gs=.291-.615), populations (gs=.459-.859), and ages (gs=.321-.595). The results highlight pernicious effects of stereotype threat in wide-ranging populations and the importance of efforts to reduce threat in evaluative and other domains.

Symposia Session S-I7

THE PSYCHOLOGY OF INGROUP-OUTGROUP DISTINCTIONS IN THE AFTERMATH OF TERRORISM

Saturday, February 15, 5:00 pm – 6:15 pm, Room 19

Chair: Nour Kteily, *Harvard University*

Co-Chair: Sarah Cotterill, *Harvard University*

We investigate how acute outgroup threats affect the ways individuals delimit their group boundaries and psychologically distance outgroups. We show how threat contributes to greater restrictiveness in ascribing ingroup characteristics, more stereotypical outgroup characterizations, and the valuing of security over civil liberties. We describe an intervention that mitigates these effects.

ABSTRACTS

BRIDGING THE CHASM: THE EFFECTS OF VIRTUAL INTERGROUP CONTACT ON AMERICAN-MUSLIM ATTITUDES

Emile Bruneau[1], Rebecca Saxe[1]
[1]Massachusetts Institute of Technology

Intergroup contact has the demonstrated potential to stem the tide of intergroup negativity. However, socio-political conflicts spanning great distances make direct contact difficult and costly. We describe the results of a 'virtual exchange' program that aimed to provide the benefits of intergroup contact by digitally connecting American students with students in the Arab and Muslim world. These students engaged in video dialogue online, sharing personal stories over several months in groups of 8 to 10 individuals. We conducted the program during the Spring 2013 semester (encompassing the Boston Marathon Bombings), evaluating its effects on participants' outgroup attitudes relative to a matched control group. Supporting and extending intergroup contact theory, participants exhibited increased positivity towards Muslims, perceived greater overlap between American and Muslim identities, and decreased distancing of Muslims for the self-concept. Moreover, participants were insulated from increased threats exhibited by the control group in the aftermath of the Boston bombings.

'NOT ONE OF US': THE DENIAL OF INGROUP CHARACTERISTICS TO SUSPECTED PERPETRATORS OF TERRORIST ACTS.

Nour Kteily[1], Sarah Cotterill[1], Jim Sidanius[1]
[1]Harvard University

The categorization of individuals as ingroup vs. outgroup members profoundly affects the levels of trust, cooperation, and punishment they are extended, and can also carry implications for the group's standing itself. Two studies investigated target categorization following the UK Woolwich and Boston marathon attacks: events involving maligned targets whose status as national (Woolwich attackers) or racial (Tsarnaev brothers) ingroup members remained ambiguous. Within two days, we presented Brits and White Americans with the suspects' images. As predicted, those higher in social dominance orientation and right-wing authoritarianism— concerned with the ingroup's status and norm-adherence, respectively— perceived suspects as looking less British and less White, thus denying them critical ingroup characteristics. Individuals feeling more fear (but not anger or sadness) following the attacks also distanced the suspects in this way. Highlighting its importance, perceiving suspects in outgroup terms increased support for their punitive punishment and for militaristic policies targeting outgroups more generally.

OUTGROUP THREATS, INGROUP COMPROMISES: SECURITY OVER PRIVACY IN THE AFTERMATH OF TERRORIST ACTS

Sarah Cotterill[1], Nour Kteily[1], James Sidanius[1], Jennifer Sheehy-Skeffington[1], Robin Bergh[2]
[1]Harvard University, [2]Uppsala University

The Snowden revelations highlight the tension between protecting civil liberties and ensuring public safety. Incidents making security threats to the ingroup salient can tip the balance in favor of protecting safety, even at a cost to privacy. Whereas most responses to outgroup threat investigated target the outgroup itself, the cost of reduced privacy is one the ingroup bears. We expected fear would activate individuals' existing authoritarian tendencies, associated with the trust of established leadership necessary for relinquishing autonomy. We assessed Americans' support for measures that prioritized safety over privacy following the Boston Marathon bombings. As expected, fear interacted with right-wing authoritarianism to predict support for privacy restrictions. Moreover, controlling for fear and authoritarianism, closely following news coverage of the bombings led to support for privacy restrictions by increasing the perceived likelihood of future terrorism. These results emphasize the interplay between individual differences and contextual factors in affecting responses to outgroup threat.

EFFECTS OF TERRORISM-RELATED MEDIA ON AMERICAN-MUSLIM INTERGROUP RELATIONS

Muniba Saleem[1], Sara Prot[2], Craig A. Anderson[2]
[1]University of Michigan-Dearborn and University of Michigan, [2]Iowa State University

Most Americans depend on media for information regarding Arabs and Muslims; however, the portrayal of these groups within media is largely negative. In three studies, we explore how media images of Arabs and Muslims influence Americans' perceptions of these groups. In Study 1, American participants exposed to terrorism news show greater support for aggressive actions against predominantly Muslim countries and this relationship is found to be mediated by negative attitudes and emotions towards Muslims. In Study 2, American participants exposed to terrorism news show support for harsher civil restrictions for American-Muslims such as annual background checks and random phone screenings. This relationship is mediated by perceptions of American-Muslims holding values that are incompatible with American values and perceiving them as "less American". Finally, an experimental study reveals that participants who play terrorism-themed, relative to neutral, video-games are more likely to draw "typical" Arabs with stereotypical traits, angry expressions, and weapons.

Symposia Session S-I8

CULTURE AND EMOTION: ADVANCES FROM CULTURAL PSYCHOLOGY AND CULTURAL NEUROSCIENCE

Saturday, February 15, 5:00 pm – 6:15 pm, Room 18 A/B

Chair: Joan Chiao, *Northwestern University*

In this symposium, Gendron, Yang, Chiao and Tsai will discuss novel theoretical and empirical approaches to understanding the extent to which human emotion is a culturally-shaped phenomenon with behavioral and neuroimaging paradigms.

ABSTRACTS

EMOTION WORDS AS ELEMENTS IN EMOTION PERCEPTION: EVIDENCE FROM A REMOTE CULTURE

Maria Gendron[1], Lisa Feldman-Barrett[1]
[1]Northeastern University

We present two experiments suggesting that language provides a top-down contextual element that constrains the cross-cultural perception of emotion. We tested individuals from a remote cultural context (the Himba ethnic group in northwestern Namibia) as well as individuals from the United States. We examined whether cross-cultural perceptions of emotion are robust when emotion words are not present in the task (Study 1). Further, we manipulated the presence or absence of emotion words (Study 2) and examined whether this impacts cultural similarity in perceptions. We show that words routinely shape emotion perception, across vastly distinct cultural contexts. We also discuss our findings in the context of the claim that perceptions of emotion are culturally universal. Our data do not provide support for such a claim, but do suggest that some cross-cultural similarities may exist, particularly for affective states such as pleasure and displeasure.

CULTURAL BACKGROUND AND RESTING CARDIAC VAGAL TONE ADDITIVELY INFLUENCE EMOTIONAL EXPRESSIVENESS

Xiaofei Yang[1], Mary-Helen Immordino-Yang[1]
[1]USC

Behavioral displays of emotion (expressiveness) are shaped by both cultural values and biological predispositions. However, the relative contributions of these to natural emotional expressiveness have not been investigated. Here we examined how cultural background and resting cardiac vagal tone (rCVT, a positive biological marker for emotion regulation) together influence expressiveness in three groups of young adult participants: Chinese, second-generation East-Asian American (who are bicultural), and American (not of Asian descent). Participants reacted naturally to video clips depicting minor but painful accidents during a private, videotaped emotion-induction interview. We found main effects of cultural background and of rCVT on individuals expressive behavior, but no statistical interaction between these factors. Within the bicultural group, higher rCVT was associated with stronger reported East-Asian cultural orientation. Results suggest that cultural background and rCVT contribute independently to emotional expressiveness, and that rCVT may predispose bicultural individuals toward adopting particular cultural values.

CULTURAL INFLUENCES ON AMYGDALA RESPONSE TO EMOTION

Joan Y. Chiao[1], Ahmad Hariri[2], Tokiko Harada[3], Yoko Mano[1], Hidetsugu Komeda[4], Lisa Hechtman[1], Todd B. Parrish[1], Norihiro Sadato[3], Tetsuya Iidaka[5]
[1]Northwestern University, [2]Duke University, [3]National Institute for Physiological Sciences, [4]Kyoto University, [5]Nagoya Uniersity

Culture affects how people process and respond to emotional events. Here we investigate the effect of culture on human amygdala response to emotional scenes with cross-cultural neuroimaging (fMRI). We show that people living in a collectivistic culture (Japan) demonstrate greater bilateral amygdala response to emotional scenes compared to people living in an individualistic culture (US), independent of other known modulators of amygdala response, including genotype, gender, personality and urbanicity. Bilateral amygdala response did not vary between Caucasian-Americans and Japanese-Americans, indicating that culture, but not ethnicity, modulates amygdala response to emotional scenes. These findings illustrate cultural variation in amygdala response to emotion and provide a foundation for incorporating cultural factors into gene-by-environment models of emotion, psychopathology and their underlying neural substrates.

CULTURAL DIFFERENCES IN IDEAL AFFECT SHAPE NEURAL RESPONSES TO EXCITED AND CALM SMILES

Jeanne L. Tsai[1], Louise Chim[1], Bokyung Park[1], Brian Knutson[1]
[1]Stanford University

Whereas European Americans want to feel excited and other high arousal positive states more than Chinese, Chinese want to feel calm and other low arousal positive states more than European Americans. Do these cultural differences in ideal affect shape peoples responses to excited vs. calm smiles? 13 European Americans and 10 Chinese international students in the U.S. viewed and made social judgments about excited and calm smiles during FMRI scanning. European Americans showed greater nucleus accumbens activity (associated with positive emotion and reward) to excited vs. calm smiles compared to Chinese; these differences were mediated by ideal affect. Groups did not differ in fusiform face area activity (associated with perception), or medial prefrontal cortex activity (associated with identity and reflection). These findings suggest that cultural differences in ideal affect shape how rewarding people find excited vs. calm smiles.

Symposia Session S-I9

UBIQUITY OF SOCIAL HIERARCHIES: HOW STATUS, CLASS, AND POWER SHAPE BEHAVIORAL AND NEURAL PROCESSES IN MULTIPLE SOCIAL CONTEXTS

Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom B/C

Chair: Matthias Gobel, *University College London*

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

Presenting findings from multiple perspectives and cultures, this symposium demonstrates the ubiquitous role of hierarchies in shaping social life. It draws novel pictures of how different forms of hierarchy including status, class, or power impact social interactions at multiple levels: from the physiological and neural to the cognitive and behavioral.

ABSTRACTS

APPEASING EQUALS: LATERAL DEFERENCE IN ORGANIZATIONAL COMMUNICATION

Alison R. Fragale[1], John J. Sumanth[2], Larissa Z. Tiedens[3], Gregory B. Northcraft[4]

[1]University of North Carolina at Chapel Hill, [2]Southern Methodist University, [3]Stanford University, [4]University of Illinois at Urbana-Champaign

Using archival data on e-mail exchanges at a division of Enron (Study 1) and a field study of management professionals (Study 2), we explore how the relative hierarchical rank of a message sender and a message recipient affects expressions of verbal deference in organizational e-mail communication. Verbal deference refers to linguistic markers that convey a willingness to yield to another's preferences or opinions as a sign of respect or reverence. Although prior research has focused on upward deference in an organizational hierarchy, from lower-ranked senders to higher-ranked recipients, we predict and find that the greatest amount of deference is expressed laterally, between peers of equal or similar rank. Further, lateral deference is most frequently displayed by those individuals most concerned with preserving their status and rank, confirming that lateral deference may be used as a status-saving strategy designed to protect individuals from status loss associated with "overstepping one's place".

LOOKING UP BUT STARRING DOWN - CULTURE, RANK, AND OCULOMOTOR BEHAVIOR

Matthias S. Gobel[1], Heejung S. Kim[2], William W. Maddux[3], Daniel C. Richardson[1]

[1]University College London, [2]University of California at Santa Barbara, [3]INSEAD, Fontainebleau

We examined cultural differences in eye movements when looking at upper versus lower class targets between French culture, where social class is considered to be the primary basis of rank, and American and British cultures, where such belief is less strongly held. When watching videos of targets from either naturally varying (Study1) or experimentally manipulated (Study2) class backgrounds, only French participants looked more into upper than lower class targets' eyes. In Study3, when the experimental context connoted observation, French participants looked more into the eyes of upper than lower class targets, presumably to encode important information about the higher ranked target. When context connoted interaction, however, French participants looked less into the eyes of upper than lower class targets, presumably to submit to the higher ranked target. These results suggest the relatively higher importance of social class in rank judgment and behavior in French compared to American and British cultures.

A CULTURAL NEUROSCIENCE APPROACH TO SOCIAL CLASS

Michael E. W. Varnum[1]

[1]Arizona State University

A number of studies have documented effects of socioeconomic status on how the brain functions. However, for the most part these studies have framed their findings in terms of cognitive deficits on the part of lower-SES individuals. However, if we take a cultural approach to social class, then many of these same findings may be seen as culturally influenced modes of thinking that may be adaptive in lower-SES environments. ERP results demonstrating social class differences in spontaneous trait inference are presented. These results parallel those found comparing different cultural groups and do not appear to be the result of cognitive deficits on the part of participants from working-class backgrounds.

DOES POWER CORRUPT? OR DOES POWER BUFFER STRESS- FOR BETTER AND FOR WORSE?

Dana R. Carney[1]

[1]University of California at Berkeley

Does Power Corrupt? Or does power simply buffer stress? Across human and nonhuman animals, power is associated with many wonderful things such as an action orientation, a tolerance for risk, and an endocrine profile which aids in disease resistance (high testosterone coupled with low cortisol). However, power has also been linked with corrupt acts such as derogating and objectifying others, failing to return others' belongings, and an increased likelihood of deception. Drawing from research in primatology, neuroscience, physiology, and neuroendocrinology, a picture emerges which may be able to reconcile how power can simultaneously lead to such good and such bad things: power appears to enhance the very same emotional, cognitive, and physiological systems which acts of corruption deplete. Six experiments show that power buffers us from stress which leads to both positive and negative social outcomes.

Symposia Session S-I10

THE END OF SOCIAL COGNITIVE IMPERIALISM: THE START OF A SOCIAL AFFECTIVE UPRISING

Saturday, February 15, 5:00 pm – 6:15 pm, Ballroom E/F

Chair: Michael Inzlicht, *University of Toronto*

This symposium reviews evidence that mainstream social-psychology has become too cognitivist, paying short shrift to emotion process variables. The absence of emotion process variables in current social-psychological theorizing has resulted in a science that tries too hard to squeeze the full richness of mental life into too few psychological constructs.

ABSTRACTS

WHERE'S THE PASSION? CONTEMPORARY SOCIAL PSYCHOLOGY IGNORES AND DISCOUNTS EMOTION PROCESS VARIABLES

Michael Inzlicht[1], Shona Tritt[1]

[1]University of Toronto

How do mainstream social psychologists explain their phenomena of interest? According to our analysis of every article appearing in the first two (social) sections of JPSP 2011, social psychology invokes cognitive (e.g., mental associations, appraisals, reasoning) explanatory variables nearly 2.5 times as often as emotional explanatory variables. Our analysis further reveals that social psychologists rarely measure emotion, with a mere 34% of articles bothering to do so. Finally, when we do bother to measure emotion, 79% of the time we measure it with self-reports of emotion, and we often do so to discount the influence of emotion altogether. The notion that emotion plays some integral role in driving our variable of interest seems to have become anathema in social psychology, as if invoking emotion makes our findings appear less legitimate. Given the evolutionarily-informed view that emotion pervades most of social-life, our findings should be of some concern to the field.

WHY EMOTION IS IMPORTANT TO SOCIAL PSYCHOLOGICAL PROCESSES AND BEHAVIORS?

Eddie Harmon-Jones[1]

[1]University of New South Wales

Emotion is as basic and fundamental as perception. It pervades nearly every aspect of our social life. Emotions confer evolutionary success by helping organisms survive, reproduce, and ensure the continued existence of their offspring. However, many social psychologists do not view emotion as a core process, and instead try to discount it, to persuade readers that their phenomena of interest is not reducible to emotion. In this talk, I will review evidence that affective systems are evolutionarily ancient, evident in lower mammals and perhaps

in other vertebrates as well. Basic emotional states such as anger and fear are implemented in brain structures as low (and ancient) as the brainstem. I will also review evidence that affective responses occur almost immediately, and that they influence basic perceptual and cognitive processes. Finally, using evidence from animal and human infant and adult research, I will show that basic emotions are integral to social processes.

MEASURING EMOTION: CHALLENGES AND SOLUTIONS

Cindy Harmon-Jones[1]

[1]University of New South Wales

Historically, one barrier to an understanding of the importance of emotion in social psychological processes has been the use of insensitive, even misleading, emotion measures. Although self-report measures are commonly used, some aspects of emotion are poorly accessible to conscious perception and reporting. In addition, the structure of the emotion instrument may obscure particular facets of emotion while over-emphasizing others. In fact, one of the most commonly used measures of self-reported affect is fraught with problems, as revealed in recent research. This talk covers the benefits of using multiple measures, including self-report, implicit measures, facial expression coding, facial electromyography, electroencephalography and neuroimaging, among others. It also provides suggestions for development of sensitive, accurate emotion instruments for use in future research.

LET'S NOURISH THE GOOSE THAT LAYS THE GOLDEN EGGS: GENERATIVE FORCE OF AFFECT IN EMPIRICAL AND CONCEPTUAL DEVELOPMENT IN SOCIAL PSYCHOLOGY AND BEYOND

Piotr Winkielman[1]

[1]University of California, San Diego

Affective constructs should be at the core of social psychology. Indeed, much attention in our field goes towards understanding the basic mechanisms of preferences, evaluations, and approach. This reflects the evolutionarily-informed view that affective processes should underpin central social psychological concerns, such as attitudes, prejudice, attractiveness, attachment, interpersonal relations, and many others. However, what is curiously under-appreciated is that research on affect and emotion also provides a primary force for original theoretical developments in social psychology and beyond. In fact, affect-related theoretical construct and empirical discoveries is what allows social psychology to fertilize other disciplines, like cognitive psychology and cognitive science, neuroscience, philosophy, and economics (rather than the other way around). I will illustrate this process with several examples including research on embodied cognition, processing fluency, decision-making, self-control, and unconscious processes. I will show that historically these empirical phenomena and theoretical frameworks started with "affective discoveries" and that focus on affective variables still drives their conceptual and empirical development.

Symposia Session S-I11

THE DARK SIDE OF RELIGION: INTOLERANCE, PREJUDICE AND ANTISOCIAL BEHAVIOR

Saturday, February 15, 5:00 pm – 6:15 pm, Room 6

Chair: Patty Van Cappellen, *University of North Carolina at Chapel Hill*

Religion may bring out the best and the worst in people. This symposium presents novel experimental data on religion's role in promoting prejudice, submission, and antisocial behaviors and how these outcomes can lead to doubt regarding religion. Different explanatory accounts for the seemingly divergent outcomes of religion will be discussed.

ABSTRACTS

RELIGION, PROSOCIALITY, AND PREJUDICE

Wade C. Rowatt[1], Megan Johnson Shen[2], Jordan LaBouff[3], Megan Haggard[1], Linda Kang[1]

[1]Baylor University, [2]Memorial Sloan-Kettering Cancer Center, [3]University of Maine

Forms of religiosity/religion increase prosociality but also prejudice, which may seem somewhat paradoxical. Our theory is that religious participation strengthens in-group social bonds which fosters conditions for both acts of carefully targeted charity, but also generally negative social evaluations of out-group members. For example, in two studies of representative samples of Americans, religiosity correlated positively with racial and sexual prejudices, community volunteerism performed through one's religious group, but not community volunteerism not through one's religious group. In three well-controlled lab experiments people primed with religion reported more racial and sexual prejudice than persons primed with control words. Taken together these findings support the idea that religiosity/religion fosters discriminant acts of charity and non-proscribed prejudices.

RELIGION AS PAROCHIAL ALTRUISM

Ara Norenzayan[1]

[1]University of British Columbia

Gordon Allport famously said that religion makes prejudice and it unmakes prejudice. How can religion both encourage prosocial tendencies and boundary-setting, intolerant ones? Allport's paradox can be resolved if religion turns out to be a powerful shaper of parochial altruism in humans. Parochial altruism -- the fusion of ingroup prosociality and outgroup hostility -- evolves when intergroup competition intensifies. Prosocial religions with passionate commitment to watchful Big Gods outcompete rival groups because they encourage social solidarity. This solidarity deepens bonds within the ingroup, but turns toxic for outgroups when perceptions of actual or imagined threat from competing religious groups and from nonbelievers feed into hostility and prejudice. I argue that as a result of a cultural evolutionary process over time and variable across societies, some religions cobble together both prosocial and intolerant tendencies that favour the cultural stability of the ingroup. Recent empirical findings are discussed in light of these considerations.

RELIGION, SUBMISSION, AND CONFORMITY: A SINGLE PROCESS WITH DIVERGING OUTCOMES

Vassilis Saroglou[1], Patty Van Cappellen[2], Olivier Corneille[1], Joanna Blogowska[1]

[1]Universite catholique de Louvain, [2]University of North Carolina at Chapel Hill

Religion increases prosocial or antisocial behavior depending on the target, the specific religious concepts primed, and the underlying forms of religiosity. However, the paradox of pro- and anti-social effects can also be understood as resulting from religion's capacity to enhance submission to authority and social conformity, be it for good or bad. The present work extends our previous research showing that subliminal religious priming increases accessibility of submission-related words, behavioral submission to an experimenter's non-moral request, and informational conformity to peers. In four new experiments we found that exposure to religious authoritative texts affected fundamentalists' willingness to help outgroup targets depending on whether the text contained prosocial or aggressive content. Additionally, we found that subliminal religious priming increased mere social closeness: participants who were primed with religious content sat closer to an ostensibly occupied chair that was next to other, unoccupied ones. Before prosociality or prejudice, religion may simply fuel a desire for social closeness, and thus conformity.

INTERPERSONAL CONFLICTS AROUND RELIGION: A MAJOR SOURCE OF RELIGIOUS STRUGGLE

Julie J. Exline[1], Kenneth I. Pargament[2], Joshua B. Grubbs[1], Ann M. Yali[3]
[1]Case Western Reserve University, [2]Bowling Green State University, [3]City College of New York

It can be easy to assume that religion is a source of comfort for individuals. Although this is often true, a growing body of research suggests that many people also experience struggles around religion. This talk will provide a brief overview of research on religious struggle with an emphasis on the interpersonal themes highlighted in this symposium. The talk will introduce a new measure, the Religious and Spiritual Struggles Scale, which assesses 6 domains of struggle (divine, demonic, interpersonal, moral, ultimate meaning, doubt). Data will be presented showing that many struggles that people experience around religion are interpersonal in nature, including conflicts about religious issues, offenses by religious people, and anger focused on organized religion. The talk will review data suggesting that concerns about religious intolerance and associated interpersonal problems (e.g., proselytizing; teachings about the role of women) are a substantial predictor of interpersonal struggle and doubt regarding religion.

Poster Session A

Thursday, February 13, 7:00 pm – 8:30 pm, Hall 4

Aggression/Anti-Social Behavior

A36

ANTICIPATORY RATIONALIZATION: BIASED COGNITION CAN PRECEDE AND FACILITATE TRANSGRESSION

Michael Ent[1], Roy Baumeister[1]
[1]Florida State University

This study suggests that people rationalize their transgressions before committing them, as opposed to retroactively. People given an opportunity to rationalize a selfish act before committing it endorsed selfish behavior more and acted more selfishly than people who were given an opportunity to rationalize after choosing whether to act selfishly.

A37

SOCIAL PSYCHOLOGY OF BULLYING BEHAVIOR: NEW DIRECTIONS

Stephanie D. Freis[1], Robert M. Arkin[1]
[1]The Ohio State University

Intimidation, primed through a lexical-decision task, reduced bullying (intimidation of a partner working on a puzzle) suggesting that the social context for interpersonal encounters is critical in understanding this common behavior. Regardless of condition, however, bullying was still observed among those high in impulsiveness and low in self-monitoring.

A38

THE EVIL ANIMAL: A TERROR MANAGEMENT THEORY PERSPECTIVE ON THE HUMAN TENDENCY TO KILL ANIMALS

Uri Lifshin[1], Jeff Greenberg[1]
[1]University of Arizona

This study tested the hypothesis that the killing of animals serves a terror management function. In two experiments, participants who were reminded of mortality reported more support for killing animals than participants in the control conditions, suggesting that mortality concerns play a role in the human tendency to kill animals.

A39

THE IMPACT OF TRAIT DISPLACED AGGRESSION ON VIOLENT CRIME

Alexander Jeremy Roberts[1], William C. Pedersen[1], Dennis G. Fisher[2]
[1]California State University, Long Beach, [2]Center for Behavioral Research and Services

Trait displaced aggression (TDA) is the propensity to aggress against a target other than the original provocateur. Results indicate positive correlations between TDA and arrests for violent crimes including weapons offenses, rape, and homicide/manslaughter. Furthermore, TDA levels are higher in violent criminals relative to non-violent and non-criminal groups.

A40

CREATING PROSOCIAL MEMORY ASSOCIATIONS ELIMINATES EGO DEPLETION EFFECTS ON AGGRESSION IN DAILY LIFE

Benjamin M. Wilkowski[1], Brian P. Meier[2], Sarah Crowe[1]
[1]University of Wyoming, [2]Gettysburg College

Prior research indicates that initial self-control exertion increases aggression. In order to combat these effects in participants' daily life itself, one group of participants completed a cognitive training task designed to activate prosocial thoughts in aggressive situations. This task successfully eliminated the effects of depletion on aggression.

A41

SELF-DIRECTED CHANGE IN AGGRESSIVE PERSONALITY: THE ROLE OF ANGER RUMINATION

Elizabeth Louise Ferguson[1], Benjamin M. Wilkowski[1]
[1]University of Wyoming

Previous research has found that violent media exposure leads to increases in aggressive personality over time. The current study extends this finding by showing that anger rumination predicts self-directed changes in aggressive personality over time.

A42

THE LINK BETWEEN FACIAL WIDTH-TO-HEIGHT RATIO AND INTERPERSONAL SENSITIVITY ACCURACY

Joanna Carmie Cooper[1], Shaunna Donajkowski[1], Brian Tyminski[2], Jordan Liphardt[2], Dylan Sedam[2], Shyneth Galicia[2], Amber R. McLarney-Vesotski[1], Keith M. Welker[2], Justin M. Carré[3]
[1]Alpena Community College, [2]Wayne State University, [3]Nipissing University

Many factors have been proposed to predict interpersonal sensitivity accuracy. The current study finds that facial width-to-height ratio, an indicator of pubertal testosterone exposure in men, is negatively predictive of interpersonal sensitivity in men. These results have important implications for previously established relationships between facial width-to-height ratio and aggression.

A43

RESTING EEG AND CRIMINAL BEHAVIORAL CORRELATES OF PERSONALITY DISORDERS

Gianni G. Geraci[1], Heather L. McLernon[1], Gabriel Marmolejo Jr. [1], Alexander J. Roberts[1], Leidy Partida[1], Jennifer Ostergren[1], Robert A. Schug[1]
[1]California State University, Long Beach

Significant positive correlations between resting EEG power bands (i.e., alpha and beta) and personality disorder severity at frontal lobe sites were observed in avoidant, masochistic and borderline tendencies. Furthermore, dependent disorder tendencies were positively correlated with increased instances of various types of crimes, as well as traffic-related offenses and manipulative behaviors.

A44

CONTEXTUAL REALISM IN VIOLENT VIDEOGAMES AND CHRONIC FANTASY ENGAGEMENT MODERATE POST-GAME BEHAVIORAL AGGRESSION

Courtney Plante[1], Christopher L. Groves[2], David A. Lishner[3]
[1]University of Waterloo, [2]Iowa State University, [3]University of Wisconsin - Oshkosh

A meta-analysis and follow-up experiment revealed that contextually realistic violent video games lead to less post-game aggressive behavior than contextually unrealistic videogames, an effect particularly prominent for people who engage more frequently in fantasy. Implications for the inclusion of these seldom-studied moderators in future videogame research are discussed.

A45

THE REASONS FOR OBSESSION: APPLYING THE THEORY OF REASONED ACTION TO UNDERSTANDING UNWANTED PURSUITS POST-BREAKUP

Amanda Pastuszak[1], H. Colleen Sinclair[1]
[1]Mississippi State University

Applying the Theory of Reasoned Action to predict intention to engage in unwanted pursuit post-breakup, we surveyed participants about perceived normativity of unwanted pursuit, attitudes regarding behavior seriousness, and past unwanted pursuit history. We found that perceived normativity and minimization were the strongest predictors of unwanted post-breakup pursuit.

A46

THE PERILS OF GETTING CAUGHT UP IN OTHER PEOPLE'S ANGER: THE IMPACT OF VICARIOUS ANGER INHIBITION ON SELF-CONTROL CAPACITY

A. Hahm[1], W. C. Pedersen[1], T. F. Denson[2], C. Caldera[1], W. Herrera[1], J. Lopez[1], S. Northover[1], M. Romero[1], C. Shibata[1]
[1]California State University, Long Beach, [2]University of New South Wales

The impact of perspective taking on self-control resources was explored manipulating both emotion restraint vs. expression and type of emotion (anger vs. positive affect). Results indicated that perspective taking reduced self-control resources, but only in the context of anger restraint. Furthermore, this effect was mediated by increases in negative affect.

A47

THE MODERATING INFLUENCE OF CHARACTER ROLE AND PROVOCATION ON THE VIDEO GAME VIOLENCE AND AGGRESSION EFFECT

Christopher L. Groves[1], David A. Lishner[2], Mandy Burmeister[2], Alisha Petrouske[2], Seneca Haley[2], Nancy Olson[2]
[1]Iowa State University, [2]University of Wisconsin, Oshkosh

Three experimental studies were conducted in which video game character role and provocation were manipulated. Results indicated that playing a video game as a deviant character produced higher aggression compared to playing a traditional heroic character, but only under moderate provocation. Implications for future investigations of moderators in video games are discussed.

A48

A MECHANISTIC EXPLANATION OF THE RELATIONSHIP BETWEEN AGGRESSIVE ATTRIBUTIONS AND AGGRESSIVE BEHAVIORS

Jordan Thomas Stiver[1], Melissa Marie Plageman[1], Sarah R. Holley[1]
[1]San Francisco State University

An aggressive attributional style is a risk factor for aggressive behaviors, while the ability to regulate anger may be a protective factor. The present study examined these factors jointly. Results indicate that the association between an aggressive attributional style and aggressive behaviors is mediated by the ability to regulate anger.

A49

BOYS' AND GIRLS' AGGRESSION: LINKS TO PARENT HOSTILITY

Natalie Viola Miller[1], Charlotte Johnston[1]
[1]University of British Columbia

This study examined the relations between parent hostility and child aggression in a community sample of 161 children (9-12 years; 48% male) using linear regression. In partial support of our prediction, father hostility was significantly positively related to girls' aggression. No other significant relations emerged.

A50

SEXUAL ASSAULT ACKNOWLEDGMENT: AN EXAMINATION OF ASSAULT CHARACTERISTICS AND PERCEPTIONS OF THE INCIDENT

Jackie Woerner[1], Sheri Pegram[1], Antonia Abbey[1], Rhiana Wegner[1], Jennifer Pierce[1]
[1]Wayne State University

The purpose of this study is to determine factors that are related to the acknowledgment of sexual assault victimization. Hierarchical regression analysis conducted with a community sample of 221 women identified factors associated with the traditional stranger script that explained likelihood of sexual assault acknowledgement.

A51

ANGER AND AGGRESSION IN RESPONSE TO INTERPERSONAL EXPECTATION MANAGEMENT

Ho Phi Huynh[1], Kate Sweeny[1]
[1]University of California, Riverside

Our studies examined anger and aggression in response to interpersonal expectation management. We found that people imagined that they would be angrier when an outcome fell short of their expectations; yet, they behaved more aggressively when an outcome met their expectations, compared to when the outcome was worse than expected.

A52

JUSTICE AND RETALIATIONS: INVESTIGATING THE EXACERBATING EFFECTS OF MOOD

Lap Luu[1], Christopher R. Warren[1], William C. Pedersen[1]
[1]California State University, Long Beach

Research has shown that injustice leads to retaliations. A positive mood induction was examined as a mechanism to reduce retaliations toward group members subsequent to manipulating fairness. Results indicated injustice significantly increased retaliations, but justice and mood did not interact. However, the positive induction exacerbated the perceptions of injustice.

A53

THE EFFECT OF LABELING AND THE EVALUATORS' VIEWPOINT ON EVALUATION OF AGGRESSION.

Tsukasa Teraguchi[1], Naoki Kugihara[2]
[1]Graduate School of Human Sciences, Osaka University, [2]Osaka University

We investigated whether the effect of labeling on evaluation for aggressors varies according to the viewpoint of the evaluator. The results suggested that ingroup-members evaluated aggressors positively when victims were given a negative labeling, whereas both ingroup-members and third parties gave a good evaluation when aggressors had positive labeling.

A54

PREDICTING AGGRESSION: FEARLESS TEMPERAMENT AND CALLOUS UNEMOTIONAL TRAITS AS PATHWAYS TO AGGRESSIVE BEHAVIOR.

Elise M. Cardinale[1], Sarah A. Stoycos[1], Abigail A. Marsh[1]
[1]Georgetown University

Our study aims to understand potential pathways to aggression through the examination of callous and unemotional (CU) traits and temperamental fearlessness. We found that CU traits were negatively related to ecologically induced fear. Fearlessness and CU traits were both associated with aggression. However, fearlessness was the stronger predictor of aggression.

A55

IDENTIFICATION WITH DEVIANT VIDEO GAME PROTAGONIST INCREASES TOLERANCE FOR DEVIANCE

Timothy James Brunelle[1], Ana Draghici[2], Jay G. Hull[1]
[1]Dartmouth College, [2]University of Denver

To test the identity simulation account of mature-rated videogames' effects on deviant behavior, participants viewed slideshows of screenshots from videogames featuring a deviant protagonist, pro-social protagonist, or control images. Participants high in reflectiveness rated deviant behaviors as being less wrong, but only when instructed to identify with a deviant protagonist.

A56

RECIPROCAL RELATIONSHIP BETWEEN MISTREATMENT AND COUNTERPRODUCTIVE WORK BEHAVIOR: A TWELVE-WAVE LONGITUDINAL STUDY

Yeonjeong Kim[1], Taya R. Cohen[1], A. T. Panter[2]
[1]Carnegie Mellon University, [2]University of North Carolina at Chapel Hill

This study tested whether perceived mistreatment at work and counterproductive work behavior (CWB) are reciprocal using data from a three-month work diary study. We found that mistreatment has a reciprocal relationship with CWB and individuals' moral character moderates the relationship. The vicious cycle was stronger for low-moral-character employees than for high-moral-character employees.

A57
FACIAL WIDTH TO HEIGHT RATIO AND FORMIDABILITY
Samuele Zilioli[1], Aaron Sell[2], Justin Jagore[1], William Vickerman[1], Neil V. Watson[1]
[1]Simon Fraser University, [2]Griffith University

Through five studies, we show that bizygomatic width (fWHR) covaries with physical formidability and that humans use this cue when judging others' formidability. FWHR was predictive of upper body strength among undergraduates and actual fighting ability among UFC fighters. FWHR also correlated with assessments of formidability in both artificial and natural faces.

A58
RIDICULE: A FORM OF INTERPERSONAL AGGRESSION THAT SHOULD NO LONGER BE IGNORED
Susan Elizabeth Roberts[1]
[1]University of Western Ontario

Reactions to three types of aggression -- physical assault, insult, or ridicule -- by school-aged children were examined. It was hypothesized that bystanders would interpret ridicule as being less harmful than other types of aggression and be less likely to intervene. Results indicated that children perceive ridicule as harmful, but won't intervene.

A59
DOES DOWNWARD SOCIAL COMPARISON ACTIVATE THE BEHAVIORAL APPROACH SYSTEM LIKE POWER DOES?
Dominique Muller[1], Nicolas Bochard[1], Brad Bushman[2], Baptiste Subra[3]
[1]Univ. Grenoble Alpes, [2]Ohio State University, [3]Paris Descartes University

Downward social comparison (i.e., being more skillful than someone else) increases aggressive behavior like power often does. We investigate experimentally whether downward comparison more generally induces the behavioral approach system. We found that downward comparison increased significantly action tendencies and marginally risk taking and difficulties in perspectives taking.

A60
POSITIVE SELF-BIAS AS A MODERATING INFLUENCE FOR VERBAL HOSTILITY IN COMPETITIVE VIDEO GAMING
Bryden Spencer[1], Moshe Machlev[1]
[1]University of Northern Colorado

Competitive video games are notorious for incidents of verbal hostility. The purpose of this research was to investigate a possible effect of positive self-bias on incidents of verbal hostility in a competitive gaming situation. Data were collected using 101 freshman participants. Self-bias was not found to be significantly associated with verbal hostility.

A61
PERPETRATORS' TACTICS AND SOCIAL SUPPORT AFTER DISCLOSURE: DO THEY DIFFER FOR VICTIMS SEXUALLY ASSAULTED BY INTIMATE PARTNERS AS COMPARED TO OTHER VICTIMS?
Sheri Elizabeth Pegram[1], Jackie Woerner[1], Antonia Abbey[1], Rhiana Wegner[1], Jennifer Pierce[1]
[1]Wayne State University

The experiences of women sexually assaulted by an intimate partner were compared to those sexually assaulted by an acquaintance. Differences were found in assault type, perpetrators' tactics, and disclosure. Unexpectedly, victims of intimate partner assault received more social support, suggesting that others did not blame them for their partner's behavior.

A62
PREPARED TO KILL: A STUDY OF PERCEPTIONS OF HUMANITY ON KILLING DECISIONS
David Webber[1], Jeff Schimel[1], Andy Martens[2], Erik H. Faucher[1], Jamin Blatter[1]
[1]University of Alberta, [2]University of Canterbury

We utilized a bug-killing paradigm to provide causal evidence that perceptions of humanity (or a lack thereof) directly influence one's decision to kill a target, both in volunteering to kill (Study 1) and degree of killing during a free-kill period (Study 2). Dehumanization also reduced guilt experienced post-kill (Study 3).

A63
BIBLE OVERCLAIMING, MORAL OUTRAGE, AND RELIGIOUS VIOLENCE: AN INVESTIGATION INTO THOSE THAT WOULD SUPPORT TERRORISM
Adon Lee Neria[1], Daniel Nelson Jones[1]
[1]The University of Texas at El Paso

Across a series of studies, support for religious terrorism was positively correlated with claiming to know Bible stories that did not exist. Additionally, individuals who were randomly assigned to feel moral outrage were significantly more likely to claim knowledge of Bible stories that did not exist.

A64
DOES AGGRESSIVE MUSIC LEAD TO MORE DANGEROUS DRIVING?
Jesse Hancock[1]
[1]University of New South Wales

In a driving simulator without any provocation, aggressive music had no significant effect on mean speed, nor was there any significant effect while stuck behind a slow moving vehicle. However when cut off, aggressive music led to significantly higher mean speed. The role of cognitive load and attention is discussed.

A65
SKINNY, SINGLE AND PHYSICALLY AGGRESSIVE: EVIDENCE OF FEMALE SEXUAL COMPETITION VIA PHYSICAL AGGRESSION IN HUMANS
Jennifer Hahn-Holbrook[1], Julianne Holt-Lunstad[2]
[1]Chapman University, [2]Brigham Young University

Primate models suggest that female-female physical aggression occurs in contexts where high investing mates and female status hierarchies predict reproductive success. Consistent with these models, degree of commitment from male partners and closeness to ideal BMI was inversely correlated with women's willingness to deliver annoying sound bursts to female confederates.

A66
DRIVING ANGER AND PERSONALITY DISORDERS
Gina Marie Sacchetti[1], Carol Tweten[1], Sunde Michele Nesbit[1]
[1]University of Northern Iowa

Researchers examined the relationship among Borderline Personality Disorder and Antisocial Personality Disorder, and trait driving anger. mTurk participants completed self-report measures evaluating symptoms of both disorders, and the Driving Anger Scale. Both personality disorders were associated with higher levels of trait driving anger, suggesting shared trait mechanisms.

A67
HOW UNIVERSAL IS TRAIT AGGRESSION? FACTORIAL INVARIANCE OF TRAIT AGGRESSION ACROSS CULTURE
Sara Prot[1], Craig A. Anderson[1], Douglas A. Gentile[1], Kanae Suzuki[2], Barbara Krahé[3], Wei Liuqing[4], Poesis Diana Petrescu[5], Akira Sakamoto[6], Sachi Tajima[7], Roxana Andreea Toma[5], Wayne Warburton[8], Xuemin Zhang[4]
[1]Iowa State University, [2]University of Tsukuba, [3]University of Potsdam, [4]Beijing Normal University, [5]West University Of Timisoara, [6]Ochanomizu University, [7]Kantogakuen University, [8]Macquarie University

The factorial invariance of trait aggression was examined in a sample of 2202 participants from 7 countries. Forms and factor loadings of

trait aggression were found to be equal across nations, suggesting a degree of universality of the construct of trait aggression across cultures.

A68
HOW POSITIVE EMOTIONS INFLUENCE CHINESE ATHLETES' IMPLICIT AGGRESSION?

Yejun Zhang[1], Jianmin Sun[1]
[1]Renmin University of China

Substantial studies have focused on the effect of negative emotions on aggression or implicit aggression. However, positive emotions should be paid more attention to from the view of positive psychology. In the present study, the results showed that positive emotions could reduce athletes' implicit aggression, regardless of a subject's gender.

A69
THE ROLES OF FAIRNESS PROCEDURES, NORMATIVE INFLUENCES AND CULTURAL VARIABLES IN WORKPLACE DEVIANT BEHAVIOR.

Anabel Fonseca[1], Markus Brauer[2]
[1]Clermont University, [2]University of Winsconsin

Through a study with Spanish and French workers recruited in various companies, we found that the fairness procedures affect the concurrence of workplace deviant behaviors but social norms actually have a higher impact on the occurrence of these behaviors, having the cultural variables as important mediators.

A70
SELF-TALK AS A REGULATORY MECHANISM: HOW YOU DO IT MATTERS

Emma Bruehlman-Senecal[1], Ozlem Ayduk[1], Ethan Kross[2]
[1]University of California, Berkeley, [2]University of Michigan, Ann Arbor

This poster will review findings indicating that that the language people use to refer to the self during self-talk – i.e., whether they use non first person pronouns and their own name or first person pronouns – consequentially influences whether self-talk facilitates versus undermines self-regulation.

Applied Social Psychology

A71
MUSIC AS A BENEFICIAL DISTRACTION (SOMETIMES): PERSONALITY DIFFERENCES IN FACILITATION EFFECTS

Manuel Francisco Gonzalez[1], John Aiello[1]
[1]Rutgers University

The current study investigated the effects of music on simple task performance. Volume and complexity were manipulated to influence music salience in a work environment. Complex music was found to facilitate task performance. This finding, along with several personality and music interactions, suggest contexts where music may facilitate task performance.

Attitudes/Persuasion

A72
SOCIAL-EYES: THE ROLE OF OXYTOCIN IN MIMETIC DESIRES

Evelyne Treinen[1], Anthony Lane[1], Dana Samson[1], Moïra Mikolajczak[1], Olivier Luminet[1], Philippe de Timary[1], Olivier Corneille[1]
[1]Université Catholique de Louvain

We examined the role of observer-related characteristics in mimetic desires by administrating the neuropeptide oxytocin or a placebo to participants. Higher ratings for looked-at-stimuli than for stimuli looked away (i.e. mimetic desires) from were found in the oxytocin condition but not in the placebo condition.

A73
MEDIA-INDUCED DOUBT IN SCIENTIFIC CONSENSUS: WHAT ROLE DOES "BALANCED COVERAGE" PLAY?

Angie Johnston[1], Mark Sheskin[1], Mariel Goddu[1], Dan Kahan[1], Frank Keil[1]
[1]Yale University

In trying to uphold journalistic norms of objectivity, fairness, and balance, does the media inadvertently skew the public's impression of reality? A series of studies investigates the impact of "balanced coverage," finding that participants become more skeptical of the scientific majority as coverage of the minority increases.

A74
POLITICAL ORIENTATION AND CLIMATE-CHANGE DENIAL: THE EFFECT OF CLIMATE-RELATED ANXIETY

Kirsti Häkkinen[1], Nazar Akrami[1]
[1]Uppsala University

An experiment demonstrated that climate-change denial is higher when assessed after (versus before) climate-related anxiety. After accounting for the experimental manipulation, political orientation significantly predicted denial. However, this effect was mediated by anxiety. Thus, denial might function as a coping mechanism rather than a direct expression of political orientation.

A75
MULTIPLE ROLES FOR ATTITUDES UNDER LOW AND HIGH ELABORATION

Jeremy D. Gretton[1], Vanessa Sawicki[1], Leandre R. Fabrigar[2], Duane T. Wegener[1], Richard E. Petty[1], Joseph R. Priester[3], Lisa M. Brooksbank[2], J. Shelly Paik[2]
[1]The Ohio State University, [2]Queen's University, [3]University of Southern California

The level of elaboration likelihood determines the role pre-message attitudes play. Pre-message attitudes serve more as direct cues to message acceptance/rejection when elaboration likelihood is low rather than high, but relations of pre- and post-message attitudes are more strongly mediated by issue-relevant thoughts when elaboration is high rather than low.

A76
DEATH DEMYSTIFIED: A LINGUISTIC CODING ANALYSIS OF THE MORTALITY SALIENCE MANIPULATION

Fade Rimon Eadeh[1], Stephanie Allison Peak[1], John Slochower[1], Alan J. Lambert[1]
[1]Washington University

The mortality salience (MS) manipulation is a widely-employed procedure in social psychology. However, what are participants writing about in the MS task? The current study assessed the construct validity of this manipulation. Results indicated that participants discussed more death, affect-related, and religious language when randomly assigned to the MS condition.

A77
THE EFFECTS OF STRESS ON SMOKER'S IMPLICIT ATTITUDES FOR CIGARETTES

Omid Fotuhi[1]
[1]University of Waterloo

Smokers smoke more when they experience stress or anxiety as a means of relieving negative emotions, although the mechanism for this urge remains unclear. Our findings reveal that psychological stress results in more positive implicit attitudes for smoking, suggesting that smokers have unconsciously associated smoking with stress reduction.

A78
WANTING WHAT WE DON'T USE: PREFERENCES FOR INFORMATION CHANGE AS A FUNCTION OF DISTANCE

Yanine Dominique Hess[1], Anne Kochersberger[2], Alison Ledgerwood[2]
[1]State University of New York at Purchase, [2]University of California, Davis

When faced with a decision, how does the information we think we want compare to what we actually use? We found a mismatch between information preference at a distance and information use in the here-and-now: Participants' preference for abstract information failed to translate into their actual decisions.

A79

MINDFULNESS PREDICTS HEALTHIER EATING THROUGH HEALTHIER FOOD PREFERENCES

Wan Wang[1], Christian Jordan[1]
[1]*Wilfrid Laurier University*

Mindfulness encourages healthier eating. We found that mindful people choose fruit more often than sweets for snacks, relative to less mindful people. This effect was mediated by attitudinal food preferences. Mindfulness may encourage healthier food preferences, which impact eating behavior. We found no evidence that this effect requires effortful self-control.

A80

THE IMPACT OF MASCULINITY THREAT ON SEXUAL OBJECTIFICATION

Christopher Bartak[1], Mauricio Carvallo[1], Matthew Findley[1]
[1]*University of Oklahoma*

The current research examined whether hegemonic masculinity interacts with a masculinity threat in impacting sexual objectification. The results revealed that for participants who are high in hegemonic masculinity, encountering a masculinity threat lead to a greater endorsement of sexually objectifying statements.

A81

ATTITUDES TOWARD ASIANS COMPARED WITH OTHER ETHNIC GROUPS: IN WHAT WAYS IS "THE MODEL MINORITY" EXCEPTIONAL?

Soyeon Kim[1], John D. Edwards[1]
[1]*Loyola University Chicago*

Attitudes toward Asians, Hispanics, African Americans, and American Indians were compared on visual image, cognitive, affective, and behavioral disposition modes of representation. Asians were evaluated significantly more favorably, and in ways consistent with Fiske's warmth-competence model of stereotype content, along with additional features of Asian exceptionality as the "model minority."

A82

BIGGER ISN'T ALWAYS BETTER: EXPLORING THE EFFECT OF LONGER TITLES ON CREDIBILITY AND PERSUASION

Gregory A. Hornback[1], Meghan E. Norris[1], Jeongho Han[1], Dongning Ren[1]
[1]*Purdue University*

Research has shown that source credibility can impact persuasion. This research considers the influence of additional letters in a title on attitudes. It was found that additional letters can impact attitudes and perceptions of source credibility depending on relevance. Data suggests that using additional unfamiliar acronym credentials can potentially backfire.

A83

ATTITUDE-MEMORY BIASES FROM AUDITORY INFORMATION: EXPLORING THE MODERATING ROLES OF INFORMATION PROCESSING GOALS AND CAPACITY RESTRICTIONS

Meghan E. Norris[1], Steven M. Smith[2], Leandre R. Fabrigar[3], Duane T. Wegener[4]
[1]*Purdue University,* [2]*Saint Mary's University,* [3]*Queen's University,* [4]*The Ohio State University*

Despite the intuitive plausibility of attitude-memory congeniality effects, evidence for their existence has been surprisingly sparse. This experiment explored the roles of information processing goals and capacity restrictions as possible moderators of the effects of attitudes on memory in an auditory context. Salient information processing goals moderated attitude-memory congeniality effects.

A84

THE POWER OF TOLERANT SOCIAL NORMS: SOCIAL NORM EFFECTS ON POLICY ATTITUDES

Rachael Carroll[1], Benjamin H. Walker[1], H. Colleen Sinclair[1]
[1]*Mississippi State University*

We examined how social norms affect the endorsement of environment and gay rights policies in online and face-to-face group discussions. Across conditions, pro-gay rights participants consistently stood up to opposing groups where others (e.g., anti-gay rights, pro-environmentalists), conformed approximately 66-79% of the time, subsequently changing their attitudes.

A85

MATCHING AND MISMATCHING VOCAL AFFECT WITH MESSAGE CONTENT

Joshua Jorg Guyer[1], Leandre R. Fabrigar[1], Clement Tang[1]
[1]*Queen's University*

We examined how the interplay between vocal affect and the content of a cognitive message influenced attitude change based on the extent to which voice matched the message's intent. Analyses revealed significantly more persuasion for the fully mismatched vocal quality relative to the fully matched, partially matched and written passage.

A86

EFFECTS OF ROMANTIC FANTASY ON WOMEN'S INTERESTS TO FIND ROMANTIC BENEFACTOR -CINDERELLA EFFECTS-

Naoko Asoh[1], Akira Sakamoto[1]
[1]*Ochanomizu University*

The results of our experimental research showed romantic fantasy of an ideal partner, the tendency to associate an ideal partner (but not participant's steady partner in current relationship) with chivalric prince or heroism, would cause women to seek for romantic benefactor who would provide them with a socioeconomic status.

A87

SELF-DECEPTION OF ATTITUDES: LYING TO IMPRESS CHANGES MEMORY FOR PAST ATTITUDES

Sara E. Brady[1], Charles G. Lord[2]
[1]*Charleston Southern University,* [2]*Texas Christian University*

Participants lied about and later misremembered their previous survey responses when they expected to meet a same-sex person who was known to have responded differently from them and could potentially reward them. The results have relevance for theories of audience tuning, source monitoring, and self-deception.

A88

CULTIVATING HEALTHY SKEPTICISM TOWARDS HELP-SEEKING ADVERTISEMENTS: DISPELLING THE ILLUSION OF UNIQUE INVULNERABILITY

Brennan Ong[1], Carolyn Semmler[1], Peter Richard Mansfield[2]
[1]*School of Psychology, The University of Adelaide,* [2]*Discipline of General Practice, The University of Adelaide*

Our research has demonstrated that consumers do not differentiate between an industry-sponsored and a government-sponsored help-seeking ad. To make an informed assessment, consumers need to be educated about this distinction. We report on two experiments which demonstrate that an educational intervention can increase one's motivation to examine these ads more critically.

A89

LANGUAGE REVEALS BOTH MALLEABILITY AND STABILITY IN IMPLICIT ATTITUDES

Steven A. Lehr[1], Jocelyn Karlan[1], Mahzarin R. Banaji[1]
[1]*Harvard University*

Among bilinguals, language-in-use determines implicit attitudes, revealing malleability. Here, we also show that the first childhood-language spoken determines attitudes years later, revealing stability. In 4 experiments, this first-language effect remains after controlling for dominant adulthood language, suggesting that implicit attitudes are formed early and subsequently resistant to change.

A90

THE EFFECTS OF NETWORK HETEROGENEITY ON ATTITUDINAL AMBIVALENCE

Taro Hirashima[1], Tasuku Igarashi[1]
[1]Nagoya University

We examined the effects of network heterogeneity on attitudinal ambivalence and its moderation by perspective taking. Although network heterogeneity positively affected ambivalence, contrary to our expectation, this effect was prominent among people with a low perspective-taking ability. We discussed the role of attitudinal ambivalence in social network formation and maintenance.

A91

THE EFFECT OF MORTALITY SALIENCE ON CONSUMER CHOICES

Aylin Uzun[1], Cemre Sandal[1], Esra Yaman[1]
[1]Koc University

The study aimed to examine the effect of mortality salience on product choices. Participants were assigned to one experimental (mortality salience) and two control groups. Participants in experimental condition evaluated high status local product more positively compared to control conditions. Reminding of death, changed the meaning embedded in different brands.

A92

CONNECTING METACOGNITION TO COLLEGE STUDENTS' PERCEPTIONS AND AFFECT WHEN MULTITASKING DURING IN-SCHOOL AND OUT-OF-SCHOOL TASKS

Ariana Christine Crowther[1], Aysegul Musallam[1], Diane Schallert[1]
[1]The University of Texas at Austin

College students' perceptions of multitasking were assessed and focus group data was utilized to develop an online survey. Questions dealt with multitasking perceptions and skills, in addition metacognitive awareness was measured. Results indicated that being high in metacognitive skills resulted in being more planful when multitasking.

A93

DO STRESS LEVELS AND ATTITUDES TOWARD PARENTING DEPEND ON PARENTING STATUS?

Camille E. Buckner[1], Jenny D. Curtis[1]
[1]Marymount University

We compared stress levels, attitudes toward parenting, and reasons for parenting status among parents, aspiring parents, and childfree-by-choice individuals. Stress levels did not differ by parenting status, though parents with "difficult" children reported higher stress. Childfree individuals reported more negative parenting attitudes and made more negative internal attributions about parents.

A94

CONSIDERING A PRO-ATTITUDINAL MESSAGE IN LIGHT OF A DIFFERENT VALUE INCREASES ATTITUDE-BEHAVIOR CONSISTENCY

Ya Hui Michelle See[1], Jacinth J. Tan[2]
[1]National University of Singapore, [2]University of Illinois, Urbana-Champaign

We examined whether thinking about a topic in a terms of a different value than before would strengthen attitudes toward the topic. For participants primed with Openness, a pro-attitudinal message that emphasized Universalism produced greater attitude-behavior consistency than one that highlighted Openness. The opposite occurred for participants primed with Universalism.

A95

THE PSYCHOLOGICAL BENEFITS OF JUSTIFYING THE EDUCATION SYSTEM

Jennifer Zimmerman[1], Christine Reyna[1], Vanessa Zavala[2]
[1]DePaul University, [2]University of California, Los Angeles

The current studies examined the relationship between justifying the education system and optimistic future aspirations and beliefs. Believing that the education system functions as a meritocracy (Study 1) and that the education system functions well (Study 2) was related to positive attitudes toward education and academic and career prospects.

A96

THE EFFECT OF DRAMA-BASED PEDAGOGY ON PREK-16 ACADEMIC-RELATED OUTCOMES: A META-ANALYSIS OF RESEARCH FROM 1985 – 2012

Bridget Lee[1], Erika Patall[2], Stephanie Cawthon[2], Rebecca Steingut[2]
[1]The Ohio State University, [2]The University of Texas

A meta-analysis of 47 reports suggested drama-based pedagogy had a positive, significant effect on attitudes toward the curriculum, attitudes towards others, and motivation, but not on competency in self-perception and social skills. Effects were strongest when the intervention was closely aligned with the outcome and included five to ten lessons.

A97

THE EFFECT OF VERB ASPECT ON COGNITIVE DISSONANCE

Kelly Alex Burton[1], Will Hart[1]
[1]University of Alabama

The present research addresses whether describing a prior decision-making act as ongoing using the imperfective verb aspect (vs. completed using the perfective verb aspect) influences attitudes toward the decision. Participants who described their prior decision-making act using the perfective (vs. imperfective) aspect indicated greater decision satisfaction.

A98

THE ROLE OF ELABORATION IN SELF-CONTROL CONFLICTS

Jennifer Nicole Belding[1], Pablo Brinol[2], Richard E. Petty[1], Kentaro Fujita[1]
[1]The Ohio State University, [2]Universidad Autonoma de Madrid

Research on attitudes was applied to self-control conflicts. In two studies, we hypothesized that decisions made with high elaboration are more resistant to change both subjectively and objectively. When under low cognitive load, participants' attitudes were more resistant to change than when under high load. Implications for self-control are discussed.

A99

DO FIRST IMPRESSIONS STICK? THE ROLE OF INFORMATIONAL RELEVANCE IN THE FAST REVISION OF NOVEL IMPLICIT ATTITUDES

Thomas Mann[1], Melissa Ferguson[1]
[1]Cornell University

The role of the relevance of new information to previous learning in the fast revision of novel implicit attitudes was examined in three studies using a novel learning paradigm. Results showed that revision following counterattitudinal information depended on the relevance of the new information to the old information.

A100

ATTITUDES AND USES OF SWEAR WORDS AND RELIGIOSITY

Cory R. Scherer[1], Danny A. Lutz[2]
[1]Penn State - Schuylkill, [2]Ziegler School of Rabbinic Studies - American Jewish University

The study measured attitudes and uses of different swear words among participants registering either low or high in religiosity. Participants registering high in religiosity had stronger negative attitudes but there was no difference in usage of the swear words between participants relative to their religiosity.

A101

MAXIMUM RESOLUTION: THE INTERACTIVE AND INTERFERING EFFECTS OF VIVIDNESS AND VERB ASPECT ON MENTAL REPRESENTATIONS.

Wyley Burnett Shreves[1], Rosanna Guadagno[2], William Hart[1]
[1]University of Alabama, [2]National Science Foundation

This project studied if two established manipulations shown to create more elaborate mental representations would promote each other:

verb aspect and figural vividness. Counter-intuitively results showed these manipulations suppressed one another in a predictable pattern creating an apparent ceiling effect for how elaborate of a mental image can be maintained.

A102
PSYCHOLOGICAL BARRIERS TO UTILIZING HIV SERVICES IN AN OUTPATIENT SUBSTANCE ABUSE PROGRAM IN NYC

Janetta Twerell[1], Chu Hsiao[1]
[1]Samaritan Village, Inc.

In a SAMHSA funded project, initial HIV testing rates were less than 10%. A focus group (N=8) and one-on-one semi-structured interviews (N=10) were conducted. Primary barriers were fear of stigmatization, denial, and mistrust of staff during initial stages of treatment. Strategies were implemented and testing rates significantly improved.

A103
CELL PHONES: AN ANALYSIS OF COGNITIONS AND BEHAVIORS

Emmanuel Jose Perez[1], Sarah Savoy[1]
[1]Stephen F. Austin State University

The current study examined gender and ethnic differences in cell phone cognitions and behaviors. Women and African Americans scored higher on pro cell phone use cognitions than men and Caucasians. No gender by ethnicity interactions emerged. Phone Knowledge was found to be the strongest predictor of cell phone behaviors.

A104
METAPHORS BIAS EVALUATIONS OF TREATMENTS FOR DEPRESSION

Lucas A. Keefer[1], Mark J. Landau[1], Daniel Sullivan[1], Zachary K. Rothschild[1]
[1]University of Kansas

Conceptual metaphor biases evaluations of solutions to abstract problems. We provide evidence that this process also specifically biases evaluations of treatment options for depression. Exposure to a depression is down metaphor caused to participants to express more favorable evaluations of treatments framed as having spatial metaphoric effects (e.g., "lifting mood").

A105
ACTION AND INACTION GOALS PREDICT VOTING BEHAVIOR AND DIFFERENTIALLY MODERATE CHANGE FOR CLEAR AND UNCERTIAN ATTITUDES

Ian M. Handley[1], Andrew M. Rivers[2]
[1]Montana State University, [2]University of California-Davis

The current research replicates and extends the findings of Albarracín and Handley (2011), demonstrating that the priming of inaction (vs. action and no) goals result in more change of pre-existing attitudes (about presidential candidates), but less change of uncertain attitudes (about a ballot initiative), and proportionality less actual voting behavior.

A106
RELATIONS AMONG EMOTIONS, TRUST, AND BEHAVIORS TO CARTEL VIOLENCE AND TERRORISM THREAT

Linsa Nishad Jabeen[1], Stephen L. Crites Jr.[2], Osvaldo F. Morera[2]
[1]Trinity University, [2]University of Texas at El Paso

People's judgments, emotions and behaviors in response to cartel violence and terrorism threat were examined. El Paso local authority judgments were less positive than federal authority judgments. Threat experience and severity increased anger and fear while attitudes toward authorities predicted trust. Threat severity, attitudes, trust, and fear predicted compliance behaviors.

A107
REDUCING COGNITIVE DISSONANCE AFTER AN ACT OF HYPOCRISY: A COMPARISON OF DISSONANCE REDUCTION MODES

April McGrath[1], Megan Ward[1]
[1]Mount Royal University

The effectiveness of four dissonance reduction modes was investigated after an act of hypocrisy. Dissonance was reduced following the use of a reduction strategy. Distraction was the most potent reduction mode with significant decreases across all the dissonance subscales whereas adding consonant cognitions failed to produce any significant changes.

A108
CONTEXT EFFECTS IN IMPLICIT AND EXPLICIT EVALUATION

Richard A. Klein[1], Kate A. Ratliff[1]
[1]University of Florida

This research examined whether context-based learning impacts implicit and explicit evaluations. The results indicate that, contrary to what has been shown previously, implicit and explicit evaluations are influenced if there is a match between the attitude-learning context and attitude-expression context.

A109
PREDICTING ATTITUDES TOWARD POLICY SOLUTIONS TO FIX THE FEDERAL DEBT AND DEFICIT ISSUES

David Nalbone[1]
[1]Purdue University Calumet

An experiment manipulating mortality salience, self-affirmation, and temporal focus was conducted. Results indicated that being right-of-center, self-affirmed, future oriented, and fiscally conservative predicted greater support for remedial actions to curb fiscal problems.

A110
CAN GRATITUDE EXPRESSIONS BACKFIRE?

Patrick C. Dwyer[1]
[1]University of Minnesota

Have you ever been on the receiving end of the expression "Thanks in advance"? How did it make you feel? These kinds of gratitude expressions are quite common, but are they always beneficial in facilitating compliance? The findings of this research suggest that gratitude expressions can backfire in some cases.

A111
EVALUATIVE DISCREPANCIES AND INFORMATION PROCESSING

India Renee Johnson[1], Richard Petty[2], Pablo Briñol[3]
[1]Elon University, [2]The Ohio State University, [3]Universidad Autónoma de Madrid

The present findings build on past work examining implicit and explicit discrepancies and demonstrate for the first time that activating race, even outside the persuasive message, leads to greater information processing for individuals who are discrepant in their implicit and explicit racial attitudes.

A112
A TWO-DIMENSIONAL DIFFERENTIATION OF ENVIRONMENTAL POLICY SUPPORT AND ACCEPTANCE

Stacia Dreyer[1], Iain Walker[2]
[1]University of Maine, [2]Commonwealth Scientific and Industrial Organization

Environmental policy support and acceptance have not been operationally defined and there is much interchangeable use of these terms in the literature. We argue that policy acceptance and policy support are two distinct, albeit related constructs, and may be differentiated by two dimensions – a temporal dimension and an attitude-behavioral dimension.

A113
EFFICACY BELIEFS PROMOTE POSITIVE CONSERVATION ATTITUDES BUT NOT BEHAVIOR

Erika Salomon[1], Jesse Lee Preston[1], Melanie Beth Tanenbaum[1]
[1]University of Illinois

In three studies, participants read that personal energy conservation is easy (difficult) and substantially (inconsequentially) affects climate change. Participants who read the high efficacy message had

more positive attitudes and stronger intentions regarding energy conservation (Studies 1-3). Attitudes, intentions, and behavior were not significant after one week (Study 3).

A114
COUNTERARGUMENTS AND NARRATIVE PERSUASION

Jordan Carpenter[1]
[1]Dartmouth College

This study tested counterarguing's effectiveness in the resistance of narrative persuasion. Counterarguing led to lowered sympathy for real people in situations similar to those described in the story but not for the story's characters themselves. Counterarguers also successfully resisted being persuaded of obvious narrative themes but not more subtle ones.

A115
RACE, POLITICS, AND THE STIGMA OF OBESITY

Monique L. Lyle[1]
[1]Vanderbilt University

This project examines how politicizing and racializing childhood obesity affects explicit and implicit attitudes toward obese persons. Results from an original experiment demonstrate that political discourse about childhood obesity can intensify obesity stigma, especially when this discourse is racialized, and, thus, potentially undermine political efforts to reduce obesity.

A116
THE SEQUENTIAL EXPOSURE BIAS: A PREFERENCE FOR APPROACHING PRO-ATTITUDINAL BEFORE COUNTER-ATTITUDINAL INFORMATION THAT BIASES JUDGMENTS

Justin Hepler[1], Dolores Albarracin[2]
[1]University of Illinois at Urbana-Champaign, [2]University of Pennsylvania

This research introduces the sequential exposure bias, defined as a tendency to approach pro-attitudinal information before counter-attitudinal information during an information search. Six studies demonstrated this effect with various stimuli. Motivation to defend one's attitude strengthened the effect. The sequential exposure bias represents a previously unidentified motivated cognition strategy.

A117
A META-ANALYSIS OF INFORMATION EXPOSURE STRATEGIES AND SCARE TACTICS: SELECTIVE EXPOSURE MODERATES THE EFFICACY OF FEAR APPEALS

Melanie B. Tannenbaum[1], Justin Hepler[1], Rick S. Zimmerman[2], Dolores Albarracin[3]
[1]University of Illinois at Urbana-Champaign, [2]University of Missouri – St. Louis, [3]University of Pennsylvania

Fear has a positive effect on intentions and behavior. However, does it matter whether or not people choose these messages? We meta-analytically establish that selective exposure moderates fear appeal efficacy. Participants who chose to see fear appeals experienced more reactance and less behavioral change than those who were passively exposed.

A118
FUNCTIONAL FREE WILL BELIEF: THE EFFECTS OF FREE WILL BELIEFS ON COUNTERFACTUAL THINKING AND INDEPENDENT THOUGHT

Jessica L. Alquist[1], Sarah Ainsworth[2], Roy F. Baumeister[2], Michael Daly[3], Tyler F. Stillman[4]
[1]Texas Tech University, [2]Florida State University, [3]University of Stirling, [4]Southern Utah University

We present research showing that belief in free will stimulates counterfactual thinking and increases people's willingness to think for themselves. Across multiple studies manipulating and measuring free will belief, belief in free will was associated with generating more counterfactual thoughts and engaging in less conformity than disbelief in free will.

A119
THE PHENOMENOLOGY OF HATE: MORAL CONCERNS DIFFERENTIATE HATE FROM DISLIKE

Jennifer L. Ray[1], Jay J. Van Bavel[1], Yael Granot[1], Wil Cunningham[2]
[1]New York University, [2]University of Toronto

For millennia, scholars have debated the psychological foundation of hate. This research investigated whether the difference between hate and dislike is a matter of degree or a matter of kind. Four studies provide initial evidence that moral concerns differentiate hate from dislike.

Intergroup Relations

A120
FROM PREJUDICE TO COMPASSION: SHARED EXPERIENCES WITH STIGMA CAN LEAD TO POSITIVE INTERGROUP RELATIONS

Clarissa Cortland[1], Rebecca Neel[2], Noah J. Goldstein[1], Jenessa Shapiro[1]
[1]University of California, Los Angeles, [2]University of Iowa

Are frequently stigmatized individuals more or less likely to express prejudice toward other potential victims of prejudice? Two studies demonstrate that stigmatized individuals are less likely to stigmatize other potential targets of prejudice when their shared experiences with stigma are made salient, a relationship mediated by feelings of compassion.

A121
TIMING OF CRITIC'S GROUP MEMBERSHIP INFORMATION MODERATES EVALUATIONS OF INGROUP CRITICS UNDER MORTALITY SALIENCE

Bernice L. Z. Khoo[1], Ya Hui Michelle See[1]
[1]National University of Singapore

This study examined if the order of receiving criticism and group membership information influenced ingroup critic evaluations under mortality salience. Mortality salience led to the derogation of ingroup critics only when people had already read the criticism before they knew that the critic was an ingroup member.

A122
NOT LIKING MUSLIMS BECAUSE I FEEL MORE DISTRESSED FOR LONGER: RELIVING SEPTEMBER 11TH AFFECTS TEMPORAL RATINGS OF DISTRESS AND ISLAMOPHOBIA

Becky Choma[1], Jaysan Charlesford[2]
[1]Ryerson University, [2]University of Plymouth

Participants in the 9/11 condition reported greater distress at present, anticipated future 5 and 10 years. Participants who viewed 9/11 footage reported greater Islamophobia, endorsement of restricting civil liberties, and distress of a possible future terrorist attack; differences were mediated by ratings of distress in the present and anticipated future.

A123
THE WORLD'S BIGGEST SALAD BOWL: FACEBOOK CONNECTING CULTURES

Anne Katrin Schwab[1], Tobias Greitemeyer[1]
[1]University of Innsbruck

The effects of virtual intergroup contact on attitudes toward outgroups have been investigated. A Facebook Application retrieved objective data about the intercultural composition of participants' networks. Results revealed a negative relationship mediated by humanitarian-egalitarian values. Moreover, real-life experience did not moderate the relationship, ensuring a unique contribution of virtual contact.

A124
SEXUAL ASSAULT PREVENTION AMONG COLLEGE MEN: A SOCIAL DOMINANCE THEORY ANALYSIS

Andrew Lee Stewart[1]
[1]*University of Connecticut*

Using social dominance theory as a guiding framework, the present study evaluates the Men's Project, a sexual assault prevention program targeting college men. Results demonstrate reductions in sexism and rape myth acceptance, along with increases in collective action and activism. Discussion centers on engaging men to work against sexual assault.

A125
RELIGION, ESSENCES AND IDENTITY TRANSFORMATION

Mostafa Salari Rad[1], Jeremy Ginges[2]
[1]*New School for Social Research,* [2]*New School for Social Research - University of Melbourne*

Essentialism of national and religious categories are studied in two experiments carried out in US and Palestine. We find that compared to nationality, religious identity is less likely to be essentialized; moreover, inclusion of religious identity decreases rates of essentialism for national identity.

A126
EFFECTS OF INTERGROUP CONTACT ON SOCIAL DOMINANCE ORIENTATION

Patricia Dora Hopkins[1], Natalie Shook[1]
[1]*West Virginia University*

The purpose of this study was to test the effect of intergroup contact on social dominance orientation. Participants were first-year students living in either a same-race or interracial roommate relationships. Students in interracial rooms exhibited a reduction in social dominance orientation, whereas students in same-race rooms did not change.

A127
MEN'S PURSUIT OF A LIKING GOAL EXPLAINS POSITIVE OUTCOMES AFTER CONFRONTATION

Dana E. Wagner[1], Robyn K. Mallett[1]
[1]*Loyola University Chicago*

Goal pursuit explains why confrontation sometimes leads to positive outcomes. Men were primed with a liking or a respect goal, then confronted as sexist or uninformed by a female confederate. Men's ingratiating compensation, but not self-promoting compensation, explained the relation between goal type and positive interpersonal outcomes with their confronter.

A128
HOW DO IMPLICIT THEORIES SHAPE PERCEPTIONS OF IMMIGRANTS AND ATTITUDES TOWARD IMMIGRATION POLICY?

Carla España[1], Rodolfo Mendoza-Denton[1], Victoria C. Plaut[1]
[1]*UC Berkeley*

We examined how implicit theories about the fixedness versus malleability of human attributes (entity versus incremental theories) shape attitudes toward immigrants and immigration policy. Relative to incremental theory beliefs, entity theory beliefs were associated with stronger endorsement of legal punishment for undocumented immigrants and more prejudice toward immigrants.

A129
INDIVIDUALISTIC POWER INHIBITS GROUP-RELEVANT ADVOCACY AMONG MARGINALIZED GROUPS

John C. Blanchar[1], James Wages[1], Scott Eidelman[1]
[1]*University of Arkansas*

Three laboratory studies tested the hypothesis that individualistic (but not group-based) power inhibits group-relevant advocacy among marginalized groups. Across all three studies, women and racial minorities were significantly less likely to pursue group-relevant advocacy when primed with individualistic power. Self-reported concerns about appearing biased mediated advocacy responses in each study.

A130
BINDING AND BLINDING EFFECTS OF RITUAL: INTERGROUP BIASES AND GROUP AFFILIATION

Nick Hobson[1], Michael Inzlicht[1]
[1]*University of Toronto*

The present research sought to examine the binding and blinding properties of group ritual. To test these predictions, we had participants engage in a lab-created, ad-hoc ritual over the course of seven days. Results suggest that ritualistic behaviors lead people to favor, and feel greater affiliation for, ingroup members.

A131
BEYOND COLOR-BLINDNESS: THE ENDORSEMENT AND IMPLICATIONS OF BLINDNESS TO TEN SOCIAL CATEGORIES

Matt J. Goren[1], Victoria C. Plaut[1]
[1]*UC Berkeley*

The implications of ignoring non-racial social categories are not well understood. Presently, we investigated blindness to ten social categories (e.g., race, gender, weight, age) in work and social settings. Participants from mTurk completed a survey. Blindness endorsement varied by category, was higher in work settings, and predicted out-group warmth.

A132
ENDING ON A HIGH NOTE: PERSPECTIVE-TAKING INFLUENCES BAD NEWS DELIVERY

Angela M. Legg[1], Kate Sweeny[2]
[1]*Pace University - Pleasantville,* [2]*University of California, Riverside*

News-recipients prefer to hear bad news first but news-givers tend to give good news first. By priming emotion-protection goals or other perspective-taking, participants aligned more with news-recipients' preferences for bad-then-good patterns but control participants did not. These results provide two solutions for improving bad news delivery.

A133
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[1], Bernhard Leidner[1], Nebojša Petrović[2]
[1]*University of Massachusetts Amherst,* [2]*University of Belgrade*

This research explored victims' and perpetrators' relatively short-term and long-term responses (support for future violence and reconciliation, respectively) in the aftermath of intergroup violence, as well as the moderating role of ingroup glorification and the mediating role of retributive and restorative justice.

A134
BREAKING THE SILENCE: THE COSTS AND BENEFITS OF CONFRONTING ANTIGAY PREJUDICE

Jonathan Cadieux[1], Alison L. Chasteen[1]
[1]*University of Toronto*

We found that confronting antigay bias in a live chat session has costs and benefits. Confronters were perceived as complainers and as more likely gay, even if declared heterosexual. Despite that, a majority of participants joined the confrontation, suggesting that confronters can elicit positive action in bystanders.

A135

JUSTICE AND IDENTITY MOTIVES INTERACT TO PREDICT INGROUP STEREOTYPING AND COLLECTIVE ACTION TENDENCIES AMONGST DISADVANTAGED GROUP MEMBERS

Craig W. Blatz[1], Stephen C. Wright[2]
[1]Grant MacEwan University, [2]Simon Fraser University

We examined how justice and identity concerns interact to predict collective action tendencies and ingroup stereotyping amongst disadvantaged groups. In two studies involving women and African Americans, results revealed that identity and stability concerns uniquely predicted collective action and positive ingroup stereotyping, and interacted to predict negative ingroup stereotyping.

A136

FROM THE ONE TO THE MANY? WHEN COOPERATION BY OUT-GROUP REPRESENTATIVES FAILS TO IMPROVE INTERGROUP PERCEPTIONS

Ozum Saygi[1], Lindred L. Greer[2], Gerben van Kleef[1], Carsten K.W. de Dreu[1]
[1]University of Amsterdam, [2]Stanford University

The potential dark side of cooperative behavior during representative negotiations on intergroup relations was examined in two empirical studies. Results revealed that a peripheral cooperative outgroup representative decreased perceived outgroup cooperativeness and hence lowered constructive behavioral tendencies, and a competent cooperative representative harmed trust towards the outgroup.

A137

THE EFFECTS OF ILLEGITIMATE POWER ON MOTIVATION AND ACTION TENDENCIES AMONG THE POWERFUL AND THE POWERLESS

Marco Silva Rego[1], Manuela Barreto[1], Ana Guinote[2]
[1]University of Exeter, U.K., [2]University College of London

This research shows that effects of power are moderated by perceptions of (il)legitimacy. Results showed that illegitimate (vs. legitimate) power structures promote the perception of alternative social systems, eliciting different motivations and behavioral tendencies among the powerful and the powerless.

A138

"THE WAR ON MEN": GENDERED REACTIONS TO CLAIMS OF ANTI-MALE SEXISM

Katherine D. Schad[1], Clara L. Wilkins[1], Joseph D. Wellman[1]
[1]Wesleyan University

The present study examines how individuals react to men who claim to be victims of anti-male bias. Results reveal gender differences and moderation by gender identification. Men perceive claimants more positively; while women perceive them more negatively the more strongly they identify with their gender.

A139

THE DARK SIDE OF HETEROGENEOUS IN-GROUP IDENTITIES

Natasha Stine Frederic[1], Juan Manuel Falomir Pichastor[1]
[1]University of Geneva

Past research suggest that the perceived heterogeneity of the in-group may result in either more positive or more negative intergroup relations. The present studies showed that in-group heterogeneity had a negative impact on inter-group relations when national identification was high and when national identity was heterogeneous (vs. society as heterogeneous).

A140

EFFECTS OF FLOW ON COGNITIVE ABILITY

Courtney Marie Vendetti [1], Seth A. Wagerman[1]
[1]California Lutheran University

Flow (Csikszentmihalyi, 1999) results from an activity that is both appropriately challenging and engaging. Arguably, people in flow reach their full potential, but how does it effect cognitive processing during subsequent tasks? This study examined whether transitioning from a flow-generating activity affected scores on an intelligence test given immediately after.

A141

YOU BETTER THINK ABOUT BUDDHA! BUDDHIST PRIMING AS PROMOTING PROSOCIALITY AND REDUCING PREJUDICE

Magali Clobert[1], Vassilis Saroglou[1], Kwang-Kuo Hwang[2]
[1]Université catholique de Louvain, [2]National Taiwan University

Do Buddhist (vs Christian) concepts promote both prosociality and tolerance? Across two experiments, Buddhist primes consistently promoted prosocial behavior and tolerance of outgroups either through compassion among Westerners (Experiment 1) or through tolerance of contradiction among Easterners (Experiment 2). Religion does not universally promote both prosociality and prejudice across cultures.

A142

THE EMERGENCE OF INGROUP FAVORISTISM IN SOCIAL DILEMMAS

Angela Dorrough[1], Marie Hellmann[1], Andreas Glöckner[2], Irena Ebert[3]
[1]Max Planck Institute for Research on Collective Goods, [2]Max Planck Institute for Research on Collective Goods/ University of Göttingen, [3]University Koblenz-Landau

The study investigates whether people favor their ingroup from the very beginning or whether ingroup favoritism is a dynamic construct that emerges and increases over time. The results give evidence for an increasing gap between cooperation towards ingroup and outgroup members suggesting that ingroup favoritism is not a fixed state.

A143

THE CONTRIBUTION OF PERSONAL PHILOSOPHY: ENCOURAGING A BELIEF IN FREE WILL REDUCES PREJUDICE

Xian Zhao[1], Li Liu[2], Xiao-xiao Zhang[2], Jia-xin Shi[2], Zhen-wei Huang[2], Wen-wen Zheng[2], Jian Zheng[2]
[1]Beijing Normal University; Kansas University, [2]Beijing Normal University

The current research examined the role of the belief in free will (BFW) on prejudice across Han-Chinese and White samples. Three studies demonstrated that a higher BFW can lead to a lower prejudice against ethnic/racial outgroups, which consistently confirmed that endorsing a BFW acts as an antidote to ethnic/racial prejudice.

A144

BENEFIT OF THE DOUBT: THE ROLE OF PARTICIPANT ETHNICITY AND IDEOLOGIES IN ECONOMIC THREAT PERCEPTIONS OF MEXICAN IMMIGRANTS

Jacob S. Brookfield[1], Sei Jin Ko[1], David M. Marx[1], Thierry Devos[1]
[1]San Diego State University

This study examined whether majority and minority participants perceived Mexican immigrants to be an economic threat relative to legal immigrants. Beliefs in cultural diversity lowered minority participants' threat perceptions of Mexican and legal immigrants, while for majority participants, the same beliefs only lowered threat perceptions of legal immigrants.

A145

WHAT'S RACE GOT TO DO WITH IT? THE INTERACTIVE EFFECT OF RACE AND GENDER ON PERCEPTIONS AND CONSEQUENCES OF DOMESTIC VIOLENCE

Ivuoma Ngozi Onyeador[1], Phillip Atiba Goff[1]
[1]University of California, Los Angeles

Using an intersectional framework (race x gender), two studies explore how race complicates perceptions of intimate partner violence. In situations where blame for starting the attack can be seen as ambiguous, the perception of Black women as masculine provokes less concern for targets and less severe punishments for attackers.

A146

THE COMPANY WE KEEP: THE TRANSACTIVE EFFECTS OF WISE REASONING ACROSS INDIVIDUALS

Alex C. Huynh[1], Igor Grossmann[1]
[1]*University of Waterloo*

We explored the transactive effects of wisdom in dyads. Participants were primed to act as either a mentor or peer and paired to discuss potential outcomes of an intergroup conflict. Results suggest that mentorship facilitated wisdom both directly through the mentorship prime, and indirectly for their partner following an interaction.

A147

THE NATIONAL ONE AND THE ETHNIC MANY: THE ROLE OF SOCIOPOLITICAL IDEOLOGIES IN AMERICAN INTERGROUP PARTIALITY

Allison Reid[1], Aleah Goldin[1], Crystal Hoyt[1]
[1]*University of Richmond*

Political ideology predicts partiality to the national group relative to ethnic-minority subgroups and this effect is mediated by American patriotism and stronger 'American= White' associations. Relative to a colorblind message, a multicultural ideology is both directly and indirectly associated with less partiality to the national over ethnic American groups.

A148

THE GOOD, THE BAD AND THE ONES NOBODY IS MONITORING. - IS DISTRUST OF ATHEISTS EXPLAINED BY BELIEFS ABOUT HUMAN NATURE?

Katharina Block[1], Ara Norenzayan[1]
[1]*University of British Columbia*

Exploring the relationship between beliefs about human nature and distrust of atheist, we found that belief in humans as good is associated with less explicit but not implicit distrust of atheists in two American samples. In Study 3, we found no such relationships in a sample from India.

A149

WHAT YOUR FRIENDSHIPS SAY ABOUT YOU: HAVING INTERRACIAL FRIENDSHIP NETWORKS MAY BOOST POSITIVE SOCIAL PERCEPTIONS

Michelle L. Manning[1], Jacob S. Brookfield[2], Bradley M. Weisz[3], David M. Marx[2], Sei Jin Ko[2]
[1]*San Francisco State University,* [2]*San Diego State University,* [3]*University of Connecticut*

The current research found that students with interracial friendships were judged more positively and seen as less prototypical than were students with same-race friendships. These findings demonstrate that social perceptions of an individual can be influenced by the racial makeup of their friendship network.

A150

CULTURE OR PREJUDICE? PERCEIVED PARENT DISAPPROVAL AND CONFLICT OVER INTERCULTURAL DATING RELATIONSHIPS.

Sharon Shenhav[1], Wendy Goldberg[1], Belinda Campos[1]
[1]*University of California, Irvine*

A study of a culturally diverse sample of college students revealed that parents' cultural concerns and prejudiced attitudes were significantly associated with parental disapproval of intercultural dating and were higher among families with intercultural dating conflict. However, resolving dating conflict did not mean that cultural concerns or prejudiced attitudes dissipated.

A151

WHAT KINDS OF COOPERATION DOES IT AFFECT PERCEPTIONS OF OUT-GROUP THREAT?

Sho Tsuboi[1]
[1]*Kyoto University*

To examine what would cause out-group threat, we used a questionnaire and manipulated independently the amount of resources and the contribution to resources and group defense, thus obtaining eight conditions. We found that the amount of resources generate a perceived out-group threat, while the contribution to defense decreases the threat.

A152

INTERGROUP RELATIONS AND HUMANNESS PERCEPTION OF THE OUTGROUP

Ana Filipa Louceiro[1], Sven Waldzus[1], Maria-Paola Paladino[2]
[1]*ISCTE-IUL,* [2]*University of Trento*

We investigated whether participation in an intergroup relationship compared to no participation reduces outgroup infra-humanization. Results showed that participation in an intergroup relationship, even when it does not lead to a common ingroup identity, reduces infra-humanization of outgroup members, but only if the ingroup is involved in the relation.

A153

EXAMINING GENDER DIFFERENCES IN THE RELATIONSHIP BETWEEN RELIGIOUS AFFILIATION AND ETHNIC PARTNER PREFERENCES

Jazmin E. Kelly[1], Alyssa Lee[2], Lisa M. Brown[1], Crystal Tse[3], Stephen Reysen[4], Steven Spencer[3], Penny McNatt Devine[5]
[1]*Austin College,* [2]*UT Southwestern,* [3]*University of Waterloo,* [4]*Texas A&M University - Commerce,* [5]*Florida State College at Jacksonville*

We studied gender differences in the relationship between ethnic ingroup romantic partner preferences and religious affiliation. Women generally had higher ingroup ethnic partner preferences than men. Women were more likely than men to have religious longevity although ingroup preferences were not mediated by religious longevity.

A154

DIVERGENT OUTGROUP ATTITUDES UNDERMINE INTRAGROUP RACIAL MINORITY RELATIONSHIPS

Randi Leigh Garcia[1], Hilary Bergsieker Burbank[2], J. Nicole Shelton[1]
[1]*Princeton University,* [2]*University of Waterloo*

The current work expands on similarity-attraction/dissimilarity-repulsion research by focusing on (dis)similarity in attitudes that are directly relevant to racial group membership. In three studies we found evidence for dissimilarity-repulsion – disagreeing with a same-race other about outgroup attitudes decreased attraction; this was only for minorities in Studies 2 and 3.

A155

THE DISEMPOWERING EFFECT OF BEING THE TARGET OF EMPATHY

Matthew Quesnel[1], Jacquie Vorauer[1]
[1]*University of Manitoba*

This experiment examined how dominant group members' (DGMs') efforts to empathize with a minority group member or another DGM during an interaction affected each individual's sense of power. Targets of empathy exhibited lower levels of cognitive outcomes associated with power than did targets of objectivity during intragroup and intergroup interactions.

A156

WHEN CLOSENESS BREEDS CONTEMPT: THE PERCEPTION OF PHYSICAL CLOSENESS LEADS TO INTERGROUP DISCRIMINATION

Y.Jenny Xiao[1], Jay J. Van Bavel[1]
[1]*New York University*

We previously showed threatening out-groups perceived as closer. Here we explore the role of perception in intergroup threat and discrimination. In Study 1, a strong intergroup barrier eliminated effects of threat on perceptual closeness. In Study 2, manipulated closeness of threatening out-groups exacerbated relationship between collective identification and discriminatory attitudes.

A157
WHEN ONE IS OSTRACIZED, OTHERS LOOM: SOCIAL REJECTION MAKES OTHER PEOPLE APPEAR CLOSER TO US THAN THEY ACTUALLY ARE
John Paul Wilson[1], Shane Pitts[2], Kurt Hugenberg[3]
[1]University of Toronto, [2]Birmingham-Southern College, [3]Miami University
In two studies, threats to social belongingness biased perceptions of a novel social target's distance from perceivers. Rejected participants underthrew a beanbag that was intended to land at a new partner's feet (Study 1) and estimated that a social target was closer to them (Study 2) than non-rejected participants.

A158
DIVERSITY AS A CULTURALLY EMBEDDED CONCEPT: THE IMPORTANCE OF SOCIAL ACCEPTANCE
Jacqueline M. Chen[1], David L. Hamilton[2]
[1]University of California, Davis, [2]University of California, Santa Barbara
We hypothesized and found that perceivers construe diversity as encompassing both the representation and social acceptance of minorities. There were race differences in the relative importance of representation versus acceptance for perceivers' judgments of diversity. Groups aspiring to achieve diversity should increase minority representation and foster a culture of inclusion.

A159
A META-ANALYSIS OF EXTENDED CONTACT
Shelly Zhou[1], Arthur Aron[1]
[1]Stony Brook University
The current project is a meta-analysis of 38 correlational studies of the extended contact effect. The aggregated effect size (r) was .32. Effects were stronger for affective and explicit attitudes, when groups were defined by religion, when the cross-group relationship was close, and for studies conducted in collectivistic countries.

A160
WHO PAYS MORE ATTENTION TO WHOM?: THE IMPACT OF LEADER GAZE AND LEADER STATUS ON STATUS HIERARCHY WITHIN A GROUP.
So-Hyeon Shim[1], Robert Livingston[2]
[1]Kellogg School of Management, [2]University of Sussex
The purpose of the study is to examine how a leader's unequal attention produces status and how the effects of leader attention depended on the leader's status. We found that greater attention from a high-status leader increased a focal person's status but more attention from a low-status leader decreased it.

A161
GETTING TOUGH ON IMMIGRATION: REASONABLE SUSPICION ABOUT PERFORMING 'AMERICAN-NESS'
Sahana Mukherjee[1], Ludwin Molina[1], Glenn Adams[1]
[1]University of Kansas
We demonstrate how national origin and identity fit – conformity to Anglo-centric norms (e.g., listening to American vs. Mexican music) influence people's immigration beliefs. Discussion focuses on how people support tough immigration policies to defend against symbolic threats that cultural 'others' pose to Anglo-centric constructions of American identity.

A162
HAPPINESS IS MORE THAN JUST A PAYCHECK: ECONOMIC AND SOCIAL INTEGRATION AS PREDICTORS OF IMMIGRANTS' LIFE SATISFACTION
Kelly Lauren Barnes[1], Victoria M. Esses[1]
[1]The University of Western Ontario
This study examined the predictors of successful immigrant settlement and integration in Canada. Data drawn from a representative sample (N = 2936) of newcomers demonstrate that life satisfaction is predicted by job satisfaction, utilization of skills and education, feeling like one belongs to one's local community, and (lack of) discrimination.

Language

A163
THE TRUE MAGIC SPELL OF LANGUAGE. LINGUISTIC MARKERS OF SOCIAL AGENCY.
Magdalena Formanowicz[1], Janin Roessel[2], Caterina Suitner[3], Anne Maass[3]
[1]University of Bern, [2]University of Mannheim, [3]University of Padova
Here we present verbs as linguistic markers of social agency. In two experiments and set of archival analysis we demonstrate that verbs (but not adjectives and nouns) are not only the grammatical devices conveying action in the syntax, but are also related to the agency stereotypically attributed to social targets.

A164
THE LANGUAGE PATTERNS OF CONVERSATIONAL NARRATIVES WITH TRAINED OR UNTRAINED LISTENERS
Kaitlin Cannava[1], Graham D. Bodie[1], Jennifer J. Malin[2], James W. Pennebaker[2]
[1]Louisiana State University and Agricultural & Mechanical College, [2]University of Texas at Austin
Conversational narratives are influenced by listeners who can shape the way stories are told. Listeners were randomly assigned to listen to stories in very different ways. Although differences in listener content and ratings of listeners differed, computerized text analyses revealed that the overall linguistic structures of the stories were similar.

A165
THE LANGUAGE OF DEATH: THE EFFECTS OF MORTALITY SALIENCE ON LANGUAGE STYLE MATCHING
Mike Kersten[1], Sandra Alvarez[1], Renate Beck[1], Cathy R. Cox[1]
[1]Texas Christian University
Utilizing terror management theory (TMT; Greenberg, Pyszczynski, & Solomon, 1986), the present research examined the extent to which people match their language styles (e.g., pronoun use) following thoughts of mortality. The results demonstrate that people unconsciously initiate communicable synchronization in response to existential threat.

A166
LATENT SEMANTIC SIMILARITY AND LANGUAGE STYLE MATCHING IN DYADIC INTERACTIONS
Meghan JoAnn Babcock[1], Vivian Phi Phi Ta[1], William Ickes[1]
[1]University of Texas at Arlington
We examined two indices of semantic similarity (i.e., Latent Semantic Similarity, Language Style Matching) to determine their respective roles in unstructured dyadic interactions between same-sex and opposite-sex strangers (Study 1) and between same-sex strangers and same-sex friends (Study 2).

A167
LOOK WHO'S TALKING: USING A NON-OBTRUSIVE OBSERVATIONAL TECHNIQUE TO ASSESS THE SOCIAL AND LANGUAGE ENVIRONMENT OF INFANTS.
Nairán Ramírez-Esparza[1], Adrián García-Sierra[2], Patricia K. Kuhl[2]
[1]University of Connecticut, [2]University of Washington
Measuring social behavior using non-obtrusive observational techniques has become increasingly popular in the past years. In this investigation we used a recently developed language environment analysis system to make recordings in the everyday lives of infants. Our goal was to examine, the associations between social interaction variables and language development.

A168
NEUROTIC LANGUAGE: NEUROTICISM PREDICTS REFERENT CONCRETENESS FOR NEGATIVE EXPERIENCES
Ryan L. Boyd[1], Michael D. Robinson[2]
[1]The University of Texas at Austin, [2]North Dakota State University
Two studies apply new text analysis techniques in order to analyze implicit psychological properties of participant-generated language.

Results provided evidence suggesting that individuals high in neuroticism tend to conceptualize negative experiences in a relatively concrete fashion, whereas positive affect tends to be conceptualized in an abstract fashion by such individuals.

A169

JANE EYRE VERSUS A 6-MINUTE CONVERSATION ABOUT BASEBALL: COMMON DIMENSIONS OF NARRATIVE

Jennifer J. Malin[1], James W. Pennebaker[1], Vera Vine[2], Kaitlin Cannava[3], Graham D. Bodie[3]

[1]University of Texas at Austin, [2]Yale University, [3]Louisiana State University and Agricultural & Mechanical College

Computerized word counting methods detected common patterns in short stories, novels, and conversations as they unfolded from beginning to end. Splitting text into segments of equal length, and tracking word use allows computerized identification of narrative as it unfolds in a text, and gives insight into how narratives are structured.

A170

DO NPR LISTENERS LIKE LISTENING TO NPR MORE THAN PEOPLE WHO LISTEN TO NPR?: THE EFFECT OF ESSENTIALIST NOUN LABELS ON BRAND PREFERENCE

Charles Robert Seger[1], Ishani Banerji[2]

[1]University of East Anglia, [2]Georgetown University

Framing preferences with essentialist noun-labels strengthens relevant self-perceptions (Walton & Banaji, 2004). Does this apply to attitudes/behavior toward a product? National Public Radio (NPR) listeners rated their identification with "being an NPR listener" or "listening to NPR". Participants in the former condition showed more positivity and loyalty to NPR.

A171

AFFECTIVE INFLUENCES ON THE ABILITY TO DETECT AMBIGUOUS COMMUNICATION

Diana Matovic[1], Joseph Forgas[1], Alex Stefan Koch[2]

[1]University of New South Wales, [2]University of Cologne

Two experiments predicted and found that negative affect improved people's ability to identify communicative sentences that were ambiguous. An analysis of response latencies (Studies 1 & 2) and recall (Study 2) confirmed that negative mood produced longer and more attentive responses, and processing latencies mediated mood effects on detecting linguistic ambiguity.

A172

DISTINGUISHING POSITIVE AND NEGATIVE INTERGROUP ATTITUDES IN INFANCY

Anthea Pun[1], Andrew Baron[1]

[1]University of British Columbia

The nature of 12-month old infants' social group preferences for speakers of familiar (English) and foreign (French) language groups were examined over 3 experiments. In development, infants' positive evaluation of a familiar language appears to emerge prior to a negative evaluation of a foreign language.

A173

GENDER DIFFERENCES IN RESPONSES TO OTHERS' LIFE CHALLENGES: AFFECTIVE, COGNITIVE, AND SOCIAL LANGUAGE USE IN COLLEGE STUDENTS

Jordan A. Booker[1], Julie C. Dunsmore[1]

[1]Virginia Polytechnic Institute and State University

Undergraduate students' writing responses to others' life challenges were analyzed for affective, cognitive, and social language use. Women referenced more anger in response to potential interpersonal separation. Women referenced more friends while men referenced more behavior inhibiting in response to a life crisis. Men generally referenced more instructions to others.

A174

SHALL WE TALK? WE PRONOUN IN CONFLICT DIALOGUE.

Wei-Fang Lin[1], Chin-Lan Huang[2], Yi-Cheng Lin[1]

[1]National Taiwan University, [2]National Taiwan University of Science and Technology

Previous studies provided inconsistent finding of first plural pronoun (we words). Our finding highlighted the contextual effect of we words. Specifically, for those whose partners are more gratitude, they benefited more when partner use more we words. Whereas less gratitude partners use more we words increases actors' AEQ.

A175

PERCEIVED PERSONALITY AND LANGUAGE: A COMPARATIVE STUDY OF LANGUAGE RELEVANCE AND PERSONALITY CUES AT A CORPORATE LEVEL

Serena Carr[1], Kerry Kleyman[1]

[1]Metropolitan State University

Of the 12,000 visitors to the Korn/ Ferry International Website, 31% of the work place executives speak two or more languages. In this study, relevant and irrelevant bilingualism was compared to Monolinguals at a corporate level as well as the cues in which personalities are perceived. Preference is given to bilinguals (relevant). This also supports bilingual education.

A176

WHAT'S IN A NAME? PSYCHOLOGICAL CONSEQUENCES OF THE TERMS "ILLEGAL" AND "UNDOCUMENTED" IMMIGRANT.

Alem Tecle[1], Victoria C. Plaut[1], Mayra Feddersen[1]

[1]University of California, Berkeley, School of Law

We examined the effect of language used to describe immigrants ("illegal" versus "undocumented") on responses to immigration. Our findings indicated that participants in the "illegal" condition reported greater levels of perceived threat and group-based dominance, with threat mediating the effect of term usage on group-based dominance.

A177

THE WAR ON PREVENTION: BELLICOSE CANCER METAPHORS HURT (SOME) PREVENTION INTENTIONS

David J. Hauser[1], Norbert Schwarz[1]

[1]University of Michigan

Bellicose metaphors pervade discourse on cancer. We asked if these metaphors have undesirable consequences on understanding of the disease. Results show that metaphorically-framing cancer as an enemy lessens conceptual accessibility of (study 1) and intention to engage in (study 2) self-limiting prevention behaviors. Implications for public health are discussed.

A178

DO METAPHORS ACTUALLY HELP US UNDERSTAND OUR EXPERIENCES? A METAPHOR USAGE MEASURE AND ITS UTILITY IN THEORY TESTING

Adam K. Fetterman[1], Michael D. Robinson[2]

[1]Knowledge Media Research Center, [2]North Dakota State University

Metaphors are thought to facilitate the understanding of concepts with no physical referents. There is little to no direct empirical evidence to support this oft-asserted claim. The current studies attempted to do so by creating a measure of metaphor usage and using it to predict theoretically relevant criteria.

Law

A179
HOW MORAL CONCERNS PREDICT EMOTIONAL RESPONSES TO CRIME
Russell L. Steiger[1], Michael Brubacher[1]
[1]DePaul

Crimes are violations of moral codes. Moral concerns may therefore predict emotional responses to crimes. Participants read a crime scenario and reported emotional responses and moral concerns. Group-based concerns, and not individual-based concerns, predicted emotion. Results suggest public responses to crime are based on concerns for society rather than victims.

A180
SEXISTS DISCOUNT BOTH THE QUALITY AND LEGAL IMPORTANCE OF SOCIAL SCIENTIFIC EVIDENCE FOR DISCRIMINATION
Natasha Tidwell[1], Anita Kim[1]
[1]Texas A&M University

Three studies demonstrated that modern sexism predicts evaluations of scientific evidence of discrimination. In Studies 1 and 2, modern sexism negatively predicted quality judgments of commonly used social psychological paradigms. In Study 3, participants' ratings of a social psychologist's testimony mediated the relationship between modern sexism and evidence admissibility ratings.

A181
IN THE EYES OF THE LAW: VISUAL ATTENTION MODERATES EFFECTS OF GROUP IDENTIFICATION ON LEGAL DECISIONS
Yael Granot[1], Emily Balcetis[1], Kristin Schneider[1], Tom Tyler[2]
[1]New York University, [2]Yale University

We tested visual attention as a moderator of the inconsistent effects of identification on legal decisions. Only when attending frequently on a target, group identification predicted discrepant legal punishment decisions. Interpretations of evidence but not recall accuracy mediated these relationships. Attention may be more prejudicial than informative in legal contexts.

A182
INFLUENCE OF GUN CONTROL, RACE, AND AGE OF VICTIM FOR MENTALLY ILL DEFENDANTS ACCUSED OF MURDER: A MOCK JUROR EXAMINATION
Russ K. E. Espinoza[1], Ashley Adkins[1], Jenna Popoff[1], Patrick Lam[1], Milli Chumpitaz[1]
[1]California State University, Fullerton

This study found juror bias towards mentally ill minority defendants accused of committing murder of White children compared with non-white children or adults. In addition, jurors who view gun control negatively also showed this similar racial bias. Views on gun control and racial bias is discussed.

A183
PROCEDURAL JUSTICE: UNDERSTANDING LAY PERCEPTIONS OF PROCEDURAL FAIRNESS AND PREFERENCES FOR PROCEDURAL TRADEOFFS
Victor David Quintanilla[1], Annie Milkey[1]
[1]Indiana University, Maurer School of Law

Two experiments investigated the relationship between decision-making procedures and lay perceptions of fairness. Results revealed a fair process effect (Tyler, 1989) – that procedures affect perceptions of fairness. This effect was mediated by emotions. The second experiment revealed an endowment and anchoring effect on people's willingness to pay for fair process.

A184
CAPITAL AND PUNISHMENT: THE INFLUENCE OF RESOURCE SCARCITY ON ENDORSEMENT OF THE DEATH PENALTY
Keelah E.G. Williams[1], Ashley M. Votruba[1], Michael J. Saks[1], Steven L. Neuberg[1]
[1]Arizona State University

Availability of resources may help explain variability in use of the death penalty. Using national and global data sets, we find that measures of resource scarcity significantly predict use of the death penalty. In an experimental study, participants primed with resource scarcity exhibit increased favorability toward the death penalty.

A185
IMPACT OF JUDICIAL INSTRUCTIONS AND MOTIVATION ON SUPPRESSING PREJUDICIAL THOUGHTS
Christine Foxwell[1], Jennifer Chau[1], Amy Hackney[1]
[1]Georgia Southern University

The research investigated how participants suppress prejudicial thoughts after receiving prejudiced information in a mock court case video. The video allowed examination of how realistic materials influence jury decision-making. Internal and external motivations to be unbiased were examined to investigate how individuals use prejudicial statements when acting as jurors.

A186
MIND PERCEPTION AND MORALITY IN THE JUSTICE SYSTEM
Pam A. Mueller[1], Susan T. Fiske[1]
[1]Princeton University

Participants pay more attention to the harmdoer in criminal cases and the victim in civil cases. This leads harmdoer moral character to influence judgments in criminal cases, while victim moral character influences judgments in civil cases. This is driven by perceived harmdoer agency and perceived lack of victim patiency.

A187
CRIME, PUNISHMENT, AND SOCIAL STANDING
Kenworthey Bilz[1]
[1]University of Illinois College of Law

The expressive theory of punishment argues that punishment (or the lack thereof) conveys information regarding the social standing of victims. My studies show that punishment does impact victim social standing; its impact differs depending on punisher identity; and not only victims, but third-party observers, perceive punishment's impact on social standing.

A188
VICTIMHOOD, VIGILANTISM, AND CIVIL RECOURSE THEORY
Andrew Gold[1], Kenworthey Bilz[2]
[1]DePaul University College of Law, [2]University of Illinois College of Law

Civil recourse theory argues that the tort system supplies unique advantages and disadvantages to victims, by lending state support to their actions against harmdoers. We find participants are most satisfied when they act with the state to resolve the case, as compared to when they or the state act alone.

A189
APOLOGIES FOR NEGLIGENT AND INTENTIONAL HARMS
Jessica Bregant[1], Jennifer K. Robbennolt[2]
[1]University of Chicago, Booth School of Business, [2]University of Illinois College of Law

We experimentally compare intentionally harmful acts to accidents, and full apologies to so-called "non-apology apologies." Results suggest that apologies can have perverse results on a victim's perceptions of fairness, depending on whether the initial harm was accidental or intentional, and whether the apology includes a statement taking responsibility or not.

Lifespan Development

A190
NICE TO MEET YOU - EMPATHIC ACCURACY AND SOCIAL OUTCOMES IN ZERO-ACQUAINTANCE DYADS

Elisabeth Blanke[1], Antje Rauers[1], Michaela Riediger[1]
[1]Max Planck Institute for Human Development

We assessed empathic accuracy and social outcomes in real zero-acquaintance conversations among 100 young (20-31 years), old (70-80 years) and age-mixed female dyads. Levels of empathic accuracy and implications for social outcomes varied with age-group composition. These results emphasize the importance of considering individual differences in research on empathic accuracy.

A191
GROWTH IS NOT JUST FOR THE YOUNG: AGE, WELL-BEING, AND NARRATIVES OF GROWTH AND REDEMPTION

Jack J. Bauer[1], Kate C. McLean[2], Jennifer Pals Lilgendahl[3], Laura E. Graham[4], Bridget P. Lynch[5], Elissa A. Lauber[1]
[1]University of Dayton, [2]Western Washington University, [3]Haverford College, [4]Claremont Graduate University, [5]University of Georgia

Older adults (65+) emphasized eudaimonic growth in narratives of high points more than did younger adults. Growth narratives also explained older adults' higher well-being. These and other findings suggest that growth is not just for the young and that growth is not merely a matter of improved affect.

A192
WHICH EMOTION REGULATION STRATEGIES CAN YOUNGER AND OLDER ADULTS EMPLOY TO MODULATE BRAIN RESPONSES TO EMOTIONAL IMAGES? AN EVENT-RELATED BRAIN POTENTIAL (ERP) INVESTIGATION OF ATTENTIONAL DEPLOYMENT AND COGNITIVE REAPPRAISAL

Andrea E. Rehmert[1], Michael A. Kisley[1]
[1]University of Colorado - Colorado Springs

The current studies investigated if younger and older adults could modulate their neural responses (as measured with an ERP) with attentional deployment and/or cognitive reappraisal. Both groups were effective at modulating their neural responding to an attentional deployment paradigm, but showed minimal modulation of LPP responding with cognitive reappraisal instructions.

A193
PERCEPTIONS OF RAPPORT ACROSS THE LIFE SPAN: GAZE PATTERNS AND JUDGMENT ACCURACY

Ishabel M. Vicaria[1], Frank J. Bernieri[2], Derek M. Isaacowitz[1]
[1]Northeastern University, [2]Oregon State University

Although an age-related deficit in emotion recognition has been established in the literature, we found no age differences in the accuracy of judgments of rapport, which suggests that not all social perception declines with age. Furthermore, older adults exhibited different looking patterns and cue utilizations than their younger counterparts.

A194
THE IMPACT OF VALENCE AND AROUSAL INFORMATION ON OLDER AND YOUNGER ADULTS' SELECTIONS OF AFFECTIVE STIMULI

Molly S. Cannon[1], Derek Isaacowitz[1]
[1]Northeastern University

The current study examined age differences in 30 younger and 29 older adults' selections of stimuli to interact with in an affective environment. Age differences in stimulus selection were indicative of older adults' use of choice to minimize negative affective states and had implications for gaze, physiology and self-reported mood.

A195
THE IMPACT OF BELIEFS ABOUT AGING ON SOCIAL INTEGRATION IN LATER LIFE

Josephine Menkin[1], Theodore Robles[1], Teresa Seeman[1], Tara Gruenewald[2], Elizabeth Tanner[3]
[1]University of California- Los Angeles, [2]University of Southern California, [3]Johns Hopkins University

Participants over age 60 with more positive baseline expectations regarding aging report having larger social networks, more perceived support availability, and less desire for additional support 12 months later. Expectations about aging appear to better predict peripheral social ties than close friendships.

A196
AGE DIFFERENCES IN ADULT ATTACHMENT AROUND THE WORLD

William J. Chopik[1], Robin S. Edelstein[1]
[1]University of Michigan

We examined the universality of age differences in anxiety and avoidance among 194,955 respondents in seven geographic regions. Anxiety was highest among younger adults and lowest in middle-aged and older adults. Avoidance was lowest among younger adults and highest in middle-aged and older adults. Patterns were universal across all regions.

A197
WHAT DOES IT MEAN TO FEEL YOUNGER OR OLDER? A SOCIO-COMMUNICATION ACCOUNT OF SELF-PERCEIVED AGING

Emily Schryer[1], Igor Grossmann[1], Steven Mock[1], Richard Eibach[1]
[1]University of Waterloo

Two studies explore the relationship between age stereotypes, subjective age and perceptions of well-being. The results suggest that older adults may reject ageist stereotypes that do not reflect their experience of aging but at the same time, report feeling young because, in an ageist culture, feeling young communicates vitality.

A198
EMOTIONAL DEVELOPMENT IN EXTRACURRICULAR ACTIVITIES

Heloise Sirois-Leclerc[1], Celine Blanchard[1], Dominique Perreault[1], Amanda Baker[1]
[1]University of Ottawa

The social/emotional development of school-aged children through their participation in extracurricular activities was examined. Participants (n=258;grades 4-8) filled out a questionnaire which measured extracurricular activity participation and perceptions, emotional intelligence, and developmental experiences. Regression analyses showed that some developmental experiences and context variables were associated with greater emotional development.

A199
THE MILLS AGING ANXIETY SCALE: DEVELOPMENT, PSYCHOMETRIC PROPERTIES AND ITS RELATION TO POSITIVE AND NEGATIVE WELL-BEING

Dean M. Morier[1], Kiya Komaiko[1], Katrina Wehmeyer[1]
[1]Mills College

A new aging anxiety measure was developed and correlated with measures of aging fears, happiness, religiosity, and depression. A factor analysis of the 25 item scale revealed a large single factor with exceptional reliability that is positively correlated with measures of negative well-being, and negatively correlated with measures of happiness.

A200
THE DEVELOPMENT OF SEXUAL SELF-CONCEPT IN EMERGING ADULTHOOD

Ruixue Zhaoyang[1], Lynne Cooper[1]
[1]University of Missouri-Columbia

The present study examined the developmental trajectory of sexual self-concept across a 10 year time frame during the emerging

adulthood. Results indicated that sexual self-concept changed in a manner that reflected more positive sexuality, and this change pattern was predicted by the increases in sexual experiences over time.

A201
ADULTHOOD ILLNESS BEHAVIOR: ASSOCIATIONS WITH CHILDHOOD TEMPERAMENT AND ILLNESS BURDEN

Brittany L. Bannon[1], Chandra A. Reynolds[1], Robin Corley[2], Sally J. Wadsworth[2], Michael Stallings[2]
[1]University of California, Riverside, [2]University of Colorado, Boulder

We evaluated childhood emotionality as a predictor of adulthood illness behaviors (e.g., somatic complaints, self-medication), adjusting for sex, childhood illnesses, doctor visits, and stress. Adulthood temperament was also tested for mediation. Higher childhood emotionality predicted more adulthood (years 21 and 30) illness behaviors, and adulthood emotionality partly mediated this relationship.

A202
NEUROTICISM AND POOR HEALTH: SELF-PERCEPTIONS OF AGING AS A MEDIATOR

J. Alex Evans[1], Tara L. Stewart[1], Ayla L. Washam[1], Trent Boot[1], Emily Rittenhouse[1]
[1]Idaho State University

The link between neuroticism and poor health is well-established; less is known about the mediators of this relationship. This research examined a sample of middle-aged adults (N=91, ages 45-65) and suggested that negative self-perceptions of aging may be one mediator of the relationship between neuroticism and physical health.

A203
HOW WE TALK AFFECTS HOW WE FEEL: COMPARING METHODS OF COMMUNICATION ACROSS THE LIFE-SPAN

Dan Tassone[1], Elizabeth A. Hahn[1], Stefan Agrigoroaei[1], Margie E. Lachman[1]
[1]Brandeis University

Using a daily diary over one week, we examined types of communication methods (in-person, telephone, text message, Internet) and frequency of use in relation to sense of control and happiness in adults (N=83) across the life-span. Only frequency of communication in-person predicted both sense of control and overall happiness.

A204
MORE SADNESS, LESS LONELINESS: THE BENEFITS OF RESPONDING COMPASSIONATELY IN LATE LIFE

Sandy Lwi[1], Claudia M. Haase[2], Scott L. Newton[1], Robert W. Levenson[1]
[1]UC Berkeley, [2]Northwestern University

We examined age differences in facial responses to a film depicting others in distress. Older adults displayed more sadness and surprise emotional behavior and more brow-furrowing than middle-aged and young adults. Greater sadness displays in older adults were associated with greater social connection.

A205
INDIVIDUAL DIFFERENCES IN FUTURE TIME PERSPECTIVE: STRUCTURE, CHANGE, AND LINKS TO WELL-BEING

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In a longitudinal sample (ages 70 and 73), we examined individual differences in future time perspective, studying their structure, changes, and links to well-being. We confirmed a two-factor model; "focus on opportunities" functioned as a buffer, whereas "focus on limitations" functioned as a risk-factor for age-related losses in well-being.

A206
A THEORETICAL OUTLOOK ON ADULT PERSONALITY DEVELOPMENT: THE NEXT GENERATION

Jule Specht[1], Wiebke Bleidorn[2], Jaap J. A. Denissen[2], Marie Hennecke[3], Roos Hutteman[4], Christian Kandler[5], Maike Luhmann[6], Ulrich Orth[7], Anne K. Reitz[8], Julia Zimmermann[9]
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Theories on adult personality development suffer from differing terminology that masks similarities and from ambiguous empirical support. Comparison of theories and empirical findings emphasizes the relevance of genetic effects on personality maturation in young adulthood, differences in social role changes that impact personality development across adulthood, and agentic personality development.

A207
I AM WHAT I AM BECAUSE OF YOU - SOCIAL RELATIONSHIP DYNAMICS AND PERSONALITY DEVELOPMENT

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We submit that the alternating relevance of both core and peripheral relationship changes across the life span contributes to differential trait change and the cumulative stability of personality. We used data from two large prospective control group studies and showed that peripheral relationship changes indeed explain differential personality development.

A208
GETTING OVER YOURSELF: A SELF-REGULATION FRAMEWORK FOR PERSONALITY DEVELOPMENT ACROSS ADULTHOOD

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[1]University of Zurich (Switzerland), [2]Tilburg University (Netherlands), [3]Wake Forest University

We propagate incorporating motivation and self-regulation into theories of personality development and present three empirically supported preconditions under which individuals may "get over themselves" and change their own personalities. We discuss the mutual interdependence of traits and goals, the limits of change, and propose designs for studying self-regulated personality change.

A209
DO PARENTS FOSTER SELF-ESTEEM? EVALUATING LONGITUDINAL ASSOCIATIONS BETWEEN SELF-ESTEEM AND PARENT-CHILD CLOSENESS DURING ADOLESCENCE

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[1]University of California, Davis, [2]Michigan State University

Data from two longitudinal samples were used to test reciprocal connections between self-esteem development and parent-child closeness. Longitudinal effect sizes tended to be modest, perhaps due to the stability of both constructs. However, latent difference score models suggest that parent closeness is the leading indicator in this relation.

A210
CONTINUITY AND CHANGE IN SELF-ESTEEM DURING EMERGING ADULTHOOD

Joanne M. Chung[1], Richard W. Robins[1]
[1]University of California, Davis

The present research examined self-esteem development during college. Self-esteem levels dropped during the first semester, rebounded by the end of the first year, and then increased gradually. Individuals with good grades and realistic expectations about their academic achievement experienced more self-esteem growth than those with poor grades and inflated expectations.

Person Perception/Impression Formation

A211
RAISING THE DEAD: DOES SPEAKING ESPECIALLY POSITIVELY OF THE RECENTLY DECEASED HELP QUELL CONCERNS ABOUT MORTALITY?

Joseph Hayes[1]
[1]*York University*

Results from three studies show that people will rate others more positively after imagining that the other has recently died. This effect extends to close others, distant others, and even disliked others. It appears that this tendency may help to allay concerns about one's own mortality.

A212
"ONE OF US:" HOW CHANGING ONE'S PHENOTYPE TO APPEAR MORE WHITE AFFECTS RACIAL CATEGORIZATION

Jordan Seliger[1], Avi Ben-Zeev[1]
[1]*San Francisco State University*

Whites perceive racial categorization to less essentialized/fixed when a racial out-group member takes actions to appear White. Participants were given racial-phenotypic transformation scenarios. In response to a vignette depicting an Asian American woman who underwent surgery resulting in Caucasian shaped eyes, participants re-categorized her as more White than baseline.

A213
MONEY OR RESPONSIBILITY? THE CONCEPTUALIZATION OF POWER

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Through an opened-questionnaire investigation and an experimental study, we found people always called money in mind easily when mentioned power whenever they have power or not, and the accessibility of money words was facilitated when subliminally primed with power. This study may contribute to power and corruption literate.

A214
(PSYCHOLOGICAL) DISTANCE MAKES THE HEART GROW FONDER: EFFECTS OF PSYCHOLOGICAL DISTANCE AND RELATIVE INTELLIGENCE ON MEN'S ATTRACTION TO WOMEN

Ariana F. Young[1], Lora E. Park[1], Paul W. Eastwick[2]
[1]*University at Buffalo, SUNY,* [2]*The University of Texas at Austin*

Across three studies we found that when a woman was psychologically far, men showed greater attraction toward her when she outperformed (vs. underperformed) them; however, when the woman was psychologically close, men showed less attraction toward her when she outperformed (vs. underperformed) them.

A215
FAMILIARITY BREEDS SIMPLICITY: BRIEF INTERACTIONS DECREASE DIFFERENTIATION OF PERSONALITY JUDGMENTS

James W. Fryer[1], Andrew Beer[2], Brendan McGrath[3]
[1]*State University of New York at Potsdam,* [2]*University of South Carolina Upstate,* [3]*St. Lawrence University*

The current research found evidence for a decrease in the complexity of personality judgments over the early stages of impression formation (from zero acquaintance through a brief interaction), using between-person (factor structure) and within-person (profile dispersion) analyses. Differentiation of personality judgments may, under some conditions, decrease in accord with familiarity.

A216
RISKY BUSINESS: THE EFFECTS OF SEXY ATTIRE ON IMPRESSIONS OF EMPLOYEES AND COMPANY IMAGE

Laura M. Carrizales[1], Michael R. Baumann[1]
[1]*The University of Texas at San Antonio*

Women often struggle between "looking good" and "looking appropriate" on the job. Whereas many studies have shown positive effects of dressing attractively, dressing "sexy" has been shown to have negative effects. Using different forms of sexy attire, we examine whether a woman can dress sexy and still be viewed positively.

A217
EVALUATING THE PERFORMANCE OF OTHERS: IS IMPROVING BETTER THAN BEING CONSISTENTLY-GOOD?

Monica El Gamal[1], Roger Buehler[1]
[1]*Wilfrid Laurier University*

Participants evaluated two employee profiles with identical final performance levels but different intertemporal trends (improvement versus consistency). The improved employee was viewed as more deserving of promotion, even though the consistently-good employee was seen to have the stronger overall performance. Additionally, improvement resulted in more positive ratings on personal characteristics.

A218
POSNER EXTENDED: THE EFFECT OF PERCEIVED SOCIAL INTERACTIONS ON INHIBITION OF RETURN

Miles R. A. Tufft[1], Matthias S. Gobel[1], Daniel C. Richardson[1]
[1]*University College London*

Inhibition of return (IOR) describes slower reaction times to targets that appear in the same location as preceding cues. Experiments have shown that social cues do not produce an IOR effect different to non-social cues. Despite these results, we found a larger IOR effect for social compared to non-social cues.

A219
PERCEPTUAL GOAL AND ABSENCE OF FACIAL INFORMATION INFLUENCE USE OF OTHERS' BODY IN JUDGING EMOTION, STATUS, AND THREAT

Brittany R. Vincente[1], Daniel N. McIntosh[2], Catherine L. Reed[3]
[1]*Palm Beach Atlantic University,* [2]*University of Denver,* [3]*Claremont McKenna College*

Two studies investigated how others' body posture affects judgments of emotion, status and threat with and without facial information. Expanded body increased perceptions of anger, status and threat. Forward lean increased threat and anger judgments. Body configuration affects perception. People use different aspects of the body depending on perceptual goal.

A220
FORMING IMPRESSIONS OF STRANGERS WITHOUT INTERACTION: CONSENSUS VARIES BY TRAIT BUT ACCURACY VARIES BY MODE OF PRESENTATION

Lara K. Ault[1], Marcel S. Yoder[2]
[1]*Saint Leo University,* [2]*University of Illinois, Springfield*

How well do we form impressions of digitally-presented versus real people? Participants (n=372) rated strangers' characteristics in one of four randomly assigned conditions: Smiling photograph, neutral-expression video, smiling video, and face-to-face. Consensus was higher among more (attractiveness) than less (intelligence) visible traits. Only face-to-face ratings showed significant self-other agreement.

A221

DIFFERENTIAL DUALISM: THE RELATIVE WEIGHTING OF MINDS AND BODIES FOR SELF AND OTHER

Christine E. Looser[1], Matthew Jordan[2]
[1]Harvard Business School, [2]Yale University

Would you prefer to be turned into a philosopher's zombie – the same you, but with no subjective experience – or lose a leg? Would others choose differently? Three studies demonstrate that people see themselves as minds but fail to generalize this, thinking others perceive their own selves to be bodies.

A222

WHY PHYSICAL HEIGHT MATTERS IN THE HIRING PROCESS?

Jens Agerström[1], Rickard Carlsson[1]
[1]Linnaeus University

Although previous research has established that tall individuals are more likely to be employed than short people, it is less clear through which channels height exerts its effect. We find that perceived competence, but not warmth, physical attractiveness or health, partially explains the height premium.

A223

ASSIMILATION EFFECTS ON THE LIKEABILITY OF SIMULTANEOUSLY PRESENTED FACES

Anton Gollwitzer[1], Bettina Schwoerer[2]
[1]New York University, [2]University of Hamburg

Faces were presented individually and in pairs to participants. An assimilation effect occurred; faces presented in a pair with a comparatively more likable face were rated as more likable than when presented alone. These findings suggest that when attitude objects are presented simultaneously the more negatively viewed object is assimilated.

A224

THE EFFECTS OF GROUP STATUS, GENDER, AND SOCIAL THREATS ON PERCEPTIONS OF HYPOCRISY

Willie Hale[1], David Pillow[1], Victoria Flores[1], Sean Hewitt[1]
[1]University of Texas at San Antonio

The effects of social threat, group status, and gender on perceptions of hypocrisy were explored. Different interactions amongst these variables were observed for males and females, suggesting that they perceive and interpret hypocrisy differently based on the nature of behavior, the person performing it, and their current state of arousal.

A225

JUDGING BOOKS BY THEIR COVERS: HOW MOOD AND INDIVIDUAL DIFFERENCES IN INTUITION AFFECT PERCEPTIONS OF TRUSTWORTHINESS

Jason Trent[1]
[1]Hood College

The current study examined the roles of individual differences in faith in intuition (FI) and induced mood in trustworthiness judgments, focusing on whether participants distinguished between photos of criminals and volunteers/students. A significant FI x Mood interaction was found, suggesting that negative mood disrupted judgment effectiveness for intuitive individuals.

A226

TO THE POWERFUL, EVERYONE IS A CLOSE FRIEND

Emily Rutter[1], Caroline Ashley Wilmuth[1], Amy Cuddy[1]
[1]Harvard University

Across five studies, power was positively related to perceived closeness to others for a variety of targets and across multiple situations. While powerful individuals are conventionally thought of as cold and distant, this research suggests that they may exhibit an egocentric bias that minimizes perception of social distance.

A227

THE SOCIAL COST OF MATERIALISTIC PREFERENCES

Ross P. Crothers[1], Jacqueline M. Diggs[1], Darwin A. Guevarra[2], Jia Wei Zhang[3], Ryan T. Howell[1]
[1]San Francisco State University, [2]University of Michigan, [3]University of California, Berkeley

People stigmatize materialistic purchasers. We hypothesized that people tend to socially exclude materialistic purchasers more than experiential purchasers. Participants reported they would sit significantly farther away from material buyers and completed a word task with more rejection words when they thought they would interact with a material buyer.

A228

CONSPICUOUS CONSUMPTION AND LIFE EXPERIENCE: WHAT YOUR FACEBOOK SAYS ABOUT YOU

Jessica A. Lam[1], Qian Jiang[1], Ryan T. Howell[1]
[1]San Francisco State University

We examined the motivation to share pictures of luxurious experiential consumption. Participants were randomly assigned to evaluate the personality of a fictitious Facebook profile, which included either a lavish dining experience or an ordinary dining experience. Our findings indicate that displaying conspicuous experiences may signal higher status.

A229

WHEN SIMILARITY BECOMES SAMENESS: WHITES SHOW POORER PERCEPTUAL DISCRIMINATION OF BLACK VERSUS WHITE FACES

Nicholas Camp[1], Brent Hughes[1], Jennifer Eberhardt[1], Nalini Ambady[1]
[1]Stanford University

In a study on own-race biases in perceptual discrimination, White Participants determined whether a target face was identical to a prototype face. We manipulated race and genetic similarity between target and prototype faces. Extending past research, participants showed heightened perceptual discrimination to White vs. Black faces across levels of similarity.

A230

HOUSE OF BLUES: ARE COUPLES' LEVELS OF DEPRESSION, HAPPINESS, AND LIFE SATISFACTION REFLECTED IN THEIR HOME'S AMBIANCE?

Michelle Marie Moreau[1], Lindsay T. Graham[1], Samuel D. Gosling[1]
[1]University of Texas at Austin

The psychological ambiance of a space can communicate a lot about an individual's personality – but what might we learn from cohabitating couples' spaces? Here we explore the connections between a couple's home environment and their joint levels of life satisfaction, happiness, and depression.

A231

BECAUSE HE PLAYS FOOTBALL, HE'S NOT FAT, UNHEALTHY, LAZY, ETC.: A SOCIAL COGNITIVE BIAS IN HEALTH-RELATED PERSON PERCEPTION EVALUATIONS.

Grant C. Corser[1], Joseph M. Goodman[2], Matthew Schmidt[1], Candace Fowles[1], Michael Sauceda[1]
[1]Southern Utah University, [2]Illinois State University

Participants made health-related evaluations of one of two individuals. One individual appeared to have an obese Body Mass Index (BMI); the other appeared to have a normal BMI. Each was presented as a football player, college student, or thyroid disease sufferer. Results demonstrated a bias in health-related perceptions.

A232

THE EFFECTS OF DESCRIBERS' LANGUAGE ABSTRACTION ON RECEIVERS' IMPRESSION FORMATION TO DESCRIBERS

Takao Funato[1], Minoru Karasawa[2]
[1]Naogoya university, [2]Nagoya university

This study examined how abstractness and valence of describers' language about a target affect receivers' impressions of the describers. Participants rated describers more competent, moral and polite but not warmer when the language were positive and concrete than when positive and abstract. Implications of communication styles are discussed.

A233

DISAGREEING BUT SEEING SIMILARITY: PROJECTION IN REAL-LIFE DISAGREEMENT SITUATIONS.

Devin E. Howington[1], Nicole M. Lawless[1], Sara D. Hodges[1]
[1]University of Oregon

Real-life interactions may change the dynamics between projection and similarity based on social pressures to "get along." Contrary to previous projection findings, we found that participants projected their own general political standing more on to their partner in dyads that disagreed on specific issues as compared to dyads that agreed.

A234

TITLE: FAKE BUT FINE: EFFECTS OF COSMETIC SURGERY ON PERCEPTIONS OF ATTRACTIVENESS

Kendall Swinney[1], Jana Hackathorn[1]
[1]Murray State University

This study investigated perceptions of female attractiveness regarding cosmetic surgery in light of evolutionary and sociocultural standards of beauty. Results indicated that perceptions vary as a function of sex. Men prefer cosmetically enhanced body parts despite being outside the parameters of evolutionary theory, while women prefer natural-looking body parts.

A235

TIME-DEPENDENT MEMORY CONSOLIDATION AND THE FORMATION OF GROUP PERCEPTIONS

Luke R. Enge[1], Amber K. Lupo[1], Michael A. Zarate[1]
[1]University of Texas at El Paso

This study examined the effects of time-dependent memory consolidation on the integration of recently learned person specific traits and generalization of those person specific traits to other members of the same group. The data reported are preliminary (48 of a planned 60) and were analyzed for the submission.

A236

A PHOTO IS WORTH A THOUSAND PROFILE WORDS? A SOCIAL RELATIONS MODEL COMPARISON OF ONLINE DATING FORMATS

Lucy Louise Hunt[1], Paul Wolfe Eastwick[2]
[1]The University of Texas at Austin, [2]University of Texas at Austin

To investigate whether different evaluative contexts related to online dating foster fundamentally different evaluative processes, two sets of raters evaluated either single photographs or full profiles of the same group of targets. Results demonstrated that impressions of the same individuals differed dramatically depending on the framework of the presentation.

A237

THE PERVERSE EFFECTS OF PRIOR EXPERIENCE ON EMPATHY

Rachel Lise Ruttan[1], Loran F. Nordgren[1], Mary-Hunter McDonnell[2]
[1]Northwestern University, [2]Georgetown University

Despite widespread beliefs in the power of shared experience to facilitate empathy, we find that individuals render harsher judgments of others' struggles to overcome challenging experiences when they have overcome the experience themselves. This perverse effect of experience was mediated by experiencers' decreased perceptions of the difficulty of the experience.

A238

FUNNY YOU SHOULD SAY THAT: DO HUMOR STYLES MAP ONTO HUMOR APPRECIATION?

Arnie Cann[1], Adam T. Cann[2]
[1]University of North Carolina at Charlotte, [2]Texas Tech University

We examined whether humor styles mapped onto humor appreciation. People reported level of humor style usage and enjoyment. Aggressive humor use was positively related to enjoying aggressive humor, but usage and appreciation of other humor styles were unrelated. These data suggest a framework for studying humor appreciation should be developed.

A239

PERCEPTIONS OF INTERRACIAL RELATIONSHIPS

Steve M. Newell[1], Corey L. Cook[2]
[1]University of Florida, [2]Skidmore College

We examined perceptions of individuals in interracial relationships and their relationships. Overall, participants reported interracial relationship partners as similar, but less traditional than intraracial relationship partners. Participants also reported interracial partners as more affectionate but less likely to receive equal treatment than intraracial partners.

A240

A SIGN OF QUALITY: HOW GROUP SYMBOLS AFFECT SOCIAL PERCEPTION

Shannon Peterson Callahan[1], Alison Ledgerwood[1]
[1]University of California, Davis

Research suggests group symbols increase perceived entitativity. In the current study, we examined the downstream consequences of such symbols for judgments of warmth versus competence. Logos increased perceived competence, even if the groups' descriptions featured a recent setback. Perceived warmth, however, was more polarized in line with the groups' descriptions.

A241

YOU CAN TRUST A PRETTY FACE: PERCEIVED PHYSICAL ATTRACTIVENESS AND THE USE OF CREDIBILITY RELATED LINGUISTIC MARKERS

Katy Lou Krieger[1], Frank Bernieri[1]
[1]Oregon State University

This study examined the linguistic patterns of perceived physically attractive individuals to see if these language markers were a reason that physically attractive people are judged as being more credible. Results indicate that those who were more physically attractive used a specific set of credibility related language markers during communication.

A242

SELF-WORTH, SOCIAL SUPPORT, AND EMOTIONAL DISCLOSURE IMPROVE SOCIAL PERCEPTION

Kent D. Harber[1], Jamie L. Gorman[1], Peter Podolski[1], Karen S. Quigley[2], Margaret Shiffrar[1]
[1]Rutgers University at Newark, [2]Northeastern University

The Resources and Perception Model (RPM; Harber, 2007) predicts that people with more resources will see stressful things more accurately. Per RPM, self-disclosure improved perception of infant cries and reduced victim blaming, and social support and self-worth improved low-level perception of human motion that was otherwise distorted by ostracism.

A243

DEFAULT CATEGORIZATION AND SOME PROCESSING INFLUENCES

Konstantin O. Tskhay[1], Nicholas O. Rule[1]
[1]University of Toronto

Few studies have examined default categories in social perception. Here, we demonstrate that default categorizations may be, in part, based on the complexity of mental representations for any specific group and that shifting one's cognitions can produce a reliable change in what the mind considers to be the default.

A244

SELF-ENHANCEMENT FROM THE INSIDE OUT: A META-ANALYSIS OF SELF VS. OTHER RATINGS OF PERSONALITY

Stefano I. Di Domencio[1], Hyunji Kim[1], Brian S. Connelly[1]
[1]University of Toronto

We conducted meta-analyses (k = 112, N = 21,941) of differences in means (Cohen's ds) and variability (SD ratios) between self- and informant-reports of the Big Five personality traits. Surprisingly, mean differences between self- and informant-reports were minimal for all traits. Self-reports showed less variability than informant-reports for evaluative traits.

A245

GENDER IS RACED: HOW GENDERED FACIAL CUES INFLUENCE RACE CATEGORIZATIONS

Colleen Marie Carpinella[1], Jacqueline M. Chen[2], David Hamilton[3], Kerri L. Johnson[1]
[1]UCLA, [2]University of California, Davis, [3]University of California, Santa Barbara

We demonstrate how gender affects race categorizations and their efficiency. Feminine faces compelled efficient White categorizations; masculine faces compelled efficient Black/Asian categorizations. Moreover, phenotypic cues overlapped between masculine and Black faces and between feminine and White faces, and accounted for the effect of gender on categorizations of Black targets.

A246

HOW AGENTS AND OBJECTS VIOLATE OUR EXPECTATIONS

James Dungan[1], Michael Stepanovic[1], Liane Young[1]
[1]Boston College

Reasoning about objects and agents may be based on our knowledge of their past behaviors, or additionally for agents, their mental states (e.g., intentions). We used fMRI to reveal key differences in the cognitive processes that support how people form expectations and respond to violations of expectations across these contexts.

A247

THE CONSTRUAL OF SITUATIONS: RELATIONSHIPS BETWEEN PERSONS, SITUATIONS, AND BEHAVIORS

Elysia Todd[1], Patrick Morse[1], Esther Guillaume[1], David Funder[1]
[1]University of California, Riverside (USA)

Personality and situations have direct effects on behavior. Construal is a product of personality as well as the situation's objective nature and has a distinctive impact on behavior. We simultaneously measure these elements and their interrelationships during a series of triadic social interactions.

A248

RACE CATEGORIZATIONS DRAWN FROM DYNAMIC BODY MOTIONS: ACCURACY, HEURISTICS, AND INTERSECTIONAL BIASES

David J. Lick[1], Alyssa E. Golay[1], Kerri L. Johnson[1]
[1]University of California, Los Angeles

We present the first study examining race categorizations drawn from dynamic body motions. Perceivers accurately categorized targets as White or Asian based upon point-light displays. Gendered cues (masculinity/femininity) emerged as the primary heuristic driving these judgments. Race categories intersected with sex categories to bias the accuracy of basic social perceptions.

Personality Processes/Traits

A249

SELF-REFLECTION ALLEVIATES THE MALADAPTIVE EFFECT OF SELF-RUMINATION ON INSIGHT

Miho Nakajima[1], Keisuke Takano[2], Takashi Oguchi[3], Yoshihiko Tanno[1]
[1]Graduate School of Arts and Sciences, University of Tokyo, [2]College of Humanities and Sciences, Nihon University, [3]College of Contemporary Psychology, Rikkyo University

Previous studies have suggested that self-reflection has no significant correlation with insight. This study examined the association between self-reflection and insight controlling for the effect of self-rumination. Five hundred and twenty participants answered questionnaires via the internet. Results suggested that self-reflection alleviates the maladaptive effect of self-rumination on insight.

A250

PEER-RATED PERSONALITY TRAITS INFLUENCE RELATIONSHIP DURATION AND DISSOLUTION.

Sarah Mason Garrison[1], James J. Connolly[2], Madeleine Leveille [2], Joshua J. Jackson[3]
[1]Vanderbilt University, [2]Connolly Consulting, [3]Washington University

Does personality influence how long a marriage will last? Using marriage outcomes from the Kelly/Connolly Longitudinal Study on Personality and Aging (1934-present), we examined the relationship between personality and marriage duration in 300 engaged couples. Results indicate that acquaintance ratings of personality from time of engagement significantly predicted relationship duration.

A251

MIRROR, MIRROR: THE ASSOCIATION BETWEEN SOCIAL CLASS AND NARCISSISTIC TENDENCIES

Stephanie Yu[1], Millie Huckabee[1], Paul Piff[1]
[1]University of California, Berkeley

Two studies tested the influence of social class on narcissism. Upper-class participants both reported increased narcissistic personality tendencies (Study 1) and were more likely to opt to look at their reflections in a mirror (Study 2) than lower-class participants. These results highlight the influence of social stratification on the self-concept.

A252

THE PSYCHOPATHIC PERSONALITY

Travis John Spier[1]
[1]High Point University

Nonclinical psychopathy was assessed in Business, Exercise Science, and Psychology students to investigate differences between the three majors and gender in relation to nonclinical psychopathic attitudes. Business students scored significantly higher than Exercise Science and Psychology students, and men scored significantly higher than women on the Levenson Self-Report Psychopathy Scale.

A253

CONSCIENTIOUSNESS MEDIATES THE RELATIONSHIP BETWEEN AGE AND TIME-OF-DAY PREFERENCE

Ryan James Walker[1], Zachary D. Kribs[2], Andrew N. Christopher[2], Oren R. Shewach[2], Mareike B. Wieth[2]
[1]Miami University, [2]Albion College

491 participants completed the 60-item Conscientiousness NEO-PI-R and a 19-item Morning-Eveningness Questionnaire. Bootstrapping analyses showed that the conscientiousness facets attenuated the relationship between age and time-of-day preference. Specifically, it was found that only self-discipline attenuated the relationship between age and time-of-day preference.

A254

FORGIVING, FAST AND SLOW: IMPLICIT AND EXPLICIT FORGIVENESS PREDICT ITEM RESPONSE LATENCIES IN A TRANSGRESSION-RECALL PARADIGM

Ramzi Fatfouta[1], Michela Schröder-Abé[2], Angela Merkl[3]
[1]Freie Universität Berlin, [2]Technical University Darmstadt, [3]Charité – University Medicine Berlin

Examined the role of automaticity in forgiving a real-life transgression by measuring response time (RT) to state forgiveness items. Implicit (IAT-measured) and explicit (self-reported) forgiveness predicted shorter RT of forgiveness ratings. The combination of low explicit and implicit forgiveness was associated with increased avoidance and decreased benevolence towards the transgressor.

A255

EXAMINING CHARACTERISTICS OF DAILY SITUATIONS: TYPES, VARIABILITY, AND SELECTION ON THE LEVEL OF THE INDIVIDUAL

Ashley Bell Jones[1], Nicolas A. Brown[1], Ryne A. Sherman[1]
[1]Florida Atlantic University

Using mini recording devices, participants self-recorded videos of daily situations. These were coded by independent observers using two recently developed measures: the Situation Domains Questionnaire and the Big 8 Situations Measure. Various person-situation attributes are examined, including types of daily situations, variability of situation change, and situation selection.

A256

INFLUENCE OF PERSONALITY TRAITS, LOCUS OF CAUSALITY, AND MOTIVATION ON EXERCISE ADHERENCE

Gregory A. Garrett[1], Thomas Brinthaupt[2], Gloria Hamilton[2], Minsoo Kang[2]
[1]Texas A&M Health Science Center, [2]Middle Tennessee State University

Participants (N = 307) from a national health promotion company responded to an online survey to assess personality traits, locus of causality orientations, motivational attitudes, and exercise stage of change. Results supported expectations. Implications for increasing or maintaining exercise adherence are discussed.

A257

PERSONALITY PROFILES IN THE FIVE-FACTOR MODEL OF INDIVIDUALS WITH HIGH RELIGIOUS FUNDAMENTALISM

Craig A. Warlick[1], Karen D. Multon[1], Paul B. Ingram[1], M. Alexandra Vuyk[1]
[1]University of Kansas

This study utilizes the NEO-PI-3 and an International Personality Item Pool instrument to determine personality profiles of individuals who score high in religious fundamentalism. Those in the high religious fundamentalism group demonstrated low Openness to Experience, high Extraversion, and to a lesser degree- high Agreeableness.

A258

NEO-PI-3 DOMAIN AND FACET SIMILARITIES TO A BRIEF IPIP INSTRUMENT

Paul B. Ingram[1], Karen D. Multon[1], M. Alexandra Vuyk[1], Craig A. Warlick[1]
[1]University of Kansas

This study provides support for the International Personality Item Pool as a measure of the Five-Factor Model while emphasizing the measurement difficulties within Openness to Experience. Consistent with previous research, even when intending to measure the five factor personality construct, Openness risks being differentiated according to the Openness/Intellect model.

A259

EXAMINING THE FIT OF THE OPENNESS/INTELLECT MODEL ON THE M5-50

M. Alexandra Vuyk[1], Paul B. Ingram[1], Karen D. Multon[1], Craig A. Warlick[1]
[1]University of Kansas

Using a confirmatory factor analysis, this study examines the fit and the ways to improve the M5-50, a Five-Factor Model (FFM) instrument. Lending consideration to the use of the Openness/Intellect model in FFM personality tests may improve the psychometric capability of IPIP-based measures.

A260

PERSONALITY AND BIRTH ORDER: SOME EVIDENCE FOR DIFFERENCES RELATING TO SOCIAL STATUS.

Beatrice Alba[1]
[1]Macquarie University

This research examined personality and birth order for a number of personality traits in three samples (n = 1011, n = 507, and n = 503). Very few significant effects were found, although first borns were found to be higher than later borns on some measures relating to social status.

A261

HOW PERSONALITY INFLUENCES COMPLIANCE: THE POWER OF THE INDIVIDUAL

Jennifer Hurst[1]
[1]Middle Tennessee State University

This study explores how self-esteem, the Big-5, guilt, and psychological reactance may contribute to compliance. It examines how these traits correlated with compliance to a real-world compliance task. Results suggest that that extraversion correlates negatively with compliance to a task.

A262

FIRSTBORN OR LASTBORN: ONLYBORNS' SELF-REPORT OF OPENNESS MAY VARY WITH THE PRIMING OF BIRTH ORDER

Yi Shao[1], Xiang Yao[2]
[1]Oklahoma City University, [2]Peking University

Onlyborns listed the similarities between themselves and firstborns, between themselves and lastborns, or between firstborns and lastborns. Then participants reported Big Five personality traits. Onlyborns tended to report less openness when finding the similarities between themselves and sibling individuals than when the comparison did not involve themselves.

A263

INTRODUCING THE FLORIDA CHILDHOOD ENVIRONMENTAL Q-SET (FCEQ)

Candace Marie Moreland[1], Ryne A. Sherman[1]
[1]Florida Atlantic University

The Florida Childhood Environmental Q-set (FCEQ) was created to evaluate the relationships of childhood environments and adult personalities. Coders read edited interviews from the RAP-II dataset and then rated them with the FCEQ. This introductory study of the FCEQ has found it to be a reliable and valid test.

A264

PERSONALITY AND SENSATION SEEKING AMONG SECURITY PROFESSIONALS: THE ROLE OF PROSOCIAL RISK TAKING

Joao P. Oliveira[1]
[1]Universidade Lusofona

The current study investigated the relationship between the Big Five Personality traits and sensation seeking within a sample of security professionals.

Participants display a personality profile characterized by high extraversion, high conscientiousness, low neuroticism, and high sensation seeking, resulting in a certain degree of calculated prosocial risk taking.

A265

A DIARY STUDY OF THE INFLUENCE OF FACEBOOK USE ON NARCISSISM AND SELF-ESTEEM

Robert S. Horton[1], Nathan Walters[2]
[1]Wabash College, [2]Ball State University

The current study explored links between Facebook use and (a) narcissism and (b) self-esteem with a diary method. Eighty-three male

participants reported their self-esteem, narcissism, and Facebook use twice each day for four days. Linear modeling revealed no effect of Facebook use on self-esteem but a positive effect on narcissism.

A266
PERSONALITY AND SERUM LIPIDS: DOES LIFESTYLE ACCOUNT FOR THEIR CONCURRENT AND LONG-TERM RELATIONSHIPS

Galit Armon[1]
[1]Department of Psychology, University of Haifa

This study evaluates concurrent and over time associations of personality with measures of three serum lipids associated coronary heart disease (CHD) morbidity, namely, high-density lipoprotein cholesterol (HDL-C), low-density lipoprotein cholesterol (LDL-C) and triglycerides (TRI). Results show the personality is associated with serum lipids both directly and through healthy lifestyle behaviors.

A267
PERSONALITY BY SITUATION INTERACTIONS IN PERCEPTIONS OF SITUATIONS

David George Serfass[1], Nicolas Alexander Brown[1], Ryne Anthony Sherman[1]
[1]Florida Atlantic University

Research documents that people perceive situations differently, and that these differences are related to personality. Despite theoretical claims of Person — Situation interactions few researchers have documented Person — Situation interactions in the perceptions of situations. This study finds evidence supporting Person— Situation interactions in situation perceptions.

A268
LOVE ON THE ROCKS: NARCISSISTIC SUBTYPES AND NEGATIVE EMOTIONAL CONTENT IN WRITTEN RECOLLECTIONS OF RELATIONSHIP ADVERSITY

Erin M. Myers[1], Miranda Spain[1]
[1]Western Carolina University

Participants involved in romantic relationships completed measures of normal and pathological narcissism before writing narratives about their most negative relationship experience. A series of linear regressions revealed that pathological – but not normal – narcissism predicted greater usage of words associated with anxiety and negative emotion.

A269
PERFECTIONISM, DEPRESSIVE PREDICTIVE CERTAINTY, AND THE NEGATIVE FUTURE EVENTS SCHEMA

Amanda Desnoyers[1], Gordon Flett[2], Lawrence Levy[2], Kirk Blankstein[3], Paul Hewitt[4]
[1]Laurentian University, [2]York University, [3]University of Toronto, [4]University of British Columbia

As part of their perfectionism model, Hewitt and Flett (2002) proposed a negative future events schema rooted in pessimistic expectations about the predictive certainty and inevitability of negative future events. This conceptualization has gone untested. Current results suggest that perfectionism is associated with depressive predictive certainty and indices of distress.

A270
WHO DOES RED BULL GIVE WINGS TO? SENSATION SEEKING MODULATES SENSITIVITY TO SUBLIMINAL ADVERTISEMENT

Gaëlle Bustin[1], Michel Hansenne[2]
[1]Universitat Pompeu Fabra, [2]University of Liège

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. Results revealed that being exposed to Red Bull increased participants' preferences for the primed brand, but only for participants high in sensation seeking.

A271
WHO KNOWS WHAT: A STUDY OF PERSONALITY FROM MULTIPLE PERSPECTIVES

Kelci Harris[1], Simine Vazire[1]
[1]Washington University in St. Louis

To examine whether different relationship contexts yield unique information about personality, we collected 95 self-, friend-, and roommate-ratings of personality. Overall, roommates agreed more with the self than did friends. Furthermore, friends and roommates had unique knowledge (that the self lacked) about evaluative traits (e.g., intelligence, conscientiousness).

A272
THE RELATIONSHIP BETWEEN PERSONALITY TRAITS AND PARTICIPATION IN EXERCISE

Lauren B. Nickel[1], Brent W. Roberts[1]
[1]University of Illinois at Urbana-Champaign

This study looks at the relationship between personality traits and participation in exercise. Data came from two groups (N=617 and N=2136). Extraversion, conscientiousness, emotional stability, and openness were positively related to exercise in both groups; agreeableness was positively related to exercise in only one of the groups.

A273
EXTRAVERSION AMPLIFIER: EMOTION PERCEPTION FROM MUSICAL FEATURE CUES AND COVARIATION OF PERSONALITY TRAITS

Brent Cary James Clickard[1]
[1]University of Cambridge

Two studies (N=276;N=200) investigated links between traits and features/timbre in emotion perception from music. Stimuli were manipulated on Intensity, Pitch, and Rate. Experts evaluated timbre. Significant main effects for Intensity on Pleasantness/Preference measures were found. High Extraversion significantly augmented Intensity's role, doubling ratings of Pleasantness and Preference.

A274
IS HAPPINESS GOOD FOR YOUR PERSONALITY? CONCURRENT AND PROSPECTIVE RELATIONS OF THE BIG FIVE WITH SUBJECTIVE WELL-BEING

Christopher J. Soto[1], Anna Kronauer[1], Josephine Liang[1]
[1]Colby College

Data from 16,367 Australian residents were used to examine longitudinal relations of the Big Five personality traits with three core aspects of subjective well-being: life satisfaction, positive affect, and negative affect. Results indicated that personality traits prospectively predicted change in well-being, and that well-being levels prospectively predicted personality change.

A275
GENERATION ME AND THE ENVIRONMENT: THE IMPACT OF ENTITLEMENT ON CONSERVATION BEHAVIORS

Valerie Wilwert[1], Mark Stasson[1], Kerry S. Kleyman[1]
[1]Metropolitan State University

Entitlement research suggests that individuals demonstrating higher levels of narcissism and self-esteem report feeling that they deserve more than others. Implications of examining the relationship between entitlement characteristics and conservation behaviors include education on the individual benefits of conservation, in order to encourage conservation in individuals that demonstrate entitlement.

A276

DISPOSITIONAL OR SITUATIONAL ACCOUNT? APPLYING MINDSET THEORY TO THE DOMAIN OF INHIBITED SOCIAL BEHAVIOR IN DIFFERENT CULTURES

Wei-Ting Wang[1], Chiung-Yi Tseng[1]

[1]Ming Chuan University

Study 1 (30 Taiwanese) showed that incremental theory fails to predict shyness, while Study 2 (30 Taiwanese; 30 US) showed that Taiwanese prefer regulated shyness. Study 3 (30 Taiwanese) demonstrated that an incremental account of mindset theory predicts behavior. We challenge claims about the universality of the shyness competence relationship.

A277

PERSONALITY TRAITS IN EXTREMIS: ARE TRAIT CORRELATIONS REPRESENTATIVE OF GENERAL PATTERNS?

Neil Lutsky[1]

[1]Carleton College

If trait correlations remain stable after minor trimming of scores, then findings can be taken as describing general patterns. Alternatively, if reported correlations are substantially reduced, then correlations may reflect the impact of a few individuals. Two studies demonstrate the impact of high and low trait scores.

A278

"MY BETTER ME": WOMEN'S RATINGS OF THEIR PAST, PRESENT, AND FUTURE PERSONALITY AND THE IMPORTANCE OF MODERATING VARIABLES

Dana Kotter-Gruehn[1]

[1]Duke University

A sample of 168 middle-aged women rated their past, present, and future personality. All five personality characteristics showed a positive developmental trajectory with past personality being rated most negatively and future personality being rated most positively. This pattern was amplified in individuals with low self-acceptance and strong desire for change.

A279

PERSONALITY EXPRESSION AND PERCEPTION ON TWITTER

Lin Qiu[1], Han Lin[1], Jonathan Ramsay[1], Fang Yang[1]

[1]Nanyang Technological University

We measured the personality traits of Twitter users and collected their tweets over a 1-month period. Eight observers rated the participants[1] personality based on the tweets. Results showed that extraversion, agreeableness, openness, and neuroticism were associated with specific linguistic markers. Observers could only accurately judge agreeableness, and neuroticism.

A280

GENERATIVITY PROMOTES MIDLIFE WELL-BEING: GENERATIVE CONCERNS AND TRAJECTORY OF PURPOSE IN LIFE

Han-jung Ko[1], Karen Hooker[1]

[1]Oregon State University

With age, adults display increasing generative concerns, associated positively with well-being (McAdams & de St. Aubin, 1998). Growth curve modeling suggests generative concerns explain two midlife trajectories of purpose in life (N=161; b = .80, p < .01). How generativity promotes adult development of purpose in life is discussed.

A281

THE BRIGHT SIDE OF NEUROTICISM: INDIVIDUAL AND SPOUSAL NEUROTICISM ARE DIFFERENTIALLY ASSOCIATED WITH MOMENTARY POSITIVE AFFECT, NEGATIVE AFFECT, AND PHYSICAL SYMPTOMS IN OLD AGE

Jennifer Christina Lay[1], Christiane Hoppmann[1]

[1]University of British Columbia

We examine how neuroticism influences older couples' fluctuations in positive and negative affect, physical symptoms, and responses to everyday problems, using daily life assessments. Multilevel models revealed that partner neuroticism accompanied more favorable problem-affect and problem-physical symptom associations, suggesting benefits of having a vigilant spouse when older adults encounter problems.

A282

THE BIG FIVE PERSONALITY TRAITS AND MORTALITY RISK TRAJECTORIES ACROSS THE LIFE COURSE

Nicholas A. Turiano[1]

[1]University of Rochester Medical Center, Department of Psychiatry

It is not known whether the effects of personality traits on longevity are constant across the life course. MIDUS study data suggests that the effects of conscientiousness and agreeableness decreased with age, and openness was a protective factor for those under 65 but a risk factor among older adults.

A283

NETWORK ANALYSIS OF THE BIG FIVE INVENTORY: APPLICATION IN THE CONTEXT OF A TWIN AND FAMILY STUDY

Daniel A. Briley[1], Jennifer L. Tackett[2], K. Paige Harden[1], Elliot M. Tucker-Drob[1]

[1]University of Texas, Austin, [2]University of Houston

Genetic and environmental correlations were estimated between items of the Big Five Inventory using a combination self- and parent-report in a sample of adolescent twins. We submitted these correlations to network analysis to provide a graphically intuitive alternative to factor analysis. Both genetic and environmental factors contributed to personality differentiation.

A284

THE INFLUENCE OF PERSONALITY TRAITS ON COPING STYLES AMONG HISPANIC GRADUATE STUDENTS

Areli Garcia[1]

[1]Texas A&M International Univeristy

The presenter conceptualizes coping as a characteristic adaptation in McCrae and Costa's personality model (1996). Hispanic graduate students completed the Student Coping Scale (SCOPE) (Struthers, Perry, & Menec, 2000). We hypothesized that some traits would predict coping styles and used Regression Analyses to test this. Results and implications are discussed

Psychophysiology/Genetics

A285

EFFECTS OF OXYTOCIN RECEPTOR GENE POLYMORPHISM AND PSYCHOLOGICAL STRESS ON COGNITIVE INFERRING OF OTHER'S MIND.

Toshiyuki Himichi[1], Hiroyo Fujita[2], Masayuki Kaneko[3], Jun Nomura[4], Yasunobu Okuma[5], Yasuyuki Nomura[6], Michio Nomura[2]

[1]Kyoto University; Japan Society for the Promotion of Sciences, [2]Kyoto University, [3]Gifu Pharmaceutical University, [4]Hiroshima University, [5]Chiba Institute of Science, [6]Yokohama College of Pharmacy

We investigated the interaction between psychological stress and oxytocin receptor gene polymorphism (rs53576) in cognitive inference of other's mind. We found that compared to AA carriers, G carriers were better in cognitive inference of other's mind in a neutral state; however, their ability became poor under psychological stress.

A286

A DOWNSIDE TO VICTORY? THE EFFECT OF SELF-CONSTRUAL ON CHALLENGE/THREAT RESPONSES IN ATHLETIC PERFORMANCE SPECTATORS

Cheryl Lynn Kondrak[1], Shannon P. Lupien[1], Lindsey Streamer[1], Mark D. Seery[1]

[1]State University of New York at Buffalo

The biopsychosocial model of challenge/threat was utilized to investigate whether independent/interdependent self-construals

differentially lead fans to contrast/assimilate to athletic performance. Fans primed with an independent self-construal exhibited greater threat (a negative state) following a win compared to loss, demonstrating conditions under which victory may come at a cost for fans.

A287
SOCIAL SUPPORT, ONLINE COMMUNICATION, AND PHYSIOLOGICAL RECOVERY FROM STRESS

Elizabeth A. Necka[1], Greg J. Norman[1]
[1]University of Chicago

We investigated the effect of receiving social support online on autonomic nervous system activity. Following a social stressor, participants communicated with their best friend over one of four mediums: face-to-face, phone, video messenger, or instant messaging. Results suggest that the medium by which social support was received affects autonomic reactivity.

A288
APPROACH-MOTIVATION ENHANCES THE SUSTAINED LATE POSITIVE POTENTIAL

Nicole Claudette Mechin[1], Sydney Kathryn Powers[1], Philip Gable[1]
[1]The University of Alabama

Positive pictures with moderate and high approach-motivation produce similarly larger Late Positive Potential (LPP) amplitudes in early time windows than neutral pictures. However, only high approach-motivated positive pictures enhance LPP amplitudes during the late window. Results suggest that high approach-motivation sustains neurophysiological processing as measured by LPP amplitudes.

A289
MEDIATING FACTORS BETWEEN EARLY ADVERSITY AND CHRONIC ILLNESSES: DISCRIMINATION, AFFECT SOLIDARITY, AND BIOMARKERS OF STRESS AND INFLAMMATION

Kymberlee M. O'Brien[1], Celia L. Moore[1]
[1]University of Massachusetts, Boston, Boston, MA. 02125

Early life adversity influences later health through social, affective, and physiological mechanisms. From the MIDUS biomarker project (N = 845, ages 34-84), we found the relationship between early adversity and frequency of diagnosed chronic illnesses was partially mediated by perceived discrimination, urinary cortisol, IL-6, and affect solidarity (all ps<.05).

A290
INTRAPERSONAL AND INTERPERSONAL DIMENSIONS OF NARCISSISM: A TWIN STUDY

Huajian Cai[1], Hairong Song[2], Yu Y.Y. Luo[1]
[1]Chinese Academy of Sciences, [2]University of Oklahoma

This study examined the heritability of narcissism and its two dimensions--intrapersonal grandiosity and interpersonal entitlement. Results revealed moderate heritability on overall narcissism and its two dimensions. Moreover, the genetic and environmental influences on the two dimensions were mostly unique, suggesting the fundamental distinction between grandiosity and entitlement.

A291
SOCIAL STATUS AND AUTONOMIC NERVOUS SYSTEM RESPONSE: THE COSTS AND BENEFITS OF POSSESSING A HIGH SOCIAL STATUS

Tianyi Li[1], Jasmin Cloutier[1], Greg Norman[1], Gary Berntson[2]
[1]University of Chicago, [2]The Ohio State University

Possessing higher social status confers not only advantages but also costs. We investigated autonomic nervous system responses when perceiving individuals varying in social status. In contrast to lower-status perceivers, those possessing higher status displayed reduced parasympathetic responses when perceiving high-status individuals, and decreased sympathetic responses when viewing low-status individuals.

A292
INDIVIDUAL DIFFERENCES IN REWARD SENSITIVITY MODULATE THE POST-AURICULAR REFLEX TO POSITIVE AFFECTS VARYING IN APPROACH MOTIVATION

David L. Adams[1], Margaret Holland[1], Philip A. Gable[1]
[1]University of Alabama

We examined the influence of individual differences in reward sensitivity on post-auricular reflex (PAR) activity to high and low approach-motivated states. Positive states low in approach motivation evoked greater PAR activity than positive states high in approach-motivation, but only for individuals high in reward sensitivity.

A293
PHYSIOLOGICAL REACTIVITY TO COMPUTER-AUTOMATED VERSUS IN-PERSON INTERVIEWS

Joseph R. Castro[1]
[1]Syracuse University

Comparisons between in-person and computer-automated interviews were made for HR, GSR, LF-HRV, HF-HRV, and RSA. Participants in the in-person interview showed a greater increase in HR, GSR, and all three measures of heart rate variability. This suggests a pattern of sympathetic and parasympathetic nervous system coactivation during a face-to-face interview.

A294
AFFECTIVE REACTIONS ASSOCIATED WITH MEAT AVOIDANCE

Eric Anderson[1], Anna Neumann[1], Lisa Barrett[1]
[1]Northeastern University

We explore what factors generate meat avoidance in vegetarians. We found that vegetarians may not have a general decreased hedonic reactions of food, but they seem to have a specific negative reaction to meat. Psychophysiology measures were recorded while subjects rated how appetizing different types of food were to them.

A295
BETWEEN- AND WITHIN-PERSON EFFECTS OF OVARIAN HORMONES ON EXPRESSION OF BORDERLINE PERSONALITY DISORDER SYMPTOMS

Tory Anne Eisenlohr-Moul[1], C. Nathan DeWall[2], Suzanne C. Segerstrom[2]
[1]University of Kentucky/Duke University, [2]University of Kentucky

We hypothesized that risk for Borderline Personality Disorder (BPD) would interact with changes in estradiol – and not progesterone – to predict BPD symptoms. Higher-risk women showed lower symptoms at higher-than-usual estradiol. In contrast, BPD risk interacted with high average estradiol to predict greater symptoms. No effects of progesterone were found.

A296
PUPIL DILATION PATTERNS ARE COMMON ACROSS LISTENERS WHILE ATTENDING TO EMOTIONAL NARRATIVES

Olivia Kang[1], Thalia Wheatley[1]
[1]Dartmouth College

We investigated participants' pupil dilation dynamics (PDy) in response to emotional narratives presented alone and in dichotic pairs. In two studies, we show that PDy is a temporally-sensitive measure of online social attention that can be used to classify the contents of attention even across participants.

A297
OXTR POLYMORPHISM PREDICTS SOCIAL RELATIONSHIPS THROUGH ITS EFFECTS ON SOCIAL TEMPERAMENT

Kasey G. Creswell[1], Aidan G.C. Wright[2], Wendy M. Troxel[3], Robert E. Ferrell[2], Janine D. Flory[4], Stephen B. Manuck[2]
[1]Carnegie Mellon University, [2]University of Pittsburgh, [3]RAND Corporation, [4]Mount Sinai School of Medicine

Humans have a fundamental need for strong interpersonal bonds, yet individuals differ appreciably in sociability. In a large sample (N=1,081), we showed that variation in the oxytocin receptor gene

(OXTR) SNP rs1042778 associates with complex social behaviors (social support, social network size/diversity) through intermediate effects on emotional stability and prosocial temperament.

Religion/Spirituality

A298
VALIDATING A NEW MEASURE OF SPIRITUALITY

Kellie M. Sturgeon[1], D. B. Allshouse[1], Kelly A. Cotter[1], Jennifer L. Wong[1]
[1]California State University, Sacramento

Convergent and divergent validity of the newly developed Spiritual Identity Scale were examined against the Religiosity Orientation Scale. Convergent validity was demonstrated by a strong relationship between spirituality and intrinsic religiosity (r=.75), while divergent validity was demonstrated by a weak relationship between spirituality and extrinsic religiosity (r=.25, Fishers' z=6.09, p<.01).

A299
UNPACKING RELIGIOUS PROSOCIALITY: PERSONALITY RATINGS ARE INFLUENCED BY RELIGIOUS STEREOTYPE AND GROUP IDENTITY BIAS

Todd Williams[1], Luke Galen[1], Amy Ver Wey[2]
[1]Grand Valley State University, [2]Western Michigan University

A stereotype exists such that religiosity and prosociality are presumed to be positively associated. However, studies using ratings of agreeableness and conscientiousness have not controlled for the religiosity of the participant and the target. This study shows that religiosity is related to increased bias against atheist but not Christian targets.

A300
CHRISTIAN BELIEFS ABOUT MENTAL ILLNESS AND SOCIAL SUPPORT

Diana M. Steakley-Freeman[1], Fredrick Andrew Eichler[1], Eric D. Wesselmann[1], Magin Kebert[2], William G. Graziano[2]
[1]Illinois State University, [2]Purdue University

Religious communities often stigmatize individuals with mental illness. Christians' beliefs that mental illness results from immorality/sinfulness and that mental illnesses have spiritual causes/treatments significantly predicted spiritual support and the lack of secular support and empathy. Denominations did not differ for different types of social support preferences.

A301
RELIGION, SOCIAL INFLUENCE, AND RISK: UNDERSTANDING HOW RELIGION CAN LEAD TO NEGATIVE SOCIAL BEHAVIORS

Jessica Marie Shenberger[1], Rafael Aguilera[1], Michael A. Zárate[1]
[1]University of Texas at El Paso

In the present study, we primed individuals with religious or non-religious imagery and measured the extent to which individuals followed suggestions to engage in risky behaviors. The findings demonstrate that individuals exposed to religious concepts are more susceptible to the influence of others to engage in risky behaviors.

A302
NARRATIVE VIDEO GAMING DECREASES SELF-REPORTED PROPENSITY FOR SPIRITUAL/RELIGIOUS EXPERIENCE

Christopher Burris[1], Traci Dow[2]
[1]St. Jerome's University, [2]University of Waterloo

Among 56 undergraduates, virtual gameplay significantly decreased self-reported propensity for mystical (unity-focused) and numinous (presence-focused) experiences; text-based gameplay decreased the former only. The prefab narrative offered (especially) by virtual gaming environments appears to suppress ability/motivation to engage in sustained internal narrative (involving the Unseen) on which spiritual/religious experience depends.

A303
AN EXPERIMENTAL STUDY OF THE MOTIVATION TO PRAY: THE EFFECTS OF GUILT AND THE ROLE OF TRAIT NARCISSISM

Austin J. Simpson[1], Mark J. Lehtman[1], Robert C. Fuller[1], Anthony D. Hermann[1]
[1]Bradley University

This study addresses guilt's motivational effects among those who are not guilt prone – narcissists. While high and low narcissism participants both reported feeling guilty after writing an essay about guilt, only those low in narcissism reported increased interest in prayer, suggesting guilt is a more potent motivator for non-narcissists.

A304
SYNCHRONY AND THEORY OF MIND

Adam Baimel[1], Ara Norenzayan[1]
[1]University of British Columbia

We explored the hypothesized role of intentionality in the relationship between synchronous ritual and cooperation. In groups, participants moved either synchronously or asynchronously with each other in a cups-moving task and Theory of Mind abilities were assessed. Those who synched up with each other showed measurable increases in Theory of Mind.

A305
UNDERSTANDING AND REDUCING TENSION BETWEEN SCIENCE AND RELIGION: THE ROLE OF MEANING IN SOCIAL COGNITIVE BIASES AND REDUCING DEFENSIVENESS

Daryl R. Van Tongeren[1], Jeffrey D. Green[2], Timothy L. Hulsey[3], Cristine H. Legare[4], David G. Bromley[2], Anne Houtman[5]
[1]Hope College, [2]Virginia Commonwealth University, [3]University of Tennessee, [4]University of Texas, [5]California State University - Bakersfield

One motivation of social-cognitive biases and defensiveness may be a desire for meaning. In Experiment 1, threats to meaning increased anti-evolution attitudes among religious fundamentalists. In Experiment 2, affirming one's relationships reduced worldview defense following threatening negative feedback. Threats to meaning may increase social-cognitive biases, but affirming meaning reduces defensiveness.

A306
THE WRATH OF GOD: THE EFFECTS OF DIFFERENT PERCEPTIONS OF GOD ON SELF-CONTROL

Kevin Rounding[1], Albert Lee[1], Jill A. Jacobson[1], Li-Jun Ji[1]
[1]Queen's University

We examined whether thoughts of an angry or forgiving God is a potential explanation for why those reminded of religion exert more self-control. As predicted, priming thoughts of an angry God resulted in greater exertion of self-control, but only in relation to others who had their initial self-control resources depleted.

A307
RELIGIOUSNESS AND RISK BEHAVIOR IN ADOLESCENTS: THE CRUCIAL ROLE OF OPPORTUNITY

Wendi A. Miller[1], James A. Shepperd[1]
[1]University of Florida

We tested whether opportunity to engage in risk behavior explains the link between religiousness and risk behavior among adolescents. Participants completed online measures of study variables and reported their risk behavior 6 and 12 months later. Results revealed indirect effects of religiousness on risk behavior through opportunity.

A308

RELIGION AND POSITIVE BODY ESTEEM: THE PROTECTIVE ROLE OF POSITIVE EMOTIONS

Mary Inman[1]
[1]Hope College

Two experiments tested if religion minimized body-image threats due to positive emotions. Religious (but not spiritual) body-affirming statements increased feeling loved and transcendence in men and women. These feelings were positively related to men's body esteem. Religious commitment was associated with positive body esteem in both groups, supporting self-affirmation theory

A309

THINKING ABOUT MY DEATH AFFECTS HOW I THINK GOD SEES ME: MORTALITY SALIENCE AND MORALITY PROJECTIONS

Michael K. Lunn[1], Ronald W. Wright[1], Alicia Limke[1]
[1]Southern Nazarene University

The purpose of this study was to examine how mortality salience affects individuals' own moral beliefs and projections of God's morality. Individuals primed with mortality salience were more concerned with harm/care than individuals not primed, but they also believed that God is less concerned with purity/sanctity than individuals not primed.

A310

I SEE GOD AS I SEE ME: GENDER ROLE PERCEPTIONS OF SELF, GOD, AND SOCIETY

Roderick Wright[1], Alicia Limke[1]
[1]Southern Nazarene University

The current study examined the link between self-attributed, societally-prescribed, and God's gender roles and characteristics as well as gender differences in attachment to God and perceptions of God's gender attributes. As expected there were correlations among gender roles and females reported greater perceptions of God's feminine attributes than did males.

A311

HOW ENDORSEMENT OF RELIGION AFFECTS SCIENTIFIC COMMITMENT.

Stephen Ross Martin[1], E.J. Masicampo[1]
[1]Wake Forest University

This study examines whether scientific and religious individuals devalue religion and science, respectively, and whether thinking positively about religion or science affects the devaluations. Religiosity and (scientificity) are negatively correlated with scientific and religious commitment, respectively. However, the relationship between religiosity and scientific commitment strengthens after thinking positively about religion.

A312

THE CONTRIBUTION OF RELIGIOUS BELIEFS TO METACOGNITIVE JUDGMENTS OF MEANING IN LIFE

William E. Davis[1], Joshua A. Hicks[1], Rachel Dorn[1]
[1]Texas A&M University

Across several studies, highly religious individuals demonstrated a strong positive association between meaning in life (MIL) and perceived ease/confidence in those MIL judgments. Judgments of high MIL were easy, and low MIL difficult, for highly religious individuals. In contrast, MIL was largely unrelated to ease/confidence for less religious individuals.

A313

GOD AND CONSTRUAL LEVEL: HOW RELIGIOUS BELIEFS INFLUENCE OUR THINKING

Katharina Zimmer[1], Herbert Bless[1]
[1]University of Mannheim

We present several correlational and experimental studies showing that religious beliefs are positively related to the abstractness of mental representations (i.e., high level of construal). This relationship seems to be mediated by individuals' conceptions of God (loving vs. punishing). Possible underlying mechanisms and implications will be discussed.

A314

PROJECTION OF POLITICAL VALUES ONTO A RELIGIOUS AGENT

Brian Collisson[1]
[1]Marian University

People may infer ambiguous political values of religious agents (e.g., God). To test this, participants indicated their own political values and also made inferences about God's political values. Results revealed that religiously committed participants projected their own political values onto God to a greater extent than religiously uncommitted participants.

A315

UNCOVERING THE RELATIONS AMONG RELIGIOSITY, EMPATHIC CONCERN, AND HELPING

Ryan Glaman[1], David Lishner[2], Amanda Fahrner[2]
[1]University of North Texas, [2]University of Wisconsin Oshkosh

University student participants read an ostensible news article describing a fellow student in need of aid; participants were placed in either a realistic and hypothetical helping group. Empathy, helping behaviors, and religiosity were measured. Several associations among religiosity, empathy, and helping were observed, as were several interactions with helping realism.

A316

FORGIVE US OUR TRESPASSES: CONCEPTUALIZING GOD AS FORGIVING INCREASES CHEATING

Amber DeBono[1], Sarah Poole[2], Michel'le Bryant[1], Charles Sangueza[3], Natarshia Corley[1], William Jones[1]
[1]Winston-Salem State University, [2]University of Arizona, [3]New York University

Focusing on God's forgiveness may increase deviant behaviors. In our experiment, Christians focused on God's forgiveness cheated more on math problems than Christians focused on God's punishment or the experimenter's forgiveness/punishment. This result (in addition to two previous experiments) suggests that focusing on God's forgiveness may increase immoral behaviors.

A317

SOCIAL DESIRABILITY, RELIGIOUS MOTIVATION, AND GENDER DIFFERENCES

Jay Justin Middleton[1], Rose Mary Niles[1], Debbie Simpson[1], Laura Harris[1], John Tracy[1], Sean Lajaunie[1], Alicia Ford[1]
[1]Louisiana Tech

The purpose of this study was to explore gender differences in religious motivation while controlling for social desirability. The results indicated that social desirability was not significant and that women had higher intrinsic and personal extrinsic motivation than men, however there were no significant differences in social extrinsic motivation.

A318

THANK GOD! THE ROLE OF ATTRIBUTIONS FOR SUCCESSES AND FAILURES ON SELF-ESTEEM

Natarshia Corley[1], William Jones[1], Sarah Poole[2], Amber DeBono[1]
[1]Winston-Salem State University, [2]University of Arizona

According to Attribution Theory, we credit ourselves more for our successes than our failures (i.e., self-serving bias). In our experiment, as compared to Christians who failed on a task, successful Christians attributed more of their win to God than other causes. These results may have important implications for Attribution Theory.

A319
BLIND TO COLOR BUT NOT TO STATUS: THE EFFECTS OF RELIGIOUS IDENTITY AND POLITICAL ORIENTATION ON RACIAL AND ECONOMIC PREJUDICE

Kristin Ann Broussard[1], Helen C. Harton[1], Carol Tweten[1], Allie Thompson[1], Alexia Farrell[1], Paden Goldsmith[1]
[1]University of Northern Iowa

We examined how religious identity and political orientation affected racial and economic prejudice. Participants assessed the severity and potential causes of a criminal action by a Black or White man described as a CEO or a laborer. Both religious identity and political orientation predicted judgments.

A320
MORAL IDENTITY SALIENCE PRODUCES MORE POSITIVE EVALUATIONS OF TARGETS WHILE RELIGIOUS SALIENCE INCREASES NEGATIVE ASSESSMENT

Amanda ElBassiouny[1], Lloyd Ren Sloan[1], Debbie Van Camp[2]
[1]Howard University, [2]Trinity Washington University

Christian participants' moral versus religious identity was primed before evaluating a Christian or Muslim applicant. Moral (versus religious) identity priming produced more positive and less negative evaluations of both ingroup and outgroup targets. This suggests moral, but not religious, identity arousal widens acceptance of others.

A321
RELIGIOSITY AND EXPRESSED EMOTION DURING MARITAL CONFLICT

Marcela Otero[1], Robert Levenson[1]
[1]University of California, Berkeley

We examined the relationship between religiosity and emotional behavior in 120 married couples during unrehearsed conflict conservations. Greater religiosity was associated with lower expression of belligerence for husbands, and greater expression of joy for wives. Results indicate that religious couples regulate important negative and positive emotions during conflict.

A322
SENSITIVITY TO SEXUAL MORALITY PREDICTS ONTOLOGICAL BELIEFS.

Laura Folse[1], Crystal Curry[1], Kilian James Garvey[1]
[1]The University of Louisiana

Evolution deniers often explain their position from a moral perspective. To test this 174 subjects completed the Three (moral, sexual, and pathogen avoidance) Domain Disgust Scale and a ten question creationism measure. Somewhat counter intuitively, creationist beliefs were correlated with sexual disgust and pathogen avoidance but not with moral disgust.

A323
"DID GOD CAUSE OR ALLOW MY STRUGGLE?" DIRECT AND INDIRECT AGENCY, ANGER AT GOD, AND MEANING-MAKING

Matthew J. Lindberg[1], Julie J. Exline[1]
[1]Case Western Reserve University

This study (n= 361) explored how attributions of God's role (e.g., direct vs. indirect) in religious/spiritual struggle predict anger toward God and the ability to find meaning. The impact of agency attributions on meaning was mediated by anger toward God and the belief that God should have prevented the struggle.

A324
PRAYER AND PLANNING: EXPLORING THE RELATIONSHIP BETWEEN RELIGIOSITY AND HEALTH

Cameron R. Hopkin[1], Rick Hoyle[1]
[1]Duke University

This study establishes planning behavior as a self-regulatory strategy that partially mediates the relationship between religiosity and health. This finding adds to our understanding of the mechanisms by which religion benefits health by introducing intrapersonal processes alongside the interpersonal/social processes which have been put forth as mediators in the past.

A325
NOT BELIEF, BUT PURPOSE: RELIGION'S EFFECTS ON MENTAL HEALTH MEDIATED BY LIFE MEANING

Robert Agler[1], Evan Williams[2]
[1]The Ohio State University, [2]James Madison University

People with an intrinsically motivated approach have lower rates of depression. The opposite is true for those with a doubting approach. We hypothesized that these relationships are mediated by the purpose and life meaning that religion may grant. We report two studies that suggest this to be the case.

A326
DIVINE INHIBITION: HOW THOUGHTS OF GOD STIFLE CREATIVITY

Sebastian M. Deri[1], Verena Krause[1], Jack A. Goncalo[1]
[1]Cornell University

In four studies, thoughts of God were associated with diminished creativity. Two correlational studies demonstrate a negative relationship between belief in God and two different creativity measures. Two controlled experiments conducted in the US and Israel, participants primed to think about God exhibited significantly lower creative performance than controls.

A327
GENDER DIFFERENCES IN LINKS BETWEEN SPIRITUAL DIMENSIONS AND AFFECT IN CANCER SURVIVORS

Crystal L. Park[1]
[1]University of Connecticut

We examined relations of four dimensions of spirituality (daily spiritual experience (DSE), belief in God, private prayer, and spiritual struggle) with positive and negative affect in a sample of 173 cancer survivors. Different dimensions of spirituality related to different aspects of affective experience, effects further moderated by gender.

A328
CULTURAL INFLUENCES ON RELIGIOUS SALIENCE AND POSITIVE EMOTIONS

Kim Chu-Prieto[1]
[1]College of New Jersey

The effect of religious salience on the experience of emotions was examined. In Experiment 1, White American Christians in the religious salience condition reported heightened experience of love and happiness. Experiment 2 examined the effect for Asian American Christians, who experienced dampening of negative emotions, such as sadness and anger.

A329
EYES DAZZLED, CRAVINGS QUENCHED: THE EFFECT OF AWE ON REDUCING MATERIALISM AND INCREASING SPIRITUALITY

Hanyi Xu[1], Claire Prade[2], Vassilis Saroglou[2]
[1]Université catholique de Louvain, Belgium, [2]Université catholique de Louvain

Awe attenuates self-focused, materialistic concerns and facilitates self-transcendent aspirations. Induction of awe, compared to other positive emotions (amusement, joy), made participants desire lower future salary, and estimate money less as source of happiness (Experiment 1), decreased liking for materialistic symbols (Experiment 2), and reduced intention of purchasing luxuries (Experiment 3).

A330

DOES AWE DIMINISH OR ENHANCE THE SELF?

Claire Prade[1], Hanyi Xu[2], Vassilis Saroglou[2]
[1]Université catholique de Louvain, Belgium, [2]Université catholique de Louvain

Awe, compared to joy and a neutral condition, induces curiosity and fascination, but also sadness (Experiment 1), and increases the size of the self relatively to the one of the world. For neurotics, it also enhanced the self, and, for spiritual people, it increased closeness with the world (Experiment 2).

A331

HAPPY TWEETS: CHRISTIANS ARE HAPPIER, MORE SOCIALLY CONNECTED, AND LESS ANALYTICAL THAN ATHEISTS ON TWITTER

Ryan S. Ritter[1], Jesse Lee Preston[1], Ivan Hernandez[1]
[1]University of Illinois at Urbana-Champaign

In this research we use natural language data – aggregated across thousands of users and millions of text-messages on Twitter – to investigate psychological differences between believers and non-believers. Consistent with previous laboratory and self-report survey research, Christian followers exhibited higher subjective well-being, and Atheist followers exhibited a more analytical thinking style.

Social Development

A332

ROLE OF VARIOUS FAULT ATTRIBUTIONS IN CHILDREN'S ANTICIPATED RESPONSE TO HYPOTHETICAL PEERS WITH UNDESIRABLE CHARACTERISTICS

Taylor W. Wadian[1], Mark A. Barnett[1], Tammy L. Sonnentag[1], Marcella B. Nichols[1]
[1]Kansas State University

Children's belief that a hypothetical peer, but not a hypothetical peer's parents or biological condition, is responsible for the onset of his/her undesirable characteristic (e.g., being overweight, shy, or a poor student) was associated with the children anticipating responding in a relatively unfavorable manner toward that peer.

A333

THE ASSOCIATION BETWEEN ON-CAMPUS RESIDENCY AND FACEBOOK NETWORK STRUCTURE

Genavee Scarlett Brown[1], Aparna Kumar[2]
[1]Western Washingtion University, [2]Western Washington University

The relationship between living on-campus versus off-campus and Facebook network structures was examined. Living on-campus is associated with more Facebook friends. A longer time at university is associated with greater Facebook network diversity. Facebook networks demonstrate the "small world" principle and other typical empirical network patterns.

A334

FAIRNESS AS IMPARTIALITY AVERSION: THE DEVELOPMENT OF PROCEDURAL JUSTICE

Alex Shaw[1], Kristina R. Olson[2]
[1]University of Chicago, [2]University of Washington

Why are children fair? Do they prefer to be fair or to socially signal to others that they are fair? We demonstrate that children are concerned with social signaling and their sense of fairness is not focused purely on avoiding inequity – they gladly create inequity when given an impartial procedure.

A335

DEVELOPMENTAL CHANGES IN CHILDREN'S REACTIONS TO FEEDBACK ACCURACY AND DESIRABILITY

Maria E. Barth[1], Brent L. Hughes[2], Nalini Ambady[2]
[1]Stanford/Tufts, [2]Stanford

This study examines the effect of feedback accuracy and desirability on children's preferences for and assessments of reliable and unreliable informants. Results demonstrated a developmental sensitivity to the desirability and accuracy of feedback. Results will be discussed in relation to individual differences in children's optimism and self-esteem.

A336

NEW DISCOVERIES IN THE DEVELOPMENT OF FACE-TRAIT INFERENCES: EARLY ATTRIBUTION AND PERFORMANCE OF BEHAVIORS BASED ON FACIAL APPEARANCE

Emily Cogsdill[1], Elizabeth Spelke[1], Mahzarin Banaji[1]
[1]Harvard University

When matching behaviors to faces, adults and children ages 3-10 attributed trustworthy and competent behaviors to faces designed to convey those traits, and did so even to subtly manipulated faces. Moreover, children offered more tokens to faces that were "nicer"-looking. Faces thus influence both attributions and behaviors early in development.

A337

FOUR-YEAR-OLD CHILDREN CAN DETECT OTHERS' ALTRUISM

Michiko Koizumi[1], Haruto Takagishi[2], Takayuki Fujii[3], Hiroyuki Okada[2]
[1]Hokkaido University, [2]Tamagawa University Brain Science Institute, [3]Department of Brain Sciences, Tamagawa University

Children viewed movies showing a cooperator and a non-cooperator, and were told to point to those who are likely to give sweets. Accuracy rates in 3-year-old children (50%) were not significantly higher than chance level, but the accuracy rate in 4-year-old children (58%) was significantly higher than chance.

A338

EARLY EXPERIENCE WITH DISCRIMINATION PREDICTS SMOKING AND BMI IN LATE ADOLESCENCE

Meg Gerrard[1], Frederick X. Gibbons[1]
[1]University of Connecticut

Study 1 demonstrated two independent paths from discrimination to smoking and BMI: one path to smoking was mediated by poor self-control and anger; a path to BMI was mediated by negative affect. Study 2 demonstrated that increases in discrimination predicted increases in negative affect, which predicted subsequent increases in BMI.

A339

CORRELATED CHANGE IN COMPONENTS OF EMPATHY DURING ADOLESCENCE

John C. Flournoy[1], Sanjay Srivastava[1], John C. Mazziotta[2], Marco Iacoboni[3], Mirella Dapretto[3], Jennifer H. Pfeifer[1]
[1]Department of Psychology, University of Oregon, [2]Ahmanson-Lovelace Brain Mapping Center, [3]UCLA-FPR Center for Culture, Brain, & Development

Adolescents continue to develop affective and cognitive aspects of empathy. How do individual trajectories of each subcomponent of empathy relate? Latent growth curve modeling reveals correlated change between empathic concern and both perspective taking and the tendency to identify with fictional characters (fantasy), and between fantasy and empathic distress.

A340

DEVELOPMENT OF FALSE MEMORY EDITING IN CHILDREN

Kara Moore[1], James Lampinen[1], David Gallo[2], Ana Bridges[1]
[1]University of Arkansas, [2]University of Chicago

We examined the role of the prefrontal cortex development in children's use of memory editing strategies (i.e, disqualifying and diagnostic monitoring), and the role of recall abilities in the development of certain memory editing strategies.

Social Justice

A341
GETTING YOUR "JUST DESERTS" OR SEEING THE "SILVER LINING": WHEN DO JUDGMENTS OF IMMANENT AND ULTIMATE JUSTICE FOR THE SELF AND OTHERS SURFACE?

Annelie Josephine Harvey[1], Mitchell Callan[1]
[1]*University of Essex*

We tested perceived deservingness as a mechanism for both immanent and ultimate justice reasoning for others (Study 1) and the self (Study 2). People perceived "bad" victims as deserving of their misfortune and "good" victims as deserving of ultimate compensation, which predicted greater immanent and ultimate justice reasoning, respectively.

A342
PEOPLE JUDGE MORAL TRANSGRESSIONS MORE LENIENTLY FOR THOSE AFFILIATED WITH DISADVANTAGED INGROUPS

Kenneth Michniewicz[1], Joseph Vandello[1]
[1]*University of South Florida*

Disadvantaged individuals often receive more lenient penalties for moral transgressions, but no research has examined whether people with superficial affiliations to disadvanaged groups receive similar leniency. Two studies suggest that superficial association with a disadvantaged group grants leniency for moral transgressions.

A343
CAN I TRUST YOU? THE EFFECTS OF JUST WORLD THREAT ON INTERPERSONAL TRUST

Bianca von Wurzbach[1], Herbert Bless[1]
[1]*University of Mannheim*

We propose that threatening the belief in a just world (BJW) reduces interpersonal trust if people are socially disadvantaged and hold a high BJW. Consistently, in three experiments, low status people or participants in disadvantage conditions holding a high BJW showed less interpersonal trust after just world threat exposure.

A344
NORMATIVE VS. FORMATIVE ASSESSMENT AS TOOLS FOR SOCIAL ORDER (RE)PRODUCTION

Frederique Autin[1], Anatolia Batruch[1], Fabrizio Butera[1]
[1]*Universite de Lausanne*

Participants had to mark tests of low vs. high-SES students using normative vs. formative assessment. In the normative condition, participants allocated their time to detect more mistakes especially in tests of low-SES students. In the formative condition, time was allocated to detect more mistakes only in tests of high-SES students

A345
CYBER GROUP DYNAMICS AND ONLINE JUSTICE PERCEPTIONS

Elizabeth Jacobs[1], Stephen Klasnic[1]
[1]*Seton Hill University*

Instant messaging software was used to manipulate participants' initial status within a cyber-group (majority versus minority) and stability of status (stable versus change). Results indicate that the independent variables interacted to predict fairness ratings of group decision-making procedures, and that these effects were mediated by perceptions of group-self similarity.

A346
JUSTICE FOR ALL BUT THE LESS INTELLIGENT

Jean-Claude Croizet[1], Claude M. Steele[2], Alice Normand[1], Frederique Autin[1]
[1]*University of Poitiers,* [2]*Stanford University*

People want to believe that they live in a just world. Two studies showed that participants provided more help toward a confederate when she was the victim of an injustice but also that they withdrew their help as soon as they perceived the victim as lower in intelligence.

A347
THE EFFECTS OF PERSPECTIVE TAKING ON WHITE CANADIANS' ATTITUDES TOWARD CANADA'S INDIAN RESIDENTIAL SCHOOLS

Katherine Starzyk[1], Caroline Gryba[2], Gregory Boese[3]
[1]*University of Manitoba,* [2]*University of Surrey,* [3]*Simon Fraser University*

In two studies, we examined the effects of perspective taking and genocide labeling on White Canadians' attitudes toward the issue. Perspective taking had a positive (though temporary) effect on attitudes, and only if the word "genocide" was not used to describe what happened.

A348
IT MATTERS WHAT YOU FEEL : INCIDENTAL EMOTIONS CAN INFLUENCE SYSTEM JUSTIFICATION.

Kim Hyeon Jeong[1], Park Sang Hee[1]
[1]*Chungbuk National University*

Participants were primed incidental emotions (anger, sadness, happiness, fear) and were measured their system justification levels. The participants primed with anger showed lower degrees of system justification than those primed with fear or happiness. The result shows that discrete emotions can influence people's perception of the society.

A349
ONE'S PREVENTIVE MOTIVE INCREASES SUPPORT FOR THE PUNISHMENT OF AN OFFENDER'S ENTIRE GROUP, UNLESS COLLECTIVE APOLOGIES ARE OFFERED

Jacques Berent[1], Andrea Pereira[2], Juan Manuel Falomir-Pichastor[1]
[1]*University of Geneva,* [2]*VU University Amsterdam*

In this experiment we demonstrate that, following an offense, one's motivation to prevent future offenses might blindly lead to the punishment of the offender's entire group, unless the group collectively apologizes. These results illustrate the central role of the group's association with the offender in this "spreading of punishment" effect.

A350
THREAT MOTIVATES BLAMING AND DEHUMANIZATION OF REFUGEES TO RESTORE BELIEF IN A JUST WORLD

Amanda N. DeVaul-Fetters[1], Victoria M. Esses[1], James M. Olson[1]
[1]*University of Western Ontario*

This study examined Just World Theory by manipulating justice threat and asking participants to assess a refugee. High threat resulted in more dehumanization and high believers in a just world (BJW) blamed the refugee for his situation more. These results suggest that people use different strategies to maintain a BJW.

A351
UNDER THREAT, FREEDOM OF SPEECH IS LESS SUPPORTED IN DEMOCRATIC AS COMPARED TO AUTOCRATIC GROUPS

Andrea Pereira[1], Jan-Willem van Prooijen[1]
[1]*VU University Amsterdam*

When threatening an established norm, a dissenting deviant's freedom of speech is equally guaranteed for democratic and autocratic homogeneous groups, but in heterogeneous groups, freedom of speech is less supported in democratic as compared to autocratic groups. Far from absolute, support for democratic values is conditional on the group's outcomes.

A352
DISTRACTED LOOKING UP: PRIMING LOW SOCIOECONOMIC STATUS IMPAIRS EXECUTIVE FUNCTIONS

Jennifer Anne Sheehy-Skeffington[1], Jim Sidanius[1]
[1]*Harvard University*

We present a novel experimental approach to the psychology of inequality. Three studies suggest that decreasing one's sense of socioeconomic status impairs executive functioning, as measured on standard neuropsychological tasks. This points to a causal effect of

subjective social status on cognitive performance, with implications for decisions of economic consequence.

A353
IMPLICIT AND EXPLICIT ATTITUDES TOWARD THE WEALTHY

Suzanne Horwitz[1], John F. Dovidio[1]
[1]Yale University

When evaluating the wealthy, relative to the middle class, people explicitly favor the middle class (self-report) but implicitly prefer the wealthy (IAT). In an experiment, participants punished a rich defendant more harshly than a middle-class defendant. Notably, implicit preference for rich versus middle class predicted severity on middle-class criminals.

A354
PARADOXICAL EFFECTS OF SOCIAL CLASS ON INDIVIDUAL AND GROUP-LEVEL ENTITLEMENT

Courtney B. Tablante[1], Susan T. Fiske[1], Miguel Moya[2]
[1]Princeton University, [2]Universidad de Granada, Spain

In a series of studies, we find that participants endorse trust in and deservingness of lower-class targets and groups. These effects are moderated by political orientation. Regardless of their own backgrounds, liberal participants tend to rate lower-class targets especially positively; conservative participants tend to rate all groups similarly.

A355
NOT ALL SCIENCES ARE CREATED EQUAL: THE SALIENCE OF CHOICE REDUCES PUBLIC SUPPORT FOR THE SOCIAL SCIENCES

Aneeta Rattan[1], Krishna Savani[2]
[1]London Business School, [2]National University of Singapore

The concept of choice assumes that actions and outcomes derive from individuals' free-will and liberty. Three experiments demonstrate that when the concept of choice is salient, people de-emphasize the role of social, environmental factors in shaping individuals and prefer cutting funding from the social sciences rather than the natural sciences.

A356
WHAT GOES UP DOESN'T NECESSARILY COME DOWN: ASYMMETRIC PERCEPTIONS OF UPWARD AND DOWNWARD SOCIAL MOBILITY

Shai Davidai[1], Thomas D. Gilovich[1]
[1]Cornell University

The belief in social mobility as a tenet of American culture underlies the acceptance of financial inequality. However, popular perceptions of mobility are often distorted. When estimating income mobility, participants perceived a higher likelihood of upward than downward mobility, leading to overestimation of the former and underestimation of the latter.

A357
CHANGE OF MOTIVATION FOR DISASTER PREPAREDNESS AND INTEREST IN NATURAL DISASTERS: AFTER THE PREDICTION OF EMOTIONAL REACTION

Masayo Noda[1]
[1]Kinjo Gakuin University

The present study examined how motivation for disaster preparedness and interest in natural disasters would change after affective forecasting. The results showed that higher motivational scores were seen immediately after the affective forecasting, while there was no substantial difference between natural disaster interest scores.

Special Session

A358
GRADUATE STUDENT COMMITTEE POSTER: THE PARADOX OF NON-ACADEMIC TRAINING - RESOURCES, STIGMA, STUDENT AND FACULTY PERCEPTIONS ABOUT NON-ACADEMIC VS. ACADEMIC CAREERS

Angela M. Legg[1], Ashley Whillans[2]
[1]University of California, Riverside, [2]University of British Columbia

The Graduate Student Committee surveyed SPSP student and faculty members to assess available resources, bias, and perceptions toward non-academic vs. academic careers. Come learn more about what your colleagues think about the current state of academic and non-academic job prospects for social/personality psychology graduate students.

Poster Session B

Friday, February 14, 8:00 am - 9:30 am, Hall 4

Close Relationships

B1

FRIENDS WITH BENEFITS, BUT WITHOUT THE SEX: STRAIGHT WOMEN AND GAY MEN EXCHANGE TRUSTWORTHY MATING ADVICE

Eric Russell[1], Danielle DelPriore[2], Max Butterfield[3], Sarah Hill[2]
[1]The University of Texas at Arlington, [2]Texas Christian University, [3]Point Loma Nazarene University

There has been little research exploring the close relationship between gay men and straight women. The current research explores a benefit that may be uniquely available in this relationship: trustworthy mating advice. Overall, straight women and gay men perceive one another to be trustworthy sources of mating-relevant information.

B2

GENDER ROLE ORIENTATION, ATTACHMENT STYLE, AND MARITAL QUALITY IN NEWLYWED COUPLES

Onawa P. LaBelle[1], Paula R. Pietromonaco[2], Sally I. Powere[2]
[1]University of Michigan, [2]University of Massachusetts

The present work investigated links between gender roles, attachment styles, and marital quality in 225 newlywed couples. Wives and husbands who were high in avoidance and low in femininity evidenced lower marital quality; wives who were low in anxiety and high in femininity reported higher marital quality.

B3

WHAT COUNTS AS CHEATING IN A COMMITTED RELATIONSHIP?

Charles T. Hill[1]
[1]Whittier College

Behaviors considered unfaithful were explored using data from a Multiple Identities Questionnaire. Male (222) and female (347) undergraduates rated behaviors similarly, except that women rated feeling affection for someone else as more unfaithful. In general, non-sexual behaviors were rated slightly more unfaithful by men and women who were more traditional.

B4

THAT WON'T LAST: PEOPLE USE IMPLICIT THEORIES OF EQUITY TO PREDICT COMMITMENT AND DEPENDENCE-REGULATION

Lisa B. Reddoch[1], Danu Anthony Stinson[1]
[1]University of Victoria

People use implicit equity theories to predict others' relationship dynamics and behaviours. They predict commitment based on a couple's matching in attractiveness (Study 1). Additionally, they predict social status and relational sacrifices based on matching in attractiveness and commitment (Study 2), indicating that people do not blindly judge others' relationships.

B5

NO STRINGS ATTACHED? ATTACHMENT ORIENTATIONS AND FRIENDS WITH BENEFITS RELATIONSHIPS

Erin Larson[1], Jessica A. Maxwell[2], Rachael E. Quickert[1], Tara K. MacDonald[1]
[1]Queen's University, [2]University of Toronto

We assessed the relationship between attachment orientations and the initiation of Friends with Benefits Relationships (FWBRs) and FWBR satisfaction. We found that reasons for initiating an FWBR varied by attachment orientation, and that attachment anxiety was negatively correlated with FWBR satisfaction, whereas attachment avoidance was positively correlated with FWBR satisfaction.

B6

MECHANISMS UNDERLYING DYADIC COPING: AUTOMATIC BOLSTERING OF COMMUNAL VALUES IN RESPONSE TO A STRESSED RELATIONSHIP PARTNER

Nicolas Koranyi[1], Oliver Langner[2], Peter Hilpert[1], Guy Bodenmann[1]
[1]University of Zurich, [2]University of Jena

Underlying mechanisms of dyadic coping were examined. We found that emotional distress of once partner (manipulated with a mind-set priming) automatically leads to a bolstering of communal values (assessed with an IAT). The finding supports the view that intimate dyads are self-regulating systems equipped with counter-regulatory, stress-buffering mechanisms.

B7

THE ROLE OF COORDINATED LANGUAGE USE IN ROMANTIC PARTNER COMMUNICATION

Jeffrey Bowen[1], Lauren Winczewski[1], Nancy L. Collins[1]
[1]University of California, Santa Barbara

Verbal mimicry (Language Style Matching) has been known to facilitate interpersonal rapport and fluid communication between interaction partners. The current investigation explored this phenomenon between romantic partners discussing relationship conflicts and individual stressors. Findings suggest a context-dependent relationship between LSM and its individual difference antecedents and behavioral and emotional outcomes.

B8

RELATIONSHIP-CONTINGENT SELF ESTEEM AND ABANDONMENT ANXIETY PREDICT FACEBOOK ACTIVITY

Gwendolyn Seidman[1], Amanda Havens[1]
[1]Albright College

An online survey examined the association between relationship-oriented individual differences and individuals' Facebook interactions with romantic partners. Multiple regression analyses showed that relationship-contingent self esteem was the best predictor of romantic relationship-oriented Facebook activity. Abandonment anxiety also predicted some activities. Analyses controlled for overall Facebook use and global self esteem.

B9

INOCULATING AGAINST THREAT: THE EFFECT OF PREEMPTIVELY SATIATING SELF-PROTECTION GOALS ON LOW SELF-ESTEEM INDIVIDUALS' RESPONSES TO REJECTION CONCERNS.

Sarah Gomillion[1], Sandra Murray[1]
[1]University at Buffalo, SUNY

Low self-esteem people self-protect by engaging in destructive behavior when threatened with romantic rejection. We examined the effect of preemptively satiating self-protzection goals on lows' responses to rejection threats. When lows were threatened, those trained to approach self-protection targets engaged in more relationship-promotion than those trained to approach connection targets.

B10

AVOIDANT ATTACHMENT AND VIEWS ABOUT RELATIONAL, DISTANCED-RELATIONAL AND NONRELATIONAL THERAPIES

Katherine B. Carnelley[1], Abigail Millings[2], Kate Cavanagh[3], Angela C. Rowe[4]
[1]University of Southampton, [2]University of Sheffield, [3]University of Sussex, [4]University of Bristol

As predicted, highly-avoidant individuals perceived relational-therapies as harmful, were less likely to use them, had less positive and more negative attitudes toward them. They had less negative and more positive attitudes toward non-relational therapies, consistent with self-reliance. The link between avoidance and likelihood to use relational-therapies was mediated by attitudes.

B11

MATE RETENTION AND PERSONALITY FEATURES

Christopher J. Holden[1], Amy Noser[1], Andrew Holub[1], Virgil Zeigler-Hill[1]
[1]Oakland University

This study examined the associations between personality, gender, and mate retention. Multiple regressions were conducted, each reflecting the associations between personality features and the five categories of mate retention. The results showed that personality features were closely related to the mate retention strategies employed by participants.

B12

PATIENT-PROVIDER COMMITMENT AND MAINTENANCE OF CARE AMONG SEXUAL MINORITIES: AN INVESTMENT MODEL ANALYSIS

Michael Ioerger[1], Justin J. Lehmiller[2]
[1]Syracuse University, [2]Harvard University

This study found that Rusbult's (1980) Investment Model is a useful framework for predicting whether LGBT patients maintain care with their primary medical providers. Investment and satisfaction at Time 1 predicted commitment at Time 2, while Time 1 commitment predicted maintaining a relationship with the same doctor one year later.

B13

TAKING IT HOME WITH YOU: EMOTIONS VERSUS FATIGUE AS MEDIATORS OF WORK-HOME SPILLOVER

Julia E. Brinton[1], Lara K. Kammrath[1]
[1]Wake Forest University

Work-home spillover refers to the association between work demands/stressors and negative home outcomes. Although negative emotions and fatigue are both potential mediators of work-home spillover, when directly compared, negative emotions more strongly mediated the link between work demands and home outcomes.

B14

"LET'S DO WHAT TOGETHER?!" SHARED ACTIVITY PERCEPTIONS AND RELATIONSHIP CLOSENESS

Nancy Frye[1]
[1]Long Island University, Post

When do shared activities predict relationship closeness? 231 skydivers in a relationship (40% with another skydiver) reported relationship closeness and skydiving perceptions (likelihood and severity of a jumping complication). Closeness was highest when the activity was shared and seen as more likely to have a negative – but not serious – outcome.

B15

AM I WHO I THINK YOU WANT ME TO BE: PERCEIVED-META-IDEALS IN ROMANTIC RELATIONSHIPS

Tamara A. Sucharyna[1], Marian M. Morry[2]
[1]University of Manitoba, [2]University of Manitba

Perceived-Meta-Ideals (PMI) describe people's conceptions of who they think their partners want them to be. After priming individuals to feel close to- or far away from their PMI, self-esteem predicted PMI similarity (PMIS). PMIS and self-esteem predicted relationship well-being.

B16

(UN)FORGIVING FRIENDS: HOW FORGIVENESS DECISIONS IN ROMANTIC RELATIONSHIPS AFFECT THIRD-PARTY PERCEPTIONS

Theresa E. DiDonato[1], Laurette J. McIlwee[1], Marianna E. Carlucci[1]
[1]Loyola University Maryland

We investigated how forgiving a romantic partner affects observers' impressions of that individual and his/her relationship. The findings from one experimental (n = 415) and one correlational (n = 125) study converged to suggest that forgiveness predicts both person perceptions and relationship perceptions, often as a function of transgression severity.

B17

PARTNER INFLUENCE, ANXIOUS ATTACHMENT, AND HEALTH HABIT CHANGES IN ROMANTIC COUPLES

Felicia Kay Zerwas[1], Morgan Erika Kelly[1], Ashley K. Randall [2], Emily A. Butler [1]
[1]University of Arizona, [2]Arizona State University

We examined attachment style as a moderator between partner influence and health habits. Forty-one heterosexual couples reported on attachment, their partner's influence attempts, and diet changes since cohabitation. Results suggested that healthy changes in diet are predicted by high negative influence for low anxious attachment partners.

B18

COMMITMENT: MODERATING THE RELATIONSHIP BETWEEN BMI AND SEXUAL SATISFACTION

Charlie V. Champion [1], Emily A. Butler [1], Ashley K. Randall[2], Morgan E. Kelly[1]
[1]University of Arizona, [2]Arizona State University

This study investigated the role of commitment in romantic relationships. The hypothesis was that higher commitment predicts greater sexual satisfaction for people with overweight partners. Results suggest that women with overweight partners have lower sexual satisfaction, but at high levels of commitment their partner's weight is unrelated to satisfaction.

B19

PLEASANT SURPRISES: UNDERESTIMATING A PARTNER'S PRO-RELATIONSHIP BEHAVIORS IMPROVES RELATIONSHIP QUALITY

Samantha Joel[1], Johanna Peetz[2], Geoff MacDonald[1]
[1]University of Toronto, [2]Carleton University

Across two longitudinal studies, we compared people's predictions of their partners' pro-relationship behaviors with their reports of actually performed behaviors one week later. People in higher-quality relationships made more optimistic forecasts regarding their partners' future behaviors. However, pessimistic forecasts led to the most positive changes in relationship quality.

B20

EFFORT PREDICTS RETAINING OR DISCARDING PARTNER ATTRIBUTES AFTER BREAKUP

Lydia Emery[1], Erica Slotter[2]
[1]University of Pennsylvania, [2]Villanova University

Past research shows that individuals include aspects of their romantic partners in the self. Two studies investigated what happens to these attributes after breakup. Less effort put into the attribute and greater partner responsibility for the attribute predicted rating the attribute as less characteristic of the self after imagining breakup.

B21

THE ORGASM GAPS: DIFFERENCES IN REPORTED ORGASM FREQUENCY BY GENDER AND SEXUAL ORIENTATION

B.J. Tilos[1], Brooke Gentle[1], David Frederick[1]
[1]Chapman University

Researchers from diverse theoretical backgrounds have attempted to explain sex differences in orgasm rate. Here we explore these differences via a survey on sexuality conducted with over 60,000 men and women. There was a substantial difference between heterosexual men and women, with a smaller difference between lesbian and heterosexual women

B22

GOALS AS CONTENT-SPECIFIC STANDARDS FOR EVALUATION OF ROMANTIC COMMITMENT

Patrick S. Tennant[1], Marci E.J. Gleason[1]
[1]The University of Texas at Austin

This poster explores the association between an individual's goals and the individual's commitment to their relationship. 475 participants responded to a survey and a structural equation model was

constructed to analyze the data. Primary findings show a significant association between partner goal facilitation and commitment.

B23
I'M TOUCHED BY YOUR SUPPORT: HOW IMAGINED TOUCH SUPPORT BUFFERS STRESS AND PAIN

Brittany Jakubiak[1], Brooke Feeney[1]
[1]Carnegie Mellon University

Social support has inconsistent stress-buffering effectiveness because it can imply incompetence. We investigated whether imagining touch support buffers stress and pain from the cold pressor task better than imagining verbal support or a neutral object. As expected, touch support buffered stress and verbal support exacerbated stress compared to the control.

B24
DOES CHOICE MODERATE THE EFFECTS OF RECEIVED SOCIAL SUPPORT ON CARDIOVASCULAR REACTIVITY?

Kimberly S. Bowen[1], Bert N. Uchino[1], Frederick T. Rhodewalt[1], David Sanbonmatsu[1], Paul H. White[1]
[1]University of Utah

Main and interaction effects of social support and choice were examined for cardiovascular and psychological reactivity to a stressor using an induced compliance paradigm. Received support predicted increased cardiovascular reactivity (p's<.08). Choice did not moderate the effect. There were no differences in psychological responses.

B25
WHEN VISIBILITY MATTERS: SHORT-TERM VERSUS LONG-TERM COSTS AND BENEFITS OF VISIBLE AND INVISIBLE SUPPORT

Yuthika U. Girme[1], Nickola C. Overall[1], Jeffry A. Simpson[2]
[1]University of Auckland, [2]University of Minnesota

This study examined the benefits and costs of support. Visible support, involving direct displays of care and reassurance, produced immediate benefits for distressed recipients but costs for non-distressed recipients. In contrast, invisible support, involving subtle and indirect care, was unnoticed by recipients but promoted recipients' goal achievement over time.

B26
RELATIONSHIP SELF-EFFICACY PREVENTS INTIMATES FROM ENDING ABUSIVE RELATIONSHIPS

Levi R. Baker[1], Rebecca A. Cobb[1], Nathaniel M. Lambert[2], Frank D. Fincham[1], James K. McNulty[1]
[1]The Florida State University, [2]Brigham Young University

Victims of intimate partner violence may remain in abusive relationships because they believe that they can prevent future conflict. Three longitudinal studies demonstrated that physical violence was positively associated with relationship dissolution among those low in relationship self-efficacy but not associated with dissolution among those high in relationship self-efficacy.

B27
DISTAL ORIGINS OF FORGIVING TENDENCIES IN CHILDREN

Reine van der Wal[1], Johan Karremans[1], Toon Cillessen[1]
[1]Radboud University Nijmegen

Children of parents who give advice to respond in a forgiving manner tend to be more forgiving. Importantly, this effect occurs irrespective of the parents' propensity to forgive, suggesting that directly instructing a child to respond in a forgiving manner can be effective, even for parents who may not be very forgiving themselves.

B28
"YOU SEEMED SO DIFFERENT WHEN WE MET:" SWITCHING HORMONAL CONTRACEPTIVE USE FROM WHAT WAS USED AT RELATIONSHIP INITIATION PREDICTS SEXUAL AND MARITAL SATISFACTION

V. Michelle Russell[1], Levi R. Baker[1], James K. McNulty[1]
[1]Florida State University

How do hormonal contraceptives affect marriage? Wives who began their relationships while not using hormonal contraception exhibited lower marital and sexual satisfaction when they began using hormonal contraception whereas wives who began their relationships while using hormonal contraception exhibited lower marital and sexual satisfaction when they stopped using hormonal contraception.

B29
LINKING BELIEF IN RELATIONSHIP GROWTH WITH RELATIONSHIP SATISFACTION AND COMMITMENT: INDIRECT EFFECTS VIA ATTRIBUTIONAL PROCESSES

Michael J. Doane[1], Dana A. Weiser[2], Daniel J. Weigel[1]
[1]University of Nevada, Reno, [2]Texas Tech University

Among a sample of romantically-involved adults (N = 146), we tested for indirect effects of growth beliefs on relationship satisfaction and commitment via attributional processes. Growth beliefs were indirectly associated with satisfaction and commitment through a motivated cognitive process whereby a relationship partner's negative behaviors were attributed to external sources.

B30
I'LL FIND SOMEONE LIKE YOU: PERCEPTIONS OF PAST RELATIONSHIPS IMPACT CURRENT AND FUTURE RELATIONSHIPS

Miranda Giacomin[1], Justin V. Cavallo[2]
[1]Wilfrid Laurier University, [2]Wilfrid Laurier Unviersity

Across two studies, we found that people who feel they have grown since a past romantic relationship were more attracted to future mates who were similar to their past partner (Study 1), and were more satisfied with their current partner who was similar to their past partner (Study 2).

B31
PREDICTING THE USE AND SUCCESS OF NEGATIVE SHORT-TERM MATING TACTICS.

Erin Crecelius[1], William Marelich[1], Aaron Goetz[1], Mindy Mechanic[1]
[1]California State University, Fullerton

The study objective was to investigate characteristics predictive of the use of negative short-term mating tactics. Individuals higher in the needs for sex and sexual dominance, with an unrestricted sociosexuality and higher levels of the Dark Triad of traits, were more likely to employ and be seduced by such tactics.

B32
GENDER DIFFERENCES IN PREDICTING SOCIOSEXUAL ORIENTATION FROM THE DARK TRIAD OF TRAITS

Jennifer Coons[1], Erin Crecelius[1]
[1]California State University, Fullerton

The study objective was to investigate gender differences in sociosexual orientation as predicted by the dark triad of traits. Results indicated that the dark triad of traits is more predictive of an unrestrictive sociosexual orientation for both males and females; however it is a stronger predictor for females.

B33
DEPENDENT OR INTERDEPENDENT? IT DEPENDS ON YOUR SOCIAL NETWORK'S OPINIONS ABOUT YOUR ROMANTIC RELATIONSHIP.

Chelsea Nicole Ellithorpe[1], Sining Wu[1], H. Colleen Sinclair[1]
[1]Mississippi State University

Study 1 differentiated a measure of exclusive dependence in romantic relationships from previous (inter)dependence measurements. Study 2 then manipulated the social network opinions (approval/

disapproval) of two friends/parents of a hypothetical relationship using vignettes to examine effects on anticipated (inter)dependence. Social network approval increased interdependence, but network disapproval increased exclusive dependence.

B34
LONGITUDINAL ASSOCIATIONS BETWEEN ATTACHMENT ORIENTATION AND POSTPARTUM DEPRESSION

Carina L. Lundtvedt[1], Britney M. Wardecker[1], William J. Chopik[1], Michael J. Shain[1], Margaret P. Boyer[1], Robin S. Edelstein[1]
[1]*University of Michigan*

We examined associations between attachment and pre- to postnatal changes in men and women's depression. Using the Actor-Partner Interdependence Model, we found that both partners increased in depression and anxiously-attached individuals were more depressed overall. Results demonstrate the importance of attachment as a risk factor for postpartum in new parents.

B35
I JUST HELPED ONE OF YOU, SO LET ME HELP ONE OF THE OTHERS: SOCIAL GROUP AFFECTS WILLINGNESS TO HELP

Chantal Bacev-Giles[1], Johanna Peetz[1]
[1]*Carleton University*

Across three studies, willingness to help depended on whether or not participants had recently helped someone in the same social group. Participants were less willing to want to help someone if they had previously helped someone else in that same social group.

B36
FOLLOWING THE 'SILVER LININGS PLAYBOOK': THE ROLE OF REDEMPTIVE NARRATIVES IN INDIVIDUALS' EMOTIONAL DISTRESS AFTER THE END OF A ROMANTIC RELATIONSHIP

Deborah Elaine Ward[1], Erica B. Slotter, PhD[1], Courtney Walsh[1]
[1]*Villanova University*

Redemptive narratives focus on positive outcomes emerging from negative situations. In the present study, recently single participants wrote about their romantic relationship's end daily for five days. Greater redemptive narrative use predicted reduced emotional distress across the study duration, but only if their writing was high in overall negativity.

B37
IMPACT OF MANIPULATED ADULT ATTACHMENT STYLES ON RESPONSES TO INTERPERSONAL TRANSGRESSIONS

Elizabeth van Monsjou[1], Careen Khoury[1], Joshua R. Guilfoyle[1], Ward Struthers[1]
[1]*York University*

This study differentiated trends in post-transgression responses (forgiveness, grudge, revenge, avoidance) as a function of adult attachment styles. Attachment was manipulated using a 2x2 experimental design based on working models of self (positive, negative) and other (positive, negative). Each style had its own unique pattern of responses.

B38
BEAUTIFUL, BUT NOT SO NICE IN MEMORY: ROMANTIC RELATIONSHIP STATUS BIASES THE PROCESSING OF AN ATTRACTIVE ALTERNATIVE'S BEHAVIOR

Mariko Visserman[1], Johan Karremans[1]
[1]*Radboud University Nijmegen*

In two studies, we demonstrated that romantic relationship status negatively biases processing of an attractive potential mate's behavior, most clearly reflected in how behavioral information was stored in memory. Biased processing of an attractive alternative's behavior may serve an important relationship protection function when confronted with a potential alternative mate.

B39
LOST WITHOUT YOU: THE EFFECTS OF RELATIONSHIP DISSOLUTION ON IDENTITY

Danay Novoa[1], Chris Davis[1]
[1]*Carleton University*

Relationship break-ups evoke feelings that one has lost part of the self. Adaptation following such loss involves developing a new sense of self. Drawing from a sample of undergraduates who have suffered a recent breakup, we show that more searching for meaning and event centrality predict more negative self-concept change.

B40
BEAUTY AND THE BILLIONAIRE: RISK REGULATION AND PARTNER PREFERENCE

Sadie Leder[1], Ashlee Branch[1]
[1]*High Point University*

This work bridges psychological theories of romantic partner selection, risk regulation, and evolutionary principles of attraction to identify the key factors involved in an individual's decision to leave their current relationship in pursuit of a new one.

B41
COMPARING YOU = COMPARING ME: COMPARING ONE'S ROMANTIC PARTNER TO OTHERS

Sabrina Thai[1], Penelope Lockwood[1]
[1]*University of Toronto*

We examined whether responses to comparisons involving the partner are similar to comparisons involving the self. Individuals rated comparison domains as more important when partners were superior than when they were inferior to another person. Moreover, individuals high in self-partner overlap were most likely to engage in such partner-protecting strategies.

B42
THROUGH THE LOOKING GLASS: FACEBOOK REFLECTS IOS IN ROMANTIC RELATIONSHIPS

Araceli M. Castañeda[1], Markie L. Wendel[1], Erin E. Crockett[1]
[1]*Southwestern University*

The present study established an association between self-reported levels of Inclusion of Other in the Self (IOS) and Facebook overlap in a sample of 47 romantic couples. We also found evidence that Facebook overlap was associated with Investment Model constructs (e.g., commitment) in ways that were similar to self-reported IOS.

B43
DOES SUPPORT EFFECTIVENESS VARY AS A FUNCTION OF SELF-EFFICACY AND SUPPORT TYPE?

Quinlyn Morrow[1], Cristina Muyshondt[1], Erin E. Crockett[1]
[1]*Southwestern University*

We investigated how type of support and self-efficacy interact to affect cortisol reactivity of support recipients using a 2 (Self-efficacy: high/low) X 2 (Support type: visible/invisible) between-subjects, experimental design. Visible support best reduced stress for low self-efficacy participants, but invisible support best reduced stress for high self-efficacy participants.

B44
"THEY'RE NOT MY TYPE": HOW PERSONALITY PLAYS A ROLE IN INTERRACIAL AND INTRARACIAL DATING

Parnia Haj[1], Blaine Prescott[1], Shanhong Luo[1]
[1]*University of North Carolina at Wilmington*

The current study examined whether personality traits influenced the selection of a romantic partner, specifically one from the same or different racial background. Results yielded that individuals who pursue partners from the same racial background tend to be more conscientious compared to those who pursue interracial partners.

B45

DOES TIME HEAL ALL WOUNDS? HOW COGNITIVE FACTORS MAY INFLUENCE GETTING OVER PAST ROMANTIC PARTNERS

Julie A. Brunson[1], Camilla S. Øverup[1], Linda K. Acitelli[1]
[1]*University of Houston*

Participants completed measures assessing both past and current relationships. Results suggest that qualities of the past relationship and cognitive factors relate to current relationship commitment. We concluded that cognitive changes, characteristics of the past relationship, and passage of time all influence how easily an individual gets over a previous partner.

B46

THERE ARE SOME THINGS MONEY CANNOT COMPENSATE: COMPENSATION FOR EXPERIENCE VERSUS MATERIALS

Asuka Komiya[1], Yohsuke Ohtsubo[2], Shigehiro Oishi[1]
[1]*University of Virginia,* [2]*Kobe University*

This study investigated the effectiveness of compensations for experiential vs. material loss. Two studies, a situation sampling study and a scenario study, showed that compensations are more likely to induce forgiveness for the material loss than for the experiential loss, because material loss is replaceable, but experiential loss is not.

B47

I HAVE AN ENEMY AND I AM GLAD: AN EVALUATION OF THE EFFECTS OF ENEMYSHIP ON THE INDIVIDUAL

L. Janelle Gornick[1]
[1]*University of Texas at El Paso*

This research introduces a theory of "optimal enemyship" suggesting there are positive and negative psychological consequences for perceiving enemies, and specific circumstances that maximize positive benefits. We assessed when "optimal enemyship" occurs by looking at characteristics of enemyship relationships and the individual. The predicted interaction emerged for mood and reactance.

B48

RELATIONSHIP COMMITMENT AS A MODERATOR OF THE ASSOCIATION BETWEEN IMPLICIT SELF-ESTEEM AND ANXIOUS ATTACHMENT

Katherine Pascuzzo[1], John Lydon[2]
[1]*MGill University,* [2]*McGill University*

Results of hierarchical regression analysis identified relationship commitment as a moderator of the association between self-esteem and anxious attachment, both assessed at the implicit level ($b = .105$, $p < .05$). Specifically, for highly committed individuals, lower self-esteem was related to greater anxious attachment compared to people lower in relationship commitment.

B49

SEXUAL KINDRED SPIRITS: ACTUAL AND OVERPERCEIVED SIMILARITY, COMPLEMENTARITY, AND PARTNER ACCURACY IN SAME-SEX COUPLES

David C. de Jong[1], Harry T. Reis[1]
[1]*University of Rochester*

Motivated sexual misperception may incur sexual benefits. Same-sex couples rated 29 sexual activities for own enjoyment, other's enjoyment, and reflected appraisal. Partners' preferences were similar, complementary, and accurate, and they overperceived similarity, complementarity, and partner accuracy. Sexual satisfaction was predicted by both actual and overperceived aspects of the relationship.

B50

DISTANCE FROM THE MARGINS: HOW SOCIAL DISTANCE AFFECTS THE ATTRIBUTIONS PEOPLE MAKE FOR MARGINALIZED RELATIONSHIP OUTCOMES

Sining Wu[1], Abigail D. Blaney[1], H. Colleen Sinclair[1]
[1]*Mississippi State University*

Participants read a vignette involving an interracial or same-race couple, whose parents either approved or disapproved of the relationship, and made predictions and attributions about relationship outcomes. Interracial relationships were seen as more likely to fail, particularly for internal reasons, and especially by those high on social distance indices.

B51

RELATIONSHIP EFFECTS OF LOW SELF-ESTEEM INDIVIDUALS' SENSITIVITY TO PARTNER PRAISE OR CRITICISM

Marian M. Morry[1], Christine Hole[1], Brianna Bogucki[1]
[1]*University of Manitoba*

Participants wrote abstract or concrete information about praise or criticize from their dating partner. Low, but not high, self-esteem individuals reported higher positive affect, satisfaction, and commitment and lower negative affect after praise than criticism. High, but not low, self-esteem individuals reported more growth beliefs after criticism than praise.

B52

WHEN INVESTMENT DOES NOT PROMOTE RELATIONSHIP SATISFACTION: MISATTRIBUTING UNPLEASANT EFFORT TO BOTH REAL AND PARASOCIAL PARTNERS

Zachary Gerald Baker[1], Christina Brown[2], Katheryn Votaw[3]
[1]*University of Houston,* [2]*Arcadia University,* [3]*Saint Louis University*

Past research has found that perceived investment positively predicts relationship commitment and satisfaction in naturalistic studies. However, we found that a manipulation of partner-related effort reduced satisfaction with both real and parasocial partners. The results suggest that participants attributed the unpleasant experience of the effortful task to their partner.

B53

SOCIAL RELATIONSHIPS AND MEANING IN LIFE: ARE ALL RELATIONSHIPS CREATED EQUAL?

Brian P. Don[1], John A. Updegraff[1], Kaitlyn Bosco[1], Lindsay Wilson[1], Marian Zgodinski [1], Daniel Ryan Kreaps[1]
[1]*Kent State University*

Our study compared the influence of various positive relationships on meaning in life. We conducted a supraliminal priming manipulation in which participants wrote about different social relationships. Results indicated that across all conditions participants' self-reported closeness to their romantic partner, but not closeness with family or friends, predicted their meaning.

B54

FRIENDING UPWARDS: A GLOBAL TEST OF STATUS AND FRIENDSHIP DYNAMICS

Blaine Landis[1], Paul Piff[2], Ilmo van der Lowe[1], Youyou Wu[1], Emiliana Simon-Thomas[2], Dacher Keltner[2], Aleksandr Kogan[1]
[1]*University of Cambridge,* [2]*University of California, Berkeley*

Who becomes friends with whom? In an analysis of every international friendship formed on Facebook around the world between 2008 and 2011 (30.49 billion total friendships), people from low-status countries (as captured by GDP and military expenditure) tended to "friend up" and initiate friendships with those in high-status countries.

B55

ARE YOU STILL UPSET? NEGATIVE EMOTION AND RELATIONSHIP REGULATION

Veronica Lamarche[1], Sandra Murray[1]
[1]*University at Buffalo, SUNY*

We examined the negative emotional responses people associate with their partners in times of relationship uncertainty. More impulsively trusting people were slower to associate anger with their partner when they were low in executive resources, demonstrating an automatic strategy for maintaining positivity. No effects emerged people low in impulsive trust.

B56

WHY PARENTS GIVE CARE TO THEIR CHILDREN MATTERS: PARENTAL CAREGIVING GOALS INFLUENCE WELL-BEING AND THE QUALITY OF PARENT-CHILD RELATIONSHIPS

Bonnie M. Le[1], Emily A. Impett[1]
[1]University of Toronto

In two studies, we validated the Parental Caregiving Goals Scale (PCGS) which identified four goals that drive parents to give care to their children. In a third 10-day daily experience study, we found that these goals differentially predict parental well-being and closeness with their children in daily life.

B57

SOCIAL NETWORK EFFECT VERSUS ROMEO AND JULIET EFFECT? ADDRESSING ISSUES OF MEASUREMENT IN THE SEARCH FOR THE ROMEO & JULIET EFFECT

Dave Mclean[1], Colleen Sinclair[1]
[1]Mississippi State University

We compared operationalizations of social network interference from the classic Romeo and Juliet effect study with contemporary measures of social network approval. Approval measures were stronger and more consistent (positive) predictors of love and commitment than interference measures. No evidence for the Romeo and Juliet effect was found.

B58

ADULT ATTACHMENT PREDICTS SPOUSAL REACTIONS TO PARTNER REUNIONS FOLLOWING A MILITARY DEPLOYMENT

Valerie Murphy[1], Tara MacDonald[1], Samantha Urban[2], Danielle Charbonneau[3]
[1]Queen's University, [2]Department of National Defence, [3]Royal Military College of Canada

This study examined how attachment anxiety predicted at-home spousal adjustment to reunions with their military member partners following an overseas deployment. Individuals higher in attachment anxiety showed more emotional and relationship difficulties during this phase, some of which were mediated by expectations of the partner's reunion not meeting their expectations.

B59

THE PARENT-STUDENT DYAD: RESEARCH SUGGESTS THAT STUDENTS' PERCEPTIONS OF THEIR MOTHER'S GOALS FOR THEIR DESIRE TO DEVELOP ACADEMIC ABILITY IS MORE BENEFICIAL FOR ACADEMIC ACHIEVEMENT THAN PERCEPTIONS OF THEIR FATHER'S GOALS

Julian Andrew Scheffer[1], Elizabeth Page-Gould[1]
[1]University of Toronto Scarborough

Using a desire to develop ability questionnaire, the results revealed that the mother's perceived desire for academic ability, $\beta = 0.33966$ (SD=0.14965), $t(96) = 2.27$, $p = 0.0255$, over the father's, $\beta = -0.25393$ (SD = 0.12267), $t(96) = -2.07$, $p = 0.0411$, was more beneficial for grade achievement.

B60

EASE OF RETRIEVAL EFFECTS ON RELATIONSHIP COMMITMENT: THE ROLE OF FUTURE PLANS

Kenneth Tan [1], Christopher R. Agnew[1]
[1]Purdue University

We investigated ease of retrieval effects on romantic commitment using future plans. Results from 3 studies indicated that individuals who experienced greater ease of retrieval perceived greater relationship commitment, but only when they were high in need for cognition. These effects were mediated by both thought confidence and unrequested cognitions.

B61

CROSS MY HEART: SECRET-KEEPING IN ROMANTIC RELATIONSHIPS

Helen Lee Lin[1], Ahmet Uysal[2]
[1]University of Houston, [2]Middle East Technical University

Vangelisti's (1994) work identified six reasons for keeping family secrets: evaluation, maintenance, defense, privacy, bonding, and communication. An online survey of 195 dating or married individuals showed that, in the context of romantic relationships, only evaluation and defense reasons uniquely predicted self-concealment from one's partner.

B62

"NEVER MAKE A PRETTIER WOMAN YOUR WIFE:" MATE-POACHING ATTEMPTS AS A FUNCTION OF MATCHING IN ATTRACTIVENESS WITHIN ROMANTIC COUPLES

Theresa H. He[1], Lisa B. Reddoch[1], Danu A. Stinson[1]
[1]University of Victoria

A field experiment tested the hypothesis that romantic couples who are mismatched in attractiveness are vulnerable to mate poaching attempts by interlopers. As expected, compared to a matched-boyfriend condition, the presence of a less-attractive boyfriend caused very attractive men to compliment and seek closeness with an attractive female confederate.

B63

INDIVIDUAL DIFFERENCES IN DEFINING RELATIONSHIP SUCCESS: A REGULATORY FOCUS PERSPECTIVE

Kassandra Cortes[1], Abigail A. Scholer[1]
[1]University of Waterloo

We explored whether promotion versus prevention-focused individuals define relationship success differently. We found that promotion-focused individuals valued qualities related to growth (e.g., excitement), whereas prevention-focused people valued qualities related to security (e.g., commitment). When these valued qualities were absent, relationship satisfaction was lower.

B64

"SHE DID WHAT?!" THIRD-PARTY INFLUENCES ON INTERPERSONAL RECONCILIATION

Lindsay Kennedy[1], Courtney M. Bass[1]
[1]Hendrix College

In conflict, reconciliation is promoted when victims and perpetrators receive messages from one another to restore psychological needs, but what if these messages come from a third party? Our results indicate that third-party messages are less effective in restoring needs than within-dyad messages, thereby harming willingness to reconcile.

B65

ANOTHER "I'M SORRY": APOLOGIES AFTER CONSECUTIVE BUT DIFFERENT OFFENSES

Anson E. Long[1], Abby E. Costello[1]
[1]Indiana University of Pennsylvania

Three studies examined forgiveness after two consecutive but different transgressions according to whether an apology was offered after each. Forgiveness was highest when an apology was offered only after the second transgression, suggesting that apologies are most effective the first time they are offered, and their effectiveness fades when repeated.

B66

CAN MORAL FOUNDATIONS PREDICT PERCEPTIONS OF CHEATING BEHAVIORS? THE ROLE OF PURITY IN PERCEIVING DECEPTION

Brittany Elizabeth Page[1], Nickolas Michael Jones[2]
[1]California State University, Fullerton, [2]University of California, Irvine

We examined the extent to which facets of Moral Foundations Theory predict perceptions of cheating behaviors. Our results indicated that the purity/sanctity subscale significantly predicted perceiving deceptive behaviors as cheating. This suggests individuals adhering to conservative/religious moral structures are more likely to perceive deceptive behaviors as cheating.

B67

MAINTAINING MULTIPLE MEANINGFUL ROMANTIC RELATIONSHIPS: DEFINITIONS OF COMMITMENT IN POLYAMOROUS RELATIONSHIPS

Jennifer Jill Harman[1], James McDonald[1], Lisa Domke[1], Michael Ioerger[2]
[1]Colorado State University, [2]Syracuse University

Commitment has been defined in numerous ways, including by the incentives gained from an intimate relationship and by intent to persist. We hypothesized and found that definitions of commitment for polyamorous individuals was broader and varied considerably from those established in research focused on monogamous samples (e.g., person-specific obligations).

B68

DOES BEDSIDE MANNER MATTER? EXAMINING THE INTERPERSONAL ASPECTS OF THE DOCTOR–PATIENT RELATIONSHIP

C. Veronica Smith[1], Marie Elise Williams[1], Parker Lee Ellison[1]
[1]University of Mississippi

Eighteen pediatricians completed an adapted measure of relationship goal orientation and 182 adults bringing children into a pediatric office completed satisfaction measures and indicated the autonomy received. Autonomy was a significant positive predictor of satisfaction with the visit; however, the pediatrician's eco/compassionate goals significantly moderated this relationship.

B69

MUTUALLY ATTRACTED OR REPULSED? AN ACTOR–PARTNER INTERDEPENDENCE MODEL OF THE DARK TRIAD IN COUPLES

Laura C. Crysel[1], Gregory D. Webster[1], C. Veronica Smith[2], Benjamin W. Hadden[3], Peter K. Jonason[4], Amanda N. Gesselman[1]
[1]University of Florida, [2]University of Mississippi, [3]University of Houston, [4]University of Western Sydney

We examined the Dark Triad traits – narcissism, Machiavellianism, and psychopathy – within 45 undergraduate romantic couples. Within couples, assortative mating was negative for narcissism but positive for Machiavellianism and psychopathy. Actor – partner interdependence models showed multiple actor and partner effects linking the Dark Triad traits differentially to relationship satisfaction and commitment.

B70

NATURALISTICALLY-OBSERVED TV WATCHING AND DISENGAGEMENT AMONG COUPLES COPING WITH BREAST CANCER

Megan Robbins[1]
[1]University of California, Riverside

Fifty-two couples coping with breast cancer wore the EAR to acoustically sample their TV watching habits and completed the COPE to assess disengagement. Results revealed that watching TV without social interaction may be one way couples, particularly patients, disengage from the cancer experience.

B71

SADOMASOCHISM IS NOT JUST KINKY SEX

Brad Sagarin[1], Kathryn R. Klement[1], Ellen M. Lee[1], James K. Ambler[1], Sarah A. Hanson[2], Evelyn M. Comber[1], David Wietting[1], Michael Wagner[1], Valerie Burns[3], Bert Cutler[4], Elwood Reid[5]
[1]Northern Illinois University, [2]Georgia State University, [3]University of Wisconsin-Madison, [4]Tempe, AZ, [5]Vancouver, BC

We examine SM partners who would be unlikely sexual partners due to incompatible sexual orientations or monogamous sexual commitments. We then document a large-scale, non-sexual manifestation of sadomasochism: the "Dance of Souls", a 160-person ritual involving temporary piercings with weights or hooks attached and dancing to music provided by drummers.

B72

SADOMASOCHISM AS A PATH TO ALTERED STATES OF CONSCIOUSNESS

James K. Ambler[1], Ellen M. Lee[1], Kathryn R. Klement[1], Tonio Loewald[2], Brad J. Sagarin[1]
[1]Northern Illinois University, [2]Loewald New Media

We recruited sadomasochistic practitioners who identified as switches and randomly assigned them to either a top or a bottom role. We assessed dorsolateral prefrontal cortex function (via the Stroop task) and administered a flow questionnaire. Our results suggest that SM role causes role-specific altered states of consciousness.

Intergroup Relations

B73

CIVIL? WAR! THE CONSEQUENCES OF FRAMING CONFLICTS AS INTRAGROUP VS. INTERGROUP

James J. Katz[1], Nir Halevy[1]
[1]Stanford University

This research found that observers of conflicts perceive intragroup conflicts to be less interesting and harmful than intergroup conflicts. These perceptions cause observers of conflicts (men in particular) to be less likely to read about, raise awareness for or donate to ameliorate intragroup conflicts relative to intergroup conflicts.

B74

RELIGIOUS ADHERENTS SHOW IMPLICIT IN-GROUP FAVORITISM AND NEGATIVITY TOWARD ISLAM (EXCEPT FOR MUSLIMS)

Charles R. Ebersole[1], Brian A. Nosek[1]
[1]University of Virginia

We measured implicit and explicit preferences among religious groups (N>3000). Religious adherents showed implicit and explicit in-group favoritism, and, except for Muslim participants, relative negativity toward Islam. Religiously unaffiliated participants showed negativity toward Islam and Christianity explicitly, but actually favored Christianity implicitly.

B75

COLLEGE STUDENT SOCIAL IDENTITY SCALE

Courteny Denise Williamson[1], Yeonjeong Kim[1]
[1]Carnegie Mellon University

The authors developed a scale to measure social identity for college students. Part-time students had less of a student social identity than full-time students, and high amounts of hours working for a wage indicated less identification with being a student. Thus, time spent away from school decreased student social identification.

B76

EFFECTS OF FAMILIARITY WITH OUT-GROUP□FS GASTRONOMIC CULTURE ON PERCEPTION OF OUT-GROUP TRAIT AND ATTITUDE TO INTERGROUP BEHAVIOR.

Tomohiro Kumagai[1]
[1]Otsuma Women's University

Familiarity with foods of outgroup positively enhanced the perceived morality and sociality of outgroip member. And perceived morality increased Japanese's positive attitude to study in China, whereas sociality increased the positive attitude toward Chinese exchange students. These results indicated that perceived morality of outgroup is important to intergroup behavior.

B77

NO NEWS ISN'T GOOD NEWS FOR INTERGROUP ATTITUDES: EXPOSURE TO OUTGROUP MEMBERS THROUGH NEWS MEDIA PREDICTS IMPROVED INTERGROUP ATTITUDES

Amanda Sharples[1], Elizabeth Page-Gould[1]
[1]University of Toronto

A longitudinal diary study examined whether exposure to information about outgroups via news media (media contact) and interactions

with outgroup members (direct contact) predict daily fluctuations in intergroup attitudes. Results revealed that both media contact and direct contact independently predicted more positive intergroup attitudes.

B78
THE LIMITS OF RESPECT: AGE DIFFERENCES MODERATE THE IMPACT OF PHYSICIAN BEHAVIOR ON OBSERVERS' ATTITUDES

Stephanie McKee[1], Heather Smith[1], Marissa Georges[1]
[1]Sonoma State University

If an authority represents a shared social category, authority treatment predicts attitudes and behaviors more strongly than outcome favorability. If an authority represents a different category, outcomes predict behavior more strongly than treatment. We test this hypothesis within physician – patient interactions by manipulating physician age, treatment quality and outcome favorability.

B79
GENDER PROJECTION AND THE GLASS CLIFF PHENOMENON

Fabrice Gabarrot[1], Clementine Bry[2], De Oliveira Pierre[1], Joerg Dietz[3]
[1]Universite de Bourgogne, Dijon, France, [2]Universite de Savoie, Chambery, France, [3]University of Lausanne, Switzerland

We present three studies examining the influence of gender projection in the glass cliff phenomenon. Results show that projection of masculine and feminine traits to managers' prototype is moderated by the economic success of the company and that gender projection influences assessments of a prospective candidate.

B80
COMPARING DIRECT AND IMAGINED INTERGROUP CONTACT: WHAT IS MORE EFFECTIVE?

Paola Spagnol[1], Omayra Prampolini[2], Diletta Ronzoni[2], Loris Vezzali[2], Dino Giovannini[2], Sofia Stathi[3], Richard J. Crisp[4]
[1]Fourth Didactic Circle of Carpi Schools, [2]University of Modena and Reggio Emilia, [3]University of Greenwich, [4]University of Sheffield

We aimed to test the effects of positive metastereotype activation on anticipated enjoyment of a future intergroup interaction. Results revealed that activating positive metastereotypes (compared with a neutral condition) had positive effects, whereas anticipated enjoyment did not differ between the negative metastereotype and the neutral activation conditions.

B81
DRAWING POSITIVE INTERGROUP CONTACT:HOW TO REDUCE PREJUDICE SITO CONTACT AMONG PRESCHOOLER

Diletta Ronzoni[1], Chiara Sorzia[1], Omayra Prampolini[1], Paola Spagnol[2], Loris Vezzali[1], Richard J. Crisp[3], Sofia Stathi[4]
[1]University of Modena and Reggio Emilia, [2]Fourth didactict circle of Carpi Schools, [3]University of Sheffield, [4]University of Greenwich

In two studies we demonstrated that imagined contact (Crisp & Turner, 2012) can be successfully used among preschoolers. In both studies, children who drew a positive intergroup encounter displayed more positive intergroup behavioral intentions and stereotypes and revealed less bias in resource allocation than those in a control condition.

B82
METASTEREOTYPES AND INTERGROUP RELATIONS: THE ROLE OF VALENCE

Omayra Prampolini[1], Diletta Ronzoni[2], Paola Spagnol[3], Loris Vezzali[4], Dino Giovannini[4]
[1]Università of Modena e Reggio Emilia, [2]University of Modena and Reggio Emilia, [3]2Fourth Didactic Circle of Carpi Schools (IT), [4]1University of Modena and Reggio Emilia (IT)

We aimed to test the effects of positive metastereotype activation on anticipated enjoyment of a future intergroup interaction. Results revealed that activating positive metastereotypes (compared with a neutral condition) had positive effects, whereas anticipated enjoyment did not differ between the negative metastereotype and the neutral activation conditions.

B83
HIERARCHY AND HEALTH: EFFECTS OF RELATIVE STATUS, PARTNER DOMINANCE, AND EVALUATIVE THREAT ON PSYCHOPHYSIOLOGICAL RESPONSE DURING SOCIAL INTERACTION

Jenny M. Cundiff[1], Timothy W. Smith[1]
[1]University of Utah

We manipulated relative social status, dominant versus submissive behavior of an interaction partner, and the threat of negative social evaluation on cardiovascular and cortisol stress responses. Results provide support for the viability of interpersonal experiences as a mechanism linking hierarchy-related interpersonal experiences to health through and physiological reactivity.

B84
NEUROENDOCRINE AND EMOTIONAL RESPONSE TO WITHIN AND CROSS-GROUP SOCIAL INTERACTION

Sarah Ketay[1], Jessica Feliciano[1], Cassandra Goodyear[1]
[1]University of Hartford

This study examined the emotional and neuroendocrine response to within and cross-group social interactions. Participants were matched with an ingroup or outgroup partner based either on race or cultural orientation and completed a "fast friends" procedure. Results indicate an association between the amount of closeness attained and levels of salivary stress hormones.

B85
FALSE MODERATION AND FALSE POLARIZATION: DO OPPOSING PARTISANS SOMETIMES PERCEIVE EACH SIDE AS MORE MODERATE THAN IT REALLY IS?

Brett Mercier[1], Craig Blatz[1]
[1]MacEwan University

Past research has demonstrated a tendency to "false polarize," or see partisans on each side of an issue as holding more extreme positions than they actually do. Across several issues, we show that participants underestimate how strongly other people hold their position, demonstrating a false moderation effect.

B86
INTERGROUP CONTACT AND HUMANITY ATTRIBUTIONS: EVIDENCE FOR A BIDIRECTIONAL RELATIONSHIP

Dora Capozza[1], Gian Antonio Di Bernardo[1], Rossella Falvo[1]
[1]University of Padova

The present research provides evidence for a bidirectional relationship between intergroup contact and humanity perceptions. In two studies, we manipulated, respectively, contact (Study 1) and humanity attributions (Study 2); Moroccan immigrants were the outgroup. Results showed that contact ameliorates humanity perceptions and humanization fosters contact tendencies.

B87
CLOSE ENCOUNTERS WITH DISADVANTAGE: HOW PERSONALLY-EXPERIENCED DISCRIMINATION INFLUENCES INTRA-MINORITY ATTITUDES TOWARD SEXUAL MINORITIES

Maureen A. Craig[1], Jennifer A. Richeson[1]
[1]Northwestern University

An experiment with white women and analyses of a nationally-representative sample of Asian Americans found that perceived group-level discrimination faced by one's ingroup leads to more negative attitudes toward sexual minorities. Conversely, personally-faced discrimination does not increase bias (S1) and can yield more positive (S2) attitudes toward sexual minorities.

B88

RESPONSES TO INVITATION TO FRIENDSHIP BY RACIAL OUTGROUP MEMBERS

Matthew P. Deegan[1], Darren Agboh[1], Samuel L. Gaertner[1]
[1]University of Delaware

With White participants, 75% accepted an invitation to friendship by a White partner, while just 31% accepted an invitation by a Black partner, suggesting that dispelling pluralistic ignorance alone doesn't encourage intergroup friendship. Participants invited to friendship expressed less explicit bias than those who were positively evaluated or control participants.

B89

THE PREVALENCE AND IMPACT OF SEXISM, RACISM AND HOMOPHOBIA IN ONLINE GAMING ENVIRONMENTS.

Lindsey Alison Cary[1], Elizabeth Page-Gould[2]
[1]University of Toronto, [2]University of Toronto Scarborough

Videogames are an increasingly popular form of entertainment and offer gamers the ability to engage in anonymous bigotry with few consequences. Our research demonstrates that homophobia and racism are common in online game environments and are predictive of scores on the Homonegativity, Symbolic Racism and Ambivalent Sexism scales.

B90

ABSTRACT (VS. CONCRETE) CONSTRUAL INCREASES PSYCHOLOGICAL ESSENTIALISM

Jamie B. Luguri[1], Jaime L. Napier[1], John F. Dovidio[1]
[1]Yale University

Construal level was manipulated using a categorization task, and psychological essentialism was measured. Across three studies, thinking abstractly (vs. concretely) led people to increase their general levels of essentialism, their degree of genetic essentialism, and their essentialism of race. Increased essentialism mediated the relationship between abstractness and prejudice toward Blacks.

B91

TO DISCLOSE OR NOT TO DISCLOSE? THE CONSEQUENCES OF ADMITTING RACIAL BIAS

Johannes Parzonka[1], Sylvia Perry[1], John Dovidio[1]
[1]Yale University

What are the implications of people disclosing their racial bias to others? Results suggest that, even when level of prejudice is held constant, those who disclose (versus do not disclose) their racial bias receive more social distance from a partner and are perceived to be more prejudiced.

B92

COLONIAL MENTALITY AND ITS PREDICTIVE UTILITY

Rosa Hazel Delgado[1], Cynthia Willis-Esqueda[2], Sydney Gaylord[2]
[1]University of Nebraska-Lincoln, [2]University of Nebraska-LIncoln

We propose that colonial mentality can predict ideologies traditionally used in studies involving intergroup behavior. Confirmatory analyses for the colonial mentality scale indicated good item reliability and four scale factors. Colonial mentality predicted Social Dominance Orientation, essentialism and white identity, with differences in predictive utility for the four subscales.

B93

SEX OR GENDER? WHAT IS DISGUSTING ABOUT HOMOSEXUALITY?

T. Andrew Caswell[1], Jennifer Bosson[2]
[1]Gannon University, [2]University of South Florida

We sought to investigate what is disgusting about homosexuality. Participants reported greater disgust by a sex act, but not flirtatious behavior, when the participants were gay men than heterosexuals. These results suggest that heterosexual sexual acts are perceived as abnormal and unnatural when the participants are gay men.

B94

EFFECTS OF FOCUSING ON SIMILARITIES OR DIFFERENCES IN INTERRACIAL INTERACTIONS

Negin R. Toosi[1], Katherine W. Phillips[1]
[1]Columbia University

We examined the effects of highlighting interpersonal similarities or differences in dyadic interracial interactions. Discussing similarities resulted in higher ratings of perceived similarity only for same-race pairs; discussing differences led to increased perspective-taking only for cross-race pairs. Thus, outcomes of sharing similarities or differences depended on partner race.

B95

USING LABELS TO BREAK DOWN BARRIERS: SHARED GROUP MEMBERSHIPS EXPAND IMPLICIT GROUP BOUNDARIES

W. Anthony Scroggins[1], Diane M. Mackie[1]
[1]University of California, Santa Barbara

We were interested in determining whether making a shared group membership salient increases the degree to which Black targets are implicitly seen as ingroup members by non-Black participants. Results showed that Black targets labeled "Black UCSB student" were more strongly associated with the concept "ingroup" than Black targets labeled "Black".

B96

REAPPRAISAL RESULTS IN LESS ANTI-MUSLIM BIAS AFTER THE BOSTON BOMBINGS

Rachel Ray Steele[1], Brian Lickel[1]
[1]University of Massachusetts-Amherst

In a 3x2 experimental study emotion regulation style (Rumination, Reappraisal, Control) and timing of the Boston bombings (Before, After) interacted predicting anti-Muslim bias following a reminder of an attempted terrorist attack. Reappraisal decreased bias after the bombing compared to before. Bias did not differ in the rumination or control conditions.

B97

IDENTITY UNCERTAINTY AND GROUP IDENTIFICATION IN THE NESTED IDENTITY CONTEXT

Jiin Jung[1], Michael A. Hogg[1], Hoon-Seok Choi[2], Gary Lewis[3]
[1]Claremont Graduate University, [2]Sungkyunkwan University, [3]University of York

Drawing on uncertainty identity theory (Hogg, 2012), we explore the interplay of identity-related self-uncertainty at a superordinate and subgroup level and how this affects group identification and attitudes toward subgroup integration and separation. Identity uncertainty was measured and manipulated in the nested identity context of Korean reunification and Scottish independence.

B98

WALKING IN SOMEONE'S SHOES? THE EFFECT OF PERSPECTIVE-TAKING AND INGROUP SALIENCE ON PERCEPTIONS OF UNDOCUMENTED IMMIGRANTS.

Levi Adelman[1], Nilanjana Dasgupta[1]
[1]University of Massachusetts Amherst

Do perceptions of undocumented immigrants change if Americans reflect on their ingroup immigration history or take the perspective of undocumented immigrants? Reflecting on ingroup history increased negative reactions toward undocumented immigrants if participants also engaged in perspective-taking. Not reflecting on ingroup history had no effect on reactions regardless of perspective-taking.

B99

CONTROVERSY LEVEL OF INTERACTION CONTENT MODERATES COGNITIVE DEPLETION EFFECTS IN INTERRACIAL INTERACTIONS

Michael A. Olson[1], Kevin L. Zabel[1]
[1]University of Tennessee

The role of interaction content in interracial interaction outcomes (e.g., cognitive depletion) has received little attention. As expected, White individuals demonstrated greater cognitive depletion following an interaction with a Black (and not White) partner who violated established content preferences (Johnson et al., 2009) by broaching low vs. high controversial topics.

B100

DISTINCT EFFECTS OF IMAGINE-SELF VERSUS IMAGINE-OTHER PERSPECTIVE-TAKING ON PREJUDICE REDUCTION

Stacey Sasaki[1], Jacquie Vorauer[2]
[1]Columbia University, [2]University of Manitoba

We examined the effects of imagine-self versus imagine-other perspective-taking when instantiated in intergroup exchanges. As predicted, imagine-other perspective-taking hindered prejudice reduction whereas imagine-self perspective-taking did not. Negative implications of imagine-other perspective-taking were mediated by individuals' focus on how their own group is viewed rather than their view of the outgroup.

B101

GO GREEK OR GO HOME: GREEK VS. NON-GREEK PERCEPTIONS OF FAIRNESS

Amber L. Garcia[1], Devin B. Grandi[1]
[1]The College of Wooster

Greek and non-Greek participants (n=185) were randomly assigned to read one of two scenarios where a Greek or non-Greek organization was advantaged or disadvantaged. Results indicate that disadvantaged Greek members were more likely to perceive the outcome as unfair and report more negative emotions compared to disadvantaged non-Greek members.

B102

THE TIME-SPACE SOCIAL CHANGE CONTINUUM: THE EFFECT OF PSYCHOLOGICAL DISTANCE ON WILLINGNESS TO ENGAGE IN COLLECTIVE ACTION

Demis E. Glasford[1], Krystleynn Caraballo[1]
[1]John Jay College, City University of New York

The present research investigated whether psychological distance affects willingness to engage in collective action. Across two experiments, participants were less likely to engage in collective action for psychologically distant (space and time) events, relative to psychologically near events, which was explained by shifts in mental construal of the victim

B103

FAITH PRIME PRODUCES INTERGROUP FORGIVENESS AMONG TANGENTIAL GROUP MEMBERS

Henry A. Danso[1], Nathaniel Agudelo[1]
[1]Messiah College

We tested the idea that priming Christian faith would produce greater forgiveness following an intergroup apology. A 2 (Faith prime vs. No prime) x 2 (Sincere vs. Insincere apology) x 2 (High vs. Low group involvement) design revealed that faith prime produced higher forgiveness only among peripherally involved group members.

B104

A COMMON INGROUP IDENTITY INCREASES PERCEPTIONS OF WEIGHT DISCRIMINATION IN AMBIGUOUS SITUATIONS

Paula Brochu[1], Jillian Banfield[2], John Dovidio[2]
[1]Nova Southeastern University, [2]Yale University

This research examined the effectiveness of a common ingroup identity in increasing perceptions of weight discrimination in the hiring decisions of a human resources officer. Results revealed that a common ingroup identity increased perceptions of discrimination when participants saw ambiguous evidence of prejudice. Feelings of moral outrage mediated this effect.

B105

VOTER PERCEPTIONS OF POLITICAL CANDIDATES BEFORE AND AFTER THE 2012 PRESIDENTIAL ELECTION

Smrithi Prasad[1], Pranjal H. Mehta[1], Bethany Lassetter[1]
[1]University of Oregon

113 voters (62 Democrats, 33 Republicans and 18 Undecided voters) and their perceptions of Obama and Romney were tracked one day before, one day and one week after the results were declared. Results indicated that victory resulted in in-group favoritism, while loss resulted in in-group derogation and out-group favoritism.

B106

READ IT AND WEEP: FIRST-PERSON NARRATIVE VOICE HELPS HIGH-IDENTIFIED WHITES EMPATHIZE WITH A BLACK TARGET OF HISTORICAL RACIAL PREJUDICE WHEN THREAT TO WHITE IDENTITY IS MITIGATED

Janet J. Rha[1], Lisa K. Libby[1]
[1]Ohio State University

High- and low-identified Whites read a threatening or less threatening historical narrative about a Black target's experience of prejudice, in first-person or third-person voice. With threat, high-identifiers empathized with the protagonist less than low-identifiers regardless of voice. However, with mitigated threat, high-identifiers empathized equally to low-identifiers, with first-person voice.

B107

CLASS-BASED DEHUMANIZATION: THE ROLE OF HUMAN NATURE AND UNIQUELY HUMAN TRAITS

Pirita E. See[1], Kurt Hugenberg[1]
[1]Miami University

The current work investigated dehumanization and social class. Across three studies, middle-class participants dehumanized both poor and rich (vs. middle-class) people, ascribing more human nature traits to poor people, but more uniquely human traits to rich people. Dehumanization of the rich also predicted anti-rich policy endorsement.

B108

ALLPORT&[PRIME]S CONTACT HYPOTHESIS STILL PREVAILS: COMPARING THREE MODELS OF INTERGROUP CONTACT AT UNITED WORLD COLLEGE

Eva Susanne Brøgger Gabrielsen[1], Mark Snyder[1]
[1]University of Minnesota

91 high school students representing 59 countries were surveyed as part of a longitudinal project comparing three models of intergroup contact. Allport's Contact Hypothesis (equal status, common goals, intergroup cooperation, supportive authorities), with the addition of a friendship variable, provided the strongest model of intergroup anxiety and negative outgroup emotions.

B109

SCARCITY MAKES THE GROUPS FORM NARROWER: IN-GROUP BOUNDARY FORMATION AMONG HETEROSEXUAL PARTICIPANTS

Sierra Brooke Cronan[1], Allison A. Vaughn[1], Adam J. Beavers[1]
[1]San Diego State University

When resources are scarce people are less inclusive when creating in-groups. The current study tested the effect of resource scarcity on in-group boundary formation for heterosexuals. Following a priming procedure, participants in the scarcity condition categorized fewer faces as straight compared to those in the abundance condition.

B110

THE EFFECT OF THE PROTESTANT WORK ETHIC IDEOLOGY ON THE PSYCHOLOGICAL WELL-BEING OF MEMBERS OF THE YELLOWKNIVES DENE FIRST NATIONS BAND

Megan E. Cooper[1], Donald M. Taylor[1], Esther Usborne[1]
[1]McGill University

Although associated with positive outcomes for advantaged groups, endorsement of the protestant work ethic ideology (PWE) has been found to relate negatively with well-being among disadvantaged groups. The present study demonstrates this relation among a Native-Canadian population: high PWE endorsers reported significantly less well-being than low endorsers.

B111

THE INFLUENCE OF EXPERIENCE AND SOCIAL DOMINANCE ORIENTATION ON REDUCTION OF PREJUDICE TOWARDS PEOPLE WITH PHYSICAL DISABILITIES

Tierza Elizabeth Loskota[1], Kerry S. Kleyman[1]
[1]Metropolitan State University

The current study examined the influence that previous experience and an individual's social dominance orientation had on prejudice reduction towards people with physical disabilites. Participants were 191 undergraduate and graduate University students. A regression analysis demonstrated that experiences and SDO had an effect on current attitudes towards people with physical disabilities.

B112

CHIVALRY ISN'T DEAD: THE INSIDIOUS EFFECTS OF WITNESSING BENEVOLENT SEXISM ON WOMEN'S COGNITIVE PERFORMANCE

Carlos Oswaldo Garrido[1], Catherine A. Cottrell[2], Reginald B. Adams[1]
[1]The Pennsylvania State University, [2]New College of Florida

We investigated the effects of benevolent sexism in women who witnessed, but were not the direct targets of, a sexist event. We found that exposing women, but not men, to benevolent sexism led to cognitive performance deficits. We also found that benevolent sexist men were rated more favorably than men in a neutral setting.

B113

NAME BIAS IN COMPETENCE JUDGMENTS, HIRING DECISIONS, AND JUROR SENTENCING

Dushiyanthini (Toni) Kenthirarajah[1], Gregory M. Walton[1], Geoffrey L. Cohen[1]
[1]Stanford University

Names convey divergent social stereotypes about individuals within the same ethnic group. African Americans with stereotypical Black names were judged to be less competent and received harsher juror sentences than those with a White name. In hiring decisions, high-prejudice participants led to feel objective showed the name bias more.

B114

SYMBOLIC AND REALISTIC THREAT'S EFFECTS ON MORAL EXCLUSION ARE MODERATED BY SOCIAL DOMINANCE ORIENTATION AND RIGHT WING AUTHORITARIANISM

Dana C. Leighton[1], Regina A. Osif[2]
[1]Hendrix College, [2]Marywood University

Do perceived symbolic and realistic threats affect moral exclusion, and how do right wing authoritarianism (RWA) and social dominance orientation (SDO) moderate these effects? The present research found that symbolic and realistic threats predicted moral exclusion, and SDO and RWA moderated the effect of realistic threat and symbolic threat, respectively.

B115

REFLECTIVE GUILT: DAMAGING THE INGROUP IMAGE INCREASES GUILT

Peter Kardos[1], Emanuele Castano[1]
[1]New School for Social Research

People experience more guilt for negative behavior if it was committed in an intergroup (versus intragroup) context because it is perceived to reflect poorly on their ingroup (reflective guilt). This guilt is mediated by caused damage to the ingroup image (Study 1) and moderated by perceived ingroup entitativity (Study 2).

B116

GETTING PERSONAL: INTERPERSONAL CLOSENESS MODERATES INGROUP MEMBERS' EMOTIONAL RESPONSES TO STEREOTYPE-CONFIRMING BEHAVIOR

Ashley Hamilton-Johnson[1], Jessica Turner[1], Bianka Charity[1], Valerie Jones Taylor[1]
[1]Spelman College

The current research investigates whether interpersonal closeness with an outgroup member moderates Blacks' emotional responses after witnessing a fellow racial group member behave stereotypically. The results showed that participants who experienced high (v. low) interpersonal closeness with a White partner experienced less shame and anger following ingroup members' stereotype-confirming behaviors.

B117

BLACK WOMEN AT DOUBLE JEOPARDY IN PERCEPTIONS OF TEAM PARTICIPATION

Leigh Wilton[1], Diana Sanchez[1], Laura Quiros[2]
[1]Rutgers University, [2]Adelphi University

Beliefs about Black women's abilities to work in cooperative environments disadvantaged them in hiring decisions, a pattern consistent with double jeopardy. Compared to other demographic groups, Black women were evaluated as less agentic, likeable, warm, and contributing to a workteam, which was also expected to be less cooperative and lower-performing.

B118

RELIGIOUS ORIENTATIONS PREDICT UNIQUE PATTERNS OF PREJUDICE

Jeffrey A. Goodman[1], Cody Butcher[1], Hemapreya Selvanathan[1], Alex J. DeLaPena[1]
[1]University of Wisconsin - Eau Claire

We asked participants to complete measures of religious beliefs, quest, fundamentalist, and intrinsic religiosity, and prejudice toward several minority groups. Believers were more prejudiced than nonbelievers toward each group considered. Among believers, we observed expected and unexpected linear and quadratic relationships between specific religious orientations and specific prejudices.

B119

PROSPECTIVE CO-RUMINATION TENDENCIES AND ADJUSTMENT STYLE IN THE SUCCESSFUL DEVELOPMENT IN THE FIRST SEMESTER OF COLLEGE FRESHMEN

Kristen Ursino[1], Yanna Weisberg[1]
[1]Linfield College

Attachment type and co-rumination habit correlation will predict success in college adjustment, romantic and platonic relationships, and healthy personal habits.

B120

THE BENEFITS OF BEING AT THE TOP: HIGH STATUS, SELF-ESTEEM, AND STATUS LEGITIMIZING BELIEFS

Thomas J. Allen[1], Gregory M. Herek[1]
[1]UC Davis

Two experiments examined the relationship between self-esteem threat and endorsement of status legitimizing beliefs. Following self-esteem threat, high status group members were more likely to endorse both positive and negative beliefs associated with low status outgroups. These findings suggest self-esteem maintenance may contribute to maintaining status hierarchies.

B121

HOW MOTIVATION GUIDES PERCEPTION OF INDIVIDUALS WITH MULTIPLE SOCIAL IDENTITIES

Negin Ghavami[1]
[1]UCLA

How does motivation guide perception of individuals with multiple identities? Participants rated perceived similarity to their ethnic group, LGBs and LGBs of their own ethnic group and reported on their attitudes toward and friendships with LGBs. Positive attitudes toward and more friendships with LGBs predicted participants' similarity to same-ethnicity LGBs.

B122

PERCEPTUAL BIAS IN THREAT DISTANCE: THE ROLE OF IN-GROUP SUPPORT IN DEFENSIVE THREAT REGULATION

Joseph F. Cesario[1], Carlos Navarrete[1]
[1]Michigan State University

Whether people are alone or with their in-group was found to modulate perceptual biases regarding threat proximity. Participants perceived threatening out-groups as closer when participants were alone vs. surrounded by in-groups. This illustrates how motivated biases may benefit from consideration of the functional workings of defensive threat regulation systems.

B123

PERCEPTIONS OF OUTGROUP SUFFERING: CONNECTING EXTERNAL EXPLANATIONS TO COMPASSIONATE RESPONSES

Michael J. Gill[1], Michael R. Andreychik[2], Phillip D. Getty[1]
[1]LeHigh University, [2]Fairfield University

When will people experience compassion – rather than blame – toward outgroups associated with negative events? We propose that compassion begins when perceivers accept external explanations regarding the outgroup. Our novel contribution, supported across four studies, is to show that such explanations evoke compassion by increasing perceived suffering, independent of controllability perceptions.

B124

THE FRIENDS WE SEEK: IMPLICIT BIAS AS PREDICTOR OF INDIRECT CONTACT

Drew Sedar Jacoby-Senghor[1], Stacey Sinclair[1], Colin T. Smith[2]
[1]Princeton University, [2]University of Florida

Implicit outgroup bias predicts outgroup contact experiences, but may also relate to ingroup affiliation. We show that implicit anti-Black bias predicts Whites' affiliative responses toward White targets with Black, versus White, friends. Furthermore, this effect is mediated by perceived similarity to the target and reflected in participant's Facebook friendship networks.

B125

WHEN DOES EXTENDED CONTACT WORK BEST? CROSS-SECTIONAL AND LONGITUDINAL EVIDENCE

Anja Eller[1], Dominic Abrams[2], Angel Gomez[3]
[1]National Autonomous University of Mexico, [2]University of Kent, [3]UNED

Extended contact is a promising alternative when there are few opportunities for direct contact. Three field-based studies show that when direct contact is low (but not high), higher levels of extended contact predict lower prejudice and higher voluntary engagement with outgroup culture, both cross-sectionally and longitudinally

B126

EXAMINING THE INTERGROUP CONSEQUENCES OF PERSONAL BIAS AWARENESS

Sylvia Patrice Perry[1], Mary C. Murphy[2], John F. Dovidio[1], Johannes Parzonka[1]
[1]Yale University, [2]Indiana University Bloomington

Awareness of personal bias is considered a critical step in prejudice reduction. Four studies examined how individual differences in Whites' awareness of their racial bias (bias awareness) affected their intergroup attitudes and behavior. Intervention implications are discussed.

B127

THE MEANING OF NATIONAL IDENTITY ACROSS CULTURES AND SUBCULTURES IN THE UNITED STATES AND GERMANY

Johannes Kopf-Beck[1], Ruth Ditlmann[2], Nina Rouhani[3], Valerie Purdie-Vaughns[3]
[1]University of Konstanz, Germany, [2]WZB Social Research Center Berlin, [3]Columbia University

We investigated whether subgroups (recruited for political affiliation, religion, socio-economic status, age) subscribe to national identity norms in the US (ideology-based) and Germany (heritage-based). Normative national identity types were replicated, and a third disengaged-identity was found. Subgroups varied in their endorsement of national identity type with implications for immigrant integration.

B128

UNDERSTANDING COLLECTIVE ACTION THROUGH RELATIONSHIPS: A STUDY ON THE TURKISH 2013 UPRISING (OCCUPY GEZI)

İlker Dalğar[1], Burçin Cihan[1], Lotte Thomsen[2], Mark Brandt[3], Hans IJzerman[3]
[1]Middle East Technical University, [2]University of Oslo, University of Copenhagen, [3]Tilburg University

We investigated relationships between relational models, collective identity, and ideology and collective action during the early period of the 2013 Turkish uprising. The results showed that collective action was positively influenced by preferences for multi-group Communal Sharing, collective identity, and left-wing ideologies, but negatively related to preferences for Authority Ranking.

Mental Health/Well-Being

B129

THE SURPRISING EFFECTS OF DAILY EVENTS ON MEANING IN LIFE: FINDINGS FROM A DIARY STUDY

David Newman[1], John Nezlek[1], Todd Thrash[1], John Dombrowski[1]
[1]The College of William and Mary

We conducted a diary study to examine the relationship between daily events and meaning in life (MIL). Multilevel modeling analyses revealed that MIL was more strongly related to positive social events than to positive achievement events. Interestingly, overall, relationships between MIL and positive and negative events were equally strong.

B130

THE RELATIONSHIP BETWEEN HEDONIC WELL-BEING AND NATURE CONNECTEDNESS: A META-ANALYSIS.

Colin Capaldi[1], John Zelenski[1]
[1]Carleton University

A meta-analysis was conducted to examine the relationship between nature connectedness and hedonic well-being. Based on 30 samples (n = 8,496), this meta-analysis found a small but significant effect size (r = .19). Individuals who are more connected to nature tend to experience more positive affect, vitality, and life satisfaction.

B131

STRESS PROMOTES EGO-DEPLETION IN TYPE 2 DIABETES

Alexandre Castonguay[1], Marianne Michaud[1], Paule Miquelon[1]
[1]Université du Québec à Trois-Rivières

Research has shown that ego-depletion is promoted by stress and prevented by higher glucose level. Since type 2 diabetes is characterized by defective glucose regulation, it was proposed that perceived stress would predict situational ego-depletion even among people with type 2 diabetes. Results supported the proposed hypotheses.

B132

UNDERSTANDING CULTURAL DIFFERENCES IN SELF-REPORTED DISTRESS: THE MEDIATING ROLE OF PSYCHOLOGICAL FLEXIBILITY

Chad E. Drake[1], David J. Dalsky[2], Takashi Muto[3], Takashi Mitamura[4], Sam Kramer[1], Sarah Kertz[1]

[1]Southern Illinois University, [2]Kyoto University, [3]Doshisha University, [4]Kyoto-Bunkyo University

American and Japanese samples diverge on a variety of psychological constructs. The current study examined the mediating role of psychological flexibility on the association between culture and self-reported distress among a sample of 188 American and 223 Japanese undergraduate students. Results revealed a partial mediation of distress by psychological flexibility.

B133

BENEFITS OF PERCEIVED SOCIAL SUPPORT DURING THE COLLEGE TRANSITION

Tracey Riley[1], Alexandra Kirsch[1], Colleen Conley[1]

[1]Loyola University Chicago

The transition to the first year of college is a time of stress and upheaval. It is also a time of changing relationships with friends and family. The current study found familial support as a predictor of higher self-efficacy and self-esteem while friend support positively predicted resilience and life satisfaction.

B134

THE PERSONALITY CHARACTERISTICS OF SUPPORTIVE PEOPLE

Elizabeth Fles[1], Brian Lakey[2]

[1]University of Tennessee at Knoxville, [2]Grand Valley State University

We examined how recipients use information about support providers' personality to make support judgments. Participants rated important others on perceived support and personality. Providers were seen as agreeable, open, and emotionally stable. Recipients' biases to see providers as supportive corresponded with biases to see people as agreeable and open.

B135

IS EFFICIENCY OVERRATED?: MINIMAL SOCIAL INTERACTIONS LEAD TO BELONGING AND POSITIVE AFFECT

Gillian M. Sandstrom[1], Elizabeth W. Dunn[1]

[1]University of British Columbia

Every day we have opportunities to transform potentially impersonal, instrumental exchanges into genuine social interactions. In the current study, people who had a social interaction with a barista (i.e., smiled, had a brief conversation) experienced more positive affect than people who were as efficient as possible, possibly mediated by belonging.

B136

POSITIVE AFFECT AND MEANING IN LIFE AS PREDICTORS OF SELF-COMPASSION: THE MODERATING EFFECT OF AGE

Leigh Ann Vaughn[1]

[1]Ithaca College

This study tested the prediction that positive affect (PA) and meaning in life (MIL) would relate more strongly to self-compassion as a function of age. In our sample (N = 359, ages 18-78), PA and MIL related positively self-compassion, but MIL was a stronger predictor of self-compassion among older participants.

B137

OTHER FISH IN THE CYBERSEA: THE IMPACT OF TECHNOLOGY USE ON DIVORCE AND WELL-BEING ACROSS CULTURES

Jessica Erin Bodford[1], Virginia S. Y. Kwan[1]

[1]Arizona State University

We examined whether communication technologies buffer the detrimental influence of divorce on well-being. Findings suggest that technology serves as a proxy for social connection following divorce; however, because trust was positively related to well-being and Internet use, those who most benefit from these technologies may be unlikely to use them.

B138

STRESS-RELATED GROWTH, ACQUIRED RESILIENCE, AND PERCEIVED AVAILABLE SUPPORT: A LONGITUDINAL STUDY.

Makoto Nakayama[1], Toshikazu Yoshida[2], Jiro Takai[1]

[1]Nagoya University, [2]Gifu Shotoku Gakuen University

This longitudinal study examined the relationships between stress-related growth following interpersonal stress, acquired resilience, and perceived available support. Acquired resilience was positively correlated with stress-related growth; the interaction that included time was not statistically significant. Additionally, stress in December 2012 was negatively correlated with perceived available support in February 2013.

B139

RESIDENTIAL MOBILITY AND WELL-BEING AMONG GAY POPULATION

Yishan Xu[1], Shige Oishi[1]

[1]University of Virginia

Our study found a negative relationship between residential mobility and psychological well-being among gay individuals. When gay experienced more frequent moves as adolescents, they are more likely to present depression symptoms as adults and less likely to be satisfied to their current life.

B140

DO TIBETAN BUDDHIST MONKS AND NUNS HAVE HIGHER LIFE SATISFACTION THAN LAYPEOPLE?

Marcia J. Ash[1], John Dunne[2], Robert Wilson[1], Simine Vazire[1]

[1]Washington University in St. Louis, [2]Emory University

Tibetan life satisfaction was studied by administering the Satisfaction with Life Scale (SWLS) to Tibetan monks and nuns (N = 137), and laypeople (N = 94) living in exile in Dharamsala, India. Results indicate that monks and nuns scored significantly higher on the SWLS (were more satisfied) than laypeople.

B141

TEND-AND-BEFRIEND VS. FIGHT-OR-FLIGHT – THE COGNITIVE ARCHITECTURE OF SEX SPECIFIC STRESS RESPONSES

Apollonia Elisabeth Goll[1], Dagmar Stahlberg[1]

[1]University of Mannheim

This study investigates Taylor's tend-and-befriend (TB) theory with a lexical decision task. Women showed a higher accessibility of TB than men as a response to "stress". Furthermore, we found a higher TB than fight-or-flight stress response in women but no comparable differences in men and in a "cress" control condition.

B142

THE BELIEFS OF THE EVERYDAY HAPPINESS-SEEKER: DO LAY PEOPLE KNOW HOW TO IMPROVE THEIR HAPPINESS?

Christopher Deitrick[1], Jaime L. Kurtz[1]

[1]James Madison University

Undergraduate participants were surveyed on their beliefs about what they believe contributes to their everyday happiness, as well as whether or not happiness can be controlled. Results suggested that happier participants possessed more accurate knowledge about contributors to happiness, using more strategies that have received empirical support.

B143

SPECIFICITY OF EARLY LIFE ADVERSITY ON DEPRESSION: MEDIATING ROLE OF COPING RESOURCES AND COPING STYLE

Robert Gabrys[1], Kimberly Matheson[1], Hymie Anisman[1]

[1]Carleton University

Early life adversity is among the strongest predictors of vulnerability to depression. We found that the impact of early adversity on coping resources, coping style, and depressive symptoms was contingent on the nature of the adversity, with the most depressogenic being parental problems as well as emotional and sexual abuse.

B144

MAINTAINING WELLNESS AT THE WORKPLACE: MINDFULNESS AND PSYCHOLOGICAL NEED SATISFACTION AS PROTECTIVE FACTORS IN EMPLOYEE'S WELLBEING

Patricia P. Schultz[1], Christopher P. Niemiec[1], Nicole Legate[1], Geoffrey C. Williams[1], Richard M. Ryan[1]
[1]University of Rochester

Little research has specifically examined the role of mindfulness in organizations. This work shows that both mindfulness and managerial autonomy support are related to increased employee wellness. Interestingly, those highly mindful were less likely to feel need thwarted and the ill consequences associated with it, even in unsupportive managerial environments.

B145

INFORMING WOMEN THAT MEN PREFER WOMEN WITH BODY SIZES LARGER THAN THE THIN-IDEAL IMPROVES WOMEN'S BODY IMAGE

Brooks Harbison[1], Andrea L. Meltzer[1], James K. McNulty[2]
[1]Southern Methodist University, [2]The Florida State University

One source of women's body dissatisfaction appears to be society's reinforcement that men desire ultra-thin women. Two studies demonstrated that heterosexual women's body dissatisfaction decreased after being told that men prefer average-sized women over ultra-thin women. Accordingly, women may benefit from interventions that incorporate these findings.

B146

MULTILEVEL ANALYSIS OF VALUE CONGRUENCE AND PSYCHOLOGICAL WELL-BEING

Phuong Linh T. Nguyen[1], Alexandra N. Lord[1], Michael J. Strube[1]
[1]Washington University in St. Louis

Using an idiographic approach, participants reported greater anxiety from value violations when values were rated as important to both individuals and to society. This finding departs from that predicted by the traditional Edwards model (Edwards, 1994), which hypothesizes negative outcomes for any value incongruence, regardless of importance level.

B147

VARIABILITY IN PERCEIVED RESTORATION: THE ROLE OF VISUAL AND OBSERVER CHARACTERISTICS

Elyssa Twedt[1], Dennis R. Proffitt[2]
[1]University of Richmond, [2]University of Virginia

Participants rated the perceived restorative potential of environments that ranged from completely natural to completely built. Visual and observer characteristics were also measured for potential mediating relationships. The visual appeal of environments reliably predicted perceived restorative potential above and beyond environment category or naturalness. Furthermore, individual differences marginally influenced ratings.

B148

THE RELATION BETWEEN DEPRESSIVE SYMPTOMS AND REACTION TIME

Reeva Christine Morton[1], Natalie J. Shook[1], Amanda Costello[1], Cheryl B. McNeil[1]
[1]West Virginia University

The current study examined the extent to which depression is associated with reaction time to novel stimuli in an attitude formation task. Participants with higher levels of depression responded more slowly to novel stimuli than participants with lower levels of depression. Results have implications for understanding cognitive factors of depression.

B149

CONTEXTUAL STRESSORS, INTERNALIZATION, AND LIFE QUALITY OF MALE AND FEMALE EMERGING ADULTS

Vivian Tran[1], Benjamin Boyd[1], Scott Plunkett[1]
[1]Cal State Northridge

Multi-group SEM was conducted on self-report survey data from 1373 emerging adults; the results indicated a good fit. Specifically, higher perceived discrimination, maternal and paternal psychological control, and stress predicted greater depressive symptoms and brooding, which then predicted decreased quality of life for both men and women.

B150

BRIEF RECALL OF GRATEFUL INCIDENT ENHANCES EVALUATION OF PSYCHOLOGICAL WELL-BEING

Bobo Hi-Po Lau[1]
[1]The University of Hong Kong

This study reveals that recalling personal and transpersonal gratitude enhances evaluations of psychological well-being (e.g., contribution to other's welfare, mastery, and morality) among Hong Kong Chinese. The effect was moderated by trait gratitude and ambivalence in emotion expression. This result lends support to the pan-cultural effectiveness of gratitude intervention.

B151

WHY ME?: LOW-INCOME WOMEN'S POVERTY ATTRIBUTIONS, MENTAL HEALTH, AND SOCIAL CLASS PERCEPTIONS

Kristin D. Mickelson[1], Emily Hazlett[2]
[1]Kent State University, [2]NEOMED

Although we know a lot about poverty attributions at a societal level, we know little about personal poverty attributions. A community sample of low-income mothers finds that attributing one's poverty to having children and/or romantic relationships is strongly related to mental health and upward mobility beliefs.

B152

OBSESSED WITH BREASTS: THE EFFECTS OF APPEARANCE CONCERNS ON BREAST SELF-EXAM INTENTIONS

Harry Howland Pope[1], Amanda Glueck[1], Cathy R. Cox[1]
[1]Texas Christian University

This study examined whether women concerned with their appearance are more avoidant of breast self-examinations (BSEs) if breast cancer is associated with looking unattractive. Results demonstrate that high extrinsic self-esteem women are less interested in performing BSEs after reading brochures that show disfigurements resulting from breast cancer treatment.

B153

WHEN WHAT YOU SEE IS LITERALLY WHAT YOU GET: THE INFLUENCE OF OBSERVING DISCRIMINATION IN CHILDHOOD ON DEPRESSION IN AFRICAN-AMERICAN ADULT WOMEN

Courtney Heldreth[1], Christine Guardino[1], Jenessa Shapiro[1], Peter Shafer[2], Madeleine Shalowitz[3], Robin Lanzi[4], Latoya Sahadeo[5], Christine Dunkel-Schetter[1]
[1]University of California, Los Angeles, [2]New York Academy of Science, [3]Northshore University Health System, [4]University of Alabama at Birmingham, [5]North Carolina Department of Health and Human Services

We examined the possibility of experiencing the effects associated with personal discrimination when observing ingroup member discrimination. Using a community sample of African-American mothers, the present research explores how, similar to personal discrimination, observing discrimination can lead to higher levels of concurrent depressive symptoms at 1 month postpartum.

B154

THE MEDIATING ROLE OF SOCIAL INTERACTION AND TIME URGENCY IN THE RELATION BETWEEN DEPRESSIVE SYMPTOMS AND PHYSICAL ACTIVITY

Jesse Howell[1]

[1]Carleton University

Fatigue and anhedonia are usually considered the main barrier to exercise among depressed individuals. The present results suggest that this relationship is sequentially mediated by perceived lack of time, poor time management, excessive sedentary computer use, and perceived low levels of social benefits derived from exercise.

B155

COMMUNICATION INITIATION LINKS TO SYMPTOMS OF SOCIAL ISOLATION

Channah Rubin[1], Molly Bruckman[1], Mario Bourgoin[1], Ali Azarbayejani[1], Skyler Place[1]

[1]Cogito Corporation

This study examined the communication patterns that identify people as socially isolated. Results from a behavioral monitoring mobile phone study suggest social isolation may be best assessed through evaluation of communication initiation and diversity of social contact.

B156

THE IMPACTS OF STRESS AND NEUROTICISM ON THE EFFECTS OF CHILDHOOD TRAUMA ON DEPRESSION IN MEXICAN AMERICANS

Cory Knight[1], Kristin Wilborn[1], Willie Hale[1], Deborah Mangold[1]

[1]University of Texas at San Antonio

Exposure to trauma is a risk factor for the onset of depressive symptomatology in Mexican Americans. This study examines whether acculturative stress and neuroticism influence the relationship between trauma and depression in Mexican-Americans. Results suggest neuroticism and acculturative stress are risk factors determining whether trauma predicts depression in this minority.

B157

KEEPING UP WITH THE SIBLINGS: EXAMINING THE ASSOCIATION BETWEEN SIBLING'S INCOME AND LIFE SATISFACTION

Felix Cheung[1], Richard E. Lucas[1]

[1]Michigan State University

Using a nationally representative sample from Germany (N = 1762 sibling-dyads), the results showed that controlling for personal income, sibling's income is negatively associated with life satisfaction. This finding suggested that one's income relative to others matters, especially one's income relative to immediate others.

B158

PARADOXICAL EFFECTS OF THE LAY BELIEF ABOUT NEGATIVITY

Yuri Kwon[1], Joshua Fuller[1], Jongan Choi[1], Incheol Choi[1]

[1]Seoul National University

The present study examines how lay belief of negativity is related to well-being. Avoiding pain-lay belief is negatively correlated with actual happiness and this negative relationship is moderated by stress. Moreover, avoiding pain-lay belief decreases willingness to behave in challenging experiences when assigned to more negative information.

B159

IS MINDFULNESS A NON-JUDGMENTAL STANCE?

Kathryn C. Adair[1], Barbara L. Fredrickson[1]

[1]UNC Chapel Hill

We hypothesized that mindfulness would predict reduced biased judgments and facial reactivity, assessed by self-report and facial electromyography, respectively. As hypothesized, state mindfulness predicted reduced self-reported bias in ratings of social and non-social pictures, however, trait mindfulness predicted greater increases in positive facial reactions to positively valanced stimuli.

B160

SUSTAINED SUPPRESSION INTENTION FOILS DYSPHORIC INDIVIDUALS&[PRIME] DISTRACTION

Yosuke Hattori[1], Yoshihiko Tanno[1]

[1]The University of Tokyo

Previous research revealed that dysphoric individuals make sustained effort to suppress thoughts during distraction. We examined the possibility that the sustained suppression effort would mediate between depression and the failure of distraction by using a lexical decision task. Results suggest that the sustained suppression intention foils dsysphoric individuals' distraction.

B161

SITUATIONAL TIGHTNESS AND HAPPINESS: THE EFFECT OF TIGHTNESS PERCEPTIONS ON WELL-BEING

Jennifer Kim[1], Incheol Choi[1]

[1]Seoul National University

The relationship between perceived situational tightness and well-being is examined. Findings suggest that the tighter individuals perceive situations to be, the lower the levels of well-being in those situations. Furthermore, results indicate that chronically happier individuals are less sensitive to situational tightness than chronically unhappy individuals.

B162

THE IMPACT OF SOCIAL ANXIETY ON EMOTION RECOGNITION

Akane SUE[1], Haruto TAKAGISHI[2], Toshio YAMAGISHI[3]

[1]Department of Brain Sciences, Tamagawa University, [2]Tamagawa University Brain Sciences Institute, [3]Graduate School of Arts and Sciences, The University of Tokyo

The purpose of this study is to examine the impact of social anxiety on recognition of others' emotion. All participants completed the Liebowitz Social Anxiety Scale and the Reading the Mind in the Eyes test Asian version. Social anxiety was negatively correlated with emotion recognition only in younger people.

B163

FALSE POSITIVE-PSYCHOLOGY: POSITIVE INTERVENTIONS LACK CREDIBLE EVIDENCE OF EFFECTIVENESS

Julia McNeil[1], Ulrich Schimmack[1]

[1]University of Toronto

We used meta-regression analysis (Stanley, 2005) to examine bias in a meta-analysis of positive intervention studies (Sin & Lyubomirsky, 2009). Our results showed that the effect sizes reported in the original meta-analysis were inflated, and the bias-corrected effect sizes were not significantly different from 0.

B164

THE INFLUENCE OF THIN IDEAL MEDIA ON MALE VIEWER'S COGNITIONS AND PERFORMANCE

Amanda Baker[1], Dominique Perreault[1], Héloïse Sirois-Leclerc[1], Lisa Mask[2], Céline Blanchard[1]

[1]University of Ottawa, [2]Champlain College

The research evaluates the impact of exposure to idealized media images of the female body on mens body image preoccupations (i.e., cognition, performance) and explores how individual differences in motivation moderate the effects. The results show that socio-cultural factors may influence whether male viewers are preoccupied while completing a subsequent challenging mental task.

B165

PROFILES OF BODY IMAGE DISTURBANCE AND THEIR EXTERNAL CORRELATES

Zachary Fetterman[1], Kelly Stanek[1], Martin Sellbom[2], Alexa Tullett[1]

[1]University of Alabama, [2]Australian National University

The present study investigated body image disturbance (BID) using a person-centered approach to identify profiles of BID and related external criteria. Analyses revealed three BID severity profiles that

were associated with differences in important outcomes. Results suggest individuals with BID are distinguished by degree – but not content – of their symptoms.

B166

VETERAN & CIVILIAN CLIENTS' SUBSTANCE ABUSE TREATMENT OUTCOME TRENDS: 2007-2011

Chu Hsiao[1], Janetta Twerell[1], Keith Morgen[2], Dolores Paul[3]
[1]Samaritan Village, Inc., [2]Centenary College, [3]Adelphi University

A five-year trend analysis on veteran substance abusers in treatment and a comparison between veteran and civilian clients were conducted. A spike in mental health hospitalizations among veteran clients was detected in 2011. Additionally, veteran clients completed more treatment goals and stayed in treatment longer than civilian clients.

B167

STORM EXPOSURE AND RESILIENCY

Jerome Lewis[1], Melike Eger[1], James Hamilton[1], Ian Sherwood[1]
[1]The University of Alabama

We looked for evidence of post-traumatic growth in persons who experienced a significant natural disaster. Though little evidence of growth was found, we found that those who were most affected by the storm were most likely to mobilize social support, which in turn led to positive psychological outcomes.

B168

FACEBOOK PARADOX? EFFECTS OF FACEBOOKING ON SOCIAL RELATIONSHIPS AND PSYCHOLOGICAL WELL-BEING

Xiaomeng Kate Hu[1], Andrew Kim[1], Nicholas Siwek[1], David Wilder[1]
[1]Department of Psychology, Rutgers University

Intensive Facebooking was positively associated with users' online social relationship satisfaction (SRS) and psychological well-being (PWB), but negatively predicted offline SRS. Facebooking affected neurotics' PWB through both online and offline SRS; extraverts only through offline SRS. Whether Facebooking was conducive or detrimental to PWB depended on personality and social context.

B169

INTEREST IN MINDFULNESS BASED STRESS REDUCTION (MBSR) PROGRAMS

Kathleen DeSales Burke[1], Baldwin Way[1]
[1]The Ohio State University

Are there individual difference variables that might affect interest in MBSR? Based on an online survey of 235 Americans, political ideology was found to predict interest in MBSR, while religiosity did not. Liberals were more interested in MBSR than conservatives.

B170

EXPLAINING SOCIAL INEQUALITIES IN MENTAL HEALTH: CAN MATERIALISM HELP?

Tasha Stehling-Ariza[1]
[1]Columbia University

This study indirectly tests the hypothesis that the positive income-mental health association is driven by the psychological consequences of social comparison. Materialism, if associated with a greater sensitivity to negative comparisons, should moderate this association. Materialism and income were independently associated with well-being; however, no significant interaction was observed.

B171

"I LOVE BOOBIES": THE INFLUENCE OF SEXUALIZED BREAST CANCER CAMPAIGNS ON FEELINGS OF OBJECTIFICATION

Erin Ann VanEnkevort[1], Katrina Fazelimanesh[1], Trevor Swanson[1], Cathy R. Cox[1]
[1]Texas Christian University

From the perspective of objectification theory, sexy breast cancer campaigns can be detrimental to women's health to the extent that they raise concerns about the body. The present study found that women reported greater feelings objectification after seeing an "I Love Boobies" breast cancer t-shirt compared to a neutral one.

B172

HOW FACEBOOK HELPS AND HARMS YOU: A NETWORK ANALYSIS OF SOCIAL SUPPORT VIA FACEBOOK

Dusti Jones[1], Matthew Chavez[1], Lanen Vaughn[1]
[1]Western Washington University

This study examines the relationship between Facebook use, social support, and well-being via network analysis. More frequent activity and friends with high Facebook activity are associated with lower levels of social support. Having more Facebook friends, lower network path length and lower network diameter are associated with higher social support.

B173

ENVY AND DEPRESSION IN SOCIAL ONLINE NETWORKS

Helmut Appel[1], Jan Crusius[1], Alexander L. Gerlach[1]
[1]University of Cologne, Germany

In an online study depressed subjects responded with higher envy levels than healthy subjects when faced with Facebook profiles, particularly attractive ones. Feelings of inferiority and low self-esteem suggested a crucial role of social comparison processes, which is relevant to social online networks that usually contain high comparison standards.

B174

HIERARCHICAL STRUCTURE OF PERSONALITY PROBLEMS

Michael Joseph Boudreaux[1], Daniel Ozer[1]
[1]University of California, Riverside

This research examines the factor structure of intra- and interpersonal problems. Principle components analyses of intrapersonal problems identified four dimensions, labeled "Internalizing," "Externalizing," "[Lack of] Self-Direction," and "Distractibility." For interpersonal problems, four dimensions were also identified, labeled "Avoidant," "Overly Nurturant," "Vindictive," and "Controlling."

B175

MINDFULNESS, CHARACTER STRENGTHS, AND WELL-BEING

Emily Lykins[1]
[1]Eastern Kentucky University

Self-report data suggests that while both dispositional mindfulness and character strengths predict improved psychological functioning, character strengths are not a mechanism of the mindfulness/well-being relationship. However, experimental data suggests that utilization of character strengths, whether matching signature strengths or not, improves well-being even for those quite mindful and psychologically well.

B176

SELF-PRESENTATIONAL AUTHENTICITY AND PSYCHOLOGICAL WELL-BEING

Dina Gohar[1], Mark Leary[1], Phil Costanzo[1]
[1]Duke University

Participants presented themselves to four targets with distinct interpersonal preferences. The degree to which participants' self-presentations both varied across targets and were consistent with their private self-ratings was moderated by self-monitoring and Machiavellianism but not by self-esteem or behavioral authenticity. Moreover, greater self-presentational authenticity uniquely predicted greater psychological and interpersonal well-being.

B177

ROUTINES AND HABITS (EVEN BAD ONES) RELATE POSITIVELY TO MEANING IN LIFE

Samantha J. Heintzelman[1], Laura A. King[1]
[1]University of Missouri, Columbia

A series of studies demonstrate a positive relationship between routines, habits, and meaning in life (MIL). MIL was positively associated with routinization, independent of mindfulness. Reports of habitual television watching and cigarette smoking also predicted

MIL. Even undesirable behaviors relate to MIL when they are embedded in regularity.

B178
DO MORE BARRIERS MEAN BETTER PHYSICAL HEALTH? THE IMPORTANCE OF MENTAL HEALTH PREDICTORS INFLUENCES BETTER PHYSICAL HEALTH FOR AFRICAN AMERICANS

Christian A. Bonilla[1], Brian Eiler[2], Farrah Jacquez[2], Rachel Kallen[2]
[1]Morgan State University, [2]University of Cincinnati

The current study aimed to identify predictors of physical and mental health outcomes for African Americans (N = 129). Our results suggest that while African Americans encounter barriers to positive physical and mental outcomes, having strong ethnic group identification, combined with significant other support and spirituality, can override health disparities.

B179
INCREASED ALCOHOL EXPECTANCIES MAY INFLUENCE ALCOHOL CONSUMPTION HABITS

Laura Ann Bierstedt[1], Miguel Moreno[1]
[1]Texas A&M University Corpus Christi

Shy individuals often self-medicate with alcohol to combat social discomfort, perhaps more than their non-shy counterparts. Participants completed the Revised Cheek and Buss Shyness Scale and Comprehensive Effects of Alcohol Questionnaire. Results indicated that high-shy individuals may have greater expectations than low-shy individuals, suggesting increased potential for future alcohol abuse.

B180
MINDFULNESS AS A PROTECTIVE FACTOR THAT BUFFERS THE RELATIONSHIP BETWEEN PHYSICAL ACTIVITY PERCEIVED AS A SOCIAL AND TIME-RELATED OPTIONAL COST AND INTERNALIZING SYMPTOMS IN LATE ADOLESCENTS

Dave Miranda[1], Amélie Morinville[1], Camille Blais-Rochette[1]
[1]University of Ottawa

The relationship between physical activity perceived as a social and time-related optional cost and internalizing symptoms was moderated by mindfulness among 330 late adolescents. Results indicated that physical activity perceived as an optional cost was associated to more internalizing symptoms when mindfulness was low but not when it was high.

B181
IS BEING RELIGIOUS A PSYCHOLOGICAL BLESSING OR A BURDEN? IT DEPENDS ON HOW AUTHENTIC YOU ARE.

Brian M. Goldman[1], Jamal El-Amin[1], Samuel J. Maddox[1]
[1]Clayton State University

The current studies explored dispositional authenticity as a prospective moderator of the relationship between religiosity and healthy psychological and interpersonal adjustment. As hypothesized, authenticity scores were predictive of varied patterns of adjustment among highly religious persons- of which the least healthy adjustment was experienced by those with low authenticity levels.

B182
PEOPLE WHO PRIORITIZE POSITIVITY WORK HARDER FOR PLEASANT EVENTS

Lahnna I. Catalino[1], Christian Waugh[2], Barbara Fredrickson[3], Lindsay Wright[3], Zainab Shams[3]
[1]University of California at San Francisco, [2]Wake Forest University, [3]University of North Carolina at Chapel Hill

Are people high in prioritizing positivity – the tendency to organize life to include frequent experiences of positivity – more motivated to experience pleasant states? We discovered that when provided with the option of viewing humorous versus non-humorous cartoons, people high in prioritizing positivity exerted more effort to view humorous cartoons.

B183
NEW FRONTIERS IN THE REAL-WORLD DISSEMINATION OF POSITIVE PSYCHOLOGICAL INTERVENTIONS

Acacia Christina Parks[1]
[1]Hiram College

This poster reports initial efficacy findings from an interactive web-based positive psychological intervention (PPI) designed to maximize user engagement; in these data, we find not only compelling efficacy for this intervention, but also high rates of user compliance and retention that exceed those typically observed in online interventions.

B184
A FOCUS ON OTHERS IS A FOCUS ON YOURSELF: THE HEDONIC BENEFIT OF OTHER-FOCUS

Kristin Layous[1], Sonja Lyubomirsky[1]
[1]University of California, Riverside

Two studies, in two cultures, show that specific types of happiness-increasing activities – those that prompt people to focus on others (rather than themselves) – were effective in increasing happiness. This "other-focus" in happiness interventions may answer concerns that the effortful pursuit of happiness prompts self-focus and can therefore undermine happiness.

B185
BRACING, BAD NEWS, AND THE BAR: SELF-CONSTRUAL ABSTRACTNESS AND BRACING FOR POTENTIAL BAD NEWS

Arezou Ghane[1], Kate Sweeny[1], John A. Updegraff[2]
[1]University of California, Riverside, [2]Kent State University

We examined self-views (self-construal abstractness; SCA), bracing, and expectations in a study of law graduates awaiting results on the bar exam. SCA did not predict bracing in participants who expected to fail. However, among participants who expected to pass, SCA predicted bracing such that those with low SCA braced more.

B186
DON'T WORRY, SELF-DISTANCE: THE EFFECTS OF SELF-DISTANCING FROM FUTURE WORRIES AND ONGOING STRESSORS

Maya M. Kuehn[1], Louis A. Penner[2], Ethan Kross[3], Ozlem Ayduk[1]
[1]University of California, Berkeley, [2]Wayne State University & Karmanos Cancer Center, [3]University of Michigan, Ann Arbor

Prior work has established that self-distancing fosters a higher construal level, which aids in processing past emotional experiences. We demonstrate that self-distancing while contemplating future worries or ongoing stressors also carries benefits for emotional, perceptual, and other-oriented outcomes, including buffering highly-anxious parents from experiencing anxiety during their children's cancer treatments.

B187
LAY THEORIES OF CAUSALITY, COUNTERFACTUAL REFLECTION, AND THE FEELING OF MEANING.

Elizabeth Seto[1], Joshua A. Hicks[1], William Davis[1], Rachael Smallman[1]
[1]Texas A&M University

Three studies examined whether lay theories of causality moderated the relationship between counterfactual reflection and meaning-making. Studies 1 and 2 found that greater free will beliefs interacted with counterfactual reflection to increase the meaningfulness of life events. Study 3 found fate beliefs similarly interact with counterfactual reflection to increase meaning.

B188
THE EXISTENTIAL BENEFITS OF EMOTIONAL UNDERSTANDING: EXPLORING THE RELATIONSHIP BETWEEN TRAIT META-MOOD AND PERSONAL MEANING IN LIFE

Andrew A. Abeyta[1], Clay Routledge[1], Jacob Juhl[1]
[1]North Dakota State University

Individual differences in the ability to reflect on, understand, and regulate one's emotion is referred to as trait meta-mood. Three studies

explored the relationship between trait meta-mood and meaning in life. The findings suggest that reflective emotional processes may be important for experiencing meaning and successfully coping with meaning threats.

B189

LIFE IS GOOD IF YOUR GOALS ARE ABOUT THE FOREST, BUT NOT IF THEY'RE ABOUT THE TREES.

Kenneth E. Vail III[1], Jamie Arndt[1]
[1]University of Missouri

Construal level and goal orientation appear to be jointly related, and that relationship may influence perceived well-being. Five studies revealed that perceived well-being is best facilitated when focused on intrinsic goals, making abstract cognitive construals, or both, but not when focused on concrete details and extrinsic goals.

B190

PROTOTYPICAL EXPERIENCES AS A CUE TO COLLECTIVE IDENTITY FOR RECENTLY DEPLOYED VETERANS

Brooke Allison Lewis Di Leone[1], Joyce Wang[2], Nancy Kressin[3], Dawne Vogt[4]
[1]Center for Health Equity Research and Promotion, [2]Massachusetts Veterans Epidemiology Research and Information Center, VA Boston Healthcare System, [3]VA Boston Healthcare System and Boston University School of Medicine, [4]National Center for Posttraumatic Stress Disorder

In a national survey of recently deployed veterans, participants reported their veteran identity centrality, positive regard for veteran identity, and key experiences, such as combat, sexual harassment, and PTSD and depression symptomatology. These prototypic experiences were positively associated with identity centrality, but negatively associated with positive regard for veteran identity.

B191

LATENT PROFILE ANALYSIS OF ENDORSED AND ANTICIPATED STIGMA IN OEF/OIF VETERANS

Annie B. Fox[1], Dawne Vogt[1]
[1]National Center for Posttraumatic Stress Disorder

We conducted an LPA on a sample of OEF/OIF Veterans and identified four different patterns of endorsed and anticipated stigma. We then examined rates of mental illness and treatment seeking within each subgroup. Higher levels of endorsed stigma were positively related to mental illness and negatively related to treatment seeking.

B192

"DON'T BE DOWN; MAN UP!": MANHOOD, MENTAL HEALTH, AND PERCEIVED GENDER STATUS LOSS

Joshua Guy Lenes[1], Jason I. Chen[1], Kenneth M. Michniewicz[1], Jennifer K. Bosson[1]
[1]University of South Florida

A series of studies explored the associations among gender status loss, the gender-typicality of mental disorders, and resulting distress from such a diagnosis. This work extends other theoretical perspectives surrounding men's mental health issues (i.e. self-stigma) by identifying gender status loss as a potential mechanism that may underlie help-seeking intentions.

B193

SLEEP PROBLEMS IN THE DIGITAL AGE: NEUROTICISM, IMPULSIVITY, AND PROBLEMATIC INTERNET USE

Anne D. Herlache[1], Zlatan Krizan[1]
[1]Iowa State University

The role that accessibility of communication technology plays in the link between individual differences and sleep problems has so far gone unaddressed. In response, we reveal problematic internet use as a tie between personality traits (neuroticism and impulsivity) and sleep disturbance (e.g., nighttime awakenings, discomfort, and bad dreams).

B194

SELF-ENHANCEMENT EXPLAINS THE LIBERAL-CONSERVATIVE HAPPINESS GAP

Sean P. Wojcik[1], Peter H. Ditto[1]
[1]University of California, Irvine

Three studies examined whether differing self-assessment styles explained the liberal-conservative "happiness gap". Multiple self-enhancement measures mediated the ideological happiness gap. Additionally, conservatives were more sensitive than liberals to the experimental manipulation of self-enhancement motivation when reporting SWB, suggesting that differences in SWB may actually reflect differences in self-enhancing self-assessment styles.

B195

HOW THE ELEPHANT IN MY NEIGHBORHOOD HURTS MY HAPPINESS: IDEOLOGICAL FIT AND WELL-BEING

Matt Motyl[1]
[1]University of Virginia

We found that ideological fit – the similarity between individuals' ideologies and their communities' ideologies – predicted increased well-being, gratitude, and belonging and decreased guilt and shame. In a second study, ideological fit was manipulated and increased belonging and SWB. Belonging mediated the relationship between ideological fit and SWB.

Person Perception/Impression Formation

B196

APPEARANCE-BEHAVIOR CONGRUITY IMPACTS SOCIAL JUDGMENTS AND MEMORY ACROSS AGE

Brittany S. Cassidy[1], Angela H. Gutchess[1]
[1]Brandeis University

We examined how the congruity of appearance- and behavior-derived impressions influences cognition across age. Across age, congruent over incongruent face-behavior pairs were judged more extremely and were better remembered. Congruity-related age differences emerged when considering different social judgments, suggesting that aging impacts how appearance-behavior congruity guides varying social decisions.

Personality Processes/Traits

B197

WHEN THINKING FEELS LIKE DOING: FAITH IN INTUITION MODERATES RESPONSES TO IMAGINED MORAL TRANSGRESSIONS

Sarah Harrison[1], Laura King[1]
[1]University of Missouri-Columbia

Participants completed a measure of reliance on intuitive processing and imagined writing an email that contained a lie or routine information. Intuitive processing moderated the effects of condition, such that people high in intuition had increased valuations of hand sanitizer in a hypothetical shopping task after imagining lying.

B198

THE PERCEPTION OF DECEPTION: THE INFLUENCE OF PERSONALITY TRAITS ON LIE DETECTION ACCURACY

Celina R. Furman[1], James W. Fryer[2], Arlene M. Stillwell[2]
[1]University of North Carolina at Wilmington, [2]State University of New York at Potsdam

The present study investigated the relations between personality facets and the ability to accurately determine if another person is telling the truth. Results suggest that various facets of traits may play a role in our susceptibility to the truth bias, our judgment confidence, and our ability to accurately detect deception.

B199

THE RELATIONSHIP BETWEEN CONSCIENTIOUSNESS AND PHYSICAL HEALTH

Olivia E. Atherton[1], Brent W. Roberts[2]
[1]University of California Davis, [2]University of Illinois Urbana-Champaign

This study examines how conscientiousness is related to both self-report and objective measures of health. We replicated the finding that conscientiousness is related to self-reported measures of health, but found no relation between conscientiousness and physical health indices. These results and further analyses explore specific implications for personality and health.

B200

ACTING OUT OF CHARACTER: RELATIONS WITH HEALTH AND WELL-BEING

Sanna Balsari-Palsule[1], Brian Little[1]
[1]University of Cambridge

Individuals vary their personality (act "out of character") in order to advance their personal goals. The present study demonstrated the consequences of enacting Big-Five personality traits and behaviour on individual's affect, physical health and well-being. Implications for trait-specific coping mechanisms to mitigate negative consequences from acting «out of character» are discussed.

B201

HOW DOES NEUROTICISM IMPACT INTERPERSONAL PATTERNS OF FRIENDLINESS CORRESPONDENCE?

Kelly McDonald[1], Pamela Sadler[1], Erik Woody[2]
[1]Wilfrid Laurier University, [2]University of Waterloo

Does target neuroticism moderate the interpersonal finding that friendliness begets friendliness and hostility begets hostility? We examined this question and whether the target's context (imagined vs. real)impacted this pattern. We find that imagined interactions with neurotic targets enhanced this typical finding, whereas real interactions with neurotic targets diminished it.

B202

PERSONALITY AND THE PREDICTION OF STUDENT ENGAGEMENT

Kristina Mouzakis[1], Daniel J. Ozer[1]
[1]UC Riverside

Student engagement is an important component of successful adaptation to the university environment. The present study utilizes the Five-Factor Model of personality to predict academic and social engagement in an undergraduate sample. Extraversion, conscientiousness and agreeableness predicted academic engagement, while (low) neuroticism and extraversion predicted social engagement.

B203

PERSONALITY CORRELATES OF EXECUTIVE FUNCTIONS: AN INVESTIGATION USING LATENT VARIABLES

Alex Rautu[1], Colin G. DeYoung[1]
[1]University of Minnesota

Across two studies, we tested the relationship between personality traits (the Big Five, Effortful Control, impulsivity) and 3 executive functions assessed as latent variables (working memory, task switching, response inhibition). Associations with personality were found for response inhibition and working memory, but the results diverged between study 1 and 2.

B204

SUPPORT SEEKING IN RESPONSE TO STRESS: PERSON-LEVEL MODERATORS, CONTEXTUAL FACTORS, AND THE ROLE OF ONLINE VENUES

Sean Chandler Rife[1], Kathryn A. Kerns[1], John A. Updegraff[1]
[1]Kent State University

Using a daily diary method, we investigated the role personality and situational factors play in determining the relationship between stress and support seeking. Extraversion, social network size, rejection sensitivity, and the nature of a given stressor all moderate the relationship between stress and support seeking.

B205

TRAIT VARIABILITY FOR INDIVIDUALS WITH PERSONALITY DISORDERS: A FREQUENCY-BASED APPROACH

Carol Tweten[1], Gina M. Sacchetti[1], Sunde Michele Nesbit[1]
[1]University of Northern Iowa

We investigated within-person trait variability for those reporting symptoms of two personality disorders, using a sample recruited from mTurk. As expected, those reporting characteristics of Borderline and Antisocial Personality Disorders showed more variability in personality traits across situations. This study provides additional support for use of frequency-based measurement of traits.

B206

PHYSICAL SCIENCE, POSITIVE THINKING, AND PERSISTENCE: AN INVESTIGATION OF THE FACTORS EXPLAINING THE ASSOCIATION BETWEEN OPTIMISM AND STEM MAJOR PERFORMANCE AND RETENTION

Kimberly K. McAdams[1], Louis S. Nadelson[1], Julie R. Anthony[1], Sarah Coon[1], Melissa Hughes[1], Michael Martindale[1]
[1]Boise State University

Optimism and coping were found to be associated with STEM (science, technology, engineering, mathematics) major performance. Optimism positively related to coping, current grade, and predicted final grade. Coping mediated the association between optimism and predicted final grade.

B207

NARCISSISM AND THE USE OF PERSONAL PRONOUNS REVISITED

Angela L. Carey[1], Melanie Brucks[1], Albrecht C. P. Küfner[2], Nick Holtzman[3], Fenne große Deters[4], Mitja D. Back[2], Brent Donnellan[5], James W. Pennebaker[6], Matthias R. Mehl[1]
[1]University of Arizona, [2]University of Müenster, [3]Georgia Southern University, [4]Free University of Berlin, [5]Michigan State University, [6]University of Texas at Austin

Previous research has operationalized narcissism through the use of first-person singular self-referencing (I-talk). We conducted a large scale (N = 4,836) investigation that examined the association between narcissism and increased I-talk across different communication contexts. Results indicate that narcissism is robustly unrelated to the use of first-person singular.

B208

PSYCHOLOGICAL TYPE PREFERENCES OF MA IO PSYCHOLOGY STUDENTS

Jerome Tobacyk[1], Deann Arnold[1], Bharati Belwalkar[1], Christopher Castille[1], Amy Frost[1], Stephanie Murphy[1], Victoria Smoak[1]
[1]Louisiana Tech

Psychological type preferences of 301 MA IO psychology students were compared to norms. As hypothesized, significantly more of the IO students reported preferences for Extraversion, Intuition, and Thinking than expected from norms. Findings supported Attraction-Selection-Attrition theory. Students whose preferences appear a better fit with the IO major were overrepresented.

B209

ACTIONS ARE WHAT THEY DO: IDENTIFYING TRAIT-RELEVANCE THROUGH ACTION EFFECTS

Cory Kennedy Costello[1], Dustin Wood[1], William Tov[2]
[1]Wake Forest University, [2]Singapore Management University

Multiple theories hold that traits describe how individuals tend to act, but less is known about which actions should be characterized as trait-relevant and why. We propose that the trait-relevance of an action can be established by its expected effects. Expected effects predicted trait-relevance ratings, providing support for this approach.

B210

EVIDENCE FOR THE SPONTANEOUS ACTIVATION OF WORRIES AMONG CHRONIC SELF-HANDICAPPERS

Sean M. McCrea[1], Matthew T. Crawford[2]
[1]University of Wyoming, [2]Victoria University Wellington

We examined whether those prone to self-handicap spontaneously worry when encountering a performance. Participants completed the self-handicapping scale, a scrambled-sentence task priming performance or not, and an implicit measure of worry. Among high (but not low) SHS individuals, performance primes increased the accessibility of worries compared to neutral primes.

B211

DO STRESS AND WELL-BEING MEDIATE THE RELATION BETWEEN CONSCIENTIOUSNESS AND HEALTH?

Jing Luo[1], Brent Roberts[1]
[1]University of Illinois at Urbana-Champaign

Previous research indicates that conscientiousness improves health through either implementation or inoculation factors. In this study, participants completed questionnaires assessing conscientiousness, perceived stress, well-being, and physical health. The results suggested that perceived stress and well-being, as inoculation and implementation factors, mediated the association between conscientiousness and health separately and simultaneously.

B212

SELF-REPORTS OF PRE-DISASTER ILLNESS AND TRAUMA HISTORY PREDICT SEEMINGLY RANDOM TORNADO-RELATED EXPERIENCES

Steven Allon[1], Ian Sherwood[1], Rebecca Thompson[2], James C. Hamilton[1]
[1]University of Alabama, [2]University of California - Irvine

Self-reports of traumatic experiences are frequently assumed true without verification. Our study explores the influence of psychological characteristics on self-reports of trauma exposure from a randomly occurring natural disaster (tornado). Prospectively measured medical problems and retrospectively measured reports of pre-tornado trauma history predict subjects' reports of random disaster experiences.

B213

TRANSIENT MEASUREMENT ERROR: RELEVANCE TO DIVERSE POPULATIONS AND MULTIPLE RESEARCH DOMAINS

Sean Potter[1], Michael Chmielewski[1]
[1]Southern Methodist University

250 community participants completed several social, personality, and I/O measures twice over a 1-week interval to assess levels of transient measurement error. Results demonstrate that transient measurement error is present across a wide variety of measures commonly used in many areas of psychology and is not limited to undergraduate samples.

B214

TRAIT SELF-REINFORCEMENT EXPLAINS UNIQUE VARIANCE IN ATTENTION, MEMORY, AND WELL-BEING.

Jannay Morrow[1], Laura K. Smith[1]
[1]Vassar College

Across studies, self-reinforcement (Heiby, 1982) predicted memory, coping, and well-being. For example, self-reinforcement predicted decreased selective attention toward threat, depression, anxiety, and avoidance, as well as increased memory specificity, cognitive flexibility, equanimity, and life-satisfaction. These effects were not subsumed by the other traits examined (e.g., self-compassion, internal control, rumination).

B215

WHAT INFLUENCES LEVELS OF TRANSIENT MEASUREMENT ERROR?

Michael Chmielewski[1], Sean Potter[1]
[1]Southern Methodist University

The goal of the current study was to investigate potential causes of transient measurement error. 559 undergraduates completed standard and modified trait measures twice over a 1-week time frame. Results indicate that instruction sets, item formatting (words vs. sentences), and scale variance all moderately contribute to levels of transient error.

B216

STRESS AND SELF-DISCREPANCIES: SOME MODERATING EFFECTS OF DISPOSITIONAL DIFFERENCES IN CONTINGENT SELF-ESTEEM AND NARCISSISM.

Christopher Leone[1], Natalie Hofmann[1], Michelle Obi[1]
[1]University of North Florida

Introspection often reveals self-discrepancies: actual self vs. ought self; actual self vs. ideal self. In two separate studies, we found the effects of these discrepancies were moderated by dispositional differences in contingent self-esteem (individuals with contingent self-esteem were distressed by actual-ought discrepancies) and narcissism (narcissists were distressed by actual-ideal discrepancies).

B217

FACIAL WIDTH-TO-HEIGHT RATIO PREDICTS TESTOSTERONE-LINKED TRAITS AND BEHAVIORS

Shelley S. Devens[1], Frank J. Bernieri[1], Katy L. Krieger[1]
[1]Oregon State University

Facial width-to-height ratio (WHR) correlates positively with testosterone and aggression in racially homogeneous samples of males. The present study examined WHR among racially diverse participants. WHR positively correlated with testosterone-linked personality traits, suggesting that testosterone mediates the link between WHR and personality.

B218

THE IMPACT OF TORNADO EXPOSURE ON PERSONALITY STABILITY IN A COLLEGE SAMPLE

J. Dean Elmore[1], Ian M. Sherwood[1], Steven Allon[1], James C. Hamilton[1]
[1]University of Alabama

This study examines the influence of tornado exposure on personality stability. Degree of tornado exposure predicted increases in Agreeableness, Openness to Experience, and Neuroticism. Sex moderated these effects, with men showing greater change than women in Agreeableness and Openness. Exposure had minimal effects on structural, rank-order, and ipsative stability.

B219

ANOTHER SIDE OF THE SIMILARITY RESEARCH STANDARD.

Brett T. Buttliere[1]
[1]University of Tilburg

We find that across 44 countries, political and religious misfits have relatively high life satisfaction despite relatively low job status. Though different from many other results, these results make sense as the conviction in their beliefs provides purpose to the suffering, thus raising life satisfaction despite lower job status.

B220

THE NARCISSISTIC TEAMMATE: EFFECTS OF NARCISSISTIC SUBTYPES ON SELF-SERVING ATTRIBUTIONAL BIASES

Ashley A. Brown[1], Amani El-Alayli[2]
[1]The Ohio State University, [2]Eastern Washington University

The current study investigated when narcissists claim personal responsibility for team outcomes, depending on contextual factors and type of narcissism. The results found vulnerable narcissism to be associated with more self-bias when participants made public attributions about a team success. Complexities regarding the distinction between forms of narcissism are discussed.

B221

VALUES AS NON-ABILITY PREDICTORS OF ACADEMIC ACHIEVEMENT

Justina D. Zatzman[1], Alex Guindon[1], Jordan B. Peterson[1]
[1]University of Toronto

Values are implicated in virtually every facet of human activity, and may enrich psychometric assessment of academic performance. The Schwatrz Values Scale, among other measures, was administered to undergraduates. In analysis, non-intellectual variables accounted for a robust variance. The study has implications for an integrative model of academic performance.

B222

THE BIORHYTHM STUDY: SMARTPHONE SENSING A TERM IN THE LIFE OF A DARTMOUTH CLASS

Gabriella M. Harari[1], Andrew T. Campbell[2], Rui Wang[2], Fanglin Chen[2], Zhenyu Chen[2], Catherine Norris[2], Randall Colvin[3], Samuel D. Gosling[1]
[1]The University of Texas at Austin, [2]Dartmouth College, [3]Northeastern University

Smartphone sensor technologies now allow psychologists to collect objective behavioral data from everyday life. The BioRhythm study employed unobtrusive sensor sampling to continuously infer the user's sociability (microphone), activity level (accelerometer), and sleep duration (ambient light sensor). Relationships between self-reported Big Five personality traits and behavioral sensor data were examined.

B223

NARCISSISM AND PSYCHOLOGICAL HEALTH: COPING FLEXIBILITY MATTERS.

Kin Shing NG[1]
[1]The University of Hong Kong

In this paper, I try to unravel the relationship between narcissism and psychological health by referring to theories of coping flexibility. The results show that coping flexibility is a significant mediator that explains why narcissists are psychologically healthy. Positive response bias and construct redundancy is ruled out by controlling self-esteem.

B224

THE NARCISSISTIC LOOP: THE EFFECT OF NARCISSISM ON INTERPERSONAL PERCEPTIONS BETWEEN PARTNERS

Jin Kato[1], Tasuku Igarashi[1]
[1]Nagoya University

To examine the role of narcissism in relationship satisfaction in pairs as measured by self- and partner-report, path analysis was conducted according to the Actor-Partner Interdependence Model. We found that narcissism may trigger the breakdown of relationships by increasing individuals' agentic qualities as perceived by themselves and others.

B225

IMPULSIVITY PREDICTS HEAVY DRINKING OVER THE FIRST SEMESTER OF RESIDENTIAL COLLEGE LIVING

Natalie J. Loxton[1], Genevieve Dingle[1], Richard Bunker[1], Valerie Wong[1]
[1]The University of Queensland

A brief personality screen was used to predict heavy drinking during the first week of university in Australia, known as "O-Week" and 3- and 6-months later. Trait impulsivity was the best predictor of heavy drinking during O-week and the maintenance of heavy drinking over 6 months.

B226

NEUROTIC MEMORIES: INTERACTIONS BETWEEN PERSONALITY AND VALENCE

Matthew John Gillespie[1], Troy A. Smith[1], Vanessa Waller[1], Laura Schwartz[1], William A. Cunningham[2], Per B. Sederberg[1]
[1]Ohio State University, [2]University of Toronto

Neuroticism-withdrawal (high recall) and neuroticism-volatility (low recall) predicted opposite outcomes in a free recall memory experiment. Neuroticism-withdrawal demonstrated a greater increase in memory for neutral than positive items, which is atypical. This perhaps reflects calming effects of positive words on highly-withdrawn individuals - less agitating words are also less memorable.

B227

SHE LOVES HIM, SHE LOVES HIM NOT: ATTACHMENT STYLE AS A PREDICTOR OF WOMEN'S AMBIVALENT SEXISM TOWARD MEN

Joshua Hart[1], Peter Glick[2], Rachel E. Dinero[3]
[1]Union College, [2]Lawrence University, [3]Cazenovia College

Two studies examined how romantic attachment style predisposes women's sexism toward men. Women's attachment anxiety predicted benevolent and hostile sexism toward men, whereas women's attachment avoidance predicted univalent hostility. Romanticism mediated attachment style's relationship to benevolence toward men, whereas low interpersonal trust mediated attachment's relationship to hostility toward men.

B228

NEUROTICISM, INSECURE ATTACHMENT, AND LOW SELF-ESTEEM EACH CONTRIBUTE UNIQUE RISK OF DEPRESSION FOR PEOPLE WHO EXPERIENCE A MAJOR NATURAL DISASTER

Ian M. Sherwood[1], James C. Hamilton[1], Steven Allon[1]
[1]University of Alabama

Latent regression analyses were performed to test the effects of several risk factors on changes in depression in a sample of subjects who were exposed to a tornado. Results support the hypothesis that neuroticism, insecure attachment, and self-esteem independently moderate the relation of tornado exposure to post-tornado changes in depression.

B229

UNPACKING THE MIXED-BLESSING ACCOUNT OF GRANDIOSE NARCISSISM: THE BENEFITS AND HARMS ASSOCIATED WITH GRANDIOSE NARCISSISM CHANGE ACROSS THE NARCISSISM CONTINUUM

Sydneyjane Varner[1], Joshua Foster[1]
[1]University of South Alabama

Two studies demonstrate that grandiose narcissism correlates curvilinearly with self-esteem and psychopathy. Low narcissism primarily responsible for correlations involving self-esteem; high narcissism for correlations involving psychopathy. Results suggest that benefits and harms associated with increased narcissism are in some instances dependent upon where along the narcissism continuum one starts.

B230

HOW AND WHY PERSONALITY PREDICTS DIVORCE

Brittany Charlotte Solomon[1], Joshua J. Jackson[1]
[1]Washington University in St. Louis

This study tested whether relationship satisfaction and changes in satisfaction explain why personality influences divorce. We assessed actor, partner, and combined effects for each Big Five trait. Results show that both satisfaction and changes in satisfaction explain this association. Moreover, actor, partner, and combined effects each play important roles.

B231

NO WORRIES! HIGH SOCIAL DESIRABILITY ASSOCIATED WITH LESS INTENSE EMA-REPORTED WORRY.

Maneeza Dawood[1], Paula S. McKinley[1], Kathleen M. McIntyre[1], Peter A. Shapiro[1], Chien-Wen Jean Choi[1], Larry D. Jamner[2], Richard P. Sloan[1]
[1]Columbia University Medical Center, [2]University of California Irvine

We investigated the relationship between social desirability and worry using ecological momentary assessment (EMA) data. We found that individuals scoring higher on the social desirability scale reported less intense experiences of EMA worry, which suggests that individuals seeking social approval may report lower levels of negative emotions, such as worry.

B232

ARE NARCISSISTS UNWILLING OR UNABLE TO EMPATHIZE WITH OTHERS? EVIDENCE THAT NARCISSISTS HAVE DIFFICULTY WITH EMOTIONAL MIND READING

Joshua Foster[1], Sydneyjane Varner[1]
[1]University of South Alabama

Study tested correlations between grandiose narcissism (measured by the Narcissistic Personality Inventory) and a measure of emotional mind reading (the Mind in the Eyes Test). Grandiose narcissism predicted significantly lower scores on the test for both males and females. Motivation did not appear to influence results.

B233

REGIONAL PERSONALITY DIFFERENCES IN THE UNITED STATE: A COMPARISON OF THREE COMPETING PARADIGMS

Megan E. Nanry[1], Erik E. Noftle[1], Samuel D. Gosling[2], Jeff Potter[3]
[1]Willamette University, [2]University of Texas at Austin, [3]Atof Inc., Cambridge, MA

The current study tested three conceptualizations of US regions in explaining regional personality differences. Over one million participants from outofservice.com completed the BFI facet scales and were grouped into the regions. Stronger regional differences in personality were identified for paradigms based on historical, social, and economic divisions than political boundaries.

B234

JUDGING BARS AND CAFES FROM PROFILE PICTURES OF THE PEOPLE WHO FREQUENT THEM

Daniela A. Herrera[1], Lindsay T. Graham[1], Samuel D. Gosling[1]
[1]University of Texas at Austin

When people make decisions based on review websites (e.g., Yelp, Tripadvisor) they may qualify the review information with their impression of the reviewer. Consistent with this idea, we found interobserver consensus regarding bars' and cafes' ambiance, clientele, and activities based purely on profile pictures of people who frequent those places.

B235

I DON'T FEEL YOUR PAIN: PSYCHOPATHY AND ATTITUDES TOWARD FRAUD VICTIMS

Beth A. Visser[1]
[1]Trent University (Oshawa)

The role of psychopathy in the well-established empathy/attitude relationship was investigated. Empathy was invoked or suppressed as participants read a fraud victim's narrative. Psychopathy rather than empathy condition best predicted attitudes towards fraud victims. Thus, high levels of psychopathy might reduce the impact of empathy-arousing strategies to attitude change.

B236

A MORE DIFFERENTIATED LOOK AT NARCISSISTIC ANGER EXPERIENCE, REGULATION, AND EXPRESSION: DISENTANGLING THE EFFECTS OF ADMIRATION AND RIVALRY

Tanja M. Gerlach[1], Marlene Schmidt[1], Michael Weigand[1], Augustin Kelava[2], Albrecht C. P. Küfner[3], Roos Hutteman[3], Mitja D. Back[3]
[1]Technical University Darmstadt, [2]University of Tübingen, [3]University of Münster

We investigated differential associations of two dimensions of grandiose narcissism – i.e., narcissistic admiration and rivalry – to anger experience, regulation, and expression. Across 5 studies, narcissistic admiration and rivalry, although both related to the experience of anger, exhibited markedly distinct associations with specific anger regulation strategies and anger expression styles.

B237

SELF-CRITICAL PERFECTIONISM AS A PREDICTOR OF INTERPERSONAL DISTRESS OVER FOUR YEARS IN COMMUNITY ADULTS: THE MEDIATIONAL ROLE OF EMOTIONAL REACTIVITY

Tobey Mandel[1], David Dunkley[1], Molly Moroz[1]
[1]McGill University

The present study sought to better understand self-critical (SC) perfectionism as a vulnerability factor for interpersonal stress. Using mediational analyses, our findings highlight the importance of targeting heightened emotional reactivity to negative social interactions in order to reduce SC perfectionists' vulnerability to interpersonal stress over the long-term.

B238

PERSONALITY AND SOCIAL DYNAMICS SURROUNDING FOUR TYPES OF DEVASTATING LIFE SECRETS

Cindy K. Chung[1], Yla R. Tausczik[2], James W. Pennebaker[1]
[1]The University of Texas at Austin, [2]Carnegie Mellon University

The personality traits and social dynamics of 179 individuals who were keeping one of four types of devastating life secrets (Romantic/Sexual; Financial/Job; Family/Mental Health/Addiction; Physical Health) were identified. The findings profile different types of secret keepers and the social impacts of devastating life secrets.

B239

DIFFERENT BIG 5 TRAIT COMBINATIONS PREDICT SATISFACTION IN DIFFERENT TYPES OF RELATIONSHIPS

Laurel C. Newman[1]
[1]Fontbonne University

Different combinations of the big 5 personality traits were found to predict successful relationships with different people in participants' lives. For example, the traits that predict healthy relationships with college students' parents and RAs are not the same as the traits that predict relationship satisfaction with significant others or friends.

B240

ME, MY BEST BEER, AND I: PERSONALITY PREDICTS BRAND PREFERENCE

Nazar Akrami[1], Robin Bergh[1]
[1]Uppsala University

Two studies revealed an association between self-described personality characteristics and described brand characteristics for consumers most-preferred and desired brands, but not their least-preferred brands. This outcome is discussed in relation to findings in, and limitations of, previous consumer research and the significance of personality in our daily life.

B241

EVALUATING THE EFFECTS OF DATA COLLECTION METHODOLOGY ON THE MEASURMENT OF SITUATIONS

Richard Paul Frascona[1], Ryne A. Sherman[1], Nicolas A. Brown[1], David Serfass[1]
[1]Florida Atlantic University

Differences in data collection methodology were examined with the Riverside Situational Q-Sort(RSQ). The results suggest that mood states have little effect on the RSQ; however, there are significant differences observed when collecting RSQ data with Likert scales as opposed to Q-sorts.

B242

IN SEARCH OF THE SECRET TO BEING LIKED: THE ROLE OF CONTROL

Achala Hemantha Rodrigo[1], Stefano I. Di Domenico[1], Jaeger Lam[1], Hasan Ayaz[2], Anthony C. Ruocco[1]
[1]University of Toronto Scarborough, [2]Drexel University

This study examined the association between trait Agreeableness and activation of the right inferior frontal gyrus during a motor

response control task. Lower activation in this region was associated with higher levels of Agreeableness, suggesting potentially more efficient recruitment of inhibitory control processes in more agreeable individuals.

B243
WHAT THAT ED HARDY SHIRT IS REALLY SAYING: THE SOCIAL CONSEQUENCES OF MATERIAL PURCHASING PREFERENCES

Jacqueline M. Diggs[1], Ross P. Crothers[1], Darwin A. Guevarra[2], Jia Wei Zhang[3], Ryan T. Howell[1]

[1]San Francisco State University, [2]University of Michigan, [3]University of California Berkeley

We examined the social consequences of material consumption. Our results show that people have more positive impressions of experiential buyers compared to material buyers. They also have a stronger desire to get to know, and physically set up chairs closer to interaction with, experiential consumers.

B244
LINGUISTIC MARKERS OF SELF-BIAS IN LIFE NARRATIVES

Jordan Levine[1], Sara Weston[1], Simine Vazire[1]

[1]Washington University in St. Louis

People harbor biases regarding their personalities that may be traced in free form self-descriptions. Participants assessed their level of bias when rating themselves on evaluative traits then participated in life narrative interviews. Comparing biases with linguistic content from the interviews demonstrates that function word use is associated with several biases.

B245
BEHAVIORAL CONSISTENCY ACROSS CONTEXTS: WHO CHANGES AND DO THEY HAVE BETTER OUTCOMES?

Kyle S. Sauerberger[1], Christopher S. Nave[1], Sarah E. Hampson[2], Lewis R. Goldberg[2]

[1]Rutgers University, [2]Oregon Research Institute

Using the Hawaii Personality and Health Cohort, this study analyzes behavioral consistency at both the profile and item level as it relates to Big Five personality traits and cognitive performance. Behavioral consistency was psychologically adaptive. Some item-level change, being more relaxed, for example, was associated with improved cognitive performance.

B246
PERSONAL STANDARDS AND SELF-CRITICISM DIMENSIONS OF PERFECTIONISM AS MODERATORS BETWEEN CHRONIC LIFE STRESS AND DEPRESSIVE AND ANXIOUS SYMPTOMS.

Molly Moroz[1], David Dunkley[1], Tobey Mandel[1]

[1]McGill University

Longitudinal study of community adults (N=153) examined personal standards (PS) and self-criticism (SC) dimensions of perfectionism as prospective moderators between both interpersonal and achievement-related chronic stress and depressive and anxious symptoms over 5 years. Regression results indicated that PS and SC interact with achievement-related chronic stress to predict symptom increases.

B247
CORRELATES BETWEEN THE FIVE-FACTOR MODEL (FFM) AND A TRADITIONAL CHINESE MEDICAL MODEL OF PERSONALITY

Virginia D. Clifton[1], Ian T. Williamson[1], David B. Alexander[2], Clifton M. Oyamot[3]

[1]New Mexico Highlands University, [2]Colorado State University - Ft. Collins, [3]San Jose State University

The study correlates the Five-Factor Model (FFM) with constructs from a Five Element model of personality, developed from Traditional Chinese Medicine (TCM). Analysis of the correlations between the measures demonstrated how the Five Elements predictably relate to the FFM, supporting a dialogue between Western personality researchers and TCM practitioners.

B248
HEDONIC AND EUDAIMONIC BELIEFS ABOUT WELL-BEING: CONSUMER BEHAVIOR OUTCOMES

Parneet Bhathal[1]

[1]San Francisco State University

Purchasing life experiences instead of material items leads to higher well-being and materialistic purchasing has been shown to have many negative consequences. To understand why individuals continue to make materialistic purchases, current research examines the core values and well-being goals people have about their purchases.

B249
WHY DO NARCISSISTS DISREGARD SOCIAL-ETIQUETTE NORMS?

John Milton Adams[1], Dan Florell[2], Alex Burton[1], Will Hart[1]

[1]University of Alabama, [2]Eastern Kentucky University

Overall, narcissists reported using profanity more frequently than non-narcissists. Narcissists used offensive language even more frequently when they found it to be attention-grabbing. Additionally, narcissists were less sensitive to the offensive nature of profanity.

B250
THE AVPR1A GENE AND HUMAN PERSONALITY TRAITS: ASSOCIATIONS WITH BFI ASSERTIVENESS IN BOTH SEXES AND WITH PUBLIC VOLUNTEERISM IN MALES

Shimon Saphire-Bernstein[1], Laura R. Saslow[2], Sarina R. Saturn[3], Dacher Keltner[4]

[1]University of California, Los Angeles, [2]University of California, San Francisco, [3]Oregon State University, [4]University of California, Berkeley

The RS3 microsatellite in the AVPR1A gene was associated with personality traits. Higher levels of extraversion and assertiveness were observed in 334 allele carriers, whereas 336 allele carriers had lower levels of these traits. Similar associations were also found for public volunteerism in men, but not in women.

B251
OVERCLAIMING IN MUSIC KNOWLEDGE: HOW TO SELECT ITEMS

Patrick Dubois[1], Delroy Paulhus[1]

[1]U British Columbia

The overclaiming technique permits measurement of self-enhancement along with accuracy in a knowledge domain. In a sample of 211 students, we evaluated a series of methods for selecting the best items. We concluded that a joint factoring method was optimal. The first factor is invariably self-enhancement and the second, accuracy.

B252
FACTOR-ANALYTIC INVESTIGATIONS OF PERSONALITY STRUCTURE: DO DATA TAKE THE SHAPE OF YOUR MEASURE?

Lara D. Mercurio[1], Daniel Cervone[1], Gregory Bartoszek[1], Nicole D. Mayer[1]

[1]University of Illinois at Chicago

Studies consistently find five factors of personality. However, in computer simulations, enforcing logical and semantic connections between the NEO-FFI items is sufficient to produce the five-factor structure on both random data and data reflecting a different theory of personality – suggesting the need to critically examine the meaning of personality measures.

B253
WHEN DOES PERSONALITY CHANGE OCCUR? EXAMINING HOW EDUCATION INFLUENCES THE DEVELOPMENT OF CONSCIENTIOUSNESS

Anissa Mike[1], Joshua J. Jackson[1]

[1]Washington University in St. Louis

It is unknown when experiences play an important role in personality development. Two longitudinal studies tested three possible pathways by which educational experiences influences personality. Results indicated that change occurs as a result of continued interactions in educational contexts, whereas anticipating and transitioning into new experiences were less important.

B254

SELFLESS OR SELFISH? GENERATIVITY AND NARCISSISM AS COMPONENTS OF LEGACY

Nicky J. Newton[1]
[1]Northwestern University

Generativity involves producing a legacy or lasting impression (Erikson, 1980), which can be selfless and/or selfish. This study examined generativity and narcissism, and their association with legacy, coded from midlife men's and women's narratives. Legacy was related to both generativity and narcissism, $F(2,144) = 11.29$, $p < .01$.

B255

THE NATURE AND CORRELATES OF PERSONALITY DEVELOPMENT LATE IN LIFE

Jenny Wagner[1], Nilam Ram[2], Denis Gerstorf[3]
[1]Humboldt-University of Berlin, Germany, [2]Pennsylvania State University, [3]Humboldt-University of Berlin

It is largely an open question how personality changes in late life and what role key factors in the health, cognitive, self-regulatory, and social domains play. We addressed these questions by applying growth modeling to 13-year longitudinal data and discuss potential effects of determinants of personality development in late life.

B256

'ALL IN THE FAMILY': THE SHARED AND DISTINCTIVE CAUSES OF PERSONALITY AND WELL-BEING

Chris C. Martin[1], Corey L. M. Keyes[1]
[1]Emory University

Prior studies suggest that subjective well-being (SWB) and personality share genetic variance, but use limited measures. Using a measure that includes eudaimonic well-being, we show that personality and SWB have "familial" connections, but they are sufficiently distinct as to falsify the claim that well-being is part of personality structure.

B257

THE INFLUENCE OF TRAITS ON MENTORING AMONG HISPANIC GRADUATE STUDENTS

Fernando Navarro[1]
[1]Texas A&M International Univeristy

Results from a revision of the Mentoring Experiences Inventory (MEI S-R), which measures four mentoring dimensions: personal exploration, practical guidance, mentor support and mentor advice with a Hispanic sample are reported. The influence of traits on mentoring is reported. The presentation concludes with implications for McCrae and Costa's personality model

B258

THE BIG FIVE'S INFLUENCE ON TWO CHARACTERISTIC ADAPTATIONS WITH A HISPANIC SAMPLE

Amanda Torres[1]
[1]Texas A&M International Univeristy

This presentation reports the sample's trait results measured by the FFI, and links them to coping styles and mentoring experience. Regression analyses were used to discover if personality traits impact two characteristic adaptations, coping styles and mentoring. The results suggest there is modest support for McCrae and Costa's personality model.

Self/Identity

B259

THE RELATIONSHIP BETWEEN FELT MISUNDERSTANDING AND SOCIAL PERCEPTION

Brandon W. Ng[1], James P. Morris[1]
[1]University of Virginia

In the current study, Asian American and Caucasian participants were denied their American identity and then completed an emotional perception task. Results showed that Caucasian participants demonstrated heightened emotional accuracy after being threatened, suggesting that the manipulation made them feel misunderstood, and that felt misunderstanding more broadly heightens social perception.

B260

MINORITY GROUP ENDORSEMENT OF GROUP ESSENTIALISM UNDER DISTINCTIVENESS THREAT

Catherine Alaina Schroy[1], Courtney N. Plante[2], Sharon Roberts[3], Jamie S. Snider[1], Stephen Reysen[1], Kathleen Gerbasi[4]
[1]Texas A&M University-Commerce, [2]University of Waterloo, [3]Renison University College, University of Waterloo, [4]Niagara County Community College

We examined minority group members' endorsement of essentialist beliefs regarding the group when a similar (vs. distinct) outgroup was salient. Results show that when a similar outgroup is salient (i.e., distinctiveness threat) highly identified members who view the group as stigmatized endorse essentialist origins to a greater extent.

B261

"WHAT'VE I DONE TO DESERVE THIS?" THE ROLE OF DESERVINGNESS IN REACTIONS TO BEING AN UPWARD COMPARISON TARGET

Erika Koch[1]
[1]St. Francis Xavier University

747 internet participants completed personality measures and responded to outperformance scenarios that experimentally manipulated perceived deservingness. Participants reported significantly more distress in the low (versus high) deservingness condition. Individual difference variables also predicted distress. Results suggest that both perceived deservingness and personality predict reactions to being an upward comparison target.

B262

SCENT-EVOKED NOSTALGIA

Chelsea A. Reid[1], Jeffrey D. Green[1], Tim Wildschut[2], Constantine Sedikides[2]
[1]Virginia Commonwealth University, [2]University of Southampton

Scents elicit stronger nostalgia to the extent that they are more arousing, familiar, or autobiographically relevant. Scent-evoked nostalgia raises positive affect, self-esteem, self-continuity, optimism, social connectedness, and meaning in life; it precipitates a higher proportion of positive to negative emotion than either non-nostalgic/autobiographical memories or non-nostalgic/non-autobiographical memories.

B263

A SILVER LINING OF SELF-CONCEPT: BEHAVIORAL CONSEQUENCES OF A LAY THEORY THAT PROCRASTINATION IS ASSOCIATED WITH PERFORMANCE

Alexandra E. Wesnousky[1], Gabriele Oettingen[2], Peter M. Gollwitzer[3]
[1]New York University, [2]New York University; University of Hamburg, [3]New York University; University of Konstanz

Associating a negative self-concept with a positive self-concept, a "silver lining" lay theory, may influence regulation of the negative self-concept. We measured procrastination self-concept and manipulated the theory that procrastination was associated with time-pressure performance. High procrastinators with the silver lining took longer to return an essay than those without.

B264

RELATIONSHIPS AMONG HEALTH, MOOD AND DISCREPANCY BETWEEN REAL- SELF AND POSSIBLE - SELF; FOR ESTABLISHING MECHANISM OF EXPRESSIVE WRITING

Yuna Ishiyama[1], Naoto Suzuki[1]
[1]Doshisha University

This study examined about relationships among discrepancy between real-self (RS) and possible-self (PS), health and mood. Participants answered three questionnaire; discrepancy between RS and PS, GHQ 28 and POMS. The result of Sobel test indicated that discrepancy between RS and PS affects moods are mediate by health.

B265

AN UNCLEAR SELF, AN UNHEALTHY MIND AND BODY: LONELINESS, SELF-CONCEPT CONFUSION, AND IMPAIRED HEALTH

Stephanie B. Richman[1], Richard S. Pond Jr.[1], C. Nathan DeWall[1], Madoka Kumashiro[2], Erica B. Slotter[3], Laura B. Luchies[4], Peggy A. Hannon[5], Eli J. Finkel[6]

[1]University of Kentucky, [2]Goldsmiths, University of London, [3]Villanova University, [4]Redeemer University College, [5]University of Washington, [6]Northwestern University

Socially disconnected people have poor mental and physical health. The present research tests a mechanism explaining why. Depression and self-concept confusion contributed mediating effects underlying the relationships of loneliness with poor sleep quality and physical health. This mechanism has important implications for targeting early prevention of depression and improving health.

B266

FACE-ING WHO YOU ARE: DO RACIALLY PROTOTYPIC FACIAL FEATURES PREDICT RACIAL IDENTIFICATION?

Kathy Espino-Pérez[1], Ryan Folliott[2], Brandon K. Brown[2], Debbie S. Ma[2]

[1]University of California, Santa Barbara, [2]California State University, Northridge

This study tested whether featural variation influenced racial identification among Blacks. Participants completed racial identification measures; self- and other-rated prototypicality was also assessed. Blacks implicitly and explicitly identified as Black. While implicit was not moderated by self or other-rated prototypicality, explicit identification was marginally moderated by self, but not other-rated prototypicality.

B267

EXAMINING THE MEDIATING ROLE OF SELF-ENHANCEMENT IN THE ASSOCIATION BETWEEN AUTONOMY AND PSYCHOLOGICAL WELL-BEING

Bridget P. Lynch[1], Erin M. O'Mara[2]

[1]University of Georgia, [2]University of Dayton

We examined whether self-enhancement is a mechanism through which autonomy and psychological well-being are associated. Participants completed measures of self-enhancement, autonomy, and psychological well-being: approach-oriented self-enhancement is positively associated with well-being avoidance-oriented self-enhancement is negatively associated with well-being.

B268

WHEN THE EXISTENTIALLY ISOLATED GET EXCLUDED

Peter Jameson Helm[1], Elizabeth Pinel[1]

[1]University of Vermont

We examined whether experiences with inclusion and exclusion differentially affect people with high versus low existential isolation. Compared to those low in existential isolation, those high in existential isolation had lower levels of belonging when excluded and lower levels of control and meaningful existence when included.

B269

TAKING THE PERSPECTIVE OF ONE'S PROFESSOR OR SUPERIOR INCREASES ENTITLEMENT

Verena Krause[1], Emily M. Zitek[1]

[1]Cornell University

In two studies, participants imagined barely missing the performance cut-off for an A- or a raise. Participants who took the perspective of the professor or supervisor and who had experience with the scenarios described showed increased rather than decreased entitlement.

B270

EXPLORING THE LINK BETWEEN SELF-COMPASSION AND MORAL INCLUSIVENESS

Jacqueline Hogue[1], Lisa Sinclair[1]

[1]University of Winnipeg

In this study, we found that self-compassion relates to moral inclusiveness. The common humanity and mindfulness subscales of the Self-Compassion Scale correlated positively with Identification With All Humanity, Universalism, and Moral Regard for Out-Groups scales. Thus, self-compassion not only benefits the self, but others as well.

B271

UNCOVERING THE MULTIFACETED-SELF IN THE DOMAIN OF NEGATIVE TRAITS: ON THE MUTED EXPRESSION OF NEGATIVE SELF-KNOWLEDGE

Brad Pinter[1], Wing Yee Cheung[2], Tim Wildschut[2], Constantine Sedikides[2]

[1]Penn State Altoona, [2]University of Southampton

The multifaceted-self effect is the ascription of more traits to self than others. Contrary to consensus, we find the effect also occurs for negative traits. Three experiments show that individuals possess negative trait knowledge and reconcile it with self-protection concerns by expressing it in muted terms.

B272

TREATING YOURSELF THE WAY YOU TREAT OTHERS: SELF-COMPASSION AND REDUCED DEFENSIVENESS

Christina M. Smith[1], Yuna L. Ferguson[2], Rebecca J. Schlegel[1]

[1]Texas A&M University, [2]Penn State Shenango

The current studies use experimental methods to examine whether self-compassion can promote balanced views of the self. Across multiple studies, we found that participants who engaged in self-compassion displayed relatively greater unbiased processing of both their self-concept and regretful experiences from their lives. This suggests that self-compassion can reduce defensiveness.

B273

RELATIONSHIP SELF-CHANGE: VALIDATION OF A TWO-DIMENSIONAL MODEL

Gary W. Lewandowski Jr.[1], Brent A. Mattingly[2], Kevin P. McIntyre[3]

[1]Monmouth University, [2]Ursinus College, [3]Trinity University

We propose that self-concept changes occur along two dimensions: direction (increase vs. decrease in content) and valence (positivity vs. negativity of content) resulting in four types of self-concept change. Across several studies we examine the nature of these processes, including how they relate to relationship quality and infidelity.

B274

ANOTHER BRICK IN THE SELF: NON-RELATIONAL SELF-EXPANSION AND SELF-CONCEPT SIZE

Brent A. Mattingly[1], Gary W. Lewandowski Jr[2], Amanda K. Mosley[3], Sarah N. Guarino[4], Rachel E. A. Carson[5]

[1]Ursinus College, [2]Monmouth University, [3]Ashland University, [4]Saint Louis University, [5]University of Akron

We examined a central tenet of the self-expansion model – that novel and interesting experiences expand the self. In Study 1, participants who reported having more novel and interesting experiences had larger self-concepts. In Study 2, participants who pulled (vs. pointed to) novel and interesting activities into themselves reported larger self-concepts.

B275

MASK WEARING AND NARCISSISTIC VULNERABILITY

Jessica McCain[1], W. Keith Campbell[1], Josh Miller[1]

[1]University of Georgia

Mask wearing is defined as misrepresenting oneself as more confident than one is. The Unmasking Assessment was administered to 303 participants with several other measures. An additive model proved the best fit for the data, suggesting that mask wearing is associated

with vulnerable narcissism and depression independent of grandiose narcissism.

B276
YOUNG ADULTS ARE MORE LIBERAL THAN THEY REALIZE

Ethan Zell[1], Michael Bernstein[2]
[1]University of North Carolina at Greensboro, [2]Pennsylvania State University Abington

Three studies examined whether young adults have biased perceptions of their political orientation. Across studies, self-reported political orientation was significantly more conservative than political orientation scores assigned to participants using a more objective process. Furthermore, this underestimation of liberalism was consistently larger among participants who were conservative than liberal.

B277
SELF-AFFIRMATION INCREASES RELIGIOSITY AND BELIEF IN GOD

Michael Ransom[1]
[1]Fairmont State University

Emerging research suggests a link between self-enhancement and religious belief. Along these lines, we examined whether inducing positive self-worth increases religiosity. As expected, participants in a self-affirmation condition reported significantly greater importance of God in their lives, and belief in divine intervention than participants in a control condition.

B278
DIRECTED ABSTRACTION AND PUBLIC SPEAKING: ENCOURAGING HIGH-FEAR INDIVIDUALS TO GENERALIZE FROM A SPEAKING SUCCESS TO THE SELF-CONCEPT

Peter Zunick[1], Russell H. Fazio[1]
[1]The Ohio State University

People with negative self-views often fail to generalize from success experiences to judgments about their abilities. A directed abstraction writing intervention (explain why you succeeded) counteracted this tendency, leading participants who feared public speaking to rate themselves higher in speaking ability after successfully delivering speeches in the lab.

B279
VIEWS ON PREVIOUS SELF-CHANGE PREDICT CURRENT SELF-CONCEPT CLARITY WHEN RECALLING THE TRANSITION TO PARENTHOOD

Courtney M. Walsh[1], Erica B. Slotter[1]
[1]Villanova University

Essays from 149 parents demonstrated that viewing becoming a first time parent as a positive self-changing event and experiencing greater self-expansion after becoming a first time parent predicted greater current self-concept clarity, while regretting the self-change resulting from being a parent for the first time predicted less current self-concept clarity.

B280
BECOMING WHAT YOU DO: BEHAVIOR PROTOTYPE PERCEPTIONS UNDERLIE INCORPORATION OF BEHAVIOR INTO SELF-IDENTITY

Andrew Hertel[1], Alexander Sokolovsky[2]
[1]Knox College, [2]University of Illinois at Chicago

We investigated behavior-specific self-identity via survey and experiment among young adult smokers. True to self-enhancement and self-consistency motives, participants who perceived that typical smokers have positive traits and matching negative traits also perceived that they were most similar to the typical smoker and thereby most strongly identified as a smoker.

B281
HAVE YOUR CAKE AND EAT IT TOO: MANAGING CONFLICTING SELF-ENHANCEMENT MOTIVATIONS AROUND CLOSE OTHERS

Stephanie Chia-Ying Lin[1], S. Christian Wheeler[1]
[1]Stanford University

People may sometimes have conflicting motivations to achieve positive social comparison and to feel moral. We show that people feel ambivalence (guilt and pride) when outperforming a friend if the friend suffers negative consequences. Furthermore, we show that people will sabotage close others' performance when the act is morally justifiable.

B282
A MULTI-ITEM MEASURE OF INFORMATION AVOIDANCE

James A. Shepperd[1], Jennifer L. Howell[1]
[1]University of Florida

Across several samples we demonstrate the reliability and validity of an eight-item measure of people's tendency to avoid information. Our flexible measure can be adapted to different types of information and can function as a predictor or an outcome measure.

B283
LUCKY IN RELATIONSHIPS, HIGH IN SELF-ESTEEM: SELF-PRESENTATION AS A FUNCTION OF SELF-PRESENTATIONAL TARGET AND CONTINGENT SELF-ESTEEM

Linda K. Acitelli[1], Camilla Stine Overup[1]
[1]University of Houston

Participants completed measures of contingent selfesteem and selfpresentation to familiar targets. Results indicate that relationship-specific selfesteem predicts selfpresentation to romantic partners and friends differently; however, the ability of friendship-contingent selfesteem to predict self-presentation to both partners and friends may indicate the importance of general interpersonal relationship-contingent selfesteem to selfpresentation.

B284
THE ASSOCIATION BETWEEN IDENTITY FORMATION AND ADJUSTMENT IN COLLEGE STUDENTS

Betty S. Witcher[1], Deletha P. Hardin[2], Erin A. Koterba[2]
[1]William Peace University, [2]University of Tampa

This research examines whether identity formation is associated with adjustment, personality, and self-efficacy among college students. Seventy-one students completed questionnaires to assess these variables. Ego commitment was correlated with optimism, academic self-efficacy, and openness. It may be possible to create different programs to aid students with different identity statuses.

B285
SELF-COMPASSION REQUIRES CAPACITIES FOR BOTH CARE-SEEKING AND CAREGIVING

Nicola Hermanto[1], David C. Zuroff[1]
[1]McGill University

Self-compassion is viewed as a form of self-relating in which care-seeking and caregiving social mentalities are activated. In a cross-sectional self-report study, a significant interaction between care-seeking and caregiving demonstrated the combined capacity to seek care from and provide care to others underlies the capacity to be self-compassionate.

B286
MISGENDERING AND FELT STIGMA IN TRANSGENDER INDIVIDUALS

Kevin Andrew McLemore[1]
[1]University of California, Davis

This research explores how identity misclassification (misgendering) impacts transgender social identity. Participants (n = 104) reported how frequently they experience misgendering and how stigmatized these experiences make them feel. Frequency is associated with identity strength and congruence and feeling stigmatized is associated with affect, authenticity, state self-esteem, and felt stigma.

B287

HEY LESBIANS, I'M ONE OF YOU! ACHIEVING IDENTITY AS A UNIQUE ASPECT OF LESBIAN GROUP MEMBERSHIP

Ellen E. Newell[1], Shannon K. McCoy[2]
[1]Wilkes University, [2]University of Maine

We propose that some lesbian women have to prove they are not lesbian impostors to ingroup members (i.e. achieve identity to lesbians;AIL) and this is a unique aspect of lesbian identity. AIL was negatively related to feeling like a valid lesbian but unrelated to ingroup regard or importance to identity.

B288

WHAT DOES SELF-AFFIRMATION DO? A SIMULTANEOUS COMPARISON OF MULTIPLE POTENTIAL EFFECTS

Miranda E. Bobrowski[1], Kenneth G. DeMarree[1]
[1]University at Buffalo, SUNY

We explored multiple mechanisms through which self-affirmations may operate. Participants completed a values affirmation manipulation and reported their self-esteem, confidence, other-directed feelings, and mood. In this study, values affirmations significantly increased other-directed feelings, suggesting that self-affirmations allow us to transcend the self and shift our focus to important others.

B289

THIS LAB IS YOUR LAB, THIS LAB IS MY LAB: EXPERIMENTALLY INDUCING FEELINGS OF HUMAN-ENVIRONMENT TERRITORIALITY

Benjamin R. Meagher[1], Kerry L. Marsh[1]
[1]University of Connecticut

The current experiment tested whether territorial attitudes and behavior could emerge even during brief laboratory sessions, after participants engaged in marking activity. As hypothesized, participants in the resident condition demonstrated greater responsibility for the setting, reported greater identification with the space, and found it more spacious than did visitors.

B290

KNOWING YOURSELF BY OWNING EXPERIENCES: THE MOTIVATED PURSUIT OF TRUE SELF-KNOWLEDGE THROUGH EXPERIENTIAL PURCHASES

Jinhyung Kim[1], Joshua A. Hicks[1]
[1]Texas A&M University

The present research explored how experiential purchases are associated with perceived true self-knowledge. Consistent with a motivational perspective on the pursuit of self-knowledge, we found that individuals who lacked true self-knowledge preferred experiential purchases over material purchases, especially when they were highly motivated to know their self.

B291

LOOKING FOR OPTIMAL DISTINCTIVENESS: ADOLESCENT MUSIC APPRECIATION AND THE INFLUENCE OF A MUSICIAN'S IMAGE

Caroline Cohrdes[1], Reinhard Kopiez[1]
[1]Hanover University of Music, Drama and Media (Germany)

This research examines adolescents' appreciation of popular music and musicians against the background of the optimal distinctiveness theory. Two scales were developed to indicate an optimal level of distinctiveness in music and musicians' images. Consequently we predicted adolescent music appreciation as a function of social identity in different experimental conditions.

B292

STRONG NATIONAL IDENTIFICATION DAMPENS CREATIVITY

Siran Zhan[1], Ying-yi Hong[1]
[1]Nanyang Technological University

Novel to the literature we hypothesized and found a negative link between national identification and creativity. Strongly identified participants performed worse on a creativity task whose solution required cutting up the American flag to construct a make-shift rope in an outdoor emergency. Psychological defense of group norms may explain this effect.

B293

THE EXISTENTIAL CONSEQUENCES OF AN UNJUST WORLD: THE EFFECTS OF INDIVIDUAL DIFFERENCES IN BELIEF IN A JUST WORLD AND JUST WORLD THREATS ON DEATH-THOUGHT ACCESSIBILITY.

Christina Roylance[1], Andrew Abeyta[1], Clay Routledge[1]
[1]North Dakota State University

Terror management research indicates that mortality reminders result in increased efforts to perceive the world as just (BJW), but no studies have examined whether just world beliefs impact death-thought accessibility (DTA). The present research indicates that when justice beliefs are threatened, individuals higher in BJW show higher DTA.

B294

THE NARRATIVE CONSTRUCTION OF IDENTITY IN EMERGING ADULTS: REFLECTIONS ON THE GOOD LIFE

Joseph R. Schwab[1]
[1]Clark University

The good life for emerging adults seems to be a mix of independence and interdependence, themes of self-sufficiency as well as connecting with others. 185 participants completed an online survey and 25 of these participants were interviewed, highlighting the complexities of the stories young Americans tell about the good life.

B295

IS COMPARTMENTALIZATION BAD? ADDITIONAL EVIDENCE OF THE VULNERABILITY OF COMPARTMENTALIZED SELF-STRUCTURES

Alicia Limke[1], Jeni C. Presley[1]
[1]Southern Nazarene University

This project's purpose was to examine the implications of evaluative organization for psychological adjustment (Study 1 and Study 2), attitudes toward others (Study 3 and Study 4), and personality characteristics (Study 5). Supporting previous research, compartmentalization was associated with negative outcomes, providing additional evidence for its vulnerability for the self-concept.

B296

SELF-STRUCTURE AND SELF-ESTEEM STABILITY: MAKING ME COMPARTMENTALIZE LEAVES ME OPEN TO SELF-ESTEEM CHANGES

Jeni C. Presley[1], Alicia Limke[1]
[1]Southern Nazarene University

In this study, participants were given instructions designed to encourage compartmentalization, integration, or nothing and then reported their self-esteem every day for two weeks. Supporting previous research, individuals encouraged to use a compartmentalized self-structure displayed more instability over the following two weeks than those encouraged to use an integrated one.

B297

A CROSS-CULTURAL EXPLORATION OF THE PROCESSING OF SELF-THREATENING INFORMATION

Mingxuan Tan[1], Leonard Newman[1], Bo Zhang[2]
[1]Syracuse University, [2]Beijing Normal University

Using the Mnemic Neglect research paradigm, we found that the tendency to forget negative self-relevant (but not other-relevant) social feedback and remember positive self-relevant (but not other-relevant) feedback was more pronounced among the East Asians than the Western participants. It contributes to the debate on the universality of self-enhancement motivation.

B298

IT DOESN'T HURT TO BE A HERO: A TERROR MANAGEMENT PERSPECTIVE ON HEROISM AND PAIN ENDURANCE

Simon McCabe[1], Ryan William Carpenter[1], Jamie Arndt[1]
[1]University of Missouri - Columbia

Terror management theory suggests people manage potential anxiety stemming from the awareness of inevitable mortality by relying

on culture. Heroes are important parts of culture, remembered for achievements often involving endurance. Two studies examine how linking pain endurance to heroism impacts reported pain perception and death thought accessibility.

B299
LEARNING THE TRUTH: NARCISSISTIC INDIVIDUALS WANT TO KNOW HOW CLOSE OTHERS VIEW THEIR PERSONALITY

Elizabeth A. Edershile[1], Kathryn L. Bollich[1], Simine Vazire[1]
[1]Washington University in St. Louis

Little research has examined who is interested in learning more about their personality, specifically learning how close others view them. Surprisingly, we found that people scoring higher in narcissism – individuals known for their overly-positive self-views – are interested in knowing how close others view their personality.

B300
MANAGING CONFLICTING IDENTITIES: ETHNIC AND QUEER IDENTITIES AND PSYCHOLOGICAL WELL-BEING

Sara Michelle Mansoori-Rostam[1], Charlotte Chuck Tate[1]
[1]San Francisco State University

This study examined importance of ethnic and sexual identities and identity harmony as predictors of psychological well-being (PWB). Results showed that each significantly predicted PWB. Results also yielded significant identity importance and identity harmony interactions: participants low in identity importance, but high on harmony showed greater PWB.

B301
THE ROLE OF SPECIFIC VERSUS GLOBAL SELF-CONCEPTS IN TASK INVOLVEMENT

Shannon M. Moore[1], David M. Sanbonmatsu[1], Arwen A. Behrends[1]
[1]University of Utah

Students expecting to compete in a Jeopardy-like competition completed various measures of self. Specific and global self-concepts predicted performance expectations and betting on one's performance in contests of specific ability. Only global conceptions of self predicted these in contests in which the task was unspecified or entailed multiple familiar tasks.

B302
YOU LET SOMEONE DOWN. NOW WHAT?: EXPRESSING SELF-COMPASSION DURING CONFLICT

Jennifer Barton[1], Olivia Stevenson[1], Ashley Batts-Allen[1]
[1]University of North Florida

Participants imagined a scenario where they let someone down and indicated their propensity to give various responses. Self-compassionate participants were less likely to provide self-critical responses but not more likely to give self-compassionate responses suggesting that self-compassionate people are not more likely to say self-compassionate things to people they hurt.

B303
STRONGLY IDENTIFIED FOLLOWERS ARE MOST SUPPORTIVE OF A LEADER WHO IS LEGITIMATE AND GROUP PROTOTYPICAL

Jessica J. Tomory[1], Michael A. Hogg[1]
[1]Claremont Graduate University

Drawing on the social identity theory of leadership and group value model, we investigated how the legitimacy of the leadership selection process and leader prototypicality impact follower support for the leader. One experiment demonstrated highly identified members provided greater support to prototypical leaders who were elected rather than appointed.

B304
SMART AND SELF-DEFENSIVE, BUT NEVER TO ADMIT

Minha Cho[1], Young Woo Sohn[1]
[1]Yonsei University

Smart people are more self-defensive, but they hate to admit it. Those with high competence were more annoyed by being underestimated, but at the same time more indifferent to being overestimated. Also, those who considered themselves as more intellectual than others believed that their attributes were not appreciated enough.

B305
THE INFLUENCE OF GLOBAL AWARENESS ON GLOBAL CITIZENSHIP

Iva Katzarska-Miller[1]
[1]Transylvania University

In three studies the association between global awareness and global citizenship identification is examined. Results show that perceived knowledge of the world is a greater predictor of global citizenship identification than factual knowledge. Furthermore, the influence of participation in globally infused courses is examined.

B306
THREAT TO A SUBGROUP TO SUBVERT IDENTIFICATION WITH GLOBAL CITIZENS

Caroline Hirko[1], Phia Salter[1]
[1]Texas A&M University

In two studies the threat to a subgroup (i.e., America) is investigated as a threat to identification with a superordinate group (i.e., global citizen). Results show lower identification with global citizens following a threat to a subgroup.

B307
THE SUBSTITUTABILITY OF MONEY AND RELIGION: BEING REMINDED OF MONEY WEAKENS THE DESIRE FOR RELIGION, AND BEING REMINDED OF RELIGION WEAKENS THE DESIRE FOR MONEY

Ezgi Akpinar[1], Sumitava Mukherjee[2], Narayanan Srinivasan[3], Kathleen Vohs[4]
[1]VU University Amsterdam, [2]Indian Institute of Technology Gandhinagar, [3]University of Allahabad, [4]University of Minnesota

Eight experiments – testing people who are and are not religious, in Europe and India – found broad support for a substitutability hypothesis: Reminders of money or religious concepts led people to care less about having the other.

B308
COMPARING THE EFFECTS OF OF A BRIEF SELF-COMPASSION INTERVENTION AND TIME-MANAGEMENT TRAINING ON THE WELL-BEING OF FEMALE UNDERGRADUATE STUDENTS

Elke Smeets[1], Kristin D. Neff[2]
[1]Maastricht University, [2]University of Texas at Austin

This study investigated the effectiveness of a three-week self-compassion intervention for female undergraduates (n = 27) compared to a time management control group (n = 25). Results showed the self-compassion intervention led to significantly greater gains in self-compassion, mindfulness, optimism, self-efficacy and reductions in rumination compared to the control intervention.

B310
APPLYING THE MULTIPLE AUDIENCE PROBLEM TO LEADERSHIP: THE EFFECTS OF IMPRESSION CONSISTENCY ON LEADER TRUST AND GROUP COHESION

Austin Lee Nichols[1]
[1]Peking University HSBC Business School

Research on leader impression management has been scarce and confined. To remedy this, I consider leadership within the context of the multiple audience problem. Specifically, I present a new operationalization of success in a multiple audience audience context and use it to predict leader trust and group cohesion.

B311

A STATUS TO LOVE: HOW RELATIONSHIP AWARENESS ON FACEBOOK RELATES TO RELATIONSHIP QUALITY

Mai-Ly Nguyen[1], Camilla S. Øverup[1], Julie A. Brunson[1], Linda K. Acitelli[1]
[1]University of Houston

The present study (N=188) predicted and found that relationship awareness on Facebook served as a mediator of the association between relationship authenticity and relationship quality (RQ). Findings indicate those high in relationship authenticity may be intrinsically motivated to present a couple identity on Facebook, which may affect their RQ.

B312

I STRESS BECAUSE I OBSESS: FACEBOOK USE AS A PREDICTOR OF POST-DISASTER PSYCHOLOGICAL OUTCOMES

Nicole L. Muscanell[1], Rosanna E. Guadagno[2]
[1]University of Alabama, [2]National Science Foundation

We examined psychological well-being and social network site (SNS) use after a tornado. Results suggest that frequent Facebook users experienced increased exposure to reminders of the disaster, producing poorer psychological outcomes; particularly stressful, unwanted cognitions. Offline social support, but not SNS social support, predicted better coping after the tornado.

B313

GOING YOUR OWN WAY: LOSS OF GROUP IDENTITY AND ITS EFFECTS ON THE SELF-CONCEPT

Nadya Soto[1], Erica Slotter[2], Laura Winger[3]
[1]University of Connecticut, [2]Villanova University, [3]Pennsylvania State University

In the current research, we investigated whether loss of an important social group predicted changes in the self-concept. Imagining loss of a group with which participants highly identified resulted in reported changes in the self and reduced self-concept clarity compared to those who did not highly identify with their group.

B314

ASYMMETRIC ASSESSMENTS OF MORAL CONFLICT FOR SELF AND OTHER

Chelsea Helion[1], Erik Helzer[2], David Pizarro[1]
[1]Cornell University, [2]Wake Forest University

Four studies examined why individuals report being more moral than peers. Participants reported that their intentions were significantly more pure than their peers', that acting morally requires less effort for the self, and that the self was more likely to behave morally, an effect that was mediated by intentional purity.

Social Development

B315

RESPONDING TO PARTNER NEED: THE INTERSECTION OF THE ATTACHMENT AND CAREGIVING BEHAVIORAL SYSTEMS

Maire Ford[1], Nancy Collins[2], AnaMarie Guichard[3], Heidi Kane[4], Lisa Jaremka[5]
[1]Loyola Marymount University, [2]University of California, Santa Barbara, [3]California State University, Stanislaus, [4]Wayne State University, [5]Ohio State University

Social Neuroscience

B316

THE PRICE OF SOCIAL PAIN REGULATION: PREFRONTAL RECRUITMENT MAGNIFIES THE ASSOCIATION BETWEEN DAILY REJECTION AND ALCOHOL CRAVING

David S. Chester[1], C. Nathan DeWall[1]
[1]University of Kentucky

The right ventrolateral prefrontal cortex (RVLPFC) inhibits social pain, which may come at a self-regulatory cost when rejection is chronic. In an fMRI and daily diary study, individuals with greater RVLPFC activation to rejection showed a stronger, positive relationship between daily rejection and daily alcohol craving.

B317

NEURAL MECHANISMS OF INTERGROUP ATTRIBUTIONS

Jennifer T. Kubota[1], Tobias Brosch[2], Rachel Mojdehbakhsh[1], James S. Uleman[1], Elizabeth Phelps[1]
[1]New York University, [2]University of Geneva

To assess intergroup attributions, participants provided attribution ratings for Black and White targets during fMRI. Overcoming the Ultimate Attribution Error (UAE) is dorsolateral prefrontal cortex (DLPFC) dependent and individuals are more likely to make dispositional judgments of outgroup negative behaviors than ingroup negative behaviors.

B318

BEHAVIORAL ASYNCHRONY TAINTS THE INTERACTION CONTEXT

Juliane J. Honisch[1], Kimberly A. Quinn[2], John T. Cacioppo[3]
[1]School of Psychology, University of Birmingham, UK, [2]Department of Psychology, DePaul University, USA, [3]Department of Psychology, University of Chicago, USA

We explored the possibility that apparent benefits of behavioral synchrony (e.g., liking) are actually driven by deleterious effects of asynchrony. In two studies, we demonstrated that, compared to baseline, asynchrony led to more negative evaluations whereas synchrony had no effect. Synchrony may represent a psychological baseline for social interaction expectancies.

B319

OXYTOCIN AS A MITIGATOR OF AGGRESSION

Stephanie Menotti[1], Amelia Brewer[1], Lindsey Osterman[1]
[1]University of Central Oklahoma

Past research has shown that oxytocin is important in promoting bonding and prosocial behaviors, but little is known about its effects on antisocial behaviors, such as aggression. Our results indicate that experimentally increasing oxytocin decreases both the cognitive salience of aggressive words and retaliatory aggression.

B320

SO CLOSE, SO FAR, SO QUICKLY - STUDYING THE NEURAL TIME COURSE OF SOCIAL COMPARISONS

Katharina Banscherus[1], Gayannée Kedia[1], Thomas Mussweiler[1], Jutta Stahl[1]
[1]University of Cologne

We investigated the time course of social comparisons using electroencephalography (EEG). Participants compared the attractiveness or size of female faces. For both judgments the comparison took place 200 ms (N200) after stimulus onset suggesting that comparisons of social and magnitude characteristics are conducted at early, overlapping stages of stimulus evaluation.

B321

VENTRAL STRIATUM ACTIVITY FOR IN-GROUP MASKED HAPPY EXPRESSIONS PREDICTS OUT-GROUP FRIENDSHIP PATTERNS

Pin-Hao Andy Chen[1], Paul J. Whalen[1], Jonathan B. Freeman[1], James M. Taylor[1], Todd F. Heatherton[1]
[1]Psychological and Brain Sciences, Dartmouth College

This study used brain activity to predict individual differences in affiliating with in- or out-group friends for newly arrived Chinese participants. Compared to participants with higher reward activity for in-group masked happy expressions, those with lower reward activity showed a greater increase in percentage of out-group friends six months later.

B322

INDIVIDUAL DIFFERENCES IN CROSS-RACE BIAS MODULATE ADAPTATION TO INGROUP AND OUTGROUP FACES: AN FMRI STUDY

Kimberly A. Quinn[1], Bradley D. Mattan[2], Pia Rotshtein[2]
[1]DePaul University, [2]University of Birmingham

An fMRI adaptation approach was employed to identify brain regions supporting identity variation in faces of different races, focusing on individual differences in cross race effect (CRE). Behavioral CRE scores correlated with distinct BOLD response profiles in the core face network, including the bilateral fusiform, IFG, and the left pSTS.

B323

BRAIN DERIVED NEUROTROPHIC FACTOR GENE (VAL66MET) AND CHILDHOOD NEGLECT: THE MEDIATING ROLE OF COGNITIVE FLEXIBILITY ON DEPRESSIVE SYMPTOMS.

Opal Arilla McInnis[1], Robyn Jane McQuaid[1], Warren Caldwell[1], Shawn Hayley[1], Hymie Anisman [1]
[1]Carleton University

Ordinarily, negative early life experiences are accompanied by a depressive phenotype. However, we demonstrated that among undergraduate students (N=124), in the presence of a mutation of the brain derived neurotrophic factor gene, which is thought to limit neuroplasticity; the influence of early life neglect was less prominent.

B324

CECI N'EST PAS LA MORT: MORTALITY SALIENCE AND THE PERCEPTION OF SURREALISTIC ART

Verena Graupmann[1], Sarita Silveira[2], Evgeny Gutyrchik[2], Ernst Pöppel[2]
[1]DePaul University, [2]Ludwig-Maximilian-University Munich

Naturalistic paintings were evaluated similarly in terms of personal reassurance in both mortality salience and control condition, whereas surrealistic paintings were evaluated higher in the mortality salience condition. The increased self reference for surrealistic art under mortality salience was substantiated in an fMRI study.

B325

CHILDHOOD MALTREATMENT, DISTRUST, ALIENATION AND DEPRESSIVE SYMPTOMS: THE RELATION TO AN OXYTOCIN RECEPTOR GENE POLYMORPHISM

Robyn Jane McQuaid[1], Opal Arilla McInnis[1], Kimberly Matheson[1], Hymie Anisman[1]
[1]Carleton University

Among university students (N=288) childhood maltreatment was linked to depressive symptoms. However, this relation was absent in the presence of an oxytocin receptor gene (OXTR) polymorphism on both alleles. It is suggested that the polymorphism might diminish prosocial behaviors, but it also limits sensitivity to negative early-life neglect and abuse.

B326

EARLY LIFE SOCIOECONOMIC STATUS AND SOCIAL SUPPORT INTERACT TO PREDICT INFLAMMATORY RESPONSES TO A STRESSOR.

Neha A. John-henderson[1], Jennifer Stellar[1], Rodolfo Mendoza-Denton[1], Darlene D. Francis[1]
[1]University of California, Berkeley

Participants recounted a negative experience to an individual they believed to be another participant. The listener was a confederate, who either offered social support or appeared uninterested. The unsupportive condition predicted higher post-stressor IL-6 levels, but this main effect was qualified by a significant interaction with early life socioeconomic status.

B327

"FEMINISM IS THE RADICAL NOTION THAT WOMEN ARE PEOPLE": A SOCIAL COGNITIVE NEUROSCIENCE FRAMEWORK FOR INVESTIGATING GENDER CATEGORIZATION AND INDIVIDUATION.

William L. D. Krenzer[1], Eric D. Splan[1], Mark W. Geisler[1], Avi Ben-Zeev[1]
[1]San Francisco State University

We ask whether women tend to be less individuated/a more entitative group than men. Participants were presented with famous female and male faces. There was an increased P300 amplitude to female celebrity faces at the subordinate (versus basic) level; indicating that processing women's names (vs. gender) was more effortful.

B329

CORTISOL AND TEMPORARY COGNITIVE IMPAIRMENTS IN HETEROSEXUAL MEN AFTER INTERACTION WITH A WOMAN

Mario Ferrari[1], Samuele Zilioli[1], Neil V. Watson[1]
[1]Simon Fraser University

Social interaction with a woman leads to cortisol increase and a temporary cognitive decline in men. Fifty heterosexual males provided saliva samples before and after a conversation with either a female or male and performed the Stroop and the 2-back task. An indirect effect of cortisol on Stroop task performance was found.

B330

THE INTERACTION OF MULTIPLE GROUPING CUES IN EARLY FACE PROCESSING: AN EVENT-RELATED POTENTIAL STUDY

Holly Earls[1], James Morris[1]
[1]University of Virginia

This ERP study examined the impacts of grouping cues on face processing when cues are presented sequentially. Prior to each face, participants were given auditory statements indicating university affiliation. Results indicate that university affiliation interacts with race in early processing, and that the P100 component is correlated with subsequent memory.

B331

USING EEG TO TEST ALTERNATIVE MODELS OF IMPLICIT CONTRAST EFFECTS

Curtis D. Von Gunten[1], Laura Scherer[1], Bruce D. Bartholow[1]
[1]University of Missouri

Research on contrast effects shows that neutral stimuli elicit more favorable responses when presented in the context of negative as opposed to positive stimuli (and vice-versa). Here, event-related potentials (ERPs) showed that early visual attention and spontaneous categorization responses differentiate neutral images according to context.

B332

NEURAL CORRELATES ASSOCIATED WITH SOCIAL INFLUENCE IN ADOLESCENTS

Christopher N. Cascio[1], Matthew Brook O'Donnell[1], Frank Tinney[2], Joseph Bayer[2], Kristin Shumaker[1], Emily B. Falk[1]
[1]University of Pennsylvania, [2]University of Michigan

The present study extends our understanding of social influence in adolescents by examining neural correlates associated with social influence in order to understand which underlying processes facilitate versus inhibit behavior change. Participants demonstrate greater activity in regions associated with social pain when participant's failed to conform to divergent group opinions.

B333

SOCIAL IDENTITY SHAPES MIND PERCEPTION: BEHAVIORAL & NEUROIMAGING EVIDENCE

Leor M. Hackel[1], Christine E. Looser[2], Jay J. Van Bavel[1]
[1]New York University, [2]Harvard Business School

Using a continuum of morphs between human and doll faces, three experiments suggest that perception of mind behind faces depends not only on bottom-up, visual cues to humanness but also on top-down effects of group membership, out-group threat, and dimension of mind perception (i.e., agency or experience).

B334

ENVY DECREASES ATTENTION TO SADNESS.

Hiroyo Fujita[1], Toshiyuki Himichi[2], Rob Jenkins[3], Michio Nomura[1]
[1]Graduate School of Education, Kyoto University, [2]Graduate School of Education, Kyoto University; Japan Society for the Promotion of Sciences, [3]Department of Psychology, University of York

We investigated the relationship between personal envy and attentional bias toward the face of the envied target. Envious viewers paid less attention to the envy target when this target looked sad (versus neutral). This modulation appears to be mediated by activity in ventromedial prefrontal cortex.

B335

I'LL LIKE IT IF YOU DO, TOO: SOCIAL CONFORMITY CAN SHIFT FOOD PREFERENCES AT BEHAVIORAL AND NEURAL LEVELS.

Erik Nook[1], Stephen Frey[2], Jamil Zaki[1]
[1]Stanford University, [2]University of California, Berkeley

Social influence can shift behavioral and neural indices of food preferences. Participants rated how much they liked healthy and unhealthy foods before seeing ostensive (but actually manipulated) peer ratings. Participants' second ratings conformed to peer ratings, and activity in dopaminergic regions was greater when viewing "popular" than "unpopular" foods.

B336

EFFECTS OF EMOTION REGULATION STRATEGIES ON NEURAL AND BEHAVIORAL INDICES OF RACIAL BIAS

Meredith Phinizy Johnson[1], Bruce D. Bartholow[1]
[1]University of Missouri

Emotion regulation strategies (ERSs; reappraise and suppress) were applied within the context of controlling expression of racial bias while EEG was recorded. ERSs resulted in more biased behavior, less reliance on controlled processes, and a reduction in neural error monitoring. Findings are discussed in terms of self-regulation models of prejudice.

B337

THE COMPASSION CARRYOVER: AFFECTIVE CIRCUITS UNDERLIE PERSISTENT POSITIVITY EFFECT OF COMPASSION

Alexander Genevsky[1], Brian Knutson[1]
[1]Stanford University

This fMR study explores whether compassion related positivity persists beyond the immediate encounter, and what neural circuits may be implicated in this "Compassion Carryover". We find that neutral targets subliminally paired with compassion cues are rated higher on positive valence and recruit activation in affective circuits including the nucleus accumbens.

B338

MINDLESS MORALS: AGREEABLE MORAL STATEMENTS RECRUIT REDUCED ACTIVITY IN THE SOCIAL BRAIN.

Jordan Theriault[1], Adam Waytz[2], Larisa Heiphetz[1], Liane Young[1]
[1]Boston College, [2]Northwestern University

We compared neural activity within the theory of mind (ToM) network for statements of moral beliefs, "objective" facts, and "subjective" preferences. Agreeable morals elicited reduced activity in the RTPJ and precuneus, key nodes in the network. "Obvious moral truths» may fail to provide social information, and therefore elicit less ToM.

B339

THE COGNITIVE REFLECTION TEST AND REGIONAL PATHOGEN LOAD.

Kilian James Garvey[1], Laura Folse[1], Crystal Curry[1]
[1]University of Louisiana

The behavioral immune system theory suggests that populations exposed to elevated environmental threats produce relevant adaptive cognitive and emotional traits.

As predicted subjects from high vs low pathogen prevalent regions showed greater cognitive inflexibility, greater disgust sensitivity, and greater experiential vs rational thinking styles.

B340

PERCEIVED VULNERABILITY TO DISEASE DRIVEN BY SEXUAL DISGUST OVER PATHOGEN THREAT.

Crystal Curry[1], Laura Folse[1], Kilian James Garvey[1]
[1]The University of Louisiana

To test the pathogen prevalence theory of human values 174 subjects took the Perceived Vulnerability to Disease (PVD) and Three Dimension Disgust scales (TDDS). Somewhat counterintuitively the sexual disgust subscale of the TDDS contributed more to PVD than did the pathogen sensitivity subscale.

B341

MODULATIONS OF MIRRORING ACTIVITY BY DESIRE FOR SOCIAL CONNECTION AND RELEVANCE OF MOVEMENT

Oriana Rachel Aragon[1], Elizabeth Sharer[1], John A. Bargh[1], Jaime A. Pineda[2]
[1]Yale University, [2]University of California, San Diego

Consider a boxer hitting a weary opponent. We cannot always emotionally connect. Using EEG we record this empathic disconnection from others, in the action representation system. After unfair treatment, participants who had mirrored a confederate's movements ceased to mirror afterwards. Those who were treated fairly mirrored both before and after

B342

SOCIAL ACUITY AND STATUS IN REAL-WORLD SOCIAL NETWORKS

Noam Zerubavel[1], Jochen Weber[1], Peter Bearman[1], Kevin Ochsner[1]
[1]Columbia University

The present research reveals psychological and neural mechanisms linking status to social acuity in real-world social networks. Behaviorally, high-status individuals more accurately predicted how others assessed their personality. Neurally, a core valuation system reflexively appraises network members' status, and the fidelity of this neural representation correlates with perceivers' own status.

B343

LEARNING FOR TEACHING: AN FMRI STUDY

Stephanie Vezich[1], Elizabeth Castle[1], Matthew Lieberman[1]
[1]UCLA

Networks supporting non-social and social cognition appear antagonistic; however, social cognition may sometimes aid learning non-social material. Participants read 3 GRE passages while undergoing fMRI, expecting to a) teach, b) memorize, or c) make a control judgment. Social cognitive activation during learning for teaching passages was associated with enhanced learning.

Poster Session C

Friday, February 14, 12:30 pm – 2:00 pm, Hall 4

Close Relationships

C1
ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS AMONG GAYS, LESBIANS, AND BISEXUALS

Rowland S. Miller[1], Robert J. Cramer[1], Caroline H. Stroud[1], James Graham[2]
[1]Sam Houston State University, [2]Legacy Community Health Services, Houston, TX

In a large urban LGB sample, those in monogamous partnerships engaged in less prowling and were more satisfied than those who were involved in open relationships or were single. Further, those who were HIV+ engaged in more prowling and were less committed to their partners than those who were HIV-negative.

C2
I'D MOVE MOUNTAINS FOR YOU: HOW THE PASSAGE OF TIME INFLUENCES PEOPLE'S FEELINGS ABOUT MAKING COSTLY SACRIFICES FOR THEIR ROMANTIC PARTNER

Behzad Asyabi-Eshghi[1], Emily Impett[1]
[1]University of Toronto

This research used temporal construal theory to show that people feel less positive about sacrifices when they think about making them in the near future than in the distant future because they fail to anticipate how costly the sacrifices will feel when the time for making them approaches.

C3
EXAMINING THE STABILITY AND CHANGE IN TYPES OF INTIMATE PARTNER VIOLENCE ACROSS PRE-PREGNANCY, PREGNANCY, AND THE POSTPARTUM PERIOD: A LATENT TRANSITION ANALYSIS

Ceylan Cizmeli[1], Marci Lobel[1], Audrey Saftlas [2]
[1]Stony Brook University, [2]University of Iowa

We examined the stability and change in occurrence of various types of IPV across pre-pregnancy, pregnancy, and postpartum periods in a diverse sample of women. Using latent transition analysis, three classes of women were identified, and temporal stability of IPV types was evaluated in presence of individual and contextual factors.

C4
MOBILE PHONE USAGE AND PHYSICAL COLOCATION PREDICTS FRIENDSHIP PATTERNS, LANGUAGE GROUP PREFERENCES AND PSYCHOLOGICAL MALADJUSTMENT

W. Quin Yow[1], Megan Goldring[2], Wanyu Hung[1], Xiaoqian Li[1]
[1]Singapore University of Technology & Design, [2]University of Southern California

The present study used advanced mobile phone technologies to examine the social structure and subsequent psychological well-being of 35 first year college students. We detected friendship networks based on colocation data, and found associations between mobile phone usage and psychological mal-adjustment.

C5
EFFECTS OF RELATIONAL EFFICACY ON SUBJECTIVE WELL-BEING: A MULTILEVEL STUDY

Ryosuke Asano[1], Toshikazu Yoshida[2]
[1]Hamamatsu University School of Medicine, [2]Gifu Shotoku Gakuen University

We examined the association between relational efficacy – the expectations shared between partners – and subjective well-being (SWB). Two studies showed that relational efficacy increased SWB at the dyad and individual levels. Relationship quality mediated the association between relational efficacy and SWB at the dyad level, but not at the individual level.

C6
SELF-EXPANSION IN INITIAL INTERACTIONS: EFFECTS OF DEGREE OF (PERCEIVED AND ACTUAL) SIMILARITY AND TOPIC OF DISCUSSION

Susan Sprecher[1], Stanislav Treger[2], Amanda Fisher[1], Nicole Hilaire[1], Michelle Grzybowski[1]
[1]Illinois State University, [2]DePaul University

The present study examined the complex associations of actual similarity, perceived similarity, self-expansion opportunities, and affiliative outcomes using a live interaction paradigm. While actual similarity was generally unrelated to our outcome variables, perceived similarity was associated with greater self-expansion opportunities and mediated the link between perceived similarity and liking.

C7
ROSE-COLORED GLASSES OR ACCURATE ASSESSMENT OF THREAT? OPTIMISM AND ATTENTION TO NEGATIVE RELATIONSHIP INFORMATION.

Eden M. Davis[1], Lisa A. Neff[1]
[1]University of Texas at Austin

Does optimism encourage or impede attention to relationship threats? We examined how global and specific relationship optimism differentially influence perceptions of a partner's negative behaviors using a daily diary task. Spouses reporting optimistic global expectations exhibited greater tracking accuracy for negative behavior. Spouses reporting optimistic specific expectations exhibited less accuracy.

C8
A PROTOTYPE ANALYSIS OF INFIDELITY

Camille B. Lalasz[1], Dana A. Weiser[2], Daniel J. Weigel[1], William P. Evans[1]
[1]University of Nevada, Reno, [2]Texas Tech University

We explored whether infidelity is prototypically organized and whether laypeople's conceptualizations of infidelity are consistent with researchers' definitions. Support was found for a prototype framework across four studies. Laypeople are less likely to consider certain behaviors as central to infidelity and instead emphasize concealment of behaviors and resulting emotions.

C9
ACCURACY IN PERCEPTIONS OF SPOUSES' ATTACHMENT STYLE AND MARITAL QUALITY

Fiona Ge[1], Paula Pietromonaco[1]
[1]University of Massachusetts Amherst

The current study found that newlywed spouses' accuracy in perceiving their partner's attachment style predicted greater marital satisfaction; wives' accuracy also predicted their husbands' constructive behavior during conflict. Findings indicate that spouses' accuracy in perceiving their partner's attachment is connected to both their own and their partner's marital functioning.

C10
CONFLICT RECOVERY IN ROMANTIC RELATIONSHIPS

Jana Lembke[1], Paula Pietromonaco[1], Sally Powers[1]
[1]University of Massachusetts Amherst

This work aimed to identify individual-level characteristics underlying the ability to recover from relationship conflict. Adult temperament significantly predicted conflict recovery: wives' extraversion predicted her own behavior in a positive interaction task following conflict, and husbands' orienting sensitivity (responsiveness to low intensity stimuli) predicted his own and his wife's behavior.

C11
BUYING THINGS YOU DON'T NEED AGAIN...IT MIGHT BE BECAUSE OF YOUR RELATIONSHIPS: RELATIONSHIP STABILITY FACILITATES RATIONAL CONSUMERISM

Oscar Ybarra[1], David Seungjae Lee[1]
[1]University of Michigan

Material objects can enrich people's lives but too much focus on acquiring them can lead to unhappiness. By examining the link between social relationships and consumerism, the present study shows that the stability of one's social relationships can lead people to make more rational consumer decisions.

C12
WHEN "I" MET YOU: EXPLORING HOW INDIVIDUALS TELL RELATIONSHIP ORIGIN STORIES

Kate Blackburn[1], Leah LeFebvre[1], Nick Brody[2], Nick Merola[3]
[1]The University of Texas at Austin, [2]University of Puget Sound, [3]Northwestern University

How do we tell the story of when we met our romantic partner? Our results suggest that how we previously adjusted to past romantic relationships influences how we tell new romantic origin stories. Linguistic Inquiry and Word Count was used to explore the linguistic markers associated with relationship origin stories.

C13
DECISION MAKING IN SAME-SEX VS. MIXED-SEX RELATIONSHIPS: THE ROLE OF SOCIAL NETWORK DISAPPROVAL IN DECISIONS TO CONTINUE OR TERMINATE ROMANTIC RELATIONSHIPS

Karen L. Blair[1], Caroline F. Pukall[2]
[1]University of Utah, [2]Queen's University

While we know that social support for relationships plays a role in predicting relationship outcomes, we know less about what sources of support matter most. The current study asked participants (of varied sexual orientations) to respond to scenarios in which their parents or peers disapproved of their romantic relationship.

C14
CAN YOU TAKE CARE OF IT YOURSELF? ATTACHMENT INFLUENCES ATTITUDES TOWARDS MASTURBATION

Shae Wick[1], Alicia Limke[1], Paul C. Jones[1], Ronald W. Wright[1]
[1]Southern Nazarene University

In the first study, results indicated that whereas reported attachment avoidance predicted relationship satisfaction, attachment anxiety predicted negative attitudes towards masturbation. Moreover, in the second study, there was an effect of an attachment manipulation on attitude towards masturbation and an interaction between the attachment manipulation and gender on relationship satisfaction.

C15
IGNORANCE IS BLISS! "MODEL" COUPLES AND RELATIONSHIP UNCERTAINTY

Heather Shea Pope[1], Alicia Limke[1], Scott P. Secor[1], Ronald W. Wright[1]
[1]Southern Nazarene University

The purpose of the current study was to examine differences in relational uncertainty by participants' ability to describe a "model" romantic relationship figure. Results suggest that having an idea of how relationships should work might be more beneficial (in terms of certainty) than having a prescription for them.

C16
I JUST CALLED TO SAY I LOVE YOU: PREFERENCES FOR COMMUNICATION IN ROMANTIC RELATIONSHIPS FROM AN ATTACHMENT PERSPECTIVE.

Margaret P. Boyer[1], Britney M. Wardecker[2], Mallika Sarma[2], William J. Chopik[2], Michael J. Shain[2], Robin S. Edelstein[2]
[1]Haverford College, [2]University of Michigan

In an online survey we assessed partnered individuals' attachment orientation, relationship satisfaction, and preferred communication medium. Results suggest that avoidant individuals prefer to use forms of communication they self-reported as least intimate. Findings suggest that certain forms of communication may be more beneficial for avoidant individuals in their romantic relationships.

C17
LOVE OVER REASON: WHAT DO PEOPLE USE WHEN MAKING RELATIONSHIP PREDICTIONS?

Anika E. Cloutier[1], Johanna Peetz[1], Lara K. Kammrath[2]
[1]Carleton University, [2]Wake Forest University

When predicting sustained pro-relational behaviors, people tend to over-rely on how much they love their partner and neglect their self-regulatory abilities. This bias occurs when making self-predictions but not when making predictions for another person and is amplified when making predictions for the distant future.

C18
COMPASSION TO DEPRESSION: LET'S TALK ABOUT IT!

Porscha Kem Haynes[1], Jennifer Crocker[1]
[1]The Ohio State University

Compassionate goals predict decreased depressive symptoms, but would this finding hold when people have compassionate goals toward an ex-partner following a romantic break-up? We found that the beneficial effects of compassionate goals on depression were masked by associations between compassionate goals and communication with an ex-partner.

C19
I JUST SEE SEX IN OUR FUTURE: AN EXAMINATION OF UNRESTRICTED SOCIOSEXUALITY AS A LOW-INVESTMENT STRATEGY

Brian M. Wilkey [1], Paul W. Eastwick[1]
[1]University of Texas - Austin

Participants rated their desire to invest in a relationship with several opposite-sex acquaintances as well as their short-term vs. long-term orientation toward him/her. Unrestricted sociosexuality predicted a larger number of and a preference for low-investment relationships, but sociosexuality was unrelated to the desire for relationships to be short vs. long.

C20
SEX DIFFERENCES IN JEALOUSY OVER FACEBOOK ACTIVITY

Francis T. McAndrew[1], Sahil S. Shah[1]
[1]Knox College

A study of 40 heterosexual undergraduate students in romantic relationships revealed that females are more prone to Facebook-evoked jealousy and to jealousy-motivated behavior. Males accurately predicted these sex differences in response to a jealousy scale, but females seemed unaware that their male partners would be less jealous than themselves.

C21
THE ATTACHMENT INSECURITIES AND GENDER AS PREDICTORS OF PHYSICAL PAIN SENSITIVITY

Maria Teresa Frias[1], Phillip R. Shaver[1]
[1]University of California, Davis

Factors that affect physical pain also affect social pain. We hypothesized that attachment anxiety (a factor that affects social pain) and avoidance would be associated with physical pain. Our results supported our hypothesis and showed that gender also affects physical pain: social and physical pain are associated only among males.

C22

SEXISM AND ROMANCE: AFFECTION SUPPRESSES THE NEGATIVE RELATIONSHIP BETWEEN BENEVOLENT SEXISM AND RELATIONSHIP SATISFACTION

Brandon Balzer Carr[1], Eileen Zurbriggen[1]
[1]University of California, Santa Cruz

This study examined how benevolent sexism relates to viewing partners affectionately, and how that affection suppresses the detrimental outcomes that sexism has on relationship quality. Women's benevolent sexism was related to passion and commitment after controlling for hostile sexism and reduced relationship satisfaction after controlling for intimacy, passion, and commitment.

C23

ATTACHMENT STYLE AND CLOSENESS IN SOCIAL NETWORKS: A LONGITUDINAL EXAMINATION

Juwon Lee[1], Omri Gillath[1]
[1]University of Kansas

We investigated longitudinally whether attachment style predicts mean levels and fluctuations in closeness to social network members. Attachment avoidance predicted lower closeness, whereas both avoidance and anxiety predicted greater fluctuations in closeness. These findings highlight the role time plays, suggesting that insecurity leads to lesser stability in social network density.

C24

COMMITTING TO A LONG DISTANCE RELATIONSHIP: NEW FINDINGS ON THE ROLE OF EMOTIONAL AFFECT AND PREFERENCES FOR FREQUENT SEX

Fredrick Andrew Eichler[1], Eric D. Wesselmann[1], Matthew Hesson-McInnis[1]
[1]Illinois State University

Extending research by Cameron and Ross (2007), we found that relational stability – but neither positive nor negative affect- predicted commitment for males and females in long-distance relationships. Preferences for frequent sexual activity positively predicted commitment for both genders. Findings warrant future investigations on the role of sex in long-distance relationships.

C25

DAILY LIFE STRESS EXACERBATES THE EFFECT OF DAILY MARITAL CONFLICT ON SPOUSES' DIURNAL CORTISOL SLOPES

April A. Buck[1], Lisa A. Neff[1]
[1]University of Texas - Austin

This daily diary study suggests external stress exacerbates the effect of marital conflict on physiological well-being. Spouses exhibited flatter (less healthy) cortisol slopes on days of greater conflict. Experiences with daily stress outside the marriage moderated this association. The more stress experienced, the flatter spouses' slopes on high conflict days.

C26

ADULT ATTACHMENT ANXIETY CORRELATES WITH INCREASED ATTENTION TOWARD NEGATIVE ATTACHMENT-RELATED WORDS AS MEASURED BY EVENT-RELATED BRAIN POTENTIALS (ERPS).

Laura M. Lathrop[1], Michael A. Kisley[1]
[1]University of Colorado - Colorado Springs

ERPs were used to measure differences in responses to emotional words as a function of adult attachment style. Emotional words reflected positive and negative attachment-related themes, and general positive and negative themes. Attachment anxiety correlated with increased attention toward negative attachment-related words, but only for those currently in a relationship.

C27

ESCAPING THE FRIEND ZONE: GENDER DIFFERENCES IN THE LIKELIHOOD OF ROMANTIC/SEXUAL BEHAVIOR IN OPPOSITE SEX FRIENDSHIPS.

Colin Capaldi[1], Travis Sztainert[1], Balmeet Toor[1]
[1]Carleton University

The study explored asymmetric attraction from the perspective of individuals who rebuffed the romantic/sexual advances of an opposite sex friend. Gender differences in willingness and history of romantic/sexual involvement after friend zoning someone were found. Escaping the friend zone appears to be much more likely for women compared to men.

C28

EXAMINING DEFINITIONS OF A "ROMANTIC RELATIONSHIP" WITH A PROTOTYPE ANALYSIS.

Rhonda Nicole Balzarini[1], Arthur Aron[2], Marie Chelberg[1]
[1]Stony Brook University, [2]UC Berkeley

This research examined whether there is consistent lay understanding of what it means to be in a romantic relationship. Results suggest that the concept of being in a romantic relationship is prototypically organized--meaning some traits or characteristics are consistently central to how laypeople conceptualize being in a romantic relationship.

C29

THE LINK BETWEEN PERCEIVED SIMILARITY AND ATTRACTION BECOMES WEAKER AS SOCIAL RICHNESS INCREASES

Grace Larson[1], Eli Finkel[1]
[1]Northwestern University

Two live-interaction studies explored the moderating effect of the content's social richness on the link between perceived similarity to and liking for an interaction partner. Results revealed that interacting over a greater length of time or regarding more intimate subject matter attenuated the link between perceived similarity and liking.

C30

SOCIAL INTERACTION INTIMACY AND METABOLIC RISK IN ADOLESCENT GIRLS

Kharah M. Ross[1], Gregory E. Miller[1]
[1]Northwestern University

Following up on previous analyses, we sought to determine whether specific positive aspects of social interactions were associated with lower metabolic risk, a cluster of cardiovascular disease risk factors, in adolescent girls. Only greater intimacy was associated with less MR over the follow-up, independent of negative aspects of social interactions.

C31

ALLOCATION OF COGNITIVE RESOURCES TO PROCESSING ATTRACTIVE FEMALE FACES IS MODULATED BY THE PERCEIVER'S MATE VALUE: EVIDENCE FROM EVENT-RELATED BRAIN POTENTIALS (ERPS)

Laura K. Morgan[1], Michael A. Kisley[1]
[1]University of Colorado - Colorado Springs

Men viewed females faces (unattractive, attractive) under high and low mate value conditions. Brain responses indicated that attractive faces received the highest amount of processing resources ($p < .001$). Facial attractiveness interacted with mate value as high mate value men allocated significantly less resources to unattractive faces ($p < .05$).

C32

GET A BUZZ FROM SELF-EXPANDING RELATIONSHIPS

Brittany Wright[1], Timothy Loving[1]
[1]The University of Texas at Austin

The present study reveals that more self-expanding romantic relationships are associated with decreased alcohol consumption over time among college students. We argue that self-expansion serves as

a "replacement reward" to alcohol and mitigates individuals' desire or need to seek out the rewards of alcohol.

C33
WHAT DOES YOUR FACEBOOK ACTIVITY SAY ABOUT YOUR RELATIONSHIP?: PERCEPTIONS OF RELATIONSHIP SATISFACTION AND LIKABILITY ON FACEBOOK

Benjamin Le[1], Lydia F. Emery[1], Elizabeth R. Alpert[1], Amy Muise[2]
[1]Haverford College, [2]University of Toronto Mississauga

Two studies examined whether people glean information about others' relationship satisfaction from Facebook. Outside observers were relatively accurate at inferring satisfaction from profiles, based on the visibility of individuals' relationships. Low relationship visibility predicted low perceived satisfaction and likeability; however, excessive relationship disclosure predicted high perceived satisfaction but low likeability.

C34
THE MODERATING EFFECT OF SELF EFFICACY ON THE ASSOCIATION BETWEEN PERCEIVED SOCIAL SUPPORT AND PROCRASTINATION

Jia He[1], Patrick E. Shrout[1], Niall Bolger[2]
[1]New York University, [2]Columbia University

Analyses of daily diary reports of studying for an academic exam from 101 undergraduates revealed that procrastination was least likely among students who both reported being academically efficacious and well supported by friends and family. Social support was associated with more procrastination among less efficacious students.

C35
MATCHING IN PHYSICAL ATTRACTIVENESS AND WOMEN'S RESISTANCE TO MATE GUARDING

Madeleine A. Fugere[1], Alita J. Cousins[1]
[1]Eastern Connecticut State University

Women responding to an online survey perceived their own and their partner's physical attractiveness similarly, revealing matching in physical attractiveness. Women who perceived themselves as more attractive than their mates resisted mate guarding more, reported less commitment, more appealing dating alternatives, more flirting, and more frequent thoughts about breaking up.

C36
THE FORBIDDEN FRUIT IS NOT SO SWEET: THE MEDIATING EFFECTS OF SEXUAL GUILT BETWEEN RELIGIOSITY AND SEXUAL SATISFACTION

Jana Hackathorn[1], Brien Ashdown[2]
[1]Murray State University, [2]Hobart and William Smith Colleges

As premarital sexual behaviors are discouraged in many churches, the current study examined the relationship between religiosity and sexual satisfaction as mediated by sexual guilt for individuals in non-married relationships. Results indicated that sex guilt mediates the relationship between both religious internalization and religious identification and sexual satisfaction.

C37
SEX WITHOUT LOVE IS NOT AS OKAY WHEN YOU'RE OLDER: COLLECTIVISM MEDIATES THE NEGATIVE RELATION BETWEEN AGE AND SEXUAL PERMISSIVENESS

Stanislav Treger[1]
[1]DePaul University

I examined the relations between age, collectivism, and sexual permissiveness (i.e., acceptance of casual sex) in a sample of adults recruited from MTurk. The results suggested that age was associated positively with interdependence and negatively with sexual permissiveness; interdependence mediated the latter relation (while controlling for demographic variables; e.g., sex).

C38
WHERE'S THE DISCONNECT? MULTIPLE MEDIATORS BETWEEN SO AND COMMITMENT

Kullen Balthrop[1], Amanda Brantley[1], Jana Hackathorn[1]
[1]Murray State University

The current study investigated mediators between sociosexual orientation (SO) and romantic commitment. Findings indicate that individuals with an unrestricted SO may be less committed to their current relationships because they perceive their current partners as having low social skills, low intellect, and fewer similarities with themselves.

C39
IS ENGAGING IN UNFAITHFUL BEHAVIOR RELEVANT TO NORMATIVE PERCEPTIONS? EXAMINING THE INFLUENCE OF DESCRIPTIVE AND INJUNCTIVE NORMS IN INFIDELITY

Priscilla Fernandez[1], Eddie M. Clark[1]
[1]Saint Louis University

The current study examined whether descriptive norms (perceived behavior) and injunctive norms (perceived approval) were independent, significant predictors of engaging in unfaithful behavior. Results suggested that although both are significant predictors, descriptive norms more uniquely explain ambiguous and deceptive infidelity, and injunctive norms more uniquely explain explicit infidelity.

C40
THE EFFECTS OF EVALUATIONS FROM CLOSE FRIENDS ON THE QUALITY OF RELATIONSHIPS WITH THE FRIENDS

Junichi Taniguchi[1]
[1]Tezukayama University

This study revealed the effects of evaluations from close friends on the quality of relationships with friends. In "Communion" domain, as participants perceived they were evaluated more positive from their close friends, they thought their relationships with their friends were better. This result supported the prediction.

C41
THE INSTABILITY OF ATTACHMENT SECURITY AND ITS ASSOCIATION WITH RELATIONSHIP SATISFACTION

Rachael E. Jones[1], James K. McNulty[1], Nickola C. Overall[2]
[1]Florida State University, [2]University of Auckland

Two longitudinal studies of 251 newlywed couples demonstrated substantial within-person fluctuations in attachment security over the early years of marriage. Whereas between-person differences in attachment anxiety were negatively associated with relationship satisfaction on average, lagged multilevel analyses demonstrated that within-person changes in attachment anxiety were positively related to relationship satisfaction.

C42
DESIRABLE/CURRENT PARTNER ATTRIBUTES AND RELATIONSHIP SATISFACTION

Laura Alejandra Martinez[1], Monica Munoz[1]
[1]Texas A&M International University

Correlations between ratings of ideal and current romantic partner attributes and relationship satisfaction were calculated. Current (vs. ideal) partner ratings were predicted to correlate positively with relationship satisfaction. Results indicated that relationship satisfaction was positively and significantly correlated with current partner ratings, with no significant relationships to ideal partner ratings.

C43
DYADIC ASSOCIATIONS BETWEEN ADULT ATTACHMENT AND BODY MASS INDEX IN FIRST-TIME PARENTS.

Emily L. Lukasik[1], Britney M. Wardecker[1], William J. Chopik[1], Michael J. Shain[1], Margaret P. Boyer[1], Robin S. Edelstein[1]
[1]University of Michigan

We examined associations between attachment and changes in couples' Body Mass Index (BMI) throughout pregnancy. Using the Actor-Partner Interdependence Model, we found that men's anxious attachment predicted their own and their partner's changes in BMI over time. Our findings highlight the importance of incorporating attachment orientation into health interventions during pregnancy.

C44
INITIATING RELATIONSHIPS BY OFFERING BENEFITS:WHAT TECHNIQUES WILL WORK?

Viktoria Krizsan[1], Arianne Eason[2], Leigh Kathrine Smith[3], Margaret S. Clark[1]
[1]Yale University, [2]University of Washington, [3]University of Texas at Austin

We explored effective ways to initiate relationships. We hypothesized that offering non-contingent (relative to contingent) benefits would effectively communicate interest in a communal relationships and that lowering the perceived cost to the donor would increase the likelihood of acceptance. In two survey studies we found clear support for both hypotheses.

C45
NARCISSISM AND PERSPECTIVE-TAKING IN CLOSE RELATIONSHIPS: INCREASING SELF-OTHER OVERLAP AND RELATIONSHIP OPTIMISM

Julie Longua Peterson[1], Shelby E. Peterson[1], Beth Giguere[1]
[1]University of New England

We explored the relation between narcissism, inclusion of other in self, and relationship optimism following a perspective-taking manipulation. Narcissists in the perspective-taking (vs. control) condition reported greater cognitive-overlap between representations of self and close other and more optimism about the future of their relationship. Non-narcissists did not differ across conditions.

C46
THE DEACTIVATING ATTACHMENT STRATEGY: A LIMITED RESOURCE?

Jonathan D. Renz[1], Jeffery E. Aspelmeier[1], Amanda M. Lessard[1], Jenna E. McChesney[1], Bryce R. Lewis[1], P. Niels Christensen[1]
[1]Radford University

This study suggests the deactivating strategy thought to underlie dismissing attachment involves the use of self-regulatory resources that are subject to depletion. After completing an attachment essay, dismissing individuals persisted less on unsolvable anagrams, compared to secure and fearful participants. No significant group differences were found in other experimental conditions.

C47
ATTACHMENT PRIMES AND SELF-ESTEEM: THE EFFECTS ON PROSOCIAL BEHAVIOR

Sara Bozeman[1], Carolin Showers[1]
[1]University of Oklahoma

We investigated prosocial outcomes following secure and insecure attachment primes. An interaction between priming condition and self-esteem revealed that individuals with high self-esteem and a secure prime behaved more prosocially. In two studies, high self-esteem individuals had less self-focused emotions, which mediated strategies of relationship maintenance or helping.

C48
FACEBOOK AND THE AGE OF SELFIES: CONFLICT AND CONSEQUENCES FOR TWO TYPES OF NARCISSISM

Melissa A. Johnson[1], Carolyn Cutrona[1]
[1]Iowa State University

Facebook conflict mediated the relationship between hypersensitive narcissism and loneliness and perceived social support, while grandiose narcissism demonstrated no relationship with Facebook conflict in predicting individual loneliness and social support. This indicates that different types of narcissists interact differently with social media platforms, such as Facebook.

C49
THE ACTOR-PARTNER INTERDEPENDENCE MODEL IN INTIMATE RELATIONSHIPS RESEARCH: A SYSTEMATIC REVIEW

Cynthia Mohr[1], Lindsey Alley[1]
[1]Portland State University

This study systematically reviewed romantic relationship research employing the Actor-Partner Interdependence Model, in order to determine general patterns of findings regarding relationship functioning. Of the 18 studies providing analyzable results, we determined the degree of couple-orientation (vs. actor-orientation) via the k statistic for various relationship outcomes, including relationship satisfaction.

C50
EFFECTS OF ATTACHMENT SECURITY PRIMING ON FOOD SHARING

Reginald Eugene Brown III[1], Omri Gillath[1], Sabrina Gregersen[1]
[1]University of Kansas

The study examined the effects of attachment security priming on food sharing. Results provide further support to the association between closeness and food, showing that feeling secure increases the tendency to share food. This, for the first time, suggests the existence of a bi-directional link between love/security and food.

C51
DOES PERCEIVED SOCIAL NETWORK APPROVAL INCREASE ROMANTIC RELATIONSHIP COMMITMENT BY REDUCING ROMANTIC RELATIONSHIP UNCERTAINTY?

Ezgi Besikci[1], Christopher R. Agnew[1], Yu-yang Kenneth Tan[1]
[1]Purdue University

In a sample of 324 undergraduates involved in a romantic relationship, we assessed the mediating role of romantic relationship uncertainty in the association between normative beliefs and romantic commitment. Results from mediation analyses indicated that normative beliefs regarding one's romance are significantly associated with commitment via uncertainty about the romance.

C52
NEUROTIC PEOPLE BUFFER NEUROTIC PARTNERS AND DISAGREEABLE PEOPLE BUFFER DISAGREEABLE PARTNERS IN ROMANTIC RELATIONSHIPS

John Kim[1], Jeffry A. Simpson[2]
[1]St. Olaf College, [2]University of Minnesota

Using the Actor-Partner Interdependence Model, we tested the question of whether or not the influence of neuroticism and agreeableness on relationship closeness was dependent on partner scores on those traits. We found that high-neurotic people were unaffected by high-neurotic partners, and that low-agreeable people felt especially close to low-agreeable partners.

C53
PERCEIVED FAIRNESS AND RELATIONSHIP SATISFACTION DURING THE TRANSITION TO PARENTHOOD: THE MEDIATING ROLE OF SPOUSAL SUPPORT

Alexandra Chong[1], Kristin D. Mickelson[1]
[1]Kent State University

The current study examined the influence of perceived fairness of family labor on relationship satisfaction among new parents cross-sectionally at nine-months postpartum and longitudinally across the transition to parenthood. Results revealed emotional spousal support and negative interactions mediated the link between perceived fairness and relationship satisfaction, for mothers, but not fathers.

C54
THINK YOURSELF BEAUTIFUL: THE IMPORTANCE OF SELF-VIEWS OF ATTRACTIVENESS TO INDIVIDUAL AND RELATIONSHIP WELL-BEING

Karen Wu[1], Ellen Greenberger[1], Chuansheng Chen[1]
[1]*University of California, Irvine*

We examined the relative contributions of self-ratings, perceived partner-ratings, actual partner-ratings, and third-party ratings of attractiveness to self-esteem and relationship quality. Self-ratings and perceived partner-ratings of attractiveness predicted greater well-being. However, actual partner-ratings predicted greater relationship instability, and third-party ratings were unrelated to well-being.

C55
SEEING EYE-TO-EYE BUT NOT THIGH-TO-THIGH: GENDER SIMILARITIES IN EROTOPHILIA AND DIFFERENCES IN DESIRES

Jennifer A. Shukusky[1]
[1]*University of Texas at Austin*

Men have been found to be more erotophilic (open to sexual stimuli) than women. Here, men expressed interest in engaging in more sexual activities in 4 relationship types than women, but men and women did not differ on erotophilia scores. Evolutionary and social relationship theories are employed to discuss findings.

C56
UNSUPPORTIVE INTERPERSONAL INTERACTIONS AND ADJUSTMENT AMONG CHINESE-SPEAKING BREAST CANCER SURVIVORS: A MEDIATION MODEL

Jin You[1], Qian Lu[1]
[1]*University of Houston*

The study investigated the association of social constraints with adjustment to cancer and the underlying psychological pathways among Chinese-speaking breast cancer survivors. Results revealed that the negative relationship between social constraints and quality of life and such a relationship was explained by negative affect as well as the intrusive thoughts-affect links.

C57
CULTURAL DIFFERENCES IN FEELINGS ABOUT PARENTAL EXPECTATIONS

Amanda B. Jeans[1], Cynthia D'Cunha[1], Mingwei Zou[1], Julie A. Brunson[1], Camilla S. Overup[1], Linda K. Acitelli[1]
[1]*University of Houston*

Participants completed measures regarding perceptions of parental expectations, meaning of parental expectations, and feelings towards their parents. Results suggest that the increased parental expectations students from Eastern cultures perceive are associated with greater ambivalence towards their parents. However, this ambivalence is lessened if students perceive the expectations as positive.

C58
TURNING THAT SMILE UPSIDE DOWN: USING FACIAL EMG TO LOOK AT ALTERNATIVE PARTNER DEROGATION

Cassondra Faiella[1], R. Matthew Montoya[1]
[1]*University of Dayton*

This research was interested in determining how alternative partner derogation occurs. Participants rated attractiveness of potential dating partners while attached to facial EMG. Participants who thought about their current relationship partner first rated alternative partners less attractive, frowned more, and smiled less; providing evidence for an automatic derogation process.

C59
INFORMATION SEEKING IN INTIMATE RELATIONSHIPS

Devon Michelle Price[1], Jennifer Howell[1], Amanda Gesselman[1], James Shepperd[1]
[1]*University of Florida*

People generally want to know about their relationship partners, even if it is potentially threatening. We found that all people wanted information about their partner's mental and physical health. However, participant's sexual orientation and gender influenced in nuanced ways the information participants most wanted.

C60
RESOLVING TENSION FROM THE THIRD-PARTY FORGIVENESS EFFECT

Jaclyn M. Moloney[1], Chelsea A. Reid[1], Jody L. Davis[1], Jeni L. Burnette[2], Jeffrey D. Green[1]
[1]*Virginia Commonwealth University,* [2]*University of Richmond*

Participants wrote about a time when they forgave a dating partner's offense, but a close other did not (third-party forgiveness effect; Green, Burnette, & Davis, 2008). This forgiveness imbalance led to tension and rumination, which predicted reduced commitment toward the partner and more commitment towards the third party.

C61
PLAYING HARD-TO-GET AND PURSUING OTHERS WHO PLAY: THE ROLE OF ATTACHMENT STYLE

Catherine Nadeau[1], Juwon Lee[1], Omri Gillath[1]
[1]*Kansas University*

Two studies examined predictors of the tendency to play hard-to-get and pursue individuals who engage in such behavior. Results suggest that avoidantly attached individuals play hard-to-get to lower intimacy and increase reputation; whereas anxiously attached individuals pursuit others who play hard-to-get to boost their self-esteem.

C62
EMOTIONAL VARIABILITY PREDICTING CONFLICT IN ROMANTIC RELATIONSHIPS

Jessica I. Borders[1], Ashley K. Randall[2], Emily A. Butler[1]
[1]*University of Arizona,* [2]*Arizona State University*

Using diary data we examined the association of emotional variability and partners' reports of conflict. Interesting gender differences emerged; when their partners were more emotionally variable, men reported more conflict whereas women reported less. Interestingly, both men's and women's emotional variability may impact relationship outcomes but in different ways.

C63
DON'T HATE THE PLAYER, HATE THE PLAYBOOK: PERCEPTUAL, MOTIVATIONAL, AND BEHAVIORAL CONSEQUENCES OF EXPOSURE TO GENDER-TARGETED DATING SELF-HELP MESSAGES

Kelley J. Robinson[1], Jessica J. Cameron[2]
[1]*University of Winnipeg,* [2]*University of Manitoba*

In two experiments, exposure to dating self-help messages intended for the opposite gender increased self-protective inclinations. Exposure to one's own gender's targeted messages had positive and negative impacts on perceptions of the dating scene, dating motivations, and self-presentation behavior. Messages in popular dating guides have real (and sometimes unintended) consequences.

C64
COMPASSIONATE LOVE FOR A ROMANTIC PARTNER FACILITATES EMPATHIC ACCURACY

Lauren A. Winczewski[1], Jeff Bowen[1], Nancy Collins[1]
[1]*UC Santa Barbara*

Compassionate love is characterized by an enduring desire to enhance a romantic partner's well-being. The present study investigated the role of compassionate love in empathic accuracy, or the ability to accurately infer another's innermost feelings. As predicted, participants high in compassionate love were more empathically accurate during a stressful discussion.

C65

DOES FULFILLMENT OF SOCIAL AVOIDANCE MOTIVATION ENHANCE RELATIONSHIP SATISFACTION?

Toshihiko Soma[1], Tomomi Yamashita[2]
[1]Hiroshima University, [2]Jumonji University

Employing a survey about relationships with friends, we showed that individuals with strong avoidance motivation reported behaving according to avoidance motivation and were more satisfied with their relationships than were individuals with weak avoidance motivation. Our results suggest that both approach motivation and avoidance motivation can enhance relationship satisfaction.

C66

BETTER THAN BEING ALONE: LONGING FOR EX-PARTNERS OUT OF FEAR OF BEING SINGLE

Stephanie S. Spielmann[1], Geoff MacDonald[1]
[1]University of Toronto

Fear of being single (FOBS) leads people to pine for ex-partners. A correlational study showed FOBS mediated the association between anxious attachment and longing for an ex. An experimental study showed heightened FOBS increased longing for ex-partners. Desire to avoid being single is an important motivator for hanging onto ex-partners.

C67

SEXUAL HEALTH STEREOTYPES: DO MONOGAMOUS PARTNERS HAVE LOWER STI RISK THAN CONSENSUALLY NONMONOGAMOUS PARTNERS?

Justin J. Lehmiller[1]
[1]Harvard University

Sexual health history and practices of monogamous and consensual non-monogamous (CNM) romantic partners were compared. Although CNM participants reported more lifetime sexual partners than monogamous participants, frequency of STI diagnoses did not differ across groups, perhaps because monogamous participants had lower rates of condom use a high prevalence of infidelity.

C68

WHEN RELATIONSHIPS ARE ALL ABOUT ME: SELF-PRESENTATION AND AGGRESSION TOWARD INTIMATE PARTNERS

Camilla Stine Overup[1], Angelo M. DiBello[1], Linda K. Acitelli[1], Clayton Neighbors[1]
[1]University of Houston

Participants completed measures of self-presentation, relationship outcomes (trust, satisfaction), and intimate partner violence (IPV) perpetration. IPV perpetration was associated with poorer relationship outcomes through assertive self-presentation for women. Female perpetrators may engage in self-presentation as a function of ego involvement.

C69

DAILY WORK ENGAGEMENT, DAILY MARRIAGE AND LIFE SATISFACTION AMONG DUAL-EARNER COUPLES: AN EXPERIENCE SAMPLING STUDY

Nan Wang[1], Zhaoli Song[1], Christian Dormann[2], Wen-dong Li[3]
[1]National University of Singapore, [2]University of Mainz, [3]Kansas State University

The current study examined whether individuals' positive work experience can influence their partners' marriage and life satisfaction. Results showed that work engagement was positively associated with partner-reported marriage and life satisfaction through increased positive emotion display, decreased negative emotion display, and increased occurrence of interpersonal capitalization.

C70

A JOURNEY TO THE DARK SIDE: EVERYDAY SADISM AND THE DARK TETRAD OF PERSONALITY

Erin E. Buckels[1], Delroy L. Paulhus[2]
[1]University of Manitoba, [2]University of British Columbia

Sadism – newly added to the Dark Tetrad – has rarely been studied in personality research. We examined correlates in four studies. Results indicate that enjoyment of cruelty is not domain specific, but differences between direct and vicarious sadism are manifest in implicit and explicit behavior. Apparent pain perception bias informs theory.

C71

EMBODIED PROCESSES ARE MODERATED BY THE SITUATION: WARMTH, THREAT, AND THE DESIRE FOR AFFILIATION

Adam Fay[1], Jon Maner[1]
[1]Florida State University

Links between physical warmth and social affiliation depend on social context. In two experiments, warmth increased participants' affiliative motivations after a threat prime, but not after a control prime. Understanding of links between physical and psychological states is enhanced through the study of moderating factors, such as social context.

Groups/Intragroup Processes

C72

ASSIMILATION THROUGH IDENTIFICATION: GREEK IDENTITY STRENGTHENS AS MEMBERS INVEST IN FRATERNITIES AND SORORITIES OVER TIME

Rosanna E. Guadagno[1], C. Veronica Smith[2], Patrick J. Ewell[3], Gregory D. Webster[4]
[1]National Science Foundation, [2]University of Mississippi, [3]The University of Alabama, [4]University of Florida

We examined whether group identification strengthens over time by assessing members of sororities and fraternities identification with the Greek system 8 weeks apart. The measure was reliable at both time points, but item cohesion (alpha) was significantly higher at Time 2, suggesting that group identification strengthens as group membership persists.

C73

SEXUAL SELECTION STRATEGY AND SEXISM IN THE GREEK SYSTEM: MATING STRATEGIES REPRESENTED IN GREEK LIFE

Patrick J. Ewell[1], C. Veronica Smith[2], Rosanna E. Guadagno[3]
[1]The University of Alabama, [2]University of Mississippi, [3]National Science Foundation

We compared sexism and sexual strategies between students in the Greek system versus unaffiliated students. Study 1 initially compared the two samples. Study 2 followed Greek members over time. Regardless of time in the organization, only fraternity men reported higher levels of hostile sexism and more unrestricted sexual strategies.

C74

GET YOUR FREAK ON TO GET YOUR GREEK ON: A LONGITUDINAL SOCIAL NETWORK ANALYSIS OF FRIENDSHIPS, SEXUAL BEHAVIOR, AND GREEK IDENTITY IN FRATERNITIES AND SORORITIES

Gregory D. Webster[1], Patrick J. Ewell[2], Rosanna E. Guadagno[3], C. Veronica Smith[4]
[1]University of Florida, [2]The University of Alabama, [3]National Science Foundation, [4]University of Mississippi

We surveyed five fraternities and sororities three times, asking members how close they felt to each other. Social network analyses revealed that Greek identity and sexual promiscuity were positively related to popularity and gregariousness. Over time, having more sexual partners was related to increased popularity in fraternities but not sororities.

Judgment/Decision-Making

C75
FINDING MEANING IN ABSTRACT PAINTING: A CONSTRUAL LEVEL PERSPECTIVE.

Masanori Oikawa[1], Haruka Oikawa[1]
[1]Doshisha University

We examined how psychological distance affects sense making in abstract painting. Participants became slower to classify paintings as abstract (vs. representational) when it appeared distant (vs. close). This is consistent with the notion that abstract construal helps to find meaning in abstract painting, paradoxically making it seem more representational.

C76
DO WE PUNISH THE ROBOT?: EFFECTS OF AGENCY ON ENDORSING PUNISHMENT

Gale M. Lucas[1]
[1]University of Southern California, Institute for Creative Technology

While computers-as-social actors theory implies that people may punish machines for undesirable behavior just like humans, perceptions of "free will" also affect recommendations for punishment. Participants endorsed less punishment for either machines or humans whose undesirable behavior was both caused by a flaw in "hard-wiring" and not preventable by punishment.

C77
THE UNCONSCIOUS THOUGHT EFFECT: AN ATTEMPTED REPLICATION AND SEARCH FOR CAUSAL MECHANISMS

Elric Elias[1], Scott Trimble[1], Toni Falbo[1]
[1]University of Texas at Austin

After conducting a systematic review of the literature, this study attempted to a) replicate the unconscious thought effect (UTE) under ideal conditions, and b) discriminate among four competing explanations for the effect, if one was found. Results did not indicate a UTE effect.

C78
OWNING THE EXPERIENCE: HOW POSSESSIONS SHAPE OUR MEMORY AND DECISIONS

Julia D. Hur[1], Loran Nordgren[1]
[1]Northwestern University, Kellogg School of Management

We suggest that sense of ownership can be extended to experiences through material possessions. This ownership of an experience produces favorable memories of it, but it also decreases motivation to repeat the experience. Two experiments demonstrate the effects of possessions on satisfaction, positive evaluation, and motivation to repeat the experiences

C79
GIST MEMORY DOES NOT FULLY ACCOUNT FOR UNCONSCIOUS-THOUGHT EFFECTS: DISTRACTION FACILITATES DECISION MAKING (FOR SOME) EVEN WHEN GIST MEMORY IS MISLEADING

Andrew Michael Rivers[1], Ian M. Handley[2], Kristi Stefani[2], Katie Garrison[2], Ryan K. Victor[2]
[1]University of California-Davis, [2]Montana State University

The current experiment tested predictions of Unconscious-Thought Theory and Fuzzy-Trace Theory as alternative explanations for the 'Unconscious Thought Effect.' Only consistent with UTT, participants formed good judgments in line with a new goal provided just after information presentation, followed by a distraction period. This observation was significant for participants who were comfortable with ambiguity.

C80
IT'S A TRAP!: INSTRUMENTAL MANIPULATION CHECKS ENCOURAGE REFLECTIVE RESPONDING

Aashna Sunderrajan[1], David James Hauser[1], Norbert Schwarz[1]
[1]University of Michigan, Ann Arbor

Researchers use instrumental manipulation checks (IMCs) to identify inattentive participants. Since IMCs attempt to trick participants into responding incorrectly, participants may approach subsequent questions with greater suspicion. Confirming this, participants performed better on the Cognition Reflection Task after than before exposure to an IMC, indicating lower reliance on intuitive processing.

C81
WHY TIME PASSED FAST? THE UNDERLYING PROCESSES OF THE EXPERIENCE OF THE SPEED OF TIME PASSAGE

Xiaoqian Li[1], Michael Häfner[1], Gün Semin[1], Margarida Garrido[2]
[1]Utrecht University, [2]ISCTE-Instituto Universitário de Lisboa

In seven experiments, we investigated the role of the amount of incoming information on the perception of time passage. We found that the more information is coming in (and the higher the frequency at which the information is presented), the faster time seems to pass by.

C82
DEVELOPMENT OF AN INFORMATION SEEKING SCALE FOR DIFFERENT DOMAINS

Brock Brothers[1], Jennifer Vonk[1]
[1]Oakland University

We developed a scale to assess information- seeking strategies in different domains. Pilot studies revealed expected results in that different information seeking styles could be predicted by cognitive styles and religious beliefs. However, the current study aims to further validate the psychometric properties of the scale.

C83
EXPECTANCY MINDSETS IMPAIR FLEXIBILITY

John Sciarappo[1], Heather Barry Kappes[2]
[1]New York University, [2]London School of Economics and Political Science

Participants who had to generate expectations demonstrated impaired flexibility in two studies and the use of expectancy words in companies' annual shareholder letters predicted lower earnings the following year. These results suggest that generating expectations results in a mindset that hinders flexibility with which individuals and organizations address unexpected challenges.

C84
PLAYING IT SAFE, IMPULSIVELY: COGNITIVE REFLECTION REDUCES RISK AVERSION

Tianwei Liu[1], Michael D. Robinson[1]
[1]North Dakota State University

Our intuitions to the contrary, playing it safe may actually be an impulsive reaction. In economic games, support was found for this idea. Faster choices were risk averse in both between-subjects (Study 1) and within-subjects (Study 2) designs and people lower in reflection ability also avoided risks (Study 3).

C85
(IDEO)LOGICAL REASONING: IDEOLOGY IMPAIRS SOUND REASONING

Anup Gampa[1], Matt Motyl[1], Brian Nosek[1]
[1]University of Virginia

We investigated the effect of ideology on the evaluation of the logical quality of arguments. Participants rated political arguments on the extent to which the argument was logically sound. Liberals (conservatives) found sound and unsound liberal (conservative) arguments more sound than sound and unsound conservative (liberal) arguments.

C86
EVALUATIVE CATEGORIZATION: FINER DISCERNMENT OF PREFERRED OBJECTS

Brittney Becker[1], Rachel Smallman[1], Neal J. Roese[2]
[1]Texas A&M University, [2]Northwestern University

Preferences create passion, and with greater passion come greater elaboration of details for preferred objects. The current research presents three studies to determine whether people make finer distinctions on evaluative scales for objects they like versus dislike, and whether they find greater distinctions more meaningful for preferred objects.

C87
CONSIDERING ROADS TAKEN AND NOT TAKEN: HOW TEMPORAL DISTANCE INFLUENCES THE ACCESSIBILITY OF CHOSEN AND NON-CHOSEN OPTIONS

Greta Valenti[1], Lisa K. Libby[2]
[1]Birmingham-Southern College, [2]Ohio State University

After making a choice, people can frame that choice event in terms of the chosen or non-chosen option. This experiment manipulates past temporal distance from a hypothetical choice event and demonstrates that decreasing temporal distance increases the accessibility of the non-chosen option without changing the accessibility of the chosen option.

C88
THE EFFECTS OF SOCIAL STEREOTYPES ON MORAL JUDGMENT

Qiao Chu[1], Daniel Grühn[1]
[1]North Carolina State University

The present study investigated the effects of social stereotypes of age and sex on moral judgment. 608 adults judged five moral scenarios varying systematically in the age and gender of perpetrators and victims. Results provide evidence for the important role of automatic socioemotional processes in directing moral judgment.

C89
SELF-REGULATION IN DECISIONS FOR OTHERS VERSUS THE SELF

Stephanie Komoski[1], Eric R. Stone[1]
[1]Wake Forest University

Depletion increases heuristic-based decision making for self-decisions, but what about decisions for others? Participants completed a depleting or non-depleting task and made decisions for themselves or a friend. As predicted by Social Values Theory, participants' decisions for others were unaffected by depletion; however, depletion did not affect self decisions either.

C90
CONVERSATIONAL NORMS INFLUENCE THE CREDIBILITY OF A MESSAGE

Alex Koch[1], Hans Alves[1], Christian Unkelbach[1]
[1]University of Cologne, Germany

Evidence suggests a negativity bias in judgments of truth (Hilbig, 2009; 2012). However, re-using the claims used in those studies, our follow-up studies show that this systematic credibility difference is not due to valence but rather varying degrees of accordance with conversational norms (e. g., Grice, 1975).

C91
SOCIAL COMPARISON AND RISK-TAKING: THE ROLES OF SOCIAL STATUS AND COMPARISON REFERENT

Heather M. Haught[1], Jason Rose[1], Jill A. Brown[1], Andrew Geers[1], Ryan Corser[1]
[1]University of Toledo

People's tendencies to take risks vary depending upon a variety of individual and contextual factors. We investigated how risk-taking differs by social status and comparison referent. Results revealed that social status impacts risk-taking differently depending upon whether people received status feedback relative to a local or global referent.

C92
BETTER, FASTER, STRONGER? THE RELATIONSHIP BETWEEN IMPORTANCE, CLARITY, AND OVERCONFIDENCE

Jennifer M. Logg[1], Uriel J. Haran[2], Don A. Moore[1]
[1]UC Berkeley, [2]Ben Gurion University

Does motivation to self-enhance inflate overconfidence and does clarity deflate it? We examine (1) whether importance of a trait increases overconfidence and (2) whether personalized trait definitions exacerbate this effect. The results show that independent of a trait's importance, clarifying a trait's meaning with specific behaviors attenuates overconfidence.

C93
REWARDING INTUITION: THE DAMAGING EFFECT OF EXTRINSIC MOTIVATION ON THE UNCONSCIOUS COMPONENTS OF INTUITION

Shannon K. Pinegar[1], Marissa Uhl[1], Keith D. Markman[1]
[1]Ohio University

Extrinsic motivation worsens intuition through unconscious processing. When offering top performers a $50 reward, performance worsened on an intuition task, via intuitive confidence (study two) or intuitive decision-making (study one). By implementing the process dissociation procedure, motivation was found to worsen intuition by directly impacting unconscious processing (study 3).

C94
A PROTOTYPE STUDY OF EVIL

Efrem Mauro Violato[1], John Ellard[1]
[1]University of Calgary

A prototype method was used to identify different aspects of evil. Participants generated related words and how strongly they identified these words with evil. This was used to generate concepts seen as prototypical of evil. A good foundation for developing a prototype understanding of evil was developed

C95
STEREOTYPES AND LEGAL DECISION MAKING

John G. Conway[1], Scott R. Tindale[2]
[1]University of Florida, [2]Loyola University Chicago

Three independent variables were examined, the race of an offender, the race of the victim, and the type of crime committed. The impact of these factors were measured to determine their effect on a number of variables. Findings revealed several main effects as well as race and crime type interactions.

C96
FACE VALUE PLAUSIBILITY, SEMANTIC CUE CONCRETENESS, AND SOCIAL COUPON PURCHASING-DECISION

Chinintorn Nakhata[1]
[1]University of South Florida

This paper shows that consumers prefer social coupon (SCs) featuring a low-implausible face value when a coupon price exceeds willingness to prepay for an SC. Consumer aversion to pain of prepayment is an underlying process. Furthermore, the deal with concrete semantic cues attenuates this pain of prepayment aversion effect.

C97
A CRISIS OF CHOICE: REGULATORY FOCUS AND MODE PREDICT DIFFERENCES IN THE NEGATIVE EFFECTS OF MAXIMIZATION

Jeffrey Hughes[1], Abigail A. Scholer[1]
[1]University of Waterloo

Although maximizing (seeking the absolute best option) is associated with lower satisfaction, some forms may be adaptive. We found that while assessment mode predicted high standards and decision difficulty, promotion focus only predicted high standards. In turn, decision difficulty predicted frustration on a choice task, whereas high standards did not.

C98
LONGEVITY EFFECT AND RECYCLING BEHAVIOR
Martha A. Triano[1], Jessica M. Nolan[1]
[1]University of Scranton

The authors sought to extend the longevity effect (Eidelman et al., 2010) to recycling behavior. Results showed that participants perceived a well-established recycling program to be more eco-friendly and more well-known than a newly established program. A promising trend of the longevity effect on recycling behavior was also found.

C99
A THEORY OF AGENCY AND SOCIAL PREFERENCES
Shoham Choshen-Hillel[1], Ilan Yaniv[2]
[1]University of Chicago, [2]The Hebrew University of Jerusalem

According to our theory, social preferences change as agency changes. Individuals who experience agency view more positively allocations that benefit others more than them, and produce more generous allocations to others. This hypothesis was supported in a series of consequential lab studies. It accounts for inconsistent results in the literature.

C100
THE EFFECTS OF NEED FOR CLOSURE ON RESPONSIBILITY ATTRIBUTION
Brock Cameron Rozich[1], Michelle vanDellen[2]
[1]University of Northern Iowa, [2]University of Georgia

Participants rated the responsibility of a subordinate and a superior for an ethical transgression and reported their need for closure. For individuals low in closure, the subordinate was rated as less responsible under conditions of high versus low surveillance and when the superior gave an action- versus goal-specified command.

C101
LOSS FRAMES ARE COGNITIVELY STICKIER THAN GAIN FRAMES: EXAMINING THE ASYMMETRIC SEQUENTIAL EFFECTS OF GAIN AND LOSS FRAMING
Chun Mei Su[1], Alison Ledgerwood[1]
[1]University of California, Davis

We proposed that loss frames are cognitively stickier and resistant to subsequent reframing than gain frames. As hypothesized, participants who saw a gain frame (vs. loss frame) first exhibited significantly greater change in response to reframing at Time 2. Interestingly, the stickiness effect held regardless of participants' chronic regulatory focus.

C102
THE DIFFERENCES BETWEEN COLLEGE STUDENTS' IMPLICIT AND EXPLICIT CUE PREFERENCES IN ROMANCE CHOICE: AN EYE-MOVEMENT STUDY
Hong Zou[1], Shenghua Jin[1]
[1]Beijing Normal University, China

Is what people think consistent with what they say? By using eye tracker "Eye-link" and self-reported survey, two studies indicated differences between college students' implicit and explicit cue preferences in romance choices. Meanwhile, some implicit indices such as average duration time can be considered important in illustrating implicit attitude.

C103
I AM NOT A NUMBER! AM I? TESTING THE MENTAL LINE HYPOTHESIS FOR SOCIAL COMPARISONS.
Gayannee Kedia[1], Katharina Banscherus[1], Katja Corcoran[1], Thomas Mussweiler[1]
[1]University of Cologne

Do we compare people in the same way as numbers? In three experiments, we demonstrate that social comparisons of attractiveness and trustworthiness obey a similar distance effect as comparisons of numbers and other simple nonsocial magnitudes. These results suggest that personal characteristics are spatially represented along a mental line.

C104
WHETHER I TRUST YOU IS UP TO WHAT YOU CAN CONTROL: EFFECTS OF PERCEIVED BEHAVIORAL AND EMOTIONAL SELF-CONTROL ABILITY ON DECEPTION JUDGMENT
Song Wu[1], Hong Zou[1], Wei Cai[1], Shenghua Jin[1]
[1]Beijing Normal University, School of Psychology

Four studies demonstrated perceived behavioral self-control (BSC) and emotional self-control (ESC) have different effects on deception judgment. Results showed participants considered individuals with high BSC are more truthful than individuals with low BSC, and regarded the individuals with high ESC are less truthful than individuals with low ESC.

C105
PAST ACHIEVEMENT AND FUTURE POTENTIAL: THE ROLE OF CERTAINTY IN UNDERSTANDING THE TWO PATHS TO EVALUATIVE DECISIONS
Tzu-Yin Kuo[1], Siran Zhan[1], Shankha Basu[1], Neha Agarwal[1]
[1]Nanyang Technological University

We aim to understand when and why future potential versus past achievement is used during evaluation. As hypothesized, we found that under conditions of certainty, inferred past achievement is used to make decisions; conversely, under conditions of uncertainty, inferred potential is used. Additional evidence suggests effort justification occurs under uncertainty.

C106
THE COSTS AND BENEFITS OF POSITIVE ILLUSIONS IN COMPETITIVE CONTEXTS
Pinar Fletcher[1], Francesca Gino[1], Michael Norton[1], Max Bazerman[1]
[1]Harvard Business School

In two laboratory experiments, sellers display positive illusions about the value of their products. Positive illusions are strongly correlated with communicated biases (positively-biased information conveyed to buyers) and have asymmetric effects on sellers and buyers. Sellers benefit from their illusions by selling more while buyers get saddled with inferior products.

C107
CULTURAL DIFFERENCES IN OPPORTUNITY COST CONSIDERATION
Ning Zhang[1], Li-Jun Ji[1], Ye Li[2]
[1]Queen's University, [2]Huazhong Normal University

Cultural differences in opportunity cost consideration were explored across two studies between Chinese and European Canadians. The results demonstrated that Chinese were more likely to consider opportunity cost than European Canadians indexed both by their purchase decisions and presence of opportunity cost thoughts during the decision process.

C108
INTERPRETING EXPERT DISAGREEMENT: THE INFLUENCE OF DECISIONAL COHESION ON THE PERSUASIVENESS OF EXPERT GROUP RECOMMENDATIONS
Ashley M. Votruba[1], Virginia S.Y. Kwan[2]
[1]Arizona State University/Sandra Day O'Connor College of Law, [2]Arizona State University

A series of studies examined the effects of decisional cohesion (level of agreement among experts) on the persuasiveness of the recommendation. Results showed that the greater the decisional cohesion of the expert group the more persuasive their recommendation. Analyses indicate that perceived entitativity – the perceived group cohesiveness – mediated this relationship.

C109
PICKING VERSUS SPLITTING: DEFAULT CHOICES AND FAIRNESS IN ALLOCATING RESOURCES
Lindsay Juarez[1], Timothy Wilson[1]
[1]University of Virginia

When dividing resources between appealing alternatives, such as donating money to two charities, a majority of people chose to split the resource equally, even when benefit to all was maximized by picking one. In a pair of studies, we explored possible interventions to create more thoughtful decisions.

C110
SHOULD I STAY OR SHOULD I GO?: MECHANISMS UNDERLYING SUCCESSFUL ACTION/INACTION TACIT COORDINATION.
Joshua Buchanan[1], Christopher R. Chartier[1], Amy Summerville[1]
[1]Miami University

Research on tacit coordination, i.e. coordination without communication, has not sufficiently addressed how people decide whether or not to engage in a given action. We examined individuals' predictions and performance in matching and mismatching tacit coordination tasks involving these choices, and highlight the roles of anticipated regret and iterative reasoning.

C111
RESPONSIBILITY EXPLAINED AWAY: THE EFFECTS OF DIFFERENT ATTRIBUTIONAL ACCOUNTS OF WRONGDOING ON LAYPEOPLE'S PERCEPTIONS OF RESPONSIBILITY ASSIGNMENT
Leonard S. Newman[1], Ying Tang[1]
[1]Syracuse University

When given dispositional, situational, and neurological conclusions about causes of transgressive behavior, laypeople perceived psychologists presenting neurological accounts to be most exonerating, followed by situational and then dispositional accounts. Their own responsibility assignments to the wrongdoer were consistently greater in each account and were more similar across attributional accounts.

C112
THIRD-PARTY DECISION-MAKING UNDER RISK
Annabel Losecaat Vermeer[1], Alan Sanfey[2]
[1]Behavioural Science Institute, Radboud University Nijmegen. Donders Institute for Brain, Cognition and Behaviour, Nijmegen, [2]Behavioural Science Institute, Radboud University Nijmegen. Donders Institute for Brain, Cognition and Behaviour, Nijmegen. University of Arizona

We aimed to explore how third-party decision-making influences risk preferences, particularly whether these decisions induce more deliberative "cold" decision-making, resulting in less susceptibility to reflection effects. Deciding for third-party reduced susceptibility to reflection effect biases, due to a decreased psychological distance to the feedback, consequently more deliberative decisions.

C113
AGENCY, RISK AND RESPONSIBILITY JUDGMENTS
Gro Hege Haraldsen Nordbye[1], Karl Halvor Teigen[1]
[1]University of Oslo

How responsible are you for an action, and how responsibly do you act? Three experiments show that decision makers are given more responsibility when choosing the more risky option. On the other hand they are viewed as acting less responsibly. Thus these judgments should be distinguished as having different, determinants.

C114
WHO CAN WAIT FOR THE FUTURE? A PERSONALITY PERSPECTIVE
Vaishali Mahalingam[1], David Stillwell[1], Michal Kosinski[1], John Rust[1], Aleksandr Kogan[1]
[1]University of Cambridge

Who can wait for larger, delayed rewards rather than smaller, immediate ones? We found that greater delay discounting was predicted by low openness and conscientiousness, and higher extraversion and neuroticism. Smaller amounts were discounted more than larger amounts; furthermore, amount magnified the effects of openness and neuroticism on delay discounting.

C115
I AM STRONG TO THE FINISH, CAUSE I EATS ME SPINACH! THE INFLUENCE OF SUSTAINABLE-CONSUMPTION MESSAGES ON CONSUMERS´ JUDGMENTS OF SIMPLE VERSUS SOPHISTICATED GOODS AND SERVICES
Vera Herédia Colaço[1], Rita Coelho do Vale[2]
[1]NOVA School of Business and Economics, [2]CATÓLICA-LISBON School of Business and Economics

Across three experiments the authors show that when higher (lower) sustainable-consumptions message appeals are presented, the simpler and natural (more sophisticated and sexy) the item is portrayed to be, the better is its perceived quality and the process by which sustainability impacts willingness to pay is mediated by enjoyment perceptions.

C116
PSYCHOLOGICAL DISTANCE AS MODERATOR OF DECISIONS UNDER RISK
Martina Raue[1], Bernhard Streicher[1], Eva Lermer[1], Dieter Frey[1]
[1]Ludwig Maximilian University Munich

In two studies, we examined how psychological distance influences risky choices. Participants were more risk-seeking when risky choice problems were framed as psychologically distant than when framed as psychologically close. The moderating role of psychological distance on Prospect Theory is discussed.

C117
YOUR COST OR MY BENEFIT? : EFFECTS OF CONCESSION FRAMING IN NEGOTIATIONS
Nazlı Turan[1], Rosalind M. Chow[1], Laurie R. Weingart[1]
[1]Carnegie Mellon University

Three studies examine the effects of framing a concession to emphasize conceder-cost versus receiver-benefit. Concessions emphasizing conceder-cost lead to higher economic, but lower subjective, outcomes for concession recipients. These effects are mediated by negative perceptions of the conceder.

C118
DISTINCT OXYTOCIN EFFECTS ON PAROCHIAL COOPERATION IN INTUITIVE AND REFLECTIVE MINDS
Yina Ma[1]
[1]Dartmouth College

People prefer to cooperate with in-group members. How does such parochial cooperation come to mind? Here we show that people are predisposed to indiscriminate cooperation and increased parochial cooperation in reflective minds. Moreover, intranasal oxytocin treatment increased in-group bias in intuitive minds but decreased in-group bias in reflective minds.

C119
THE PSYCHOLOGY OF LEAVING THINGS BEHIND, FROM PARTIES TO PARTNERS
Ovul Sezer[1], Michael I. Norton[2], Francesca Gino[2]
[1]Harvard Business School/ Harvard University, [2]Harvard Business School

Four experiments explore the psychology of leaving things behind, from jobs to romantic partners to parties. Leaving things behind prompts people to assess their impact on their environments – leading them to hope that things go badly to prove their worth.

C120
THAT EXPIRES TOMORROW? EXPIRING GIFTS AND CONSUMER REACTANCE
Gabriel E. Gonzales[1], Marc Sestir[2], Lindsay A. Kennedy[1]
[1]Hendrix College, [2]University of Central Arkansas
Researchers, via a fictitious marketing survey, gave participants movie theater gift cards that either expired in 2 weeks or didn't expire. Analyses indicated those who received an expiring card were more likely to use the card, but reported lower interest and liking for the providing company.

C121
FROM EAST TO WEST: THE ROLE OF ACCESSIBILITY IN EGOCENTRIC COMPARATIVE JUDGMENTS
Colton B. Christian[1], Sara D. Hodges[1], I-Ching Lee[2]
[1]University of Oregon, [2]National Chengchi University
Previous research shows that self-other comparisons tend to be egocentric. With data from the U.S.A. and Taiwan, we examined whether accessibility of self judgments may explain this egocentrism. As self-accessibility increased, so too did the egocentrism of comparative ratings. Importantly, this finding was not moderated by culture or independent self-construal.

C122
THE EFFECTS OF INTUITIVE VERSUS RATIONAL THINKING STYLES ON ILLUSORY PATTERN PERCEPTION AND CREATIVITY
Jungwoo Ha[1], Jennifer Whitson[2], Gillian Ku[1]
[1]London Business School, [2]University of Texas- Austin
The increased incidence of schizophrenia in creative professions implies connections between creativity and illusory beliefs. Two studies show intuitive thinking styles – both primed and naturally occurring – create a greater level of illusory pattern perception than rational thinking styles. A final study explores the effects of rationality versus intuition on creativity.

C123
EVIDENCE THAT EITHER RATIONAL OR EXPERIENCE-BASED PROCESSING STYLES INFLUENCE UNCONSCIOUS THINKING EFFICIENCY.
Andrew Wilhelm Manigault[1], Ian Handley[1], Andrew Rivers[1], Katie Garrison[1]
[1]Montana State University
The present research sought to demonstrate individuals differences that can moderate the quality of attitudes formed through unconscious thinking processes. Presently, we find that individuals who have a dominant rational or experience-based thinking style render better attitudes in unconscious thought conditions relative to individuals who engage both or neither style.

C124
HOW TO IMPROVE RISK ASSESSMENT? THE INFLUENCE OF CONSTRUAL LEVEL ON RISK ESTIMATES
Eva Lermer[1], Bernhard Streicher[1], Rainer Sachs[2], Martina Raue[1], Dieter Frey[1]
[1]Ludwig Maximilian University Munich, [2]Munich Re
In three studies we explored the influence of abstract and concrete thinking (construal level) on risk estimates. Results showed: Concrete thinking (vs. abstract) leads to lower risk estimates. Furthermore, this effect seems to be unrelated to unrealistic optimism and appears to be useful to improve accuracy of risk estimates.

C125
ALTRUISTIC PATIENCE: WHEN GIVING MORE BEATS GIVING NOW
Sachin Banker[1]
[1]Princeton University
People consider the welfare of others when making decisions, often involving tradeoffs in benefits others receive at different points in time. Intertemporal choices that people make when the consequences are not directly experienced by the decision maker can exhibit biases, and this work in particular identifies a bias towards patience.

C126
THE POWER TO CONTROL TIME: POWER INFLUENCES HOW MUCH TIME (YOU THINK) YOU HAVE
Alice Moon[1], Serena Chen[1]
[1]University of California, Berkeley
Powerful individuals believe they have control over outcomes that they could not possibly control, such as the outcome of a die roll. Across five studies, we found that this illusory control leads high-power individuals to perceive having more available time than low-power individuals. Implications of the power-time link are discussed.

Methods/Statistics

C127
FINDING HIDDEN POPULATIONS THROUGH ONLINE CROWDSOURCING METHODS
Peter J. Martini[1], Victoria Springer[1], James T. Richardson[1]
[1]University of Nevada
This study assessed the presence of hidden populations in the U.S. on Amazon's Mechanical Turk (MTurk). Results indicate hidden populations on MTurk differ from national estimates. Immigrants and non-citizens were under-represented; IV drug users, religious minorities, and LGBTQ individuals were over-represented. MTurk may be useful tool to reach hidden populations.

C128
FALSE-POSITIVE INFLATION VIA QUESTIONABLE SCALE CONSTRUCTION PRACTICES
Joe Roberts[1]
[1]The Ohio State University
A computer simulation extends Simmons et al's (2011) examination of researcher degrees of freedom. A questionable scale-construction practice generates false positives at high rates vs reported alpha level. False-positive inflation due to this practice is resistant to suggested methodological remedies (requiring high sample size & scale consistency, etc.).

C129
RELIABILITY AND VALIDITY OF THE ANALOGUE PATIENT (AP) METHODOLOGY FOR CONDUCTING EXPERIMENTAL HEALTH-RELATED RESEARCH
Danielle Blanch Hartigan[1], Judith A. Hall[2], Edward Krupat[3], Julie T. Irish[4]
[1]National Cancer Institute, [2]Northeastern University, [3]Harvard Medical School, [4]Beth Israel Deaconess Medical Center
Analogue patients (APs) are untrained viewers who provide perceptions of medical interactions. The AP methodology is an approach to conducting health-related research when using real patients (RPs) is unethical or impractical. This study offers evidence for the reliability and validity of the AP methodology and advice for optimal implementation.

C130
APPLYING THE CONTRAST ANALYSIS OF SEMANTIC SIMILARITY TO IDEOLOGICAL SPEECHES
Nicholas S. Holtzman[1]
[1]Georgia Southern University
Phrase counts predict individual differences. Additional linguistic information may exist, however, in indirect relationships among words in sentences. We explored this in 86 Senators' speeches. Indirect relationships among words, as revealed by the Contrast Analysis of Semantic Similarity (CASS; www.casstools.org), predicted Senators' political ideology above and beyond phrase counts.

C131
LOW THRESHOLD OPEN SCIENCE
Chris H.J. Hartgerink[1]
[1]*Tilburg University*

Transparent research is vital in light of recent critiques. This transparency is seemingly hard to implement, but I propose an easily implementable transparent workflow using online services, which also addresses back-up problems and availability of non-peer reviewed work. This poster helps researchers gain footing in doing transparent research.

C132
CLAIMS AND TESTS OF DIFFERENCES BETWEEN CORRELATIONS IN SEVERAL PERSONALITY AND SOCIAL PSYCHOLOGY JOURNALS
Rachel Tanya Fouladi[1], Ramsay Malange[1]
[1]*Simon Fraser University*

We present results from a survey of key personality and social psychology journals that finds the majority of articles making claims that correlations are of different from each other, do not include direct tests of these claims. We highlight some simple, often overlooked, statistical techniques to test differences between correlations.

C133
VALIDATION OF THE FRENCH VERSION OF A SPECIFIC ATTACHMENT STYLE MEASURE
Elise Chaperon[1], Stéphane Dandeneau[1]
[1]*Université du Québec à Montréal*

Two studies, completed by 80 and 138 participants, developed and evaluated a French version of the Relationship Structure (ECR-RS) Questionnaire in terms of internal consistency, test-retest reliability, construct and concurrent criterion-related validity, as well as factor structure. The translation's psychometric properties support its use as a measure of specific attachment.

C134
THE MODERATED MEDIATION EFFECTS OF PERSONALITY IN CAREER SELECTION ANXIETY STUDY
Zhonghua Liu[1], John Rust[1]
[1]*The Psychometrics Centre, University of Cambridge*

This study tested a mixed model examining the moderated mediation effects of personality on the relationship between Job-Search Stress (JSS) on Career Selection Anxiety (CSA) in a sample of Chinese graduates. Structural Equation Modelling (SEM) was applied to analyze all the effects in this mixed model.

C135
ARE RISKS TO SOCIAL PSYCHOLOGY RESEARCH ASSISTANTS UNACKNOWLEDGED IN THE UNITED STATES?
Karen Z. Naufel[1], Erin E. Lawson[1], Denise R. Beike[2]
[1]*Georgia Southern University,* [2]*University of Arkansas*

The present study examined the extent that Institutional Review Boards (IRBs) within the United States acknowledged risks to social science researchers. Of the 40 IRBs sampled, no IRB required investigators to consider risks to researchers. These findings contrast with other nations' ethics policies advocating that risks to researchers be evaluated.

C136
VALIDITY EVIDENCE FOR BRIEF IMPLICIT ASSOCIATION TEST: EXPERIMENTAL STUDIES
Jing Yang[1], Jing Shi[1], Yuanyuan Shi[1], Yu L.L. Luo[1], Huajian Cai[1]
[1]*Key Laboratory of Behavioral Science, Institute of Psychology, Chinese Academy of Sciences*

In two experiments, the Brief Implicit Association Test (BIAT) was found to be sensitive to experimentally induced favoritism toward and identification with the newly formed ingroup and responsive to the threat effect on intergroup attitudes and further predictive of resultant intentions to boycott, indicating experimental validity of the BIAT.

C137
DOING WHAT THE STANDARD IAT CAN'T DO: THE SUBCATEGORY IAT MEASURES ASSOCIATIONS WITH CATEGORIES DEFINED BY TWO FEATURES
Yiqin Alicia Shen[1], Anthony Greenwald[1]
[1]*University of Washington*

This research compared the IAT partitioning strategy with the subcategory Implicit Association test in their ability to measure strengths of associations with subcategories. Subjects completed gender-identification IAT, race identification IAT and race-gender Subcategory IAT. Only results produced by the race-gender Subcategory IAT correspond to subject's own identity.

C138
EVALUATING THE QUALITY OF DATA OBTAINED FROM CROWDSOURCING, INTERNET FORUMS, AND UNDERGRADUATE PARTICIPANT POOLS
Michael R. Maniaci[1]
[1]*University of Rochester*

The present research compared data quality across various recruitment sources, including Amazon Mechanical Turk, other Internet forums, and an undergraduate participant pool. Internet-based recruitment yielded relatively diverse and intrinsically motivated samples. Recruitment sources were generally comparable on various indicators of participant attentiveness, compliance with study tasks, and data quality.

C139
EXPERIMENTER-PARTICIPANT CHARACTERISTICS: THE EFFECT OF GENDER AND RACE ON SOCIAL DESIRABILITY BIAS
Elizabeth Castaneda[1], Evelyn Ayala[1], Elisha Barron[1]
[1]*California State University, San Bernardino*

Social desirability bias occurs in face-to-face interviews due to social interaction (Paulhus & Reid, 1991). Characteristics of the experimenter and participant such as gender and race influence participants' responses. This study explores whether levels of social desirability rates vary among gender and ethnicity of experimenter and participant.

C140
THE JINGLE AND JANGLE OF EMOTION ASSESSMENT: IMPRECISE MEASUREMENT, CASUAL SCALE USAGE, AND CONCEPTUAL FUZZINESS IN EMOTION RESEARCH
Aaron C. Weidman[1], Conor M. Steckler[1], Jessica L. Tracy[1]
[1]*University of British Columbia*

Despite widespread interest across disciplines in assessing distinct emotions through self-report, most validated scales tap broader affect dimensions or dispositions. A systematic coding of emotion research articles revealed that researchers frequently employ short, unvalidated self-report scales, with items that overlap across supposedly distinct emotions, introducing considerable ambiguity into empirical findings.

C141
ASSESSING NARCISSISTIC PERSONALITY ATTRIBUTES: CURRENT CONTROVERSIES AND FUTURE DIRECTIONS
M. Brent Donnellan[1], Robert A. Ackerman[2], Aaron Hands[3], Christopher Hopwood[1], Edward A. Witt[1]
[1]*Michigan State University,* [2]*The University of Texas at Dallas,* [3]*UT Southwestern*

Experts in narcissism (n = 88) rated the centrality of 20 relevant characteristics and judged how effectively they are captured by the Narcissistic Personality Inventory (NPI) and Pathological Narcissism Inventory (PNI). Results indicate that entitlement is considered central and that the NPI and PNI reflect somewhat different conceptualizations of narcissism.

Morality

C142
THE ROLE OF SHARED VALUES IN MORAL CONFLICT: DIVERGING EVALUATIONS OF THE SELF AND THE MORAL REFUSER

Florien Cramwinckel[1], Kees Van den Bos[1], Eric Van Dijk[2], Anneke Bruin[1], Simone van Oudvorst[1], Marian Van Sprakelaar[1]
[1]Utrecht University, [2]Leiden University

Participants wrote a pro-/ anti-gay essay and were confronted with someone who refused this task on moral grounds. Participants evaluated refusers more positively when the refuser shared their pro-gay values, but evaluated themselves more negatively. Negative self-evaluation occurred only when participants had behaved in contrast with their own moral values.

C143
IDEOLOGY-SPECIFIC PATTERNS OF MORAL INDIFFERENCE PREDICT INTENTIONS NOT TO VOTE

Kate M. Johnson[1], Ravi Iyer[1], Sean P. Wojcik[2], Stephen Vaisey[3], Andrew Miles[3], Veronica Chu[1], Jesse Graham[1]
[1]University of Southern California, [2]University of California Irvine, [3]Duke University

Results from a nationally-representative survey and five large, ideologically diverse samples provide evidence that past non-voting behavior and explicit intention not to vote in the future are associated with lower endorsement of moral concerns and values, and more specifically, mismatch with the moral concerns most associated with one's ideological group.

C144
CONTAMINATION AND CONDEMNATION: EXAMINING IMPLICIT AND EXPLICIT ATTITUDES ABOUT HARM AND PURITY IN THE CASE OF SEXUAL ASSAULT

Laura N. Young[1], Liane Young[1]
[1]Boston College

This research explored the social judgment of sexual crime victims and the concept of contamination by measuring implicit and explicit associations between sexual crimes and contamination in individuals online. Both explicit and implicit associations between sexual crimes and contamination were predicted by moralization of respect for authority and sexism.

C145
GROUP ENTITIES AS VICTIMS: THE INFLUENCE OF MENTAL STATE ATTRIBUTIONS TO CORPORATIONS UPON MORAL RESPONSIBILITY.

Curtis Puryear[1], Stephen Reysen[1]
[1]Texas A&M University-Commerce

Two studies investigated mental attributions and moral responsibility in the context of groups. In Study 1, framing a corporation as a victim alleviated responsibility for a transgression. Study 2 distinguished between attributions at the group and member levels. Participants then deemed the corporation responsible regardless of its victim status.

C147
LAY BELIEFS CONCERNING THE RELATIONSHIP BETWEEN MENTAL AND PHYSICAL EXPERIENCE

Patrick M. Egan[1], Edward R. Hirt[1]
[1]Indiana University

Participants completed a series of questions regarding the perceived relationship between mind and body, as well as numerous individual difference measures hypothesized to correlate with these mind-body beliefs. Several significant patterns emerged, suggesting mind-body dualism as a viable individual difference measure. Implications and future directions will be discussed.

C148
MORALITY IS ABOUT INTERPERSONAL RELATIONSHIPS: RELATIONAL DYNAMICS AND THEIR IMPACT ON MORAL JUDGEMENT

Ain Simpson[1], Simon M. Laham[1]
[1]University of Melbourne, Australia

The role of relational factors in moral judgement is under-researched. Violations were judged differently depending on the relationship in which they occurred, and how individuals construed these relationships. Also, support for moral issues varied based on how their relational properties were construed. Findings highlight the importance of relational cognition in moral psychology.

C149
IS INFIDELITY WRONG? IT DEPENDS ON SEXUAL ORIENTATION

Sarah Taylor[1], Mark Alicke[1]
[1]Ohio University

This research examined moral judgments of infidelity committed within either gay or straight relationships and in either normative (straight) or non-normative (gay) directions. Anger and disgust predicted moral judgments, particularly for infidelity in a non-normative direction. Further, infidelity was judged more harshly within straight relationships compared to comparable gay relationships.

C150
CONSTRUAL LEVEL MODERATES THE RELATIONSHIP BETWEEN POLITICAL IDEOLOGY AND MORAL REACTIONS TO PHYSICAL INTIMACY BETWEEN GAY MEN

Ross Rogers[1], Matthew Vess[2], Clay Routledge[3]
[1]Ohio University, [2]Montana State University, [3]North Dakota State University

In Study 1, political ideology predicted moral negativity toward male same-sex intimacy more strongly when participants adopted an abstract (vs. concrete) construal level. This pattern was generally replicated in Study 2 when the moral value of purity was primed, but was reversed when the moral value of fairness was primed.

C151
MORALITY BY CONSEQUENCES: PREDICTING THE EFFECT OF OUTCOMES ON MORAL JUDGMENTS

Michael A. Frechen[1]
[1]Ohio University

Participants evaluated scenarios involving moral decisions and predicted how their judgments would change if positive and negative outcomes were later revealed. Participants' moral frameworks (consequentialist versus deontological) better predicted actual change in judgments compared to their own predictions of how their judgments would change if the identical outcomes were revealed.

C152
CHECKING ETHICAL BLIND SPOTS: BEING AWARE OF POTENTIAL HARM

Sean Malahy[1], Benoit Monin[1]
[1]Stanford University

In three studies, we found that the cognitive accessibility of constructs that may be negatively impacted (e.g., worker, family) increased opposition to ethically-ambiguous actions. These findings suggest that variations in accessibility of relevant, negatively impacted constructs may contribute to perceiving an ambiguous target as possessing ethical relevance.

C153
ABSOLUTE CORRUPTION MOTIVATES EMPOWERMENT ABSOLUTELY

Nicholas A. Hays[1], Noah J. Goldstein[2]
[1]NYU, [2]UCLA

Contrary to the belief that power corrupts, we demonstrate that the opportunity to behave unethically increases the desire for power. Furthermore, people who take advantage of opportunities to behave unethically desire power to enrich themselves whereas people who refrain from behaving unethically desire power to enforce rules.

C154
PUT YOUR MONEY WHERE YOUR MORALS ARE: THE IMPORTANCE OF LOSS VS. GAIN IN THE MORAL DOMAIN

Justin T. Aoki[1], Dominic Packer[1]
[1]Lehigh University

Moral beliefs are commonly attributed a quality of imperativeness, driving behavior irrespective of personal consequences. However, there is little direct evidence for this hypothesis. Pitting moral values against monetary losses and gains (taboo tradeoffs), we found that people had fewer sacred value responses when facing potential losses (vs. gains).

C155
SELF-OTHER AGREEMENT ON MORAL TRAITS

Maxwell Barranti[1], Ashley Hawkins[1], Erik Helzer[1], R. Michael Furr[1], William Fleeson[1]
[1]Wake Forest University

To evaluate the existence of moral traits, we examine convergence between self-ratings and acquaintance-ratings across moral traits. In 3 studies "targets" self-reported moral traits and they were rated by up to 7 "informants". There was significant self-other agreement across all studies, providing some evidence for the existence of moral traits.

C156
MORAL DEONTOLOGISTS ARE MORE LIKELY TO FLIP FLOP

Jeffrey S. Robinson[1], Jason E. Plaks[1]
[1]University of Toronto

How stable are people's moral judgments? Participants made judgments in deontological/utilitarian dilemmas. Afterward, participants were asked if they wanted to change their mind. Those who initially chose the deontological option were more likely to switch to the utilitarian option. This relationship was mediated by lower moral identity.

C157
MORAL VIOLATIONS AND THE SERIOUSNESS OF CRIMINAL ACTIVITY

Michael Brubacher[1], Russell Steiger[1]
[1]DePaul University

Theories of crime seriousness have often focused on individual harm. However, the moral nature of crime may extend beyond the wellbeing of individuals. Two studies indicate that a crime's violation of social norms and threats to social decency and order are stronger predictors of seriousness than concerns for victim wellbeing.

C158
SEX, PRANKS, AND VIDEOTAPES: WHAT ARE THE PRECURSORS OF MORAL JUDGMENT?

Anthony Washburn[1], Christine Reyna[2], Russell Steiger[2], Geoffrey Wetherell[2], Or'Shaundra Benson[2], Ali Omair[2]
[1]University of Illinois at Chicago, [2]DePaul University

In order to better understand the precursors of moral judgment, we conducted an experiment testing the effects of intent, outcome, and moral foreknowledge on moral judgments. Knowingly engaging in a morally sanctioned or supported act was a consistent predictor of moral judgments for both acts and persons.

C159
MORAL PRINCIPLES AND COGNITIVE LOAD

Hanne M. Watkins[1], Simon M. Laham[1]
[1]University of Melbourne

We investigated the level of automaticity involved in processing three moral principles of harm. Participants' sensitivity to the act-omission principle was reduced under cognitive load, whereas their sensitivity to double effect was not. The contact principle was somewhat influenced by load. The implications for dual-process models of morality is discussed.

C160
MORAL IDEAL SELF SCALE (MISS): A POSSIBLE SELVES APPROACH TO MEASURING MORAL IDENTITY

Sam A. Hardy[1], Lawrence J. Walker[2], Ryan D. Woodbury[3]
[1]Brigham Young University, [2]University of British Columbia, [3]University of Notre Dame

We developed a possible selves measure of moral identity, tested age and gender differences, examined links to outcomes, and assessed mediators. Moral ideal self predicted outcomes above moral identity internalization, and these links were often mediated by purpose and social responsibility. Some age and gender differences were found.

C161
AFFECT AS INFORMATION: BRIDGING THE GAP BETWEEN MORAL BEHAVIORS AND MORAL FORECASTS

Rimma Teper[1], Alexa Tullett[2], Elizabeth Page-Gould[1], Michael Inzlicht[1]
[1]University of Toronto, [2]University of Alabama

Does affective experience and awareness affect moral forecasting accuracy? Study 1: Participants in a forecasting condition (especially those low in emotional awareness) predicted cheating more than participants in a behavior condition actually cheated. Study 2: Participants receiving arousing somatic feedback produced more accurate forecasts than participants receiving neutral feedback.

C162
SHIFTING LIBERAL AND CONSERVATIVE ATTITUDES USING MORAL FOUNDATIONS THEORY

Martin V. Day[1], Susan T. Fiske[1], Emily L. Downing[2], Thomas E. Trail[3]
[1]Princeton University, [2]Microsoft, [3]RAND Corporation

Individuals ground their sociopolitical opinions on moral concerns. We examine whether harm, fairness, ingroup, authority, and purity moral foundations can causally influence the attitudes of liberals and conservatives. Across two studies we found that relevant moral foundations can entrench existing political attitudes and persuade individuals to alter their political attitudes.

C163
RELATIONSHIP MORALITY – THE ETHICS OF FRIENDSHIP BETRAYAL

Dylan Faulkner Selterman[1]
[1]University of Maryland

Using a narrative vignette design, this study found that betraying a friend was considered more moral if the individual freely confessed or was motivated by love, even if greater harm was done. Perceptions of loyalty and purity fully mediated the effect of confessing on moral righteousness.

C164
MORALITY AND HEIGHT: MORAL CHARACTER AFFECTS PERCEPTIONS OF PHYSICAL STATURE

Marco Brambilla[1], Simona Sacchi[1]
[1]University of Milano-Bicocca

Morality distorts impressions of physical stature. A person was perceived as taller when depicted as high (vs. low) in morality (Study 1). An individual was perceived as taller when depicted as highly moral rather than highly sociable (Study 2). Morality thus influences the visual perceptual system impacting impressions of others.

C165
MORAL VITALISM

Brock Bastian[1]
[1]University of Queensland

Moral vitalism refers to a tendency to view good and evil as actual forces that can "intentionally" influence people and events. I introduce the Moral Vitalism Scale, showing that high scorers are sensitive to moral contagion, concerned with mental purity, and reactive to the potential influence of alien ideological systems.

C166
WHY SUPPORTING ANIMAL WELFARE IS NOT THE SAME AS OPPOSING ANIMAL CRUELTY: MORAL GOAL FRAMING AND HOW IT AFFECTS GROUP COORDINATION
Shruti Bhutada[1], Gabrielle Adams[1], Stefan Thau[1]
[1]London Business School

People may be members of groups with goals that oppose immoral outcomes or support moral outcomes. Participants who saw animal rights issues framed as 'opposing animal cruelty' perceived that the likelihood of achieving their goal of animal rights was under greater threat than those who read about 'supporting animal welfare.'

C167
THE EFFECT OF CHOICE PROVISION ON UNETHICAL BEHAVIOR
Erika A. Patall[1], Jennifer Kay Leach[1], Gregory Schraw[2]
[1]The University of Texas at Austin, [2]University of Nevada – Las Vegas

This study investigated the effect of providing task choices on cheating behavior. Results suggested that when given the opportunity, individuals who chose aspects of the task did not cheat, while non-choosers cheated when given the opportunity. An explanatory pattern emerged for the effects of choice on motivational precursors of cheating.

C168
ERROR MANAGEMENT AND BIASED INTENTION JUDGMENTS FOR SIDE EFFECTS: IMMORALITY INCREASES INTENTION JUDGMENTS AND MORAL GOODNESS DECREASES INTENTION JUDGMENTS
Andrew James Vonasch[1], Roy F. Baumeister[1]
[1]Florida State University

Two separate biases in error management produced the side-effect effect (Knobe, 2003): relative to morally neutral effects, participants judged immoral effects of decisions as intended and morally good effects as unintended. Reducing the actor's control over his or her decision reduced intention judgments for harming and increased judgments for helping.

C169
QUALIFYING THE FREE WILL-MORALITY LINK: UNDERMINING FREE WILL PROMOTES LESS HELPING, BUT MORE APPROVAL OF UTILITARIAN ACTIONS
Brianna Lia Middlewood[1], Karen Gasper[1]
[1]The Pennsylvania State University

Whether undermining free will belief (FWB) undermines morality or not depends on the situation. Two experiments found that FWB led to more helping, but less approval of utilitarian actions (prioritizing the good of the many). Furthermore, these effects were not always mediated by movement in FWB.

C170
THE AROUSAL MODEL OF MORAL CONDEMNATION
Justin Cheng[1], Victor Ottati[1], Erika Price[1]
[1]Loyola University Chicago

In three experiments, we investigate the relation between affect and moral judgment, and find that arousal increases the severity of moral condemnations, while classic emotion specificity effects remain absent. Results are compatible with constructivist approaches toward understanding emotion and the feelings as information account of social judgment.

C171
HEROES OR VILLAINS? PERCEIVING WHISTLEBLOWERS AS SOCIAL HIERARCHY THREATS PREDICTS BACKLASH
Nadia Y. Bashir[1], Penelope Lockwood[1], Alison L. Chasteen[1]
[1]University of Toronto

Two studies examined whether social dominance orientation (SDO) explains individual differences in reactions to whistleblowers. Participants high in SDO viewed whistleblowers more negatively and were less likely to endorse the need for change within the perpetrating group, because they perceived the whistleblowers as a threat to social hierarchy.

C172
DEVELOPMENT OF A WORD FRAGMENT COMPLETION TASK AS AN IMPLICIT MEASURE OF MORAL FOUNDATIONS ACCESSIBILITY
Scott D. Frankowski[1], Michael A. Zárate[1]
[1]University of Texas at El Paso

We developed a word fragment completion task as an implicit measure of moral foundation accessibility. We tested 200+ words with participants from a university and M-Turk sample. For each foundation's virtue and vice, 10 – 12 word fragments were retained which participants completed as target words 25 – 75% of the time.

C173
CONCERNS OF MORAL SANCTITY DRIVE CENSORING FROM YOUNG CHILDREN
Rajen Anderson[1], E. J. Masicampo[1]
[1]Wake Forest University

Using a measure of censorship based on Moral Foundations Theory (MFT; Haidt & Graham, 2007), we found that intentions to censor from children are linked to the MFT foundation of sanctity/degradation. Regardless of the content being censored, sanctity concerns more strongly predicted censorship from children than other values.

C174
CHILDHOOD PARENTING EXPERIENCES INFLUENCE MORAL ATTITUDES IN COLLEGE STUDENTS
Vona Fe Ofamen[1], Meaghan Altman[1], Jeffrey W. Gilger[1]
[1]University of California, Merced

This project was a preliminary investigation into political and moral attitudes as a function of perceived parenting experiences during childhood. Multiple regression analyses suggest that specific parenting styles are related to certain moral foundations. Variance in political ideology is explained partly by moral attitudes and independent effects of parenting style.

C175
VIRTUE, CONTINENCE, INCONTINENCE AND VICE: THINKING PROCESSES AND VIRTUE JUDGMENTS
Feng Yu[1], Kaiping Peng[2]
[1]Tsinghua University, [2]University of California, Berkeley & Tsinhua University

We proposed a theory of virtue based on thinking systems. Five experiments found that, at the level of folk psychology, agents who behaved morally using system 1 thinking were recognized as most virtuous; while agents who behaved immorally using system 1 thinking were recognized as least virtuous.

C176
MORALLY CONVICTED TO DEATH: THE ROLE OF MORAL CONVICTIONS IN LIFE AND DEATH SITUATIONS
Anna R.D. Pope[1], Rachel Costello[1], Eleanor Leavens[1], Ruth Warner[1]
[1]Saint Louis University

Participants were presented with a scenario in which abortion or stem cell research would save a life. Strong moral conviction against the procedure predicted higher opposition to the procedure and affective consequences for approving the procedure. Religiosity, guilt, self-esteem and authoritarianism are related to moral convictions and moral conviction violation.

C177
INTENTIONAL MENTAL STATE ASCRIPTIONS AND INTERPERSONAL DIFFERENCES IN MORAL JUDGMENTS
Garrrett T. Marks-Wilt[1]
[1]University of Missouri-Columbia

Moral judgments shape mental state ascriptions (e.g., intentionality), research suggests. In two studies, materials designed to include an issue of varying normative significance (human cloning, gay-kissing)

revealed associations between moral judgments and intentional mental state ascriptions, with the moral judgments of those ascribing high/low intentionality differing significantly.

C178
THE TRUTH IS EASY: COGNITIVE CAPACITY, DECEPTION, AND DIE-ROLLS.

Anna Elisabeth van 't Veer[1], Mariëlle Stel[1], Ilja van Beest[1]
[1]Tilburg University

We found that imposing cognitive load can effectively eliminate participants' ability to tell a lie. This stresses that at least some amount of cognitive capacity is needed to deceive, and therefore being honest can be thought of as the more 'automatic' tendency that needs to be overwritten by deceptive responses.

C179
OPPOSITION AGAINST ABORTION, EUTHANASIA AND GAY ADOPTION: BASED ON EMPATHY AND CARE FOR OTHERS, OR EGOISTIC CONSERVATIVE MORALITY?

Csilla Deak[1], Vassilis Saroglou[1]
[1]Université catholique de Louvain

Conservative people typically have negative attitudes toward abortion, euthanasia, and gay adoption and today use empathy-based arguments (e.g., child's wellbeing) as justifications. This study shows that this argumentation is triggered by only conservative/collectivistic values and lack of humility and existential quest; it's other-oriented liberals who tend to be prosocial.

C180
OBJECTIVELY AND UNIVERSALLY TRUE: PSYCHOLOGICAL FOUNDATIONS OF MORAL CONVICTION

G. Scott Morgan[1], Linda J. Skitka[2], Brad L. Lytle[3]
[1]Drew University, [2]University of Illinois at Chicago, [3]Cornell University

What psychologically differentiates attitudes held with strong moral conviction ("moral mandates") from strong but non-moral attitudes? Three studies provide evidence that people perceive their moral mandates as more universally true than otherwise strong but non-moral attitudes, in part because people experience the former as more objectively factual than the latter.

C181
MODERATING THE IMPACT OF MORAL EMOTIONS

James Cornwell[1], E. Tory Higgins[1]
[1]Columbia University

Research in moral psychology has found that certain emotions can intensify moral judgments of different behaviors. Our research examined the possible presence of motivational moderators of these associations. Specifically, we found that moral judgments are only intensified by disgust when participants are induced into a prevention focus.

C182
DOES MAKEUP REALLY COVER OUR FLAWS? THE EFFECTS OF BEAUTY PRODUCTS ON PERCEIVED AND ACTUAL MORAL DISENGAGEMENT.

McKenzie R. Rees[1], Ekaterina Netchaeva[1]
[1]University of Utah

This research investigated the role of beauty products in others' perceptions and people's actual moral disengagement. The results of two studies support our hypotheses, showing that others perceive individuals who wear beauty products as more morally disengaged. This perception was inconsistent with women's reports of their own moral disengagement.

C183
LOYALTY VS. HONESTY: THE INFLUENCE OF RELATIONSHIPS ON MORAL JUDGMENT

Walter Sowden[1]
[1]University of Michigan

This study investigates the influence of relationship closeness and unethical behavior severity on the decision to be either loyal or honest in a relationship-based ethical dilemma. Results indicate that both closeness and severity play a role in moral judgment, but loyalty becomes a more powerful influence as contextual ambiguity increases.

C184
MORALIZING GOALS ENHANCES GOAL COMMITMENT AND PURSUIT

Christine Hosey[1], Jane L. Risen[1]
[1]University of Chicago

We find that reframing a self-control dilemma in moral terms, such that taking actions toward the goal is "morally good" and succumbing to the temptation is "morally bad," can be a useful strategy to increase goal commitment. These findings provide insight into the process of moralization in goal pursuit.

C185
ARE PEOPLE MORAL ABSOLUTISTS OR MORAL RELATIVISTS?

Derek Powell[1], Keith J. Holyoak[1]
[1]University of California - Los Angeles

Is morality absolute, or relative? For absolutists, moral rules are matters-of-fact, but for relativists morality depends on culture and context. In our experiments, participants' moral judgments about an act were influenced by the historical and cultural context the act occurred in, suggesting that people are moral relativists.

C186
THE KNIGHT IN RIGHTEOUS ARMOR: MEN WHO RENOUNCE BENEVOLENT SEXISM ARE PERCEIVED AS UNIQUELY AMORAL

Amy W.Y. Yeung[1], Richard P. Eibach[1]
[1]University of Waterloo

We examined the perceived moral implications of male and female targets' endorsement of hostile sexism (HS) or benevolent sexism (BS). Unlike other targets, low BS males were uniquely attributed low levels of both binding and individualizing ethics, suggesting a lack of moral frameworks for explaining men's rejection of BS norms.

C187
"JUDGE SELF QUICKLY, BUT JUDGE OTHERS STRICTLY": COGNITIVE MECHANISM OF MORAL HYPOCRISY

Jiaqing Sun[1], Shenghua Jin[2]
[1]Renmin University of China, [2]beijing normal university

In the current study, we used two experiments to test that whether selective choosing "factual beliefs" or "moral beliefs" is the main reason of moral hypocrisy. Using eye-tracking and priming method, we found that it is not the selective information process caused moral hypocrisy, but the depth of information process.

C189
RELATIVELY FAIR: TARGET STATUS, SDO, AND FAIRNESS

Joel Armstrong[1], James Olson[1]
[1]University of Western Ontario

The present research investigated the moderating effect of target status on the relation between social dominance orientation and fairness in either a positively or negatively framed limited resource allocation decision. These results suggest that, on average, high SDO individuals are more fair than low SDO individuals.

C190

ASSESSING THE FACTOR STRUCTURE OF THE NATIONAL LONGITUDINAL STUDY OF ADOLESCENT HEALTH: A SECONDARY DATA ANALYSIS

Christopher Jordan Mayfield[1], Doug Hopkins[1]
[1]California State University, Fullerton

Throughout adolescence, many new experiences occur. In assessing the factor structure of the National Longitudinal Study of Adolescence Health, three interrelating factors were found, personal health: sense of community: and morality, with a second-order factor, altruism. Results are discussed in terms of focusing on positive community development in adolescence.

C191

THE ROLE OF REGULATORY FOCUS IN DEONTOLOGICAL AND UTILITARIAN MORAL JUDGMENT

Monica Gamez-Djokic[1], Daniel Molden[1]
[1]Northwestern University

Two studies found that when contemplating moral dilemmas involving causing harm for the greater good, primed and chronic prevention motivations led to greater deontological responses than promotion motivations. A third study further found that primed prevention motivations led individuals to offer more rule-based explanations for their choices in these dilemmas.

C192

PUNISHING CHILD MOLESTERS

Chaz Lively[1], Geoffrey Goodwin[1]
[1]University of Pennsylvania

Across four studies, we found that individuals consistently punished molestation more severely than other forms of child abuse, including physical violence, assigning prison sentences of up to ten years longer. This effect held when stringently controlling for the severity and harmful consequences of the abuse.

C193

JUDGING VIRTUE VERSUS VICE: EVIDENCE FOR MORAL ASYMMETRY

Nina Laurel Powell[1], Kimberly A. Quinn[2]
[1]University of Birmingham, UK, [2]DePaul University

Two studies found that participants judging acts of virtue or vice reported a greater interest in virtue, and reported that only virtuous actions were goal-driven and intentional. When a morally neutral scenario was included, participants did not differentiate between neutral and virtuous acts, suggesting a positive baseline in morality.

C194

WHY DO PEOPLE DERIVE MORAL CONCLUSIONS FROM OBSERVED FACTS? THE COGNITIVE UNDERPINNINGS OF THE IS-OUGHT ERROR

Christina Marie Tworek[1], Andrei Cimpian[1]
[1]University of Illinois at Urbana-Champaign

Why do people mistakenly derive moral conclusions (i.e., what ought to be) from patterns of current reality (i.e., what is)? We present evidence suggesting that these "is-ought errors" stem from an inherence heuristic (Cimpian & Salomon, in press) – a cognitive tendency to explain observed regularities in terms of inherent features.

C195

SWITCHING DEONTOLOGY ON AND OFF: TRADING-OFF THE NUMBER OF LIVES SAVED AND KILLED VS. APPLYING MORAL PRINCIPLES

Michaela Huber[1], Roland Deutsch[1]
[1]Technische Universitaet Dresden

Investigating trolley dilemmas, participants were more consistent in applying the principle of not harming others compared with saving others. Participants generally maximized the number of lives saved (utilitarianism). When the dilemma involved a villain, there was no difference between harming vs. saving others, and instead only utilitarian choices were observed.

C196

GAZE AND TIMING INFLUENCES MORAL CHOICES

Philip Pärnamets[1], Petter Johansson[1], Lars Hall[1], Michael J. Spivey[2], Daniel C. Richardson[3]
[1]Lund University, [2]University of California Merced, [3]University College London

In this research participants made choices between two alternatives in response to moral propositions while their gaze was concurrently monitored. By prompting participants' choice at a precise moment in time, based solely on their gaze patterns, participants can be biased towards choosing a randomly predetermined alternative.

C197

INTUITION AND MORALITY: HOW MUCH ARE YOUR MORALS WORTH?

Anastasia M. Makhanova[1], Will M. Gervais[2]
[1]Florida State University, [2]University of Kentucky

Some individuals experience visceral reactions when something violates their moral ideals. We hypothesized that individuals who think more analytically would be less appalled at morality violations. Indeed, individuals who scored higher on a Cognitive Reflection Task, would perform an immoral action for less money. Cognitive style seemingly influences moral judgments.

C198

EYE FOR AN EYE: RETALIATION (NOT RETRIBUTION) DRIVES HEIGHTENED OUTGROUP PUNISHMENT FOR MORAL MISDEEDS

Daniel Alexander Yudkin[1], Natasha L. Thalla[1], Jay Van Bavel[1]
[1]NYU

People punish outgroup more than ingroup members for their moral misdeeds. Here we suggest how and why. Three experiments demonstrate that extreme transgressions exacerbate group-based bias in moral judgment, that this is driven by outgroup derogation as well as by an asymmetrical urge to retaliate against outgroup over ingroup members.

C199

THE ROLE OF MORAL ASSUMPTIONS IN RETRIBUTIVE JUSTICE: WHY WE ENDORSE DETERRENCE AND JUSTIFY THE LAW-ENFORCEMENT SYSTEM

Marlon Mooijman[1], Wilco van Dijk[1], Eric van Dijk[1]
[1]Leiden University

We show that pessimistic moral assumptions predict support for punishments and law-enforcement systems that are aimed at controlling others. Moreover, people who had a higher need to control over others had more pessimistic moral assumptions, which translated into support for punishments and law-enforcement systems that are aimed at controlling others.

C200

AN IMPLICIT MEASURE OF MORAL MOTIVATION PREDICTS THE PUBLIC'S APPROVAL OF US CONGRESS

Harrison Oakes[1], Jeremy Frimer[1]
[1]University of Winnipeg

We developed an implicit measure of moral motivation that relies on LIWC and analysed the entire US Congressional database between 1996-2012 (257 million words). Moral motivation strongly (r = .84) predicted Congress's moral reputation, operationalized as Gallup Approval Ratings. Word use frequencies leak information about people's personality.

C201

"YOU'RE DOING THE RIGHT THING, BUT I DON'T TRUST YOU": THE PUBLIC'S ASYMMETRIC VIEW OF MORAL LEADERS

Katelin Helene Neufeld[1], Danielle Gaucher[2], Jeremy Frimer[2], Sarah R. Nicolau[2]
[1]Universities of Manitoba and Winnipeg, [2]University of Winnipeg

Moral leaders are often the targets of vicious public criticism. Some of this derogation stems from distrust of public figures. Across two

studies, participants trusted public moral leaders less than they trusted private moral leaders. Perceptions of selfishness mediated this effect.

C202
THE EFFECT OF PRIMING RELIGIOUS AGENTS AND SPIRITUAL WORDS ON MORAL DILEMMA DECISIONS

Linda L. Kang[1], Wade C. Rowatt[1]
[1]Baylor University

The current study examined the effect of priming specific religious concepts on deontological verses consequentialist moral processing among American adults. A one-way ANOVA revealed that those primed with religious agents made more consequentialist moral decisions than those primed with neutral words.

C203
INTENTIONAL HARMS ARE WORSE, EVEN WHEN THEY'RE NOT

Daniel Lukas Ames[1], Susan Tufts Fiske[2]
[1]Princeton University, [2]Princeton Unversity

A series of experiments demonstrates that people consistently inflate the magnitude of intentional harms. The effect is fully mediated by blame motivation and persists when accuracy is financially incentivized. Task persistence and response elasticities verify that the effect is due to motivation.

C204
BREAKING THE LINK BETWEEN INTENTIONAL HARM AND BLAME: THE ROLE OF PERCEIVED CHARACTER IMPLANTATION

Stephanie Cerce[1], Michael Gill[1]
[1]Lehigh University

Existing blame research focuses on how perceptions of intentionality predict blame responses. We propose an expansion of this model: Perceptions that an actor's negative intentions were implanted can mitigate blame, even when the act is done intentionally. Our findings provide support for a dual mediation pathway to blame attenuation.

C205
RESOLVING THE ABSTRACT/CONCRETE PARADOX IN MORAL PSYCHOLOGY

Geoffrey S. Holtzman[1]
[1]The Graduate Center, CUNY

Concrete considerations are known to correlate with attributions of free will, but it has not been shown whether this relationship is causal. Through an experiment and a series of path analyses, we show this effect to be entirely mediated the relationship between concrete moral transgressions on judgments of moral responsibility.

C206
SEEING THE BIGGER PICTURE: HOW CONSTRUAL LEVEL SHAPES DECISIONS IN MORAL DILEMMAS

Lily Morse[1], Taya Cohen[1]
[1]Carnegie Mellon University

This study investigated how construal level theory influences moral decision-making in situations that pit subordinate group (i.e., one's in-group) interests against superordinate group (i.e., humanitarian) interests. Findings suggest that the adoption of abstract (vs. concrete) construal styles when making moral decisions can lead one to emphasize superordinate (vs. subordinate) groups.

C207
MORALIZATION IS A CURVILINEAR PREDICTOR OF EMPATHY AND BIAS TOWARD IDEOLOGICAL OPPONENTS

Brian J. Lucas[1], Adam Waytz[1]
[1]Northwestern University

Across 4 studies, moralizers and amoralizers (compared to moderate moralizers) gave less empathy and perceived greater bias in an ideological opponent. Moral convictions and amoral beliefs predicted the responses of high and low moralizers, respectively. Results demonstrate that both moralizers and amoralizers fuel social conflict.

C208
MORALITY IN EVERYDAY LIFE

Wilhelm Hofmann[1], Linda Skitka[2], Daniel Wisneski[2], Mark Brandt[3]
[1]University of Chicago, [2]University of Illinois at Chicago, [3]Tilburg University

We conducted an experience sampling study to investigate moral experiences in everyday life. Whereas the frequency of moral acts was positively related to moral identity and moral conviction, immoral acts were less frequent among those with a strong moral identity and more frequent among those with a strong moral conviction.

C209
BEATING THEM DOWN WITH KINDNESS: HELPING SHAPES INTERPERSONAL POWER

Piercarlo Valdesolo[1], Monica Bartlett[2], Isabela Ostoff-Magalhaes[1]
[1]Claremont McKenna College, [2]Gonzaga University

We test whether receiving help compromises relationship formation even in the absence of expectations about reciprocity. We find that receiving help reduces interpersonal power and that this effect negatively influences social judgments of benefactors, and is moderated by the degree to which the domain of help is relevant to self-definition.

C210
HORMONES AND ETHICS: THE JOINT INFLUENCE OF TESTOSTERONE AND CORTISOL ON CHEATING BEHAVIOR

Jooa Julia Lee[1], Francesca Gino[2], Bob Josephs[3]
[1]Harvard University, [2]Harvard Business School, [3]University of Texas-Austin

We present a new study investigating the biological basis of unethical behavior. We hypothesized that endogenous cortisol will amplify the endogenous testosterone-behavior association. We found support for the joint influence of two hormones – cortisol and testosterone. In particular, endogenous cortisol amplified the association between testosterone and unethical behavior.

C211
BEYOND AFFECTIVE REACTIONS TO HARM AND COGNITIVE EVALUATIONS OF OUTCOMES: INTRODUCING A FOUR FACTOR MODEL OF MORAL DILEMMA JUDGMENTS

Paul Conway[1], Edwin Love[2], Sandra Mottner[2], Anthony Yakovich[2]
[1]The University of Western Ontario, [2]Western Washington University

When people face moral dilemmas where harming one person will save several others, traditional dual-process models suggest that affective reactions to harm motivate harm rejection, whereas cognitive evaluations of outcomes motivate harm acceptance. The current work introduces two additional processes, rule orientation and intuition orientation, that impact moral dilemma judgments.

C212
SOCIAL COORDINATION VERSUS SOCIAL COOPERATION: DISTINCT STRATEGIES FOR GROUP MORALITY

Nate C. Carnes[1], Ronnie Janoff-Bulman[1]
[1]University of Massachusetts Amherst

This talk addresses the functional strategies of different group moralities: Social Order and Social Justice. Study 1 included a diversity threat, and Study 2 involved the threat of unemployment. Under threat (versus no threat), Social Justice was associated with increased trust, whereas Social Order was associated with decreased trust.

C213
THE SIDE-TAKING FUNCTION OF MORALITY

Peter DeScioli[1]
[1]Stony Brook University

I propose that moral condemnation functions to guide bystanders to choose the same side as other bystanders in conflicts. I apply the side-taking model to understand why people use morality to blame other people, why moral judgment focuses on actions (deontological), and why moral condemnation damages relationships and society.

C214

THE SURPRISING FLEXIBILITY OF MORALITY: SUBTLE CUES CHANGE 'AUTOMATIC' MORAL JUDGMENTS

Andreas Kappes[1], Jay J. Van Bavel[2]
[1]University College London, [2]New York University

Our research shows that 'automatic' moral judgments are more malleable than intuitionist or dual process models would have us believe. Specifically, cueing different task-sets in the instructions changed participants' moral judgments. Our results challenge the dominating view that automatic intuitions drive moral judgments, suggesting new ways of controlling moral judgments.

C215

DISGUST AT DESIRES THAT REVEAL BAD CHARACTER

Roger Giner-Sorolla[1], Celia Chambers[1]
[1]University of Kent

Research on moral emotions typically links purity violations (e.g., abnormal sexual acts) to disgust, and harm violations to anger. We go beyond this finding and show in two studies that another person's immoral desires influence character judgments, which predict disgust more so than anger, for both purity and harm violations.

C216

IMPURITY OF THE SOUL, DISGUST, AND MORAL JUDGMENTS OF SUICIDE

Joshua Rottman[1], Deborah Kelemen[1], Liane Young[2]
[1]Boston University, [2]Boston College

Suicide is unlike many immoral acts, as it principally harms the self. Participants evaluated obituaries describing victims of suicide and homicide. Moral judgments of suicide, as opposed to homicide, were uniquely predicted by concerns about spiritual taint and feelings of disgust. Suicide is therefore judged immoral for purity-based reasons.

C217

MORAL CHARACTER AS AN INDICATOR OF FUTURE HARM

David A. Pizarro[1], Yoel Inbar[2]
[1]Cornell University, [2]Tilburg University

Negative character judgments for seemingly "harmless" behaviors may indicate that a person is likely to commit harm in the future. In a series of questionnaire studies, low-harm acts judged as diagnostic of a poor moral character were associated with greater estimated probability that the agent will commit domain-specific future harm.

C218

THE LAW OF CHARACTER EVIDENCE AND ITS ROLE IN BLAME FOR NON-INTENTIONAL HARM

Janice Nadler[1]
[1]Northwestern University

Across three experiments, we show a problematic role of victimless personal traits taken to reveal bad character. Contrary to norms of legal admissibility, such traits (e.g., laziness) influence moral emotions (e.g., anger, disgust), which in turn mediate judgments about blame, causation, and important legal questions of mental state (e.g., recklessness).

C219

MORAL UPDATING: THE SYSTEMATIC AND STRUCTURED PROCESS OF MAKING AND CHANGING MORAL JUDGMENTS

Andrew E. Monroe[1], Bertram F. Malle[2]
[1]Florida State University, [2]Brown University

Real-life moral judgments are rarely one-shot occurrences. Information about agents constantly changes, and people regularly form moral judgments and update them as new information arises. Four studies examine everyday "moral updating," challenging prominent "intuitive prosecutor" theories of blame, and showing instead people's systematic use of intentionality, reason, and preventability information.

C220

THEORY OF MIND FOR COMPETITION VERSUS COOPERATION IN A "ROCK, PAPER, SCISSORS" GAME

Lily Tsoi[1], James Dungan[1], Adam Waytz[2], Liane Young[1]
[1]Boston College, [2]Northwestern University

Effective social interaction requires that we consider the mental states of allies and enemies. Are brain regions for theory of mind (ToM) differentially recruited for competition versus cooperation? A game variant of "Rock, Paper, Scissors" reveals competition and cooperation to engage different components of ToM with distinct neural substrates.

C221

A PARADOX OF GOOD INTENTIONS: THE IMPACT OF CONTROL ON MORAL JUDGMENT

Justin Martin[1], Fiery Cushman[1]
[1]Brown University

Volitional control matters greatly for moral judgment, but it is unclear what control influences psychologically. Two possibilities include causal role and intent. Here, we provide evidence in favor for the former, as well as a surprising demonstration of cases in which having good intent leads to greater moral condemnation.

C222

THE IDEOLOGICAL ROOTS OF MORAL EXCEPTIONALISM: THE CASE OF AMERICAN DRONE ATTACKS

Sharareh Noorbaloochi[1], John T. Jost[1], Jay J. Van Bavel[1]
[1]New York University

It is commonly assumed in the moral domain conservatives seek out general inviolable rules and engage in deontological forms of reasoning. We found evidence to the contrary in the context of targeted killings using unmanned drones – conservatism was associated with non-deontological reasoning and moral exceptionalism. Implications and potential interventions will be discussed.

C223

ACTION VS. OUTCOME: DISTINCT SOURCES OF AFFECT UNDERLYING THE MORAL CONDEMNATION OF HARM

Ryan Mark Miller[1], Fiery Cushman[1]
[1]Brown University

The emotional aversion to harmful action may stem from two sources: an empathic response to victim suffering ("outcome aversion") or a conditioned aversion to the action itself ("action aversion"). Employing various methods, we find both action and outcome aversion to independently predict moral condemnation of third-party harmful actions.

Personality Processes/Traits

C224

NARCISSISTS&[PRIME] PUBLIC VERSUS PRIVATE ATTRIBUTIONS FOR A COLLABORATIVE TEAM SUCCESS

Kendra Selle[1], Amani El-Alayli[1], Ashley Brown[2]
[1]Eastern Washington University, [2]Ohio State University

We examined whether narcissists are especially self-serving regarding a team success when making attributions publicly versus privately, and whether this depends on their relationship with their teammate. We observed that when partnered with a stranger (but not a friend), narcissists displayed more self-serving bias in public than in private.

Self/Identity

C225
WHO GET REWARD FROM SELF-REFLECTION? SUBJECTIVE SOCIAL-CLASS INFLUENCES BRAIN REWARD ACTIVITY DURING SELF-REFLECTION

Shihui Han[1], Yina Ma[1]
[1]*Peking University*

We scanned 45 adults, using functional MRI, during self-reflection on personal attributes. The bilateral caudate/thalamus and medial prefrontal activity dissociated between participants with high vs. low subjective social-class at both individual and group levels, suggesting that perceiving high social class may bring reward from self-reflection on one's own mental attributes.

C226
THE IMPACT OF INGROUP STATUS ON SELF-PERCEPTION AND INTERGROUP BEHAVIOR

Vincenzo Iacoviello[1], Fabio Lorenzi-Cioldi[1]
[1]*University of Geneva*

This research shows that members of low-status groups (vs high-status groups), define the self according to the characteristics of the ingroup rather than to their own idiosyncrasies, and favor more strongly the ingroup over the outgroup. Thus, the mere knowledge of one's group status engenders different self-definitions and intergroup behaviors.

C227
LOOKING BEYOND QUANTITY: THE RELATIONSHIP BETWEEN MULTIPLE GROUP MEMBERSHIP AND INDIVIDUAL WELLBEING

Anders Larrabee Sønderlund[1], Michelle Ryan[1], Thomas Morton[1]
[1]*The University of Exeter*

We investigate the mechanisms underpinning the documented positive relationship between multiple group membership and wellbeing. In two studies, we demonstrate that the relationship depends on several other factors than the sheer number of identities held in the self-concept. These include identity overlap, value and visibility, as well as perceived social support and identity expression.

C228
HOW EXPECTATIONS AFFECT THE PROCESSING OF SELF-RELEVANT INFORMATION: AN EVENT-RELATED-POTENTIAL EXAMINATION.

Sheri L. Clark[1], Antonio L. Freitas[1]
[1]*Stony Brook University*

Receiving self-relevant information generated by a confederate who was expected to provide incongruent (vs. congruent) self-relevant information, elicited a larger P300 in the event-related-potential waveform, suggesting that additional attentional resources are recruited to process self-relevant information from a source who is expected to provide incongruent (vs. congruent) self-relevant information.

C229
GROUP-BASED SELF-DETERMINATION: THE RELATION BETWEEN COLLECTIVE AUTONOMY, INDIVIDUAL MOTIVATION AND PSYCHOLOGICAL WELL-BEING

Frank Kachanoff[1], Donald M. Taylor[1]
[1]*McGill University*

The present research investigates if perceiving one's cultural group to be collectively autonomous in an intergroup context relates to personal autonomous need satisfaction, psychological wellbeing and motivation. Mediation analyses (N=213) indicate that collective autonomy was related to psychological wellbeing and motivation. These relations were mediated by autonomous need satisfaction.

C230
UNCERTAINTY, POLITICAL CONSERVATISM, AND COMPENSATORY CONVICTION

Brianna Phillips[1], Aaron Lee Wichman[1]
[1]*Western Kentucky University*

Uncertainty can cause people to show greater conviction in their social attitudes. The present research investigated the impact of different types of uncertainty, as well as the influence of political conservatism, on this effect. Results indicate that certain types of uncertainty may differentially affect individuals based on their political ideology.

C231
CONFIDENCE IN RELIGIOUS BELIEFS POSITIVELY PREDICTS PERCEIVED TRUE-SELF KNOWLEDGE

Stephanie Ann Leal[1], Rebecca Jean Schlegel[1], Christina M. Smith[1]
[1]*Texas A&M University*

The current project investigates the hypothesis that strong religious beliefs foster feelings of true self-knowledge. An experiment that manipulated people's confidence in their religious beliefs revealed that people who had their religious confidence challenged subsequently reported less perceived true self-knowledge compared to their counterparts whose beliefs were not challenged.

C232
THE BUFFERING AND REVERSAL OF MORTALITY SALIENCE EFFECTS THROUGH AFTERLIFE BELIEFS

Chloe Elizabeth Williams[1], Aaron L. Wichman[1]
[1]*Western Kentucky University*

When exposed to mortality salience, individuals who did not believe in an afterlife showed increased self-enhancement. However, for individuals who believed in an afterlife, mortality salience led to relative self-effacement. Afterlife beliefs not only to buffer against threatening death awareness, but also may guide specific responses to this threat.

C233
IS MY SIMS™ CHARACTER HOTTER THAN ME?: RELATIONSHIPS AMONG AVATAR AND PERSONAL BODY IMAGE

Margaret Hance[1], Jennifer R. Daniels[1]
[1]*Lyon College*

To examine personal and avatar body image, participants created computer avatars and the time taken to adjust specified body parts was measured. Males with positive body image spent more time on self and same-sex ideal avatars. For opposite-sex ideal, negative body image lead to less time modifying the body.

C234
THE ROLE OF THE SELF IN CREATIVE EXPRESSION

Kristin Donnelly[1], Radmila Prislin[1], Ryan Nicholls[1]
[1]*San Diego State University*

Our study measured various facets of creativity after making participants either certain or uncertain, and examined self-focus as a moderator of this relationship. Results indicate self-focused individuals to be inherently more original in both writing and idea generation. Uncertainty predicted greater cognitive flexibility when uncertainty was directed toward the self.

C235
LATINO AND EUROPEAN AMERICAN ETHNIC AND AMERICAN IDENTITIES AND THE RELATIONSHIP TO WELLBEING

Erandi Herndon[1], Rosa Hazel Delgado[1], Cynthia Willis Esqueda[1]
[1]*University of Nebraska-Lincoln*

Ethnic identity plays a role in distinguishing the self from others. We examined the role of ethnic identity for perceptions of general wellbeing. European Americans and Latina/os completed measures of ethnic identity, "American" identity, and wellbeing. Despite inequality, Latina/os reported higher wellbeing, but for both groups ethnic identity predicted wellbeing.

C236
HIGH STATUS IDENTITY AND RELATIONSHIP MANAGEMENT: DISTANCE AND DISCLOSURE
Rachel D. Arnett[1], Jim Sidanius[1]
[1]*Harvard University*
This research demonstrates that, although high status has rewards, individuals are likely to conceal their high status identity in order to minimize distance between themselves and lower status others. High status identity concealment alleviates threats to the self and potential relationships, and may persist even in professional environments.

C237
DIFFERENTIAL EMPHASIS ON WARMTH AND COMPETENCE DIMENSIONS IN SELF-DESCRIPTIONS RELATES TO (2D:4D) DIGIT RATIOS.
Alexander Wong[1]
[1]*Florida Atlantic University*
Warmth and Competence are fundamental dimensions in social judgment. Few studies have considered their interrelationship as an individual difference relating to femininity and masculinity. The results found Warmth and Competence in self-descriptions related to digit ratios in men and women, with gender moderating, and implicate origins for these fundamental dimensions.

C238
THE FREEDOM THAT COMES WITH WEALTH : LINKS BETWEEN MONEY AND BELIEFS IN FREE WILL
Gilad Feldman[1], Kathleen D. Vohs[2], Roy F. Baumeister[3]
[1]*Hong Kong University of Science and Technology,* [2]*University of Minnesota,* [3]*Florida State University*
Three studies tested whether having money or being primed with money is positively related to belief in free will. Participants attributed more free will to the rich than poor, people with higher incomes possessed stronger beliefs in free will, and priming money produced stronger belief in free will.

C239
A LIFETIME OF SEPARATE SELVES: INTUITIONS ABOUT PERSONAL IDENTITY
Christina Starmans[1], Paul Bloom[1]
[1]*Yale University*
We provide evidence that our naïve theory of personal identity involves thinking of ourselves as a series of distinct individuals existing over time, through a set of studies finding striking parallels in reasoning about how to divide happiness across a group of individuals, and across the lifespan of one individual.

C240
IDENTITY AND SOCIAL COORDINATION: SELF-CONCEPT CONFUSION YIELDS HIGH-MAINTENANCE INTERACTIONS
Caitlin W. Duffy[1], Wendi L. Gardner[1], Eli J. Finkel[1]
[1]*Northwestern University*
One online study and one laboratory experiment provide evidence for a mediational model of identity structure and social coordination processes. Individuals with identity confusion (i.e., low self-concept clarity) feel less authentic in social interactions, leading them to experience these interactions as more effort-intensive and exhausting (i.e., high-maintenance).

C241
STRATEGIC OPTIMISM AND DEFENSIVE PESSIMISM AFFECT LIKELIHOOD TO ENGAGE IN THE BETTER THAN AVERAGE EFFECT
Anna Caroline Chinnes[1], Brandi N. Driggers[1], Molly A. Rogers[1], Tiffany K. Hardy[1], Crystal R. Hill-Chapman[1]
[1]*Francis Marion University*
Defensive Pessimists (DPs) expect poor performance, despite previous success. Strategic Optimists (SOs) expect good performance because of previous success. The Better Than Average (BTA) effect involves holding unrealistically positive beliefs about one's abilities. Results supported the hypothesis that SOs are more likely to engage in the BTA effect than DPs.

C242
AGE DIFFERENCES IN THE USE OF DEFENSIVE PESSIMISM AND STRATEGIC OPTIMISM
Molly A. Rogers[1], Anna Caroline Chinnes[1], Brandi N. Driggers[1], Tiffany K. Hardy[1], Crystal R. Hill-Chapman[1]
[1]*Francis Marion University*
Defensive Pessimism and Strategic Optimism are two methods people use ensure good performance. We investigate how age (grades 7-12 vs. college) plays a role in endorsement of defensive pessimism and strategic optimism. Results show that college students are more likely to endorse defensive pessimism than students in grades 7-12.

C243
THE INFLUENCE OF FAMILY RITUALS ON DEFENSIVE PESSIMISM, STRATEGIC OPTIMISM, AND SELF-HANDICAPPING
Brandi N. Driggers[1], Molly A. Rogers[1], Anna Caroline Chinnes[1], Tiffany K. Hardy[1], Crystal R. Hill-Chapman[1]
[1]*Francis Marion University*
Defensive Pessimism, Strategic Optimism, and Self-Handicapping are three preparation strategies used when planning for future events. The current study examines the influence that family rituals have on the strategy one utilizes at a young age. Stronger feelings and symbolic meaning of events were negatively correlated with Self-Handicapping.

C244
SOLACE IN SOLIDARITY: BENEFITS OF INGROUP AFFILIATION FOR PEOPLE WITH DISABILITIES
Arielle M. Silverman[1], Geoffrey L. Cohen[2]
[1]*University of Colorado Boulder,* [2]*Stanford University*
We explored whether ingroup affiliation benefits the disabled. Blind adults with more blind friends reported greater well-being and higher job achievement (Study 1). Reflecting on these friendships led to greater persistence in a challenging situation (Study 2). Ingroup friendships can buffer the disabled against stigmatization.

C245
THE ROLES OF ENACTED AND INTERNALIZED STIGMA IN THE RELATIONSHIP BETWEEN COMMUNICATION EFFICACY AND LIFE SATISFACTION FOR PRELINGUALLY AND POSTLINGUALLY DEAFENED INDIVIDUALS
Hannah Barrett[1], Kathleen Bogart[2], Brian Lickel[3]
[1]*Boston Children's Hospital,* [2]*Oregon State University,* [3]*University of Massachusetts Amherst*
In an online survey of prelingually and postlingually deafened participants, results indicated significant differences in the relationships between perceived communication efficacy, experiences of enacted and internalized stigma, and life satisfaction for the two groups. The study suggests that the age of hearing loss onset may affect hard-of-hearing individuals' social identity and self-esteem.

C246
SELF-AFFIRMATION SOOTHES THE HEART: AFFIRMING VALUES REDUCES BLOOD PRESSURE FOLLOWING INTERPERSONAL INSULT
David Tang[1], Brandon J. Schmeichel[1]
[1]*Texas A&M University*
Self affirmation may be good for the heart. Insulted participants were given the chance to aggress against the insulter. A blood pressure increase was related to aggression, and insulted participants showed continued increases in blood pressure, unless they had self-affirmed.

C247
SELF-AFFIRMATION REDUCES THE THREAT-POTENTIATED STARTLE RESPONSE FOR THOSE HIGHER IN BEHAVIORAL INHIBITION SYSTEM (BIS) SENSITIVITY

Adrienne Crowell[1], Brandon J. Schmeichel[1]
[1]Texas A&M University

We tested and found support for the hypothesis that affirming one's values reduces the intensity of the startle eye-blink response during threatening stimuli, especially for those high in the behavioral inhibition system (BIS) sensitivity. These findings suggest that self-affirmation may reduce defensive responding to threats at the immediate psychophysiological level.

C248
WORSE THINGS HAVE BEEN DONE TO ME!: SOCIAL COMPARISONS HELP PEOPLE DOWNPLAY THEIR NEGATIVE BEHAVIORS

Gregory S. Preuss[1], Michael A. Frechen[2], Mark D. Alicke[2]
[1]Washburn University, [2]Ohio University

Actor participants indicated the worst thing they had ever done to someone else and the worst thing someone else (target person) had done to them. Although both actors and yoked observers evaluated target persons more negatively than actors, the magnitude of the discrepancies was far more pronounced for actors' judgments.

C249
A QUIET EGO QUIETS DEATH ANXIETY: HUMILITY AS AN EXISTENTIAL ANXIETY BUFFER

Pelin Kesebir[1]
[1]University of Colorado at Colorado Springs

Four studies found support for the hypothesis that a quiet ego, as exemplified by humility, buffers death anxiety. These findings illustrate that the dark side of death anxiety is brought about only by a noisy and not a quiet ego, revealing self-transcendence as a sturdier anxiety buffer than self-enhancement.

C250
THE ASSOCIATION BETWEEN SELF-ORIENTATION AND THE WAY INDIVIDUALS SOCIALIZE

Cansu Akyüz[1], İlker Dalğar[1]
[1]Middle East Technical University

The predictive role of self-orientations on the way people preferred to socialize was investigated in the present study. It was found that the normative-patterning self-oriented participants preferred more hierarchical and status seeking relationships whereas relatedness self-oriented ones favored more proximity, solidarity, connectedness, and equality in their relationships.

C251
EFFECTS OF OBJECT VALENCE, MERE-OWNERSHIP, AND FREE-CHOICE ON SELF-OBJECT ASSOCIATIONS

Yang Ye[1], Bertram Gawronski[1], Richard Sorrentino[1]
[1]The University of Western Ontario

We investigated how valence, ownership, and free-choice affect self-object mental associations. In the first experiment, mere-ownership led to enhanced self-object associations and more favorable automatic evaluations for positive, not for negative, objects. In the second experiment, free-choice, not mere-ownership, led to enhanced self-object associations for negative objects.

C252
SIGNALING EXCLUSION FROM THE AMERICAN IDENTITY? HOW CONTROVERSIAL POLICIES IMPACT IMPLICIT AND EXPLICIT NATIONAL IDENTIFICATION

Bradley Weisz[1], David Marx[2]
[1]University of Connecticut, [2]San Diego State University

The current research investigated the psychological consequences of being exposed to public polices that may signal that one's ethnic group is being excluded from the American identity. Results revealed that exposure to a potentially exclusionary immigration policy caused second+ generation Latino-Americans to show a boost in their explicit American identification.

C253
WHAT'S THE BIG IDEAL? ACTUAL, IDEAL, AND SOCIETAL BODY TYPE JUDGEMENTS ACROSS DIMENSIONS OF FAT AND MUSCLE.

Scott A. Leith[1], Anne E. Wilson[1]
[1]Wilfrid Laurier University

We validate the Body Dimensions Map (BDM), a new photo-based body image measure: participants select body type on a 5x5 photo image heat-mapped grid. The BDM disentangles fat (X axis) and muscle (Y axis) perceptions, and assesses current body type, ideal body type and perceptions of society's ideal.

C254
FEELING DIFFERENT: THE ROLES OF SOCIAL AND PERSONALITY FACTORS IN SHAPING SELF-DEFINING STORIES OF MASTER NARRATIVE DEVIATION EXPERIENCES

Elizabeth Alpert[1], Emma Marsden[1], Kathryn Szymanowski[1], Jennifer Pals Lilgendahl[1]
[1]Haverford College

We examined how social and personality factors influence the construction of self-defining stories about master narrative deviation experiences (MNDs). Feeling socially silenced was associated with unresolved vulnerability. Ego development, a personality factor, moderated the relationship between sharing MNDs and the development of a counter narrative in response to feeling different.

C255
COLORISM: DEVELOPMENT AND PRELIMINARY VALIDATION OF A MEASURE OF SKIN TONE PERCEPTION

Rachel E. Tennial[1], Richard D. Harvey[1], Kira Hudson Banks[1]
[1]Saint Louis University

The current study developed a measure to assess perceptions of skin tone among African-Americans. Three hundred eighty three non-college student participants completed an online survey assessing the significance and meaning placed on skin tone. Findings indicate that the measure is both internally valid and psychometrically sound. Additional findings discussed.

C256
NATION-DISCREPANCY AND EMOTION

Tian LAN[1]
[1]Beijing Normal University

Nation discrepancy is the extension of Tory Higgins' self discrepancy theory but in the collective domain. People hold strong nation image especially in Chinese culture which emphasis the significance of collective self. Surprisingly, priming with Ideal nation discrepancy can lead to positive emotions like inspired, energetic, and pride.

C257
SOCIAL COMPARISON ON SOCIAL MEDIA: THE WHO, WHAT, AND WHY

Jason P. Rose[1], Erin A. Vogel[1], Lindsay R. Roberts[1], Kathryn Eckles[1]
[1]University of Toledo

Social media is ubiquitous, but its influence on social comparison is poorly understood. We showed that 1) high social comparison orientation participants were most active on social media, 2) some domains appear more likely to be compared on social media than others, and 3) social media serves four comparison-based functions.

C258
BASKING IN REFLECTED TRAGEDY

Naomi K. Grant[1], Renee Roy[1]
[1]Mount Royal University

Basking in Reflected Glory (Cialdini, 1976) describes people's tendency to associate themselves with others success. Interestingly, another way by which individuals may bolster their self-image is by associating themselves with tragedies, or Basking in Reflected

Tragedy (BIRT). The current study provides the first empirical demonstration of BIRT.

C259
SHOW ME YOUR PAPERS: THE EFFECTS OF ANTI-IMMIGRANT LAWS ON LATINOS' IDENTITY AND VOTING INTENTIONS

Corin Sue Ramos[1], Scott Frankowski[1], Michael Zarate[1]
[1]*University of Texas at El Paso*

We investigated changes in ethnic and American identity in Latinos in response to restrictive state immigration laws. Correlations revealed a negative relationship between ethnic and American identity and unfavorable attitudes toward the laws, a negative correlation between American identity and intention to vote in the next presidential election was observed.

C260
MIXED MESSAGES: EXAMINING THE RELATIONSHIP BETWEEN RACIAL SOCIALIZATION MESSAGES AND BLACK IDENTITY IN MULTIRACIAL ADOLESCENTS.

Dawn Whitney Espy[1], Robert M. Sellers[1]
[1]*University of Michigan*

This research 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).

C261
AUTONOMY SUPPORT INFLUENCES DAILY COMING OUT EXPERIENCES

Nicole Legate[1], Richard Ryan[1]
[1]*University of Rochester*

This experience-sampling study showed that autonomy support, or interpersonal encouragement to be oneself, fostered more disclosure among lesbian, gay and bisexual individuals as well as positive disclosure experiences that boosted mental and physical health. Autonomy support also helped those with internalized homophobia to come out even more.

C262
WHY DO YOU LOOK AT YOURSELF WHEN YOU SKYPE? TRACKING THE ROLE OF THE SELF IN SOCIAL INTERACTION

Carrie A. Pappas[1], Curtis D. Hardin[2], Elizabeth F. Chua[2]
[1]*Graduate Center, City University of New York,* [2]*Brooklyn College and Graduate Center, City University of New York*

We used eye tracking during video chats to experimentally assess when the self is activated during ongoing social interaction, manipulating conversational context. When another's view of the self was salient, the self was activated in conversational contexts most inconsistent with self-esteem, suggesting the self's function to regulate interpersonal perception.

C263
MEMORY CHARACTERISTICS AND IDENTITY STYLES

Nabil Bouizegarene[1], Frederick L. Phillipe[1]
[1]*University of Quebec at Montreal*

To examine how some characteristics of self-defining memories may shape particular identity styles, we assessed school and friend identity styles and memories related to these domains. Results from SEM revealed that need satisfaction and need for closure in memories specifically predicted an informational and a normative identity style, respectively.

C264
SELF-AFFIRMATION & COPING WITH REJECTION

Alexandra Noelle Lord[1], Phuong Linh T. Nguyen[1], Michael J. Strube[1]
[1]*Washington University in St. Louis*

The current study examined the influence of self-affirmation on coping with a threat to one's belonging. The results suggest that self-affirmation can promote adaptive coping with rejection. Additional research is needed for other types of belonging threats.

C265
DOES THIS APPLY TO ME? REACTIONS TO SELF-ESTEEM THREATS DEPEND ON SELF-ASPECT CONGRUENCE

Scott Alan Beymer[1], Lora Park[1]
[1]*University at Buffalo, SUNY*

This study examined whether feedback affects self-esteem most strongly when congruent with the active self. Participants' academic or romantic self-aspect was activated and received negative or positive academic or control feedback. Those in the academic self-aspect/academic threat condition showed lower self-esteem and more self-handicapping than all groups except academic self-aspect/control.

C266
YOU ARE SHARING, BUT AM I CARING? THE EFFECTS OF AUTOBIOGRAPHICAL MEMORY SHARING ON CLOSENESS.

Nicole Rae Wentling[1], Denise Beike[1], Holly Cole[1]
[1]*University of Arkansas*

Two studies investigated the social effects of sharing autobiographical memories. In both studies, the information a character revealed first mattered little, but when the information revealed second was a specific autobiographical memory, participants reported feeling closer to him or her. This only occurred for characters described as strangers, not friends.

C267
LABELING IN-BETWEEN SEXUAL ORIENTATIONS USING A MATCH-AND-MOTIVATION FRAMEWORK

Tara Jeanne Collins[1], Kelly Crowe[2]
[1]*Winthrop University,* [2]*University of Kansas*

A Match-and-Motivation framework was used to understand self-labeling processes among women with in-between sexual orientations. Both level of matching with a label and motivation to apply/reject a label predicted orientation label use. The degree of same- vs. other-sex orientation and acceptance within communities were especially influential in the labeling process.

C268
WHAT DO I WANT TO BE TRUE ABOUT ME? PITTING SELF-VERIFICATION THEORY AGAINST RAISON OBLIGE THEORY

Aiden P. Gregg[1], VerBon Cheung[1], Constantine Sedikides[1]
[1]*University of Southampton*

Self-verification theory proposes that people want to verify even negative self-views. Supporting it, people with negative self-views opt for positive over negative feedback. However, we found in several studies that they nonetheless prefer the negative feedback they choose to be false, and the positive feedback they disdain to be true.

C269
GRADUAL TRANSITIONS FROM PRESENT TO FUTURE: TEMPORAL DISCOUNTING AND THE FUTURE SELF

Joshua L. Rutt[1], Corinna E. Löckenhoff[1]
[1]*Cornell University*

We examined future self-thought as a gradual function of distance into the future. Participants reported anticipated similarity to their future selves across six future time points using both an implicit and explicit measure. Temporal discounting was also assessed. Fitted hyperbolic trajectories for all three tasks were significantly correlated.

C270
BODY IMAGE AND NARCISSISM: DISTINCT PATTERNS FOR OVERT, COVERT, AND ADAPTIVE NARCISSISTIC PERSONALITY TENDENCIES

Jonathan M. Cheek[1], Katharine M. Hargreaves[1], Julie K. Norem[1]
[1]*Wellesley College*

There are at least three major types of narcissistic personality tendencies in the normal range of individual differences (e.g., Wink, 1992). Results from self-reports and acquaintance ratings support

distinctions among overt, covert, and adaptive narcissism via distinct patterns of correlations with body esteem, objectified body consciousness, and body exposure anxiety.

C271
PROTECTING THE SELF FROM ONE'S OWN ACTIONS: SELF-DESCRIPTIVE ACTION IDENTITIES VARY IN ABSTRACTION DEPENDING ON THE OUTCOME OF THE BEHAVIOR

Steven Parkin[1], Robin R. Vallacher[1]
[1]Florida Atlantic University

People often describe their own behavior to reflect abstract qualities of their identity. Motivated to maintain positive self-regard after critical feedback, actions are reframed at a low level. Participants preferred lower-level action descriptions in situations with negative (relative to positive) outcomes, thereby avoiding negative self-relevant implications of abstract action identities.

C272
INFERRING GROUP IDENTITIES ON TWITTER

Asaf Dustin Beasley[1], Winter Mason[2]
[1]Indiana University, Bloomington, [2]Stevens Institute of Technology

Computational tools that infer group identities can deepen our understanding of individual and group behavior. Previous work has accurately inferred group identities of Twitter users, but only for specialized samples. With a more general sample of 1392 users, we found these methods accurately predicted gender but not political affiliation.

C273
PUBLIC DISPLAYS OF SELF: DISTINCTIONS AMONG RELATIONAL, SOCIAL, AND COLLECTIVE ASPECTS OF THE INTERDEPENDENT SELF

Nathan N. Cheek[1], Jonathan M. Cheek[2], Jennifer O. Grimes[2], Linda R. Tropp[3]
[1]Swarthmore College, [2]Wellesley College, [3]University of Massachusetts, Amherst

The RIC model focused research attention on two aspects of the interdependent self -- relational and collective (e.g., Sedikides & Brewer, 2001). To restore James' social self to its deserved former prominence, we conducted factor and correlational analyses of scale items indicating the need for three aspects of interdependent self-construal.

C274
WORK IN GROUPS VERSUS INDIVIDUALLY: A WAY TO REDUCE SELF-HANDICAPPING

Tieyuan Guo[1], Nuoya Zhao[1]
[1]University of Macau

We examined how group versus individual tasks affect self-handicapping. Participants had a chance to practice before they completed a task either individually or in groups. They were informed that practice could either improve performance or didn't matter. Results showed participants had lower level of self-handicapping when in groups than individually.

C275
WOULD YOU LIKE A COMPARISON SANDWICH? MULTIPLE AND MULTI-DIRECTIONAL SOCIAL COMPARISONS

Kathryn Bruchmann[1], Jerry Suls[2]
[1]Santa Clara University, [2]National Cancer Institute

Three studies examined self-evaluations of participants after receiving objective score feedback and comparison information from either a better-off target, worse-off target, both better- and worse-off targets, or no comparison information (control). Across studies, self-evaluations were more favorable with the availability of downward comparison information. Implications are discussed.

C276
YOUR BRAIN IS LIKE THE FIRST COPY OF THE GREAT GATSBY: THE LINK BETWEEN INTUITIONS ABOUT PERSONAL IDENTITY AND ESSENTIALIST BELIEFS ABOUT OBJECTS

Zachary Horne[1], Andrei Cimpian[1], Shelbie Sutherland[1]
[1]University of Illinois at Urbana-Champaign

Many people believe that someone's identity persists only when their exact physical brain persists – a perfect copy of it in another brain would not preserve identity. We present evidence that this intuition may stem from a misguided assumption that objects (e.g., brains) have hidden physical essences that generate their properties.

C277
TOO POSITIVE IS AS BAD AS TOO NEGATIVE: THE EFFECTS OF POSITIVE PERFORMANCE FEEDBACK ON STUDENTS' PERFORMANCE AND MENTAL HEALTH

Minjae Seo[1], Hae In Lee[1], Young-Hoon Kim[1]
[1]Yonsei University

We examined the effects of parents' performance feedback on children's academic performance and depression as a function of how realistic positive performance feedback is, relative to children's actual performance level. We found that children receiving exaggerated positive performance feedback reported lower GPA and more depression, suggesting that unrealistic positive performance feedback could be detrimental.

C278
HOW OPTIMAL IS OPTIMAL DISTINCTIVENESS? AFFECTIVE RESPONSES TO OPTIMAL DISTINCTIVENESS AND THREATS TO INCLUSION/DIFFERENTIATION

Katherine Satoko Sorensen[1], Cynthia Pickett[1]
[1]University of California, Davis

We tested the idea that high intragroup inclusion and high intergroup differentiation – optimal distinctiveness -- may be experienced negatively by group members who value assimilation into the majority culture. Using Asian-Americans as the ingroup, study results demonstrated greater threat and negative social emotions when participants were given optimal distinctiveness feedback.

C279
A DARK SIDE OF POSITIVE SELF-PERCEPTIONS: UNREALISTIC POSITIVE SELF-PERCEPTIONS PREDICT POOR PSYCHOLOGICAL HEALTH AND INTELLECTUAL PERFORMANCE

Hae In Lee[1], Minjae Seo[1], Young-Hoon Kim[1]
[1]Yonsei University

The present study examined whether positive self-evaluations are beneficial or detrimental to mental health and intellectual functioning. We found that students who exaggerated their performance had lower GPA and experienced more depression, compared to accurate performance-assessors. This effect was observed in the latter semesters even after controlling for the GPA and depression in the previous semester.

C280
CLEAR SELF OR POSITIVE SELF? : UNIQUE EFFECTS OF SELF-CONCEPT CLARITY AND SELF-ESTEEM ON MENTAL-HEALTH

Yuko Tokunaga[1], Takashi Horiuchi[1]
[1]Okayama University

The current study examined unique effects of self-concept clarity and self esteem on mental-health. Study 1 demonstrated that low self-concept clarity associated with somatic symptoms and low self-esteem related to social dysfunction. Study 2 indicated that low self-concept clarity predicted instability of depression symptoms.

C281
ENVIRONMENTAL INFLUENCES ON ANTECEDENTS, IDENTIFICATION, AND OUTCOMES OF GLOBAL CITIZENSHIP

Stephen Reysen[1]
[1]*Texas A&M University-Commerce*

In six studies various environmental influences are examined as predictors of global citizenship identification. Results show school environment, political orientation, religiosity, college instructors, and fan groups all influence one's degree of global citizenship identification.

C282
SUPERORDINATE "GLOBAL" IDENTITIES

Justin Hackett[1]
[1]*California University of Pennsylvania*

The association between identification with superordinate identities (sense of global community, identification with humanity, global citizen), subgroup identities (national, local community), and participation in activist movements is examined. Results show global citizen uniquely predicts activist participation above and beyond other superordinate and subgroup identities.

C283
IMPLICATIONS OF SELF-PRESENTATIONAL AUTHENTICITY FOR RELATIONSHIP QUALITY

Katrina P. Jongman-Sereno[1], Mark R. Leary[1]
[1]*Duke University*

This research focuses on the relationship implications of conveying inaccurate self-presentations. Two studies asked participants about their self-presentational goals with parents and friends and obtained ratings of relationship quality from participants, parents, and friends. Relationship quality was related to participants' self-presentational authenticity, perceived self-presentational success, and actual self-presentational success.

C284
WISER NOT WEAKER: SELF-COMPASSIONATE RESPONSES TO AGING

Ashley Batts Allen[1]
[1]*University of North Florida*

Three studies examined self-compassion and well-being in older adults. Study 1 (n = 132) found self-compassion helped participants face physical and mental challenges. Study 2 (n = 71) found self-compassion improved attitudes toward the need for assistance. Study 3 (n = 121) found self-compassionate thoughts help explain emotional recovery.

C285
SELF-COMPASSION INCREASES SELF-IMPROVEMENT MOTIVATION

Juliana G. Breines[1], Serena Chen[1]
[1]*University of California at Berkeley*

Does self-compassion motivate self-improvement? In four experiments, inducing a self-compassionate mood yielded greater incremental beliefs about personal weaknesses (N = 69); motivation to make amends for moral transgressions (N = 100); persistence at learning tasks after initial failure (N = 103); and motivation to change personal weaknesses (N = 78).

C286
'MAP'PING GENDER DIFFERENCES IN THE MULTIPLE AUDIENCE PROBLEM: EXAMINING THE EFFECT OF DOMINANCE AND DEFERENCE GOALS IN JOB INTERVIEWS

Corey L. Cook[1], Catherine A. Cottrell[2], Austin Lee Nichols[3], David A. R. Richards[4]
[1]*Skidmore College,* [2]*New College of Florida,* [3]*Peking University HSBC Business School,* [4]*United Negro College Fund*

Mock interviews examined whether men and women experience different goal-related multiple audience problems. Simultaneously pursuing dominance and attraction goals caused increased distress for women, whereas simultaneously pursuing deference and attraction goals caused increased distress for men, suggesting that conflicting self-presentational goals can create multiple audience problems that differ by gender.

C287
AN EXPERIMENTAL ANALYSIS OF SELF-ENHANCEMENT AS A GOAL DIRECTED FORCE

Erin Marie O'Mara[1], Lowell Gaertner[2]
[1]*University of Dayton,* [2]*University of Tennessee*

We manipulated self-enhancement to assess its causal effect on goal-performance using a creativity-test paradigm. Participants self-enhanced about creativity, were in the control condition (Studies 1, 2, 3), or self-enhanced about another trait (Study 3) then completed a creativity test. Participants who self-enhanced about creativity excelled on the creativity test.

C288
THE GOOD WITH THE BAD: FACEBOOK AS A SOURCE OF BELONGING, LIFE SATISFACTION, STRESS, AND OSTRACISM

Stephanie J. Tobin[1], Eric J. Vanman[1], Marnize Verreynne[1], Rosemary Baker[1], Alexander K. Saeri[1]
[1]*University of Queensland*

We examined the effects of Facebook access (Study 1), information sharing (Study 2) and feedback on status updates (Study 3) on cortisol, belonging, self-esteem, control, and meaningful existence. Results indicated that Facebook satisfies one's needs to a greater extent when people share information and receive a satisfactory response from others.

C289
THE POWER OF SOCIAL CONTEXTS: SOCIAL-CLASS, AGE, SELF-CONCEPT CLARITY, AND WELL-BEING ACROSS ADULTHOOD

Micaela Chan[1], Jinkyung Na[1], Jennifer Lodi-Smith[2], Denise C. Park[1]
[1]*University of Texas at Dallas,* [2]*Canisius College*

We investigated social-class differences in the trajectory of self-concept clarity (SCC) across the lifespan and its implications for well-being. Middle-class participants showed a curvilinear relation between SCC and age, in which age-related differences in SCC mediated differences in diverse measures of well-being. This effect is less robust in working-class participants.

Stereotyping/Prejudice

C290
PERCEIVED PERSONALITY OF INDIVIDUALS IN ACTIVE ADDICTION OR RECOVERY

Timothy W. Curran[1], Jason Blizzard[1], Emily Eisenhart[1], Whitney Spears[1], Richard Seigler[1], Thresa Yancey[1]
[1]*Georgia Southern University*

This study investigated college students' perceptions of individuals in active addiction or recovery to determine if stigmatizing attitudes exist toward these populations. Participants' personality factors were measured and compared to the perceived personality measures. Results indicated that college students perceive addicts and recovering addicts as being significantly different from themselves.

C291
THE DEVELOPMENT OF IMPLICIT INTERGROUP BIAS IN WHITE, MIXED-RACE, AND BLACK BRAZILIAN CHILDREN

Airi Macias Sacco[1], Maria Clara Pinheiro de Paula Couto[1], Sílvia Helena Koller[1], Yarrow Dunham[2]
[1]*Federal University of Rio Grande do Sul,* [2]*Yale University*

We investigated the development of implicit intergroup bias in Brazilian children. Findings revealed a significant IAT effect in the three examined racial groups, with White and Mixed-race children expressing more bias towards White people than Black children. Results showed no age effect on implicit prejudice through development.

C292

THE INFLUENCE OF AGING ON INGROUP AND OUTGROUP STEREOTYPES: THE MEDIATING ROLE OF INHIBITION AND NEED FOR CLOSURE

Malgorzata Kossowska[1], Gabriela Czarnek[1], Greg Sedek[2]
[1]Jagiellonian University, [2]University of Social Sciences and Humanities

This research examined whether age-related changes in drawing stereotypic inferences during the comprehension of narrative texts is moderated by intergroup perception. The results of the experiment revealed that, compared to younger participants, older adults were more likely to rely upon stereotypic inferences when they read a story about outgroup members.

C293

THE EFFECT OF VERMIN METAPHORS ON EMOTIONAL AND BEHAVIORAL RESPONSES TO SOCIAL GROUPS

Caroline Tipler[1], Janet B. Ruscher[1]
[1]Tulane University

This research manipulated metaphor presentation in order to determine whether vermin metaphors can directly structure emotional and behavioral responses to outgroups. Reading an article in which a social group was likened to vermin lead to metaphor consistent responses: greater disgust and intentions to avoid and eliminate the targets.

C294

INVESTIGATING READERS' REACTIONS TO ONLINE CONTENT WRITTEN BY BLACK AUTHORS

Rachel Sumner[1], Anthony Burrow[1]
[1]Cornell University

We investigated readers' reactions to Black authors' online content. Study 1 showed that NYTimes readers wrote significantly more, and more negative, comments on Black (compared to White) authors' essays. In Study 2, White participants who are more likely to comment on online content had more negative reactions to Black authors.

C295

WHAT'S IN A NAME?:PREDICTING RAPE-RELATED PERCEPTIONS OF AND SUPPORT FOR "RAPE VICTIMS," "RAPE SURVIVORS," AND "WOMEN WHO HAVE BEEN RAPED"

Jericho Mariette Hockett[1], Megan Strain[1], Samantha McGraw[1], Lora McGraw[1], Don Saucier[1]
[1]Kansas State University

Three studies framed by theories of power showed that participants blamed "rape victims" (RV) and "rape survivors" (RS) less than "women who have been raped" (WWHBR), had greater intergroup helping intentions for WWHBR than RV, and did not differentiate in interpersonal helping intentions when qualitative descriptions were included with labels.

C296

THE RELATIONSHIP BETWEEN IMPLICIT ATTITUDES AND INTERGROUP BEHAVIOR DEPENDS ON THE THREAT OF APPEARING PREJUDICED

Lisa Huang[1], Jeff Sherman[1]
[1]University of California, Davis

We examined whether the threat of appearing prejudiced moderates the relationship between implicit racial attitudes and intergroup behavior. Attitudes were positively correlated with interest toward an interracial interaction when participants expected to discuss a non-race topic, but were negatively correlated with interest when they expected to discuss a race topic.

C297

THE RELATIONSHIP BETWEEN COGNITIVE COMPLEXITY AND PARADOXICAL EFFECTS IN STEREOTYPE SUPPRESSION

Mana Yamamoto[1], Takashi Oka[1]
[1]Nihon University

The present study examined relationship between cognitive complexity and paradoxical effects in suppressing stereotypes about females' math abilities. The results indicated that male participants who were low on cognitive complexity showed paradoxical effects and those who were high on cognitive complexity did not show paradoxical effects.

C298

STEREOTYPE THREAT AND SELF-COMPASSION

Chana Rachel Feinstein[1], Seung Hee Yoo[1]
[1]San Francisco State University

Does women's self-compassion affect their math identification and stereotype threat perceptions? Gender primed women reported more self-compassion than those who were not primed. That self-compassion positively correlated with perceptions of stereotype threat and math identification did not decrease, suggests self-compassion may have buffered stereotype threat's effects.

C299

NOT ALL STEM IS CREATED EQUAL: HOW PERCEIVED GOAL AFFORDANCES IMPACT WOMEN&[PRIME]S INTENTIONS TO PURSUE SCIENCE-RELATED FIELDS

Victoria A. Grunberg[1], Jane G. Stout[2], Tiffany A. Ito[1]
[1]University of Colorado, Boulder, [2]Computing Research Association

We investigated whether ability to meet communal goals varied across physical, biological, and behavioral sciences, and whether such differences mediate women's interest in them. Perceived communal goal affordances were greatest for behavioral and lowest for physical sciences; difference in relative affordances partially mediated women's greater intentions to pursue behavioral sciences.

C300

GROUPS BOTH ENHANCE AND REDUCE STEREOTYPING

Erin Cooley[1], B. Keith Payne[1], Chester A. Insko[1]
[1]University of North Carolina at Chapel Hill

Categorizing people into groups is fundamental to the formation of stereotypes. In the present research, we reason that the link between groups and stereotypes leads to two predictions. First, groups should activate stereotypes more strongly than individuals. Second, counterstereotypical groups should provide a way to change stereotypes.

C301

TV PORTRAYALS AND STEREOTYPES OF THE MENTALLY ILL: CRIMINAL VS. NON-CRIMINAL BEHAVIOR

Alicia Anderson[1], Sarah Butler[1]
[1]The Sage Colleges

Because mentally ill characters on TV are often portrayed as criminals, viewers may develop negative stereotypes about the mentally ill. Randomly assigned participants who viewed a mentally ill character portrayed in a non-criminal role had more positive feelings towards mentally ill people than those who viewed a criminal role.

C302

THE INFLUENCE OF RELIGIOUSNESS, FUNDAMENTALISM, AND SEXUAL PREJUDICE ON PERCEPTIONS OF COUPLE ATTRACTIVENESS

Morgan B. Kinney[1], Jordan P. Labouff[1]
[1]University of Maine

This study examines the influence of religiousness, religious rigidity, and explicit sexual prejudice on perceptions of attractiveness. Participants rated images of gay couples less attractive and less romantic than straight couples. Analyses revealed religious rigidity and explicit prejudice, but not religion, account for more than 50% of variability in bias.

C303
DIRECT AND INDIRECT EFFECTS OF STIGMA CONSCIOUSNESS ON PHYSICAL HEALTH IN SEXUAL MINORITIES

Wilson Salvador Figueroa[1], Peggy M. Zoccola[1]
[1]*Ohio University*

An online study of LGB adults examined the direct and indirect effects of stigma consciousness on physical health and the potential moderating role of hardiness on these associations. Stigma consciousness directly and indirectly, via prolonged reactivity to stressors, predicted poorer physical health. Hardiness buffered both the direct and indirect effects.

C304
BENEVOLENT RACISM? TARGET RACE AS A PREDICTOR OF BENEVOLENT SEXISM

Jean McMahon[1], Kimberly Barsamian Kahn[1]
[1]*Portland State University*

We investigated whether benevolent sexism (BS) is differentially applied based on race. Participants read a vignette describing a Black or White woman acting chaste or promiscuous. BS was expressed more towards chaste Black women than chaste White women. Minority women who follow traditional gender norms may be over-compensated for conforming.

C305
THE GENDERED NATURE OF IMPLICIT ANTI-FAT BIAS TOWARD MEN: EFFECTS OF MUSCULARITY AND ETHNICITY

Ariel J. Mosley[1], Lisa A. Harrison[1]
[1]*California State University, Sacramento*

This research examined implicit bias toward overweight men who varied in muscularity and ethnicity. Women demonstrated significant implicit anti-fat bias regardless of men's ethnicity or muscularity. Also, women's implicit weight biases and explicit anti-fat attitudes were positively associated. These effects were non-significant among men, suggesting gender differences in weight bias.

C306
THE FAT THRESHOLD: STIGMA IN THE EYE OF THE BEHOLDER

Leslie Crimin Johnson[1], Elizabeth C. Pinel[2]
[1]*Finlandia University,* [2]*University of Vermont*

Weight-bias research largely ignores that perceivers vary in who they label "fat". In two studies, we examine the impact of perceivers' own characteristics on their fat thresholds. Findings demonstrate that body image and attitudes about fat people influence the fat threshold. Implications for targets of weight-bias are discussed.

C307
EXAMINING THE STEREOTYPE CONTENT MODEL IN HIRING DISCRIMINATION IN ISRAEL

Anna Gross[1]
[1]*Academic College of Tel-Aviv-Yafo*

The current study examined the effects of perceived competence and warmth of applicants' ethnic group (Israeli Veteran, Russian immigrant, Ethiopian immigrant, or Israeli Arab) on decision making in personnel selection among students and professional interviewers. We found hiring discrimination against Arabs and Ethiopians in the students' sample only.

C308
GENDER STEREOTYPES DECREASE THE PERCEIVED PLAUSIBILITY OF SOCIETAL CHANGE

Mollie A. Price[1], James E. Wages[1], John Blanchar[1], Scott Eidelman[1]
[1]*University of Arkansas*

We tested the hypothesis that increased stereotype salience would create the impression that social relations are stable and unchangeable. Exposure to gender-stereotypic (vs. neutral) traits led both men and women to perceive gender discrepancies in society as unchangeable, and stronger endorsement was associated with the justification of current gender relations.

C309
BELIEF IN A JUST WORLD, TRANSPHOBIA, AND THE BLAMING OF INNOCENT VICTIMS

Dexter Mel Thomas[1], Jonathan Amburgey[1]
[1]*Westminster College*

This study examined relationships between Belief in a Just World (BJW), Genderism and Transphobia (GTS), and victim blaming. All three variables were correlated. However, GTS was independently related to victim blaming, while BJW was not. GTS may provide insight into mechanisms underlying BJW and victim blaming, including victims who are not transgender.

C310
THE ROLE OF SOCIAL STATUS IN IMPLICIT AND EXPLICIT NEGATIVE GENDER SELF-STEREOTYPING

Valerie L. Laws[1], Luis M. Rivera[1]
[1]*Rutgers University, Newark*

The social status afforded to men versus women leads to differential effects on implicit and explicit negative gender self-stereotyping. Consistent with an implicit social cognition framework, men and women exhibited implicit self-stereotyping, but only women exhibited explicit self-stereotyping. Moreover, strong implicit (not explicit) self-stereotyping was moderately associated with high self-esteem.

C311
PREJUDICE AND ACCURACY IN RECOGNIZING BLACK PEOPLE'S EMOTIONAL EXPRESSIONS

Jin X. Goh[1], Susan A. Andrzejewski[2], Emily K. Korzec[1], Judith A. Hall[1]
[1]*Northeastern University,* [2]*Franklin & Marshall College*

Participants viewed White or Black people's facial expressions displaying Happiness, Sadness, Anger, and Fear, and filled out the Attitudes Toward Blacks Scale. We found that higher explicit racism was associated with lower accuracy in judging Happiness and Sadness in Black people relative to White people.

C312
CLINICIANS' RACIAL BIASES IN THE UNITED STATES AND FRANCE

Natalia N. Khosla[1], Corinne A. Moss-Racusin[2], John F. Dovidio[1]
[1]*Yale University,* [2]*Skidmore College*

Racial bias emerged among American – but not French – clinicians. American clinicians rated a White patient as significantly more likely to improve, uphold a treatment protocol, and take personal responsibility for his health than an identical Black patient; personal responsibility fully mediated the racial difference in patient improvement in the U.S.

C313
INDIVIDUAL BLAME VS. SYSTEM BLAME: HOW AUDIENCE RACE INFLUENCES EVALUATIONS OF POLITICAL MESSAGES

Kelly A. Hirsch[1], Phia S. Salter[1], Rebecca J. Schlegel[1], Luyen T. Thai[1]
[1]*Texas A&M University*

The present research examined the interactive influence of race of audience and content of message on third party evaluations of a political speech. Three experimental studies revealed that third parties evaluated a speech most positively when an individual blame message was directed toward a Black audience.

C314
INSIDE EXPERIENCE: THE IMPACT OF ENGAGEMENT WITH PRISONERS ON EMPATHY AND PREJUDICE TOWARD SERIOUS OFFENDERS

Elle Mae Boag[1], David Wilson[1]
[1]*Birmingham City University*

Extending previous prejudice research, we examine the role of empathy in the relation between experiencing engagement with a socially accepted outgroup (convicted serious offenders) and reduced prejudice toward prisoners. Results illustrated that compared to controls, experiencing engagement with convicted offenders reduced prejudice and empathy. Implications and further research directions are also identified.

C315

WHAT'S AGE GOT TO DO WITH IT? EXAMINING HOW THE AGE OF STIMULUS FACES AFFECTS CHILDREN'S IMPLICIT RACIAL BIAS

Erica C. Noles[1], Jennifer L. Rennels[1]
[1]University of Nevada, Las Vegas

Children completed an affective priming task with female/male, African-American/Caucasian, and same-age/adult faces to measure implicit racial bias. Six-year-olds showed implicit bias towards same-age faces but not adult faces. When measuring children's implicit bias it's important to consider the types of faces used in the task.

C316

WHEN PERSPECTIVE-TAKING BACKFIRES: HOW (NOT) TO ENGENDER WARMTH AND RESPECT FOR MINORITIES

Crystal T. Tse[1], Christine Logel[2], Steven J. Spencer[1]
[1]University of Waterloo, [2]Renison University College

This research shows that attempting to reduce prejudice with perspective-taking that focuses solely on disadvantages minorities face can backfire. Doing so decreased respect for minorities and increased behaviors that confirm negative stereotypes. However, we observed positive outcomes of perspective-taking that focused on minorities' hidden strengths.

C317

EVERYONE LOVES A GOOD (SEXIST) JOKE: COMPARING REACTIONS TO RACIST AND SEXIST SENTIMENTS

Julie A. Woodzicka[1], Thomas E. Ford[2], Robyn K. Mallett[3], Shelbi Hendricks[1], Astrid Pruitt[1]
[1]Washington and Lee University, [2]Western Carolina University, [3]Loyola University Chicago

We examined perceptions of and likelihood to confront sexist and racist jokes and statements. Sexist jokes were rated as more appropriate than sexist statements, but racist jokes and statements were rated as similarly inappropriate. Racist comments (regardless of type) were also rated as more worthy of confrontation than sexist comments.

C318

DO STRAIGHT AND GAY MEN THINK OF LESBIANS DIFFERENTLY?

Jingshu Guo[1]
[1]University of Pennsylvania

This study examined implicit and explicit attitudes toward homosexuals with a Chinese male sample. Gay participants exhibited significantly less negative attitudes toward gay men than lesbian women explicitly and implicitly, while the opposite was true for straight participants. Straight Chinese men exhibited significantly negative attitudes toward gay and lesbians explicitly as well as implicitly.

C319

IT JUST COMES NATURALLY TO WOMEN: HEIGHTENED ESSENTIALIST CONCEPTIONS OF MOTHERS RELATIVE TO FATHERS

Sarah Banchefsky[1], Bernadette Park[1]
[1]University of Colorado Boulder

The category mother is essentialized more so than the category father on every dimension of essentialism. The salient visual changes women undergo in the course of pregnancy contribute to these differential perceptions. Characteristics of mothers are generalized to women, creating greater overlap for these groups relative to fathers and men.

C320

SUBJECTIVE INTERPRETATION DETERMINES WHETHER NEGATIVE AFFECT TOWARD AFRICAN AMERICANS MANIFESTS AS AVOIDANCE

Kent M. Lee[1], Blair Kirsten Puleo[1], Alicia Chen[1], B. Keith Payne[1]
[1]UNC Chapel Hill

When we encouraged White participants to interpret negative affect toward Blacks as fear, they demonstrated faster avoidance of Black individuals, compared to White individuals, on a subsequent measure of automatic behavior. This difference did not arise when we encouraged participants to interpret these negative feelings toward Blacks as sympathy.

C321

STEREOTYPE ACTIVATION AND ASSOCIATION FOR MULTIPLE MINORITY IDENTITIES: THE INTERSECTION OF BLACK AND GAY IDENTITY.

Nicholas Peter Alt[1], Cheryl Dickter[1]
[1]The College of William & Mary

A flanker task assessed stereotype activation for Black and White, gay and straight targets. Participants racially categorized gay Black targets faster than straight Black targets when flanked by positive stereotypes. Gay White targets were categorized slower than straight White targets flanked by positive stereotypes. Findings support the selective inhibition framework.

C322

DOES POPULAR NEUROSCIENCE FOSTER ESSENTIALIST UNDERSTANDINGS OF SOCIAL GROUPS?

Cliodhna O'Connor[1], Helene Joffe[1]
[1]University College London

This poster explores how popular neuroscience is drawn into articulations of social identities. It reports a content analysis of 3,630 UK newspaper articles discussing neuroscience. Articles frequently reproduced conventional stereotypes of groups defined by gender, sexual orientation, mental illness, criminality and obesity. Analysis suggested that popular neuroscience may promote essentialism.

C323

THE ROLE OF AMBIGUITY AND INDIVIDUAL DIFFERENCES IN ATTRIBUTIONS TO PREJUDICE

Stuart S. Miller[1], Jericho M. Hockett[1], Conor J. O'Dea[1], Derrick F. Till[1], Donald A. Saucier[1]
[1]Kansas State University

Expressions of prejudice are often subtle. Whether prejudice is perceived when its expression is ambiguous was found to be related to differences in perceivers' beliefs about the prevalence of prejudice, vigilance for cues of prejudice, trivialization of targets' concerns about prejudice, and self-efficacy in recognizing prejudice.

C324

UNDERSTANDING STUDENTS' OPPOSITION TO COLLEGE DIVERSITY INITIATIVES: THE ROLE OF MODERN RACISM AND MOTIVATED CRITICISMS

Conor J. O'Dea[1], Stuart S. Miller[1], Tammy L. Sonnentag[1], Donald A. Saucier[1]
[1]Kansas State University

College diversity initiatives provide support for underrepresented students while also promoting multiculturalism. Our multiple mediation model suggests that racism is related to students' lack of support for diversity initiatives through criticisms of these programs motivated by perceived threats to ingroup competitiveness and traditional American values.

C325

WE JUDGE YOU BASED ON WHAT WE HEAR

Krystal Chen[1], Xinni Chan[1], Yueh-Ting Lee[1]
[1]University of Toledo

Utilizing the Evaluation-Potency-Accuracy (EPA) model of stereotypes, the study examined native English speakers' evaluations of Chinese English speakers at various levels of accent. Results supported Lippi-Green (1997)'s "Standard U.S. English," which suggests that accented speech contradicts American ideologies. Hence, participants evaluated non-native speakers stereotypically by providing lower ratings.

C326
SHOOTING ANGRY: INCIDENTAL ANGER INCREASES DEADLY FORCE TOWARD BLACK MEN IN A FIRST-PERSON SHOOTER VIDEOGAME

Tara Christa Dennehy[1], Cade McCall[2], Levi Adelman[1], Nilanjana Dasgupta[1], David DeSteno[3], Kumar Yogeeswaran[4]
[1]University of Massachusetts, Amherst, [2]Max Planck Institute, [3]Northeastern University, [4]University of Canterbury

Would incidental anger influence the use of deadly force in a first-person shooter videogame? Participants fired more shots at Black avatars and "shot to kill" (head/torso shots) more when induced to feel angry compared to neutral. Anger did not influence the use of deadly force toward White and Asian avatars.

C327
(DE)CONSTRUCTING LEADERS: STEREOTYPE THREAT NEGATIVELY IMPACTS WOMEN ON MULTIPLE DIMENSIONS

Samantha H. Snyder[1], Ashley Batts Allen[1]
[1]University of North Florida

Women can experience stereotype threat in leadership situations when stereotypes are salient. Participants led confederates though constructing a Lego model. Female leaders of men objectively performed worse, perceived their own performance as worse, were perceived less favorably by confederates, and experienced the situation more negatively than leaders of women.

C328
DOES ASIAN AMERICAN ACADEMIC ACHIEVEMENT LEAD WHITE STUDENTS TO DISENGAGE FROM ACADEMIC DOMAINS?

Caitlin S. Handron[1], Cheryl R. Kaiser[2], Sapna Cheryan[2]
[1]Stanford University, [2]University of Washington

White students read that the recipients of a prestigious academic award were either majority Asian or White. Students who saw Asian award-winners devalued and disidentified with education more than students who saw White award-winners, suggesting that academic disengagement is not a process idiosyncratic to members of stigmatized groups.

C329
JUDGED BY THE COMPANY YOU KEEP? NONPREJUDICED NORMS REDUCE CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN

Jessica Cascio[1], E. Ashby Plant[1]
[1]Florida State University

Contagion concerns are apprehensions about interacting with gay men/lesbians for fear of being misidentified as gay/lesbian. Altering normative perceptions of sexual prejudice changed participants' own contagion concerns. Participants who were told most students on campus were nonprejudiced expressed lower contagion concerns than participants who were told most students were prejudiced.

C330
STEREOTYPE THREAT ALTERS THE SUBJECTIVE EXPERIENCE OF MEMORY

Marie Mazerolle[1], Isabelle Régner[2], François Rigalleau[1], Pascal Huguet[2]
[1]University of Poitiers, [2]Aix-Marseille University

The present study investigates whether age-related stereotypes affect the subjective experience of memory. Using a Remember-Know paradigm, we demonstrated that stereotype threat decreases the feeling of remembering contextual details of episodic events. Societal implications of older adults' doubts about their memory ability are discussed.

C331
IDEOLOGICAL METASTEREOTYPES: OVERESTIMATING POLITICAL ANTIPATHY

Jacob Appleby[1]
[1]University of Minnesota

Metastereotypes, beliefs about the stereotype that an outgroup holds about one's ingroup, are sources of negative affect and anxiety that adversely influence intergroup interactions. Liberals' and – to a lesser extent – conservatives' metastereotypes overestimate how negatively they are viewed by each other, which may add to the contentiousness of political discourse.

C332
CHANGE IN SOCIAL ROLES INFLUENCES STEREOTYPES

Anne Koenig[1], Alice Eagly[2]
[1]University of San Diego, [2]Northwestern University

We investigated social roles as a determinant of stereotypes across 6 ethnic and racial groups, with participants rating the stereotypes of each group given a change in their typical roles. The data show that changes in social roles influenced stereotype content.

C333
SPACE-FOCUSED STEREOTYPES IN BLACK AND WHITE

Caitlyn Yantis[1], Courtney M. Bonam[1]
[1]University of Illinois at Chicago

We investigated racial stereotypes about people and spaces. Prototypical Black space was impoverished and dangerous; White space was well off and safe (Study 1). People also expressed greater anti-Black bias toward spaces vs. people (Study 2). In sum, space-focused stereotypes may be more polarized and freely expressed than person stereotypes.

C334
DO OTHER GROUPS LIKE US MORE THAN WE THINK?

Tiffany Lam[1], Parnia Haj[2], Ethan Zell[3]
[1]Towson University, [2]University of North Carolina at Wilmington, [3]University of North Carolina at Greensboro

We examined the accuracy of meta-perceptions of racial bias. Black participants correctly assumed that white students at their university would show a moderate pro-white bias. However, white participants mistakenly assumed that black students at their university would show a moderate pro-black bias when in reality they showed no bias.

C335
EMOTION REGULATION AND COPING WITH GENDER DISCRIMINATION: THE ROLES OF RUMINATION AND COGNITIVE REAPPRAISAL

Katie Wang[1], John F. Dovidio[1], Elena Mayville[1]
[1]Yale University

Two studies illustrated the context-dependent role of emotion regulation strategies in women's responses to gender discrimination. Rumination more strongly predicted self-directed negative affect when participants believed prejudice to be fixed versus malleable. Depending on the way it was implemented, cognitive reappraisal was associated with divergent behavioral outcomes.

C336
THE POWER OF BEING POWERLESS

Claire Rochelle Gravelin[1], Monica Biernat[1]
[1]University of Kansas

Two studies examined the effects of social power on the tendency to blame sexual assault victims and endorse rape myths. Powerlessness decreased victim blaming among males, an effect mediated by lowered endorsement of myths depicting victims as liars. Women blamed victims less overall, but powerlessness heightened women's victim blame focus.

C337
CHANGE WE CAN'T BELIEVE IN: PREDICTING SUPPORT FOR GENDER EQUALITY ACROSS DIFFERENT OCCUPATIONS

Negah Mortazavi[1], Pegah Mortazavi[1], Alyssa Croft[1], Toni Schmader[1]
[1]University of British Columbia

A large study of adults revealed that people support efforts to create gender equality when women are underrepresented in white collar jobs but are relatively uninterested in promoting equality for men in traditionally female occupations. Perceptions of job prestige, lack of role models and discrimination mediated effects.

C338
RESOURCE SCARCITY AND PREJUDICE TOWARD OLDER PEOPLE

Aaron S. Wallen[1], Cameron G. McClure[1]
[1]*Columbia University*

Two experimental studies tested whether resource availability affects impressions of older people. When resources were limited, participants rated older workers as less likely to succeed than younger workers. When resources were plentiful, participants rated the younger and older workers as equally likely to succeed. We discuss implications for ageism theory.

C339
STEREOTYPE THREAT AFFECTS FEMALE DRIVING BEHAVIOR

Manuel Bachmann[1], Marianne Schmid Mast[2]
[1]*Bern University of Applied Science,* [2]*University of Neuchatel*

Previous research showed that implicit priming with masculine stereotypical words has an impact on men's driving behavior. We tested men and women in a driving simulation. Our results show that women drive slower in the masculine priming condition than men do. The results are discussed in light of stereotype threat.

C340
IMPLICIT RACIAL ATTITUDES: GOOD ASSOCIATIONS REVEAL INGROUP FAVORITISM; BAD ASSOCIATIONS REVEAL DOMINANT GROUP FAVORITISM

Jordan Axt[1], Brian A. Nosek[1]
[1]*University of Virginia*

In two studies, implicit measures of good associations indicated ingroup favoritism among Whites, Blacks, Asians, and Hispanics. However, implicit measures of bad associations indicated dominant group favoritism – an outgroup favoritism for three racial groups. Good and bad associations may have different sources and different consequences.

C341
CONSEQUENCES OF STEREOTYPING TO INFER GROUP MEMBERSHIP: STEREOTYPE DIRECTIONALITY, EVASION OF SOCIAL PRESSURES, AND RESISTANCE TO STEREOTYPE CHANGE

William Taylor Laimaka Cox[1], Patricia G. Devine[1]
[1]*University of Wisconsin - Madison*

In four experiments, we demonstrate that people use stereotypes to infer that men are gay, which: gives gay stereotypes a distinct cognitive architecture from racial stereotypes; grants prejudice perpetrators "plausible deniability" to get away with prejudice-based aggression (i.e., administering electric shocks); and buffers counterstereotypic exemplars from effecting stereotype change.

C342
COMPUTER-SYNTHESIZED SPEECH IS PREFERRED OVER THE MILDLY DYSARTHRIC SPEECH OF PEOPLE WITH PHYSICAL DISABILITY

Steven E. Stern[1], Chelsea Chobany[1], Disha Patel[1], Justin Tressler[2]
[1]*University of Pittsburgh at Johnstown,* [2]*Seton Hill University*

Participants viewed videos two disabled actors delivering persuasive appeals. The actors either used computer synthesized speech or their own dysarthric speech. Actor order and type of speech were counter balanced. Participants rated the argument, message, and the speaker more positively when synthetic speech was used than natural dysarthric speech.

C343
THE EFFECTS OF SPEAKER RACE ON WHITES' PERCEPTIONS OF RACIAL INEQUITIES

Manisha Gupta[1], Brian Lickel[1]
[1]*UMass Amherst*

This study investigated the effects of the race of a speaker on White Americans' reactions to statements about racial equality in the U.S. Participants high in motivation to control prejudice were more likely to express agreement with a non-White (versus White) speaker that racial discrimination against Blacks no longer exists.

C344
COMMUNAL GOAL FULFILLMENT THROUGH GROUP WORK: A NEW DIRECTION IN RECRUITING WOMEN INTO COMPUTER SCIENCE

Amanda Kay Montoya[1], Allison Master[1], Sapna Cheryan[1]
[1]*University of Washington*

Women prioritize communal goals, leading to disinterest in "asocial" fields like computer science. Results showed classes with group work were perceived as more communal than those with individual work, and participants expected computer science to lack group work. Adding group work to classes may help recruit women to computer science.

C345
INSPIRED OR DEJECTED? DISCREPANCY-PRONENESS MAY UNDERMINE PREJUDICE-RELATED MOTIVATION AND CONVICTION

Leslie Ashburn-Nardo[1]
[1]*Indiana University - Purdue University Indianapolis*

White participants who varied in prejudice-related discrepancy-proneness completed measures of self-efficacy, motivation, and conviction for responding without prejudice toward Blacks. Self-efficacy mediated the negative relationships between discrepancy-proneness and both motivation and conviction, highlighting a need for training opportunities for Whites to increase their sense of self-efficacy for overcoming bias.

C346
INTERGROUP CONTACT AND THE RELATIONS BETWEEN SELF-REPORTED CONFLICT, ROOMMATE SATISFACTION, AND PEER INFLUENCE

Jasmine Maria Koech[1], Natalie Shook[1]
[1]*West Virginia University*

Conflict often occurs during interracial interactions, which poses an issue for the increasingly diverse US. Majority and minority students randomly assigned to either a same-race or interracial roommate relationship were recruited to test the effect of race and relationship type on conflict. Peer influence and roommate satisfaction were also examined.

C347
PREJUDICE TOWARD ONE OR PREJUDICE TOWARD ALL: ASSESSING THE RELATIONSHIP BETWEEN OUTGROUP ATTITUDES

Corey J. Columb[1], E. Ashby Plant[1]
[1]*Florida State University*

We propose that the magnitude of the relationship between outgroup attitudes depends on both situational and dispositional factors that activate differential or similar underlying attitude sources. Consistent with our theorizing, participants high on social dominance orientation (SDO) had a stronger relationship between outgroup attitudes, compared to participants low on SDO.

C348
YOU'RE JUST SAYING THAT TO BE "POLITICALLY CORRECT": HOW CHRONIC AND PRIMED SUSPICION OF WHITES' MOTIVES SHAPE ETHNIC MINORITIES' REACTIONS TO POSITIVE FEEDBACK FROM WHITES

Brenna Delecave Malta[1], Brenda Major[1], Jonathan Kunstman[2]
[1]*University of California, Santa Barbara,* [2]*Miami University*

We examined how the belief that Whites behave positively toward minorities primarily for external ("Politically Correct") rather than internal reasons affects ethnic minorities' interpretations of and reactions to positive feedback from Whites. Results suggest that feedback that violates expectations creates negative interpretations and affect, even when feedback is positive.

C349
WHEN THE LADY IN RED BECOMES BLUE: THE OBJECTIFICATION MODEL AND SOCIAL ANXIETY

Emmilie Anne Baker[1], Sarah J. Gervais[1]
[1]University of Nebraska–Lincoln

The current study examined whether individual differences in social anxiety moderates the relationship between objectification experiences and self-objectification for women. As expected, sexual advances were positively correlated with body surveillance for women low in social anxiety whereas for women high in social anxiety, sexual advances were unrelated to body surveillance.

C350
EFFECTS OF IMPLICIT WEIGHT BIAS ON TERROR MANAGEMENT PROCESSES

Pegah Naemi[1], Lisa Harrison[1]
[1]California State University, Sacramento

Four experiments examined whether reminding people of human corporeality by priming them with images of bared overweight women activates terror management processes. Results indicate primed images of overweight women do not generate death-related thoughts or positive health-related intentions. Findings suggest implicit anti-fat bias may not directly activate terror management processes.

C351
EFFECTS OF FEMALE SCIENTIST ROLE MODELS ON FEMALE SCIENCE MAJORS' BELONGING AND SELF-ESTEEM

Bettina J. Casad[1], Jessica L. Eastin[1], Emily A. Ingalls[1], Breanna R. Wexler[1], Abdiel J. Flores[2], Amy M. Arambulo[3]
[1]University of Missouri, St. Louis, [2]University of California, San Francisco, [3]California State University, Los Angeles

Role models influence women's success in science. This study found female role models with positive experiences increased women science majors' sense of belonging, but role models with negative experiences decreased women science majors' self-esteem. Research should further explore the effects of role models' gendered experiences on women science majors' outcomes.

C352
DOUBLE STANDARD: SOCIAL NETWORKS AND WHITES' ATTRIBUTIONS OF PREJUDICE OF HIGH AND LOW-STATUS GROUPS

John Michael Rohrbach[1], Rebecca Bigler[1]
[1]The University of Texas at Austin

Whites believe the racial diversity of their social networks to be unrelated to their racial attitudes. We tested whether Whites made different impressions (e.g., prejudice) of high versus low-status group members using the diversity of the target's social network. Overall, Whites believed high-status targets to be less prejudice than low-status targets.

C353
ENTERTAINMENT EDUCATION AND PREJUDICE REDUCTION

Sohad Murrar[1], Markus Brauer[1]
[1]University of Wisconsin-Madison

Through the framework of Entertainment Education, the process by which entertaining and educational media messages are used to shape pro-social behaviors, we propose that watching a television sitcom depicting out-group members reduces prejudice. The analyses show the data support our prediction suggesting television is an important avenue for reducing prejudice.

C354
STEREOTYPE THREAT'S SPILLOVER EFFECT ON INTERGROUP RELATIONS: HOW DOES EXPOSURE TO STEREOTYPE THREAT IN MATHEMATICS AFFECT WOMEN'S INTERGROUP ATTITUDES

Elif Gozde Ikizer[1], Zeynep Cemalcilar[2]
[1]University of Connecticut, [2]Koc University

The present study tests whether stereotype threat has an effect on intergroup attitudes. Using an experimental design, data were collected from 83 undergraduate Turkish female students. Women exposed to threat demonstrated more positive cognitive attitudes toward women compared to participants in the control group.

C355
THE PARADOX OF MINIMIZING OBJECTIFICATION

Thomas Lee Budesheim[1]
[1]Creighton University

Because women are frequently judged by their appearance, people may believe their own judgments are more likely to be biased by a woman's appearance than by a man's appearance. We found instructions to disregard appearances resulted in an asymmetric correction for appearance bias that disadvantaged female political candidates.

C356
PERCEPTIONS OF WHITE AMERICAN AND BLACK AMERICAN DISCRIMINATION CLAIMANTS' POLITICAL VIEWS

Alison Blodorn[1], Laurie T. O'Brien[2]
[1]University of California - Santa Barbara, [2]Tulane University

The present research investigated perceptions of White and Black American discrimination claimants' political views. Three studies demonstrated that claims of discrimination are not be perceived as mere vocalizations of discriminatory experiences; instead these claims may be used to make inferences about the claimant's political views and motivations for social change.

C357
REAL MEN DON'T EAT (VEGETABLE) QUICHE: MASCULINITY AND THE JUSTIFICATION OF MEAT CONSUMPTION

Hank Rothgerber[1]
[1]Bellarmine University

Males used direct strategies to justify eating meat, including endorsing pro-meat attitudes and denying animal suffering. Females endorsed indirect strategies of dissociating animals from food and avoiding thinking about animal treatment. Direct strategies positively related to masculinity and greater meat consumption, whereas indirect strategies were correlated with less meat consumption.

C358
LESS THAN IDEAL: HOW INTERRACIAL FAMILIES ARE VIEWED LESS FAVORABLY THAN SAME-RACE FAMILIES

David R. Kille[1], Crystal T. Tse[1], Richard P. Eibach[1], Steven J. Spencer[1]
[1]University of Waterloo

We show that people view interracial families as less ideal families using explicit and implicit measures, and hold interracial families (vs. same-race families) to higher standards. Specifically, ambiguous behavior reduced Whites' positive evaluations only of an interracial (vs. same-race Black) family. We discuss implications for prejudice against small-scale social units.

C359
CROSS-CULTURAL DIFFERENCES IN PERCEPTIONS OF INDIVIDUAL AND INSTITUTIONAL SEXISM

Jessica J. Sim[1], Zoe Kinias[1], Krishna Savani[2], Heejung Kim[3]
[1]INSEAD, [2]National University of Singapore, [3]University of California, Santa Barbara

In four studies, we examined how Americans and Asians differ in their perceptions of sexism. Compared to Americans, the distinction between individual and institutional sexism was attenuated or reversed among Indians and Singaporeans. Evidence suggests individuals recognize the type of sexism that is consistent with their cultural models of agency.

C360
DO YOU REALLY UNDERSTAND? AFFILIATIVE DESIRE AND INTERGROUP ASYMMETRIES IN UNDERSTANDING

Deborah Son Holoien[1], J. Nicole Shelton[2]
[1]Ohio State University, [2]Princeton University

Whites' desire to affiliate with Blacks can cause intergroup asymmetries in understanding when race is salient. Whites who desire to affiliate with Blacks feel that they understand Blacks (Study 1), even to a greater extent than Blacks feel understood (Study 2). Consequently, Whites' affiliative desire may unwittingly cause intergroup misunderstandings.

C361
FORCE AND THE FACE: EXAMINING INTRAGROUP BIAS IN POLICE/CITIZEN INTERACTIONS

Kimberly Kahn[1], Phillip Atiba Goff[2]
[1]Portland State University, [2]University of California, Los Angeles

We demonstrate how citizen stereotypicality influences police use of force in real world police-citizen interactions. An analysis of internal case files from an undisclosed police department confirmed that, because stereotypicality increases racial stereotyping, officers used more force when interacting with stereotypical minority citizens, but less force with stereotypical White citizens.

Other

C362
THE RELATIONSHIP BETWEEN HEART RATE VARIABILITY AND PERCEIVED ETHNIC DISCRIMINATION

DeWayne P. Williams[1], Kinjal D. Pandya[2], LaBarron K. Hill[3], Baldwin M. Way[1], Julian F. Thayer[1]
[1]The Ohio State University, [2]University of South Carolina, [3]Duke University

This study examines the relationship between perceived ethnic discrimination (PED) and heart rate variability (HRV). Low resting HRV predicts cardiovascular disease and immune dysfunction. Results show that PED (especially stigmatization and social exclusion) is negatively correlated with HRV, suggesting that HRV may be an underlying mechanism linking PED with health.

C363
SERVICE LEARNING CUES COMMUNAL GOALS AND INCREASES BELONGING AND INTEREST IN ENGINEERING

Aimee L. Belanger[1], Amanda B. Diekman[1]
[1]Miami University

Based on the goal congruity perspective, we investigate the impact of service learning on perceived ability of an engineering course to fulfill helping goals, sense of belonging, and subsequent engineering interest. Service learning increased the ability of an engineering course to fulfill communal goals, which fostered belongingness and increased interest.

Poster Session D

Friday, February 14, 6:15 pm – 7:15 pm, Hall 4

Belonging/Rejection

D1
JOINT EFFECT OF EXCHANGE ORIENTATION AND UPWARD SOCIAL COMPARISON ON THE ASSOCIATION BETWEEN FELT INFERIORITY AND EXCHANGE ANXIETY IN CLOSE RELATIONSHIPS

Genta Miyazaki[1], Naoya Yada[2], Tomoko Ikegami[2]
[1]Rikkyo University, [2]Osaka City University

This study investigates "antecedents" of exchange anxiety in close relationships. Results from a questionnaire study revealed that felt inferiority to a romantic partner led to increased exchange anxiety, especially among those who were high in exchange orientation and engaged in upward social comparison with someone outside the relationship.

D2
OF OSTRACISM, LONELINESS AND CONSUMER-BRAND RELATIONSHIPS

Sukki Yoon[1], Chris Long[2], Mike Friedman[3]
[1]Bryant University, [2]Ouachita Baptist University, [3]Université Catholique de Louvain

Building on the social psychological literature on the effects of loneliness and ostracism, the current research extends these notions to consumer-brand relationships. Across 4 studies, participants primed with loneliness, ostracism and social rejection were found to reject or distance themselves from their favorite brands.

D3
THE INFLUENCE OF ACCEPTANCE GOALS ON RELATIONAL PERCEPTIONS

Katherine E. Adams[1], James M. Tyler[1], Sara E. Branch[1]
[1]Purdue University

We examined whether relational perceptions differ depending on interaction goals (establish, maintain, or repair). Results showed relational perceptions were more positive with maintain versus establish goals, with repair goals exhibiting the most negativity. Moderated-mediation analysis also indicated a complex relationship between acceptance goals, relational perceptions, interaction experience, and self-esteem.

D4
THE INCLUSION THEORY OF EXCLUSION: A NOVEL THEORY ABOUT MITIGATING THE NEGATIVE EFFECTS OF SOCIAL EXCLUSION FOR BOTH TARGETS AND SOURCES

Gili Freedman[1], Erin M. Burgoon[1], Jason D. Ferrell[1], James W. Pennebaker[1], Kipling D. Williams[2], Jennifer S. Beer[1]
[1]University of Texas at Austin, [2]Purdue University

The current literature has little advice for people who find themselves in the unenviable position of having to reject someone. We propose a framework to advise sources of rejection and provide initial evidence that supports our central premise: explicit rejections are more beneficial than ostracism for both targets and sources.

D5
DISPOSITIONAL NEED TO BELONG AND THE RELATIONAL PERCEPTION OF SOCIAL CUES

Sara E. Branch[1], James M. Tyler[1]
[1]Purdue University

We examined how dispositional need-to-belong (NTB) influences relational perceptions in response to negative or positive social cues. Results showed high (vs. low) NTB individuals perceived negative cues as more relationally detrimental (lower self-esteem, relational value). Mediation analyses showed NTB has downstream relational effects that influence how people interpret social cues.

D6
EXCLUDING OTHERS AND SOCIAL SELF-ESTEEM: THE ROLE OF TRAIT ANXIETY

Kenneth Tai[1], Xi Zou[2], Jared Nai[3]
[1]Singapore Management University, [2]London Business School, [3]National University of Singapore

We examine whether trait anxiety influences the effect of excluding others on social self-esteem. Individuals low on trait anxiety show higher levels of social self-esteem when they exclude others. However, for people high on trait anxiety, excluding others does not affect social self-esteem. We discuss implications and future research directions.

D7
OSTRACISM AND PERSONALITY: WHO REACTS? WHO RECOVERS BEST?

Meghan Teresa Berlingo[1], Craig Parks[1]
[1]Washington State University

We explored potential boundary conditions for ostracized individuals by looking at the relationship between personality (Type A/B and Big 5) and reactions/recovery to a spell of laboratory-induced ostracism. While no relationship was found between TABP and ostracism, certain Big 5 personality traits appeared to be significantly related to ostracism.

D8
ISOLATION INCREASES COMFORT FOOD CONSUMPTION AMONG THE SECURELY ATTACHED

Jordan D. Troisi[1], Jaye L. Derrick[2], Shira Gabriel[2]
[1]Widener University, [2]University at Buffalo, The State University of New York

Comfort food activates the relationship concept and reduces feelings of loneliness among the securely attached. The current research hypothesized that this would influence comfort food consumption. Results of a daily diary study confirmed that securely attached individuals ate comfort food more often, particularly on days in which they felt isolated.

D9
SOCIAL INCLUSION LEADS INDIVIDUALS TO DEVALUE GROUPS OF PERCEIVED INFERIOR QUALITY

Donald Sacco[1], Michael Bernstein[2]
[1]The University of Southern Mississippi, [2]Penn State Abington

Two studies demonstrated that socially included individuals (compared to socially excluded and control participants) devalue

low status affiliation groups. Included participants reported reduced self-esteem value stemming from negative group memberships (Study 1) and displayed less interest in joining low status groups (Study 2) than did socially excluded and control participants.D10

DOES OSTRACISM AFFECT HOW HUMAN WE FEEL?

Dongning Ren[1], Kipling D. Williams[1]
[1]Purdue University

We sought to examine how ostracism affects individuals' sense of humanness by using a newly composed picture-scale that represents robotic and animalistic dimensions. Results from two studies with different manipulations of ostracism indicate that ostracized participants perceived themselves as less human than the included counterparts.

D11

DO SOCIAL EXCLUSION AND INCLUSION PRODUCE OPPOSITE EFFECTS? THE HARMFUL AND BENEFICIAL EFFECTS OF SOCIAL EXCLUSION/INCLUSION EXPERIENCES

Taishi Kawamoto[1], Tsubasa Izaki[1], Mitushiro Ura[1]
[1]Hiroshima University

We found that social exclusion experiences were positively related to aggression, promotion/prevention motivation and depression. By contrast, social inclusion experiences were positively related to social inclusion/exclusion perceptions, and negatively related to depression. The presence of social exclusion and the lack of social inclusion have different meaning on individuals' adaptation.

D12

I NEED TO BELONG: THE IRONIC EFFECTS OF WANTING SOCIAL RELATIONSHIPS

Matthew M. Peebles[1], Kevin P. McIntyre[1]
[1]Trinity University

Past literature characterizes the need to belong (NTB) as a beneficial adaptation. However, high levels of the NTB may counterproductively cause people to become less attractive as relationship partners. Results show NTB positively correlates with social anxiety and desperation (Study 1) and is perceived unfavorably by potential partners (Study 2).

D13

DOES REJECTION SPILL OVER TO NOVEL INTERACTIONS? EFFECTS OF INTERPERSONAL REJECTION ON MEMORY AND NONVERBAL BEHAVIOR

Fiona Lee[1], Brent Hughes[1], Nalini Ambady[1]
[1]Stanford University

The study examined whether rejection affects memory for social information and nonverbal behavior during novel interactions. Rejected participants displayed greater nonverbal anxiety during a novel interaction and recalled less information about their new interaction partner. The findings suggest that rejection can constrain the rejected individuals' ability to regain social connection.

D14

CLOSING THE GAP: BELONGING MODERATES FIRST-GENERATION COLLEGE STUDENTS' PERFORMANCE IN STEM

Laura Brady[1], Arianne Eason[1], Cheryl Kaiser[1], Sapna Cheryan[1]
[1]University of Washington

Compared to continuing-generation college students, first-generation students earned lower grades in an introductory biology class. However, first-generation students who felt greater belonging in the class performed as well as continuing-generation students. Thus, psychosocial experiences may be an important avenue for intervention to improve first-generation students' academic outcomes.

D15

I AM INCLUDED, THEREFORE I THINK: THE EFFECT OF INCLUSION EXPERIENCES ON DECISION-MAKING

Thomas P. Tibbett[1], Kaileigh Byrne[1], Darrell Worthy[1], Adrienne Carter-Sowell[1]
[1]Texas A&M University

Social inclusion influences wide ranges of behavior and cognitive processing. We manipulated social inclusion on a dynamic decision-making task. We found that social inclusion confers an advantage in learning but exclusion had no effect. Our results reveal that social exclusion may not impair decision-making, but social inclusion may improve it.

D16

NOT NICE, NOT INCLUDED: LOW AGREEABLENESS PREDICTS EXPERIENCED OSTRACISM

Matthew P. Kassner[1], Andrew H. Hales[1], Kipling D. Williams[1], William G. Graziano[1]
[1]Purdue University

Two studies investigated the role of personality traits in the experience of ostracism. In a large correlational study, agreeableness predicted the experience of chronic ostracism. In an experiment, participants were more likely to endorse the ostracism of individuals described using low-agreeable trait terms or as engaging in low-agreeable behavior.

D17

ASOCIAL, BUT NOT NECESSARILY ANTISOCIAL: SOCIAL ANHEDONIA MODERATES THE EFFECT OF SOCIAL REJECTION ON AGGRESSION AND HOSTILE COGNITIVE BIAS

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Social rejection is commonly associated with aggression. However, it's unknown whether social anhedonia influences the impact of rejection on aggression. Across three methodologically diverse studies, social anhedonia moderated the effect of rejection on aggression and hostile cognition. That is, rejection increased levels of each, but only among low social anhedonics.

D18

NEAR-DISASTER EXPERIENCE AND SURVIVOR BONDING

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[1]The University of Texas at Austin, [2]Bryant University, [3]Indiana University Southeast, [4]Korea Telecom

Drawing on the psychological literature on disaster, the current research shows that a near-disaster experience, compared with an actual-disaster experience, generates stronger bonding with other survivors and greater intention to engage in future social activities with them.

D19

EXPLICIT BUT NOT IMPLICIT MOOD IS AFFECTED BY PROGRESSIVE SOCIAL EXCLUSION

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[1]Center for the Developing Brain, Child Mind Institute, [2]Department of Human Development, Cornell University, [3]Department of Psychology, Cornell University

Does asking about a negative event worsen the experience? Participants were increasingly excluded in successive rounds of a virtual ball-tossing game. Half completed explicit and implicit mood measures after each round; half completed only the implicit measures. Contrary to prediction, there was no effect of completing explicit self-reports on mood.

D20

IS OSTRACISM BY A DESPISED GROUP REALLY HURTFUL? A REPLICATION AND EXTENSION OF GONSALKORALE AND WILLIAMS (2007)

Marie-Pierre Fayant[1], Dominique Muller[2], Anthony Lantian[3], Chris Hubertus Joseph Hartgerink[4]
[1]University of Geneva, [2]Univ. Grenoble Alpes & Institute of France, [3]Univ. Grenoble Alpes, [4]Tilburg University

Previous research has shown that ostracism by despised group members is as hurtful as ostracism by ingroup members. We investigate whether this is due to the way consequences of ostracism were measured. Replicating previous results, ostracism effects are not significantly diminished when the source of ostracism is a despised outgroup.

D21

CULTURAL DIFFERENCES IN MEETING THE NEED TO BELONG

Jina Park[1], Roy Baumeister[1]
[1]Florida State University

The present research investigated the impact of culture on perceptions of social acceptance either by standing out or by blending in. When asked to write about a past experience of social acceptance, East

Asians recalled an incident in which blending in predominates over standing out more than Americans did.

D22
DRINKING THE PAIN AWAY: EFFECTS OF SUBJECTIVE INTOXICATION ON RESPONSES TO OSTRACISM

Andrew H. Hales[1], Kipling D. Williams[1], Christopher I. Eckhardt[1]
[1]Purdue University

We tested whether alcohol intoxication would numb the pain of ostracism. Bar patrons, naturally varying in their level of intoxication played Cyberball. Subjective intoxication, but not BAC was associated with less distress in participants who were ostracized, and more distress in participants who were included.

D23
SUBLIMINALLY PRIMED SOCIAL EXCLUSION'S EFFECT ON REAFFILIATION BEHAVIORS

Erin M. McReynolds[1]
[1]University of Central Oklahoma

Purpose of research was to determine if subliminally-primed social exclusion affects participants' reaffiliation efforts with an ingroup. Participants in the experimental conditions viewed a slideshow subliminally priming social exclusion. Hypothesis was not supported, but an examination of the means seemed to indicate a small effect of the primes.

D24
"IT'S NOT YOU, IT'S ME": SELF-ESTEEM THREAT AND AGGRESSION IN INTERPERSONAL REJECTION

Ellen O'Malley[1], Mark Muraven[1]
[1]University at Albany, SUNY

This study targeted self-esteem threat within interpersonal rejection. Face-saving communication strategies were used in order to mitigate self-esteem threat. Feelings of anger, depression, and behavioral aggression were higher in individuals for whom no face-saving strategies were used, suggesting that self-esteem threat within rejection may be what drives much subsequent aggression.

D25
OBSERVING SOCIAL EXCLUSION LEADS TO DEHUMANIZATION OF THE OSTRACIZED

Yeong Ock Park[1], Sang Hee Park[1]
[1]Chungbuk National University

Participants observed a Cyberball game in which social exclusion took place or not, and rated the players on the two dimensions of Humanness (Haslam et al., 2005). The ostracized were judged as less human than both the ostracizers and the control players on both Human Uniqueness and Human Nature dimensions.

D26
THE BUFFERING EFFECTS OF STRESS MINDSET ON COGNITIVE FUNCTIONING DURING STRESS

Ashley Martin[1], Alia Crum[1], Modupe Akinola[1]
[1]Columbia University

We examined stress mindset as a buffer against cognitive depletion in the context of social rejection. Results indicated that those experiencing social rejection but endorsing a 'stress-is-enhancing' mindset exhibited adaptive physiological reactivity during the stressor and performed well on the cognitive depletion task relative to those adopting a 'stress-is-debilitating' mindset.

D27
ON THE STRAIN OF REJECTION: REJECTING PEOPLE IMPAIRS COGNITIVE PERFORMANCE

Juliette Schaafsma[1]
[1]Tilburg University

Across three experiments, it was found that rejecting someone impairs people's ability to engage in intelligent thought. This effect occurred regardless of how people rejected someone (face-to-face or online) or of how the rejected person responded (disappointed or not). These effects were not mediated by mood or by increased arousal.

D28
APOLOGY? IT'S ABOUT TIME

Brian C. Smith[1], Sal Meyers[2]
[1]Graceland University, [2]Simpson College

An apology accompanying a personal rejection did not minimize, and if anything increased, negative reaction to the rejection (Freedman et al., 2013). MTurk participants responded less negatively, and predicted they'd take less time to forgive, when an apology came a day after the rejection, rather than simultaneous with the rejection.

D29
SOCIAL INCLUSION OF A FAVORITE TELEVISION SHOW IS FELT VICARIOUSLY IN PARASOCIAL RELATIONSHIPS

Aaron A. Shilling[1], Christina M. Brown[2]
[1]Saint Louis University, [2]Arcadia University

Vicarious emotions in response to a partner's positive and negative experiences have been demonstrated in reciprocated relationships. We extended this work to parasocial relationships and found that participants experienced vicarious self-esteem enhancement when their favorite television show was socially included.

D30
BOOSTING SELF-WORTH TO BUFFER THE EFFECTS OF OSTRACISM ON PERSON-DETECTION

Jamie L. Gorman[1], Kent D. Harber[1], Maggie Shiffrar[1], Karen Quigley[2]
[1]Rutgers University - Newark, [2]Northeastern University

The Resources and Perception Model explains that psychosocial resources can enable accurate perception. This study examined how boosting or depleting resources through manipulations of self-worth and belonging influenced perception for human movement. Boosting self-worth increased detection sensitivity for human movement, except among those with few trait resources who experienced ostracism.

D32
THE INFLUENCE OF SOCIAL EXCLUSION ON DISTANCE JUDGMENTS

James Clinton[1], John Skowronski[1], Katja Wiemer[1]
[1]Northern Illinois University

We investigated whether ostracism impacted judgments of perceptual distance to social and non-social targets. Ostracized participants perceived social targets to be closer than non-social targets when the targets were placed far away rather than nearby. When targets were nearby, non-social targets seemed closer than social targets.

D33
RESPONSES FOLLOWING OSTRACISM AND AGGRESSIVE TENDENCIES

Hayley M. Skulborstad[1], Allen R. McConnell[1]
[1]Miami University

The current work investigated why people sometimes react prosocially or aggressively following rejection. Participants were included or excluded (Cyberball), then either played a prosocial or antisocial game. People who had more trait anger tended to respond more aggressively following ostracism (beta=-.346, $p<.057$).

D34
VALIDATING REJECTION SENSITIVITY AGAINST OTHER PERSONALITY CONSTRUCTS AND IDENTIFYING CHILDHOOD CORRELATES OF ITS ANGRY AND ANXIOUS TYPES

Theresa Murzyn[1], Daniel A. Hart[1], Bonita London[2]
[1]Rutgers University - Camden, [2]Stony Brook University

We aimed to compare angry and anxious types of rejection sensitivity (RS) to other personality constructs using the standard vocabulary of the California Child Q-sort (CCQ), and identify childhood correlates of each. Findings demonstrate the construct validity of RS and illuminate unique biological and social-cognitive correlates associated with each type.

D35

SOCIAL IDENTITY THREAT UNDERMINES BELONGING IN SCHOLASTIC, BUT NOT SOCIAL ACADEMIC DOMAINS.

Josh Mervis[1], Nicholas P. Camp[2], Michael J. Naft[1], Adriana L. Germano[1], Jonathan E. Cook[3], Valerie Purdie-Vaughns[1], Geoffrey L. Cohen[2]
[1]Columbia University, [2]Stanford University, [3]The Pennsylvania State University

We assessed academic belonging among African American and White undergraduates. African Americans reported marginally lower feelings of belonging than White students, but this varied by domain. African American students felt more belonging than Whites in socially-oriented academic domains, whereas Whites felt more belonging in scholastic academic domains.

D36

SOCIAL REJECTION IN THE MOVIES ITS EFFECTS AND PROPOSED MEDIATORS

Konstantinos Papakyriakou[1], Steven G. Young[1]
[1]Fairleigh Dickinson University-Metropolitan

The present study examined the whether social rejection can be experienced vicariously and whether individual differences in empathy moderate such vicarious rejection effects. As expected, our results demonstrated that trait empathy is related to feeling personally rejected after viewing a video clip of a character being socially rejected.

D37

DOES SOCIAL INCLUSION AFTER AN EXPERIENCE OF EXCLUSION ALWAYS HAVE AN AMELIORATIVE EFFECT?

Tsubasa Izaki[1], Taishi Kawamoto[1], Mitsuhiro Ura[1]
[1]Hiroshima University

We found that ameliorative mechanisms of social inclusion following an experience of exclusion differ between individuals with low and high anxiety, whereas the ameliorative effect per se occurs regardless of adult attachment style. Our findings indicate the possibility of developing individualized interventions because individual differences influence ameliorative mechanisms.

D38

SELF-CONTROL INTERACTS WITH MASCULINITY TO PREDICT DRINKING COGNITIONS FOLLOWING SOCIAL EXCLUSION

Janine Beha Beekman[1], Michelle L. Stock[1]
[1]The George Washington University

Masculinity and self-control impact the negative effects of social exclusion on alcohol cognitions. Following exclusion via the game Cyberball, highly masculine participants with high self-control reported the most harmful cognitions, compared to less masculine participants high in self-control. Findings suggest that high self-control may intensify social stressors for masculine individuals.

D39

BEING BURDENSOME AS AN ANTECEDENT TO FEELING OSTRACIZED

James H. Wirth[1], Donald F. Sacco[2], Paul J. Turchan[3]
[1]The Ohio State University at Newark, [2]The University of Southern Mississippi, [3]University of North Florida

How does one feel burdening a group? Given a burden-ostracism link, burdensome individuals may feel ostracized. Participants played a game (Atimia) to manipulate performance compared to other 'players.' Worse performers felt more burdensome, less need satisfaction, and worsened mood, compared to equal or better performers, despite inclusion throughout the game.

D40

TOO FULL OF BELONGING? SOCIAL AVERSION IN SECURELY ATTACHED INDIVIDUALS

Jennifer Valenti[1], Shira Gabriel[1]
[1]University at Buffalo, SUNY

Research examined the influence of social acceptance on active avoidance of future interactions. It was proposed that securely attached individuals may be more likely to experience satiation of belongingness needs and satiation of this need may lead to an active avoidance of social interaction. Studies found support for these hypotheses.

D41

AN INTERVENTION TO INSTILL EFFORT-BASED BELONGING IN MATH

Jennifer A. Mangels[1], Laura Deering[1], Catherine Good[1]
[1]Baruch College, City University of New York

The prevailing culture of talent in STEM has been shown to undermine females' SOB. The present study validated an experimental intervention designed to foster an effort-based SOB capable of counteracting talent-driven messages. Implications for understanding the impact of natural ability vs. effort-based foundations for SOB are discussed.

D42

RACE-BASED REJECTION SENSITIVITY IN ADOLESCENCE: CONSEQUENCES FOR ACADEMIC ACHIEVEMENT, INTERPERSONAL FUNCTIONING, AND PSYCHOLOGICAL WELL-BEING

James Telesford[1], Rodolfo Mendoza-Denton[1]
[1]University of California, Berkeley

An RS-race measure was developed for use in adolescent samples from a focus group of African American and Latino middle school students. Administered as part of a longitudinal study to a sample of inner city students, teacher expectations predicted RS-race scores, while RS-race scores predicted externalizing and internalizing symptoms.

D43

ACETAMINOPHEN REDUCES SOCIAL PAIN INDEPENDENT OF CONFLICT-DETECTION PROCESSES: A TEST OF THE NEURAL ALARM SYSTEM HYPOTHESIS

Ian D. Roberts[1], Baldwin M. Way[1]
[1]The Ohio State University

The neural alarm system hypothesis states that conflict-detection underlies social pain. To investigate this hypothesis, participants received acetaminophen or placebo. Conflict-detection and emotional responses to social exclusion were measured. Acetaminophen decreased exclusion-induced hurt feelings but not conflict-detection. Thus, acetaminophen reduced social pain but not via the neural alarm system.

D44

THE PROTECTIVE EFFECT OF TRADITIONAL GENDER ROLE ENDORSEMENT IN OSTRACIZED MEN

Carla Zimmerman[1], Teysha L. Bowser[1], Adrienne R. Carter-Sowell[1]
[1]Texas A&M University

Social ostracism – ignoring and excluding by individuals or groups – negatively impacts satisfaction of basic needs while simultaneously increasing positivity towards the ingroup members. We demonstrate that male participants' endorsements of traditional gender roles mediated the relationship between frequency of perceived ostracism experiences and reported satisfaction of belonging and self-esteem needs.

D45

GENDER-BASED EXCLUSION AND RISKY SEX COGNITIONS: IS THERE A LINK?

Stephanie Doris Finneran[1], Rick Gibbons[1], Meg Gerrard[1]
[1]University of Connecticut

This study examined in-group vs. out-group effects of gender-based exclusion on risk behavior. We measured risky sex cognitions after exclusion in a computer ball-toss paradigm ("Cyberball"). Same-gender exclusion led to higher casual-sex willingness than opposite-gender exclusion; however, this effect was moderated by self-esteem and relationship status.

D46

DOES THE SOURCE OF SUPPORT MATTER? EXAMINING THE ROLE OF SOCIAL SUPPORT ON THE RELATION BETWEEN SOCIAL EXCLUSION AND PSYCHOLOGICAL AND PHYSICAL HEALTH

Manuel Salinas[1], Robert Hitlan[1], Mary Catherine DeSoto[1]
[1]University of Northern Iowa

Social support has been found to ameliorate some of the negative outcomes/correlates of social rejection and exclusion. The current research found that the source of social support to be one factor in determining the extent to which support moderates the link between social exclusion and psychological and physical health symptoms.

D47

TENDENCY TO ATTRIBUTE NEGATIVE OUTCOMES TO DISCRIMINATION MODERATES RACIAL GROUP-BASED OSTRACISM THREAT EFFECTS UPON AFRICAN-AMERICANS.

Candice M. Wallace[1], Lloyd Ren Sloan[2]
[1]Hampton University, [2]Howard University

HBCU women varying in TAND (tendency to attribute negative outcomes to discrimination) observed a similar woman ostracized or included by Black or White groups. High TAND participants who observed ostracism from Blacks were more likely to connect with the ostracizing group, while those observing ostracism from Whites were less likely.

D48

THE SELF IN SOCIAL ENERGY REACTS POSITIVELY TO A POTENTIAL CRITIC

Donnah Canavan[1], Ivana Perez[1], Alexander Garinther[1]
[1]Boston College

When group members share enthusiasm with one another, they become engaged in a state of "social energy." The current study demonstrates that, when faced with a potential critical remark from another group member ("that formatting won't work"), participants in high social energy conditions exhibit much more positive responses than controls.

D49

CONSPIRACY THEORIES BUFFER AGAINST LOW SOCIAL STATUS

Geoffrey Wetherell[1], James Davis[2], Patrick Henry[3]
[1]DePaul University, [2]Chicago State University, [3]New York University-Abu Dhabi

Low Status groups are socially devalued and conspiracy theories are a defense mechanism these groups use to justify their social circumstances. Black, participants endorsed conspiracy theories significantly more than Whites. This difference diminished following a social worth affirmation, suggesting conspiracy theory endorsement may buffer against threats to social worth.

D50

FOREWARNINGS OF RACISM REDUCE, NOT INCREASE, SOCIAL NEEDS DAMAGE FOR AFRICAN-AMERICANS OSTRACIZED BY WHITES.

Dominique Hubbard[1], Lauren Allen[2], Candice Wallace[3], Lloyd Ren Sloan[2]
[1]NOVA & Howard University, [2]Howard University, [3]Hampton University

114 African-American participants were forewarned of partners' racism (or not), then ostracized (or included) by Black or White partners. Racism forewarnings produced higher needs satisfaction with White but not Black ostracizers, suggesting differential construals by ostracizer race. Confirmed outgroup racism may alleviate ostracism-induced personal failure concerns and reduce needs damage.

D51

THE PROTECTIVE EFFECT OF SOCIAL TIES ON SOCIAL EXCLUSION

Gizem Surenkok[1], Vivian Zayas[1]
[1]Cornell University

Participants played Cyberball in the presence of a friend, a "buddy" or alone. Participants in all conditions reported lower mood and needs following exclusion. However, alone participants felt significantly worse than those with a friend. A marginally significant linear trend indicated that those with a buddy fell somewhere in between.

D52

THE EFFECT OF OTHERS TEXTING DURING A FACE-TO-FACE CONVERSATION ON REJECTION

Abigail A. Mitchell[1]
[1]Nebraska Wesleyan University

This study examined whether engaging in a face-to-face interaction with an individual who is texting elicits feelings of rejection. Individuals who interacted with someone who was texting felt more rejected and enjoyed the conversation less than individuals who interacted with someone who was not texting.

Close Relationships

D53

"IF ONLY I HAD DATED AUDREY": A COUNTERFACTUAL POTENCY ANALYSIS OF DATING RELATIONSHIPS

John V. Petrocelli[1], Lara K. Kammrath[1], Julia E. Brinton[1]
[1]Wake Forest University

We investigate the role of counterfactual potency (perceived likelihood of mentally simulated alternatives to reality) in romantic relationship commitment. Undergraduate and MTurk samples revealed that counterfactual potency of past romantic alternatives increased, and relationship commitment decreased, with regret of forgone dating alternatives. Regret mediated the relationship between potency and commitment.

D54

THE CONTRIBUTION OF PARTNER INVESTMENTS TO ROMANTIC RELATIONSHIP COMMITMENT

Anthony E. Coy[1], Jeffrey D. Green[2], Jody L. Davis[2]
[1]Anderson University, [2]Virginia Commonwealth University

Based on the investment model, we conducted an experiment to examine the notion that partners' investments would predict individuals' commitment. Results indicated that individuals who believed their partner would sacrifice, and thus invest, a great deal reported higher levels of commitment than those told their partner would sacrifice very little.

D55

EXAMINING BEHAVIOR AS A MEDIATOR IN THE RELATIONSHIP BETWEEN ATTACHMENT AND DEPRESSION

Cassandra DeVito[1], Paula Pietromonaco[2], Sally Powers[2], Aline Sayer[2]
[1]University of Massachusetts Amherst, [2]Univeristy of Massachusetts Amherst

We propose that behavior provides a mechanism by which attachment anxiety and avoidance differentially relate to depression. Behaviors such as responsiveness and careseeking mediated the avoidance-depression relationship in husbands, while husbands' humor was a mediator for wives. Furthermore, in wives the attachment anxiety-depression relationship was mediated by husbands' responsiveness.

D56

MY RELATIONSHIP SIMPLY CANNOT TAKE ON ANOTHER FACEBOOK FRIEND: AN INVESTMENT MODEL INVESTIGATION OF FACEBOOK USAGE

Michael K. Coolsen[1], Madoka Kumashiro[2], Keith A. Quesenberry[3]
[1]Shippensburg University, [2]Goldsmiths, University of London, [3]Johns Hopkins University

A correlational study applied Rusbult's Investment Model to Facebook usage. Number of Facebook friends was associated with increased alternatives. Investment, satisfaction, and lack of alternatives predicted commitment, which in turn predicted lower relationship strain. Committed individuals may maintain their relationships by not using Facebook to look for alternatives.

D57

TRANSFERENCE IN CURRENT ROMANTIC RELATIONSHIPS

Joy H. Xu[1], Susan M. Andersen[1]
[1]New York University

Studies tested the hypothesis that transference from prior relationships arises even with current romantic partners. Results showed that a romantic partner can subtly trigger knowledge of a prior relationship, leading participants to engage in behavioral goal pursuit deriving from that prior relationship, even at the expense of their current partner.

D58

NARCISSISM AND ROMANTIC RELATIONSHIPS: THE DIFFERENTIAL IMPACT OF ADMIRATION AND RIVALRY.

Stefanie Wurst[1], Albrecht C. P. Küfner[1], Tanja M. Gerlach[2], Roos Hutteman[1], Steffen Nestler[1], Maciej Brade[3], Karl-Heinz Renner[3], Mitja D. Back[1]
[1]University of Münster, Germany, [2]University of Darmstadt, Germany, [3]University of Hagen, Germany

We investigated the differential impact of the two dimensions of grandiose narcissism – admiration and rivalry – on short-term and long-term aspects of romantic relationships. Across 6 studies, narcissistic admiration promoted short-term romantic success (e.g., higher partner-perceived attractiveness and mate-value), whereas rivalry engendered long-term romantic problems (e.g., relationship conflict).

D59

WHEN ARE APOLOGIES EFFECTIVE: POWER OF TRANSGRESSORS MODERATES THE EFFECT OF APOLOGIES ON FORGIVENESS

Xue Zheng[1], Marius van Dijke[1], Joost M. Leunissen[1], Laura M. Giurge[1], David De Cremer[2]
[1]Rotterdam School of Management, Erasmus University, [2]China Europe International Business School

Apologizing is an effective gesture for transgressors to obtain a victim's forgiveness after a transgression. We argue that transgressor power may constrain this effect because high power people are perceived as self-centered. Three studies show that apologizing is only effective for low-power transgressors. Perceived transgressor trustworthiness mediates this effect.

D60

ROMANTIC RELATIONSHIP PATHWAYS: ATTACHMENT AND EMOTION OVER TIME

Derek Dayne Caperton[1], Rebecca M. Goodvin[1]
[1]Western Washington University

This longitudinal study investigates the course of emotions in romantic relationships predicted by attachment style. Attachment anxiety and avoidance predicted higher average negative emotion; avoidance also predicted lower average positive emotion and greater decline in negative emotion. Results are considered in light of defensive processes in attachment insecurity.

D61

WHY FEELING DESIRED MAY NOT BE SO DESIRABLE: MATE VALUE AS A PREDICTOR OF RELATIONSHIP-SPECIFIC ATTACHMENT AVOIDANCE

Amy L. Newberg[1], Jennifer L. Leo[1], Jon K. Maner[1]
[1]Florida State University

The current research investigated the role of self-perceived mate value on relationship-specific attachment. Participants were told they were especially desirable, undesirable, or received no feedback about their value as a romantic partner. Among participants high in trait avoidance, high desirability feedback (vs. low desirability feedback) promoted significantly more relationship-specific avoidance.

D62

HAVING NO ONE TO TURN TO IN TIMES OF JOY: LONELINESS, CAPITALIZATION, AND PERCEIVED RELATIONSHIP DEFICITS.

Sarah Noel Arpin[1], Cynthia Mohr[1]
[1]Portland State University

The study explored associations between chronic loneliness and likelihood of capitalizing on positive events, with a sample of undergraduate college students (N=1147). Results revealed that lonely individuals were less likely to disclose positive events, a relationship that was partially due to low perceptions of support and intimacy.

D63

CAN WE INTEGRATE STAGE MODELS AND STRATEGY MODELS OF MATING? MALE PHYSICAL ATTRACTIVENESS AS A TEST CASE

Taylor A. Morgan[1], Paul W. Eastwick[1], Lindsay T. Graham[1], Lisa A. Neff[1]
[1]The University of Texas at Austin

Relationships researchers frequently derive predictions from stage or time-course models in which romantic dyads form interdependent, pair-bonded relationships over time. Evolutionary psychologists suggest that people adopt either short-term or long-term mating strategies. A meta-analysis and two studies on the desirability of male attractiveness integrate and qualify these perspectives.

D64

HEY JEALOUSY: RELATIONAL JEALOUSY ACROSS DIFFERENT TYPES OF RELATIONSHIP

Dresden N. Lackey[1], Sharesse A. Williams[1], Kristen M. Eyssell[1]
[1]University of Baltimore

The present study explored relational jealousy across relationship type (between-subjects: same- sex friendship, opposite-sex friendship, or romantic relationship) in intact partnerships. Analyses revealed greater reported jealousy in romantic relationships than in same-sex friendships. Jealousy reported in opposite-sex friendships was not distinguishable from either comparison group.

D65

GENDER, PARTNER VIOLENCE, AND COLLEGE STUDENTS' SOCIAL SUPPORT SEEKING: SUPPORT TYPES AND SOURCES

Brooke Aileen Ralston[1], Rebecca Weston[1]
[1]UTSA

Differences in college students' support seeking by gender and intimate partner violence status were examined. Participants sought advice and reassurance more often than help with chores and did so from friends rather than others. Women sought advice from parents more often than men sought advice from parents.

D66

FROM EMOTIONAL UPBRINGING TO MENTAL REPRESENTATION TO MINDFULNESS: AN EXPLORATION OF THEIR SPECIFIC ASSOCIATION.

Sebastien Nguyen[1], Mark W. Baldwin[1], Carly Magee[1]
[1]McGill University

We explored the interpersonal cognition behind the relationship between attachment and mindfulness. Results revealed that attachment working models mediated the link between emotional upbringing and mindfulness. Specific patterns of interrelationships amongst those constructs were also identified, suggesting that being mindfully-inclined emerges from specific aspects of interpersonal experiences.

D67

POWER AND BRAND COMPATIBILITY IN CLOSE RELATIONSHIPS: A DYADIC INVESTIGATION

Danielle J. Brick[1], Grainne M. Fitzsimons[1], Tanya L. Chartrand[1], Gavan J. Fitzsimons[1]
[1]Duke University

Not much is known about the role brand preferences play in relationships. This research examines the effects of Brand Compatibility, the extent to which individuals in romantic

relationships have similar brand preferences, on life satisfaction. In a longitudinal study, we find that the effects vary depending upon perceived relationship power.

D68
I LOVE YOU...MAYBE: NARCISSISM AND THE USE OF UNCERTAINTY IN RELATIONSHIPS

Marie-Joelle Estrada[1], Mark R. Leary[2]
[1]University of Rochester, [2]Duke University

I love you...maybe: Narcissism and the use of uncertainty in relationships

Due to their game playing nature, highly narcissistic individuals may use uncertainty as a tactic in their relationships. Significant interactions emerged between partners' levels of narcissism on actual partner uncertainty ratings, perceived partner uncertainty ratings and self-reported uncertainty ratings.

D69
SEEING, NOT PURSUING: USING THE ORIENTING RESPONSE TO UNDERSTAND EFFECTS OF ATTACHMENT INSECURITY

Claire Yee[1], Michelle "Lani" Shiota[1]
[1]Arizona State University

Attachment relationships provide a secure base that facilitates exploring one's environment and pursuing rewards. By measuring the physiological "orienting response" to positive emotion stimuli, this study found that attachment insecurity is associated with normal or even enhanced attention to rewards, yet impaired preparation to actively pursue them.

D70
EARLY LIFE EXPERIENCES, CULTURE, AND ATTRACTION

Marie Elizabeth Heffernan[1], R. Chris Fraley[1]
[1]University of Illinois at Urbana-Champaign

We examined the associations between early life experiences, culture, and attraction. In Study 1, participants were more attracted to faces of their parents' races compared with faces of other races. In Study 2, the age at which a participant immigrated to the US was not associated with preferences.

D71
PLAY IN ADULT CLOSE RELATIONSHIPS: A LONGITUDINAL INVESTIGATION OF BENEFITS AFFORDED BY PLAY BEHAVIOR AMONG NEWLYWED COUPLES

Meredith Van Vleet[1], Brooke C. Feeney[1]
[1]Carnegie Mellon University

This work aimed to establish play in adulthood as an important phenomenon worthy of investigation, by examining the influence of play on important well-being outcomes over one year. Outcomes were assessed at Year 2, as a function of play observed in Year 1. Results suggest play is beneficial to well-being.

D72
PREDICTING RELATIONSHIP SATISFACTION FROM SPOUSAL SIMILARITY IN VALUES

Jessica Wortman[1], Richard E. Lucas[1], M. Brent Donnellan[1]
[1]Michigan State University

This study explored whether similarity in values predicts relationship satisfaction. We used spouses' responses to questions about the importance of different areas of their lives and their discrepancy to predict changes in relationship satisfaction over time. Using a longitudinal sample, we found that similarity in values did not predict relationship satisfaction.

D73
TWEET TWEET: HOW AND WHY PEOPLE USE TWITTER

Nicole E. Iannone[1], Megan K. McCarty[1], Sara E. Branch[1], Janice R. Kelly[1]
[1]Purdue University

This study explored people's motives and ways of using Twitter. Results suggest that people access Twitter frequently, and use it to keep up with celebrities, providing a way to maintain parasocial relationships. Loneliness, chronic ostracism, and need to belong all predict Twitter usage.

D74
THE JOKE'S ON YOU: POSITIVE AND NEGATIVE USES OF HUMOR MODERATE ITS IMPACT ON RELATIONSHIP SATISFACTION OVER 6 MONTHS

Ronald David Rogge[1], Michael R. Maniaci[1], Silvia D. Marin[1]
[1]University of Rochester

Analyses (N=1557) revealed that positive (to bond, to give support, to relieve stress) and negative (to be mean, to express anger, to avoid issues, to tease) uses of humor in predicted 6mo residual change in relationship satisfaction and moderated overall humor use in relationships – clarifying its constructive vs. destructive effects.

D75
RELATIONSHIPS WITH CLOSE OTHERS AND EMOTIONAL WELL-BEING DURING THE FIRST MONTHS OF COLLEGE.

Laurel C. Newman[1], Tim Bono[2]
[1]Fontbonne University, [2]Washington University in St. Louis

Students' relationship satisfaction with close others was assessed throughout their first semester of college, along with their satisfaction with life and their emotional experiences. Relationship satisfaction with parents predicted both the percent of time students spent happy and unhappy, whereas relationships with friends only predicted time spent unhappy.

D76
IMPLICIT RELATIONSHIP THEORIES AND THE TRANSITION TO COHABITATION

Meagan McDonald[1]
[1]University of Texas at Austin

Based on analysis of 110 individuals in new dating relationships, we found that individuals who believe relationships are "meant to be" (high destiny) and that "good" relationships do not need significant effort to maintain (low growth) transition towards cohabitation more quickly than do individuals with other implicit relationship beliefs.

D77
ATTITUDINAL AMBIVALENCE IN MARRIED COUPLES: LINK TO INDIVIDUAL AND MARITAL OUTCOMES

Florensia F. Surjadi[1], Frederick O. Lorenz[2]
[1]Northern Illinois University, [2]Iowa State University

This study examined the influence of attitudinal ambivalence among long-term married couples. Attitudinal ambivalence toward spouse predicted divorce seven years later through increased frequency and duration of marital conflict. Attitudinal ambivalence was also associated with lower relationship quality and greater depressive symptoms for both husbands and wives.

D78
KEEPING FRIENDS: PERSONALITY AND ATTACHMENT STYLE PREDICT FRIENDSHIP DISSOLUTION

Sarah Ann Heuckeroth[1], Kelci Harris [1], Simine Vazire[1]
[1]Washington University in St. Louis

We examined the effects of individual differences in attachment style and personality on friendship dissolution. We found that people with avoidant and anxious attachment styles and people lower in agreeableness were more likely to have ended a friendship in the last six months.

D79

WHEN THE CHOSEN ONE DOESN'T CHOOSE YOU BACK: HOW DESTINY BELIEFS INFLUENCE FORECASTING AND DEALING WITH REJECTION AT SPEED DATING

Jessica A. Maxwell[1], Geoff MacDonald[1], Emily A. Impett[1], Amy Muise[1], Diana Peragine[1]
[1]University of Toronto

Destiny believers heavily weight initial romantic connection which may render them more concerned about rejection beforehand but more resilient when it occurs. Individuals higher in destiny beliefs made greater affective forecasting errors at a speed-dating event, predicting greater distress, but reporting less actual distress, when a desired mate rejected them.

D80

OUTNESS, RELATIONSHIP SATISFACTION, AND RELATIONSHIP OUTCOMES AMONG LESBIAN WOMEN

Benjamin A. Fay[1], Asia A. Eaton[1], Kristin A. Nichols[1]
[1]Florida International University

We examined whether relationship satisfaction mediated the relationship between outness and romantic relationship outcomes at follow up (M = 6.86 years later) for a group of women in lesbian relationships (N = 209). As expected, higher levels of outness predicted greater relationship satisfaction, leading to fewer relationship terminations.

D81

THE MODERATING ROLE OF RELATIONSHIP IDENTIFICATION IN THE ASSOCIATION BETWEEN PARTNER TRANSGRESSION AND PERSONAL AND RELATIONSHIP WELL-BEING

Emilie Auger[1], Danielle Menzies-Toman [2], John E. Lydon[1]
[1]McGill University, [2]University of the West Indies Mona Campus

Dyadic diary data from sixty-three couples revealed that when partners transgress individuals who highly identify with their relationship report a greater decrease in relationship well-being than individuals less identified with their relationship. This effect is mediated by increased personal distress among highly identified individuals on days when partners transgress.

D82

PERSONALITY SIMILARITY IN ROMANTIC RELATIONSHIPS: ARE SIMILAR COUPLES BETTER EQUIPPED TO OVERCOME STRESSFUL TIMES?

Jonathan Beber[1], Emilio Ferrer[2]
[1]eHarmony, [2]University of California Davis

The current study modeled relationship satisfaction over the course of 2 years, estimated the effects of major life events and similarity on satisfaction. Similarity in personality significantly moderated the effects of life events on satisfaction, supporting the idea similar couples may interact more efficiently during stressful times of the relationship.

D83

HUMAN SEXUAL PREFERENCES: LESSONS FROM ONLINE EROTIC CONTENT

Eleanor Phoebe Brown[1], Michal Kosinski[1]
[1]University of Cambridge

We explored the dimensions of human sexual preferences expressed in the natural environment of an online adult erotic website using browsing logs describing behaviour of 60 million users watching nearly 500 million videos and found that sexual preferences are continuously distributed rather than falling into distinct clusters of erotic content.

D84

BLINDED BY MARITAL AMBITION? SELF-ENHANCEMENT OF MATE VALUE AMONG UNMARRIED INDIVIDUALS

Carrie Bredow[1]
[1]Hope College

Data collected from 502 unmarried individuals and their peer informants demonstrated that the more invested people were in marrying, the more likely they were to self-enhance their own desirability as a spouse. Interestingly, although self-enhancers had greater success attracting romantic partners, they reported experiencing lower quality past and present relationships.

D85

THE ROLE OF AUTONOMY AND CONTROL IN SOCIAL SUPPORT RECEIPT

Jeffrey Craw[1], Joy McClure[1], Niall Bolger[1]
[1]Columbia University

Research suggests social support predicts positive and negative outcomes. Across two studies (Ns > 100), participants were assigned to receive autonomy, controlling, or no support as they prepared for a stressful speech. Results suggest autonomous social support increases effort and positive affect, and controlling social support decreases feelings of control.

D86

HEY JEALOUSY: RESPONSES TO PARTNER STEALING ATTEMPTS AS A FUNCTION OF ATTACHMENT ORIENTATION

Allison K. Farrell[1], Jeffry A. Simpson[1], Vladas Griskevicius[1]
[1]University of Minnesota

We examined responses to an increasingly intense guided visualization scenario about partner stealing as a function of attachment. More insecure people feel more jealous and act more negatively following partner stealing attempts. Anxious people feel more worried, interfere earlier, and are more vigilant, while avoidants feel angrier and interfere later.

D87

MEASURING RELATIONSHIP-SPECIFIC CONSTRUAL LEVEL

Marika Yip-Bannicq[1], Patrick E. Shrout[1], Yaacov Trope[1]
[1]New York University

We developed and piloted the Relationship-Specific Behavior Identification Form (RBIF), a 15-item measure of relationship-specific construal level. RBIF significantly predicted both dyadic adjustment and relationship satisfaction after adjusting for undifferentiated construal, measured with the Behavior Identification Form (BIF). In contrast, BIF did not significantly predict dyadic adjustment or relationship satisfaction.

D88

SIMILARITY IN ROMANTIC PARTNER CIGARETTE SMOKING AND RELATIONSHIP STABILITY

Paul Emile Etcheverry[1], Melissa A. Newberry[1], Christopher R. Agnew[2]
[1]Southern Illinois University, [2]Purdue University

Similarity on cigarette smoking was used to predict romantic relationship dissolution. Using longitudinal data, participant's degree of matching on smoking was measured. Participants whose smoking matched their partners (both non-smoking, both smokers) had a lower probability of relationship dissolution than couple's whose smoking did not match their partners.

D89

HIS AND HERS: WHOSE SOCIAL NETWORK'S OPINION MATTERS FOR ROMANTIC RELATIONSHIP OUTCOMES?

Alison J. Patev[1], H. Colleen Sinclair[1]
[1]Mississippi State University

We examined gender differences in the impact of social network opinions on romantic relationship quality. For women, intimacy, commitment, and love were influenced by all social network members except their partner's friends, while men were influenced by their partner's friends' and their own parents' opinions.

D90

SOCIAL COMPARISONS BETWEEN PAST AND CURRENT ROMANTIC PARTNERS

Lisa Catherine Day[1], Penelope Lockwood[1]
[1]*University of Toronto*

We examined social comparisons between current and past romantic partners. Among participants who compared their current partner to an inferior "ex," and those who made no comparison, higher self-partner overlap predicted greater relationship satisfaction; after making an upward comparison to a superior ex, however, this association was no longer significant.

D91

POSITIVE SOCIAL EXCHANGES MODERATE ASSOCIATIONS OF SUBJECTIVE SOCIOECONOMIC STATUS WITH CARDIOVASCULAR FUNCTIONING

Emily D. Hooker[1], Sally D. Dickerson[1], Belinda Campos[1]
[1]*University of California, Irvine*

To explore the role of social relationships on cardiovascular functioning in low socioeconomic status (SES) adults, participants completed a resting period and stress task. Low SES and high positive social exchanges predicted lower diastolic blood pressure during rest and stress than low SES and low positive social exchanges.

D92

REVIEWING PREDICTORS OF PERCEIVED FAIRNESS: INDIVIDUAL AND COUPLE-LEVEL IMPLICATIONS

Alynn Elizabeth Gordon[1], Kristin Mickelson[1]
[1]*Kent State University*

Gender role attitudes, social support, instrumental support, and socioeconomic characteristics play a role in forming perceived fairness, though effects of these predictors may be relative. Regression analyses revealed that individual and couple-level gender role attitudes and household labor were significant predictors of perceived fairness, suggesting concordant couples perceive more fairness.

D93

ONLINE DATING DECEPTION: WHO DOES IT AND WHO FALLS VICTIM TO IT?

Kelly Campbell[1], Tanisha Flowers[1], Meriam Sahak[1], Michele L. Parker[2]
[1]*California State University, San Bernardino,* [2]*University of Saint Joseph*

We investigated the characteristics of people who are perpetrators and victims of online dating deception, a concept known as catfishing. Participants were assessed on a variety of intrapersonal traits. Results indicated that victims and perpetrators had experienced family of origin stressors; but catfishing did not vary based on demographic characteristics.

D94

CATFISH: THE BEST AND WORST QUALITIES OF ONLINE DECEPTIVE RELATIONSHIPS

Elisha Barron[1], Kelly Campbell[1]
[1]*California State University, San Bernardino*

Catfishing refers to online dating deception. The present research qualitatively explored the best and worst qualities of these relationships. One of the best qualities was having someone to talk to who made them feel good emotionally, whereas one of the worst was being deceived.

D95

PERCIEVED TYPICAL PARTNER AUTHENTICITY, RELATIONSHIP GOALS, AND ANTICIPATED RELATIONSHIP QUALITY

Robert Wickham[1]
[1]*Palo Alto University*

The present work examined the consequences of authenticity in potential romantic partners among individuals not involved in a romantic relationship. Higher self and "typical" partner authenticity were associated with more adaptive relationship goal orientations, and participants rated vignettes describing high levels of self and partner authenticity as most desirable.

D96

ONLINE ROMANTIC DECEPTION: A STUDY OF CATFISH RELATIONSHIP CHARACTERISTICS

Meriam Sahak[1], Kelly Campbell[1], Tanisha Flowers[1], Joseph Costa[2]
[1]*California State University, San Bernardino,* [2]*Grand Canyon University*

We investigated the characteristics of online romantic relationships in which one partner has been deceived (i.e., catfishing). Our study included 455 ethnically diverse participants who had experienced catfishing as a victim, perpetrator, or both. We found high levels of communication, self disclosure, relationship satisfaction, and secrecy from family and friends.

D97

LAUGHING ALL THE WAY: THREE MECHANISMS OF SHARED LAUGHTER'S PATH TOWARD RELATIONAL GROWTH

Laura Elizabeth Kurtz[1], Sara Algoe[1]
[1]*University of North Carolina at Chapel Hill*

The current studies examined three mechanisms through which laughing with another individual may strengthen social bonds: elevated positive emotions, higher interpersonal trust, and increased perceptions of similarity. Evidence of mediation was found for each mechanism across three separate studies. Implications for various forms of relationships and social interactions are discussed.

D98

DELIBERATE SELF-PERSUASION AND FORGIVENESS

Irene Cheung[1], Lisa Gallen[2], James M. Olson[2]
[1]*Huron University College,* [2]*The University of Western Ontario*

The present research examined the deliberate self-persuasion process (DSP) in a forgiveness context. Results provide initial support for a DSP analysis of forgiveness – participants who experienced more ambivalence toward their perpetrator were more motivated to resolve the ambivalence. Also, greater use of mental strategies to reduce the ambivalence predicted more forgiveness.

D99

PREDICTING ROMANTIC RELATIONSHIP COMMITMENT BY INTEGRATING THE INVESTMENT MODEL AND ATTACHMENT THEORY.

Noam Segal[1], R. Chris Fraley[1]
[1]*UIUC*

We integrated attachment theory with the Investment Model to examine whether perceived partner responsiveness organizes commitment predictors and how attachment styles may influence these processes. We found that individual differences in attachment styles differentially predicted differences in commitment variables, and that perceived partner responsiveness may organize commitment variables.

D100

PERCEPTIONS OF FAMILY: FACTORS THAT PREDICT VIEWING PETS AS FAMILY MEMBERS

Allen R. McConnell[1], Tonya M. Shoda[1], Hayley M. Skulborstad[1]
[1]*Miami University*

The degree to which dogs are accorded "family member" status by owners was examined to explore underlying psychological factors related to family inclusion for entities where this ingroup membership is constructed. Pet warmth and mutual social needs fulfillment were predictors (rs>.51), whereas pet competence, IOS, and anthropomorphism were not (rs<.16).

D101

VARIATIONS IN DISCLOSURE, IDENTITY LABELS, AND SOCIAL SUPPORT NETWORKS OF BISEXUAL WOMEN DEPENDING ON GENDER OF PARTNER

Kelly Crowe[1], Tara Collins[2]
[1]University of Kansas, [2]Winthrop Universtiy

Variations in ecological features of socio-cultural contexts of bisexual women were examined by assessing patterns of disclosure, identity labeling behavior, and social support networks. Gender stands as proxy for socio-cultural context; discussion focuses on context facilitating the psychological experience of connection and support or stigmatization and prejudice.

D102

FAMILIAL EXCLUSION AND THE ART OF FORGIVENESS

Ashley F. Begley[1], Joan R. Poulsen[2], Anna F. Carmon[2]
[1]Ball State University, [2]Indiana University Purdue University Columbus

Familial bonds, exclusion, and forgiveness were investigated within the context of families. Results indicate, that not only does simple familial contact play a role in the outcomes of exclusion but, the richness of those relationships may have independent and additive effects toward act of forgiveness.

D103

DIFFERENT TRAITS UNDERLIE LONG- VERSUS SHORT-TERM MATE VALUE FOR MEN VERSUS WOMEN

Michael Joseph Kosiak[1], Angela Grace Pirlott[1]
[1]University of Wisconsin - Eau Claire

Mate value reflects the extent to which one is a desirable mating partner. Our goal in this study was to differentiate between long- and short-term mate value, examine how specific traits differentially map onto long- versus short-term mate value, and to identify the ways this differs for men versus women.

D104

HOW AN INDIVIDUAL'S MINDFUL EXPLORATION CONTRIBUTES TO RELATIONSHIP HAPPINESS

Blaine O. Prescott[1], Parnia Haj[1], Cameron L. Gordon[1]
[1]University of North Carolina at Wilmington

The current study examines the positive factors an individual brings into their romantic relationship. Findings indicate that one's level of trait mindfulness and their tendency toward personal expansion through seeking new experiences and having a deeper understanding of a familiar topic contribute their self-reported relationship satisfaction.

D105

MEN'S PAIN EXPERIENCE AS A FUNCTION OF ATTACHMENT AND SOCIAL SUPPORT

Carol L. Wilson[1], Mary Havers[1], Alicia Marie Carroll[1], Meghan Nee[1], Geran Lorraine[1]
[1]Penn State Erie

Healthy men (N=74) experienced a laboratory acute pain task while primed with either supportive or control photographs. Greater attachment anxiety was associated with higher subjective pain and greater catastrophizing, particularly in the supportive condition. Few physiological differences emerged, suggesting that elevated pain reports may represent construal more than reality.

D106

CONSISTENCY AND CHANGE IN CORTISOL REACTIVITY TO LABORATORY STRESS MANIPULATION AMONG HIGH RISK ADOLESCENT GIRLS

Qi Xu[1], Shahrzad Goudarzi [1], Patrick Shrout[1], Lourdes Oriana Linares[2]
[1]new york university, [2]Mount Sinai Adolescent Health Center Icahn School of Medicine at Mount Sinai

We examined cortisol reactivity to induced relationship stress in 38 sexually active adolescent girls recruited in an inner-city clinic at two points in time one year apart. Reactivity correlated r=.34 over the year, and the average reactivity was related to being physically and sexually victimized by the romantic partner.

D107

THE ROLES OF SOCIAL MOTIVATION AND PERCEPTIONS OF SELF-EXPANSION OPPORTUNITY IN ATTRACTION: AN INVESTIGATION USING THE GET-ACQUAINTED PARADIGM.

Nicole Melissa Hilaire[1]
[1]University of North Carolina - Charlotte

This study examined the role of self-expansion in relationship initiation; specifically, how people's desires to self-expand and perceptions of others' self-expansion opportunities influence attraction. A 20-minute interaction between heterosexual, romantically unattached strangers revealed that social motivations did not play a role in ratings of self-expansion opportunity and liking.

D108

SOCIAL ROLE CHANGES THE WAY PEOPLE LOOK AT OTHERS

Omri Gillath[1], Angela Bahns[2], Hayley Burghart[1]
[1]University of Kansas, [2]Wellesley

Identifying patterns of eye movements related with friendship initiation and mating. Participants were asked to view pictures of men and women and answer questions pertaining to their friendship/dating potential. Findings suggest the type of social interaction affect the way people scan their environment and search for specific pieces of information.

D109

CONDOM USE IN ROMANTIC AND CASUAL RELATIONSHIPS: ADOLESCENTS' PERCEPTION OF RISK AND WORRY OVER SEXUALLY TRANSMITTED INFECTIONS (STIS).

Jennifer Mendiola[1], Sydney M. Loewen[1], Carrie B. Alexander[2], Stephanie McClure[2], Anna V. Song[1]
[1]UC Merced, [2]Alpha Pregnancy Help Center

Sexually transmitted infections (STIs) are a critical issue among sexually active adolescents. In a sample of high school students, we found that worry over STIs predicted condom use behavior in casual and romantic relationships. The results suggest we tailor interventions towards emotional and relational processes associated with condom use.

D110

THE ROLE OF COMPASSIONATE LOVE IN SHAPING PSYCHOLOGICAL, BEHAVIORAL, AND CARDIOVASCULAR RESPONSES TO A PARTNER IN DISTRESS

Molly Ann Metz[1], Heidi Kane[2], Thery Prok[1], Christena Cleveland[3], Nancy Collins[1]
[1]UC Santa Barbara, [2]Wayne State University, [3]Westmont College

A lab study of fifty-four couples examined how compassionate love (CL) helps shape psychological, behavioral, and cardiovascular responses to a distressed partner. Caregivers low in CL increased support efforts when the partner performed a difficult lab task, while those high in CL demonstrated high efforts regardless of task difficulty.

D111

DIFFERENTIATING ATTRACTIONS THAT DO AND DO NOT RESULT IN ROMANTIC RELATIONSHIP FORMATION

Marie B. Chelberg[1], Arthur Aron[1]
[1]Stony Brook University

This study assessed factors that differentiate whether initial attractions result in romantic relationship formation. Participants filled out questionnaires regarding successful and unsuccessful relationship formation experiences. Preliminary analyses found successful experiences were more likely to involve having fun with the other person and that person lacking interest in alternative partners.

D112

IT'S ALL FOR YOU: RELATEDNESS, COMPASSIONATE GOALS, AND INCREASED PARTNER SATISFACTION

Benjamin W. Hadden[1], C. Raymond Knee[1], Amy Canevello[2]
[1]University of Houston, [2]University of North Carolina - Charlotte

Research investigating self-determination and relationships has focused on ego-involvement during interactions with partners. The present research takes a dyadic perspective, focusing on the role that relatedness plays in fostering a more eco/compassionate focus. Results showed that relatedness uniquely predicts increases in partner's satisfaction, and this is mediated by compassionate goals.

D113

PREDICTING FUTURE SYMPTOMS OF PSYCHOLOGICAL DISTRESS: FURTHER EVIDENCE FOR COUPLES' INTERPERSONAL EMOTION SYSTEMS

Ashley K. Randall[1], Dominik Schoebi[2]
[1]Arizona State University, [2]University of Fribourg, Switzerland

Psychologically distressed individuals have a hard time regulating their emotions, and may rely on their partners as emotional regulators. Longitudinal diary data from 103 couples suggests partner's positive and soft negative significantly affects the distressed partner's emotions. Understanding interpersonal emotions systems should be considered in the progression of psychological distress.

D114

AFFECT SPILLOVER IN COUPLES UNDERGOING A SEVERE TRANSIENT STRESSOR

Gertraud Stadler[1], Niall Bolger[1], Sibylle Ochsner[2], Urte Scholz[3], Rainer Hornung[2], Nina Knoll[4], Patrick E. Shrout[5]
[1]Columbia University, [2]University of Zurich, [3]University of Konstanz, [4]Freie Universität Berlin, [5]New York University

To examine affect spillover in couples facing a stressor - one partner's smoking quit attempt - smokers and nonsmoking partners (N = 99 couples) filled out daily surveys on mobile phones over 32 days around the quit attempt. Under stress, one person's affect fluctuations can undermine their partner's relationship satisfaction.

D116

THE REGULATION OF SOCIAL RELATIONSHIPS THROUGH SKIN WARMING

Fieke Wagemans[1], Hans IJzerman[1]
[1]Tilburg University

The present study finds that sad (versus neutral) facial expressions elicit a higher skin temperature in the perceiver, but only when these facial expressions were displayed by a romantic partner (as opposed to strangers). This finding provides first support for the idea that skin warming serves to regulate close relationships.

Diversity

D117

DIVERSITY STRUCTURES HINDER DETECTION OF UNFAIR ORGANIZATIONAL PROCEDURES

Teri A. Kirby[1], Cheryl R. Kaiser[1], Brenda Major[2]
[1]University of Washington, [2]University of California, Santa Barbara

Participants (N = 851) examined fair or unfair personnel policies under consideration at an organization that had or had not received diversity awards. The presence of a diversity award caused men and women to perceive unfair policies (but not fair policies) as fairer for women and minorities.

D118

CONSEQUENCES OF BLACK HISTORY ON BLACK STUDENTS' ACADEMIC ENGAGEMENT AND PERFORMANCE

Luyen T. Thai[1], Phia S. Salter[1]
[1]Texas A&M University

We examined the consequences of exposure to Black history representations on Black student's academic identity and engagement. Results indicated students exposed to achievement facts reported less stereotype threat, and those exposed to historical barriers reported more motivation to complete test problems. Implications for academic interventions are discussed.

D119

CAN WATCHING A DIVERSITY FILM INCREASE VALUING OF DIVERSITY?

Carla Thé[1], Mizuki Ishii[1], Angela J. Bahns[1]
[1]Wellesley College

We produced a short film promoting campus diversity and experimentally tested whether watching the film increases valuing diversity (VD) and related constructs. The film had no significant effect on VD, but significantly increased participants' Internal Motivation to Suppress Prejudice (IMS), which was associated with VD and support for affirmative action.

D120

MULTICULTURAL ATTITUDES AND PERCEPTIONS WITHIN A DIVERSITY-ORIENTED COUNSELING PSYCHOLOGY PROGRAM

Yuri Choi[1], Austin Chapman[2]
[1]Ball State University, [2]Indiana University

Counseling psychology graduate students completed a survey assessment of intradepartmental diversity climate and were categorized according to frequency of participation in diversity-related activities (high vs. low). Compared to low-frequency participants, high-frequency participants perceived significantly greater intradepartmental hostility toward multiculturalism, lower quality of diversity training, and greater disadvantages for multicultural/international students.

D121

HOW BLACK AND WHITE COLLEGE STUDENTS NAVIGATE CONVERSATIONS ABOUT SLAVERY

Caroline Leigh Lobel[1], Nana Amoh[1], Chrystal Gray[1], Ruth Ditlmann[1], Valerie Purdie-Vaughns[1]
[1]Columbia University

Many Americans experience discomfort during racial dialogue. We coded for conversational strategies that emerged during interracial dyadic discussions of slavery. Results suggest that most Whites adopted a post-racial outlook and demonstrated racial expertise, Blacks focused on the legacy of slavery, and everyone invoked a common identity and other past injustices.

D122

FOSTERING DIVERSE FRIENDSHIPS: THE ROLE OF VALUING DIVERSITY IN DIVERSE AND HOMOGENEOUS COMMUNITIES

Angela Bahns[1], Carla Thé[1], Mizuki Ishii[1]
[1]Wellesley College

We investigated individual-level and community-level factors that promote diverse friendships using survey-based field methods. Friendship dyads completed measures of valuing diversity, social attitudes, and demographics. Valuing diversity predicted attitudinally diverse friendships in small, homogenous settings, and attitudinally similar friendships in large, diverse settings. With greater choice comes more fine-grained assortment.

D123

INCLUSION, CONSUMPTION, CONFLICT, & DILUTION: AN EXPLORATION OF RATIONALIZATIONS FOR AND AGAINST ETHNIC DIVERSITY

Felix Danbold[1], Miguel M. Unzueta[1]
[1]University of California, Los Angeles

People hold many reasons for why ethnic diversity can be both good and bad. Most frequently, participants believe diversity is good for reasons of inclusion and consumption, and bad for reasons of conflict and dilution. We explore how these rationales vary across groups and differentially predict support for social equality.

D124

WOMEN IN STEM: RESILIENCE STIMULATES ENHANCED JUDGMENT SKILLS

Laura Di Bella[1], Richard J. Crisp[2]
[1]University of Kent, [2]University of Sheffield

Exposure to challenging diversity experiences is associated with beneficial effects on various cognitive domains. Three studies showed that, as counter-stereotypical individuals, women from STEM fields are chronically exposed to such experiences, and consequently develop resilience to stereotypes and enhanced skills on tasks that are typically hampered by heuristic thinking.

D125

RACIAL DIVERSITY AND LOGICAL REASONING: DOES DIVERSITY MAKES US SMARTER?

Satia Adele Miller[1], Sam Sommers[1]
[1]Tufts University

Research suggests that racial diversity can lead to gains in the cognitive performance of majority students, even before interacting with minority students. The present study suggests that racial diversity may also impact the logical reasoning ability of majority and minority students, though in different ways.

D126

EMPLOYMENT EXPECTATIONS BY MAJORITY AND MINORITY ETHNIC GROUP UNIVERSITY STUDENTS

David Orozco Garcia[1], Cynthia Willis Esqueda[1], Rosa Hazel Delgado[1]
[1]University of Nebraska-Lincoln

Low SES has been linked to negative life outcomes (Fuller-Rowell, Evans, & Ong, 2012). Thus, employment expectations become important. University students indicated ethnic group, ethnic identity, and career expectations. Results indicated minority students with a high identity were more likely to believe race would impact career type and employment outcomes.

D127

I HAVE TO TALK ABOUT WHAT?! THREAT RESPONSES TO SPEAKING ABOUT DIVERSITY

David A. Butz[1], Chassidy N. Ison[1]
[1]Morehead State University

This experiment examined the threatening nature of speaking about diversity and the role of motivation to respond without prejudice in threat responses. Individuals who were externally motivated to respond without prejudice exhibited a range of threat-related responses to interracial contact (i.e., anxiety, desire to avoid interactions) after a diversity-related speech.

D128

DIVERSITY AND AFFIRMATIVE ACTION BELIEFS IN EDUCATIONAL SETTINGS

Chelsea Mitamura[1], Patricia G. Devine[1]
[1]University of Wisconsin-Madison

The public discourse reveals fiercely opposing views on affirmative action and diversity in education. Our questionnaire-based study (N=331) used exploratory factor analysis to develop scales specifically for the education context that capture these views beyond existing measures. Whereas a subset of students believe in diversity benefits, others avoid and resent diverse others.

D129

BLACK/WHITE BIRACIALS ARE BLACK: HOW BLACKS CATEGORIZE AND EXPECT TO BE PERCEIVED BY BLACK/WHITE BIRACIALS

Daryl Anthony Wout[1], Sabrica Barnett[2]
[1]John Jay College-City University of New York, [2]Graduate Center-City University of New York

Across two studies, the results revealed that Blacks categorized Black/White biracials as racial ingroup members, and thus expected Black/White biracials to perceive them as positively as other Blacks and more positively than Whites. Additionally, Blacks expected to face fewer challenges when interacting with Blacks and Black/White biracials then when interacting with Whites.

D130

A POST-RACIAL AMERICA? THE ROLE OF PERCEIVED RACIAL EQUALITY IN THE LINK BETWEEN RESPONDENT RACE AND COLOR-BLIND IDEOLOGY

Allison Mueller[1], Courtney Bonam[1]
[1]University of Illinois at Chicago

This study investigated whether the relationship between perceived racial equality and color-blind ideology differs for Whites versus Blacks. Respondent race did not moderate the effect of perceived racial equality on color-blind ideology endorsement. However, respondent race predicted greater perceived racial equality, which in turn predicted greater color-blindness.

D131

DOES ONE SIZE FIT ALL? DIFFERENCES IN THE PREDICTORS OF PHYSICAL HEALTH FOR THE LATINO POPULATION

Cristal Almonte[1], Brian Eiler[2], Farrah Jacquez[2], Rachel Kallen[2]
[1]Lewis and Clark College, [2]University of Cincinnati

Research is lacking for Latino immigrant/non-immigrant health disparities, thus, the current study examined differences in predictors for these groups. Collectively, results imply that "one size does not fit all" for the Latino population because different independent variables predict physical health as a function of immigrant status.

D132

AFRICAN-AMERICAN BELIEFS ABOUT INTELLIGENCE AND SUCCESS

Melissa-Sue John[1], Tashni-Ann Dubroy[2]
[1]Worcester Polytechnic Institute, [2]Shaw University

African-American parents were surveyed about their beliefs about intelligence and success. We examined the extent to which Dweck's implicit person theories affected those beliefs and found that although the sample had both implicit and entity theorists, this differentially influence their beliefs in innate intelligence or privileged upbringing determining success.

D133

CORRELATES OF HISTORICAL CONSCIOUSNESS: HISTORICAL KNOWLEDGE AND POLICY SUPPORT IN TURKISH SETTINGS

Nur Soylu[1], Glenn Adams[1], Tugce Kurtis[2], Banu Cingoz-Ulu[3]
[1]The University of Kansas, [2]The University of West Georgia, [3]Middle East Technical University

We examined the correlates of two kinds of history knowledge in the Turkish context: mainstream vs alternative history knowledge related to minorities in Turkey. In Study 1, critical knowledge positively predicted attitudes toward minority rights, while in Study 2 where knowledge was manipulated, the relationship was reversed, possibly due to a reaction effect.

D134

WHO I AM AND HOW I WORK: PREDICTING BLACK STUDENTS' ACADEMIC PERFORMANCE

Dustin Nadler[1], Meera Komarraju[1]
[1]Southern Illinois University Carbondale

Hierarchical regression analyses indicated that psychosocial factors predicted GPA, beyond ACT scores (1.2% of variance) in a sample of 180 Black students. Academic self-concept scores accounted for significant incremental variance (19.6%), and approach goals explained 3.2% of additional significant incremental variance in GPA. Implications of these findings will be discussed.

D135

TOWARDS UNDERSTANDING BLACK MALE INTEGRATION INTO HIGHER EDUCATION

Randie Chance[1], Meera Komarraju[1]
[1]*Southern Illinois University Carbondale*

In a sample of Black male students, we found that although rule, role, and value orientations did not significantly predict GPA, rule was negatively related to university commitment and role was positively related with it. These results suggest role identification is important in fostering university commitment for black male students.

D136

BUFFERING ACADEMIC SOCIAL INTERACTION ANXIETY AND INCREASING ACADEMIC PERSISTENCE AMONG LOW-SES COLLEGE STUDENTS

Vida Manzo[1], Mesmin Destin[1]
[1]*Northwestern University*

The current experiments find that priming a low SES student with their future identity results in: (1) lower academic social interaction anxiety, (2) more attempted GRE items, (3) greater endorsement of hard work, and (4) increased cortisol and dhea-s; indicating increased effort and engagement compared to a control group.

D137

THE ROLE OF NEIGHBORHOOD RISK FACTORS AND PERSONAL STRESSORS IN ROMANTIC PARTNER SUPPORT AND RELATIONSHIP QUALITY AMONG AFRICAN AMERICAN COUPLES OVER TIME

Frederick D. Clavel[1], Carolyn E. Cutrona[1], Daniel W. Russell[1]
[1]*Iowa State University*

Neighborhood risk factors are key determinants of relationship quality, particularly in vulnerable populations frequently exposed to adverse neighborhood conditions. Using longitudinal data from 177 African American couples, we show that neighborhood social disorder predicts declines in social support availability and subsequent declines in relationship quality over a 6-year period.

D138

PREDICTORS AND CONSEQUENCES OF MOVING: A CRITICAL COMPONENT OF RESEARCH ON NEIGHBORHOOD EFFECTS

Daniel W. Russell[1], Carolyn E. Cutrona[1]
[1]*Iowa State University*

When studying neighborhood effects, it is important to understand the dynamics of moving. Neighborhood cohesion predicts staying in the same neighborhood, despite personal and neighborhood poverty and social disorder. People move to neighborhoods that are lower in disorder, but benefit most from moving to a neighborhood that is lower on racism.

D139

HOW IN-PERSON AND ONLINE DIVERSITY EXPOSURE AFFECT FUTURE INTERRACIAL INTERACTIONS

Sarah E. Gaither[1], Jennifer R. Schultz[1], Keith B. Maddox[1], Samuel R. Sommers[1]
[1]*Tufts University*

We investigated how differing forms of intergroup contact affect interracial interactions: Study 1 examined students with same-race or other-race roommates and Study 2 assessed participants who "Ishared" with a same-race or other-race partner. Results demonstrate that residential other-race contact positively influences interracial behavior while online interracial contact has limited effects.

D140

HE SAID IT, NOT ME! USING MINORITY GROUP MEMBER OPINIONS AS A LICENSE FOR PREJUDICE EXPRESSION

Ines Jurcevic[1], Jenessa R. Shapiro[1], Miguel M. Unzueta[1], Sophie Trawalter[2]
[1]*University of California, Los Angeles,* [2]*University of Virginia*

We examined White's impressions of minority targets after viewing feedback from Black/White evaluators. When Black (versus White) evaluators negatively assessed minority applicants, Whites felt more comfortable with the evaluator and rated the target as less qualified for the job. Findings suggest Whites used minorities' negative evaluations to license prejudice expression.

Evolution

D141

WINNING (OR LOSING) A COMPETITION MAKES MALES LESS RISKY

Justin Harris Moss[1], Jon Maner[1]
[1]*Florida State University*

Males take risks in order to assert dominance over same-sex rivals. However, if males can assert dominance in another arena, their need to take risks should diminish. Consistent with our predictions, winning a competition over a same-sex partner led males to become less risky.

D142

HOW ATTRACTORS DRIVE ATTRACTION: MATE CHOICE AND TRAJECTORIES OF EVALUATION

Christopher Brooks[1], Robin Vallacher[1]
[1]*Florida Atlantic University*

Traditional approaches to studying mate choice rely on one-time, self-report measures while eschewing the underlying processes of this choice. Our research uses real-time evaluative trajectories to uncover personality differences and mate choice decisions. Analyses reveal significant differences in personality variables and mate choices based on a person's number of attractors.

D143

DEVELOPMENT OF A SCALE FOR THE MEASUREMENT OF EVOLUTIONARILY IMPORTANT SITUATION CHARACTERISTICS

Nicolas A. Brown[1], David G. Serfass[1], Ryne A. Sherman[1]
[1]*Florida Atlantic University*

Behavior in situations depends on the activation of specific goals and motives. Research suggests that some basic goals have developed as a result of evolutionary processes. This study created a scale to measure characteristics of situations that promote or prevent achievement of these goals. Future studies should be designed to validate this newly created measure.

D144

WHAT IS INFIDELITY? VARIATIONS IN BELIEFS BY GENDER AND AGE

Reyn Yoshiura[1], Brooke Gentle[1], David Frederick[1]
[1]*Chapman University*

Infidelity is a behavior that, from an evolutionary perspective, may be reproductively advantageous for the one committing infidelity and costly for the victim of the infidelity. Here we focus on what is considered infidelity among an adult sample of over 70,000 participants who completed a survey via NBCNEWS.com.

D145

USING FAIR-TRADE PRODUCTS TO SEDUCE: DIFFERENTIAL EFFECTS OF SHORT-TERM VS. LONG-TERM MATING PRIMES

Francois J. Dessart[1], Rob M. A. Nelissen[2]
[1]*University of Namur,* [2]*Tilburg University*

Intersexual selection theory was used to study the effect of mating primes on people's preference for fair-trade products. Male participants were more (vs. less) likely to favor fair-trade products when in the presence of an ideal short-term (vs. long-term) partner. Mating primes had no effect on female participants' product preferences.

D146
MICROBES, MORBIDITY, AND MATING: HEIGHTENED DISEASE RISK INCREASES WOMEN'S DESIRE FOR SEXUAL VARIETY
Marjorie L. Prokosch[1], Sarah E. Hill[1]
[1]Texas Christian University
When the threat of disease is high, individuals benefit from producing genetically diverse offspring, potentially prompting a heightened desire for sexual variety. Two studies found that individuals with a history of vulnerability to illness respond to disease threat cues by demonstrating an increased desire for sexual novelty.

D147
THE WHO, WHEN, AND WHY OF HUMAN MATE CHOICE COPYING: ATTRACTIVE WOMEN PROVIDE A PROXY FOR MALE QUALITY
Christopher Rodeheffer[1], Megan Osborne[1], Tia Robb[1], Sarah Hill[1]
[1]Texas Christian University
Previous research indicates that women find men more desirable when they appear to be desired by other women (i.e., mate choice copying). Across three studies, we show that this effect is calibrated by female attractiveness, is specific to romantic relationships, and is suppressed when other mate value indicators are provided.

D148
LIFE HISTORY STRATEGY AND SEXUAL HARASSMENT: HOW LHS AFFECTS DECISION MAKING
Haley Moss Dillon[1], Gary Brase[1], Susan H. Himes[1]
[1]Kansas State University
The current work is a follow up to Brase and Miller's 2001 study examining sex differences in Quid Pro Quo sexual harassment assessments and performance on the Wason Selection Task. The current work focused on differences in selecting whether or not a possibly harassing situation was a threat or a social exchange.

D149
EXPLICIT INTERPERSONAL ATTITUDES MEDIATE HELPING AND TAKING BUT NOT LEVELING IN A FIJIAN VILLAGE
Matthew M. Gervais[1]
[1]Department of Anthropology, University of California, Los Angeles
In the male social network of a Fijian village, attitudes such as love, respect, and hate mediate the effects of target traits on their receipt of help, exploitation, and punishment in economic games with non-anonymous targets. These data have important implications for the structure and functions of attitudes within relationships.

D150
DOES EXPOSURE TO COMPETITIVE SAME-SEX INDIVIDUALS IMPACT BODY DISSATISFACTION AND EATING ATTITUDES? NO.
Sammie Tang[1], Mindy Gibson[1], Tania Reynolds[2], David Frederick[1]
[1]Chapman University, [2]Florida State University
Li et al (2010) proposed that cues of intrasexual competition (e.g., exposure to highly competitive same-sex individuals) could spur women to modify their bodies to gain status and enhance attractiveness. An attempt to replicate and extend previous study (N = 1,465) did not reproduce the previous results.

D151
ARE MEN FUNNIER THAN WOMEN ON FACEBOOK AND TWITTER?
Barry X. Kuhle[1], Walter J. Cantwell [1], Allegra R. Indelicato [1], Jessica L. Lyman[1], Dominic V. Marcogliese [1], Jamie L. Mizerak[1], Geoffrey F. Miller[2]
[1]University of Scranton, [2]University of New Mexico
We explored whether men produced more humorous posts on social media sites than did women. Facebook and Twitter users (N = 177) were asked to name and discuss the individual who routinely posted the funniest material. As expected, men were significantly more likely than women to have been selected.

D152
THE INFLUENCE OF THE PRESENCE OF WOMAN'S EYES ON MEN'S SHORT-TERM MATING
Emi NIIDA[1], Kazuya Horike[1]
[1]Toyo University
We're interested in why men do not always engage in short-term mating behaviors. We hypothesized that the presence of women's eye lowers men's standards for a short-term mating. Results support our hypothesis. We discuss the influence of social reputation among women on men's short-term mating behaviors.

D153
EVOLUTION IN AMERICA: INVESTIGATING PREDICTORS OF ATTITUDES TOWARD AND KNOWLEDGE OF EVOLUTION
Stephen D. Short[1], Patricia H. Hawley[1]
[1]University of Kansas
A national sample of 1165 participants across 26 states was collected via Amazon M-Turk to examine whether demographic and personality variables predict various attitudes toward evolution. Results from SEM analyses revealed that stereotypical demographic predictors of anti-evolution sentiment account for little variability, whereas openness to experience was a strong predictor.

D154
ERROR MANAGEMENT THEORY EXPLAINS PROCESSING OF WEATHER RISK
Joy Losee[1], Karen Naufel[1]
[1]Georgia Southern University
Per error management theory, people make judgment errors minimizing risk, suggesting that people will favor severe forecasts. In a 2(first warning severity) X 2(last warning severity) factorial design, participants saw two hurricane warnings and estimated damage. Participants based estimates on the most severe warning they viewed, even if severity decreased.

D155
CREDIBILITY ENHANCING DISPLAYS OF BELIEF
Aiyana Koka Willard[1], Ara Norenzayan[1], Joseph Henrich[1]
[1]University of British Columbia
In two studies, participants watched a confederate either endorse belief in some unverifiable information verbally of with a costly behavior. Participants who saw the behavioral display were more likely to engage in the potentially costly behavior then those that got either a verbal, or no, endorsement of the behavior.

D156
MIND CANNOT EVOLVE: DUALISM AND THE AVERSION TO EVOLUTION
Chelsea Schein[1], Kurt Gray[1]
[1]University of North Carolina, Chapel Hill
When Darwin initially gave his revolutionary theory, people were alarmed that they were on the same plane as animals. Today, roughly 1/3rd of US population denies evolution. We illustrate that denial of evolution stems from the belief that the human mind is unique and cannot emerge from purely physical processes.

D157
HOW COERCION AND DESIRE FOR PROTECTION RELATE TO BODY TYPE PREFERENCES
Ashalee C. Hurst[1], Darcy A. Reich[1]
[1]Texas Tech University
We investigated factors influencing women's attraction to male bodies differing in muscularity. As women valued protection more, attraction for extreme muscle also increased, but only for women primed with coercion. Thus, attraction to muscular men may be driven by a preference for "protectors," especially when coercion is made salient.

D158
HOW TO MAKE THE BEST AWARD PAGE EVER
Patrick Driscoll[1]
[1]*Mira Conference*
asdfas

D159
WHOM TO TRUST AND PUNISH? HOW REPUTATION IS USED IN COOPERATION
Eric J. Pedersen[1]
[1]*University of Miami*
Researchers disagree about whether cooperative tendencies were designed to capture personal benefits or to promote cooperative group norms. Here we show that people punish and extend trust based on cues of how others will treat the self specifically, suggesting that people use reputation to regulate cooperation for personal benefit.

D160
PSYCHOLOGY INSERTS THE SELF INTO THIRD PARTY PUNISHMENT; OR, THIRD PARTY PUNISHMENT IS NOT WHAT THEY THINK
Max M. Krasnow[1]
[1]*Harvard University*
Third party punishment – punishment of a wrong by one not directly affected – is commonly observed, but appears irrational. This interpretation is false. Here I show the mind expects behavior toward others to predict behavior toward the self, making punishment psychologically (if not economically) rational, and punishment no longer an anomaly.

D161
AUTOMATIC BELIEF PROCESSING IN RHESUS MACAQUES?
Alia Martin[1], Laurie R. Santos[1]
[1]*Yale University*
A key component of social influence is attributing thoughts to others that may differ from our own. We investigate the evolutionary origins of this ability, finding that rhesus macaques do not automatically process others' beliefs as humans do. This may provide an important mechanism for social influence in our species.

Judgment/Decision-Making

D162
I DO NOT LIKE YOU: HOW TO CONSTRAIN THE SELF-INTEREST BIAS IN MORAL JUDGMENT.
Konrad Bocian[1], Bogdan Wojciszke[1]
[1]*University of Social Sciences and Humanities*
Unethical acts serving our interests are evaluated as moral, where acts against those interests as immoral because moral perception is biased by self-interests. In the current study, we manipulated liking as it served as a mediator of the interest-morality relation, proving that self-interest bias can be constrained if we disliked culprit.

D163
THE BIAS BLIND SPOT IN FORENSIC PSYCHOLOGY
Tess M.S. Neal[1]
[1]*University of Nebraska Public Policy Center*
This study explored board-certified forensic psychologists' awareness of bias, given extant evidence of forensic evaluator bias and a cognitive bias called the "bias blind spot" (the tendency to recognize bias in others but fail to recognize it in oneself). All participants described others' biases but only 60% described their own.

D164
MEASURING TRUE SELF-ENHANCEMENT BIAS: A CLASSIFICATION ANALYSIS
Patrick Heck[1], Joachim I. Krueger[1]
[1]*Brown University*
Despite the popularity of the better-than-average effect, true self-enhancement bias is only exhibited in cases where individuals inaccurately assess themselves as above average. The present study sorts test-takers into four categories of judgment according to the principles of signal detection theory. Outcomes and the meaning of 'true self-enhancement' are discussed.

D165
SACRED TIME
Mostafa Salari Rad[1], Jeremy Ginges[2]
[1]*New School fro Social Research,* [2]*New School for Social Research - University of Melbourne*
When people reason about sacred values, they display greater stability in temporal discounting. People who did not regard protection of forests as a sacred value show greater patience in distant than near time frames, whereas choices of people with sacred values were indifferent to time frame.

D166
FAIR WEATHER FRIENDS: MORAL CLIMATE AFFECTS MORAL JUDGMENTS
Jessica A. Stansbury[1], Geoffrey D. Munro[1]
[1]*Towson University*
Moral climate, political or academic, and group membership, corresponding school (ingroup) or outside school (outgroup) interacted on moral judgment and punishment. For the ingroup target, participants rated the politician's behavior as less morally acceptable and suggested more severe punishment than the academic. The reverse effect was demonstrated for the outgroup.

D167
FRIENDSHIP AND FINANCE: THE PSYCHOLOGY OF BORROWING AND LENDING
Ashley Angulo[1], Noah Goldstein[1], Michael Norton[2]
[1]*UCLA,* [2]*Harvard*
We investigate the unique consequences that occur among friends who lend. We find lenders' satisfaction depends on several factors, including lenders' expected control and influence over what the borrower purchases and the nature of the item purchased with the loan (hedonic versus utilitarian).

D168
THE DEVELOPMENT OF PRICE ESTIMATION AND COMPARISONS WITH ABSTRACT NUMBER ESTIMATION
Zheng Zhou[1], Ziqiang Xin[2]
[1]*Beijing Normal University,* [2]*Department of Psychology at School of Social Development, Central University of Finance and Economics*
The current research examined the development of price estimation and the features of price representation by using a modified price number line task. Three studies demonstrated the model of price estimation developed from logarithmic to linear, and for adults, thresholds of anxiety and painfulness were positively correlated with estimation accuracy.

D169
IMAGINING THE FUTURE: THE EFFECT OF VIVIDNESS ON INTERTEMPORAL CHOICE
Maxim Babush[1], Heather R. Rees[2], Aimee L. Drolet [1]
[1]*University of California, Los Angeles,* [2]*California State University, Northridge*
To examine the effect of vividness on intertemporal choice, participants decided between jobs and vacations with either immediate rewards or greater delayed rewards. The effect of vividness varied with domain: vividness lead to preference for immediate rewards in vacation domain, but a preference for greater delayed rewards in job domain.

D170

THE MODERATING EFFECT OF MINDFULNESS ON OTHER ORIENTATION AND UTILITARIAN JUDGMENT

Han-Chun Chung[1], Jen-Ho Chang[1], Yi-Cheng Lin[1], Chin-Lan Huang[2]
[1]Department of Psychology, National Taiwan University, [2]Department of Humanities and Social Science, National Taiwan University of Science and Technology

Should love a means to an end? We argue that caring for others without full awareness and reflections of oneself will only lead to utilitarian. The results confirmed the moderation effect that low mindfulness participants tended to make the most utilitarian judgments when they have more kindness for others.

D171

SIZE AND STRENGTH IN A BILATERAL GEOPOLITICAL CONFLICT: CONTEXTUAL FACTORS INFLUENCING THE UNDERDOG DESIGNATION

Amber Rachel Cazzell[1], Nadav Goldschmied[2]
[1]Point Loma Nazarene University, [2]University of San Diego

Participants were presented with a military attack scenario between two fictitious countries with size disparity. Both the source of aggression and the devastation affected the underdog status of the smaller country, while only the former mattered for the larger nation. This designation was seemingly influenced by moral considerations.

D172

THE EFFECT OF SOCIAL COMPARISON ON THE VISUAL PERCEPTION OF APERTURES

Nicolas Morgado[1], Dominique Muller[2], Stéphanie Jurdit[3], Éric Guinet[1], Richard Palluel-Germain[1]
[1]Laboratoire de Psychologie et Neurocognition (CNRS), Université Pierre-Mendès-France, Grenoble, France, [2]Laboratoire Interuniversitaire de Psychologie, Institut Universitaire de France, Université Pierre-Mendès-France, Grenoble, France, [3]Université Pierre-Mendès-France, Grenoble, France

Previous findings suggest that aperture perception is related to closeness feeling. Upward comparison leads people to judge the target of the comparison as socially closer than downward comparison. Thus, social comparison might influence aperture perception. Our results suggested that social comparison influences the perception of the "passability" through an aperture.

D173

ATTRIBUTE SEQUENCING IN PRODUCT CHOICE APPRAISAL

Aaron Snyder[1]
[1]Stanford University

When learning about an object, object attributes are generally processed individually, and in serial. Does varying presentation primacy of hedonic versus utilitarian attributes affect evaluations of that object? Because decisions are often made on affective bases, hedonic attribute position affects the perceived appropriateness of object choice based on decision importance.

D174

ACT ON TIME: POWER FACILITATES TIMELINESS

Laura M. Giurge[1], Marius Van Dijke[1], David De Cremer[2], Xue Zheng[1]
[1]Erasmus University Rotterdam, [2]China Europe International Business School

Goal directed action crucially depends on timeliness (i.e., acting fast or slow depending on situational requirements). We predicted that power facilitates timeliness. Two experiments and a field study show that high but not low power individuals make decisions fast when this is effective but slow when this is more effective.

D175

DOES ANSWERING A SERIES OF QUESTIONNAIRES ABOUT HUMAN-RIGHTS AND DISCRIMINATION INDUCE DELIBERATIVE MINDSET?

Keisuke Matsuzaki[1], Makoto Numazaki[1]
[1]Tokyo Metropolitan University

This research examined that answering a series of questionnaires about human-rights and discrimination would induce deliberative mindset and lead people to less employ heuristics in judgments. Results showed that participants who answered the series of questionnaires, as well as those who were induced in deliberative mindset, less employed judgmental heuristics.

D176

SHOOTING, FAST AND SLOW: EFFECTS OF GUN CRIME DURATION AND ACCESSIBLE JUDGMENT CRITERIA ON SUPPORT FOR GUN POLICY REFORM

Sungjong Roh[1], Jonathon P. Schuldt[1]
[1]Cornell University

Holding all other story details constant, our data suggest that learning that a murderous gunman acted quickly (taking five minutes) or slowly (taking fifty minutes) can increase support for gun policy reform depending on which duration-relevant nïve theory is first brought to mind ("fast is risky" or "slow is bad/immoral").

D177

A DUAL-PROCESS PERSPECTIVE ON SOCIAL METACOGNITION

André Mata[1]
[1]University of Heidelberg

Because intuition is fast and effortless whereas deliberation is slow and effortful, deliberative responders often consider the intuitive response before they think of the deliberative response. Because they are aware of alternative solutions and share others' intuition, they are better at assessing their responses and inferring what others might respond.

D178

A FINANCIAL INVENTORY: SYSTEMATICALLY REVIEWING MONEY MANAGEMENT SCALES FROM 1985 TO PRESENT

Grant Edward Donnelly[1], Ryan T. Howell[2]
[1]Harvard Business School, [2]San Francisco State University

The current study systematically reviews the numerous money management scales from 1985 to 2012. Findings suggest that money management is consistently related to high conscientiousness and less material values. Further, a multi-dimensional money management scale is developed, allowing future research to isolate specific financial behaviors to important correlates.

D179

INTERPERSONAL PRO-ENVIRONMENTAL COMMUNICATION: WHO PREFERS USING GAIN VS. LOSS FRAMED MESSAGES?

Jhon Wlaschin[1], Patrick C. Dwyer[1], Alexander J. Rothman[1]
[1]University of Minnesota

When considering face-to-face conversations about limiting coal burning, 121 participants read 14 framed messages and selected 5 that would best convince another person to get involved. Women and those with more compliant personalities preferred gain framed messages. Men and those with more vigilant personalities preferred loss framed messages.

D180

EVERY GROUP MEMBER IS BETTER THAN THE OTHERS IN THE GROUP: IS IT BECAUSE THEY ARE DIFFERENT FROM EACH OTHER OR SIMILAR TO EACH OTHER?

Shir Etgar[1], Yechiel Klar[2], John R. Chambers[3]
[1]Tel Aviv University, [2]Tel Aviv university, [3]Saint Louis University

Unique Attribute (Chambers, 2010) and Weighted-LOGE (extension of Giladi & Klar, 2002) make opposing predictions about the way within-group differences influence "everyone is better than average" bias. In three experiments, the better- than- average bias was stronger when group members were construed as similar rather than different from each other.

D181
SCALE GRANULARITY OF PRODUCT ATTRIBUTES AFFECTS CONSUMER PREFERENCES
Tobias Krüger[1]
[1]*University of Heidelberg*
Preferences between consumer products are affected by the granularity of the scale on which their attributes are characterized. Differences loom larger on coarse (e.g., 3 GHz vs. 2 GHz) than fine-grained scales (e.g., 3.08 GHz vs. 2.05 GHz), thus, preferences for the dominating option increase with decreasing granularity.

D182
INDIVIDUAL-DIFFERENCE MEASUREMENT OF BIASES AND INVESTIGATION OF PERSONALITY-BIAS RELATIONS
Franklin Zaromb[1], Abigail Gertner[2], Robert J. Schneider[3], Jeremy Burrus[1], Gerald Matthews[4], Jonathan Weeks[1], Richard D. Roberts[1]
[1]*Educational Testing Service,* [2]*The MITRE Corporation,* [3]*Research & Assessment Solutions, Ltd.,* [4]*University of Central Florida*
We measured confirmation bias (CB), fundamental attribution error (FAE), and bias blind spot (BBS) susceptibility and declarative knowledge (DK) of these biases innovatively and online. DK and BBS are unidimensional; CB and FAE are formative constructs. We describe relationships among bias measures, and between bias measures and the personality domain.

D183
THE CORROBORATION DILEMMA: WHEN UNCORROBORATED CONFESSIONS ARE JUDGED TRUSTWORTHY
G. Daniel Lassiter[1], Shannon K. Pinegar[1], Par Anders Granhag[2], Karl Ask[2]
[1]*Ohio University,* [2]*University of Gothenburg*
When confessions are introduced at trial, their trustworthiness must be assessed. One factor that should normatively influence such judgments is the extent to which other evidence corroborates confessions; a lack of corroboration should rationally produce less trust in confessions. We demonstrate that even uncorroborated confessions can sometimes be judged trustworthy.

D184
KARMIC PUNISHMENT: WHAT GOES AROUND COMES AROUND
Natalie M. Wheeler[1], Jane L. Risen[1]
[1]*University of Chicago*
In four studies we investigate the belief in karma. We find that karmic actions are intentional and harmful and karmic outcomes are domain specific, swift, and from the universe. Additionally, we find that karmic actions influence predictions about future outcomes. We discuss karma as a strategy to maintain just-world beliefs.

D185
THE MATTERS MATTER: WHEN CONSCIOUS THOUGHT IS SUPERIOR TO UNCONSCIOUS THOUGHT
Eliran Halali[1], Anna Dorfman[1], Yoella Bereby-Meyer[1]
[1]*Ben-Gurion University of the Negev*
Unconscious-thought-theory asserts that complex choices are better following unconscious thought. We found that for interesting matters, people prefer to engage with conscious rather than unconscious thought, and in line with this preference, the former leads to better choices. An advantage of unconscious thought exists for intermediate and uninteresting matters.

D186
TRAIT LEVEL DIFFERENCES IN THE INFLUENCE OF COUNTERFACTUAL POTENCY ON REGRET
Carl Fenderson[1], Amy Summerville[1]
[1]*Miami University*
Past research has found that counterfactual potency, a quantitative measure of the strength of thoughts of 'what might have been', can predict individuals regret about negative situations. This research explored whether this relationship is weaker for individuals chronically high in trait-level tendencies to negatively evaluate themselves.

D187
ARE MEN MORE UTILITARIAN THAN WOMEN? A MEGA-ANALYSIS OF GENDER DIFFERENCES IN MORAL JUDGMENT
Rebecca Friesdorf[1], Paul Conway[1], Bertram Gawronski[1]
[1]*University of Western Ontario*
Traditional methods have found that men make more utilitarian moral judgments than women. A process dissociation analysis of 27 studies indicated that this effect is driven primarily by women having stronger deontological inclinations than men, whereas men showed only modestly stronger utilitarian inclinations than women.

D188
GETTING STUCK ON A MESSAGE: REGULATORY FOCUS MODERATES THE STICKINESS OF CONTENT FRAMES
Amber M. Sanchez[1], Alison Ledgerwood[1]
[1]*University of California, Davis*
This research examined how certain types of frames might be stickier for certain people. We manipulated the sequence of content frames that emphasized either security or exploration concerns, and found that chronic regulatory focus moderates the stickiness of security and exploration frames.

D189
I THINK I HAVE, THEREFORE I DESERVE: THINKING ABOUT MONEY INCREASES MEN'S SENSE OF ENTITLEMENT
Oren Shapira[1], Sarah Molouki[1], Nicole L. Mead[2], Eugene M. Caruso[1]
[1]*University of Chicago,* [2]*Erasmus University*
Three experiments tested whether reminders of money change men's and women's preferred allocation of resources and contributions between the self and others. Results suggest that thinking about money increases men's (but not women's) sense that they are entitled to societal resources regardless of their contribution to generating those resources.

D190
MOVING TOWARDS A BRIGHTER FUTURE: THE ROLE OF MOTIVATION IN OPTIMISTIC BIAS
Logan Alison Berg[1], Heather Lench[1], Kathleen Darbor[1]
[1]*Texas A&M University*
An affective-basis hypothesis posits that optimism results in part from motivational tendencies to approach or avoid events by judging them as likely or unlikely to occur. In three studies, optimism resulted from motivations, and was eliminated when participants were able to fulfill motivations prior to making their judgments.

D191
BOTTOMS UP: THE EFFECT OF ALCOHOL EXPECTANCIES AND BALANCE ON COGNITION
Cathy R. Cox[1], Erin A. VanEnkevort[1], Joshua A. Hicks[2]
[1]*Texas Christian University,* [2]*Texas A & M University*
The present research found that inducing a state of physical imbalance increased thoughts of alcohol for those who have a positive view of alcohol (i.e., alcohol expectancies). These effects were found regardless of people's self-reported alcohol consumption, suggesting that even non-drinkers are quick to associate alcohol with physical imbalance.

D192
SHARING RESOURCES OR SHARING POWER? ON WHAT IT MEANS TO BE PRO-SOCIAL
Efrat Aharonov-Majar[1], Anna Dorfman[2]
[1]*Ben Gurion University if the Negev,* [2]*Ben Gurion University of the Negev*
In the present study we explore what it means to be pro-social, namely, whether pro-social behavior extends to sharing not only resources, but also power. Using a modified Ultimatum game, we show that sharing power and sharing resources are related but not necessarily overlapping, pro-social acts.

D193

MORAL ATTRIBUTIONS ABOUT OUR POLITICAL OPPONENTS: WHEN CHARACTER COUNTS MORE THAN THE BEHAVIOR PERFORMED

Jodi LeChelle Creech[1], Hally Bell[1], Jamie S. Hughes[1]
[1]University of Texas of the Permian Basin

Perceivers judge those with different opinions negatively, and this bias increases preference for competition. We speculated that attributions about moral character and intentionality attributions would help explain this preference. We found that moral character judgments and bias were closely aligned, but that intentionality attributions depended on the behavior performed.

D194

THE CURSE OF PRIVILEGED KNOWLEDGE APPLIES TO EMPATHIC JUDGMENTS

Diego Fernandez-Duque[1], Joseph Bonner[1], Sara D. Hodges[2]
[1]Villanova University, [2]University of Oregon

Undergraduates watched a videotaped interview of a mother with an infant son, read an uplifting update about her future, and finally judged the mom's mood when initially interviewed. Knowing about the uplifting future biased participants to perceive the mother's mood as happier than if they remained ignorant of her future.

D195

THINK BEFORE YOU POST: THE EFFECT OF RACE AND FACEBOOK ON HIRING DECISIONS

Jakira Brooks[1], Jennifer Joy-Gaba[1]
[1]Virginia Commonwealth University

We examined the influence race on hiring decisions. Participants read a job description followed by a photo of a Black or White female posed in either a neutral or party setting. Results revealed that the type of pose, but not the applicant's race, influenced hiring decisions.

D196

TRUST AND TAKING ADVICE FROM INDIVIDUALS VERSUS INSTITUTIONS

Shane Schweitzer[1], Mina Cikara[1], Taya R. Cohen[1]
[1]Carnegie Mellon University

Many people openly express a lack of trust in many of the institutions on which they rely. The current experiment demonstrates that advice coming from an individual, an aggregate, cohesive group, or institution meaningfully changes behavior: participants trust and follow the advice of individuals more, relative to groups and institutions.

D197

AGE DIFFERENCES IN RISK: PERCEPTIONS, INTENTIONS AND DOMAINS

Emily Bonem[1], Phoebe Ellsworth[1], Richard Gonzalez[1]
[1]University of Michigan

Although older adults are often stereotyped as risk-averse, findings have been mixed. Two studies of participants ranging in age from 18-83 demonstrated that age differences in risk preferences vary by risk domain. We also examined age differences in perceptions of the costs and benefits associated with risks in each domain.

D198

USING THE LIFE STORY TO PROMOTE IDENTITY FORMATION AND CAREER DECISION-MAKING IN AN UNDERGRADUATE POPULATION

Courtney Jane Obis Belmonte[1]
[1]Virginia Commonwealth University

Career decision-making and preparation is challenging for undergraduates. This study explores whether a Life Story Exercise (LSE) strengthens these variables by consolidating identity formation. LSE completion was expected to strengthen these variables. Results partially confirmed this hypothesis for career decision-making, $t(19)=2.37$, $p<.05$; similarly, a trend for increased identity formation emerged.

D199

AUTONOMOUS LIFE DECISIONS

Cody DeHaan[1], Netta Weinstein[2], Richard M. Ryan[1]
[1]University of Rochester, [2]University of Essex

The present research is a current application of Self-Determination Theory (Deci & Ryan, 1985; Deci & Ryan, 2000) to decision-making and outcomes.

D200

PSYCHOLOGICAL DISTANCE INDUCES, ELIMINATES, AND REVERSES THE ENDOWMENT EFFECT.

Hyunji Kim[1], Simone Schnall[1]
[1]University of Cambridge

Sellers price a product higher than buyers do. Across three studies, we demonstrated that sellers' proximate and buyers' remote psychological distance towards an object modulated this pricing bias. By manipulating spatial or social distance, the endowment effect disappeared or reversed due to a goal shift from financial benefit to fairness.

D201

INCLUSION OF OTHER IN SELF EXTENDS SELF-ENHANCEMENT: FURTHER EVIDENCE

Nicholas Sosa[1], Steven Young[1]
[1]Fairleigh Dickinson University

Two studies examined if Inclusion of Other in Self (IOS) was related with other-enhancement by having subjects evaluate an included or non-included target person on various traits. Across two studies, converging results suggest a significant positive relationship between IOS and positive other evaluations.

D202

A JUDGE VS. THE COURT, AN OSCAR WINNING DIRECTOR VS. A DECADE OF DIRECTORS: GROUP FRAMES INCREASE PREFERENCE FOR DIVERSITY

Michael Jaison Naft[1], Rainer Romero-Canyas[1], Gregory M. Walton[2], Valerie J. Purdie-Vaughns[1]
[1]Columbia University, [2]Stanford University

When people in a unit are framed as a "group," bias against underrepresented groups is less likely to occur compared to a unit framed as "choices made in isolation." Two field experiments supported this proposition in contexts where a minority or majority group member competed for an important honor.

D203

THE PROMISE OF ACCOUNTABILITY: COUNTERING BIAS IN DECISION-MAKING

Christina Stevens Carbone[1]
[1]UC Berkeley School of Law

Can accountability serve as an effective strategy to attenuate the influence of racial bias in the decision-making process? In two studies, participants evaluating criminal case files were less likely to show evidence of racial bias when they expected to have to articulate the process they used in reaching their decisions.

D204

REVISITING THE INSTRUMENTALITY OF VOICE: HAVING VOICE IN THE PROCESS MAKES PEOPLE THINK THEY WILL GET WHAT THEY WANT

Angus Hildreth[1], Don Moore[1], Steven Blader[2]
[1]UC Berkeley, [2]NYU Stern

We extend research on the interplay of voice, outcome expectations, and reactions by asking whether manipulations of voice act as shared circumstance effects. Results suggest that voice has important instrumental significance, but this instrumentality does not, by itself, explain why people value having a voice in processes that affect them.

D205

UNDERSTANDING THROUGH THE EYES OF OTHERS: INFERENCES REGARDING CHOSEN AND FORGONE PRODUCTS

Stephen Xihao He[1], Samuel Bond[2]

[1]Manhattan College, [2]Georgia Institute of Technology

Our research investigates consumer inference-making based on the choices of others in the marketplace. Using product decision scenarios, we demonstrate that perceptions of others' opinions are systematically affected by the level of overall consensus, choice of the product by a majority vs. minority group, and whether the product is affect-laden.

D206

HOW SOCIAL RELATIONSHIP REGULATES MODE OF DECISION MAKING

Han Gong[1], Douglas Medin[1]

[1]Northwestern University

We examined how social relationship influences decision mode selection. By manipulating social relationship, we found that cost-benefit-analysis was more desirable when people decided to help strangers. In contrast, role-based decisions were more prevalent when social hierarch was involved. Moreover, we observed that different modes exerted different effects on post-decisional dissonance.

D207

HOW PERFORMANCE EXPECTANCIES ARE SHAPED BY FIRST AND THIRD PERSON COUNTERFACTUAL VIEWPOINTS

Stephanie Brooke Thomas[1], John Petrocelli[1]

[1]Wake Forest University

We examined the relationships between counterfactual viewpoints, counterfactual potency, and judgments for future performance. Optimism about future blackjack performance was more strongly associated with simulating alternatives to reality from the third-person viewpoint than the first-person viewpoint. However, this relationship was marginally mediated by counterfactual potency, or the perceived likelihood of these alternatives.

D208

THE EFFECT OF PSYCHOLOGICAL DISTANCE ON ABSTRACTION: A META-ANALYSIS OF CONSTRUAL LEVEL THEORY

Courtney Soderberg[1], Shannon Callahan[1], Annie Kochersberger[1], Elinor Amit[2], Alison Ledgerwood[1]

[1]University of California, Davis, [2]Harvard

We conducted a meta-analysis to synthesize research on the relationship between psychological distance and level of abstraction. We found a large effect of distance on construal level and its downstream consequences. In addition, we showed that the effect is robust in the face of a wide variety of methodological variables.

D209

THE PSYCHOLOGY OF CULPABILITY ASSESSMENT WHEN BIOLOGY IS THE MITIGATING FACTOR

Phillip A. Loatman[1]

[1]Rutgers University--Camden

Recent advances in neuroscience are beginning to clash with long-held legal principles about human nature. The present study analyzes how jurors make decisions about the criminal responsibility of those who suffer from biological impairments. The findings offer insights into how psychology and neuroscience can have a transformative effect on law.

D210

INHERENT PREFERENCES ARE MADE TO STICK: DIFFERENTIAL RATES OF ADAPTATION FOR PREFERENCE TYPES

Raegan Tennant[1], Chris Hsee [1]

[1]University of Chicago Booth School

For decades, psychologists have shown that preferences are commonly constructed by comparison and context. Yet, we provide evidence that some preferences (i.e., inherent ones) are unbiased by such factors. In a paradigm that captures a psychology of adaptation, we demonstrate the existence of inherent (and constructed) preferences in two domains.

D211

FIRST COME, FIRST SERVED: PRIMACY IN JUDGMENTS OF TRUTH

Sarah Christina Rom[1], Christian Unkelbach[1]

[1]University of Cologne

Repeated statements are believed more than new statements (truth effect). Our studies showed that this is due to a primacy effect in truth judgments. That is, repeated statements are believed more because they are seen first, and therefore activate concepts, which will be more accessible when participants make truth judgments.

D212

THE RELATIONSHIP BETWEEN RATIONAL AND INTUITIVE INFORMATION PROCESSING STYLES AND HEURISTICS

Marloes Rothengatter[1], Daniela Blettner[2]

[1]Tilburg University, [2]Simon Fraser University

Based on Cognitive-Experiential Self-Theory we test the relationship between rational and intuitive processing styles and different versions of the risky choice framing, representativeness, and availability heuristics. We find relationships between different versions of heuristics and rational and intuitive information processing and an interaction effect between of two information processing styles.

D213

THE WINNER'S CURSE: WHY DO NEGOTIATORS REGRET FOR THEIR DECISIONS?

Liqing Zhang[1]

[1]Peking University

An experiment was conducted, and the results supported the idea that negotiators regretted more for their decisions when it was clear for them that they paid too much to purchase a company than when they initiated an offer to the other party or when the other party accepted their offers.

Norms and Social Influence

D214

WHICH COMES FIRST: INVESTIGATING THE TEMPORAL PRECEDENCE BETWEEN ATTITUDES AND INJUNCTIVE NORMS IN PREDICTING ALCOHOL USE AMONG COLLEGE STUDENTS

Dana Michelle Litt[1], Melissa A. Lewis[1], Clayton Neighbors[2]

[1]University of Washington, [2]University of Houston

The present research evaluated the temporal precedence of injunctive norms and attitudes in predicting drinking among college students. Results supported a conformity model whereby perceived injunctive norms preceded attitudes, which in turn predicted alcohol use. Implications and future directions are discussed.

D215

GOD'S MIND ON MORALITY: A KNOWING GOD IS A PUNISHING GOD

Rita Anne McNamara[1], Aiyana Willard[1], Ara Norenzayan[1], Joseph Henrich[1]

[1]University of British Columbia

For divine punishment beliefs to maintain cooperation, believers must see God as capable of acting against violations. Across 2 studies, we show that believing God is more agentic leads to greater expected norm violation punishment. This suggests belief content is an important aspect of religious prosociality.

D216

WE LIKE WHAT OTHERS LIKE: IMPLICIT LEARNING OF DESCRIPTIVE NORMS

Suhui Yap[1], Letty Yan Yee Kwan[2], Chi-yue Chiu[1]

[1]Nanyang Technological University, [2]Sun Yat-sen University

We propose an implicit learning account of descriptive norms, arguing that people use implicit memories to estimate how

descriptively normative novel stimuli are for others in the population. Their personal preferences are then influenced by such judgement especially when their need for conformity is high.

D217
DISCLOSURE OF HIV INFECTION STATUS AND HIV SEXUAL TRANSMISSION RISK AMONG HETEROSEXUAL ADULTS: A SYSTEMATIC REVIEW

Lauren Wong[1]
[1]UCSF

Systematic review of 18 studies (seven countries) on the relationship between HIV disclosure and sexual transmission risk among heterosexual adults. Eleven studies found 1.53-2.92x higher odds of unprotected sex for non-disclosure compared to disclosure. Six studies found no association, and one found a marginal association linking disclosure to greater risk.

D218
THE SOCIO-ECOLOGY UNDERLYING BRIBERY

Yongyuan Chen[1], Xiaoxiao Liu[2], Tian Lan[1], Yingyi Hong[2]
[1]Beijing Normal University, China, [2]Nanyang Technological University, Singapore

The present research examined the role of beliefs and social environment underlying bribe-giving intention in China. Results showed that collective agency positively associated with people's propensity to offer bribe in ecologically stable environment, however, strength of such association decreased as environment changed frequently. Socio-ecological factors are important in understanding bribery.

D219
IMPLICIT UPWARD COMPARISON IN THE CLASSROOM: WHEN RAISING HANDS UNDERMINES ACADEMIC PERFORMANCE

Sébastien GOUDEAU[1], Jean-Claude CROIZET[1]
[1]Université de Poitiers/CNRS

This study documented the impact of upward comparison on achievement in classroom settings. A randomized study demonstrated how the simple fact of raising hand undermines the achievement of children striving with the academic material. The implications of the findings are discussed regarding the differential preparedness related to socioeconomic background.

D220
DO SOCIAL NORMS OR SELF-INTEREST RULE? COMPARING THE POWER OF SOCIAL NORMS AND TARGETS OF PREJUDICE ON SYMBOLIC PREJUDICE IN A GROUP DISCUSSION

William Thomas Cockrell [1], Benjamin Howard Walker [1], H. Colleen Sinclair [1]
[1]Mississippi State University

We examined the influence of social norms and targets of prejudice on anti-gay rights participants' endorsement of gay rights policies following a discussion. Participants reported higher public endorsement of gay rights when exposed to gay targets compared to Christian non-targets. All participants exhibited more pro-gay rights attitudes post-discussion.

D221
SOCIAL NORMS AND SUBSTANCE USE IN THE FOOD AND BEVERAGE SERVICE INDUSTRY

Hannah C. LaHaye[1], Amy L. Brown[1]
[1]University of Louisiana at Lafayette

This study attempted to examine the relationship between physical and social availability in relation to the substance use of workers in the food and beverage service industry. Participants responded to an online survey. Results suggest that worker substance use is positively associated with social normative information and workplace physical availability.

D222
IS SHARING AN EXPERIENCE WITH OTHERS ALWAYS BETTER THAN HAVING AN UNSHARED EXPERIENCE? WHETHER YOU FEEL LONELY AND WHAT IS SHARED MATTER.

Minha Lee[1], Timothy Wilson[1]
[1]University of Virginia

Although people often share an experience with others (e.g., watching a movie together), the psychological effects of shared experiences have not been explored well. We argue that sharing enhances emotional response to an experience and that the effect is moderated by loneliness and shared contents.

D223
SOCIAL AND CULTURAL INFLUENCES ON ALCOHOL USE AMONG NATIVE AMERICAN COLLEGE STUDENTS

Wayva W. Lyons[1], Helen C. Harton[1]
[1]University of Northern Iowa

This study examined variables that may influence the alcohol use of Native American college students. Traditional activity involvement was unrelated to alcohol use. Alcohol use was positively related to the perceived alcohol use of other students, but not to that of community members. Evidence for pluralistic ignorance was found.

D224
"MIND FULL OR MINDFUL?" A GENERALIZATION OF THE EMOTIONAL SEESAW PHENOMENON TO COGNITIVE BUSINESS

Magdalena Claudia Kaczmarek[1], Melanie Steffens[2]
[1]Max Planck Institute of Economics, [2]University of Koblenz-Landau

Research on the Emotional Seesaw Phenomenon (ESP) indicates increased compliance and impaired cognitive functioning. Present research delineates if the ESP is based on a general mechanism of cognitive business provoked by expectancy violating stimuli that lead participants to adopt an inner focus and consequently react mindlessly. Five experiments supported this theoretical perspective.

D225
SYSTEM-JUSTIFYING MOTIVATION AND TRADITIONAL SOCIAL PRACTICES

Natasza Natalia Marrouch[1], John T. Jost[1], Jojanneke van der Toorn[2]
[1]New York University, [2]Leiden University

Two studies were conducted in different cultural settings – the United States and Lebanon, to examine the relationship between system-justifying motivation and support for social practices namely, the wearing of traditional Muslim headscarves in Lebanon, and the expectations toward single mothers to marry the father of their children in the U.S.

D226
THE ILLUSION OF HOME FIELD CHOKING: AN APPARENT PARADOX REGRESSES TO THE MEAN

Travis James Miller[1], Mark P. Otten[1], Abraham M. Rutchick[1], Shaunak Maru[1], Keighlynn Adlof[1]
[1]California State University, Northridge

Baumeister and Steinhilber (1984) suggests home teams preform worse in deciding playoff games, supported by an examination of playoff games in Major League Baseball (MLB) and National Basketball Association (NBA). The current study examines NBA and MLB data since 1983; findings provide no evidence of a home field choke.

D227
"KEEP STAYING GREEN ROOM SEVENTEEN": USING PROVINCIAL NORMS TO REDUCE COMMINGLING IN COLLEGE CLASSROOMS

George Schreer[1], Stevi Leavitt[1]
[1]Manhattanville College

Using a norm-based approach to examine recycling behavior, we found that college students in classrooms who were exposed to

posters that combined provincial norms (i.e., "former students in this classroom") with aligned descriptive/injunctive norms (i.e., consistently recycle/smiley face) were most effective at reducing commingling of trash and recyclables.

D228
GENDER DIFFERENCES IN NORM COMPLIANCE
Julie Eyink[1], Edward Hirt[1]
[1]Indiana University

Previous work in self-handicapping indicates that women follow injunctive norms of effort and men follow descriptive norms of effort. We investigated if this gender difference in norm adherence extended to norms outside of effort. Results suggest women follow an injunctive norm and men follow a descriptive norm of cooperation/competition.

D229
DANGER, JOKING HAZARD: IMPLIED PRESENCE DAMPENS PERCEPTIONS OF FUNNINESS
Adam Mastroianni[1], Susan Fiske[1]
[1]Princeton University

One hundred and twenty Amazon Mechanical Turk workers rated a series of jokes either alone or with the implied presence of a similar or dissimilar partner. Participants with similar partners found jokes significantly less funny than those with dissimilar or no partners.

D230
SOCIAL AND CAMPUS ENVIRONMENTS PREDICT LIFE SATISFACTION, SELF-EFFICACY, AND PERCEIVED DISCRIMINATION AMONG UNDERGRADUATE STEM MAJORS
Breanna R. Wexler[1], Emily A. Ingalls[1], Bettina J. Casad[1]
[1]University of Missouri-St. Louis

Unsupportive social and campus environments have negative consequences for students, particularly those underrepresented in science and math-oriented majors. Results indicated social support, campus, and social climate predict life satisfaction, self-efficacy, and perceived discrimination among undergraduate STEM majors. Campus environment is particularly predictive of perceived discrimination among women.

D231
SOCIAL COMPARISON AND INTEROCEPTION: ASSIMILATION IN BEHAVIOR AND CONTRAST IN SELF-REPORT
Sibylle Petersen[1], Omer Van den Bergh[1]
[1]KU Leuven

In five studies with healthy individuals and patients with chronic disease, we tested effects of social comparison on interoception and related behavior. We found contrast in self-report and assimilation in behavior. Assimilation was moderated by arousal, contrast by stimulus valence suggesting differential pathways for effects in self-report and behavior.

D232
THE RELATIONSHIP BETWEEN SOCIAL NORMS AND CONSTRUAL LEVELS
Asami Ohji[1], Minoru Karasawa[1]
[1]Nagoya University

The present study examined whether different levels of construal are associated with different types of social norms (i.e., injunctive and descriptive norms). Injunctive norms may facilitate behavior at a more abstract level than descriptive norms. Thus, we hypothesized that thinking about injunctive norms induces a higher level of construal.

D233
TRANSPORTATION INTO A VIDEO GAMING ENVIRONMENT: A METHOD FOR COUNTERACTING BOOMERANG EFFECTS IN HEALTH COMMUNICATION
Christopher N. Burrows[1], Hart Blanton[1]
[1]University of Connecticut

To investigate whether "transportation" moderated persuasion, participants played a game with embedded anti-drunk driving posters or landscape posters, rating their transportation and DUI attitudes. Transportation moderated a boomerang effect of anti-DUI posters on DUI attitudes, suggesting that gaming environments might provide a powerful method for the presentation of health messages.

D234
PARALLEL EXPERIENCE CHANGES OBJECT EVALUATION
Erica J. Boothby[1], Leigh Smith[2], Margaret Clark[1], John Bargh[1]
[1]Yale University, [2]University of Texas at Austin

We tested whether parallel experience (i.e., simultaneous engagement in an activity without communicating) with different people within one's social network causes changes in the extent to which images are liked. Our results suggest that parallel experience changes object evaluation in a systematic way depending on people's relationships.

D235
THE INFLUENCE OF SOCIAL CLIMATE ON LEADERSHIP DEVELOPMENT
Dominique Perreault[1], Héloïse Sirois-Leclerc[1], Amanda Baker[1], Céline Blanchard [1]
[1]Université d'Ottawa

In a study conducted with a student sample, we tested the moderating effect of climate in the relationship between individual characteristics and the development of leader identity and later, leader behaviors. Results suggested that better communication of values and positive relationship between mentors and novices promote leadership development.

D236
CONTAGIOUS MEMORY: CHANGES IN RECALL ACCURACY FOLLOWING DISCUSSION
Ryan Allen Rush[1], Steven E. Clark[2]
[1]Wabash College, [2]University of California, Riverside

Individuals discussed their memories for a shared event. This discussion led to increases in recall of correct and incorrect information, but little or no change in recall accuracy. Results also showed an accuracy redistribution effect in which less-accurate participants became more accurate and more-accurate participants became less accurate.

D237
MISREMEMBERING FACTS AS A MECHANISM TO JUSTIFY VIGILANTE JUSTICE AGAINST AN INNOCENT PERSON
Rafael Aguielra[1], Scott Frankowski[1], Michael Zárate[1]
[1]University of Texas at El Paso

In-line with system justification theory in which people are motivated to bolster the established system, nearly all participants correctly recalled when a policeman shot a guilty criminal suspect; however, when a vigilante shot an innocent suspect, half misremembered the event involving either a policeman or a guilty suspect.

D238
ROLE MODELS' INFLUENCE ON SMOKING REDUCTION
Phoebe Lin[1]
[1]Wayne State University

The study investigated role model influence on smoking reduction. Participants read about a positive or negative role model and then reported willingness to reduce smoking. Negative role models were more effective than positive role models in motivating smoking reduction. The study shows important implications for social influence on health outcomes.

D239

HOME ENERGY SAVINGS: THE ROLE OF FEEDBACK AND A SENSE OF TOGETHERNESS

Gregg Robert Sparkman[1], Julia Clark[2], David Paunesku[1], Tammy Luo[3], Steve Schmidt[4], Lisa Schmidt[4], Greg Walton[1]

[1]Stanford University, [2]University of New Orleans, [3]University of California, Berkeley, [4]High Energy Audits

The present study examines the effects of providing energy use feedback to households when energy conservation is framed as an intentional community effort or simply as a descriptive social norm. We find that appeals framed as a community effort lead to greater energy savings than norm only and control conditions.

D240

IPOSTURE: THE SIZE OF ELECTRONIC CONSUMER DEVICES AFFECTS OUR BEHAVIOR

Maarten W. Bos[1], Amy Cuddy[2]

[1]Disney Research, [2]Harvard Business School

Working on electronic devices of different sizes affects power-related behaviors. Compared to participants working on larger devices (e.g., an iMac), participants who worked on smaller devices (e.g., an iPad) behaved less assertively – waiting longer to interrupt an experimenter who had made them wait, or not interrupting at all.

D241

EYE TRACKING OPERATES AS AN IMPLIED SOCIAL PRESENCE

Eleni Nasiopoulos[1], Agnes Cywinska[1], Alan Kingstone[1]

[1]University of British Columbia

The mere knowledge that one's eye movements are being tracked is shown to be sufficient to trigger prosocial looking behaviour, i.e., avoiding looking at areas in advertisements that contain sexually provocative material. We suggest that an eye tracker operates as an implied social presence, triggering abnormal prosocial looking behaviour.

D242

A MODEL OF MORAL INJURY: SOCIAL ACCEPTANCE, SELF-WORTH, AND MENTAL HEALTH

Alyssa Boasso[1], Rebecca Lubin[1], Jonathan Larson[1], William Nash[1], Brett T. Litz[1]

[1]VA Boston Healthcare System

Perpetrated moral transgressions that are irreconcilable with pre-existing schemas can reduce self-worth and mental health. Societal and interpersonal acceptance can normalize transgressions, maintaining self-worth. Mediation analyses demonstrated that: (1) transgressions predicted lower self-worth which in turn reduced mental health; (2) acceptance predicted lower perceived transgressions which in turn elevated self-worth.

D243

PSYCHOSOCIAL VARIABLES AS PREDICTORS OF GAMING BEHAVIORS AND GAMING ADDICTION IN THE MASSIVELY MULTIPLAYER ONLINE GAME WORLD OF WARCRAFT

Myrna R. Scott[1]

[1]California State University Fullerton

This study evaluated psychosocial variables in problematic gaming behaviors in World of Warcraft. Significant regression model predictors included preference for online social interaction and amount of time spent gaming. The significant model predictors for time spent gaming were number of online friends and scores on the Real Me Scale.

D244

ASYMMETRIC PERCEPTIONS OF AGREEMENT WITH THE SELF AND OTHERS

Shane Forte Blackman[1], Emily Pronin[1]

[1]Princeton University

Witnessing someone express the same preferences as another (or the self) prompts attributions about the reasons behind those shared preferences. Attributions about the objectivity of those preferences, as well as attributions about the person's personality, depend upon whether those preferences resemble those of the self.

D245

"CATCHING" BEHAVIORS FROM OUR NEIGHBORS: SPATIAL CLUSTERING OF HEALTH BEHAVIORS IN COLLEGE RESIDENCE HALLS

Helen C. Harton[1], Peng Zhang[1], Nicholas Terpstra-Schwab[1], Brooke Ammerman[1]

[1]University of Northern Iowa

We surveyed residents of four college dormitories at the beginning and end of a semester on behaviors relating to nutrition, exercise, alcohol, and sex. College students became more similar to their housemates over time, providing further, real-world support for dynamic social impact theory.

D246

MAINTAINING SELF-CONCEPT CLARITY THROUGH MAINTAINING POLITICAL ATTITUDES

Jesi Elise Johnson[1], Rachael Carroll[1], H. Colleen Sinclair[1]

[1]Mississippi State University

We examined whether attitude change reduced self-concept clarity. Reversing attitudes did decrease self-concept clarity, especially among those anti-gay rights who thought being pro-gay rights was a minority opinion. Whereas anti-gay rights participants who became stronger in their opposition showed increased self-concept clarity, especially when believing the majority agreed with them.

D247

PROCESSES BY WHICH ROMANTIC PARTNERS IMPACT DAILY HEALTH BEHAVIORS

Krista W. Ranby[1], Leona S. Aiken[2], Isaac M. Lipkus[3], Megan A. Lewis[4], Benjamin Toll[5]

[1]University of Colorado Denver, [2]Arizona State University, [3]Duke University, [4]RTI, [5]Yale University

Different forms of social influence exerted by romantic partners affected exercise and smoking through direct, mediated and moderated pathways. Multiple types of husband influence on wife's exercise were distinguished and unique pathways of influence were supported. With dual-smoker couples, couple focused conditions increased desire to quit which reduced smoking.

D248

THE NEED TO BELONG DIFFERENTIALLY MODERATES THE EFFECTS OF DESCRIPTIVE AND INJUNCTIVE NORMS ON ORGANIZATIONAL CITIZENSHIP BEHAVIORS

Kathryn Jacobson[1], Ryan P. Jacobson[1], Jacqueline N. Hood[1]

[1]University of New Mexico

Results from a sample of working professionals supported the prediction that the need to belong would enhance the effectiveness of injunctive but not descriptive norms. These findings indicate that the norms are associated with somewhat distinct underlying motivations, providing further support for the focus theory of normative conduct.

D249

MEANING-CHANGE: PROCESSES AND CONSEQUENCES IN SOCIAL INFLUENCE

Timothy Hayes[1], Wendy Wood[1]

[1]University of Southern California

Asch (1940) observed that social groups influence the subjective meaning of persuasive messages. Supporting this claim, two studies demonstrate that meaning-change processes occur under cognitive load, impede attempts at bias correction, and impact reported behavior. These results highlight important cognitive and motivational processes not emphasized by current theories of persuasion.

D250
ON THE VALUE OF DIVERSITY IN THE AFTERMATH OF SOCIAL CHANGE
Radmila Prislin[1], Cory Davenport[2], Yishan Xu[3]
[1]San Diego State University, [2]Texas Tech University, [3]University of Virginia
In a face-to-face interaction with confederates, participants initially received minority or majority support, which was kept consistent (status-quo) or reversed (minority <--> majority). In the aftermath of social change, new majorities were less accepting of diversity within the group than their stable counterparts whereas new minorities showed an increased tolerance for diversity.

D251
THE PRIDE LEARNING BIAS
Jason Peter Martens[1], Jessica Tracy[1]
[1]University of British Columbia
Humans are social learners, but whom do we copy? We show that the pride expression is reliably associated with success by children as young as 8-months old, and that it is implicitly associated with knowledge and cues copying behavior among adults, which is driven by a desire to attain knowledge.

D252
BROADCASTING AND NARROWCASTING: HOW AUDIENCE SIZE IMPACTS WHAT PEOPLE SHARE
Alixandra Barasch[1], Jonah Berger[1]
[1]Wharton, UPenn
Does mere audience size impact what people talk about and share? We demonstrate that broadcasting (communicating with many people) leads people to share more self-presentational content, while narrowcasting (communicating with one person) encourages people to share more useful content. These effects are driven by shifts in self- versus other-focus.

D253
PERCEIVED SOCIAL SUPPORT FROM FACEBOOK FRIENDS MATTERS: FACEBOOK SOCIAL SUPPORT NETWORKS AMONG PEOPLE WITH DEPRESSION
Jiyoung Park[1], David Lee[1], Holly Shablack[1], Phillipipe Verduyn[2], Ethan Kross[1]
[1]University of Michigan, [2]University of Leuven
Does Facebook provide opportunities for social support for depressed people? We examined how social support on Facebook would influence depressive symptoms of individuals with Major Depressive Disorder. We found that depressed people perceived to receive less support than healthy individuals, which in turn predicted changes in depressive symptoms over time.

D254
NEIGHBORHOOD FACTORS MODERATING THE EFFECTS OF DRINKING ON RELATIONSHIP FUNCTIONING OVER THE EARLY YEARS OF MARRIAGE
Dev J. Crasta[1], Janette L. Funk[1], Ronald D. Rogge[1]
[1]University of Rochester
Using archival data and self-reports of neighborhood quality, we examined neighborhood factors as moderators of the effects of drinking in 303 couples assessed across the first 4 years of marriage. Results indicated that wives' drinking preserved relationship satisfaction in resource-poor neighborhoods while complex associations emerged in socially structured neighborhoods.

D255
CO-EXPERIENCE INTENSIFIES EMOTION AND CHANGES MEMORY
Bethany Anne Burum[1], Erica Boothby[2]
[1]Harvard University, [2]Yale University
What are the consequences of believing another mind is sharing our experience? Two sets of studies demonstrated that merely believing another person is doing the same thing that we are at the same time intensifies our emotions and changes our memory.

D256
SEEING THE WORLD THROUGH A SOCIAL LENS: HOW GROUP ATTENTION SHAPES THE MIND
Garriy Shteynberg[1]
[1]University of Tennessee
Recent studies suggest that when people believe they are attending to a piece of information with their group members, that information becomes more psychologically prominent and behaviorally impactful. These findings point to the existence of a psychological 'we-mode' that increases the cognitive elaboration of attended information.

D257
SHARING SOCIAL SPACE: HOW CO-EXPERIENCE SHAPES NEURAL REPRESENTATIONS OF SOCIAL DISTANCE
Thalia Wheatley[1], Carolyn Parkinson[1]
[1]Dartmouth
The feeling of connecting with another mind is the currency that shapes our social networks. We discuss behavioral and neuroimaging data from our lab that show how mental representations of social closeness re-purpose spatial perception. This research suggests direct, testable hypotheses for how co-experience may compress this mental social space.

Self-Esteem

D258
SELF-ESTEEM AND RISK OF REJECTION AS PREDICTORS OF TEXTING WHILE DRIVING BEHAVIOUR
Darrick Chow[1], Amanda L. Forest[2]
[1]McGill University, [2]University of Waterloo
This study explores self-esteem and risk of rejection as possible factors that predict people's propensity to text while driving. Results indicated that low self-esteem, but not high self-esteem, predicted longer, more expressive replies while driving when there was a risk of rejection from an ostensible partner.

D259
STRIVING FOR ATTRACTIVENESS: THE ASSOCIATIONS BETWEEN CONTINGENT SELF-ESTEEM, SELF-OBJECTIFICATION, AND APPEARANCE SELF-ESTEEM IN WOMEN
Amy Noser[1], Ashton Southard[1], Virgil Zeigler-Hill[1]
[1]Oakland University
Links between contingent self-esteem, self-objectification, and appearance self-esteem in women were examined. Self-objectification mediated the association between contingent self-esteem and appearance self-esteem. These results suggest the connection between contingent self-esteem and appearance self-esteem may be due in part to women with contingent self-esteem objectifying their bodies.

D260
SOCIAL MEDIA, SOCIAL COMPARISON, AND SELF-ESTEEM
Erin A. Vogel[1], Jason P. Rose[1], Lindsay R. Roberts[1], Katheryn Eckles[1]
[1]University of Toledo
Social media is changing the nature of social comparisons and impacting self-esteem. Participants who were most invested in Facebook had poorer trait self-esteem due to greater exposure to upward social comparisons (Study 1). Moreover, state self-esteem and relative self-evaluations were lower after viewing fictitious upward comparison Facebook profiles (Study 2).

D261
SELF-ESTEEM INSTABILITY AND PERCEPTIONS OF PERSONALITY FEATURES
Brian Enjaian[1], Noah Pollock[1], Christopher Holden[1], Ashton Southard[2], Virgil Zeigler-Hill[1]
[1]Oakland University, [2]University of Southern Mississippi
Participants completed measures of self-esteem level and self-esteem instability before recruiting others to evaluate their personality

characteristics. Those with stable high self-esteem were viewed as being agreeable, conscientious, and open to experience. This suggests that self-esteem instability is associated with how individuals are viewed by others.

D262
SELF-ESTEEM AS A STABILIZING FORCE: HIGHER SELF-ESTEEM CONSTRAINS MENTAL DYNAMICS FOLLOWING EGO DEPLETION

Jay L. Michaels[1], Susan L. Wiese[2], Margaret E. Genevie[1]
[1]Presbyterian College, [2]Intracoastal Philanthropic Solutions

Our primary experiment used a novel technique to capture participants' self-evaluative dynamics before and after a manipulation to evoke ego-depletion. Participants with lower self-esteem experience negative, unstable self-evaluation following a difficult task, whereas high self-esteem individuals exhibit little self-evaluation perturbation. This result provides new insight into self-esteem dynamics.

D263
RISK-TAKING FOLLOWING EGO THREAT IN MEN WITH DEFENSIVE SELF-ESTEEM

Jennifer Borton[1], Mark Oakes[2], Sarah Dreyer-Oren[1]
[1]Hamilton College, [2]St. Lawrence University

Following an academic ego threat, men with defensive (high explicit/low implicit) self-esteem engaged in greater risk-taking than did either men with secure (high explicit/implicit) self-esteem or women. Men and women with defensive self-esteem appear to have different strategies for coping with ego threat.

D264
WHO NEEDS YOU? I'VE GOT MY DOG: PET AFFINITY AND RELATEDNESS PREDICT POSITIVE SELF-STATEMENTS

Michelle Christine Quist[1], Jennifer L. Bryan[1], Mai-Ly Nguyen[1], Dawn W. Foster[2], Chelsie M. Young[1], C. Raymond Knee[1]
[1]University of Houston, [2]MD Anderson

Past research links pets to positive well-being. Relatedness and pet affinity may predict the use of positive self-statements as pain coping mechanisms. Results revealed that individuals high in pet affinity reported higher positive self-statements, regardless of levels of relatedness. Pets may fulfill unmet social relatedness needs, leading to positive outcomes.

D265
DISCREPANT HIGH SELF-ESTEEM AND WORKING MEMORY CAPACITY: POTENTIAL IMPLICATIONS FOR REGULATING DEFENSIVENESS DURING SITUATIONS SHOWN TO ACTIVATE SELF-DOUBT

Shannon P. Lupien[1], Cheryl L. Kondrak[1], Lindsey Streamer[1], Mark D. Seery[1]
[1]University at Buffalo, SUNY

The processes by which defensive responses occur for discrepant high self-esteem individuals (HSEs) have yet to be fully delineated. Results indicated that when the potential to demonstrate excellence existed, discrepant HSEs exhibited lower working memory capacity (WMC) than congruent HSEs, implicating WMC as a potentially important factor for regulating defensiveness.

D266
AROUSAL AND SELF-ESTEEM INTERACT TO INFLUENCE APPROACH MOTIVATIONS

Eric T. Huang[1], Danu Anthony Stinson[1], Lisa B. Reddoch[1]
[1]University of Victoria

Higher self-esteem individuals (HSEs) favour approach motivations more than lower self-esteem individuals (LSEs). Arousal should increase HSEs' but decrease LSEs' approach motivations. Results supported this prediction. With arousal, HSEs exhibited higher approach than LSEs. Without arousal, LSEs exhibited higher approach than HSEs, suggesting self-esteem differences in optimal levels of arousal.

D267
UTILIZING THE TERROR MANAGEMENT HEALTH MODEL TO IMPACT EXERCISE BEHAVIOR OVER TIME

Jacquelyn Kayla Watson[1], Kasey Lynn Morris[1], Burcin Cihan[2], Jamie L. Goldenberg[1], Jamie Arndt[3]
[1]University of South Florida, [2]Middle East Technical University, Turkey, [3]University of Missouri

Supporting the terror management health model, priming mortality in the context of an experiment on exercise increased exercise over a two week period, which in turn mediated participants' fitness-contingent self-esteem. The findings provide insight into how mortality primes can be used to promote health behavior over time.

D268
CULTURAL NORMS, COGNITIVE DISSONANCE, SELF ESTEEM, AND SMOKING: A MODERATED MEDIATION ANALYSIS

Raymond Garza[1], Willie Hale[1], Jessica Perrotte[1]
[1]University of Texas at San Antonio

Participants completed a survey assessing smoking behavior/beliefs and a variety of dispositional and cultural factors. Cognitive dissonance mediated the relationship between cultural norms and positive beliefs about smoking. Self-esteem moderated the model's first and second stages, producing significantly different total and indirect effects for individuals with high versus low self-esteem.

D269
SELF-ESTEEM AND SOCIAL COMPARISONS ON FACEBOOK

Claire Midgley[1], Penelope Lockwood[1], Snezhana Buneeva[1]
[1]University of Toronto

We examined the role of self-esteem in the direction and outcome of Facebook social comparisons. Lower self-esteem was associated with making more upward than downward comparisons when participants viewed their newsfeed (Study 1). This association between lower self-esteem and upward comparisons in turn resulted in more negative self-views (Study 2).

D270
BUFFERING EFFECTS OF IMPLICIT SELF-ESTEEM AFTER FAILURE EXPERIENCE: INVESTIGATION AMONG JAPANESE PEOPLE

Tsutomu Fujii[1], Takafumi Sawaumi[2], Atsushi Aikawa[3]
[1]Sungshin Women's University/Center for Research on Educational Testing(CRET), [2]The University of Tokyo/CRET, [3]University of Tsukuba/CRET

This study basically aimed at replicating Greenwald and Farnham's (2000) study concerning "buffering effect of implicit self-esteem." Explicit and implicit self-esteem of Japanese participants was measured. Then, they were led to experience failure. And they answered their perception such as emotion. Results basically replicated Greenwald and Farnham's study.

D271
POSSIBLE ADAPTIVE FEATURE OF IMPLICIT SELF-ESTEEM: ITS RELATION TO OTHER PERSONALITY TRAITS

Takafumi Sawaumi[1], Tsutomu Fujii[2], Atsushi Aikawa[3]
[1]The University of Tokyo / Center for Research on Educational Testing (CRET), [2]Sungshin Women's University / CRET, [3]University of Tsukuba / CRET

This study investigated associations of implicit self-esteem with other personality traits. Results showed that explicit self-esteem was positively correlated with social desirability, but that was not the case for implicit self-esteem. Both explicit and implicit self-esteem was negatively correlated with performance avoidance goal. The implications are discussed.

D272

THE MODERATE EFFECT OF PERCEPTION OF ACCEPTANCE ON THE PROCESS SELF-ESTEEM AND REASSURANCE SEEKING INFLUENCE FRIEND'S APPRAISAL: WHY ARE ONLY LOW SELF-ESTEEMS REJECTED?

Koji Hasegawa[1]
[1]*Shinshu University*

Why are only low self-esteems (LSEs) with high reassurance seeking (HRS) rejected? We focused on the perception of acceptance (PA). The results were that on high PA and high reassurance seeker, LSEs received a lower appraisal from their friend than HSEs. Their annoying way of RS may elicit friend's rejection.

D273

DISASTER EXPOSURE INCREASES RELIANCE ON RELIGIOUS SOURCES OF SELF-WORTH AMONG PEOPLE LACKING OTHER INTRA- OR INTERPERSONAL COPING RESOURCES

Melike Eger[1], Jerome A. Lewis[1], James C. Hamilton[1], Ian Sherwood[1]
[1]*University of Alabama*

We examined relations between disaster exposure and changes in reliance on God's love as source of contingent self-worth. Greater exposure to the tornado led to increased reliance on God's love, but only among subjects who were poor copers, lacked social support, or manifest the five factor model immaturity profile.

D274

WINNERS, LOSERS, INSIDERS, AND OUTSIDERS: THE IMPACT OF MANIPULATING STATUS AND INCLUSION ON SELF-ESTEEM AND BEHAVIOR

Nikhila Mahadevan[1], Aiden P. Gregg[1]
[1]*University of Southampton, UK*

Hierometer theory proposes that self-esteem evolved to regulate, not only inclusion (sociometer theory), but also status, by tracking it and motivating status-optimizing behavior. In support, changes in status caused corresponding changes in self-esteem, independently of changes in inclusion; and lower status subsequently prompted more assertive behaviour, independently of agreeable behaviour.

D275

DELAY EFFECTS OF TERROR MANAGEMENT THREATS ON DEATH-THOUGHT ACCESSIBILITY: A META-ANALYSIS

Chris Steinman[1], John Updegraff[1]
[1]*Kent State University*

Meta-regressions were conducted to investigate the impact of delay on death-thought accessibility following mortality salience and other Terror Management threats. Results provide mixed support for the assertion that mortality salience and other types of threats carry unique temporal associations with death-thought accessibility.

D276

ADVANTAGES OF CONTINGENT SELF-ESTEEM: ACADEMIC SELF-ESTEEM PREDICTS BETTER ACADEMIC PERFORMANCE

Jamin Blatter[1], David Webber[1], Jeff Schimel[1], Jennifer Passey[1]
[1]*University of Alberta*

The present research examined whether academic contingent self-esteem could lead to success in school. Results indicated a positive correlation between academic self-esteem and performance, however, there was a negative relationship between impulsivity and performance. There was no correlation with global self-esteem and performance, suggesting that contingent self-esteem may be advantageous.

D277

IT IS NOT WHAT YOU LOOK AT, BUT WHAT YOU SEE: HOW NEGATIVE MEANING-MAKING RELATES TO PERCEIVED PARENTING STYLE AND FEELING WORTHY OF LOVE

Amelia D. Coffman[1], Camilla S. Øverup[1], Julie A. Brunson[1], Linda K. Acitelli[1]
[1]*University of Houston*

Negatively-focused meaning-making of parental expectations mediates the relationship between autonomy-supporting parenting and currently feeling worthy of love from one's family, controlling for gender and age. Those who perceived autonomy-supporting parenting tended toward lower levels of negative meaning-making, which, in turn, was associated with feeling more worthy of love.

D278

WHAT DOES SELF-ESTEEM REFER TO? AN EMPIRICAL SUPPORT FOR SELF-ESTEEM AS DESIRE FOR POSITIVE SELF-EVALUATION, BUT NOT AS POSSESSION OF POSITIVE SELF-EVALUATION

Joo Lee[1], Minjae Seo[1], Young-Hoon Kim[1]
[1]*Yonsei University*

To test whether self-esteem mirrors one's favorable self-evaluations or desire for it, we investigated how participants reported their performance level as a function of their self-esteem. High self-esteem participants exaggerated their performance level, but they did not when motivated for accurate rating, suggesting self-esteem reflects one's desire for positive self-evaluations.

Stereotyping/Prejudice

D279

RELATION BETWEEN CURRENT EFFORTS AND POTENTIAL SUCCESS IN THE FUTURE: HARD-WORKING GIRLS ARE NOT EXPECTED TO SUCCEED.

Catherine Verniers[1], Delphine Martinot[1]
[1]*University Blaise Pascal*

The current study demonstrated that adolescents are aware of a gender stereotype describing the female students' intelligence as more fixed than the male students' intelligence. Moreover, the more the participants described a female student as hard-working, the less they estimated that she had potential to succeed in the future.

D280

AVOIDANCE PREDICTS LESS POSITIVE EVALUATIONS OF WARM, BUT NOT COLD, GROUPS

Nicholas Santascoy[1], Sara Burke[1], John Dovidio[1]
[1]*Yale University*

The present work extended research on interpersonal attachment to intergroup attitudes. We predicted and found in ratings of existing social groups (Study 1) and experimentally (Study 2) that although groups higher in stereotypical warmth were generally evaluated more favorably, this effect was significantly weaker among participants higher in avoidant attachment.

D281

CONFIRMING THE STEREOTYPE: IDENTITY CENTRALITY MODERATES MATH PERFORMANCE FOLLOWING STEREOTYPE (DIS) CONFIRMATION

Tessa Dover[1], Brenda Major[1]
[1]*UC Santa Barbara*

Women took a math test under stereotype threat conditions (or not) and subsequently received positive or negative false feedback. Under threat, weakly gender-identified women performed worse on a subsequent math test following negative (stereotype confirming) feedback. However, highly-identified women performed worse following positive (stereotype disconfirming) feedback. Implications are discussed.

D282

LEGAL OR ILLEGAL: INDIVIDUAL DIFFERENCES IN EVALUATIVE BIAS TOWARD IMMIGRANTS VARYING ON DOCUMENTED STATUS AND RACE

Bradley D. Mattan[1], Jasmin Cloutier[2]
[1]*University of Birmingham,* [2]*University of Chicago*

The interaction of visually-ascribed immigration status and individual differences in stereotyping was examined using an evaluative

priming paradigm with White and Latino faces. Multiple regressions confirmed that stereotype endorsement predicted implicit evaluative bias toward Latino (but not White) faces ascribed with "illegal" status, relative to "legal" status.

D283
PREJUDICE TOWARD ATHEISTS: VALUES THREAT AND LACK OF BELIEF IN A MORALIZING GOD

Allison H. Varley[1], Gabrielle Filip-Crawford[1], Craig T. Nagoshi[2]
[1]Arizona State University, [2]University of Texas at Arlington

Theist participants rated targets whose values largely matched their own more favorably than targets whose values did not, supporting the sociofunctional perspective. Theist participants rated atheist targets less favorably than believers in a monitoring/punishing god and believers in a non-monitoring/non-punishing god, demonstrating lack of support for the religious prosociality perspective.

D285
THE ROLE OF MASCULINITY THREAT IN DISCRIMINATION AGAINST WOMEN AND GAY MEN

Kevin S. Weaver[1], Theresa K. Vescio[1]
[1]The Pennsylvania State University

Masculinity was threatened/assured, then men reported denial of discrimination, acceptance of group-based inequality, endorsement of traditional masculinity norms (MRNS), and gender identification (GID). Both manipulations led to more denial of discrimination against gay men, assured/high MRNS men denied more discrimination against women, and threatened/high GID men accepted more group-based inequality.

D286
THE ROLE OF SOCIAL DOMINANCE ORIENTATION IN THE MANAGEMENT OF EXISTENTIAL THREAT

Lauren Elizabeth Coursey[1], Jared Kenworthy[1]
[1]University of Texas at Arlington

We examined the relationship between social dominance orientation (SDO), mortality salience, and outgroup attitudes. 242 participants wrote about death or a control topic prior to reporting outgroup attitudes. At low (but not high) levels of SDO, outgroup attitudes were lower in the mortality salience condition compared to the control condition.

D287
THE INFLUENCE OF SOCIOECONOMIC STATUS ON DECISIONS TO SHOOT

Samantha L. Moore[1], Christopher L. Beck[2], E. Ashby Plant[2]
[1]Temple University, [2]Florida State University

Participants were instructed to shoot armed suspects on a computer simulation that varied suspect race (Black vs. White) and SES (high vs. low). Results revealed that only suspect SES influenced responses on the shooter task. Participants were faster to shoot armed low SES individuals compared to armed high SES individuals.

D288
RECALL FLUENCY AND PREJUDICIAL JUDGMENTS: HOW THINKING LESS COUNTER-STEREOTYPICALLY IS A GOOD THING.

Troy G. Deskins[1], Max Monahan[1], Rusty B. McIntyre[1]
[1]Eastern Michigan University

Recall fluency of negative stereotypes was examined for prejudicial judgments. Participants who thought of fewer stereotypic, or more counter-stereotypic examples of African Americans made more prejudicial judgments of Blacks than did participants who thought of more stereotypic or fewer counter-stereotypic examples. Results are interpreted as consistent with models of heuristics.

D289
ON THE BENEFITS OF FEELING LONELY - HOW LONELINESS INCREASES ANTHROPOMORPHISM OF ROBOTS AND REDUCES DEHUMANIZATION OF OUT-GROUP MEMBERS.

Birte Schiffhauer[1], Friederike Eyssel[1]
[1]University of Bielefeld

Anthropomorphism research shows loneliness priming increases the attribution of humanity to nonhuman entities. In an experiment we tested whether this effect would extend to the human intergroup context. Results demonstrated that judgments of anthropomorphism and the dehumanization of Turkish out-groupers, respectively, were driven by the same psychological mechanism; sociality motivation.

D290
CAN AN ESKIMO ON THE DESERT MAKE US MORE CREATIVE? SCHEMATA VIOLATION INCREASES CREATIVITY WHEN NEED FOR STRUCTURE IS LOW.

Malgorzata Goclowska[1], Matthijs Baas[1], Richard Crisp[2], Carsten De Dreu[1]
[1]University of Amsterdam, [2]University of Sheffield

When does violating schemata increase creativity? We asked participants to think of a counter-stereotype (female mechanic; Experiment 1), and to memorize schemata-violating targets (e.g., Eskimo on the desert; Experiment 2). Following schemata violation participants low in need for structure responded with more creativity.

D291
COGNITIVE LOAD'S VARYING EFFECTS ON EGALITARIAN GOAL PURSUIT

Kimberly Chaney[1], Christiana Berardi[1], John Dombrowski[1], John Nezlek[1], Cheryl Dickter[1]
[1]College of William & Mary

The effectiveness of egalitarian goal pursuit as a proactive strategy for stereotype inhibition was examined under varying levels of cognitive load. Analyses revealed that activating an egalitarian goal increased stereotype application when cognitive resources were limited and a depletion of cognitive resources during egalitarian goal pursuit.

D292
OWN-RACE AND YOUNG FACES RECEIVE PREFERENTIAL ATTENTION BUT THIS MAY NOT EXPLAIN WHY THEY ARE RECOGNIZED MORE ACCURATELY

Catherine J. Mondloch[1], Thalia J. Semplonius[1], Lindsey A. Short[1], Valentina M. Proietti[2]
[1]Brock University, [2]University of Milano-Bicocca

When viewing faces in naturalistic scenes, own-race and young adult faces were fixated more than other-race and older adult faces. Individual differences in attention allocation were not correlated with differences in the magnitude of the own-race or own-age recognition advantage, highlighting the importance of perceptual expertise and social cognition.

D293
THE ROLE OF INTENT AND HARM IN JUDGMENTS OF PREJUDICE AND EGALITARIANISM

Angela C. Bell[1], Melissa Burkley[1]
[1]Oklahoma State University

Examined how intent and harm influences judgments of prejudice and egalitarianism. Results highlight an asymmetry, such that intent and harm influence perceptions of prejudice but only intent influences perceptions of egalitarianism. Egalitarianism and prejudice are not two sides of the same coin; people use difference information to make each judgment.

D294

ATTAINABILITY MATTERS FOR EFFECTIVE FEMALE ROLE MODELS IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH

Diana E. Betz[1], Denise Sekaquaptewa[2]
[1]*Siena College,* [2]*University of Michigan*

Two studies examine what renders science, technology, engineering, and math (STEM) role models ineffective. First, STEM role models (compared to humanities) backfired because their success seemed unattainable. Second, college women were less motivated by feminine than "everyday," gender-neutral STEM role models, especially if they believed that STEM women are unfeminine.

D295

STRATEGIES FOR REDUCING EXPLICIT AND IMPLICIT NEGATIVITY TOWARD GAY MEN AND LESBIANS

Jeremy D. Heider[1], Diana R. Radford[2]
[1]*Southeast Missouri State University,* [2]*Eastern Oregon University*

In a 2 (Educational Reading: yes, no) x 2 (Paired-Association Task: yes, no) design, we measured participants' explicit and implicit sexual orientation attitudes. Only a main effect of the paired-association task on implicit attitudes emerged; participants receiving this task exhibited less implicit bias against homosexuals than participants not receiving it.

D296

AN EYE FOR THE I: VISUAL ATTENTION AND INTERGROUP BIAS

Regis Caprara[1], Kerry Kawakami[1], Amanda Williams[2], Derek Chung[1], Rebecca Vendittelli[1], Kevin Loi[1]
[1]*York University,* [2]*University of Hawaii at Maona*

Eye gaze of White participants presented with White and Black target faces was investigated using an eye tracker. Results demonstrated that visual attention can be meaningfully influenced by instruction to individuate others. Furthermore, preferential attention to the eyes of ingroup members predicted willingness to interact with outgroup members.

D297

LAY THEORIES OF GROUP-BASED BIASES MODERATE THE LINK BETWEEN UNFAIR TREATMENT AND NEGATIVE HEALTH OUTCOMES FOR WOMEN AND SEXUAL AND RACIAL MINORITIES

Caroline C. Fitz[1]
[1]*The George Washington Universty*

Two studies examined whether self-reported and manipulated beliefs about the malleability of group-based biases moderate the relationships between sexism and alcohol consumption (Study 1a), heterosexism and suicidality (Study 1b), and racial exclusion and substance use willingness (Study 2). Results suggest the belief that bias can change buffers against unfair treatment.

D298

WHEN MULTICULTURAL ACTIVITIES BACKFIRE: THE CASE OF "ARCHIE BUNKER'S NEIGHBORHOOD" AND SYSTEM JUSTIFICATION

Daniel Allan Miller[1], Elizabeth Tobin[1], Lindsay Roberts[2]
[1]*Indiana University - Purdue University, Fort Wayne,* [2]*University of Toledo*

The current research empirically investigates a widely used activity thought to build multicultural awareness. Results indicate, in line with System Justification Theory, that placing middle class students in an artificial situation where they experience discrimination does not reduce their negative attitudes toward the poor, but rather bolsters them.

D299

BELIEFS ABOUT SEXUAL ETIOLOGY AND THEIR CONSEQUENCES FOR HOMOPHOBIC BULLYING

Eric M. Gomez[1], Jennifer L. Eberhardt[1], Rebecca C. Hetey [1], Cynthia S. Levine [1]
[1]*Stanford*

This study examines how people's etiological beliefs of sexuality influence their concern toward a gay victim who is bullied at school. Participants were exposed either to the message that sexuality is a choice or that it's innate. Participants in the choice condition were more likely to victim-blame the gay student.

D300

PUTTING PREJUDICE REDUCTION ONLINE: THE EFFECTS OF REMOTE VS. IN PERSON LEARNING ON SELF-EFFICACY TO RESPOND WITHOUT BIAS

Laura Ruth M. Parker[1], Mason D. Burns[1], Margo J. Monteith[1]
[1]*Purdue University*

Investigated whether prejudice reduction strategies administered remotely (online) versus in person (laboratory) promoted self-efficacy to respond without prejudice across varied situations. Results underscore that remote training inspires as much self-efficacy as in-person training, except for people who are motivated to control their prejudiced responses for external (but not internal) reasons.

D301

HOW HAVE CHILDREN'S GENDER-SCIENCE STEREOTYPES CHANGED OVER TIME?

David I. Miller[1], Kylie M. Nolla[2], Alice H. Eagly[1], David H. Uttal[1]
[1]*Northwestern University,* [2]*University of Chicago*

This meta-analysis investigated how children's gender-science stereotypes have changed over time by synthesizing results from 53 studies spanning 4 decades of data collection. Children's gender-science stereotypes have rapidly weakened over time, at least within the U.S., and are weaker in nations with a higher representation of women in science.

D302

CONNECTIONS BETWEEN DISGUST SENSITIVITY, RELIGIOSITY, AND PREJUDICE

Skylar Macall Brannon[1], Wade C. Rowatt[1], Megan Haggard[1], Logan Yelderman[2], Thomas P. Carpenter[1]
[1]*Baylor University,* [2]*University of Nevada, Reno*

Prior studies suggest that social conservatism stems from the evolutionary urge to avoid infection. Using Hayes (2009) bootstrapping method to estimate the confidence interval of indirect effects, we found that religious fundamentalism mediates the relationship between germ aversion and attitudes towards gays and lesbians.

D303

A MERE EFFORT ACCOUNT OF THE EFFECT OF STEREOTYPE THREAT ON MOTOR PERFORMANCE

Allison E. Seitchik[1], Meghan Huber[1], Adam J. Brown[1], Dagmar Sternad[1], Stephen G. Harkins[1]
[1]*Northeastern University*

Mere Effort argues that stereotype threat motivates stigmatized participants to perform well, which potentiates the prepotent response. Supporting this account using a motor task, potentiation of the incorrect prepotent response in naïve participants led to debilitation, but potentiation of the correct prepotent response in "expert" participants led to facilitation.

D304

COMMUNICATING ABOUT OTHERS: MOTIVATIONS AND CONSEQUENCES OF RACE-BASED IMPRESSIONS

Amanda Kate Sesko[1], Monica Biernat[2]
[1]*University of Alaska Southeast,* [2]*University of Kansas*

Following exposure to a Black or White student's academic transcript, White communicators low in internal motivation to respond without prejudice evaluated Black students more favorably, mis-remembered them as having lower GPAs, and racial prejudice increased from pre- to post-test among those who communicated a positive impression of the Black student.

D305

WHAT DO YOU CALL A BLACK GUY WHO FLIES A PLANE? DISPARAGEMENT AND CONFRONTATION IN THE CONTEXT OF RACIAL HUMOR

Derrick F. Till[1], Megan L. Strain[1], Donald A. Saucier[1]
[1]Kansas State University

We examined effects of jokes intended to loosen or tighten norms regarding prejudice expression. Disparaging jokes disinhibited prejudice expression. Confrontational jokes increased negative affect, but increased stereotypical thinking when the jokes were perceived to disparage Blacks. These results extend prejudiced norm theory, confrontation research, and the justification-suppression model of prejudice.

D306

TOO CLOSE FOR COMFORT: THE MODERATING ROLE OF ESSENTIALISM IN TRANSGENDER BIAS

Max Davidson[1], Alex Czopp[1]
[1]Western Washington University

Male and female participants rated their comfort with sharing same-gender spaces with transgender or cisgender targets. Psychological essentialism was negatively related to comfort with transgender targets; male and female participants who were high in essentialism were less comfortable with trans men and trans women, respectively, than with same-sex cisgender targets.

D307

STATUS- AND CONTEXT-DEPENDENT CONSEQUENCES TO STEREOTYPE INFORMATION

Wayne Chan[1]
[1]Rutgers University

Provoked emotions may affect support for political reparations by situationally high-status group members. Across situations where men had high status (math test) and women had high status (language test situation), high-status group members reporting more guilt were more willing to engage in political action to benefit the low-status group.

D308

DO YOU SEE WHAT I SEE? THE ROLE OF IMPLICIT BELIEFS IN PERCEIVING A STEREOTYPIC VERSUS COUNTER-STEREOTYPIC BLACK MALE

Eric D. Splan[1], Sierra P. Niblett[1], Monica Mendoza[1], Patrick J. Hibberd[1], Mark W. Geisler[1], Avi Ben-Zeev[1]
[1]San Francisco State University

We provide evidence that Entity vs. Incremental theorists experience a memory distortion when a Black male target is introduced as a doctor (counter-stereotypic context) vs. as a basketball player (stereotypic context). Entity theorists generated more Afrocentric renditions of a Black male target. This effect was stronger in the doctor/counter-stereotypic condition.

D309

GENDER AND PARENTING: THE EFFECTS OF PARENTING FAILURES ON EVALUATIONS OF MOTHERS AND FATHERS

Adrian J. Villicana[1], Donna M. Garcia[2], Monica Biernat[1]
[1]University of Kansas, [2]California State University, San Bernardino

Using the shifting standards model, we investigated parenting stereotypes and the extent to which failure versus success at parenting tasks moderated pro-mother bias. In two scenario studies, mothers and fathers were judged equally "good" parents, but custody judgments favored mothers except when they failed at parenting tasks.

D310

THE INFLUENCE OF OUT-GROUPS AND INDIVIDUALS` CHARACTERISTICS ON LEVELS OF PREJUDICE

Miriam Seel[1], Minoru Karasawa[1]
[1]Nagoya University

In our study (N = 79), Japanese subjects demonstrated more favorable attitudes towards Germans compared to Koreans only in the AMP and two explicit measures. Unexpectedly, subjects' essentialist beliefs and level of conservatism correlated negatively with their attitudes in the direct measures, although there was no moderating or mediating effect.

D311

THE EFFECTS OF COUNTER-STEREOTYPICAL VERSUS COUNTER-EVALUATIVE TRAINING IN IMPLICIT PREJUDICE REGULATION

Xiaoqing Hu[1], Galen Bodenhausen[1]
[1]Northwestern University

The present study employed an associative training task to study the effect of counter-evaluative vs. counter-stereotypical training in implicit prejudice regulation. We found that compared to placebo training groups, participants in both active training groups could significantly reduce their implicit stereotypes and evaluations as measured on IATs.

D312

WOMEN'S INTENTIONS TO PURSUE STEM: THE DETRIMENTAL IMPACT OF STEREOTYPES

Elizabeth Wong[1], Michelle M. Dionne[1]
[1]Ryerson University

This study examined whether stereotypes affect women's intentions to pursue Science, Technology, Engineering and Math (STEM) fields. 194 females completed questionnaires assessing math/science outcomes under a Stereotype Threat, Stereotype Nullification, or Control condition. Stereotypes affected women's intentions to pursue STEM and this was mediated by women's math/science interests.

D313

THE INFLUENCE OF RACIAL STEREOTYPES ON BRAIN ACTIVATION DURING DECISIONS TO SHOOT

Keith B. Senholzi[1], Brendan E. Depue[1], Marie T. Banich[1], Tiffany A. Ito[1]
[1]University of Colorado Boulder

During fMRI scanning, participants determined whether Blacks and Whites held weapons, and were faster to "shoot" armed Blacks than Whites, but "not shoot" unarmed Whites than Blacks. Brain activation in areas associated with visual attention increased to armed Blacks, whereas activity in cognitive control areas increased to unarmed Whites.

D314

ME? A RACIST?: ASSUMING THE ROLE OF A RACIST DECREASES SPONTANEOUS DISCRIMINATORY BEHAVIOR

Sang Hee Park[1], Hyeon Jeong Kim[1], Yeong Ock Park[1]
[1]Chungbuk National University

Participants played the role of a White police officer and made quick judgments on whether to shoot Black or White suspects on screen. Before this task, the police officer was described as racist, nonracist, or was given no description. Racist (vs. nonracist) description led to larger decrease in Shooter Bias.

D315

ESSENTIALIZING ETHNIC IN-GROUP AND ITS IMPACT ON NATIONAL IDENTITY

Saori Tsukamoto[1], Nobuko Asai[2], Minoru Karasawa[1]
[1]Nagoya University, [2]Kyoto Bunkyo University

We developed scales to examine the relationship between essentialist beliefs concerning in-group ethnicity and group identification. We found that beliefs about ethnic essence interacted with perceived entitativity in predicting identification with an ethno-national in-group. Theoretical significance of revealing the role of psychological essentialism in national identification is discussed.

D316

THE INTERSECTION OF GENDER AND RACE: EXAMINING GENDER-SPECIFIC STEREOTYPES OF AFRICAN-AMERICANS

Britney Nicole Mack[1], William Cockrell[1], Hillary Colleen Sinclair[1]
[1]Mississippi State University

We investigated whether endorsement of African-American stereotypes varies by target gender. The subordinate male target hypothesis was partially supported; African-American men were significantly more negatively stereotyped than African-American women but only with regard to the "criminal" subtype of stereotypes. There were also positive correlations between stereotype endorsement and racism scales.

D317

WHAT'S LOVE GOT TO DO WITH IT? PERCEIVERS HIGH IN SEXUAL PREJUDICE FAIL TO UNITIZE MEMBERS OF SAME-SEX COUPLES INTO A SINGLE MENTAL REPRESENTATION

Taylor Tuscherer[1], Kurt Hugenberg[1]
[1]Miami University

Prejudice against same-sex couples may affect how perceivers represent such couples in memory. Accordingly, those high, versus low, in sexual prejudice not only perceived less intimacy in same-sex relationships, but in a who-said-what paradigm, also mentally represented same-sex relationships as two separate individuals, rather than as a unitized mental representation.

D318

ETHNOCENTRIC PERSONALITY: A 60-YEAR OLD MYTH?

Robin Bergh[1], Nazar Akrami[1]
[1]Uppsala University

Based on findings of correlated prejudices (generalized prejudice) and its relation with personality, researchers have assumed dispositions for ethnocentrism. In two studies we challenged this assumption by distinguishing between generalized prejudice and generalized outgroup bias (ethnocentrism). Personality was strongly related to the former but not the latter.

D319

WHEN EXPERIENCING SEXISM, THINK ABOUT YOUR MOTHER MIGHT HELP: THE EFFECT OF ACTIVATION OF ATTACHMENT FIGURES ON THE DESIRE OF CONFRONTATION

Po Sen Chu[1]
[1]Western New Mexico University

This study examined whether the imagination of attachment figures' support would increase female participants' desire for confrontation when experiencing sexism. The results indicated that those who imagined caregivers' support did have significantly stronger desire to confront sexism than did those who imagined acquaintances' support.

D320

"COVERED IN STIGMA": DIFFERENT MUSLIM VEILS AND THEIR CONSTRUAL DIFFERENTLY INFLUENCE PREJUDICE AND INTERGROUP EXPECTATIONS

Fabian M. H. Schellhaas[1], Jim A. C. Everett[2], Brian D. Earp[2], Miles Hewstone[2]
[1]Yale University, [2]University of Oxford

Four studies demonstrated effects of different types and construals of the Muslim veil: explicit (Study 1) and implicit (Study 2) prejudice increased with levels of veil coverage; more prejudice was associated with black vs. white veils (Study 3); and presenting veils as reflecting expression vs. oppression improved imagined contact (Study 4).

D321

GROUP PROBLEM-SOLVING IN A THREATENING ENVIRONMENT: WOMEN'S MATH EXPERTISE IS DISCOUNTED IN MIXED GENDER GROUPS

Sarah S. Grover[1], Tiffany Ito[1], Bernadette Park[1]
[1]University of Colorado Boulder

Our research examines the effect of stereotype threat on perceptions of math ability in a group-problem solving context. In each group a female target was given added math expertise relative to others. Others recognized the target's math expertise in the non-threat condition but not in the stereotype threat condition.

D322

THE COGNITIVE ORIGINS OF SYSTEM JUSTIFICATION IN CHILDREN AND ADULTS

Larisa Hussak[1], Andrei Cimpian[1]
[1]University of Illinois

We propose that system justification emerges from a cognitive bias to interpret patterns in the world in terms of their inherent features. Evidence from several studies with children and adults suggests that a preference for inherent explanations of status differences predicts a belief that these differences are fair and just.

D323

THE IMPACT OF BINEGATIVITY: A COMPARISON OF LESBIANS AND BISEXUAL WOMEN ON SEXUAL IDENTITY VARIABLES

Christina Dyar[1], Brian Feinstein[1], Bonita London[1]
[1]Stony Brook University

A comparison of lesbian and bisexual women on sexual identity variables reveals the additional negative impact of binegativity, and a comparison of bisexual women in relationships with men and those in relationships with women reveals that the gender of one's relationship partner impacts bisexual women's experiences of sexual minority stress.

D324

THE IMPACT OF ROLE MODELS ON GENDER BACKLASH IN THE WORKPLACE

Kyi Phyu Nyein[1], Jessica J. Good[1]
[1]Davidson College

When violating gender stereotypes, people receive social and economic penalties known as the backlash effect (Rudman & Glick, 1999). The current study examines whether recalling role models will reduce gender backlash in the workplace. It cautiously concludes that role models can either buffer or exacerbate backlash depending on the gender.

D325

CONFRONTING DISCRIMINATION: WHAT WOMEN SAY THEY WANT. THE ROLE OF GENDER IDENTIFICATION AND TYPE OF SITUATION.

Lisa R. Szafran[1]
[1]Syracuse University

Two descriptive studies examined what women say they "need" in order to confront discrimination. Results showed that women expect costs but these are rated as relatively unimportant compared to the potential benefits. This was moderated by gender identification. Further, the benefits women report needing also differ depending on the situation.

D326

STEREOTYPE VALIDATION AND INTELLECTUAL PERFORMANCE: THE EFFECTS OF SELF-AFFIRMATION

Kelsey C. Thiem[1], Catherine Conard Drahota[2], Jason K. Clark[1]
[1]University of Iowa, [2]Tulane University

Recent research suggests that activating stereotypes after an intellectual task can validate performance perceptions held by stigmatized individuals. The current research examined how the opportunity to affirm self-worth may moderate this effect. The findings suggest that self-affirmation may increase the certainty women have toward negative perceptions of their math performance.

D327

SHOULD I STAY OR SHOULD I GO NOW?: HOW DYNAMIC GROUP NORMS AFFECT THE PERCEPTION OF STEREOTYPE THREAT

Brianna Mae Goodale[1], Phillip Atiba Goff[1]
[1]University of California - Los Angeles

While past research has focused on static cues, the present research is the first to examine how dynamic group contexts provoke stereotype threat. In two studies, women responded to a vignette in which static stereotype threat cues were either present or absent and challenged or accepted by their group.

D328

WOMEN'S ENDORSEMENT OF BENEVOLENT SEXISM VARIES ACROSS THE MENSTRUAL CYCLE

Carrie R. Underwood[1], Erin M. O'Mara[1]
[1]University of Dayton

We examined the role of ovulation on benevolent sexism endorsement. In a sample of normally ovulating women (N=48), ovulation predicted benevolent sexism endorsement such that ovulating women reported higher levels of benevolent sexism than women who were not ovulating. The present findings suggest that ovulation influences benevolent sexism endorsement.

D329

NOT ALL MINDS ARE EQUALLY "OTHER": EXPLORING THE ROLE OF MIND PERCEPTION IN AN INTERGROUP CONTEXT

Christina Pedram[1]
[1]University of California, Irvine

Past research has suggested that attributing or denying mental states to other people may depend on perceived stereotypes of the target's group. This study explores the differences in how we perceive the minds of ingroup and outgroup members, and the resulting influences on our moral judgments involving those individuals.

D330

WHEN WHITES' ARE THE TARGET OF DISCRIMINATION: STATUS-LEGITIMIZING BELIEFS MODERATE INTER- AND INTRAGROUP EVALUATIONS AND HELPING INTENTIONS

Juliana A. Manrique[1], Erika L. Flavin[1], Joseph D. Wellman[1], Clara L. Wilkins[1]
[1]Wesleyan University

The study examines Whites' evaluations and intentions to help Black or White job applicants after reading about anti-White or anti-Black discrimination. Greater perceptions of status-legitimizing beliefs are associated with more positive evaluations and increased helping intentions for the White applicant. Implications for intergroup and intragroup perception and helping are discussed.

D331

WHERE DEHUMANIZATION FACILITATES EMPATHY: INCREASED EMPATHIC EMBARRASSMENT TOWARDS THOSE ATTRIBUTED LESS EXECUTIVE FUNCTION

Ryan Mayer Stolier[1], Joshua Lewis Jones[2], Melody Sadler[2]
[1]Dartmouth College, [2]San Diego State University

We investigated the impact of different forms of dehumanization on empathy towards the mentally ill. Participants experienced significantly more empathic embarrassment towards targets attributed low compared to high executive function capacities, whereas attribution of moral and emotional capacities was unrelated. Implications regarding the nature of the dehumanization-empathy link are discussed.

D332

THE ROLES OF COMPETENCE AND WARMTH IN APPROACH-AVOIDANCE PROCESSING AND DECISION-MAKING

Joshua Lewis Jones[1], Ryan Mayer Stolier[2], Kimberly Kaye[3], Melody Sadler[1]
[1]San Diego State University, [2]Dartmouth College, [3]University of California, San Diego

Approach-avoidance responses were compared between targets with mental illnesses varying in competence and warmth. Participants were faster to correctly avoid low competence targets, and more likely to incorrectly avoid targets with mental illness, an error related to warmth, anger and harm intentions. Discussion regards this dissociation and implications for stigma.

D333

ELECTION EXPERIENCES IN THE LIVES OF LGB INDIVIDUALS AND SAME-SEX COUPLES

Adam W. Fingerhut[1], David M. Frost[2]
[1]Loyola Marymount University, [2]Columbia University Mailman School of Public Health

Same-sex couples (N = 64) living in a state voting on marriage equality completed surveys for 10 consecutive days in October 2012. Results revealed that on days when participants experienced higher than average exposure to negative messages, they reported decreases in relationship satisfaction and increases in negative affect.

D334

STIGMA, CONCEALMENT, AND SOCIAL APPROACH AND AVOIDANCE GOALS

Micah Roland Lattanner[1], Laura Smart Richman[1]
[1]Duke University

We investigated the effect of stigma and concealment on social avoidance and approach goals, relationship satisfaction, and loneliness. Participants reporting treatment for mental health issues and who were concealing rated the importance of social-approach goals significantly lower after being exposed to a stigmatizing vignette, higher loneliness, and lower relationship satisfaction.

D335

A DOWNSIDE TO MINDFULNESS? MINDFULNESS UNDERMINES WOMEN'S PERFORMANCE IN MATH DOMAINS

Gwenith D. Nuss[1], Sarah J. Gervais[1]
[1]University of Nebraska-Lincoln

This study examined the relationship between mindfulness and stereotype threat for women in math domains. Participants were assigned to either a mindful or control condition and completed a math assessment. Analyses revealed that women in the mindful condition underperformed relative to their male counterparts. Implications for future research are discussed.

D336

HELLO OUT THERE, IT'S ON THE AIR: THE TRANSMISSION OF NONVERBAL BIAS THROUGH TELEVISION

Chanel Meyers[1], Amanda Williams[1], Kristin Pauker[1], Max Weisbuch[2]
[1]University of Hawaii at Manoa, [2]University of Denver

We examined the influence of nonverbal bias toward Blacks in television shows on non-White adults' nonverbal behavior and implicit racial attitudes. Regardless of the race of their interaction partner, Asian-Americans exposed to nonverbal bias demonstrated increased nonverbal anxiety (speech dysfluency) and implicit bias on a Black-White personalized-IAT.

D337

PROJECT IMPLICIT CREATES PUBLIC ARCHIVE OF 13 YEARS OF IAT DATA FROM MILLIONS OF RESPONDENTS

Frank Kaiyuan Xu[1], Brian A. Nosek[2], Emily Umansky[2], Anthony G. Greenwald[1]
[1]University of Washington, [2]University of Virginia

Project Implicit is archiving IAT data obtained since 2001. This archive, which is available at opensicenceframework.org, will enable researchers to conduct a wide variety of research studies using IAT data along with parallel self-report measures and demographics.

D338
THE EFFECTS OF ROLE CONGRUITY, STEREOTYPES AND PREJUDICE ON HIRING DISCRIMINATION AGAINST GAY AND LESBIAN APPLICANTS

Kevin Oliveira Callender[1], John Dovidio[1], Erin Thomas[1]
[1]Yale

Drawing upon role congruity theory and cognitive-affective constructs, we examined why homosexual jobseekers experience hiring discrimination using a 2 (Job Role) x 2 (Target Gender) x 2 (Target Sexual Orientation) between-subjects design. Results bolster role congruity theory and suggest that stereotyping may play a greater part in antigay hiring discrimination than prejudice.

D339
ARE LEADERS TAKING RESPONSIBILITY? THE EFFECT OF LEADERSHIP ROLE ON DECISIONS TO CONFRONT PREJUDICE

Alex Lindsey[1], Leslie Ashburn-Nardo[2]
[1]George Mason University, [2]Indiana University - Purdue University Indianapolis

What factors enhance bystanders' perceptions of responsibility for confronting discrimination? Participants were randomly assigned to a leadership (vs. non-leader control) condition, witnessed a racially insensitive remark by a (fictitious) participant, and confronted or not. Leadership indirectly increased confrontation through perceived responsibility, suggesting a possible intervention for increasing responsibility for confronting.

D340
POLICING DIFFERENCE: SUPPORT FOR RACIALIZED PROFILING IN AIRPORT SECURITY

Gallal Noman Obeid[1], Glenn Adams[2], Ludwin Molina[2], Sahana Mukherjee[2]
[1]University of Michigan, [2]University of Kansas

We investigated whether people's judgments about enhanced airport security vary as a function of passenger identity. Participants expressed greater suspicion of a target passenger in a Muslim condition versus comparison conditions. National identification moderated this effect. Discussion focuses on the role of ethnocentrism in support for security measures.

D341
WHY AND WHEN DO RACIAL MICROAGGRESSIONS HURT? THE ROLE OF PERCEIVED DIVERSITY CREDENTIALS

Jennifer Wang[1]
[1]University of Wisconsin La Crosse

Six studies investigated whether certain characteristics of the perpetrator (i.e. perceived diversity credentials), such as his/her race or perceived diversity experiences (PDE), may mitigate targets' perceptions of racial prejudice and negative emotions in experiences of racial microaggressions.

D342
THE RELATION BETWEEN ROOM TEMPERATURE AND PERCEIVED SOCIAL WARMTH: I THINK THEY ARE WARM IF I GO INTO A WARM ROOM BUT THINK THEY ARE COLD IF THE ROOM GETS WARMER

Tomoko Oe[1]
[1]Teikyo University

We investigated whether room temperature and its change associated with perceived social warmth. Until immediately before the rating of attitudes toward groups, temperature was recorded for 20 minutes. The higher the room temperature, the more positive feeling toward outgroups, the greater the temperature rise, the more negative feeling toward outgroups.

D343
WHAT DO I HAVE TO LOSE? EXAMINING DETERMINANTS OF THE COSTS OF CONFRONTING SEXISM

Stefanie Simon[1], Laurie T. O'Brien[1]
[1]Tulane University

We examined how prejudice-level of perpetrators affects women's perceived and actual interpersonal costs of confronting sexism. Compared to low-prejudiced perpetrators, high-prejudiced perpetrators were expected to be less accepting and resulted in greater costs (Experiment 1). These costs persisted even when high-prejudiced perpetrators displayed acceptance in response to confrontations (Experiment 2).

D344
THE CONSEQUENCES OF DEVALUING NON-HUMAN ANIMALS: AN INTERSPECIES MODEL OF PREJUDICE

Kimberly Costello[1], Gordon Hodson[2]
[1]Humber College, [2]Brock University

The Interspecies Model of Prejudice (Costello & Hodson, in press) specifies that dehumanization takes root in beliefs of human superiority over animals. Among children and adults, beliefs in the human-animal divide predicted greater prejudice toward human outgroups via heightened dehumanization. Implications for prejudice interventions are discussed.

D345
WAS THAT A SEX CRIME? ADOLESCENT RACIAL COMPOSITION MATTERS

Margaret C. Stevenson[1], Katlyn M. Sorenson[2], Amy Smith[1], Ady Shea [1], Rukudzo Amanda Dzwairo[1]
[1]University of Evansville, [2]University of Nebraska-Lincoln

Participants supported sex offender registration more when a juvenile offender and his victim were different races (vs. the same race). Participants likely perceived the ambiguously serious sex act (consensual oral sex) as more serious when the teens were different races than the same race, reflecting societal disapproval of interracial relationships.

D346
THE MIRROR AND THE MAGNIFYING GLASS: HOW SOCIAL CONNECTION AND REFERENT COMBINE TO CREATE TWO KINDS OF INTERGROUP CONNECTION

Daniel A. Nadolny[1], David Cwir[2], Steven J. Spencer[1]
[1]University of Waterloo, [2]Tyndale University College

Connecting with an outgroup member is a powerful tool for improving intergroup relations. At least two types of connection can occur. Overlap while thinking how the self is like the other decreases projecting, and increases outgroup concern, interest and friendliness compared to considering how the other is like the self.

D347
PREEXISTING INTERGROUP RELATIONS AND THE MOMENT-TO-MOMENT EXPERIENCE OF INTERGROUP INTERACTIONS

Chad M. Danyluck[1], Elizabeth Page-Gould[1]
[1]University of Toronto

We examined how beliefs about intergroup relations interrelate with the moment-to-moment experience of intergroup interactions. Participants in cross-ethnic dyads were primed with similarity or dissimilarity and conflict or harmony before playing a game during which physiological responses were recorded. Primes interacted with physiological responses to predicted interest in cross-group friendship.

D348
"BAGGY PANTS, BLING, DURAG, AND A HOODIE": RACIALIZATION OF ATTIRE IN STEREOTYPES OF BLACK MEN

Kristin Nicole Dukes[1]
[1]Simmons College

Content of stereotypes for several racial groups was examined by asking participants to list knowledge and endorsement of stereotypes associated with these groups. Analyses suggest that stereotypes concerning attire are more likely to be associated with Black men. Implications concerning the racialization of attire and impression formation processes are discussed.

Other

D349

THE DUCHENNE SMILE AND LIKING IN A DYADIC INTERACTION

Sarah D. Gunnery[1], Judith A. Hall[2]
[1]Tufts University, [2]Northeastern University

We investigated the relationship between Duchenne smiling and liking in social interactions. Results showed no relationship between participants' smiling and how much they were liked by their partners. Naïve viewers without access to verbal/vocal cues liked participants more who Duchenne smiled more when controlling for the amount participants non-Duchenne smiled.

D350

TRAINING IMPROVES ACCURATE PERCEPTION OF AFFECT

Mollie Alyssa Ruben[1], Judith A. Hall[1], Danielle Blanch Hartigan[2]
[1]Northeastern University, [2]National Cancer Institute

This research examined the effect of short training programs on accuracy in judging others' thoughts and feelings. Results provide support that Discussion with Feedback and Practice, a novel training component, significantly increased the ability to perceive thoughts and feelings compared to all other training components and that interpersonal perception is trainable.

D351

CAN PEOPLE DETECT DECEPTION FROM THIN SLICE COMMUNICATIONS?

R. Weylin Sternglanz[1], Matthew Young[1], Kathryn Alsip[1], Jaibel Makiyil[1], Briana O'Dowd[2]
[1]Nova Southeastern University, [2]Florida International University

Participants were unable to detect deception from thin (brief) slices of communications. Participants in a second sample were able to detect deception when viewing the full-length communications, indicating that cues to deception were present, but undetectable via thin slices. Participants could also detect deception via implicit measures (specifically, communicators' likeability).

Poster Session E

Saturday, February 15, 8:00 am – 9:30 am, Hall 4

Culture

E1

CHOOSING ACROSS CULTURES: HOW CHOICE COMPLEXITY IMPACTS TREATMENT OUTCOMES IN JAPANESE AND U.S. AMERICAN CONTEXTS

Jill A. Brown[1], Masanori Oikawa[2], Jason P. Rose[1], Heather M. Haught[1], Haruka Oikawa[2], Andrew L. Geers[1]

[1]University of Toledo, [2]Doshisha University

Prior research on medical decision-making suggests that choosing between treatment options can be advantageous. However, it is currently unknown if these benefits hold for complex situations or across cultures. The present investigation demonstrated that Japanese individuals fare better with fewer options while those from the U.S. benefit from more options.

E2

NOBLESSE (NON)OBLIGE: SOCIAL CLASS AND THE REDISTRIBUTION OF WEALTH

Daniel M. Stancato[1], Paul K. Piff[1]

[1]University of California, Berkeley

We tested the relationship between social class and wealth redistribution. Upper-class individuals were less supportive of social policies aimed at the redistribution of wealth (e.g., greater financial assistance to the poor) compared to lower-class individuals. Moreover, this effect was explained by upper-class individuals' more negative attitudes toward noblesse oblige.

E3

CULTURAL VARIATION IN PERCEPTIONS OF ASSISTANCE IN ACADEMIC CONTEXTS

Taraneh Mojaverian[1], Heejung S. Kim[1]

[1]University of California Santa Barbara

Examining how educational assistance is perceived cross-culturally, European-Americans and Asian-Americans read a scenario during which a student received assistance sought directly (solicited assistance) or received assistance without request (unsolicited assistance).

Asian-Americans had more positive perceptions and reported greater personal unsolicited assistance compared to European-Americans. European-Americans showed the opposite pattern.

E4

ACCULTURATION AND SEXUAL RISK BEHAVIORS AMONG HISPANICS/LATINOS: A META-ANALYSIS

Ana Gonzalez-Blanks[1], Cleo Mae Burce[1], Christopher Kafka[1]

[1]University of California, Riverside

We used a meta-analytic technique to review the published empirical literature on the relation between acculturation and sexual-risk behaviors among Hispanics/Latinos. The relation between acculturation and sexual-risk behaviors was small but positive and significant. The relationship was strongest when examining single risks, community samples, and adults, via interviews and acculturation scales.

E5

RECOGNIZING SHARED HUMANITY: BEHAVIORAL MANIFESTATIONS OF THE FILIPINO CONCEPT OF PAKIKIPAGKAPWA

Henri Carlo Yap Santos[1], Eric Julian Manalastas[2]

[1]University of Waterloo, Canada, [2]University of the Philippines

We empirically investigated behavioral manifestations of the indigenous Filipino concept of pakikipagkapwa – recognition of community and shared humanity. 75 Filipino university students freely nominated acts that exemplified pakikipagkapwa and 39 judges rated them for prototypicality. Highly prototypic acts of pakikipagkapwa involved positive social interaction, particularly benevolence and interpersonal communication.

E6

CROSS-NATIONAL PREVALENCE AND CULTURAL CORRELATES OF BIPOLAR I DISORDER

Kaja Johnson[1], Sheri Johnson[1]

[1]University of California, Berkeley

Greater reward sensitivity in bipolar disorder predicts its onset, a more severe course, and conversion from milder to severe forms. We examined the relationship of cultural values related to reward sensitivity (Power Distance, Individualism, Long-Term Orientation, and Performance Orientation) to the global lifetime prevalence of bipolar I disorder.

E7

CULTURAL DIFFERENCES IN EMOTION CORRESPONDENT INFERENCE

Xiaoming Ma[1], Yuri Miyamoto[1]

[1]University of Wisconsin-Madison

After reading a brief description of an event experienced by a protagonist and his/her emotional reactions to the event, participants rated the protagonist's personality traits. When the protagonist experienced positive emotions, Americans perceived him/her to have more positive dispositions than Asians did. Cultural differences were not found for negative emotions.

E8

DOES BICULTURALISM FOSTER GREATER SENSITIVITY TO CONTEXT?

Alexandria L. West[1], Doug McCann[1], Joni Sasaki[1]

[1]York University

Biculturals have unique experiences negotiating two cultural meaning systems, engaging different cognitive systems depending on contextual cues. This may result in greater context-sensitivity. We tested this hypothesis using a Flanker task that required inhibiting contextual information. Higher bicultural identification predicted poorer performance in East Asian Canadian participants, supporting our hypothesis.

E9

CULTURE, RELIGION, AND TRUST

Kaitlin K. Meyer[1], Adam Cohen [1], Gene A. Brewer[1]

[1]Arizona State University

Costly signaling theory predicts that people donating to ingroup charities would be seen as more trustworthy by ingroup members, and less by outgroup members. In two studies, both Christians and Muslims donating to ingroup religious charities were seen as more trustworthy by Christians, suggesting a revision to costly signaling theory. E10

INTERNATIONAL TRADE PROMOTES FRIENDSHIPS FAR AND WIDE - A STUDY OF INTERNATIONAL TRADE FLOWS AND GLOBAL SOCIAL NETWORK

Youyou Wu[1], Alex Kogan[1]

[1]UNIVERSITY OF CAMBRIDGE

What drives the creation of international friendships? Analyzing 37 billion friendships made between Facebook users from 247 countries, we found a strong association between international trade and global friendship connections. This association was especially pronounced for country-pairs that trade across many different industries, and those that do not share borders.

E11

EXPERIMENTAL MANIPULATION OF DRAMATIC CHANGES: ITS IMPACT ON CULTURAL AND PERSONAL IDENTITY CLARITY

Mathieu Pelletier-Dumas[1], Roxane de la Sablonniere[1]
[1]University of Montreal

Three experimental studies test the hypothesis that dramatic changes negatively impact individual's identity clarity. Both social and personal changes were manipulated to measure the impact of such changes on cultural and personal identity clarity within a laboratory setting. Results obtained support the hypothesis that dramatic change decreases identity clarity.

E12

GOOD PEOPLE MUST DO GOOD DEEDS: CULTURAL DIFFERENCES ON LAY BELIEF OF HUMAN NATURE AND STRICTNESS OF PRESCRIPTIVE MORAL STANDARDS

Fei Wang[1], Kaiping Peng[2]
[1]Department of Psychology, Tsinghua University, [2]Department of Psychology, Tsinghua University; Department of Psychology, University of California, Berkeley

Researchers have made distinction between proscriptive morality which focuses on not doing bad deeds and prescriptive morality which focuses on doing good deeds. Across 3 studies, we showed that Chinese, compared with Americans, emphasized more on prescriptive morality and this was due to their belief about inherently good human nature.

E13

CULTURE AND DECISION MAKING: EXAMINING CROSS-CULTURAL DIFFERENCES IN RESOURCE ALLOCATION BETWEEN EUROPEAN CANADIANS AND HONG KONG CHINESE

Man Wai Li[1], Takahiko Masuda[1]
[1]University of Alberta

This study compared the pattern of resource allocation between European Canadians and Hong Kong Chinese. The results revealed an interaction of culture and the salience of objective cues in which European Canadians demonstrated a greater influence of linear thinking styles than Hong Kong Chinese for resource allocation.

E14

DO CULTURAL IDEALS ABOUT EMOTION INFLUENCE PEOPLE&[PRIME]S GIVING?

Bo Kyung Park[1], Jeanne L. Tsai[1], Brian Knutson[1]
[1]Stanford University

Culture influences people's decision of giving by shaping individuals' desired affect ("ideal affect"). In the Dictator Game paradigm, we found that European Americans, who value excitement more, offer more money to excited (vs. calm) receivers, whereas East Asians, who value calmness more, offer more money to calm (vs. excited) receivers.

E15

THE STRUCTURE OF RUMINATION IN CHINA: DIFFERENT FACTORS, DIFFERENT PREDICTIONS

Jiahong Sun[1], Xiongzhao Zhu[2], Qiuping Tang[2], Shuqiao Yao[2], Lin Cai[2], Jessica Dere[3], Andrew G. Ryder[4]
[1]Concordia University, Montreal, Canada, [2]Central South University, Changsha, China, [3]University of Toronto, Toronto, Canada, [4]Concordia University and SMBD-Jewish General Hospital, Montreal, Canada

Following Treynor and colleagues' (2003) procedure in obtaining brooding and self-reflection factors of rumination, factor analysis using the 10-item ruminative response scale was conducted in a sample of Chinese psychiatric outpatients. Two distinct Chinese rumination factors emerged, which demonstrated differential patterns of association with SES indicators and depressive symptom severity.

E16

HONOR AND SHAME IN HONOR AND DIGNITY CULTURES: HOW CAN YOU RE-AFFIRM YOUR OWN HONOR ONCE IT IS TARNISHED?

Berna Gercek Swing[1], Susan E. Cross[1], Ayse Uskul[2]
[1]Iowa State University, [2]University of Kent, UK

The effectiveness of honor affirmation in reducing the negative emotional consequences of losing honor in honor and dignity cultures was examined. For honor culture participants (but not for dignity culture participants), honor affirmation was more effective than self-affirmation in alleviating negative consequences, as evidenced by less use of defensive mechanisms.

E17

CROSS-CULTURAL LEADERSHIP EVALUATION AND PERCEPTION

Xinni Chan[1], Krystal Chen[1], Yueh-Ting Lee[1]
[1]University of Toledo

This study examines cross-cultural differences in leadership evaluation and perception. Forty-five students evaluated typical American or Chinese leaders on a series of attributes (House et al., 2004). Results showed that participants who are more familiar with American leaders evaluated their leaders more positively and Chinese leaders more negatively.

E18

CULTURAL DIFFERENCES IN SELF-ENHANCEMENT ON FACEBOOK: THE ROLE OF MODESTY AND SELF-ESTEEM

Ceren Gunsoy[1], Susan E. Cross[1], Adil Saribay[2], Irmak Olcaysoy Okten[2], Yasin Koc[2]
[1]Iowa State University, [2]Bogazici University

This study examines cultural differences in self-enhancement through Facebook. Modesty was a stronger negative predictor of posting achievement-related pictures for Turks compared to Americans. Self-esteem was a positive predictor only in Turkey. In collectivistic cultures, announcing achievements may contribute to self-esteem, but is considered more immodest compared to individualistic cultures.

E19

CULTURE AND NEUROSCIENCE: N400 INCONGRUITY EFFECT IN AN EPISODIC MEMORY TASK REVEALS DIFFERENT CULTURAL STRATEGIES FOR HANDLING IRRELEVANT CONTEXTUAL INFORMATION FOR JAPANESE THAN EUROPEAN CANADIANS.

Matthew Joseph Russell[1], Takahiko Masuda[1], Yvonne Chen[1], Koichi Hioki[2], Jeremy Caplan[1]
[1]University of Alberta, [2]Kobe University

This study explored whether differential N400 incongruity effects could be seen in an episodic memory task with analytic attention instructions for Japanese and European Americans. The results show that both groups showed similar mean-level N400 incongruity effects, but that Japanese accuracy was negatively related to their ability to suppress N400s.

E20

THE RELATIONSHIPS BETWEEN COMPASSIONATE AND SELF-IMAGE GOALS AND AUTONOMOUS REASONS FOR GOAL PURSUITS IN DIFFERENT CULTURES

Tao Jiang[1]
[1]Eastern Kentucky University

This study examined how compassionate and self-image goals were related to reasons for goal pursuits in different cultures. Results showed that self-image goals were negatively related to personal autonomous reasons pan-culturally, while compassionate goals were positively related to relational autonomous reasons for Chinese people, but not for Americans.

E21
KOREAN PARENTS' REACTIONS TO THEIR CHILDREN'S NEGATIVE EMOTIONS AND THE CORRELATION WITH THEIR CHILDREN'S POSITIVE SOCIAL BEHAVIOR

Suyeon Lee[1]
[1]*Colorado State University*

Culture in part impacts how parents react to their children's emotions. The existing studies indicate that Asian parents dismiss more than coach their children's negative emotions. This study examined how Korean parents react to their children's negative emotions and the correlation with their children's positive social behavior.

E22
HOW PEOPLE ACQUIRE THEIR INTERSUBJECTIVE PERCEPTIONS: IDENTIFYING MULTIPLE SOURCES

Kim-Pong Tam[1]
[1]*The Hong Kong University of Science and Technology*

This research examined how people acquire intersubjective perceptions. It found that adolescents' intersubjective perceptions can be explained by their own values profile, their perceptions of parents' or peers' values profiles, their parents' intersubjective perceptions, and the intersubjective perceptions of a random stranger. Intersubjective perceptions are attributable to multiple sources.

E23
CULTURAL SIMILARITY AND VARIATIONS IN EMOTION JUDGMENT STYLES: A CROSS-CULTURAL EXAMINATION OF EUROPEAN CANADIAN AND JAPANESE CHILDRENS□F CONTEXT SENSITIVITY

Kristina Nand[1], Takahiko Masuda[1], Yuki Shimizu[2], Akira Takada[3]
[1]*University of Alberta,* [2]*Saitama University,* [3]*Kyoto University*

This study examined when in development cultural variations in context sensitivity during an emotion judgment task emerge. European Canadian and Japanese children judged a target person's emotion based on their facial expression. Results indicated that older children tended to judge emotions in a more culturally unique way.

E24
PITY AND FORGIVENESS FOLLOWING A MORAL BREACH: A CROSS-CULTURAL INVESTIGATION

Matthew Wice[1], Joan Miller[1]
[1]*The New School for Social Research*

We examined responses to a moral breach in which the transgressor feels no remorse in both the U.S. and Japan. Cultural differences emerged in the emotional responses toward the transgressor as well as in willingness to forgive with Japanese participants experiencing more pity and willingness to forgive

E25
ADJUSTING TO CULTURAL DIFFERENCES HEIGHTENS RESPONSES TO SOCIAL PAIN

Michelle Yuen-Pik Chan[1], Takeshi Hamamura[1], Minjie Lu[1]
[1]*The Chinese University of Hong Kong*

This research examined whether and why acculturation process heightens responses to social pain. Study 1 found that acculturating individuals recalled more hurtful social events. Studies 2 & 3 experimentally examined the underlying process and found that primes of adjustment mindset lead to greater perceived social pain.

E26
EAST-ASIANS STRATEGICALLY UTILIZE THE MODESTY NORM TO PROTECT INDIVIDUAL-SELF GLORY

Shi Liu[1], Qian Yang[2], Ruoqiao Zheng[3], Shengmei Xu[3], Zaijia Liu[3], Lowell Gaertner[1]
[1]*University of Tennessee, Knoxville,* [2]*Zhejiang University,* [3]*Tsinghua University*

We provide evidence that East-Asians strategically use the modesty norm to serve individual-self glory. Chinese participants who received success (but not failure or no-) feedback utilized the modesty-norm violating behavior of another successful student as a license-to-sabotage that student's future performance.

E27
RULE USE IN REWARD ALLOCATION: A COMPARISON AMONG CHINA, JAPAN, AND THE US

Kumiko Mukaida[1]
[1]*Komazawa Women's College*

This study explored cross-cultural differences in how individuals allocate rewards to others. Data from undergraduates in Japan, China, and the US indicate that situational factors affect how each cultural group distributed rewards, with Japanese and American students being more favorable towards the equality rule than the Chinese students were.

E28
HOW DO CULTURALLY UNIQUE PERSPECTIVES TRANSMIT ACROSS GENERATIONS? INVESTIGATING PARENT-CHILD JOINT ACTIVITIES IN CANADA AND JAPAN

Sawa Senzaki[1], Takahiko Masuda[2]
[1]*University of Wisconsin-Green Bay,* [2]*University of Alberta*

Examining parent-child joint activities during a visual attention task, we found that children acquired cultural information gradually. Although parents attempted to direct children's attention in cultural specific ways regardless of children's age, only older children (ages 7 to 9), and not younger children (ages 4-6), exhibited culturally different attentional patterns.

E29
IS INDIVIDUALISM PERCEIVED TO BE EGOISM IN JAPAN? CULTURAL DIFFERENCES IN THE IMAGE OF INDIVIDUALISM

Yuji Ogihara[1], Hitoshi Tominaga[1], Chikako Kameda[1], Shota Abutsuka[1], Kaori Sakai[1], Yukiko Uchida[1]
[1]*Kyoto University*

We examined whether the image of individualism differs across cultures. Japanese and American undergraduate students reported the valence of the image of individualism, and generated five statements about individualism. We found that the image of individualism was more negative (i.e., selfish, loneliness) in Japan, but not in the United States.

E30
CULTURAL VARIATION IN THE IMPACT OF OTHERS' EVALUATION ON CONCRETE HAPPY EXPERIENCES

Hyewon Choi[1], Eunkook Mark Suh[1]
[1]*Yonsei University*

Two studies examined whether evaluations about concrete happy experiences changed as a function of other people's evaluations among Koreans and European Americans. The results showed that Koreans, not European Americans, adjusted their subjective evaluations of their happy experiences in the direction of others' feedback.

E31
¡PURA VIDA! CROSS-CULTURAL DIFFERENCES IN HAPPINESS AND SATISFACTION WITH LIFE

Matthew S. Anderson[1], Michael K. Lunn[1], Ronald W. Wright[1], Alicia Limke[1]
[1]*Southern Nazarene University*

The purpose of this project was to examine differences in happiness and satisfaction with life between Americans and Costa Ricans. As expected (and supporting Costa Rica's emphasis on ¡Pura Vida! or living the pure life), Costa Ricans reported higher levels of life satisfaction and meaning in life than did Americans.

E32

MY TIME OR YOURS? CROSS-CULTURAL PERSPECTIVES ON TIME AND WELL-BEING

R. Paul James[1], Alicia Limke[1], Scott P. Secor[1], Ronald W. Wright[1]
[1]Southern Nazarene University

In a U.S. sample, time perspectives (future, past positive, past negative, present hedonistic, and present fatalistic orientations) predicted well-being; however, only some (future, past positive, present fatalistic orientations) predicted well-being for Costa Ricans. Interviews with Costa Ricans highlight differences and elaborate on the meaning of the "pure life" (¡Pura Vida!).

E33

CULTURE AND RISK ASSESSMENTS: WHY LATINOS PERCEIVE GREATER RISK TO DIABETES

Camille Dominique Basilio[1], Michelle J. Towers[1], Virginia S. Y. Kwan[1]
[1]Arizona State University

This research aims to examine the cultural factors that influence Latinos' perceived risk to diabetes. We report three studies examining how Latinos' ethnicity and degree of ethnic identification are associated with perceived risk. Results showed that degree of ethnic identification, mediated by perceived similarity, is associated with higher perceived risk.

E34

DIALECTICAL THOUGHT AND OPTIMISM: A THREE-WAY CULTURAL COMPARISON

Stephanie de Oliveira Chen[1], Richard Nisbett[1]
[1]The University of Michigan

Dialectical thinking and optimism were studied in Americans, Chinese, and Brazilians. Results from a future prediction task suggest a dialectical thinking style may be shared by Brazilians and Chinese. However, these collectivistic groups vary in optimism; Brazilians were the most optimistic, followed by Chinese and then Americans.

E35

WHEN "WHO WE ARE" HINDERS "WHO I ASPIRE TO BE": BICULTURAL STUDENTS WHO EXPERIENCE CULTURAL SELF-DISCREPANCIES EXPERIENCE POORER MENTAL HEALTH AND HIGHER ACADEMIC DISENGAGEMENT

Regine Debrosse[1], Maya Rossignac-Milon[2], Donald M. Taylor[1]
[1]McGill University, [2]Columbia University

We introduce cultural self-discrepancies, i.e. mismatches between the traits required to meet an individual's aspirations and those required to conform to one's cultural group. Minority students who experienced larger cultural self-discrepancies reported experiencing larger personal self-discrepancies, which in turn predicted higher levels of academic disengagement, depression and anxiety.

E36

THE POSITIVE OUTCOMES OF USING INDIRECT REQUEST IN COLLECTIVIST CULTURE

Makoto Hirakawa[1], Yasuko Morinaga[1]
[1]Hiroshima University

Why do people often make request indirectly, especially in collectivist culture? And what kind of benefits arising from indirect requests? Results showed that the acceptance of indirect request was interpreted as voluntary helping behavior, which result in positive social outcomes (i.e., higher speaker's self-esteem, more positive relationship speaker and hearer).

E37

PROPRIETY: THE ESSENCE OF CHINESE MORALITY?

Emma Ellen Kathrina Buchtel[1]
[1]The Hong Kong Institute of Education

Is it immoral to have bad manners? Confucian morality emphasizes being cultivated, not avoiding harm. In three studies, the prototype of "immoral behavior" was defined by Western and Chinese participants. While prototypical Western immoral behaviors were serious and harmful, Chinese immoral behaviors were less serious and more uncivilized than harmful.

E38

CROSS-CULTURAL GENDER DIFFERENCES IN JUSTIFICATION OF MEAT CONSUMPTION

Matthew B. Ruby[1], Birgit Pfau-Effinger[2]
[1]University of Pennsylvania, [2]Universität Hamburg

Within community samples from the USA, India, and Germany, men justified their meat consumption more via direct methods (e.g., denying animal suffering, health claims), whereas women used more indirect methods (dissociating meat from its animal origins). Gender differences were especially pronounced among US American participants.

E39

CULTURE OF HONOR AND HOSTILE CUES: WHAT WOMEN PERCEIVE AS ATTRACTIVE IN POTENTIAL PARTNERS

Kiersten R. Baughman[1], Ryan P. Brown[1]
[1]University of Oklahoma

The current study tests sensitivity levels to hostile cues in a dating profile. Women rated one of two male personal ads for attractiveness. Results reveal that women who do not strongly endorse honor norms were the only group who did not indicate a high willingness to date the hostile target.

E40

HONOR TO THE CORE: THE IMPLICIT MEASUREMENT OF THE HONOR ORIENTATION

Mikiko Imura[1], Melissa Burkley[2], Ryan P. Brown[1]
[1]University of Oklahoma, [2]Oklahoma State University

We examined whether honor orientations can be assessed implicitly. Explicit honor endorsers scored higher on a new implicit honor ideology measure and recalled more honor/dishonor-related priming words. Explicit and implicit measures each accounted for unique variance in word recall, demonstrating the discriminant validity of implicit and explicit honor measures.

E41

SIMILAR PATTERNS OF CHEATING ACROSS CULTURES

Heather Mann[1], Ximena Garcia-Rada[1], Lars Hornuf[2], Juan Tafurt[3], Dan Ariely[1]
[1]Duke University, [2]University of Munich, [3]Ig Consultores

Corruption varies substantially from country to country, but how does this relate to dishonesty at the individual level? We investigated cheating behavior in five countries: China, Colombia, Germany, Portugal, and USA. Our results show that levels of behavioral cheating are remarkably consistent across countries – a finding that contradicts people's predictions.

E42

CULTURE SHAPES EMPATHY IN RESPONSE TO PHYSICALLY AND SOCIALLY PAINFUL EVENTS

David Atkins[1], Ayse Uskul[1], Nick Cooper[2]
[1]University of Kent, UK, [2]University of Essex, UK

In two studies, we show that culture can shape empathic responses to videos depicting physical and social pain, focusing on self-report and physiological responses. Across both studies, British reported more negative feelings and more emotional empathy. East-Asians were more empathically accurate than British, even though targets were strangers to them.

E43

PARENTAL DISAPPROVAL OF INTER-CULTURAL DATING: DIFFERENCES IN NEGOTIATION STRATEGIES AS A FUNCTION OF ACCULTURATION

Anika Munshi[1], SiSi Tran[2], Julie Fitness[1]
[1]Macquarie University, [2]University of Toronto at Scarborough

Research examining strategies of negotiation in response to parental disapproval of intercultural dating revealed 7 strategies. Low

acculturated individuals were more likely show acquiescence. Moderately acculturated individuals adopted a variety of strategies and finally, highly acculturated individuals either didn't experience parental disapproval or chose to rebuff their parents' disapproval.

E44
ARE ASIAN AMERICANS HARSH PERCEIVERS?

Laura P. Naumann[1], Oliver P. John[2]
[1]Nevada State College, [2]University of California, Berkeley

We examine if Asian Americans exhibit a harsh observer bias in their evaluations of others compared to how European Americans evaluate the same targets. East Asians did not differ from European Americans in how positively they perceived (1) their close friends or (2) members in a novel mixed-ethnicity group.

E45
ADAPTATION TO SECONDARY FOREIGN-CULTURE PREDICTS SUPPORT FOR ORGANIZATIONAL MULTICULTURALISM POLICIES AS MEDIATED BY INCREASED CULTURAL INTELLIGENCE

Eliza Bivolaru[1], William W. Maddux[1]
[1]INSEAD

Using a sample of culturally-diverse professionals who had lived abroad, we hypothesized and correlationally found support for the idea that secondary foreign-culture adaptation positively predicts endorsement of organizational multiculturalism policies. Secondary (and not primary) foreign-culture adaptation positively predicted cultural intelligence, which in turn mediated the effect of adaptation on multiculturalism.

E46
THE INFLUENCE OF WILLINGNESS TO CHANGE ON RELATIONSHIP QUALITY ACROSS CULTURES

Ben Chun Pan Lam[1], Susan E. Cross[1], Sylvia Xiaohua Chen[2], Bryant Hui[2], Victor Lau[2], Jacky Ng[2], Hilary Ng[2]
[1]Iowa State University, [2]Hong Kong Polytechnic University

Changing oneself and adjusting to social situations is central to many East Asians' lives. Cross-cultural difference in the emphasis of willingness to change was examined in the context of marriage. In two studies, we found that willingness to change was more important in Chinese marriages than in American marriages.

E47
JAPANESE CULTURE ARRANGED IN TIME AND SPACE: REGIONAL AND TEMPORAL EFFECTS OF INDIVIDUALISM ON JAPANESE ADULT HEALTH

Hidefumi Hitokoto[1]
[1]University of Michigan

Effects of cultural change toward / variation of Individualism onto health were examined using 2388 Japanese adults. Participants' health measures were regressed on their cultural happiness, regional and temporal change of Individualism using HLM. Results showed small but varying effects of regional and temporal change towards Individualism.

E48
INCOME INEQUALITY AND OBEDIENCE VALUES IN RICH AND POOR COUNTRIES

Marina Drus[1], Nyla Branscombe[1]
[1]University of Kansas

Evidence from 76 nations indicates that obedience is emphasized over self-reliance in unequal rich nations compared to equal rich nations, with this value emphasis reversed in poor nations. In unequal rich nations, obedience is crucial for climbing the social ladder, whereas self-reliance facilitates survival in unequal poor nations.

E49
WILL RELATIONSHIP WITH SPOUSE OR CHILD INFLUENCE SELF-ESTEEM IN THE US AND JAPAN?

Jun Nakahara[1], Mayumi Karasawa[1], Norito Kawakami[2], Carol D. Ryff[3]
[1]Tokyo Woman's Christian University, [2]University of Tokyo, [3]University of Wisconsin

In this study, we investigated the role of relationship on self-esteem across lifespan in two cultures. We analyzed Americans (MIDUS) and Japanese (MIDJA)and results showed that relationship with one's partner is strongly associated with self-esteem in US whereas relationship with one's child is strongly associated with self-esteem in Japan.

E50
REACTION FORMATION IN RELIGIOUS GROUPS: HOW PROTESTANT MALES ENGAGE IN GREATER REACTION FORMATION WHEN CONFRONTED WITH TABOO SEXUAL THOUGHTS

Emily Kim[1], Dov Cohen[1]
[1]University of Illinois Urbana-Champaign

We examined whether reaction formation would be more likely among Protestant vs. Catholic and Jewish men. Results suggested that Protestant (but not non-Protestant) men who were sexually aroused through an experimental manipulation engaged in greater reaction formation, becoming more condemning of taboo behavior when aroused (vs. not aroused).

E51
WHY ENVIRONMENTAL CONCERN DOES NOT LEAD TO ACTION? EXPLORING THE MODERATING ROLE OF SOCIETAL CYNICISM

William, Hoi-wing Chan[1], Kevin, Kim-pong Tam[1]
[1]The Hong Kong University of Science and Technology

This study explored the moderating role of societal-level social cynicism on the individual-level environmental concern-collaborative pro-environment behavioral link. We used the existing data from the International Social Survey Program and the Social Axiom Project. Result showed that the individual-level concern-action link was weaker in societies with stronger social cynicism.

E52
THE CAUSES AND PROCESSES OF CORRUPTION IN CHINA

Xue Wang[1], Shenghua Jin[1], Hong Zou[1], Yunshuang Peng[1]
[1]Beijing Normal University

To explore the causes and processes of corruption, 22 prisoners from Sichuan, China were interviewed. Renqing was Chinese characteristic reason of corruption. Many bribers built relationships with the bribees through intermediaries and promoted the relationships chronically. Half favors the bribee did to the bribers were legal, which facilitated the bribe.

E53
CULTURAL OPENNESS: A CROSS-CULTURAL INVESTIGATION OF THE LINK BETWEEN SCHWARTZ CULTURAL VALUES AND INTERNATIONAL FRIENDSHIPS ON FACEBOOK

Nishtha Lamba[1], Alex Kogan[1]
[1]University of Cambridge

Country level aggregated data on values (IV) and internationalism (DV) were taken from Schwartz (1988-2005) and Facebook (2010-2011). Regression models revealed that Middle-Eastern and Western-African nations were actively 'friending' other nations and were most international (percentage of international friends). Also, 'tradition' and 'achievement' oriented cultures trend towards being more international.

E54

CAN SONGS SAY SO MUCH ABOUT NEIGHBORING WESTERN SOCIETIES? LYRICS OF AWARD NOMINATED SONGS IN CANADA AND THE UNITED STATES REVEAL CULTURAL AND GENERATIONAL DIFFERENCES FROM 1975 TO 2013

Camille Blais-Rochette[1], Dave Miranda[1]
[1]University of Ottawa

Popular songs nominated for prestigious music awards are influential and celebrated cultural products. Analyzing (LIWC2007; Pennebaker et al., 2007) the annual evolution (1975-2013) of lyrics from songs nominated in Canada's Juno awards (N=188) and in United States' Grammy Awards (N=200) revealed cultural and generational differences in self-concept, emotions, and socialization.

E55

NAVIGATING TWO WORLDS: HOW CULTURE SHAPES BICULTURALS' EMOTIONAL BEHAVIORS

Yun Lucy Zhang[1], Jeanne Tsai[1]
[1]Stanford University

Are bicultural Asian Americans emotionally sensitive to Asian and American cultural cues? As predicted, Asian Americans used more positive and fewer negative words in response to American (vs. Asian) internship ads, whereas European Americans did not alter their word use in response to the different ads.

E56

CONTRIBUTIONS OF PARENTAL EXPECTATION AND ETIC-EMIC PERSONALITY TO VOCATIONAL IDENTITY AMONG ADOLESCENTS: A CROSS-CULTURAL STUDY

Weiqiao Fan[1], Xiaolu Zhou[1], Fanny M. Cheung[2], Frederick T.L. Leong[3]
[1]Shanghai Normal University, [2]The Chinese University of Hong Kong, [3]Michigan State University

We explored the contribution of parental expectation (PE) to vocational identity (VI) with moderated effects of personality among adolescents. 1177 adolescent students from Hong Kong, Shanghai and Michigan completed personality, PE and VI questionnaires. Cultural variation was found on ways different personality dimensions moderating the association between PE and VI.

E57

FAMILY COMMUNICATION PATTERNS AND SOCIAL SUPPORT SEEKING IN JAPAN AND THE UNITED STATES: A SOCIO-ECOLOGICAL PERSPECTIVE

Satoshi Moriizumi[1]
[1]Nanzan Junior College

This study investigated how national culture (macro culture) and family communication patterns (FCP) (meso culture) influenced individuals' social support seeking in Japan and the United States. The results showed that the national culture directly, and indirectly through FCP, affected the use of both emotional and instrumental social support seeking.

E58

BICULTURAL SOCIAL IDENTITY ACROSS DIFFERENT BICULTURAL GROUPS

Andy Y. Chiou[1]
[1]CUNY Baruch/Graduate Center

Although bicultural research has proliferated in recent years, most research focus upon biculturals as individuals. However, it is important to examine biculturals social identity. In this study we demonstrate that how close Asian-American biculturals feel to others in general depends on the cultural cues they are exposed to and their own bicultural development.

E59

BICULTURAL COGNITION: A PROCESS-ORIENTED APPROACH TO HOW BICULTURALS ALTERNATE BETWEEN TWO CULTURAL IDENTITIES

Adrian M. Salazar[1], Luke R. Enge[1], Stephanie A. Quezada[1], Michael A. Zárate[1]
[1]University of Texas at El Paso

This study examined the process through which biculturals alternate between two cultural frameworks in response to social cues. We provide evidence of a dynamic interaction between cultural identification and the cognitive processes involved in responding to different cultural icons.

E60

HERITAGE ACCULTURATION: INDIVIDUAL ATTITUDES WITHIN A SOCIAL CONTEXT

Marina M. Doucerain[1], Andrew G. Ryder[1]
[1]Concordia University

We investigated heritage acculturation, as individually held attitudes that are embedded within a sociocultural context. Variables at three levels of analysis (intraindividual, household, and neighbourhood) contributed in predicting heritage acculturation. In terms of psychological well-being, heritage acculturation was a stronger predictor than its mainstream counterpart.

E61

AUTHENTICITY AND CULTURE: BE AUTHENTIC, BUT KEEP YOUR DISTANCE

Stephanie Draschil[1], Verena Graupmann[2], Bernhard Streicher[3], Dieter Frey[3]
[1]Ludwig-Maximilians-University, Munich, [2]DePaul University, Chicago, [3]Ludwig-Maximilians-University, Munich

In a qualitative cross-cultural study Americans and Germans described authentic people with more positive individualistic attributes whereas Indians used more positive collectivistic attributes. In an experiment participants primed with independence (individualism) – compared to interdependence (collectivism) – self-construal, however, preferred to sit closer to non-authentic interaction partners than to authentic ones.

E62

CHOOSING BETWEEN THE FAMILY AND THE SELF: THE PSYCHOLOGICAL CONSEQUENCES OF HOLDING INCONGRUENT CULTURAL VALUES

Karen S. Chang[1], Nicole Wilson[1], Janxin Leu[1], Yuichi Shoda[1]
[1]University of Washington

What are the psychological challenges of having a bicultural identity? This study showed bicultural Asian Americans were distressed both when choosing a course of action embodying American values and when choosing a course of action embodying Asian values. Monocultural European Americans were distressed only when choosing the latter.

E63

THE JOYS AND PERILS OF VICTIMHOOD

Patrycja Slawuta[1], Magdalena Bobowik[2]
[1]The New School, [2]University of Basque Country

Few ethnic or religious groups have escaped the affliction of intergroup violence and suffering. Hence, the collective victimhood forms a part of the civic education and can become core to the group's identity. The current research was conducted among Jews, Christians and Protestants and reveals psychological complexity of the victimhood mentality.

E64

THE MULTICULTURAL IDENTITY INTEGRATION SCALE (MULTIIS)

Maya A. Yampolsky[1], Catherine E. Amiot[1], Roxane de la Sablonniere[2]
[1]Universite du Quebec a Montreal, [2]Universite de Montreal

The Multicultural Identity Integration Scale (MULTIIS), based on the cognitive-developmental model of social identity integration (Amiot et al., 2007), measures three multicultural identity configurations:

having one cultural identity; maintaining separate identities; and connecting identities. The three-factor structure was supported with CFA, and the subscales predicted well-being.

E65
THE NIQAB AS A PERCEPTUAL, BUT NOT ATTITUDINAL, BARRIER TO COMMUNICATION

Sian Roderick[1], Paul B. Hutchings[1]
[1]Swansea Metropolitan University of Wales Trinity Saint David

This study examines ability to recognise universal displays of emotion when covered by a niqab or presented with 'letterboxed' eyes. Measurements of implicit and explicit prejudice were taken. Low recognition rates were found for niqab and letterbox targets compared to full face targets but this was not influenced by prejudice.

E66
U.S. SOCIAL CLASS DIFFERENCES IN THE TIES THAT BIND

Rebecca Michelle Carey[1], Hazel Rose Markus[1]
[1]Stanford University

Social-class context shapes relationships. In response to relationship dilemmas, working-class individuals were less willing than middle-class individuals to end old relationships and begin new ones. Working-class responses were explained by greater feelings of interdependence, loyalty, and obligation, while middle-class responses were explained by greater feelings of independence and choice.

E67
PHYSICAL ATTRACTIVENESS PERCEPTIONS AMONG BICULTURAL INDIVIDUALS

Yu-Wei Hsu[1], Eli J. Finkel[1]
[1]Northwestern University

The current research investigated how physical attractiveness perceptions of Asian American biculturals are influenced by cultural cues and their bicultural identity integration. Our results demonstrated how biculturals with high or low cultural identity integration exhibit distinct preference responses toward culturally established and contrasting physical attractiveness ideals.

E68
ASSOCIATIONS OF BICULTURAL IDENTITY INTEGRATION WITH PSYCHOLOGICAL WELL-BEING AND CORTISOL RESPONSES TO A LABORATORY STRESSOR

Joanna C. Ho[1], Belinda Campos[1], Ilona Yim[1]
[1]University of California, Irvine

We explored psychological and physiological associations of acculturation and bicultural identity integration (BII) in Asians and Latinos. BII, but not acculturation, was related to psychological health; BII and US acculturation were related to cortisol reactivity. Findings indicate that how individuals manage cultural identities may have more health implications than acculturation.

E69
NEURAL DIFFERENCES OF ERROR PROCESSING IN CULTURE VALUE ORIENTATION

Jeong Min Lee[1], Christina Hong[1], Robert F. Simons[1], Fang Fang Chen[1]
[1]University of Delaware

We investigated the impact of different feedback on neural responses of relative collectivists and individualists, using a Flanker task. Collectivists had faster reaction times and more errors, as well as a larger ERN after receiving feedback that they performed well but their group did poorly. Individualists displayed the opposite pattern.

E70
INVESTIGATING MEASUREMENT INVARIANCE OF THE MULTI-GROUP ETHNIC IDENTITY MEASURE IN A MULTIETHNIC SAMPLE OF COLLEGE STUDENTS

Stevie C. Y. Yap[1], M. Brent Donnellan[1], Seth J. Schwartz[2]
[1]Michigan State University, [2]University of Miami

This paper evaluates the invariance of the Multi-Group Ethnic Identity Measure in a large multiethnic sample of students from 30 institutions across the United States. Results suggest that the MEIM has metric invariance across six ethnic groups. However, there was evidence for metric and scalar invariance across minority ethnic groups.

E71
CHASING THE CHINESE DREAM: EVIDENCE FOR CHANGE IN PERSONAL AND CULTURAL VALUES IN CHINA

Rui Zhang[1], Kimberly Noels[1]
[1]University of Alberta

We tested the hypothesis that contemporary China is undergoing a cultural shift in a more individualistic direction. We examined cultural change by assessing values at individual and cultural levels. Across three studies, a complex pattern of cultural stability and change emerged.

E72
CULTURAL DIFFERENCES IN THE UTILIZATION AND FUNCTION OF SELF-ENHANCEMENT DOMAINS

Christopher Hur[1], Ahra Ko[1], Risza Konkankit[1], Tyson Kerr[1], Anna Lau[1], William Tsai[1]
[1]University of California, Los Angeles

The study examined cultural differences in the utilization and function of self-enhancement tendencies as a predictor of psychological dysfunction (i.e., depressive symptoms & life satisfaction) for 103 Asian and 92 European Americans. The findings indicate some evidence of cultural differences in the utilization, but similarities in the function of self-enhancement among AAs and EAs.

E73
CONTINGENCIES OF PARENTAL SUPPORT AS A FUNCTION OF PARENTING: A CROSS CULTURAL STUDY

Vandana Chauhan[1], Joan Miller[1]
[1]The New School for Social Research

Two studies looked at whether Indian and European-American college students thought an adult-child should help parents as a function closeness (warm/cold) and type of parenting (emotionally/physically neglectful). Results revealed that more Indians thought the adult- child should help parents in both studies, reasoning in terms of duty and role obligations.

E74
THE MODERATING ROLE OF ETHNICITY IN THE RELATIONSHIP BETWEEN THE DOPAMINE RECEPTOR GENE (DRD4) AND NOVELTY SEEKING

Sarah Huff[1], Anthony King[1], Carolyn Yoon[1], Steven Tompson[1], Israel Liberzon[1], Shinobu Kitayama[1]
[1]University of Michigan

We measured the association between novelty seeking and presence of 7- and 2-repeat alleles of the DRD4 gene in European Americans and East Asians. Results suggest that East Asian, but not European American, 7- or 2-repeat carriers are lower in novelty seeking than non-carriers. Implications for cultural neuroscience are discussed.

E75
DESCRIBING ABOUT NEGATIVE EMOTIONAL EXPERIENCE: A COMPARISON BETWEEN KOREANS AND EUROPEAN AMERICANS

Eunsoo Choi[1], Yulia Chentsova-Dutton[1]
[1]Georgetown University

Individuals from different cultural contexts deal and express negative emotions in different ways. The present study looked at the ways in which Koreans and European Americans described about anger-provoking situations. Participants' narratives of emotional experience were analyzed with LIWC and cultural differences and similarities were found.

E76

THE RELATIONSHIP BETWEEN COLLECTIVISM, SELF-DISCLOSURE AND EXTRAVERSION

Katherine Matty[1], Seung Hee Yoo[1]
[1]San Francisco State University

The current study examined the relationship between individualism-collectivism and self-disclosure. Participants who scored higher on horizontal collectivism, indicating a focus on relationship harmony, reported higher levels of self-disclosure to others as well as higher levels of liking for others who self-disclosed. Both relationships were partially mediated by extraversion.

E77

INDIVIDUALISM-COLLECTIVISM AND SELF-DISCLOSURE TO INGROUPS AND OUTGROUPS

Ji Yeon Seol[1], Seung Hee Yoo[1]
[1]San Francisco State University

This study tested Triandis' (1988) theory that collectivists make greater distinctions between their ingroups and outgroups compared to individualists. Participants reported on the amount and depth of self-disclosure to their friend (ingroup) and acquaintance (outgroup) and their levels of individualism-collectivism. The results provided mixed support for the theory.

E78

USING SOCIAL CONNECTIONS FOR GETTING JOBS: A US/ MIDDLE EAST COMPARISON

Ezgi Nihan Akcinar[1], Amrita Maitreyi[1], Elif Gozde Ikizer[2], Hazel Rose Markus[1]
[1]Stanford University, [2]University of Connecticut

Using vignettes, we examined whether Middle Eastern (Turkish) participants would be more likely to endorse nepotism – preferential treatment based on relationship-- and find nepotism more prosocial than European American participants. More Middle Eastern participants said they would engage in nepotistic practices, and reported them to be sincere and unselfish.

E79

CULTURAL DIFFERENCES IN SOCIAL NETWORK STRUCTURES: COMPARATIVE STUDY IN THE UNITED STATES, JAPAN, AND KOREA.

Motoko Harihara[1]
[1]Tokyo Woman's Christian University

This study compared network structures between Americans, Japanese, and Koreans. The results of original online survey data showed that 1) network size was larger among Americans and Koreans than Japanese, 2) boundary density (i.e. density across any two domains of interaction) was highest among Americans, followed by Koreans, and Japanese.

E80

BICULTURALISM FROM AROUND THE WORLD: HOW VARIOUS BICULTURAL GROUPS COMPARE ON BICULTURAL IDENTITY INTEGRATION

Carmel Sarah Saad[1]
[1]Westmont College

Previous research asserts that Bicultural Identity Integration (BII) depends on subjective perception of cultures, but it may also depend on one's particular ethnicity. East Asians emphasize dialecticism, which may help them achieve higher BII. Among 1,316 biculturals, East Asians perceived higher BII, even when controlling for acculturation and behavioral measures.

E81

DOES LANGUAGE CHANGE CULTURAL MINDSETS? IT DEPENDS ON THE IDENTITY OF BILINGUAL INDIVIDUALS

Sharon Arieli[1], Lilach Sagiv[2]
[1]University of Michigan, [2]The Hebrew University of Jerusalem

This research investigates the interplay between culture, language and identity. Studying bilingual Arab-Israelis (speaking Hebrew and Arabic) and Hong-Kong citizens (speaking English and Chinese), we hypothesized and found that language evoked change in their cultural mindsets, affecting reported values and creative problem-solving only among participants who identified as bicultural.

E82

CULTURE, INNOVATION, AND CHANGE

Kathrin Hanek[1], Fiona Lee[1]
[1]University of Michigan

Extending research examining the relationship between identity management and creativity, a study finds that low BIIs (or biculturals who perceived their cultural identities as conflictual) experienced more negative post-decisional affect during a culturally-relevant idea-generation task. This suggests that cultural contexts moderate how individual differences in cultural identification affect creative performance.

E83

GENETIC CONTRIBUTIONS TO THE NEED FOR CLOSURE AND AUTOMATIC RACIAL BIAS

Bobby K. Cheon[1], Robert W. Livingston[2], Joan Y. Chiao[3], Ying-Yi Hong[1]
[1]Nanyang Technological University, [2]University of Sussex, [3]Northwestern University

We examined whether genetic polymorphisms linked to sensitivity to threat (5-HTTLPR) and cognitive flexibility (COMT Val158Met) contribute to individual differences in Need for Closure (NFC) and its ideological/attitudinal manifestations. Possessing an S-allele of 5-HTTLPR or two Met-alleles of COMT predicted greater levels of NFC and automatic racial bias.

E84

CULTURE SHAPES INTERBRAIN SYNCHRONIZATION FOR NATURAL VIEWING DECODING

Roberto Caldara[1]
[1]University of Fribourg

Human societies are built on people accomplishing balanced individualistic and collectivistic goals to enhance their survival. Western societies are individualistic, whereas Eastern are collectivistic. Westerner and Easterner observed showed culture-specific interbrain synchronizations during the viewing of natural movies screening humans achieving individualistic and collectivistic goals, challenging the universality of vision.

E85

INFLUENCE OF CULTURAL AND SOCIAL-SITUATIONAL FACTORS ON THE NEURAL BASIS OF ACTION-MONITORING

Narun Pornpattananangkul[1]
[1]Northwestern University

We aimed to better understand how socio-cultural factors influence the neural basis of action-monitoring. Japanese and Americans who hold cultural values of behavioral consistency showed higher level of ACC activity. Moreover, perception of social dominance cues appear to impair action-monitoring processes behaviorally and neurally, indicated by the N2 ERP component.

E86

THE ROLE OF RESIDENTIAL MOBILITY IN MODERATING THE EFFECTS OF SOCIAL MONITORING ON CHEATING

Jenny Su[1], Chi-Yue Chiu[2], Wei-Fang Lin[1], Shigehiro Oishi[3]
[1]National Taiwan University, [2]Nanyang Technological University, [3]University of Virginia

Given the cost of being socially excluded is higher in low vs. high mobility contexts, social monitoring may more effectively reduce dishonest behavior in the former than in the latter. Our experimental data supported this notion, suggesting that effective mechanisms of social control may differ by level of residential mobility.

E87

DOES LOW MOBILITY SUSTAIN HIERARCHY? INVESTIGATING THE LINK BETWEEN RELATIONAL MOBILITY AND HIERARCHY-RELATED BELIEFS

Lay See Ong[1], Angela K.-y. Leung[1]
[1]Singapore Management University

Across three studies, perceived relational mobility of the self predicts the endorsement of hierarchy-related beliefs. People who perceive themselves as lower (vs. higher) in mobility support within- and between-group hierarchy and are more cognitively bothered by hierarchy violations. We discuss the implication that hierarchy serves to structurally afford lower mobility.

E88

DISCOVERY OF LARGE-SCALE PSYCHOLOGICAL DIFFERENCES WITHIN CHINA EXPLAINED BY RICE VS. WHEAT AGRICULTURE

Thomas Talhelm[1], Xuemin Zhang[2], Shigehiro Oishi[1], Shimin Chen[3], Dongyuan Duan[2], Xuezhao Lan[4], Shinobu Kitayama[5]
[1]University of Virginia, [2]Beijing Normal University, [3]South China Normal University, [4]McKinsey Consulting, [5]University of Michigan

This study shows large cultural differences within China. We argue that a history of farming rice makes cultures more interdependent and holistic-thinking, while farming wheat makes cultures more independent and analytic-thinking. With 1,074 Chinese participants, we found that rice-growing southern China is more collectivistic and holistic-thinking than the wheat-growing north.

Gender

E89

MASCULINE HONOR BELIEFS PREDICT PERCEPTIONS OF RAPE AND WOMEN WHO HAVE BEEN RAPED

Megan L. Strain[1], Jericho M. Hockett[1], Jessica L. McManus[1], Donald A. Saucier[1]
[1]Kansas State University

We examined relationships between masculine honor beliefs and perceptions of rape. Masculine honor beliefs were generally associated with both negative attitudes toward rape and negative attitudes toward women who have been raped. Importantly, different components of masculine honor correlated differently with various rape perceptions, illustrating the complexity of masculine honor.

E90

MORE THAN JUST A PRETTY FACE? THE PROFESSIONAL MOTIVATIONS BEHIND THE LIPSTICK EFFECT

Ekaterina Netchaeva[1], McKenzie R. Rees[1]
[1]University of Utah

The "lipstick effect" (i.e., the increased sales of beauty products during recession) was previously attributed to women's desire to attract wealthy mates. We show that this phenomenon is better explained by women's motivation to enhance their professional image, in turn leading to increased sense of security in their economic situation.

E91

PUTTING YOUR BODY TO WORK: SELF-SEXUALIZATION AS IDENTITY PERFORMANCE FOR WOMEN IN WORKPLACE CULTURES

Jill M. Allen[1], Sarah J. Gervais[2]
[1]University of Minnesota, [2]University of Nebraska- Lincoln

When is sexualization an effective self-presentation strategy among women? Using a novel experimental paradigm situated in the workplace, we suggest that women self-sexualize to become included among male peers, and conversely, women self-sexualize to avoid the threat of exclusion among female peers. Implications for expanding objectification theory are discussed.

E92

MEN'S ROLES AND WOMEN'S GOALS: CAUSES, CONSEQUENCES AND COMPLEMENTARITY

Alyssa Croft[1], Alec Beall[1], Toni Schmader[1], Mark Schaller[1]
[1]University of British Columbia

Are women's career goals related to their perception of men as caregivers? Across three studies, exposure to caregiving men caused women to anticipate breadwinning roles and women who envisioned themselves becoming breadwinners were more attracted to men with parenting skills.

E93

LOCATION, LOCATION, LOCATION: HOW VERTICAL SPATIAL PLACEMENT CAN IMPACT GENDER STEREOTYPES

Sarah Ariel Lamer[1], Max Weisbuch[1]
[1]University of Denver

This study tested if culturally-prevalent depictions of women and men influenced gender stereotypes. Participants viewed magazine pages photoshopped so either women or men were high. Participants who saw women high rated them as more dominant and leadership-capable than did participants who saw men high. These results highlight ecologically-valid gender cues.

E94

GENDERED EMOTIONAL DISPLAYS: AN ANALYSIS OF THE DEVELOPMENT OF GENDER STEREOTYPES THROUGH THE EXPRESSION OF EMOTIONS

Megan M. MacPherson[1], Kiley Hamlin[1]
[1]University of British Columbia

This study examines the development of infants understanding of the gendered display rules dictating that women should display sadness and men anger (Wilson 2008). Results suggest that by 5-months, infants have some knowledge of a common emotion display rule: women tend to display sadness and men anger.

E95

HIRING DECISIONS: THE EFFECT OF IMPLICT ACTIVATION OF GENDER ROLE STEREOTYPES

Lindsay Rice[1], Joan M. Barth[1], B. Heather Talbert[1]
[1]University of Alabama

To examine how automatic activation of gender role stereotypes affects perception of others, participants were primed and rated a job applicant. After communal priming, men were less likely to rate the applicant high on agentic qualifications or recommend them. Women were less likely to recommend the applicant after agentic priming.

E96

BELIEFS ABOUT INTIMATE PARTNER VIOLENCE AND MEDIA NARRATIVES: EFFECTS OF EXPLICIT AND SUBTLE EXPOSURE

Renae Franiuk[1], Jill M. Coleman[2]
[1]Aurora University, [2]Roosevelt University

Participants were subtly exposed, explicitly exposed, or not exposed to a song about intimate partner violence (IPV). Explicit exposure led to increased access to thoughts of aggression; subtle exposure increased positive feelings compared to the control condition, suggesting listeners may be less critical of the message when not explicitly attending.

E97

AMBIVALENT SEXISM AND THE SEXUAL DOUBLE STANDARD

Yuliana Zaikman[1], Michael Marks[1]
[1]New Mexico State University

The purpose of the study was to further investigate the sexual double standard by determining whether sexist attitudes (both hostile and benevolent) influence the exhibition of the double standard. Results revealed that hostile and benevolent attitudes towards men and women affected participants' perceptions of target individuals.

E98

"I WANT TO BREAK FREE": A STUDY OF FEMALE EMPOWERMENT THROUGH SMOKING NARRATIVES IN URBAN INDIA

Mudra Mukesh[1]
[1]IE Business School-IE University

Using narrative analysis, this research explores how educated-urban Indian women perceive themselves and their paradoxical social environment. Interviews are used to draw out issues in consumer vulnerability and how these women perceive cigarette smoking as a power-restoring and an identity-generating activity in a society characterized by gender inequality. .

E99

THE ROLE OF BENEVOLENT SEXISM IN PERCEPTIONS OF DATING BEHAVIORS

Megan K. McCarty[1], Janice R. Kelly[1]
[1]Purdue University

We explored the effects of benevolent sexism on perceptions of dating scenarios. Benevolent sexism was associated with negative reactions to gender counter-stereotypic dating scenarios, but not with reactions to gender stereotypic and egalitarian scenarios. These differences may contribute to the perpetuation of traditional dating scripts.

E100

EMBODIED EMPOWERMENT: FEMALE ROLE MODELS EMPOWER WOMEN IN LEADERSHIP TASKS THROUGH BODY POSTURE MIMICRY

Ioana Maria Latu[1], Marianne Schmid Mast[1], Dario Bombari[1], Joris Lammers[2]
[1]University of Neuchatel, Switzerland, [2]Universität zu Köln, Germany

In two studies we suggest that powerful role models can trigger embodied empowerment. During a leadership task, women exposed to powerful female (but not male) role models mimicked the models, thus showing more opened body postures and increased postural openness. These body posture changes subsequently led to increased leadership performance.

E101

GENDER ROLE EXPECTATIONS OF STEM "COUPLES": WHAT HAPPENS TO IMPLICIT ASSOCIATIONS WHEN ROMANCE IS PRIMED?

Sarah Tate Dunlap[1], Joan M. Barth[1], Lydia Yang[1]
[1]University of Alabama

In a study of couples, each including a female STEM major, participants completed IATs measuring gender-occupation associations and gender-stereotypical interests under romantic or social priming conditions. Both partners exhibited more stereotypical associations following romantic priming, indicating that they identified with more traditional gender role expectations when romance was salient.

E102

MOTIVATING WOMEN IN STEM: THE IMPACT OF GENDER ROLES AND ROLE MODELS

Lindsey Streamer[1], Lora Park[1], Ariana Young[1]
[1]University at Buffalo, SUNY

Women with traditional gender role attitudes showed better STEM outcomes when exposed to attractive female STEM role models relative to: (a) less attractive female STEM role models (Study 1); (b) attractive female role models in English/Humanities/Arts (Study 2); and (c) attractive male STEM role models (Study 3).

E103

DOES A "CRITICAL MASS" OF WOMEN INCREASE GENDER EQUITY IN STEM?

Amy L. Hillard[1], Tamera R. Schneider[2], Sarah M. Jackson[2]
[1]Adrian College, [2]Wright State University

Using multilevel modeling, the effect of faculty gender composition on equity within STEM departments was examined to test theory that a "critical mass" of a minority group transforms institutions. Contrary to theory suggesting a quadratic effect, proportion of women had a positive, linear effect on department climate and equity.

E104

PERCEPTIONS OF WOMEN AS A SOCIAL MINORITY IN A CATEGORY ACCENTUATION PARADIGM

Liz Scharnetzki[1], Jordan Seliger [1], Curtis Shelton [1], Daniel Lehr[1], Avi Ben-Zeev[1]
[1]San Francisco State University

We adapted Sherman et al.'s (2009) category accentuation paradigm to examine gender categorization, specifically whether women are perceived as a social minority. Despite learning male- and female-analogous groups at identical base rates, novel exemplars with traits predictive of membership in both groups were assigned less often to the female-analogous group.

E105

EVIDENCE THAT RISK STEREOTYPES CONTRIBUTE TO GENDER INEQUALITY IN THE WORKPLACE

Devon Proudfoot[1], Christy Zhou[1], Aaron Kay [1]
[1]Duke University

In two studies, we provide evidence that gender-based risk stereotypes, specifically beliefs about women's tendency to avoid risk, may uniquely contribute to the persistence of gender inequality in organizations.

E106

THE RELATIONSHIP BETWEEN SEXISM AND OBJECTIFICATION OF SEXUALIZED MALE AND FEMALE TARGETS

Michelle Revels[1], Patricia Escobedo[1], Ryan Folliott[1], Kolina Koltai[1], Heather Rees[1], Debbie Ma[1]
[1]California State University, Northridge

Using an Implicit Association Task, we examined how sexual objectification of both genders effects how agency is attributed to sexualized targets, and how the process is related to ambivalent sexism. Our findings indicated that both hostile and benevolent sexism scores were significantly correlated with how people objectified sexualized female targets.

E107

WHY SEXIST MEN STEREOTYPE EMPOWERED WOMEN: THE ROLE OF POWER AND NORM CONFORMITY IN THE LINK BETWEEN SEXISM AND STEREOTYPE CONTENT

Christopher David Petsko[1], Janice D. Yoder[1]
[1]The University of Akron

Men's hostile sexism predicts stereotyping against female (but not male) supervisors. The present study investigates the role of two potential mediators in this relationship, and suggests that men's preference for power – not their preference for women to conform to gender norms – plays a central role in this relationship.

E108

THE GENDER DIFFERENCE IN SOCIOTROPY: A META-ANALYTIC REVIEW

Kaite Yang[1], Joan Girgus[1]
[1]Princeton University

This meta-analysis examined whether there is a gender difference in sociotropy. Across 93 independent effect sizes, the average weighted effect size of the gender difference in sociotropy was d=0.34, with women scoring significantly higher than men. Clinical versus non-clinical samples and age explained marginally significant differences in effect size variance.

E109

EXPLORING THE GENDER GAP IN SMOKING: THE ROLE OF SELF-ESTEEM AND THE DESTRUCTIVE POWER OF POSITIVE BELIEFS

Jessica Perrotte[1], Willie Hale[1], Raymond Garza[1]
[1]UTSA

We assessed the conditional indirect effect of positive beliefs about smoking on the relationship between gender and tobacco usage for individuals at varying levels of self-esteem. Self-esteem moderated

the model's first stage and direct effect, producing significantly different direct, indirect, and total effects for individuals with high versus low self-esteem.

E110
WOMEN'S CAREGIVING EXPERIENCES ARE ASSOCIATED WITH IMPLICIT GENDER STEREOTYPING ABOUT CAREER AND FAMILY

Rebecca Sue Frazier[1], Selin Kesebir[2], Brian A. Nosek[1]
[1]University of Virginia, [2]London Business School

Female participants showed significantly stronger implicit, but not explicit, stereotypes than men did associating female with family and male with career. Women (but not men) who reported having children, wanting children, performing caregiving, or wanting to perform more caregiving had stronger implicit stereotypes than those who did not.

E111
GENDER DIFFERENCES IN RESPONSES TO COMPETITION WITH SAME-SEX CO-WORKERS

Sun Young Lee[1], Selin Kesebir[1], Madan M. Pillutla[1]
[1]LONDON BUSINESS SCHOOL

Based on evolutionary and gender socialization theories, we propose that women, compared to men, find competition more incompatible with a cooperative relationship. Two studies found that women (but not men) like a same-sex co-worker less if the relationship has competitive elements, and derive less enjoyment from working with the co-worker.

E112
IT'S NOT JUST A GAY MALE THING: SEXUAL MINORITY WOMEN AND MEN ARE EQUALLY ATTRACTED TO CONSENSUAL NON-MONOGAMY

Kelly C. Grahl[1], Richelle A. Bultje[1], Melanie J. Gingell[1], Destiny N. Plantz[1], Emily L. Hanna[1], Jes L. Matsick[1], Amy C. Moors[1], Terri D. Conley[1]
[1]University of Michigan

It is commonly assumed that gay men have an inclination toward consensual non-monogamy. Results suggest that male and female sexual minorities share similar attitudes toward, and desire to engage in, open relationships. In conjunction, female sexual minorities express love style preferences that are similar to their male sexual minority counterparts.

E113
SCANDALOUS TIMES: THE INFLUENCE OF A SCANDAL ON THE PERCEIVED HONESTY TRAITS OF MALE AND FEMALE GUBERNATORIAL CANDIDATES

Monica C. Schneider[1], Elizabeth R. Brown[2], Amanda B. Diekman[1]
[1]Miami University, [2]Montana State University

We examined how the perceived honesty traits of male and female gubernatorial candidates change following a scandal involving the current governor. The female versus male candidate was perceived as more honest in the scandal condition. Furthermore, male candidates' lack of honesty in the scandal condition lead to less overall support.

E114
PRELIMINARY VALIDATION OF A NEW MEASURE OF HYPERFEMININITY

Hannah Borhart[1], Heather Terrell[1]
[1]University of North Dakota

Hyperfemininity has been conceptualized as an exaggerated adherence to a stereotypic feminine gender role. This study developed a new scale to measure hyperfemininity through rational and empirical scale development procedures, including factor analysis. An EFA found that this new scale includes five factors: traditional values, appearance/superficiality, emotionality, manipulation and attraction.

E115
THE EFFECT OF SEXIST HUMOR ON WOMEN'S COGNITIVE PROCESSING

Thomas E. Ford[1], Julie A. Woodzicka[2], Astrid Pruitt[2], Shelbi Hendricks[2], Whitney Petit[1], Andrew Beveridge[1]
[1]Western Carolina University, [2]Washington & Lee University

Our study addressed the novel question of how sexist humor affects women. Supporting our hypothesis results showed that exposure to sexist humor induced self-objectification and impaired performance on a Stroop color-naming task for women but not men.

E116
HOOKING UP AND WOMEN KISSING WOMEN: REFLECTIONS OF WOMEN'S SEXUAL SUBJECTIVITY?

Sal Meyers[1]
[1]Simpson College

A survey of heterosexual college women showed that those women who have kissed another woman at a party are more likely to have had a sexual. Inconsistent with those behaviors being reflections of sexual subjectivity, only one of the three elements of sexual subjectivity was associated with these behaviors.

E117
GENDER BIAS IN CONFLICT RESOLUTION

Helen O'Hara[1], Bernhard Leidner[1]
[1]University of Massachusetts, Amherst

This experiment investigated gender bias in conflict resolution across different conflict domains. Male participants reading about a female (rather than male) negotiator in international conflict reported greater desire to select a different negotiator. Results suggest that increased perceived communality of women in international conflict resolution explain these effects.

E118
WHAT DIVIDE PERCEIVING FAIRNESS FROM UNFAIRNESS? COMMUNAL AND INDIVIDUAL SENSE OF FAIRNESS IN PERFORMING WORK/ FAMILY ROLES IN CLOSE RELATIONSHIPS

Akinobu Nameda[1]
[1]Ritsumeikan University

The present study aimed to understand what divide perceiving fairness and unfairness. We conducted interviews with Japanese sharing work/ family roles. We found that individuals who expressed discontentment contrasted themselves with their partner whereas individuals who did not express discontent feelings had communal sense in performing work/ family roles.

E119
CASUAL SEX ACCEPTANCE AMONG LESBIANS AND GAY MEN: FURTHER EVIDENCE FOR PLEASURE THEORY

Jes L. Matsick[1], Ali Ziegler[1], Amy C. Moors[1], Jennifer D. Rubin[1], Terri Conley[1]
[1]University of Michigan

The current research helps to elucidate the gender difference in acceptance rates of casual sex offers by incorporating the experiences of lesbians and gay men. Across both hypothetical and actual remembered casual sex offers, perceived sexual capabilities of the proposer was the strongest predictor of casual sex acceptance.

E120
REDUCING SEXISM BY RAISING AWARENESS OF MALE PRIVILEGE: EFFECTIVENESS OF TWO INTERVENTIONS

Kim Case[1], Jeremy Olivares[1], Heather Tolleson[1], Jade Divita[1]
[1]University of Houston-Clear Lake

This experimental study investigates the influence of two interventions (handout vs. video) on participants' awareness of male privilege and sexism. After each intervention, participants wrote about what they learned and completed the post-test survey. Both interventions significantly raised male privilege awareness and decreased modern sexism compared to a control group.

E121

SHIFTING GENDER ROLES AND THE RISE OF ANDROGYNY

Kristin Donnelly[1], Jean Twenge[1]
[1]San Diego State University

We conducted analyses on generational changes in attitudes toward gender roles since the 1970s. Results indicate that support for traditional gender roles has decreased over time. In addition, support of workplace equality has increased and attitudes towards men as sole providers has declined, providing evidence for growing gender role androgyny.

E122

DON'T HATE ME 'CAUSE I'M BEAUTIFUL: (SEXUALLY DESIRABLE AND PROMISCUOUS) FEMALES PROJECT ANGER ONTO FEMALE FACES

Jaimie Arona Krems[1], Andrew E. White[1], Gabrielle Filip-Crawford[1], Steven L. Neuberg[1]
[1]Arizona State University

Do sexy women see the world differently? Given that females mask anger and prefer behind-the-back aggression, we predicted females would project anger onto female faces. This "functional projection" would allow females to pre-empt aggression. Two studies support this – for desirable and sexually unrestricted women.

E123

YOU'RE NOT LIKE THE REST: PRECARIOUS MANHOOD'S EFFECTS ON GENDER DICHOTOMIZATION AND GENDER ATYPICALS

Caitlin Bronson[1], Kenneth Michniewicz[1], Jennifer Bosson[1]
[1]University of South Florida

We examined whether men's tendency to distance their gender in-group from femininity mediates the link between gender threats and punishment of gay targets. Although men did not set higher bail for a gay suspect, men categorized fewer androgynous faces as "male" and took longer to make these decisions than women.

E124

TAKING A FRONT SEAT TO SUCCESS: WOMEN'S SEATING CHOICES IN COLLEGIATE STEM CLASSES

Sara Driskell[1], Kelly Marie Hoffman[2], Sophie Trawalter[2]
[1]Indiana University Bloomington, [2]University of Virginia

Women in male-dominated fields have been told to "lean in" and "sit at the table," to claim their success. We found that, compared with men and first-year women, fourth-year women in STEM were more likely to sit in the front, suggesting that claiming space may help women stay in STEM.

E125

GENDER-ROLES THEN AND NOW: MOVING AWAY FROM TRADITION

Alison Ellen Burgujian[1], Kristina Hood[2], Natalie Shook[3]
[1]Fairleigh Dickinson University, [2]Mississippi State University, [3]West Virginia University

We examined the effectiveness of the Personal Attributes Questionnaire (Spence, Helmreich, & Stapp, 1974) in measuring modern gender-roles in comparison with a 1981 sample (Helmreich et al., 1981).Findings suggest a restructuring of the existing factors, removing several items, and a new focus on emotion in men and strength in women.

E126

SOCIOCULTURAL VULNERABILITIES AS MEDIATORS OF THE EFFECTS OF INDIVIDUAL RISK FACTORS ON BODY DISSATISFACTION IN COLLEGE-AGE WOMEN

Summer Joi Robins[1], Ariana Naomi Bell[1], Anthony Rodriguez[1], Phillip Atiba Goff[1]
[1]University of California, Los Angeles

To examine the relationship between individual and sociocultural vulnerabilities for body dissatisfaction in women, we present results from a structural equation model. Overall, the relationship between individual vulnerabilities and body dissatisfaction was mediated by sociocultural vulnerabilities, suggesting the importance of examining both types of factors concurrently in body image research.

E127

ANTICIPATED SOCIAL ROLE CONFLICT FOR WOMEN IN STEM AND NON-STEM FIELDS

Janice Campbell[1], Joan M. Barth[1]
[1]University of Alabama

First and second year STEM and non-STEM college majors were compared on their beliefs about their future social roles and anticipated career-family conflict. Few differences were found for women in different majors, suggesting that anticipated role conflict alone cannot explain differences in women's career choices early in college.

E128

SUBMISSION BREEDS SEXISM: AUTHORITARIANISM AND HOSTILE ATTITUDES TOWARD WOMEN

Skye Wingate[1], Sydney Howard[1], David Butz[1]
[1]Morehead State University

The present study examined the implications of right-wing authoritarianism (RWA) and submission to authority figures for hostile attitudes toward women. Male participants high in RWA responded with increased hostile sexism against women when receiving instructions from an outgroup member (female authority figure), but not an ingroup member (male authority figure).

E129

ATTITUDES TOWARD PETS AND PARTNERS: THE ROLE OF GENDER

Michelle Guthrie Yarwood[1], Philip H. Marshall[2], Susan S. Hendrick[2], Clyde Hendrick[2]
[1]Pennsylvania State University, [2]Texas Tech University

We explored the connection between gender, pet attitudes, and relationship measures (e.g., love attitudes, relationship satisfaction, and social support). The correlations between pet attitudes and relationship measures varied according to gender. After controlling for gender, Eros and Ludus predicted Negative Pet Attitudes, while Eros predicted Positive Pet Attitudes.

E130

TOO SEXY TO BE LIKED - CONSEQUENCES OF A REDISTRIBUTION OF MIND

Martina Infanger[1], Sabine Sczesny[1]
[1]University of Bern

This research outlines how rewarding (sexual desirability) and sanctioning (backlash effects) consequences of self-sexualization among women are caused by the redistribution of fundamental dimensions of human mind: agency and experience (Gray, Knobe, Sheskin, Bloom & Feldman Barrett, 2011, JPSP).

E131

GENDERED EVALUATIONS

Rachel Ann Montana[1], Deborah Prentice[1]
[1]Princeton University

In an article-evaluation study, irrelevant additional information about the articles' authors had a greater influence on evaluations of articles ostensibly written by women than men. Further, appearance information held more weight than personhood information in evaluations of female authors' articles, whereas only personhood information affected evaluations of male authors' articles.

E132

EXAGGERATED GENDER DIFFERENCES? MALLEABILITY OF GENDER IDENTITY WITH VIDEO GAMES

Amanda Lynn Martens[1], Breanna Morrison[2], Cathy A. Grover[2]
[1]Emporia State University / Kansas State University, [2]Emporia State University

This study measured the effect of assigning different identities (woman, man, genderless avatar). I predicted participants would adopt the gender of an avatar by interacting with (video) and choosing

items (survey). Overall, the results supported my hypotheses and participants adopted the gendered behavior of the avatar regardless of their own.

E133
"THY NAME IS WOMAN?" ON A CATEGORIZATION BIAS TO INDIVIDUATE MEN AND HOMOGENIZE WOMEN.

Curtis Shelton[1], Sierra P. Niblett[1], Kate J. Perry[1], Avi Ben-Zeev[1]
[1]San Francisco State University

Are women perceived as less individuated? Participants were slower to name a set of famous female faces (subordinate level; e.g., Jennifer Garner) than to categorize them as human (basic level). The male faces, however, elicited a subordinate level shift; showcasing a categorization bias to individuate men and to homogenize women.

E134
FEMALE SCIENCE STUDENTS' PERSPECTIVES ON STEREOTYPES OF WOMEN'S SCIENCE INEPTITUDE

Carlie D. Trott[1], Silvia Sara Canetto[1]
[1]Colorado State University

This study used grounded theory to explore female science graduate students' perspectives on negative stereotypes purporting women's "natural" aversion toward, and incompetence in science. Stereotypes were perceived as simultaneously challenging (leading to academic self-doubt) and motivating (fueling hard work to challenge stereotypes). Implications for science-diversification research and program-planning are discussed.

E135
MASCULINITY THREATS HINDER MEN'S PRO-ENVIRONMENTAL ENGAGEMENT

Julia L. Dahl[1], Stephanie L. Johnson[1], Theresa K. Vescio[1], Janet K. Swim[1]
[1]The Pennsylvania State University

Some research suggests men are less pro-environmentally engaged than women; however, importantly, forms of pro-environmental engagement are gendered. Gender research finds masculinity is more easily threatened by gender-incongruence than femininity; thus, we predicted men would avoid gender-incongruent (but not gender-congruent) forms of engagement. Three studies support our masculinity threat hypothesis.

E136
INFLUENCE OF COUNTER -STEREOTYPE THREAT ON FEMALE MATH PERFORMANCE

Lauren C. Giugno[1], Leslie Janes [2]
[1]University of Western Ontario, [2]Brescia University College

The current study found that women exposed to stereotype threat (messages asserting female inferiority in math skills) scored significantly lower on GRE math tasks than those exposed to messages asserting that women were now superior to men in math ability. Perhaps stereotype threat can be counteracted.

E137
CATCHING THE FEVER: SEX DIFFERENCES (AND SIMILARITIES) IN FERTILITY DESIRES AND PLANS

Lora Adair[1], Gary Brase[1]
[1]Kansas State University

Current feminist perspectives suggest that sex differences in desires to have children and interest in babies are culturally constructed. However, sex differences in the strength and frequency of fertility desires and similarities in experienced cultural pressures to parent suggest that biological forces might be at work.

E138
POWERFUL EXCEPTIONS: WOMEN'S REACTIONS TO HIGH POWER MINDSETS

Andrea C. Vial[1], Jaime L. Napier[1]
[1]Yale University

We examine the incongruence between femininity and power. Stereotypes of "women" (but not of "men") are distinct and non-overlapping from stereotypes of "powerful people" (Study 1), and experimentally-induced high (vs. low) power mindsets led women (but not men) to dis-identify from their gender in-group (Study 2).

E139
IN-GROUP DISCRIMINATION: SELF-ESTEEM & STIGMA CONSCIOUSNESS AMONG FEMME-IDENTIFIED LGBTQ INDIVIDUALS

Rhea Ashley Hoskin[1], Karen Lyndsay Blair[2]
[1]Queen's University, [2]University of Utah

Femme identities within LGBTQ communities are often treated as inauthentic, undesirable or invisible. Consequently, femme-identified individuals may experience different processes of coming out queer and coming out femme, and may also experience greater mental health challenges. The current study investigated self-esteem, stigma consciousness and experiences of discrimination among femme-identified individuals.

E140
THE EFFECT OF AMBIVALENT SEXISM ON PEER EVALUATIONS OF FEMALE INTERVIEWEES

Alexis Nakamura[1], Christopher R. Warren[1], Lauren K. Ruth[2], Norma Charboneau[1]
[1]California State University, Long Beach, [2]Yale University

This study evaluated the impact ambivalent sexism has on evaluations of a female by manipulating levels of hostile and benevolent sexism in a mock interview. Participants rated the interviewee likability and competence; and results unexpectedly indicated participants in the hostile condition reported liking the woman significantly more.

E141
BED REST DURING PREGNANCY: SOCIAL AND EMOTIONAL CONSEQUENCES FOR WOMEN

Laura B. Citrin[1]
[1]The Evergreen State College

Many pregnant women today are prescribed bed rest during a portion of their pregnancy. This research investigated the social and emotional effects of bed rest for mothers via qualitative research. Findings suggest that women have complicated and contradictory emotions (anxiety, guilt, anger, optimism, hope) about their experience of bed rest.

E142
SITUATING GENDER: EXAMINING INDIVIDUAL DIFFERENCES IN GENDERED ATTRIBUTES AND THE CONTEXTS THAT ACTIVATE THEM.

William Shannon Ryan[1], Nikki Legate[2], Jenifer Bosson[3]
[1]University of California, Santa Barbara, [2]University of Rochester, [3]University of South Florida

Within-person and situation sampling methods were employed to assess individual differences in gendered attributes and the contexts that activate them. The number of masculine and feminine situations generated significantly relate to gendered self-ratings as well as self-reported homophobia.

E143
GENDER AND WORKPLACE EQUALITY IN INDONESIA

Laura G. Babbitt[1], Drusilla Brown[1]
[1]Tufts University

To investigate barriers to workplace equality for women in Indonesia, we surveyed 790 Indonesians about their gender attitudes. Results showed a mixture of traditional and pragmatic attitudes: Participants generally endorsed gender stereotypes, benevolent sexism, and essentialism, but supported the idea of women working, and equal pay for equal work.

E144
CAUGHT BETWEEN THE MAN AND THE LUCRATIVE CAREER: THE RELATION BETWEEN WOMEN'S STEM GOALS AND PARTNER MISMATCH EXPLAINED

Jessica A. Minney[1], Rosanna Guadagno[2], Joan Barth[1], Sarah Dunlap[1], Shannon Murphy[1]
[1]University of Alabama, [2]National Science Foundation

Women be less interested in STEM fields, and leave them at a higher rate, than do men because women's male partners view working in STEM fields as conflicting with other life goals such as marriage and having a family. Results supported this: couples with mismatched life goals had lower longevity.

E145
EXAMINING THE RELATIONSHIP BETWEEN SOCIOECONOMIC STATUS, GENDER, AND PERCEIVED CONTROL

Ryan M. Pickering[1], Shannon K. McCoy[1]
[1]University of Maine

Perceived control (PC) is higher for men and individuals higher in socioeconomic status (SES). High-SES women were hypothesized and found to have higher levels of PC than low- and middle-SES women. Low- and middle-SES women were also significantly lower in PC than their male counterparts but high-SES women were not.

E146
SELF-COMPASSION, ANXIETY, AND MATH PERFORMANCE AMONG FEMALE UNDERGRADUATES

Kadie R. Rackley[1], Kristin Neff[1]
[1]University of Texas at Austin

Stereotypes about women's math abilities can cause anxiety when one's abilities could be judged according to these stereotypes. Self-compassion, essentially turning compassion inward, predicts lower anxiety. This study investigated self-compassion and anxiety after a math test. Results indicated negative relationships between self-compassion and anxiety, and between anxiety and math score.

E147
EXPLAINING THE OCCUPATIONAL GENDER GAP: WHO OR WHAT NEEDS TO BE EXPLAINED?

Alexander S. McKay[1], Donna M. Garcia[1], Nyla R. Branscombe[2], Stephanie Gee[3]
[1]California State University, San Bernardino, [2]University of Kansas, [3]The Hospital for Sick Children

Drawing on both social role theory and norm theory, we formulated and supported three hypotheses in four studies that were focused on stereotypes/essentialized gender differences in occupations. In sum, stereotyping/normalizing groups occurs mostly in occupations that disadvantage women and advantage men, regardless of the groups' representation.

E148
WHO PAYS? DOING VERSUS UNDOING GENDER AND TRADITIONAL DATING NORMS

David A. Frederick[1], Janet Lever[2], Rosanna Hertz[3]
[1]Chapman University, [2]California State University, Los Angeles, [3]Wellesley College

Conventional notions of chivalry dictate that on a "date," the man pays, whereas egalitarian ideals suggest gender should not determine who pays. In a sample of 17,607 unmarried adults, we found that most people adhered to traditional norms or to practices somewhere between traditional and egalitarian norms.

E149
GENDERED PREFERENCES FOR RELATIONSHIP "ESSENTIALS" AND "DEAL-BREAKERS": ASSOCIATIONS WITH SEX, AGE, ATTRACTIVENESS, AND INCOME IN TWO NATIONAL U.S. DATASETS

Justin R. Garcia[1], Melissa Fales[2], David Frederick[3], Kelly Gildersleeve[2], Martie Haselton[2], Helen Fisher[4]
[1]Indiana University at Bloomington; The Kinsey Institute, [2]UCLA, [3]Chapman University, [4]Rutgers University

We examined contributions of sex, age, self-perceived attractiveness, and income to partner preferences. In two studies (N = 24,230; N = 5,973), women, more than men, reported preferences for partners with a steady income, income potential, and successful career. Gender preferences and differences varied by age, income, and self-perceived attractiveness.

E150
WHAT'S IN A NAME? PREDICTORS OF TRADITIONAL AND NONTRADITIONAL SURNAME CHANGE UPON MARRIAGE

Shahrzad Yousefinejad[1], David Frederick[1], Kathleen Doll[1]
[1]Chapman University

We examined the extent to which people endorse the traditional heterosexual relationship norm of women adopting their husband's surnames. Participants (N = 24,230) recruited via NBCNews.com generally preferred traditional surname change. People with favorable attitudes towards feminists were substantially more likely to prefer and choose nontraditional surname changes.

E151
STATE MEDIAN WOMEN'S FULL-TIME AND SALARIED INCOME AND IN-LAW AVOIDANCE MOTIVATION: PREDICTORS OF WOMEN'S PREMARITAL SURNAME RETENTION AND RELATED ATTITUDES

Melanie MacEacheron[1]
[1]University of Western Ontario

Brides to retain premarital surname has been legal for over 30 years, yet less than 10% do so. I examined how personal characteristics (e.g., age) and state of origin factors (e.g., women's median income) were related to hyphenating or keeping premarital surname for all U.S. 2010 brides marrying in Hawai'i.

E152
I WIN, BUT WE LOSE: THE GENDERED USE OF FIRST PERSON PRONOUNS FOLLOWING SUCCESS OR FAILURE

Jennifer Prewitt-Freilino[1], Kerri Augusto[2]
[1]Rhode Island School of Design, [2]Becker College

We examined how the use of singular or plural first person pronouns might contribute to status differentials between men and women, and found that women were penalized for taking sole responsibility for a failure, while men were not. Furthermore, men use first person plural pronouns more, especially following a success.

E153
THE ROLE OF MEN'S BODY SHAME IN SEXUAL AGGRESSION: WHY DO WOMEN SUFFER WHEN MEN'S MASCULINITY IS THREATENED?

Kris Mescher[1], Laurie Rudman[1]
[1]Rutgers

Body shame is thought to mostly affect women, our findings suggest one way it affects men is by predisposing them to sexual aggression. In two experiments, men high on body shame and negative affect responded to rejection with rape proclivity, implicating body shame as an overlooked factor in sexual aggression.

E154

OBSERVING RELATIONSHIPS THROUGH AN OLD-FASHIONED LENS: NON-TRADITIONAL STATUS ARRANGEMENTS PROVOKE NEGATIVE JUDGMENTS

Vanessa Hettinger[1], Derek Hutchinson[1], Jennifer Bosson[1]
[1]University of South Florida

Compared with equal-status or traditional couples, a fictional husband is perceived as less happy when professionally outranked by his wife, while she is ascribed greater intra-relationship power, and is liked less. Additionally, the non-traditional husband and wife are viewed as less normatively gendered, mediating the effects just described.

E155

THE UPSIDE OF EMOTIONALITY: WOMEN MORALLY DISENGAGE LESS THAN MEN

Jessica A. Kennedy[1], Gillian Ku[2], Laura J. Kray[3]
[1]Wharton, Univ. of Pennsylvania, [2]London Business School, [3]University of California, Berkeley

We document that women morally disengage less than men and introduce a theoretical model for why this occurs. We propose that women feel a stronger connection to others and this enhances moral emotions, reducing moral disengagement. We test this model in three studies set in a negotiation context.

E156

MEN AS CULTURAL IDEALS: HOW CULTURE SHAPES GENDER STEREOTYPES

Elizabeth Baily Wolf[1], Amy J.C. Cuddy[1], Susan Crotty[2], Michael I. Norton[1]
[1]Harvard Business School, [2]Zayed University

Four studies explore how cultural values shape gender stereotype content. We demonstrate that men serve as "cultural ideals:" They are perceived as possessing more of whatever traits are culturally valued.

E157

WHO SHOULD BRING HOME THE BACON? HOW DETERMINISTIC VIEWS OF GENDER CONSTRAIN SPOUSAL WAGE PREFERENCES

Taeya Howell[1], Catherine Tinsley[2], Emily T. Amanatullah[1]
[1]University of Texas, Austin, [2]Georgetown University

We develop a new construct, gender determinism, which taps the extent to which someone believes gender categories dictate individual differences and behaviors. Stronger gender determinism beliefs predict greater adherence to traditional social roles (men as breadwinners and women as caretakers) and result in behavior promoting these roles.

Motivation/Goals

E158

EFFECTS OF ACHIEVEMENT GOALS ON STRATEGY USE AND MEMORY

Tsuyoshi Yamaguchi[1]
[1]Hosei University, Japan Society for the Promotion of Science

The present study aimed to show the relationship among achievement goals, strategy use, and memory. Participants were assigned to mastery and performance goal conditions. Although recall performance was unaffected by condition, performance goal condition showed higher use of strategy (immediate) and mastery goals showed positive effects on strategy use (delayed).

E159

BEAT COMPETITORS OR BEAT YOURSELF: DIFFERENTIAL IMPACTS OF GOAL FOCUSES ON PLAYERS¡¯ MOTIVATION IN DIFFERENT STAGES OF COMPETITIVE GOAL PURSUIT

Eunjoo Han[1], Ying Zhang[1]
[1]The University of Texas at Austin

In competitive goal pursuit, thinking about competition is assumed to elicit higher motivation and higher performances before the actual competition is initiated. Once the actual competition starts, however, individuals are assumed to be more motivated and perform better by focusing on a performance standard, rather than on each other's goal progress.

E160

DOES A THREAT OF JUST-WORLD BELIEF INTENSIFY SCHADENFREUDE?

Agnieszka Wegrzyn[1]
[1]University of Bern

TThe study tested if a just-world threat intensifies schadenfreude. The participants (N=48) read scenarios designed to threaten or maintain their just-world belief. Subsequently, they were transferred to an online magazine presenting schadenfreude stories. As presumed, those who were exposed to just- world threat spent more time on reading.

E161

THE RELATIONSHIPS OF GENDER AND GROUP INVOLVEMENT ON A MEASURE OF PROMOTION AND PREVENTION FOCUS

Verlin B. Hinsz[1], Kevin R. Betts[1], Ernest S. Park[2]
[1]North Dakota State University, [2]Grand Valley State University

A revised measure of prevention and promotion focus indicates that females were more likely than males to endorse socially desirable norms found in promotion and prevention items. The hypothesis that students involved in a group endeavor would have higher promotion focus and lower prevention focus scores was also tested.

E162

FROM CRADLE TO GRAVE: DOES MORTALITY SALIENCE FACILITATE A PREFERENCE FOR OUR OWN ATTACHMENT STYLES?

Mario Prinzing Casa de Calvo[1], Danielle N. Pues[1], Ryan F. Diak[1], Rim M. Woldeslassie[1], Amanda L. Lindholm[1]
[1]Saint Mary's University of Minnesota

This research investigated whether mortality salience prompts preferences for those who share similar attachment styles. In sum, participants rated self-matching attachment vignettes significantly more favorably than non-matching vignettes, but only under mortality salience conditions. This research suggests that attachment style may serve as a crucial component of one's subjective worldview.

E163

THE COMPLEX INTERPLAY OF EFFECTIVENESS STRIVINGS: A QUANTITATIVE ANALYSIS

Flaviu Adrian Hodis[1], Georgeta Mioara Hodis[2]
[1]Victoria University of Wellington, [2]Massey University

This study aims to shed light on how differential emphasis on individuals' strivings to be effective with regards to achieving desired outcomes (value effectiveness), having control on the consequences of their actions, and seeking the truth in their experiences is associated with distinct patterns of academic achievement among college students.

E164

FROM THE "I" TO THE "WE" IN SCIENCE: THE VALUE OF COMMUNAL GOAL AFFORDANCES IN ENHANCING BIOMEDICAL RESEARCH MOTIVATION

Gregg A. Muragishi[1], Elizabeth R. Brown[2], Maxwell Burnsus[2], Jessi L. Smith[2], Dustin B. Thoman[1]
[1]California State University, Long Beach, [2]Montana State University

Using a goal congruity perspective, we examined how the presence or absence of communion and/or agency is related to positivity towards biomedical research. In two studies we demonstrated that the presence versus the absence of communal information in a research article increased research positivity through communal goal affordance perceptions.

E165

DISENGAGING FROM AN IMPOSSIBLE GOAL: THE GOAL ADJUSTMENT SCALE

Maria Grace Mens[1], Michael Scheier[1]
[1]Carnegie Mellon University

The present research sought to examine the validity of the Goal Adjustment Scale. We found that individuals high on the GAS spent less time on an impossible task. Additionally, results suggested that the downward adjustment of value may be a part of the process of disengagement.

E166

THINKING SMALL LEADS TO PROGRESS: MENTAL CONTRASTING AND THE USE OF DAILY SUBGOALS

Bryan Sim[1], Gabriele Oettingen[2], Peter M. Gollwitzer[3]
[1]New York University, [2]New York University and University of Hamburg, [3]New York University and University of Konstanz

To help participants pursue their overwhelming goals, we combined two self-regulatory strategies - mental contrasting and generating daily subgoals. Over a week, participants either mentally contrasted or indulged in either their larger goal, or a 24-hour subgoal. After a week, participants who mentally contrasted 24-hour subgoals showed the strongest expectancy-dependent progress.

E167

CLOSING THE COMMUNAL GOAL GAP: DEGREE OF GOAL CONGRUITY PREDICTS SCIENCE CAREER MOTIVATION

Elizabeth R. Brown[1], Meghan I. Huntoon[1], Jessi L. Smith[1], Dustin B. Thoman[2], Amanda B. Diekman[3]
[1]Montana State University, [2]California State University, Long Beach, [3]Miami University

Our research investigated the main tenet of goal congruity theory. We demonstrated that the difference (lack of congruity) between personally valued communal goals and beliefs that science affords communion predicts science career motivation for men/women and STEM/nonSTEM majors. Furthermore, prospective communal goal congruity predicted future science career motivation.

E168

THE IMPORTANCE OF SELF-COMPASSION IN TIMES OF TRANSITION: INVESTIGATING THE ROLE OF SELF-COMPASSION IN GOAL PURSUIT AND WELL-BEING AMONGST UNIVERSITY FRESHMEN

Nora Hope[1], Richard Koestner[1], Marina Milyavskaya[1]
[1]McGill University

In a novel investigation, we examined the role of self-compassion on freshmen students' goal pursuit and well-being across the year. Results revealed that freshmen high in trait self-compassion were more resilient to thwarted goal progress, pursued goals for which they felt more autonomous, and increased in well-being and identity development.

E169

WHY AM I STILL EATING? THE ROLES OF NEGATIVE AFFECT, SELF-ESTEEM, AND AMOTIVATION IN UNCONTROLLED AND EMOTIONAL EATING

Melissa Marie Raymundo[1], Christine Bachman[1], Cindy Stewart[1]
[1]University of Houston-Downtown

Negative affect and low self-esteem can lead to uncontrolled and emotional eating. However, a lack of motivation (amotivation) may mediate these relationships. People experiencing negative affect or low self-esteem would have diminished motivation and thus, be less likely to control their eating. Results from structural equation models support this possibility.

E170

RELATIONAL REASONS FOR PHYSICAL HEALTH

Jonathan S. Gore[1]
[1]Eastern Kentucky University

Three studies examined how relationally-autonomous reasons for physical health (RARPH) would be associated with positive health outcomes. Study 1 validated the factor structure of an RARPH measure, Study 2 employed a cross-sectional design, and Study 3 employed a longitudinal design. The results indicated that RARPH predicted several positive health outcomes.

E171

FRIENDSHIP-CONTINGENT SELF-ESTEEM AS A MODERATOR OF THE EFFECT OF FEAR OF NEGATIVE EVALUATION ON FACEBOOK TIME

Dawn W. Foster[1], Chelsie Young[2], Maily Nguyen[2], Michelle Quist[2], Jennifer Bryan[2]
[1]Brown University, [2]University of Houston

We expected fear of negative evaluation (FNE) and friendship-contingent self-esteem (FCSE) to negatively correlate with Facebook time (FT), and significantly interact when predicting FT. Results (N=152) showed that FCSE moderated the effect of FNE on FT such that FNE was negatively associated with FT, particularly among individuals low in FCSE.

E172

RITE OF PASSAGE GONE WRONG: THE EFFECTS OF ACHIEVING VERSUS FAILING TO REACH A DREAM SCHOOL GOAL

Anne Holding[1], Marina Milyavskaya[1], Nora Hope[1], Richard Koestner [1]
[1]McGill University

This prospective study examined how failing to realize a dream school goal impacted freshman university students. Measuring 159 freshmen's motivations and adjustment over their first year, our results showed that "defeated dreamers" suffered attenuated developmental progress and a significant deterioration in adjustment outcomes, as compared with their "dream achieving" counterparts.

E173

WILL I BEGIN IN THIRTY DAYS OR IN A MONTH?: THE EFFECTS OF TEMPORAL FRAMING ON MOTIVATION TO ACT.

Neil Anthony Lewis Jr. [1], Daphna Oyserman[2]
[1]University of Michigan, [2]University of Southern California

People are aware of the consequences of procrastination, yet many of us procrastinate habitually. Could simply changing temporal framing change our behavior? Two studies demonstrate that priming subjects with proximal (e.g. days) vs. distal (e.g. months) units of time motivate them to take action sooner rather than later.

E174

MOVING FORWARD OR DIGGING DEEPER?: HOW INDUCED REGULATORY MODE AFFECTS POST-CONFLICT MOTIVATIONS

Christine Webb[1], Susan Futerman[2], Tory Higgins[1]
[1]Columbia University, [2]Johns Hopkins University

This work applies Regulatory Mode Theory (RMT) to the study of conflict resolution by examining self-regulatory differences in reconciliation motivations and strategies. The overall goal is to investigate whether inducing people into a state of locomotion or assessment influences subsequent interpersonal resolution processes and tactics.

E175

SEEING THE GOOD IN FAILURE: IMAGINING GOAL-RELEVANT FAILURES FROM THE FIRST-PERSON PERSPECTIVE HELPS MOTIVATION WHEN MULTIPLE GOALS ARE ACTIVE

Jessica N. Rea[1], Lisa K. Libby[1]
[1]The Ohio State University

Imagining goal-related successes from the third-person (vs. first-person) perspective makes people act more in line with their goals (Libby, Schaeffer, Eibach, & Slemmer, 2007); can imagining failures also be motivating? Results indicate imagining goal-related failures from first-person helps motivation when another goal was recently activated.

E176

ACADEMICALLY PRODUCTIVE PROCRASTINATION: LINKS TO UNIQUE MOTIVATIONS AND ACADEMIC CONSEQUENCES

Stephanie V. Wormington[1], Erin C. Westgate[2], Kathryn C. Oleson[3]
[1]Duke University, [2]University of Virginia, [3]Reed College

Undergraduates identified classes in which they engaged or did not engage in academically productive procrastination (i.e., tendency to put off difficult academic tasks by working on easier academic tasks). Students were less engaged, less motivated, and less certain in the classes for they engaged in the most academically productive procrastination.

E177

GOAL SELF-CONCORDANCE AS A PREDICTOR OF SUBJECTIVE WELL-BEING: IS SECONDARY CONTROL MERELY A FORM OF ACCOMMODATIVE COPING?

Chiung-Yi Tseng[1], Joan G. Miller[2]
[1]Ming Chuan University, [2]The New School for Social Research

We conducted three studies assessing stress and coping among Taiwanese and US college students. Discipline was linked to external modes of coping, and mastery to internal coping. Analyses revealed that the relationship between goal self-concordance and subjective well-being is mediated by discipline in Taiwan and mastery in the U.S.

E178

AN EXPLORATION OF ORGANISMIC VALUING PROCESS AND ITS MECHANISM

Yu Shi[1], Avi Assor[2], Liu Xiangping[1]
[1]Beijing Normal University, [2]Ben-Gurion University of the Negev

This study first replicated previous finding that people develop relatively more intrinsic values over time, using Chinese college students sample (N=89). SEM results (N=72) also show that children who have direction-giving values are more relatively intrinsically oriented, and that these outcomes are facilitated by several supportive parental practices.

E179

THE EFFECTS OF A GRADUATION PRIME ON PERCEPTIONS OF GOAL IMPEDIMENTS

Travis Crone[1], Christina Zahratka[1]
[1]University of Houston-Downtown

Exploring the effects of graduation primes on perceptions, participants rated how interfering events would be to family, academic, social, and financial goals. Participants shown a cap and gown reported events would be more interfering to social and financial goals while control reported academic goals being the most interfered more often.

E180

INDIVIDUAL DIFFERENCES IN VIDEO GAME MOTIVES, PREFERENCES, AND PATHOLOGY

Joseph Hilgard[1], Christopher R. Engelhardt[1], Bruce D. Bartholow[1]
[1]University of Missouri - Columbia

A new measure of individual habits and preferences in game use is developed. Three factors were significantly related to pathological (i.e. excessive) game use: the use of games to escape daily life, the use of games as a social outlet, and positive attitudes towards the steady accumulation of in-game rewards.

E181

IMAGINED STEREOTYPE THREAT AFFECTS WOMEN'S MATH-RELATED CAREER MOTIVATION - THE ROLE OF ANTICIPATED AFFECT

Carolin Schuster[1], Sarah Elisabeth Martiny[1]
[1]University of Konstanz

Two experimental studies demonstrate that stereotype threat decreases motivation even when it is only imagined. Women, but not men, anticipated higher negative and lower positive affect in stereotype threat scenarios compared to no threat scenarios. Imagining stereotype threat lowered women's math-related career motivation; this effect was mediated by positive affect.

E182

HELPING WITH ROSE-COLORED GLASSES: REGULATORY MODE AND BIASED PERCEPTIONS OF SOCIAL SUPPORT PROVISION

Katherine Zee[1], Justin V. Cavallo[2], Tory Higgins[3]
[1]Goldsmiths, University of London, [2]Wilfrid Laurier University, [3]Columbia University

Regulatory Mode orientations have emerged as significant predictors of support provision. Further research indicates that providers high on 'locomotion' hold a positively skewed view of their support's effectiveness that recipients do not share, whereas those high on 'assessment' show an ironic negative bias.

E183

EXPLORING THE ROLE OF SOCIAL BELONGING AND CULTURAL MISMATCH: FIRST GENERATION COLLEGE STUDENTS

Yoi Tibbetts[1], Judith Harackiewicz[1], Janet Hyde[1]
[1]University of Wisconsin - Madison

Our results indicate that first-generation college students have different motivational orientations towards college than their continuing generation student peers and that this has negative implications for feelings of social belongingness and academic performance. The relationship between motivation orientation, belongingness, and academic performance is also explored.

E184

REMAKING OUR PAST: SELF-ENHANCING FALSE MEMORIES.

Steven J. Frenda[1], Elizabeth F. Loftus[1]
[1]University of California, Irvine

Fabricating stories about one's past can lead to false memories, and research suggests that people spontaneously misremember their past in a way that reflects positively on them. The present studies show that people are more likely to mistakenly claim fabricated stories as true memories when the stories are self-enhancing, rather than self-diminishing.

E185

PERCEIVED CONTROL OF THE ATTRIBUTION PROCESS: A PILOT STUDY

Evan Jacob Fishman[1]
[1]Arizona State University

Participants who perceived control of their attributions (PCA) and were aware of the motivational consequences (AMC) of attributions were more likely to feel autonomous. Levels of PCA were influenced by the controllability of the event for which attributions were made. Preliminary evidence for the validity of the constructs was demonstrated.

E186

CONSTRUAL LEVEL MODERATES WEEK-LONG EXERCISE BEHAVIOR

Allison Sweeney[1], Antonio Freitas[1]
[1]Stony Brook University

An abstract (versus concrete) mindset increases immediate self-control, but does it impact long-term goal pursuit? After agreeing to exercise 3 times in the coming week, participants completed a mindset manipulation. One week later, participants in the abstract condition reported spending significantly more minutes exercising than those in the concrete condition.

E187

WHEN FAILURE HURTS THE MOST: GOAL FUSION AND THE IMPACT OF NEGATIVE FEEDBACK ON SELF-CONCEPT CLARITY

Jessica Curtis[1], Edward Burkley[1]
[1]Oklahoma State University

The effect of feedback on self-concept clarity with consideration of Goal Fusion was investigated. Participants were given false feedback about their performance on an analytical measure. Individuals who

were more fused with the goal and received successful feedback reported clearer self-concept clarity than those who received failure feedback.

E188
PERFECTIONISM: GOOD, BAD, OR GROWTH?

Elissa A. Lauber[1], Jack J. Bauer[1]
[1]University of Dayton

Seventy-eight university students were surveyed for personality characteristics relating to perfectionism and motivation. Participants were assigned to a condition designed to elicit either adaptive or maladaptive perfectionism on an anagram task. Results showed that participants in the adaptive perfectionism group solved more anagrams than those in the maladaptive perfectionism group.

E189
INTERPERSONAL DETERMINANTS OF SELF-REGULATION: ATTACHMENT STYLES INFLUENCE LOCOMOTION AND ASSESSMENT TENDENCIES

Anna Vazeou-Nieuwenhuis[1], Edward Orehek[1], Ellen Quick[2]
[1]University of Pittsburgh, [2]Grand Valley State University

The present research investigated potential interpersonal determinants of self-regulatory orientations. Four studies, using correlational and experimental designs, found that avoidant attachment leads to decreased locomotion tendencies and anxious attachment leads to increased assessment tendencies. Moreover, manipulations of locomotion versus assessment produced corresponding changes in attachment styles.

E190
WHAT IS THE INFORMATION PRESENTATION TO MOTIVATE ENERGY-SAVING BEHAVIOR?

Hiroki Takehashi[1]
[1]Tokyo Future University

This study explored the effective ways of feedback to motivate energy saving. Results indicated that contrasting amount of energy use with the goal was more effective than presenting only current use. It also suggested a possibility that comprehensibility and pleasantness of information were related with motivation to save their energy.

E191
THE INFLUENCE OF REGULATORY FOCUS ON STANDARDIZED TEST PERFORMANCE

Emily Quinn Rosenzweig[1], David Miele[2]
[1]University of Maryland, College Park, [2]Boston College

Three studies examined how regulatory focus affects standardized test performance. In Studies 1 and 2, prevention-focused students outperformed promotion-focused students on an SAT-style test, suggesting that prevention focus is adaptive for performance in low-stakes testing situations. However, under increased time pressure (Study 3), promotion- and prevention-focused students tested equally well.

E192
LONG-TERM BENEFITS OF AN ATTRIBUTION-BASED TREATMENT INTERVENTION IN COMPETITIVE ACHIEVEMENT SETTINGS: FIVE-YEAR GRADUATION RATES

Raymond P. Perry[1], Jeremy M. Hamm[1], Judith G. Chipperfield[1], Steve Hladkyj[1], Patti C. Parker[1], Reinhard Pekrun[2]
[1]University of Manitoba, [2]University of Munich

A motivation intervention based on Weiner's attribution theory (1985, 2006) increased students' graduation rates five years post-treatment more than two times their no-treatment counterparts. These results underscore the significance of attribution-based treatments for long-term motivation and persistence in competitive, low control achievement settings.

E193
THE EFFECTS OF NEED-SUPPORTIVE CRITICISM ON INTRINSIC MOTIVATION

Carlton Jing Fong[1], Erika Alisha Patall[1]
[1]The University of Texas at Austin

This study investigated whether need-supportive criticism increases intrinsic motivation. Results suggested that competence-supportive criticism led to enhanced self-reported interest in the task compared to negative feedback. Participants who received autonomy-supportive criticism spent more time re-engaging in the task. Need-supportive criticism buffered the expected ego-threatening impact of negative feedback.

E194
PARENTAL BELIEFS ABOUT MATH AND VERBAL ABILITY PREDICT SELF-REPORTED BEHAVIOR: THE ROLE OF CHILD COMPETENCE

Katherine Muenks[1], David Miele[1]
[1]University of Maryland- College Park

Two studies found that parents' beliefs about their children's competence in math and reading were related to their self-reported use of mastery- and performance-oriented parenting strategies during a challenging math or reading task, but only if parents believed that their children's abilities in these domains were relatively fixed.

E195
THE STRATEGIC IMPACT OF PERFORMANCE-APPROACH GOAL PURSUIT ON PERFORMANCE WHEN FACING SCHEDULED VS. UNSCHEDULED TESTS: STUDENTS' INITIAL LEVEL MATTERS.

Marie Crouzevialle[1], Fabrizio Butera[1]
[1]University of Lausanne

We examined whether pursuing performance-approach goals leads students to study strategically – rather than regularly – only before scheduled evaluations. We manipulated test announcement (scheduled vs. pop quiz), and obtained evidence that low-achievers' performance was weakened when the test had not been anticipated, a difference that was not observed for high-achievers.

E196
IMPLICIT MINDFULNESS PRIMING: PRIMING MINDFULNESS GOALS BUFFERS AGAINST FAILING AT ANAGRAMS

Catherine Maude Bergeron[1], Anne Julien[1], Stéphane Dandeneau[1]
[1]Université du Québec à Montréal

A novel implicit mindfulness priming manipulation was tested. Results revealed that priming mindfulness goals before failing at anagrams maintained positive affects but did not lead to an explicit state of 'mindfulness'. Findings suggest that implicitly priming goals related to mindfulness may be an effective way of coping with stress.

E197
MASTERY-AVOIDANCE ACHIEVEMENT GOAL EFFECTS IN YOUNG VERSUS ELDERLY ADULTS: A LABORATORY TEST

Corwin Senko[1]
[1]State University of New York - New Paltz

Bridging achievement goal theory with lifespan motivation theories, this study compared young and elderly adults' persistence on a laboratory task while pursuing either mastery-approach or mastery-avoidance achievement goals. Young adults persisted longer in the mastery-approach goal condition, but elderly adults persisted equally long in both conditions. Theoretical implications are discussed.

E198
THREAT INDUCED POTENTIATION OF NOVEL PREPOTENT RESPONSES

Adam J. Brown[1], Stephen G. Harkins[1]
[1]Northeastern University

Mere Effort argues that social threat motivates participants to perform well, potentiating the prepotent response. Novel prepotent responses were trained using a paired-associates paradigm, followed

by an evaluation manipulation and a transfer task with new pairings. Evaluation participants exhibited performance debilitation consistent with potentiation effects, whereas no-evaluation participants did not.

E199
EVALUATIVE PRESSURE INCREASES OR DECREASES ATTENTIONAL DISTRACTIBILITY: IT DEPENDS ON WHAT YOU SET!

Alice Normand[1], Jean-Claude Croizet[1]
[1]University of Poitiers

The present research (3 studies) demonstrated that being under evaluative pressure induces strong attentional biases towards information that matches current goal settings, which can result in higher cognitive distraction when irrelevant information carries properties that somehow relate to goal settings. Altogether these findings highlight how performance self-relevance impacts low-level cognition.

E200
PREDICTORS AND OUTCOMES OF LEADER' MOTIVES TO DEVELOP THEIR FOLLOWERS: THE WHY MATTERS TOO

Eyal Rechter[1], Noga Sverdlik[2]
[1]Ono Academic College & The College of Management Academic Studies, [2]Ben-Gurion University of the Negev

We explore Leaders' motives to support the development of their subordinates. We show that leadership style and level of education predict different motives, and that motives on which there is leader-subordinates agreement predict subordinates' emotions towards their leader. These findings emphasize the importance understanding managers' motives to develop their subordinates.

E201
WISHFUL SEEING EXTENDED: MOTIVATION, PERCEPTUAL SET, AND THE PERCEPTION OF COLORS

Andreas Steimer[1], David Dunning[2]
[1]University of Heidelberg, [2]Cornell University

This study examined the role of perceptual set as an underlying mechanism of motivated visual perception. In line with the perceptual set idea, participants displayed enhanced detection of objects sharing one feature, namely color, with a desirable object relative to objects sharing the color of an undesirable object.

E202
REWARD AND EFFORT-RELATED CARDIAC ACTIVITY: ON THE INFLUENCE OF IMPLICIT AFFECT

Laure Freydefont[1], Guido Gendolla[2]
[1]New York University, [2]University od Geneva

This 2 (prime: anger vs. sadness) x 2 (reward: low vs. high) experiment found that reward increases effort-related cardiac response when participants are exposed to masked affect primes during task performance.

E203
TOMORROW NEVER KNOWS: PARADOXICAL EFFECTS OF A FUTURE PRIME ON PERFORMANCE AMONG LOW SOCIOECONOMIC STATUS COLLEGE STUDENTS

Sarah Dayle Herrmann[1], Jessica Bodford[1], Robert Adelman[1], Oliver Graudejus[1], Morris Okun[1], Virginia S.Y. Kwan[1]
[1]Arizona State University

This research shows that low SES students (a) have less concrete outcomes in mind when asked to think about the future, (b) show poorer academic performance after a future-perspective induction, and (c) express higher academic motivation, obtain higher grades and show lower dropout rates after a carefully guided temporal intervention.

E204
WHY DO(N'T) YOUR PARTNER'S EFFORTS AT SELF-IMPROVEMENT MAKE YOU HAPPY? AN IMPLICIT THEORIES PERSPECTIVE

Chin Ming Hui[1], Daniel C. Molden[2], Michael H. Bond[3]
[1]University of Chicago, [2]Northwestern University, [3]Hong Kong Polytechnic University

This research examines when and why people appreciate their partner's efforts at improving interpersonal skills. An experiment that induced entity or incremental theories and a longitudinal study measuring such theories demonstrated that perceptions of partner's self-improvement efforts more strongly predicted relationship security and quality among incremental theorists than entity theorists.

E205
PERSONAL GOAL DIFFICULTY AFFECTS THE RECEPTIVITY TO INTERPERSONAL GOAL SUPPORT

Francesca Righetti[1], Madoka Kumashiro[2]
[1]Vrije Universiteit Amsterdam, [2]Goldsmiths, University of London

This work examined whether goal difficulty affects people's openness to interpersonal goal support. Using a multiple methods approach, three studies revealed that when people are pursuing difficult goals, rather than easy ones, they are less likely to be receptive to their partners' support. This, in turn, undermines relational well-being.

E206
PSYCHOLOGICAL DRIVERS OF FAST AND SLOW LIFE HISTORY STRATEGIES: THE SENSE OF PERSONAL CONTROL

Chiraag Mittal[1], Vladas Griskevicius [1]
[1]University of Minnesota

Drawing on life history theory, the current research examined the psychological mechanism underlying responses to resource scarcity, testing whether perception of control drives these effects. Across four experiments, we show that scarcity cues alter perceptions of control.

E207
THE EFFECTIVENESS OF RECIPROCITY APPEALS IN ECONOMIC BOOMS AND BUSTS

Andrew Edward White[1], Douglas T. Kenrick[1], Andrea Morales[1]
[1]Arizona State University

We examined the relationship between scarcity and reciprocity and found that: (1) chronic concerns about resource scarcity (low socioeconomic status) predict increased reciprocity, (2) experimentally activating resource scarcity enhances the effectiveness of reciprocity appeals, and (3) this effect is moderated by the type of relationship that exists between potential reciprocal partners

E208
WHEN CONSCIOUS AND UNCONSCIOUS REWARD PROCESSING LEAD TO INEFFICIENT OR POOR PERFORMANCE

Claire M. Zedelius[1]
[1]University of California Santa Barbara

Recent research has shown that people can become motivated not only by rewards they consciously reflect on, but also by rewards they perceive unconsciously. The present studies compare the effects of conscious and unconscious rewards, focusing specifically on situations where unconscious – or conscious – rewards lead to inefficient or poor performance.

E209
GOAL DISRUPTION THEORY: THE UNIQUE INFLUENCE OF UNEXPECTED GOAL VIOLATIONS.

Jason T. Siegel[1]
[1]Claremont Graduate University

Goal disruption theory posits that unexpected goal violations, compared to expected violations, are particularly problematic. Four experiments, using 4 different manipulations, revealed unexpected goal violations had a significantly greater impact on psychological

disequilibrium; feelings of threat and vulnerability; and, goal related outcomes (i.e., rumination, fluidity, and engagement with other goals).

E210
AN EXAMINATION OF VALUES AND RIGHT-WING AUTHORITARIANISM IN AN AFRICAN-AMERICAN STUDENT SAMPLE

Lauren C. Allen[1], Janel M. Gill[1], Angela P. Cole[1]
[1]Howard University

Relations among values, RWA, and its associated attitudes are examined in an African-American student sample. Correlational and PCA analyses indicate our data are well characterized by Schwartz's value theory. The two-dimensional circumplex and sinusoidal curves produced were as hypothesized; however, our sample's RWA attitude content differed from previously studied samples'.

Organizational Behavior

E211
GENDER AND ORGANIZATIONAL CITIZENSHIP BEHAVIORS: DECREASED BEHAVIORAL EXPECTATIONS CAUSED BY GENDER STEREOTYPING

Dan Chiaburu[1], Katina Sawyer[2], Troy Smith[1], Nicolas Brown[3], Brad Harris[4]
[1]Texas A&M University, [2]Villanova University, [3]Florida Atlantic University, [4]University of Illinois at Urbana-Champaign

In two experimental studies, we examined whether respondents' expectations of employees' civic virtue would vary as a function of target gender and stereotype activation or threat manipulations. Results demonstrated that women were expected to perform fewer civic virtue behaviors when respondents' gender stereotypes were activated and in high threat conditions.

E212
EMOTIONAL LABOR AND BURNOUT: THE ROLE OF EXTROVERSION

Christopher T. Huynh[1], James A. De Leon[1], Bharati Belwalkar[1]
[1]Louisiana Tech University

We investigated extroversion as a potential moderator of the relationship between emotional labor and burnout. Consistent with previous research, direct relationships between emotional labor and burnout were found; however the results failed to support extroversion as a moderator. Implications and future research are discussed.

E213
PROACTIVE PERSONALITY: A VALID PREDICTOR OF TASK PERFORMANCE

Bharati Belwalkar[1], Jerome Tobacyk [1], James DeLeon [1], Christopher Huynh[1]
[1]Louisiana Tech University

The present research evaluated the predictive validity of proactive personality in relation to performance. Results (n = 119) indicated that proactive personality was a significant predictor of task performance after controlling for such robust predictors as conscientiousness and experience. It shows that proactive personality may be useful in selection contexts.

E214
EFFECTS OF MONITORING AND FEEDBACK WITH GOAL-SETTING ON SIMPLE TASK PERFORMANCE, STRESS, AND ANXIETY

Jack Aiello[1], Thomas Cuthbert[1]
[1]Rutgers University

This study examined the effects of electronic performance monitoring and feedback with goal-setting on simple task performance, stress, and anxiety. Participants who received negative far-from-goal feedback performed better than no feedback and reported the greatest stress and anxiety, providing support for drive theory.

E215
SELF-EXPANSION IN THE WORKPLACE INCREASES ORGANIZATIONAL CITIZENSHIP AND REDUCES TURNOVER INTENTIONS

Kevin P. McIntyre[1], Annie Simpson[2], Brent A. Mattingly[3], Gary W. Lewandowski, Jr.[4]
[1]Trinity University, [2]Central Michigan University, [3]Ursinus College, [4]Monmouth University

In this research, we predict that the experience of workplace self-expansion should lead individuals to engage in organizational citizenship behaviors and be less likely to experience turnover intentions and counterproductive work behaviors. Results (n = 160) support our predictions for organizational citizenship and turnover intentions, but not counterproductive work behaviors.

E216
DELIVERING FEEDBACK: HOW SUPERVISOR NONVERBAL COMMUNICATION STYLE IMPACTS PERCEPTIONS AND PERFORMANCE

Sara Manuel[1], Kaye Ramirez[1], Jack Aiello[1], Christopher To[1]
[1]Rutgers University

The impact of nonverbal communication style used during evaluations on future performance and perceptions of the evaluator were assessed. Verbal content remained constant. Warm nonverbal style with positive feedback led to higher performance levels and more positive assessments. The warm style also buffered the detrimental consequences of delivering negative feedback.

E217
HIERARCHICAL INTERPERSONAL STYLES: DISTINCTIVE EFFECTS OF AUTONOMY SUPPORT, BEHAVIORAL CONTROL AND PSYCHOLOGICAL CONTROL

E. Gaëlle Hortop[1], Maxime A. Tremblay[1], Céline M. Blanchard[1]
[1]University of Ottawa

Effects of Autonomy Support on individual well-being differ from Behavioural Control and Psychological Control, with participants in the AS condition engaging the most during the free-choice period and reporting the highest levels of positive laboratory experiences and those in the PC doing the worst.

E218
POWERING CREATIVITY: RESOURCE FRAMES SHAPE AND AMPLIFY POWER'S EFFECT ON CREATIVITY

Kelsey N. Williamson[1], Victoria C. Saba[1], Johnathan W. Kunstman[1]
[1]Miami University

To test the discrete effects of resource control on creativity, power was operationalized either in terms of punishment control (ability to withhold resources from subordinates) or reward control (ability to give resources to subordinates). Consistent with the social distance theory of power, punishment-framed power increased creativity compared to reward-framed power.

E219
CONSCIENTIOUSNESS, CORE SELF-EVALUATION, AND WORK PERFORMANCE: THE MODERATING ROLE OF MINDFULNESS

Alexander Mathew[1], E. S. Srinivas[2], Amit Nandkeolyar[3], G. Ashok Kumar[4]
[1]Independent, Florida, USA, [2]XLRI Jamshedpur, India, [3]Indian School of Business, [4]IBS Hyderabad, India

In this study, we examined the moderating role of mindfulness on the relationship between personality dispositions and work performance. We found that the two well-known predictors of traditional work performance, conscientiousness and core self-evaluation, impacts the three facets of work performance under high level of mindfulness.

E220
WHEN AND WHY THE NORM OF RECIPROCITY IS WEAKER: THEORY AND EVIDENCE
Peter Belmi[1], Jeff Pfeffer[1]
[1]Stanford GSB
We found that merely having people think of themselves as occupying an organizational role can weaken their desire to reciprocate favors. The effect occurred because organizational roles elicit more calculative and future-oriented thinking, prompting people to respond to others in terms of costs and benefits.

E221
THE SOCIAL OUTCOMES OF THE COGNITIVE NETWORK: A STATUS PERCEPTION THEORY
Siyu Yu[1]
[1]UC Berkeley
This study investigates the negative social outcomes associated with individuals' network overestimation in organizations. These individuals are perceived as status self-enhancers and thus received social rejection from their peers. Results from field and laboratory demonstrate that overestimating one's own network decreases individuals' group satisfaction, success, and perceived status.

E222
POWER, STATUS, AND CONFLICT CATEGORIZATION
Siyu Yu[1]
[1]UC Berkeley
This study investigates how power/status influences individuals' intra-group conflict categorization. Studies found that powerful individuals tend to categorize a conflict as a relationship/status conflict instead of a task/process conflict. Yet status works in the reversed direction. Also, people are more likely to categorize task/process conflict in stable power/status hierarchies.

E223
JOB STRESS, JOB SATISFACTION, AND OCB: THE MODERATING ROLE OF WORK LOCUS OF CONTROL
James Allison De Leon[1], Christopher Huynh[1], Bharati Belwalkar[1], Tilman Sheets[1]
[1]Louisiana Tech University
We investigated work locus of control as a potential moderator of the relationships between job stress/job satisfaction and job stress/OCB. Direct relationships between job stress and job satisfaction were found, as well as a moderation effect. However, the results failed to provide support for the job stress/OCB relationship.

E224
BENEVOLENCE TRUST AS A PREDICTOR OF PERCEPTIONS OF SOCIALLY DEPENDENT AGRICULTURAL SYSTEMS
Ashley Ann Greene[1], Steven Berry[1], Heather Truelove[1]
[1]University of North Florida
Sri Lankan farmers engage in social dilemmas that require the extension of trust for collective gain. A general trust scale correlated significantly with perceptions of a farmer organization and a collective (but not individual) farming behavior. Results shed light on the importance of benevolence trust in socially-dependent agricultural practices.

E225
WHO CAN TAKE THE REINS OF POWER?: LEADERSHIP PERFORMANCE, GROUP MEMBERSHIP, AND LEADERSHIP COMPETENCE BELIEFS MODULATE RELINQUISHING POWER INTENTIONS
Nathaniel J. Ratcliff[1], Theresa K. Vescio[1]
[1]The Pennsylvania State University
Previously, social power has been linked to stereotyping and subtle forms of discrimination (Vescio et al., 2005). In the current examination, we test the hypothesis that people in leadership positions will be less likely to imagine that they would relinquish power to members from traditionally underrepresented groups (i.e., African-Americans).

E226
BEING LEADERS AND FOLLOWERS: MODEL OF LEADER-FOLLOWER SWITCHING
Tara McCoy[1], Thomas Sy[1]
[1]University of California, Riverside
Leader-Follower Switching (LFS); is the intrapersonal process of switching between leader and follower roles. In other words, LFS is how often individuals consider themselves leaders and followers in the workplace. We investigated how this process works and its relation to work factors such as job satisfaction and leader effectiveness.

E227
SOCIAL NETWORK STICKINESS DETERMINES CULTURALLY ORIENTED COGNITION
Alvaro San Martin[1], Joanna Schug[2], William Maddux[1]
[1]INSEAD, [2]College of William and Mary
We propose that social network stickiness (i.e., people's perceived inability to freely exit relationships and groups) increases holistic attention and attenuates the correspondence bias. Correlational data from 552 undergraduates in four very different countries and experimental data using American samples confirmed these hypotheses. External locus of control mediated the effects.

E228
LIFE OUT OF BALANCE: HOW ANTICIPATED RESIDENTIAL MOBILITY IMPACTS DECISION MAKING IN THE DOMAINS OF CAREER AND RELATIONSHIPS
Casey Eggleston[1], Shigehiro Oishi[1]
[1]University of Virginia
Residential mobility research has typically focused on a person's past history of mobility, but what about moves that are anticipated for the future? Two studies including individuals from diverse backgrounds (university vs. community college) find that anticipated mobility explains differences in the prioritization of career and relationship goals.

Self-Regulation

E229
THE BURDEN OF RESPONSIBILITY: SOME INTERPERSONAL COSTS OF HAVING HIGH SELF-CONTROL
Christy Zhou[1], Michelle R. vanDellen[2], Gráinne M. Fitzsimons[1]
[1]Duke University, [2]University of Georgia
Across four studies, we showed that people have higher expectations and assign more task responsibilities to individuals who are high (vs. low) on self-control resources. As a result, this leads to a feeling of burden in high self-control individuals, leaving them feeling less satisfied with their relationships with their partners.

E230
ONLY ONE SMALL SIN: HOW INTERDEPENDENT SELF-CONSTRUAL FACILITATES SELF-CONTROL
Janina Steinmetz[1], Thomas Mussweiler[1]
[1]University of Cologne, Germany
We expect that interdependent self-construal facilitates self-control due to interrelated perception of temptations. In Study 1, interdependent (versus independent) self-construal predicted delay of chocolate consumption to earn money. In Studies 2-4, priming of interdependent (versus independent) self-construal led to better financial self-control and to higher perceived overlap between temptations.

E231

A TEST OF THE RESOURCE ALLOCATION MODEL OF SELF-CONTROL

Sarah E. Ainsworth[1], Roy F. Baumeister[1]
[1]Florida State University

Inducing participants to believe willpower is unlimited (Experiment 1) and assigning participants to be group leaders (Experiment 2) prevented performance decrements from ego depletion by increasing the body's tendency to allocate stored glucose energy to current tasks. These experiments provide evidence consistent with the resource allocation model of self-control.

E232

AFFECTIVE INFLEXIBILITY AND BROODING AS SYNERGISTIC PREDICTORS OF DEPRESSED MOOD: A PROSPECTIVE STUDY

Jonathan P. Stange[1], Evan Kleiman[2], Jessica L. Hamilton[1], Lauren B. Alloy[1], John H. Riskind[2]
[1]Temple University, [2]George Mason University

Individuals with higher levels of brooding (self-focused repetitive thought about one's negative affect) were most likely to experience increases in depressive symptoms if they also had an inflexible affective style (inability to adjust affect to situational demands), suggesting that inflexible emotion-regulatory styles may work together in conferring risk for depression.

E233

BE CAREFUL HOW YOU WISH FOR: FRAMING GOALS AS HIGHLY RESTRICTIVE PROMOTES SELF-REGULATORY FAILURE.

Steven G. Buzinski[1]
[1]University of North Carolina at Chapel Hill

Goal characteristics influence the likelihood of self-regulatory success. One such characteristic, goal restriction, was hypothesized to retard self-regulation. Four studies showed that reactance is negatively related to goal commitment (1), and that highly restrictive goal frames cause attitude shifts (2 & 3) and behavioral indulgences (4) consistent with self-regulatory failure.

E234

SELF-REGULATION AND FIRST IMPRESSIONS: THE INFLUENCE OF REGULATORY MODE ON LIKING AND WILLINGNESS TO DISCLOSE

Sandra Linda Rodgin[1], Michael M. Maniaci[2], Karisa Lee[2], Harry Reis[2]
[1]Yeshiva University, [2]University of Rochester

This study explores the implications of self-regulatory modes on cognition and behavior in first-encounter, same-sex interactions. With 131 dyads, we found actor and partner effects for regulatory mode predicting liking, willingness to disclose, perceived similarity, and comfort within the interaction.

E235

FAILING TO NOT THINK ABOUT FAILING: WHY THOUGHT SUPPRESSION DEPLETES REGULATORY RESOURCES

Natalina Zlatevska[1], Elizabeth Cowley[2]
[1]Bond University, [2]The University of Sydney

This research is the first to investigate why thought suppression causes regulatory resource depletion. Across four experiments we demonstrate that the process of finding distracting thoughts after an intrusion by an unwanted thought causes resource depletion. And, when adequately distracting thoughts are provided, they can reduce, and even eliminate, resource depletion.

E236

THE ROLE OF SELF-REGULATORY RESOURCES IN MAINTAINING UNREALISTIC OPTIMISM IN ROMANTIC RELATIONSHIPS

Matthew Brent Findley[1], Mauricio Carvallo[1], Jaye Derrick[2], Christopher Bartak[1]
[1]University of Oklahoma, [2]University at Buffalo, The State University of New York

The current research examined whether individuals' ability to be unrealistically optimistic regarding the future of their relationship requires self-regulatory resources. The results revealed that for participants who are high in self-esteem and relatively new to a romantic relationship, being depleted of self-regulatory resources results in lower reported unrealistic optimism.

E237

A CONTEST BETWEEN TWO SELVES: EXPLORING SELF-NEGOTIATION

Sung Hee Kim[1], Charles E. Hoogland[1]
[1]University of Kentucky

Although research on negotiation hints that self-negotiation (negotiation between two selves) resembles interpersonal negotiation, it has received little empirical attention. The present study showed that self-negotiation used similar social influence strategies in persuading the other self, and gender and topic of negotiation affected which self prevailed in the final outcome.

E238

SELF-EFFICACY WITHIN IDENTITY-THREATENED DOMAINS: THE ROLE OF IMPLICIT PERSON THEORIES IN SELF-REGULATION

Lisa Amy Auster-Gussman[1], Crystal Hoyt[2], Jeni Burnette[2], Kelsey Greenfield[2]
[1]University of Minnesota, [2]University of Richmond

Across two studies and two different threatened social identities we show that incremental person theories, belief that people's personalities and abilities are malleable, predict greater levels of self-efficacy for those with threatened identities. We show this for women in leadership and math domains and for the overweight in portion control.

E239

SELF-DISTANCING IMPROVES WOMEN'S MATH MOTIVATION AFTER NEGATIVE PERFORMANCE FEEDBACK

Adrienne Nicole Dougherty[1], Ethan Kross[1], Denise Sekaquaptewa[1]
[1]University of Michigan

Female math and science majors were instructed to take either a self-distanced or a self-immersed perspective on their emotions after receiving negative performance feedback on an exam. Participants who self-distanced attempted more problems on a subsequent math test, and rated themselves as more likely to continue in math and science.

E240

STRATEGIC SELF-REGULATION PREDICTS INCREASES IN BMI AMONG UNDERGRADUATES

Amber McGetrick[1], Emma Bennett[1], Niels Christensen[1]
[1]Radford University

The current research examines the use of "metaregulation" (individual strategies designed to circumvent over-reliance on self-regulation) as a predictor of change in BMI among undergraduates. The results showed that low metaregulators experienced greater increases in BMI than high metaregulators, who typically maintained the same weight during the five months.

E241

THE CONSEQUENCE OF ANTICIPATING FUTURE EMOTIONS FOR BEHAVIORAL SELF-REGULATION

Christina M. Brown[1], Harrison Stoll[2], Veronika Bailey[1], Tanisha Thelemaque[3]
[1]Arcadia University, [2]Villanova University, [3]Saint Louis University

Behavioral self-regulation occurs when a person actively changes the self to reach a goal. Although anticipated emotions have been found to proportionally predict effort in behavioral self-regulation, we found that simply anticipating how one will feel after an upcoming goal evaluation actually reduced behavioral self-regulation relative to a control condition.

E242

THE CHALLENGE OF TEMPTATIONS: DEFENDING DIFFICULT GOAL PURSUITS

Su Hean Park[1], James Y. Shah[1]
[1]*Duke University*

In present study employs a surprise recall task to examine the factors that may impact individuals' sensitivity to goal-related means and temptations. Our results suggest that the perceived challenge of goals may significantly impact individuals' sensitivity to potential means and their tendency to inhibit temptations.

E243

THE INFLUENCE OF PEOPLE'S MOTIVATIONAL ORIENTATIONS IN THEIR PREDICTIONS OF OTHERS' BEHAVIORS AND DECISIONS: FIRST INDICATIONS OF EGOCENTRISM

Karl-Andrew H. Woltin[1], Vincent Y. Yzerbyt[1]
[1]*Université catholique de Louvain, Belgium*

Based on social projection research and theorizing, we predicted and found that in predictions of others' choices, persuasion, attention to romantic alternatives and product preferences, people rely on their motivational orientations in terms of induced regulatory focus and regulatory mode. Stereotypic and idiosyncratic target knowledge constituted boundary conditions.

E244

OPTIMAL AND SUBOPTIMAL FEATURES OF SELF-REGULATION IN HARMONIOUS AND OBSESSIVE PASSIONATE RUNNERS

Pier-Eric Chamberland[1], Paule Miquelon[1], Alexandre Castonguay[1]
[1]*University of Quebec in Trois-Rivieres*

We explore why harmonious and obsessive passion in runners may lead to opposed outcomes by assessing their relationship with exercise habit and self-regulatory difficulties as optimal and suboptimal sides of self-regulation. Results suggest that obsessive passion's automaticity is mainly focused on uncontrollability and thus provides no protection against competing demands.

E245

RECYCLE YOUR STRESS! HOW THE INTERPRETATION OF ACUTE STRESS INFLUENCES BLOOD PRESSURE, COGNITIVE PERFORMANCE AND RUMINATION.

Violetta Schaan[1], Eva Walther[1]
[1]*University of Trier*

Reappraising arousal boosts efficient sympathetic activation and analytic performance. We investigated if mindful awareness of bodily changes without positive re-evaluation of this perception also helps to buffer against negative stress responses. Taken together the results suggest that both mindfulness and reappraisal influence stress-related blood pressure, working memory performance and rumination.

E246

DOES THE PRESENCE OF A SUPPORTIVE OTHER IMPROVE SELF-CONTROL ABILITIES?

Ellen Quick[1], Anna Vazeou-Nieuwenhuis[2], Edward Orehek[2]
[1]*Grand Valley State University,* [2]*University of Pittsburgh*

Research has not investigated interpersonal factors that contribute to self-control abilities. In both a correlational and experimental design, participants' self-control abilities co-varied with the perceived supportiveness of the other person present. This effect was mediated by the perceived quality of conversations the participant had with the support provider.

E247

MENTAL CONTRASTING PROMOTES COMMITMENT AND ENERGIZATION CONGRUENT WITH PHYSIOLOGICAL RESPONSES

Katherine Reilly Thorson[1], Gabriele Oettingen[2], Peter M. Gollwitzer[3]
[1]*New York University,* [2]*New York University, University of Hamburg,* [3]*New York University, University of Konstanz*

We measured respiratory sinus arrhythmia (RSA) reactivity following one of two self-regulatory thought manipulations: mental contrasting or indulging. There were significant interaction effects between condition and RSA reactivity on reported commitment and energization. These results support the hypothesis that mental contrasting promotes congruency between physiology and reported commitment and energization.

E248

SELF-CONTROL TRAINING INCREASES EMOTIONAL WELLBEING THROUGH IMPROVED USE OF EMOTION REGULATION STRATEGIES

Eleanor Miles[1], Paschal Sheeran[2], Ian MacDonald[3], Harriet Baird[3], Thomas L. Webb[3], Peter R. Harris[1]
[1]*University of Sussex, UK,* [2]*University of North Carolina, Chapel Hill,* [3]*University of Sheffield, UK*

We investigated the impact of 6 weeks of daily self-control training on emotions and emotion regulation. Participants who underwent training reported fewer negative and more positive emotions and showed improved wellbeing and life satisfaction compared to control groups. Improved choice of regulation strategies mediated the effect of training on outcomes.

E249

THE ROLE OF SOCIAL ANXIETY IN SELF-CONTROL DEPLETION

Lyndsay Ann Nelson[1], Jessica Williamson[1], Ginette Cara Blackhart[1]
[1]*East Tennessee State University*

We examined how social evaluation would affect the self-control of socially anxious individuals. After presenting a speech, participants higher in social anxiety ate significantly more cookies than those lower in social anxiety. Findings suggest that socially anxious individuals may be at increased risk of problems associated with poor self-regulation.

E250

THE ROLE OF CONTINGENT SELF-WORTH ON THE EGO-DEPLETION EFFECT

Sara Greaves[1], Gwendolyn Seidman[1]
[1]*Albright College*

Various factors have been shown to moderate ego-depletion, including motivation. The present study examines if competition-contingent self-worth enables people to overcome ego-depletion when presented with a competitive task. The results showed that having high competition-contingent self worth and engaging in the competitive versus non-competitive task lead to persistence.

E251

THE ROLE OF SELF-CONTROL IN THE ALCOHOL-EXPECTANCIES-MOTIVES MODEL

Lindsey C. Harkabus[1], Danielle D. Dickens[2], Jennifer J. Harman[2]
[1]*Troy University,* [2]*Colorado State University*

The Alcohol-Expectancies-Motives model (Engles, Wiers, Lemmers, & Overbeek, 2005) emphasizes the associations between general self-efficacy, drinking motives, and alcohol expectancies to help explain college student's alcohol use. The current study extended on previous research by adding self-control as a variable within the proposed model.

E252

REWARD DOES NOT COMPLETELY COMPENSATE FOR EGO DEPLETION: FINDINGS FROM THE SELF-CONTROL TASK UNDER DIFFERENT COGNITIVE LOAD CONDITIONS.

Takayuki Goto[1], Toshiyuki Himichi[1], Shingo Kurosu[1], Kenshiro Ichimura[1], Sayaka Iwama[1], Tamami Nishi[1], Takashi Kusumi[1]
[1]*Kyoto University*

We investigated whether reward compensates for ego depletion under different cognitive loads. Participants previously depleted and motivated performed better under low cognitive loads, but performed poorly under high cognitive load, as did depleted-only participants.

These findings support the contribution of both limited resource and motivation to the depletion of self-control.

E253
IS THE EFFECT OF REGULATORY RESOURCE DEPLETION MEDIATED BY SELF-EFFICACY?

Jason Tak-Sang Chow[1], Shun Lau[1]
[1]The University of Hong Kong

The present research tested the hypothesis that self-efficacy mediates the effect of ego-depletion. Two experiments which used the dual-task paradigm, with different measures of self-efficacy and self-regulation, provide converging evidence in support of this hypothesis. The present findings contribute to the existing knowledge of the psychological process underlying ego-depletion.

E254
THE IMPLICATIONS OF COUNTERFACTUAL MINDSETS FOR THE FUNCTIONING OF IMPLEMENTATION INTENTIONS

Kathleen Cameron McCulloch[1], Rachel Smallman[2]
[1]Lancaster University, [2]Texas A and M

Two experiments pitted implementation against goal intentions and assessed the interaction with subtractive and additive counterfactual mindsets on cue detection and response efficiency. For response efficiency, a significant crossover interaction emerged wherein implementation intentions vs. goal intentions and subtractive vs. additive mindsets led to more accurate and flexible responding.

E255
THE ROLE OF TRAIT SELF-CONTROL IN OVERRIDING DOMINANT BEHAVIOR

Xiang Liu[1], Sarah E. Ainsworth[2], Ginette C. Blackhart[1]
[1]East Tennessee State University, [2]Florida State University

We examined how trait self-control (TSC) moderates self-control depletion when overriding dominant responses. Using Stroop interference scores as the DV, two studies found that higher TSC participants showed reduced self-control depletion compared to lower ones. Findings suggest depletion motivates higher TSC participants to exert better control on overriding dominant responses.

E256
WHEN THE WEARY PUNISH THE BEAUTIFUL: THE EFFECT OF EGO DEPLETION ON THE HALO EFFECT.

Benjamin C. M. Ampel[1], Tyler Grow[1], Kathleen J. Huber[1], Bethany L. Hodnett[1]
[1]University at Albany

This study tested the hypothesis that individual who had recently undergone self-control depletion would rely more on attractiveness when deciding the punishment of an individual. Participants who were depleted punished high attractive targets more. There were no significant differences between attractiveness levels for non-depleted participants.

E257
THE (NON)EFFECT OF LYING ON SELF-CONTROL DEPLETION

Madeleine T. D'Agata[1], Jill A. Jacobson[1], Julian Chiarella[1], Timothy Kavanagh[1]
[1]Queen's University

To determine if lying is more ego depleting than telling the truth, participants completed the Stroop task after either denying or confessing possession of an object. Contrary to hypotheses but consistent with a growing body of research, lying did not lead to greater levels of ego-depletion compared to truth telling.

E258
IMPLICIT THEORIES OF SELF-CONTROL AND ANGER IN RESPONSE TO TRANSGRESSIONS

Kathleen L. Carswell[1], Eli J. Finkel[1]
[1]Northwestern University

Four studies tested two competing hypotheses regarding the impact of maintaining an unlimited resource theory of self-control on anger following transgressions. Results suggest that adopting an unlimited-resource theory increases anger rather than decreasing it. Endorsement of unlimited-resource theories was also associated with greater trait-level anger and hostility.

E259
THE VICIOUS CYCLE OF DIETING FAILURES: THE ACTIVE-SELF ACCOUNT OF THE PRIMING EFFECT ON UNSUCCESSFUL DIETERS

Jiah Yoo[1], Young Woo Sohn[2]
[1]University of Wisconsin-Madison, [2]Yonsei University

The active-self influenced by the contexts of the dieting prime and the chronic self-concept in dieting determines the prime-to-behavior effect.

E260
PRACTICING SELF-CONTROL REDUCES THE ABILITY OF DISTRACTING STIMULI TO CAPTURE ATTENTION

Timothy P. Schofield[1], Thomas F. Denson[1]
[1]University of New South Wales

Self-control has robust effects on behavior, but less is known about how self-control works. Participants with training bolstered self-control, compared to those given non self-control tasks, were not susceptible to typically attention grabbing distracters. Self-control did not help participants overcome distraction, it proactively prevented them from becoming distracted.

E261
IMPLICIT THEORIES ABOUT WILLPOWER PREDICT LIKING OF SUGAR FOLLOWING SELF-CONTROL EXERTION

Katharina Bernecker[1], Veronika Job[1]
[1]University of Zurich

Data of three experiments suggest that believing that willpower is limited and can be refueled through eating vs. believing that willpower is not limited predicts (1) greater intake of sugar following self-control exertion, (2) greater liking of a sugar-sweetened drink, (3) but no difference in liking of a sugar-substitute drink.

E262
SPECIFICITY MAY COUNT: NOT EVERY ASPECT OF SELF-EFFICACY IS BENEFICIAL TO QUALITY OF LIFE AMONG CHINESE CANCER SURVIVORS

Nelson Yeung[1], Qian Lu[1]
[1]University of Houston

Among 238 Chinese cancer survivors, emotion regulation self-efficacy was associated positively with psychological well-being, but negatively with spiritual well-being. Medical information seeking self-efficacy was negatively associated with psychological and social well-being, after controlling for covariates. The beneficial role of self-efficacy may be context-specific and culturally-unique.

E263
THE EFFECT OF COMPETING GOAL ATTAINABILITY ON FOCAL GOAL PURSUIT

Ryosuke Sakurai[1], Takumi Watanabe[1], Kaori Karasawa[1]
[1]The University of Tokyo

This research examined whether unattainable competing goal inhibits focal goal pursuit by conserving mental resources. We measured focal goal pursuit with Stroop task while manipulating competing goal attainability. Participants showed better Stroop performance when competing goal was unattainable, indicating that an unattainable competing goal does not inhibit focal goal pursuit.

E264
ENHANCING SELF-CONTROL CONFLICT BETWEEN HEALTH GOAL AND TEMPTATION

Osamu HIGUCHI[1]
[1]Hitotsubashi University

Myrseth & Fishbach (2009) argued that to promote goal-pursuit, it is necessary to identify self-control conflict between higher-order

goal and temptation. We explored whether enhancing self-control conflict promotes goal-pursuit. We conducted two experiments using a joystick paradigm (e.g., Fishbach & Shah, 2006). These results supported our hypothesis.

E265
DEPLETABLE ME: SELF-CONTROL RESOURCES AND IMPLICIT VALUATION OF ENERGY

Jacek Buczny[1], Rebekah L. Layton[2], Mark Muraven[2]
[1]University of Social Sciences and Humanities at Sopot, [2]University at Albany, State University of New York

Individuals with greatly depleted resources implicitly valued energy more than those with less depleted or undepleted resources. This suggests that people are trying to manage their limited self-control resources and that they may be implicitly aware of depletion.

E266
THE PROTECTIVE EFFECT OF EMOTIONAL REGULATION AGAINST REVICTIMIZATION IN WOMEN'S INTIMATE RELATIONSHIPS

Osnat Zamir[1], Yoav Lavee[2]
[1]University of Minnesota, [2]University of Haifa

To study whether emotional regulation moderates the relations between childhood abuse, and both adult intimate partner violence (IPV) and relationship quality, 425 female graduate students either married or in a long-term cohabitation participated in electronic survey. SEM multiple group analysis confirmed that emotional regulation is a protective factor against IPV.

E267
THE EFFECT OF WILLPOWER AND EMOTIONAL BELIEFS ON SELF-CONTROL AND BINGE EATING

Garrett A. Pollert[1], Jennifer C. Veilleux[1]
[1]University of Arkansas

Beliefs regarding emotional states and willpower were assessed as predicting self-control and binge eating. Analysis revealed an interaction of beliefs about willpower and emotion, such that when individuals believed willpower is limited, beliefs regarding negative emotions predicted increased binge eating. Bingeing was not predicted for individuals believing willpower is unlimited.

E268
MENTAL CONTRASTING: EFFECTS ON THE AUTOMATIC EVALUATION OF THE REALITY

Sandra Wittleder[1], Andreas Kappes[2], Gabriele Oettingen[1]
[1]Universität Hamburg, [2]University College London

In line with research on automatic evaluations in goal pursuit, mental contrasting of future and reality should influence the automatic evaluation of the reality. In two studies mental contrasting with high expectations of success led to negative automatic evaluations of the reality, whether expectations were measured or manipulated.

E269
WHEN ARE YOU ABLE TO DELAY? IDENTIFYING THE CONSTRUALS THAT PREDICT WITHIN-PERSON VARIABILITY IN DELAYING GRATIFICATION ACROSS DOMAINS

Gayathri Pandey[1], Vivian Zayas[2], Jessica Reno[2]
[1]Cornell University, [2]Cornell.edu

What factors explain within-person variability in delay-of-gratification? To investigate the role of situation-specific construals, self-reports of perceived successful delaying and the value of delayed and immediate options in five domains were assessed. Valuing delayed rewards strongly predicted within-person-variability in perceived success but valuing immediate rewards did so to a lesser extent.

E270
GETTING TO THE GOAL: EVALUATING AND SPENDING TIME WITH INSTRUMENTAL AND NONINSTRUMENTAL OTHERS

Lindsay C. Morton[1], Annamarie Rivieccio[1], Teresa Faulkner[1], Mark Muraven[1]
[1]University at Albany, SUNY

This study examined how instrumentality categorizations impacted interpersonal evaluations and how time spent with these individuals impacted goal pursuit. Participants reported differences in others' self-control as well as goal support and valuation based on instrumentality categorization. Greater goal advancement resulted from spending more time with instrumental others over one week.

E271
WHAT IS EGO DEPLETION? A MECHANISTIC EXPLORATION OF SELF-REGULATION AND SELF-AFFIRMATION

Jordan L. Livingston[1], Rose E. Jeffries[1], Elliot T. Berkman[1]
[1]University of Oregon

We tested a mechanistic model of ego depletion using a dot probe task that measured attentional biases towards rewarding, neutral, and threat-related words at baseline, after depletion, and after self-affirmation. Results suggest that the effects of depletion and affirmation may operate via shifts in attention toward or away from rewards.

E272
INCENTIVIZING SELF-CONTROL WITH EXPLICIT REWARDS

Lauren E. Kahn[1], Elliot T. Berkman[1]
[1]University of Oregon

Dual-process models typically view reward and self-control as oppositional, and do not address conditions when reward may facilitate self-control. We used a stop-signal task with varying reward levels for successful self-control. Results revealed that self-control increased with incentives, suggesting that dual-process models may not account for interactions between the processes.

E273
LOVING EVERY INCH: SETTING WEIGHT LOSS GOALS WITH A SELF-COMPASSIONATE MINDSET

Emily Robertson[1], Jeni L. Burnette[2], Ashley Batts Allen[1]
[1]University of North Florida, [2]University of Richmond

Self-compassion was assessed in a longitudinal study of participants who made weight-loss New Year's resolutions. Self-compassionate individuals weighed more at both pre-test and time 3. However, self-compassionate individuals were more committed to their weightloss goal, exhibited more self-control, and believed their weight to be more malleable once beginning their resolution.

E274
SLIPPING INTO NEW HABITS: USING A MECHANISM OF RESISTANCE TO FACILITATE CHANGE

Jennifer S. Labrecque[1], Wendy Wood[1]
[1]University of Southern California

Even when people have good intentions to adopt a new behavior, falling back into existing habits can impede change. Can habit resistance be overcome by transforming this barrier into a medium for change? Linking the new, desired behavior to performance of the old habit (habit-cued intentions) successfully promotes behavior change.

E275
(IM)MORAL SUPPORT: THE SOCIAL OUTCOMES OF SHARED SELF-CONTROL DECISIONS

Michael L. Lowe[1], Kelly L. Haws[2]
[1]Texas A&M University, [2]Vanderbilt University

Self-control related decisions are often made in public as dyads or groups rather than individuals. We find that while matched self-control decisions (indulging together or abstaining together) bring people closer together, the type of matched decision that produces the best social results depends on the perceived severity of the indulgence.

E276
A MULTIDIMENSIONAL MODEL OF TRAIT SELF-CONTROL: INHIBITION, INITIATION, AND CONTINUATION
Erin K. Davisson[1], Rick H. Hoyle[1]
[1]*Duke University*

We present evidence favoring a multidimensional conceptualization of trait self-control and suggesting multiple profiles of high trait self-control individuals. Self-control by inhibition, initiation, and continuation are moderately correlated; are differentially associated with other traits and tendencies; and offer incremental prediction of behavioral outcomes over measures that assumes a unidimensional construct.

E277
THE HEAT OF BATTLE: THE INFLUENCE OF RIVALRY ON COMPETITIVE DECISION-MAKING
Jeffrey P. Thomas[1], Gavin J. Kilduff[1]
[1]*New York University*

Two studies demonstrate that people accept reduced financial outcomes in order to increase their chances of victory in competitions against their rivals, as compared to non-rival competitors. Competitive outcomes versus rivals may carry a psychological reward that may push individuals make decisions counter to their financial self-interest.

Stereotyping/Prejudice

E278
FORECASTING THE EXPERIENCE OF STEREOTYPE THREAT FOR OTHERS
Kathryn L. Boucher[1], Robert J. Rydell[1], Mary C. Murphy[1]
[1]*Indiana University- Bloomington*

We explored how individuals not expecting to be evaluated in a stereotyped domain perceived a stereotype-threatening situation for others. Forecasters (participants who did not expect to take a math test) predicted greater levels of anxiety and higher performance expectations for a woman than women experiencing stereotype threat reported.

E279
GENDER STEREOTYPE PRIMING EFFECTS: A META-ANALYSIS
Ciara Katelyn Kidder[1], Katherine R.G. White[2], Stephen L. Crites, Jr. [1]
[1]*University of Texas at El Paso,* [2]*Columbus State University*

The current meta-analysis examined the gender stereotype effects of different sequential priming tasks. Twenty-two effect sizes from 10 papers were analyzed. A significant overall stereotype congruity effect was found (d = 0.41). Differences between the priming tasks were significant, identifying significant congruity effects only for categorization tasks (d = 0.84).

E280
VEGAN IS THE NEW VEGETARIAN
Margaret Ann Thomas[1]
[1]*Earlham College*

As vegetarian diets become more mainstream, perceptions of vegetarians may no longer be associated with less masculinity. Additionally, little research investigates perceptions of those following other diets. Across three studies, I show that veganism is now associated with gendered traits formerly ascribed to vegetarianism, but choice of diet fuels perceptions.

E281
PERCEPTIONS OF NON-TARGET MINORITY CONFRONTERS IN RESPONSE TO RACIST COMMENTS
Julie A. Kittel[1], Linda X. Zou[2], Cheryl L. Dickter[3]
[1]*Temple University,* [2]*University of Washington,* [3]*College of William and Mary*

This study investigated the perceptions of non-targets who confronted a racist comment made about another racial group. Latinos who confronted a racist comment about Blacks were liked more than Asians, suggesting that non-target confronters may be judged based on whether their behavior is viewed as violating stereotypes about their group.

E282
SHIFTING IMPLICIT RACIAL BIAS AND THE DYNAMICS OF PERSON PERCEPTION
Christelle T. Ngnoumen[1], Mahzarin R. Banaji[1]
[1]*Harvard University*

Mere exposure to neutral, Indian faces yielded greater implicit pro-Indian bias and positively influenced perceptions of novel Indian faces along the dimensions of attractiveness, competence, trustworthiness, and likeability. These effects were moderated by individual attitudes toward immigrants, political affiliation, and outgroup contact.

E283
CRITICAL THINKING INCREASES STEREOTYPING: THE LINK BETWEEN ASSESSMENT REGULATORY MODE AND THE PERCEPTION OF SOCIAL GROUPS
Gina Roussos[1], Michelle Francis[2], Edward Orehek[2]
[1]*Yale University,* [2]*University of Pittsburgh*

According to regulatory mode theory (Kruglanski et al., 2000), assessors critically evaluate the self and others. Thinking critically entails finding differences between two entities and comparatively evaluating them. We predicted that assessors would perceive greater differences between social groups. Across three studies we found that assessment leads to increased stereotyping.

E284
THREAT OF SEXUALLY TRANSMITTED INFECTIONS (STIS) AND ATTITUDES TOWARDS HETEROSEXUALS, LESBIANS AND GAY MEN, AND BISEXUALS
Stacy A. Teeters[1], Allison A. Vaughn[1]
[1]*San Diego State University*

Across the sexual identity spectrum, attitudes tend to be positive towards heterosexuals and negative towards bisexuals. To investigate why, researchers manipulated health threats (STIs) to examine resulting attitude changes. Contrary to expectations, when STIs were seen as increasing for heterosexuals, positivity increased towards heterosexuals and decreased towards sexual minorities.

E285
IN ONE EAR AND OUT THE OTHER: A PHYSIOLOGICAL ACCOUNT OF RESPONSES TO OUTGROUP RACISM
Francine Karmali[1], Kerry Kawakami[1], Elizabeth Page-Gould[2]
[1]*York University,* [2]*University of Toronto*

The present research examined the physiological responses (HR, GSR, RSA) of non-black participants who witnessed a racist event (Experiencers) and participants who imagined themselves in the same scenario (Forecasters). Among Experiencers, results revealed an attention response such as the orientating reflex profile but importantly not a stress response among any participants.

E286
MAKING LEADERSHIP FOR WOMEN ATTAINABLE: THE IMPORTANCE OF POSITIVELY-EVALUATED FEMALE ROLE MODELS
Marcela Wilk[1], Jessica Lakin[1]
[1]*Drew University*

Female participants read biographies of successful females who were either similar or dissimilar and positively or negatively evaluated by others. Similarity of the role models did not affect women's leadership beliefs, but positively-evaluated role models increased self-reported leader characteristics and anticipated career success more than negatively-evaluated role models.

E287
PREJUDICE TOWARD THE MENTALLY ILL: THE ROLE OF POLITICAL CONSERVATISM AND DIAGNOSTIC LABELS

Fredrick T. Chin[1], David A. Butz[1]
[1]*Morehead State University*

The current study examined the impact of political conservatism and diagnostic labeling on prejudicial responses toward the mentally ill. Among politically conservative participants, the presence of a diagnostic label significantly reduced hostility toward the mentally ill, whereas liberal participants exhibited relatively low levels of hostility regardless of the diagnostic label.

E288
PERSONALITY FACTORS OF AWE AND ALLOPHILIA

Daniel C. Strassburger[1], Johanna Riojas[1], JoAnn Tsang[1]
[1]*Baylor University*

Data were conducted to investigate personality factors that contribute to increased disposition to experience awe and attitudes toward various outgroup members. Results indicate factors which contribute to dispositional awe are likely subsumed by two main facets of the Big-Five personality – agreeableness and openness to experience.

E289
EFFECTS OF ALCOHOL-RELATED CUES ON RACIAL DISCRIMINATION

Elena V. Stepanova[1], Bruce D. Bartholow[2], J. Scott Saults[2], Brodrick Benjamin[3], Robert Rand[3], Alecia Rager[3]
[1]*University of Southern Mississippi,* [2]*University of Missouri,* [3]*Florida Gulf Coast University*

White participants primed with alcohol-related words rated a Black experimenter's performance less positively after a staged computer crash than participants primed with neutral words. Ratings of a White experimenter did not differ across conditions. These findings suggest that brief exposure to alcohol-related cues can increase expression of racial discrimination.

E290
NOT ALWAYS BLACK AND WHITE: EXAMINING THE IMPACT OF SOCIAL CATEGORIZATION ON IMPLICIT ATTITUDES

Jennifer Steele[1], Maggie Cease[1], Meghan George[1], Arvin Jagayat[1], Corey Lipman[1]
[1]*York University*

In this research we examined the impact of social categorization on implicit attitudes towards multiply categorizable targets who differed by race and emotional expression. Results from two studies suggest that when people categorize smiling Black and neutral White targets by emotional expression, their race biases are attenuated.

E291
NOT FULLY BLACK: MULTIRACIAL APPLICANTS ARE SEEN AS LESS DESERVING OF SCHOLARSHIPS FOR RACIAL MINORITIES

Or'Shaundra Benson[1], Mark Brandt[2]
[1]*DePaul University,* [2]*Tilburg University*

We explored how perceptions of minority status of multiracial individuals affect attributions of scholarship worthiness. Monoracial applicants were viewed more favorably and clearly meeting the racial/ethnic requirements than biracial applicants. Findings are discussed in terms of society's view of minority status/identity and the implication for multiracial individuals.

E292
UNDECIDED ABOUT GAY MARRIAGE IN AMERICA: WHO THEY ARE, AND WHAT IT MEANS FOR RESEARCH ON SEXUAL PREJUDICE

Franccesca Kazerooni[1], Ariana Naomi Bell[1], Phillip Atiba Goff[1]
[1]*University of California, Los Angeles*

Research has documented predictors of both supportive and oppositional attitudes about gay marriage in America. However, understanding the beliefs of those who are ambivalent or apathetic about the issue remains largely unexplored. Using a diverse sample, our research examines who is undecided and what predicts their indecision about marriage equality.

E293
ATTENTIONAL BIASES IN BI-ETHNIC AND MULTI-ETHNIC CONTEXTS

Steffanie Guillermo[1], Joshua Correll[1]
[1]*University of Colorado, Boulder*

We investigated whether attention to Latino versus White faces depended on whether the task involved a bi-ethnic context (Latino, White) or a multi-ethnic context (Black, Latino, White). Latino faces captured attention faster and held attention longer than White faces in both contexts, suggesting greater attentional biases towards Latinos versus Whites.

E294
STEREOTYPE THREAT IN WESTERN-EUROPE: PERFORMANCE- AND BEHAVIORAL META-STEREOTYPES IN RELATION TO ACHIEVEMENT AND PROBLEM BEHAVIOR AMONG MOROCCAN AND TURKISH IMMIGRANT STUDENTS IN THE NETHERLANDS

Elisabeth M. de Jong[1], Francine C. Jellesma[1], Helma M.Y. Koomen[1], Peter F. de Jong[1]
[1]*University of Amsterdam*

Associations between stereotype threat and differences in achievement and problem behavior between native and ethnic minority students were examined in a Western European country. Meta-stereotypes were measured as a precursor of stereotype threat. Negative meta-stereotypes about performance and behavior were related to problem behavior, but not to school performance.

E295
THE EFFECT OF THE VISIBILITY AND IMMUTABILITY OF HOMOSEXUALITY ANTI-GAY ATTITUDES UNDER INFECTION THREAT

Mahiro Tasaka[1], Minoru Karasawa[1]
[1]*Nagoya University*

The present study examined whether the immutability and invisibility of homosexuality would decrease anti-gay attitudes under "infection threat." Japanese heterosexual male undergraduates showed less negative attitudes toward homosexual targets with less visible features but the immutability resulted in more negative attitudes. Implications for interventional strategies to reduce prejudice are discussed.

E296
A ROSE BY ANY OTHER NAME? "BLACKS" ARE MORE NEGATIVELY EVALUATED THAN "AFRICAN-AMERICANS"

Erika Verniece Hall[1], Katherine Phillips[2], Sarah Townsend[3]
[1]*Northwestern University,* [2]*Columbia University,* [3]*University of Southern California*

We utilized both archival and experimental methods to explore the implications of labeling racial minorities with the "Black" vs. "African-American" ethnic label. As the Black ethnic label is perceived to embody more negativity than the African-American ethnic label, we explore material consequences for targets that are labeled by each term.

E297
KNOWLEDGE IS POWER: EDUCATING WOMEN ABOUT THE IMPACT OF STEM STEREOTYPES LEADS TO LONG-TERM CHANGES IN ATTITUDES AND BELIEFS

Aaron Moss[1], Alison Blodorn[2], Laurie O'Brien[1], Glenn Adams[3], Elliott Hammer[4], Donna Garcia[5]
[1]*Tulane University,* [2]*University of California Santa Barbara,* [3]*University of Kansas,* [4]*Xavier University of Louisiana,* [5]*California State University San Bernardino*

We conducted a brief, one-hour intervention focused on increasing women's knowledge about how STEM stereotypes impact women's and men's outcomes. Four months later, women in the intervention

condition perceived gender differences in STEM fields as more illegitimate and perceived STEM fields as less masculine as compared to the control condition.

E298
DISCRIMINATION IN CONTEXT: INDIVIDUAL AND SITUATIONAL FACTORS SHAPING AFRICAN AMERICANS' EMOTIONAL RESPONSES TO DISCRIMINATION

Julian M. Rucker[1], Enrique W. Neblett, Jr.[2], Nkemka Anyiwo[3]
[1]Indiana University, [2]The University of North Carolina at Chapel Hill, [3]University of Michigan

A bevy of individual and situational factors can influence responses to perceived racial discrimination. This study, employing a visual imagery paradigm, found that heightened racial centrality and a prototypical (White) perpetrator were associated with elevated negative emotional responses to racial discrimination vignettes in a sample of African American young adults.

E299
FACIAL TATTOOS: ATTRACTIVENESS AND RATINGS OF CRIMINAL GUILT

Christopher James Hand[1], Megan Fletcher[1]
[1]University of Bedfordshire

Tattooing has previously been linked to criminality. Stimuli with/without facial tattoos were rated for attractiveness. Stimuli were then paired with vignettes (depicting crimes), and guiltiness rated. Tattooed stimuli were rated guiltier than non-tattooed; however, there was no difference in attractiveness between these stimuli. Implications for the justice system are discussed.

E300
LIVING ON THE WRONG SIDE OF THE TRACKS: INVESTIGATING THE CONSEQUENCES OF NEIGHBORHOOD STIGMA FOR SELF-ESTEEM, SENSE OF COMMUNITY, AND INTEREST IN ENVIRONMENTAL PROTECTION

Brandon Cosley[1], Christina Bullard[1]
[1]University of South Carolina Beaufort

In the present work, we applied classic theorizing in social psychology on perceived stigma to examine subjective neighborhood stigma, self-esteem, sense of community, community action. Results support that neighborhood stigma negatively impacts personal wellbeing and community action however a silver lining exists for some as stigma may also increase action.

E301
EVERYONE SMILES IN THE SAME LANGUAGE: THE EFFECT OF DISPLAYS OF HAPPINESS IN IMMIGRANTS ON INTERPERSONAL AND INTERGROUP RELATIONS

Magdalena Bobowik[1], Patrycja Slawuta[2], Nekane Basabe[1], Saioa Telletxea[1]
[1]University of the Basque Country, [2]New School of Social Research

Smiling is a universal cue promoting a successful relationship between individuals. This experimental study examined whether smiling by an outgroup member has a positive effect on intergroup relations. Compared to other conditions, smiling by an immigrant led to more positive interpersonal and intergroup responses by host nationals.

E302
WEATHERING THE STORM: STEM TRAINING PROGRAMS BUFFER MINORITY STUDENTS FROM THE NEGATIVE OUTCOMES, BUT NOT THE EXPERIENCE, OF STEREOTYPE THREAT

Paul R. Hernandez[1], Anna Woodcock[2], Mica Estrada[2], Maria Aguilar[2], Britt'ny Gonzales[2], Lilibeth Flores[2], Stephen Quartucci[2], P. Wesley Schultz[2]
[1]Colorado State University, [2]California State University - San Marcos

We compared the effect of stereotype threat on persistence and achievement goals among minority students in a STEM training program (MTP) vs. a matched sample (Control). Stereotype threat degraded persistence in the control group but had no effect in the MTP group. This effect was partially mediated through mastery goals.

E303
ALLERGIC TO FAT: PRECURSORS TO ANTIFAT ATTITUDES, STEREOTYPING AND STIGMATIZATION OF THE OBESE

Mary S. Himmelstein[1], A. Janet Tomiyama[2]
[1]Rutgers University, [2]University of California, Los Angeles

A multiple group path analysis (N=349) examined how men and women move from self-perception to stigmatization of obese individuals through antifat attitudes. Participants' own body related perceptions, beliefs about control and dietary issues predicted antifat attitudes. Beliefs about control and antifat attitudes predicted negative stereotyping and stigmatization of obese individuals.

E304
SENSITIVITY GENES MODERATE THE EFFECT OF PERCEIVED RACIAL DISCRIMINATION ON ANGER AND SELF-CONTROL

Rick Gibbons[1], Todd Abraham[2], Michelle Stock[3], Meg Gerrard[1], Thomas Wills[4]
[1]Univ of Connecticut, [2]Iowa State University, [3]George Washington Univ, [4]Univ of Hawaii

Study 1: Sensitivity alleles for two genes (5HTT, DRD4) moderated relations between discrimination and substance use: Among Black adolescents with these sensitivity alleles, high discrimination more anger and less self-control, but low discrimination less anger and more self-control. Study 2: "Sensitive" participants provided more substance-related responses to discrimination.

E305
RELIGIOUS PREJUDICE TOWARD THE CATHOLIC MAJORITY

Janina Pietrzak[1]
[1]University of Warsaw

Two studies, one correlational (N=226) and one experimental (N=90), demonstrate that (minority) non-religious individuals hold stronger stereotypes of, and are more prejudiced towards, (majority) religious individuals than vice versa. Although Catholicism is historically and politically a dominant force in Poland, believers are considered incompetent, intolerant, and conspiratorial.

E306
IS THAT A THREAT? HOW STIGMA CONSCIOUSNESS IMPACTS OVERWEIGHT WOMEN'S VIGILANCE FOR PROTESTANT WORK ETHIC CUES

Patricia N. Gilbert[1], Shilka Babu[1], Laurie T. O'Brien[1]
[1]Tulane University

Overweight women who anticipate being stigmatized (i.e., stigma consciousness) may be more vigilant for cues in their environment that imply they are responsible for their stigma, such as Protestant Work Ethic (PWE) cues. For women high in stigma consciousness there was a positive relationship between weight and PWE vigilance.

E307
METAPHOR CONTENT AND THE WARMTH/COMPETENCY DIMENSIONS OF STEREOTYPES ABOUT WOMEN

Diana Carolina Gómez Meneses[1], William Jiménez Leal[1]
[1]Universidad de los Andes

Metaphors are used to refer to women and may be responsible for the perpetuation of sex stereotypes. This study examined whether metaphors about women can be captured by the warmth and competence dimensions of the Stereotype Content Model, functioning as stereotyping mechanisms, which in turn can be associated to sexism.

E308
EVIDENCE OF IMPLICIT BIAS AGAINST PEOPLE WITH A TATTOO

Colin Westcott[1], Jeff Stone[1], Meghan Bean[1]
[1]University of Arizona

In two studies, participants completed an IAT to examine implicit bias toward individuals with facial tattoos. Results revealed a moderate implicit bias toward facial tattoos, which was not due to the symmetry

of the tattoo, but was attenuated by possessing a tattoo and being internally motivated to respond without prejudice.

E309
HOW DO WHITES DESCRIBE EXPERIENCES WITH RACIAL DISCRIMINATION? IT DEPENDS ON WHO'S ASKING

Evelyn R. Carter[1], Mary C. Murphy[1]
[1]*Indiana University*

White participants wrote about a time when they were the targets of racial discrimination. The results reveal that Whites describe experiences with discrimination differently as a function of whether the audience is Black or White. Implications for understanding racial majority targets' experiences with discrimination are discussed.

E310
SEEING DISCRIMINATION: OBSERVING EVIDENCE OF SEXUAL ORIENTATION REDUCES CONCERN FOR DISCRIMINATION

Karen R. Dickson[1], Victoria M. Esses[1]
[1]*University of Western Ontario*

Conveying sexual orientation information visually, which may elicit stronger disgust, may increase acceptance of homophobic discrimination. The current study demonstrates that when the situation is ambiguous, concern about discrimination based on sexual orientation is lessened when sexual orientation information is conveyed visually rather than verbally.

E311
EXPLORING AVERSIVE RACISM AS A MODERATOR OF RACIAL PHENOTYPICALITY BIAS IN GUILT JUDGMENTS

Alex Manuel Borgella[1], Jessica Lauren Fenton[1], Keith Maddox[1], Michael Murray[2], Michael Sargent[2]
[1]*Tufts University,* [2]*Bates College*

An experiment explored how aversive racism influences the use of Afrocentric appearance in the evaluation of Blacks. Participants told they would either be scrutinized for racial bias or not watched videos involving physical confrontations between police officers and Black suspects who were low, moderate, or high in facial Afrocentricity.

E312
HOW CAN I HELP YOU? BLACK MEN DESIRE DIFFERENT SOCIAL SUPPORT AFTER RACISM THAN OBSERVERS PREDICT

Patrick Florence Rock[1], Phillip Atiba Goff[1]
[1]*University of California, Los Angeles*

How do targets of racism wish to be supported? While a mixed gender sample of Black and White participants believed Black men would prefer instrumental support after a racist incident, Black men indicated their personal preference would be for emotional support. This empathy gap may further disadvantage targets of discrimination.

E313
UNPROVOKED AGGRESSION TOWARDS MUSLIMS: THE CONTRIBUTING ROLE OF RIGHT-WING AUTHORITARIANISM

Christopher Loyd Beck[1], E. Ashby Plant[1]
[1]*Florida State University*

We explored the influence of right-wing authoritarianism (RWA) on unprovoked aggression towards Muslims. High (but not low) RWA Caucasian participants were more aggressive toward a Muslim than a Caucasian or African-American partner by making their partner consume more hot sauce. These findings suggest that anti-Muslim hostility is rooted in RWA.

E314
SCHOOL AS A GROUP IDENTITY'S TOOL. THE ROLE OF HISTORY EDUCATION IN CREATING OF SOCIAL REPRESENTATIONS OF HOLOCAUST

Marta Witkowska[1], Michał Bilewicz[1]
[1]*University of Warsaw*

The study tested the impact of history education on the awareness of the Holocaust among Polish undergraduates (N=1250). The mere knowledge of the facts proved to be not essential in modifying attitudes, while current school education strengthens unwillingness to contact with Jews and Jewish culture by fostering biased history interpretation.

E315
I SEE WHITE PEOPLE?!: ATTENTIONAL COMPETITION AND SOCIAL GOALS INFLUENCE RACIAL BIAS IN VISUAL ATTENTION

Jazmin Lati Brown-Iannuzzi[1], Sophie Trawalter[2]
[1]*University of North Carolina Chapel Hill,* [2]*University of Virginia*

To whom we attend depends on our interpersonal goals and social context. The present work demonstrates that close interpersonal goals (e.g., to find a romantic partner vs. coworker) and attentional competition – situations in which minorities "compete» with Whites for attention – promote racial bias; forced attention to minority targets reduces bias.

E316
THE EFFECTS OF SEX AND WEIGHT ON PUNISHMENT FOR MORAL TRANSGRESSIONS

Jessica L. Smarr[1], Nicholas J. Kelley[1], Brandon J. Schmeichel[1]
[1]*Texas A&M University*

We assessed potential legal ramifications of weight discrimination. Participants were presented with various crime scenarios accompanied by pictures of the perpetrators who varied in weight and sex. Results revealed overweight females were assigned significantly longer jail sentences, which suggests a perpetrator's sex and weight may affect the assigned punishment.

E317
FAKE IT TO MAKE IT: SOCIAL IDENTITY THREAT ATTENUATES THE ASSOCIATION BETWEEN AUTHENTICITY AND PSYCHOLOGICAL HEALTH

David Matthew Doyle[1], Lisa Molix[1], Caroline Tipler[1]
[1]*Tulane University*

We propose that under social identity threat, members of devalued groups cope by disconnecting feelings of authenticity from psychological health. Across two studies, we found that among women, authenticity (trait- and state-level) was positively predictive of psychological health in the control but not the social identity threat conditions.

E318
CHRONIC ILLNESS AND CONCEALMENT AMONG PEOPLE WITH MULTIPLE SCLEROSIS: A SOCIAL IDENTITY THREAT PERSPECTIVE

Adriana Louise Germano[1], Jonathan Emdin Cook[2], Gertraud Stadler[1], Valerie Purdie-Vaughns[1]
[1]*Columbia University,* [2]*The Pennsylvania State University*

Social identity threat may motivate people to conceal chronic illness. We tested concealment as a consequence of identity threat among multiple sclerosis patients. Participants with greater identity threat were more likely to conceal, as were those who felt more stigmatized. Stigma mediated the relation between identity threat and concealment.

E319
PREJUDICE TOWARD PEOPLE WITH MENTAL ILLNESS

Kayla Gowin[1], Darshon Anderson[1]
[1]*University of Central Arkansas*

The present research examines the Integrated Threat Theory (ITT) in relation to prejudice toward people with mental illness. The ITT proposes that prejudice stems from the perception that an outgroup poses threats to one's well-being (realistic threats), one's worldview (symbolic threats), and one's presentation of a positive self-image (intergroup anxiety).

E320

WISH I WOULD'VE, GLAD I DID: COGNITIVE AND PERFORMANCE CONSEQUENCES OF CONFRONTING VS. FAILING TO CONFRONT SEXISM

Kimberly Gorski[1], Leslie Ashburn-Nardo[1]
[1]Indiana University-Purdue University Indianapolis

Female participants who recalled confronting or failing to confront past sexism completed measures of affect, working memory, and task performance. Desire to confront moderated the relationships between recall condition and negself, working memory, and performance, highlighting benefits of confronting and disadvantages of not confronting the more women desire to confront.

E321

THE ROLE OF IDENTITY CONFLICT ON STEREOTYPE BOOST AND THREAT

Chiharu Kato[1]
[1]Michigan State University

This poster examines the role of identity conflict on the stereotype boost/threat among Asian American females on a challenging mathematics test. Findings revealed that low conflicted individuals received a boost from the stereotype (enhanced), whereas high conflicted individuals underperformed suggesting stereotype threat.

E322

COULD YOU, PLEASE, SEND THIS LETTER? CONFRONTING TRADITIONAL RACISM WITH AVERSIVE RACISM IN NATURAL FIELD STUDIES.

Katarzyna Byrka[1], Dariusz Dolinski[1], Tomasz Grzyb[1]
[1]University of Social Sciences and Humanities, Wroclaw, Poland

In a series of field studies (Ns = 258; 450; 165) we compared people's self-declared racism towards the Jews with their aversive racism measured in the left letter and the lost e-mail paradigms. Data suggests that declarations were good predictors of intentions to help but were independent of people's overt helping behaviors.

E323

CHOICE IN A SOCIAL CONTEXT: SOCIAL GROUP CUES AND THE ASYMMETRIC DOMINANCE EFFECT.

Katherine J. Wolsiefer[1], Irene V. Blair[1]
[1]University of Colorado Boulder

Two studies examined whether the asymmetric dominance effect extends to social contexts and whether it is influenced by social group cues and implicit prejudice. Findings suggest that the asymmetric dominance effect occurs in social contexts but that individuals do not use race to inform such decisions, even when implictly biased.

E324

THE EFFECT OF IMAGINED SOCIAL CONTACT ON CHINESE STUDENTS' STEREOTYPES OF JAPANESE PEOPLE

Dong Wang[1], Alastair Iain Johnston[2], Baoyu Wang[3]
[1]School of International Studies, Peking University, [2]Government Department, Harvard University, [3]Department of Psychology, New Mexico State University

To determine whether imagined contact can change deeply held stereotypes, one hundred and eighty students were assigned to three groups. We found that imagined contact has a significant effect on general attitudes and its effect on specific attitudes was stronger for those dimensions more commonly used to describe Japanese.

E325

ARE RACIALLY DISCORDANT MEDICAL INTERACTIONS STRESSFUL FOR PHYSICIANS? ANALYSIS OF THEIR USE OF FIRST PERSON WORDS

Nao Hagiwara[1], Richard B. Slatcher[2], Susan Eggly[3], Louis A. Penner[3]
[1]Virginia Commonwealth University, [2]Wayne State University, [3]Wayne State University/Karmanos Cancer Institute

A secondary analysis of transcripts of clinical visits between non-Black physicians and Black patients was conducted using Linguistic Inquiry and Word Count. Physicians with greater racial bias used more self-focused and anxious-related words than physicians with less bias, suggesting that they may experience more stress during racially discordant medical interactions.

E326

STIGMA AND SUFFERING: PHYSICAL HEALTH PROBLEMS AND THE STIGMA OF HOMELESSNESS AND RACE

Carolyn Weisz[1], Diane Quinn[2]
[1]University of Puget Sound, [2]University of Connecticut

This study examined the relationship between physical health and stigma associated with multiple identities among 65 homeless men. Regression analyses indicated that both race-related and homelessness-related stigma predicted poor health, with independent variance associated with anticipated stigma related to homelessness, and, for minority-race participants, perceived discrimination related to race.

E327

SHOULD EMPLOYERS CHECK APPLICANTS' FACEBOOK PROFILES?

David J. Stillwell[1], Michal S. Kosinski[1]
[1]University of Cambridge

56% of employers check candidates' social media profiles, but are they making accurate judgements? Two machine learning models were created. Using Facebook Likes, self-rated personality and friend-rated personality were predicted. Discrepancies between the models highlighted evidence of inaccurate stereotypes, questioning whether people can make unbiased judgements of social media profiles.

E328

UNDERSTANDING CONFLICT MONITORING DURING AN IMPLICIT RACIAL BIAS TASK: THE RELATIONSHIP BETWEEN ERROR-RELATED NEGATIVITIES, EXECUTIVE FUNCTIONING, AND CONTROL

Geoffrey Kerr[1], Lee Altamirano[1], Naomi Friedman[1], Akira Miyake[1], Joshua Correll[1], Bruce Bartholow[2], Tiffany Ito[1]
[1]University of Colorado Boulder, [2]University of Missouri

Self-regulatory control of racial bias and its association with executive functioning (EF) was examined using behavioral and neural measures. Larger neural conflict monitoring during bias expression was associated with greater EF and greater control during implicit racial bias tasks. Findings suggest the importance of EF in controlling race bias.

E329

I'M RUBBER, YOU'RE GLUE: THE DEFENSIVE PROJECTION OF GENDER STEREOTYPES

Adam Beavers[1], Allison Vaughn[1]
[1]San Diego State University

The present study examined the defensive projection mechanism following a threat to gender identity. Men receiving threatening feedback rated other men as having less competence than men receiving gender-affirming feedback. Higher self-esteem scores were reported following target ratings for men in the threat condition than in the no threat condition.

E330

THE INTERGROUP AND INTRAGROUP PROCESSES UNDERLYING IMPLICIT ATTITUDES TOWARD HISPANICS

Alexandra K. Margevich[1], Luis M. Rivera[1]
[1]Rutgers University, Newark

Experiment 1 demonstrated that in an immigration-based threatening context, highly identified Americans expressed stronger implicit anti-Hispanic prejudice than less identified Americans following a group affirmation. Experiment 2 demonstrated that completing a course about the historical hardships of their group led low stigma consciousness Hispanics to express strong implicit ingroup favoritism.

E331

COLLEGE STUDENTS' PREJUDICED-BASED MOTIVATION PREDICTS DISCRIMINATION AGAINST A STIGMATIZED PROFESSOR

Luis M. Rivera[1], Alexandra K. Margevich[1]
[1]Rutgers University, Newark

We examined the role of prejudiced-based motivations in students' evaluations of a professor from an ethnic-racial stigmatized group. Non-Hispanic students' lower internal motivation to control prejudice (measured at semester outset) predicted lower ratings of intelligence and likeability of a Hispanic (but not a non-Hispanic) professor (measured at semester end).

E332

CLEANLINESS IS LIKE GODLINESS: HARSHER JUDGMENTS OF OUT-GROUPS FOLLOW CLEANSING AFTER DISGUST

Megan Courtney Haggard[1], Wade Rowatt[1], Logan Yelderman[2]
[1]Baylor University, [2]University of Nevada - Reno

The physical experience of filth and cleansing is connected to feelings of moral disgust and prejudice. Participants shown disgusting pictures followed by cleansing with a hand-wipe had more negative ratings of value-violating out-groups (gay men, lesbian women, and atheists) compared to neutral pictures or no cleansing conditions.

E333

DO TESTOSTERONE AND SOCIAL POWER PREDICT RACIAL BIAS?

Jeffrey Whitaker[1], Pranjal Mehta[1]
[1]University of Oregon

Previous studies have demonstrated that when black individuals occupy a position of high social power over white subordinates, the latter demonstrate an attenuation of race bias. In this study we seek to replicate this effect and highlight the role of neuroendocrine markers in this relationship.

E334

SOCIOCULTURAL IDENTITIES AND VALUES AS A DETERMINANT OF ATTITUDES TOWARD FOREIGN OUTGROUPS

Priscila Diaz[1], Delia Saenz[2]
[1]Azusa Pacific University, [2]Arizona State University

The research examined what may lead to differential biases toward outgroups. One study demonstrated one's social standing relates to negative attitudes toward undocumented immigrants. Another study indicated prejudice toward foreign groups varies based on one's ethnic background/nationality. Beyond individual characteristics, another study determined that ideological values predicted attitudes toward outgroups.

E335

CLAIMING DISCRIMINATION BY A FEMALE SUPERVISOR LEADS WOMEN TO BE VIEWED AS COMPLAINERS

Kerry Spalding[1], Cheryl Kaiser[2]
[1]University of Washington, [2]University of Washinton

Are women who claim discrimination against a female supervisor viewed particularly negatively? Women who claimed discrimination by a female supervisor were viewed as more of complainers than those who claimed discrimination against a male, due to the perception that discrimination was less likely to have occurred when the supervisor was female.

E336

UNDERSTANDING DISCRIMINATION AT THE INTERSECTIONAL LEVEL: AN INVESTIGATION OF RACE AND SEXUAL IDENTITY

Nicholas Gupta[1], Nicholas Peter Alt[1], Aaron Ng[1], Cheryl L. Dickter[1]
[1]The College of William & Mary

Two studies demonstrated differences in discriminatory attitudes towards gay Black, straight Black, gay White and straight White targets. Study 1 found that gay Black men faced discrimination as potential roommates, while Study 2 showed that homophobic attitudes moderated judgments of the targets as potential Facebook friends.

E337

THE USE OF RELIGION AS JUSTIFICATION FOR HOMOSEXUALITY PREJUDICE

Michelle S. Fabros[1], Donna Garcia[1]
[1]California State University, San Bernardino

We explored the relationship between Christian religious endorsement and homonegativity. Politically conservative participants were more religious after falsely being told they held a negative bias regarding homosexuality, whereas politically liberal participants showed a decrease in their level of religiosity when given the same negative feedback.

E338

STEM-SCHEMATIC WOMEN'S MATH PERFORMANCE IS IMPROVED AFTER HEARING AN INTERVENTION MESSAGE DELIVERED IN-PERSON VS ON PAPER

Jenna Dehne[1], Jill Bennett[1], Denise Sekaquaptewa[1]
[1]University of Michigan

In-person vs. on-paper methods to deliver a stereotype threat intervention message were compared. An experiment involving 100 university women revealed that female-positive messages improved math performance for STEM-schematic women, when the message was delivered in person by a role model compared to those who read the same message on paper

E339

RACIAL CATEGORY DIFFERENTIATION PREDICTS THE CROSS-RACE FACE RECOGNITION DEFICIT

Sean M. Hudson[1], Ivo Gyurovski[2], Jasmin Cloutier[2], Joshua Correll[1]
[1]University of Colorado at Boulder, [2]University of Chicago

This study examines two factors that might contribute to the cross-race recognition deficit: race-specifying feature selection and high similarity among Black faces. Using multidimensional scaling, we found that participants who rely more heavily on race when judging the similarity of faces show more pronounced deficits in cross-race recognition.

E340

THIRD PARTY RESPONSES TO SEXISM

James J. Hodge[1], Carol T. Miller[1]
[1]University of Vermont

Participants evaluated the performance of a sexist male applicant during a hypothetical or ostensibly real job interview under high or low social cost. Harassment context and social cost did not influence evaluations, but endorsement of feminist and system-justifying beliefs both predicted responses to the sexist applicant.

E341

A CHANGE WILL (NOT) DO YOU GOOD: THE DETRIMENTAL EFFECTS OF STEREOTYPE-BASED EXPECTATIONS ON THE EVALUATION OF CHANGES IN WOMEN'S PERFORMANCE

Francesca Manzi[1], Suzette Caleo[2], Madeline Heilman[1]
[1]New York University, [2]Louisiana State University

We assessed the influence of stereotype-based expectations on responsiveness to new information about performance. Participants reviewed changing performance information about a male or female target in a male-typed or non-male-typed field. Women were rated more negatively than men only when the field was male-typed.

E342

BEYOND PREDICTING CONFRONTATION: THE COSTS (TO PERPETRATORS) AND IRONIC BENEFITS (FOR VICTIMS) OF SEXISM

Corinne A. Moss-Racusin[1], Jessica J. Good[2], Diana T. Sanchez[3]
[1]Skidmore College, [2]Davidson College, [3]Rutgers University

Relative to nonsexist interviewers, sexist interviewers were perceived as more prejudiced, and consequently, less competent, likeable, and hireable. Ironic benefits emerged for the female victim of sexism, who was viewed as less prejudiced, more competent, likeable and

hireable. Only negative perceptions of the perpetrator lead observers to confront the perpetrator.

E343
RESOLVING THE MEAT PARADOX: COGNITIONS AND MOTIVATIONS

Steve Loughnan[1], Brock Bastian[2]
[1]University of Melbourne, [2]University of Queensland

People love animals and meat. Three studies examine motivational and cognitive explanations of this paradox. Study 1 shows that people suppress moral concern when eating meat, Study 2 explores omnivores' justifications that support their meat consumption, and Study 3 that categorizing an animal as food reduces moral concern.

E344
REACTIONS TO INTERRACIAL COUPLES: A SOCIAL NEUROSCIENCE PERSPECTIVE

Allison Louise Skinner[1], Caitlin Hudac[1], Dennis Molfese[1]
[1]University of Nebraska-Lincoln

We investigated electrophysiological responses to interracial couples using event-related potentials (ERPs). Early (~100 ms post-stimulus onset) ERPs differentiated interracial from intraracial couples. Ongoing processing of interracial couples occurred >300 ms post stimulus-onset and was moderated by explicit attitudes about interracial romance.

E345
DO PERCEIVERS INFER ETHNIC IDENTITY FROM PEOPLES' ROMANTIC PARTNER CHOICES?

Lisa M. Brown[1], Jazmin E. Kelly[1], Diana Thi Dinh[1], Ashley Kate Malcom[1]
[1]Austin College

Participants observed photos of couples in which both were Black, both White, and one Black/one White. They viewed photos with the couple or one partner. Participants perceived members of an interracial couple as having lower ethnic identity when seen together than alone and relative to members of intraracial couples.

E346
THE EFFECT OF INTERETHNIC IDEOLOGIES ON WHITE AMERICANS' PERCEPTIONS OF INSTITUTIONAL RACISM

Ashley Wynn[1], Kimberly Rios [2]
[1]University of Chicago, [2]Ohio University

We examined the effects of two interethnic ideologies, assimilation and multiculturalism, on White Americans' perceptions of institutional racism (i.e., policies enacted by social institutions that disproportionately disadvantage minorities). In two studies, we found that endorsement of assimilation related negatively, whereas endorsement of multiculturalism related positively, with perceptions of institutional racism.

E347
ACCOUNTABILITY REDUCES INTERGROUP BIAS THROUGH WEAKENING INGROUP IDENTIFICATION

Carlee Beth Hawkins[1], Mariah Sinden[2], Brian A. Nosek[3]
[1]University of Chicago Booth School of Business, [2]University of Nevada Las Vegas, [3]University of Virginia

Stronger ingroup identification is related to stronger intergroup bias. We induced accountability in a minimal group paradigm, which reduced intergroup bias and ingroup identification compared to control. Ingroup identification mediated the effect of accountability on intergroup bias, suggesting that one route to reducing intergroup bias is by weakening ingroup identification.

Poster Session F

Saturday, February 15, 12:30 pm - 2:00 pm, Hall 4

Applied Social Psychology

F1
DISTINGUISHING BETWEEN AFFECTIVE ATTITUDES AND ANTICIPATED AFFECTIVE REACTIONS

Mark Conner[1], Rosie McEachan[1], Rebecca Lawton[1]
[1]*University of Leeds, UK*

Affective attitudes and anticipated affective reactions tap important affective influences on behavior. Across a range of health behaviors the present research shows the two constructs are empirically distinct and independently predictive of intentions and behavior alongside other determinants of intentions and behavior as described by the Theory of Planned Behavior.

F2
MANIPULATING AN ANTECEDENT OF ENVIRONMENTAL COMMITMENT

Shane Boyd[1], Eric D. Wesselmann[1]
[1]*Illinois State University*

Environmental commitment is an individual's continuing psychological attachment to the environment and predicts relationship-sustaining behaviors similar to commitment in interpersonal relationships. We manipulated environmental investments (an antecedent of commitment) to assess the influence commitment and relevant behaviors. We replicated previous research but found mixed support for our new manipulation.

F3
DIFFERENT ROUTES TO THE SAME GOAL: MOTIVATING HEALTH BEHAVIOR WITH MESSAGE FRAMING

Melissa A. Shepherd[1], Mary A. Gerend[1]
[1]*Florida State University*

We examined effects of message framing on two different health behaviors aimed at the same goal. Loss-framed messages (emphasizing the costs of inaction) were more effective in motivating participants to take calcium supplements while gain-framed messages (emphasizing benefits of action) were more effective in motivating participants to consume dietary calcium.

F4
INFORMATION GATHERING BEHAVIOR ON FUNCTIONAL FOODS WITH A FOCUS ON EYE TRACKING OF HEALTH CLAIMS

Masami Asakawa[1], Masao Okano[1]
[1]*Bunkyo University*

Thirty-two subjects' eye movements when gazing at packages of five kinds of soft drinks were recorded using an eye tracker.

The results showed that subjects who thought "weight control" important had significantly longer total fixation duration and total visit diration at the calorie information on the packages of functional beverages.

F5
THE ROLE OF PLACEBO EFFECTS ON INCREASED ENDURANCE

Samantha B. Douglas[1], Danielle Moreno[1], Mike Rains[1], Annie Tsai[1]
[1]*Azusa Pacific University*

Two studies examined the placebo effect on cold tolerance and muscle endurance. Participants who took a "performance enhancing supplement" (study 1) or "heat-generating gum" (study 2) performed significantly better than control groups. An interaction effect by gender was found in study 1, indicating males were more susceptible to the effect.

F6
SELF-AFFIRMATION THEORY: CIGARETTE SMOKING, DEFENSIVE RESPONDING, CIGARETTE ADS, THREAT RATINGS, AND QUIT INTENTIONS.

Angelo M. DiBello[1], Clayton Neighbors[1], C. Raymond Knee[1], Ezekiel Hamor[1]
[1]*University of Houston*

Students responded to questionnaires regarding various cigarette smoking behaviors. Students were then randomly assigned to one of four conditions (high affirmation, low affirmation, smoking image control, nonsmoking image control) and rated smoking images. Results indicated that threat ratings varied as a function of quit intentions and perceived health benefits.

F7
HOW PEOPLE THINK GENES AFFECT OUR METABOLISM

Benjamin Y. Cheung[1], Steven J. Heine[1]
[1]*University of British Columbia*

We show that people think about genetic explanations of metabolism differently than other explanations of metabolism by ascribing different levels of control to the individual, and power to the particular cause. Moreover, different explanations are associated with different causal attributions, suggestive of an additional set of genetic essentialist biases.

F8
THE RESEARCH ON RELATIONSHIP AMONG PARENT-CHILD ATTACHMENT,CORE SELF-EVALUATIONS, EMOTIONAL AND PERSONALITY-RELATED CAREER DECISION-MAKING DIFFICULTIES

Jiang Ling[1]
[1]*Master of Psychology*

Three scales were administrated to 323 chinese junior undergraduates and were administrated to 252 students of the 323 four months later, Core self-evaluations fully mediated the relationship between parent-child attachment and EPCD.Cross-lagged analyses indicated that parent-child attachment influenced core self-evaluations,and core self-evaluations influenced EPCD.

F9
PREDICTING SLEEP DURATION IN COLLEGE STUDENTS: AN APPLICATION OF THE THEORY OF PLANNED BEHAVIOR

Kathleen Ann Stanko[1], Michael John Tagler[1]
[1]*Ball State University*

The Theory of Planned Behavior was used to predict self-reported and actigraph measured sleep duration in an undergraduate sample. The model accounted for 63% of variability in intentions to obtain 7-8 hours of sleep nightly and 17-18% of the variability in sleep diary and actigraph sleep duration.

F10
HOW CAN I CONFESS MY SIN? CONSTRUAL LEVEL AND FORGIVENESS

JongHan Kim[1], Jessica Finne[1]
[1]*Coastal Carolina University*

How can I confess my sin for increasing my chances of being hired or of receiving a lower sentence? Based on construal-level theory (Trope & Liberman, 2010), two studies were conducted to answer these questions. The interaction between speaker's construal level and listener's forgiveness level was discussed.

F11

TESTOSTERONE REACTIVITY AMID NEGATIVE SOCIAL EVALUATION: WORRY ABOUT MAKING A BAD IMPRESSION PREDICTS TESTOSTERONE RESPONSE IN MEN

Deidra Bedgood[1], Melissa Thompson[1], Katie Scroggins[1], Brianna Watkins[1], Christopher Helms[1], Bulent Turan[1]
[1]The University of Alabama at Birmingham

Testosterone is associated with competiveness/dominance in men, although its psychological mechanism is not understood. Eight-four men completed speech and arithmetic tasks in front of critical evaluators. Worry about making a bad impression and high basal cortisol predicted lower testosterone reactivity, suggesting that social-evaluative stress is important in men's testosterone reactivity.

F12

THE PRESENCE OF A PROTECTION ON ONE'S INVESTMENT HELPS SOLVE THE DILEMMA OF WHERE TO LIVE

Dennis L. Poepsel[1], David A. Schroeder[2]
[1]Truman State University, [2]University of Arkansas

The current research examined the effects of the presence of a potential protective-refund on one's rental investment. Results suggest that rental properties are chosen more often when a refund is present and that the presence of a full refund plays a significant role primarily in worse off neighborhoods.

F13

PREDICTING POST-RELEASE OUTCOMES AMONG FELONY OFFENDERS: CONNECTEDNESS TO THE CRIMINAL COMMUNITY AND THE COMMUNITY AT LARGE

Debra Mashek[1], Johanna Folk[2], June Tangney[2], Jeff Stuewig[2]
[1]Harvey Mudd College, [2]George Mason University

We used jail inmates' pre-release connectedness to the criminal community and to the community at large to prospectively predict positive adjustment and recidivism one year after release from jail. High connectedness to the community at large predicted positive adjustment, and high connectedness to the criminal community predicted recidivism.

F14

WILL SHE LOOK BETTER AFTER THIS DRINK? AN EFFECT SIZE SURVEY OF ALCOHOL'S INFLUENCE ON INTERPERSONAL ATTRACTIVENESS

Michael Bernstein[1], Rouba Youssef[1], Allie Scott[1]
[1]University of Rhode Island

We conducted a power survey of all experimental studies examining an alcohol – interpersonal attractiveness relation. Seven studies (N=674), which yielded 17 effect sizes (ES) ranging from d=-.72 to d=+.72 met inclusion criteria. A total ES of d=+.16 was calculated. This finding challenges the commonly accepted folk wisdom of "beer goggles."

F15

FURTHER VALIDATION OF GLOBAL CITIZEN AND ENTREPRENEUR LIWC DICTIONARIES

Ida Mohebpour[1], Shonda Gibson[1], Stephen Reysen[1]
[1]Texas A&M University-Commerce

We examined (N = 115) the validity of the global citizen and entrepreneurial orientation Linguistic Inquiry Word Count (LIWC) dictionaries. The validity of the global citizen LIWC dictionary was supported, while the entrepreneurial dictionary showed mixed results.

F16

BEYOND GRIEVING AND SURVIVING: POSTTRAUMATIC GROWTH IN SURVIVORS OF SUICIDE IN SOUTH KOREA

Eun-Jin Lee[1], Sung Won Kim[2], Robert Enright[1]
[1]University of Wisconsin-Madison, [2]Harvard Graduate School of Education

We investigated how losing a close family member by suicide has affected the posttraumatic growth of survivors of suicide in Korea. By understanding the posttraumatic growth of survivors of suicide, professional helpers can promote positive changes that the survivors identify and help them maintain those changes over time.

F17

THE DOWNSIDE OF VOICE: EFFECTS OF VOICE OVER ELECTRONIC PERFORMANCE MONITORING ON PERFORMANCE, STRESS AND SATISFACTION

Christopher To[1], Jack Aiello[1], Sara Manuel[1]
[1]Rutgers University

In two laboratory studies, the effects of voice over electronic performance monitoring (EPM) systems are investigated. Results indicate not only does voice over an EPM system moderate its subsequent effects on performance, stress and satisfaction, but also changes the saliency of certain aspects of EPM, thus introducing a further moderator.

F18

DISPARAGEMENT HUMOR IN ONLINE TV AND THE ROLE OF AUDIENCE REACTION IN ITS EFFECTS

Scott Parrott[1]
[1]The University of Alabama

Two studies examined the prevalence and effects of disparagement humor in online American TV. In 645 videos, disparagement humor often targeted weight and elicited supportive viewer comments. An experiment (n=221) found that existing anti-fat bias and supportive viewer comments positively predicted participants' self-reported enjoyment. Overweight viewers reported reduced self-esteem.

F19

THE EFFECTS OF CELL PHONE CONVERSATION TYPE ON BYSTANDER'S ATTENTION AND MEMORY

Sarah V. Jensen[1], Vanessa R. Johnson[1], Veronica V. Galvan[1]
[1]University of San Diego

This study examined the effects of overhearing different cellphone vs. typical conversations on the attention and memory of bystanders. Participants in the cellphone condition found the conversation more noticeable, themselves listening to the conversation, and had a better memory for the conversation. Results suggest that cellphone conversations are more intrusive.

F20

WHEN ADDRESSING SOCIAL PROBLEMS INVOLVES MULTIPLE BEHAVIORS: THE DISTINCT PREDICTORS OF INTENTIONS TO USE REUSABLE BAGS AND REFUSE DISPOSABLE BAGS

Alexander Maki[1], Alexander Rothman[1]
[1]University of Minnesota

We investigated the distinct predictors of intentions to use reusable shopping bags and refuse disposable shopping bags. Results indicated that past behavior and planning predicted intentions to engage in both behaviors. However, attitudes and importance predicted intentions to use reusable bags, whereas injunctive norms predicted intentions to refuse disposable bags.

F21

THE EFFECTS OF AGE AND DEATH AWARENESS ON HEALTH-PROMOTING BEHAVIORS

Andrea Lee Bevan[1], Michael Bultmann[1], Molly Maxfield[1]
[1]University of Colorado Colorado Springs

Age and death awareness impact engagement in health-promoting behaviors. Prior findings show young adults increase health-promoting intentions immediately after death reminders, but the impact of age was unexplored. Results suggest older and young adults reported increased health-promoting intentions immediately after mortality salience but decreased intentions after mortality salience plus delay.

F22

"AIR-BALL, AIR-BALL": EGO-THREAT ON THE BASKETBALL COURT. A SURVEY OF DIVISION I PLAYERS.

Nadav Goldschmied[1], Nicole Stenoish[1], Damian Vira[2], Nergis Akkaya[1], Sarena Mezzacappa[3]

[1]University of San Diego, [2]University of California at San Diego, [3]San Diego State University

A survey of two NCAA men's basketball teams showed that players perceived other players to be more influenced by the crowd's chanting (e.g., ego-threat) following an air-ball shot, in comparison to themselves. Also, players from the more successful team thought that chanting was overall less detrimental.

F23

FACILITATING ADAPTIVE EXPLANATORY THINKING AMONG VULNERABLE YOUNG ADULTS USING ATTRIBUTIONAL RETRAINING: LONG-TERM EFFECTS ON COGNITION, EMOTION, AND PERFORMANCE

Jeremy M. Hamm[1], Raymond P. Perry[1], Judith G. Chipperfield[1], Patti C. Parker[1], Kou Murayama[2], Bernard Weiner[2]

[1]University of Manitoba, [2]University of California, Los Angeles

Our study demonstrated that an attribution theory-based motivation treatment (Attributional Retraining) indirectly promotes long-term goal-attainment for failure-prone, low cognitive elaborators. Results support Weiner's (2012) theory and indicate that Attributional Retraining's achievement effects are underpinned by its influence on a hypothesized causal sequence of psychological outcomes (attributions, perceived control, emotions).

F24

POSITIVE INTERACTION OUTCOMES THROUGH TAILORING OF INTERPERSONAL BEHAVIOR

Valerie Carrard[1], Marianne Schmid Mast[1], Gaëtan Cousin[2]

[1]University of Neuchâtel, [2]University of Oxford

We tested whether tailoring of one's behavior to the social interaction partner's preferences results in better interaction outcomes (behavioral assimilation model). In a setting in which outcomes are crucial, we found that the more physicians tailor their nonverbal behavior to their patients' preferences, the more satisfied the patients are.

F25

WAITING IS THE HARDEST PART: MODELING THE EXPERIENCE OF UNCERTAINTY

Sara E. Andrews[1], Kate Sweeny[1]

[1]University of California, Riverside

Longitudinal growth curve modeling was used to identify patterns of change over time in anxiety, rumination, emotion regulation, performance expectations, and uncertainty navigation strategies for 50 participants waiting for the results of the bar exam. Results suggest that waiting is most difficult at the beginning and end of the wait.

F26

INDIVIDUAL AND GROUP-BASED ASPECTS OF WOMEN'S FINANCIAL INDEPENDENCE: ASSESSING CONSEQUENCES FOR INTIMATE-PARTNER VIOLENCE THROUGH A RANDOMIZED CONTROLLED TRIAL IN COLOMBIA

Margaret Tankard[1], Elizabeth Levy Paluck[1], Deborah Prentice[1]

[1]Princeton University

Theory suggests that financial independence should lead women to view intimate-partner abuse as less acceptable and exit abusive relationships. Baseline data is presented from an 18-month field experiment testing a savings-account intervention and the effectiveness of framing the account as an individual project versus one that many women are pursuing.

F27

A CROSS-SECTIONAL STUDY OF EMPATHY EROSION AMONG MEDICAL SCHOOL STUDENTS

Megan Kozak[1], Cara Bonuso[2], Carol Capello[3], T.J. Jirasevijinda[3]

[1]Linfield College, [2]Pace University, [3]Weill Cornell Medical College

This study examined changes in empathy among medical students. Students in their 4th year showed lower levels of situational empathy (empathic reactions to specific medical-related situations) compared to 1st year students. No differences in dispositional empathy (empathy as a stable trait) were found. Implications for medical school curricula are discussed.

F28

THE PERSON VS. THE SITUATION IN THE STUDENT DEBT CRISIS.

Aimee M. Chabot[1], Julian L. Parris[1], Christopher J. Bryan[1]

[1]Department of Psychology, University of California, San Diego

Data from university students (n=497) were used to investigate what sources are driving the unprecedented growth of student debt (e.g., individual vs. situational differences). Lower family income predicted greater student debt, but individual financial impulsivity did not. Additionally, experimental manipulation revealed that larger loans increased willingness to take on additional debt.

F29

WHY DO PEOPLE CHASE LUXURIES, A MATTER OF POPULARITY OR QUALITY? AN EXAMINATION OF MATERIALISM, LUXURY CONSUMPTION AND PUBLIC SELF-CONSCIOUSNESS

Yue Song[1], Jiang Jiang[1], Jing Liang[1]

[1]Beijing Normal University

Present research aims at investigating the role of public self-consciousness between materialism and luxury consumption. An eye-tracking experiment found that compared with quality, materialistic consumers care more, if not only, the popularity of the luxuries (study 1). Moreover, this preference is affected by public self-consciousness (study 2a & 2b).

F30

HOW WE HELP MATTERS: ASPECTS OF SOCIAL SUPPORT PREDICT WELL-BEING

Alisa Huskey[1], Scott P. Secor[2], Alicia Limke[2], Ronald W. Wright[2]

[1]University of Central Oklahoma, [2]Southern Nazarene University

A new questionnaire measuring aspects of the helper, helper/participant relationship, and the helper's techniques was developed to examine the links between aspects of social support, social support behaviors, and well-being. The measure predicted well-being and each social support behavior; however, discriminant validity analyses indicate its usefulness as a separate measure.

F31

CLINGING TO AUTHORITY OR GIVING UP HOPE? ATTACHMENT STYLES PREDICT LIKELIHOOD OF FALSE CONFESSIONS

Kathryn Schrantz[1], Alicia Limke[2], Mickie Vanhoy[1]

[1]University of Central Oklahoma, [2]Southern Nazarene University

Undergraduates completed a measure of attachment and a computer crash paradigm. Researchers coded both whether or not a confession was offered following the crash as well as whether participants explained their fault to a confederate following the study. Attachment avoidance and anxiety predicted false confessions and internalization.

F32

AT PEACE WITH A RISE IN TUITION FEES? SUPPORT FOR TUITION POLICIES ACROSS ACADEMIC MAJORS

Anne-Marie van Prooijen[1]

[1]Universite libre de Bruxelles

Using social dominance theory as a framework, the current study (N = 2641) showed that students with hierarchy-enhancing academic majors were more likely to support a policy to increase tuition fees at universities than were students with other academic majors.

F33

THE INTRINSIC AND EXTRINSIC MOTIVATION FOR GETTING STATUS AND POWER

Takuto Shishido[1]
[1]Musashino University

The goal is to answer the question of whether status and power is motivated intrinsically or extrinsically. Results indicated that participants primed with extrinsic motivation had a significantly stronger desire to work in the higher-status-lower-power department in a company. It was concluded that status is motivated extrinsically.

F34

BEHIND BARS: USING PERSPECTIVE-TAKING TO IMPROVE BEHAVIOR OF MOTORISTS TOWARDS CYCLISTS

Charles Jonathan Arayata[1]
[1]No Affiliation

This study tested the efficacy of an educational and an empathetic intervention framed within the Theory of Planned Behavior designed to improve motorists' attitudes towards cyclists, and motorists' intentions to improve their on-road behavior around cyclists. Mixed results suggest that future interventions should take a more multi-faceted approach to TPB.

F35

THE EFFECT OF EMPLOYEES&[PRIME] REGULATORY FOCUS ON BELIEF IN SOCIAL EXCHANGE BENEFITS AND ON SATISFACTION WITH COWORKERS

Yuki Sato[1], Tasuku Igarashi[1]
[1]Nagoya University

We hypothesized that employees' regulatory focus influences their belief in social exchange benefits and satisfaction with coworkers. Structural equation modeling showed that their promotion focus enhanced their satisfaction with coworkers, as mediated by belief in social exchange benefits. Alternatively, their prevention focus directly decreased their satisfaction with coworkers.

F36

THE PERCEIVED COSTS AND BENEFITS OF MENTORING INDIVIDUALS WITH INTELLECTUAL DISABILITIES ON STEREOTYPE-CONSISTENT AND INCONSISTENT TASKS

Caitlin Britt[1], Jessica L. McManus[2], Donald A. Saucier[1]
[1]Kansas State University, [2]Carroll College

We examined perceived costs and benefits of mentoring students with intellectual disabilities (IDs) on stereotype-consistent (i.e., socially-oriented) or inconsistent (i.e., academically-oriented) tasks. Mentoring students with IDs was associated with greater benefits (connectedness between mentors and students, mentor benefits) on academically-oriented but greater costs for mentors on socially-oriented tasks.

F37

ORGANIC FOOD PURCHASING PREDICTED BY INTERACTIONS BETWEEN IMPRESSION MANAGEMENT MOTIVES, FOOD INVOLVEMENT, AND ENVIRONMENTAL PROTECTION MOTIVES.

Kacy Pula[1], Craig D. Parks[2]
[1]Saint Michael's College, [2]Washington State University

We examined relationships between organic purchasing, food involvement, and two food choice motives (impression management and environmental protection). Impression management was a stronger predictor of organic purchasing when food involvement was low. Environmental protection was a stronger predictor of organic purchasing when impression management motives were high.

F38

LOST IN TRANSLATION: THE MEANING OF CLIMATE CHANGE TO RURAL FARMERS IN SRI LANKA

Steven Ross Berry[1], Ashley Greene[1], Heather Truelove[1]
[1]University of North Florida

Little is known about subsistence farmers' knowledge about climate change in developing countries. Examining rural villages in Sri Lanka, we found that many paddy farmers are unfamiliar with the term climate change but recognize that climate change is occurring and has had negative effects.

F39

THE IDEOLOGICAL PROFILES OF DEMOCRATS AND REPUBLICANS

Peter Gries[1]
[1]University of Oklahoma

This paper explores the interrelationship between partisanship and four dimensions of American ideology, cultural (RWA-traditionalism), social (SDO-group dominance), economic (income redistribution) and political (communitarian-libertarian). Using data from a 2011 representative survey of the U.S. population, a series of cluster analyses revealed two types of Democrats and three types of Republicans.

F40

PERSONALITY CORRELATES OF IMPLICIT AND EXPLICIT ATTITUDES TOWARD INTERRACIAL RELATIONSHIPS

Linda Nguyen[1], Wade Rowatt[1]
[1]Baylor University

College students completed implicit and explicit measures of attitudes toward interracial couples, right-wing authoritarianism (RWA) and social dominance orientation (SDO). RWA and SDO were unique (negative) predictors of social approval of interracial relations and interracial attraction.

F41

ARE YOU LISTENING TO ME?!: GENDERED PREDICTORS OF A POSITIVE DEPARTMENTAL CLIMATE IN THE SCIENCES

Lauren M. Hawthorne[1], Shannon K. McCoy[1], Susan Gardner[1]
[1]University of Maine

We examined what factors influenced perceptions of positive departmental climate for women faculty in the sciences at an R1 university. Based on findings from the procedural justice literature, we predicted and found that perceived fairness of administration decisions was uniquely predictive of departmental climate for women, but not men.

F42

BEING GREEN VS. LOOKING GREEN: INTERNAL AND EXTERNAL MOTIVATIONS TO BE PROENVIRONMENTAL AND PRODUCT PREFERENCES

Joanna Goplen[1], Katherine Pappas[1], Ashby Plant[1]
[1]Florida State University

We investigated the role of internal and external motivations to be proenvironmental in people's interests in sustainably produced shirts and shirts which read "earth saver." Internal motivation predicted interest in both and a preference for the 'true-green' shirt; external motivation only predicted interest in the 'green-image' shirt.

F43

EFFECTS OF LABELING AND TEACHER-CERTIFICATION TYPE ON MEMORY AND CONFLICT-RESOLUTION APPROACH

Lacy Elise Krueger[1], Beth Ashby Jones[1], Jane Marie Ayers[1]
[1]Texas A&M University-Commerce

General Education and Special Education teachers read a vignette about a student labeled as having ADHD or no label was provided before completing a memory test and questionnaire. Results suggested that the presence of a label affected recall differently among teacher types, but the label did not influence conflict-resolution approach.

F44
EXPLORING THE SOCIAL CONTEXT OF DAILY ALCOHOL CONSUMPTION

Cameron T. McCabe[1], Cynthia D. Mohr[1]
[1]*Portland State University*

The present study explores patterns of daily alcohol consumption among moderate-to-heavy drinking adults to identify factors which comprise systematic profiles of drinking behavior. Results revealed psychosocial and demographic differences in preferred drinking context (e.g., at home or away from home, alone or with others).

F45
EXPLORING PERSPECTIVE-TAKING IN JOURNALISM STUDENTS FOR BREAKING NEWS VERSUS HUMAN INTEREST STORIES

Barbara Wood Roberts[1], Jennifer McDonald Combe[1], Tera D. Letzring[1], John Gribas[1]
[1]*Idaho State University*

Perspective-taking is a valuable skill for conveying balanced stories. This study revealed that individuals with journalism training better conceptualized multiple points-of-view in news sources than those without training. Journalism training teaches perspective-taking is secondary in breaking news vs. human interest stories; these findings indicate journalists are sensitive to this difference.

F46
THE EFFECT OF MATING MOTIVATION ON MEN'S RISK TAKING TENDENCY: RELATIONSHIP EXPERIENCE MATTERS

Cai Xing[1], Ting-ting Liu[1]
[1]*Renmin University of China*

The present study investigated how romantic experience influences the link between mating induction and men's risk taking. The results showed that when exposed to photographs of attractive women, men who had never been committed in a romantic relationship showed a higher propensity to take risks than those with committed romantic relationship.

F47
A LIWC EXAMINATION OF THE PROCESS OF INTERACTIONAL DEHUMANIZATION IN CONVERSATIONS BETWEEN HUMANS AND VIRTUAL HUMANS

Eric Mayor[1]
[1]*University of Neuchatel*

Machines can hold conversations and recognize emotions (like JAXA's Kirobo). But can a machine seem human enough to be considered as an equal partner in interaction? People start addressing machines as humans and then gradually cease showing them the politeness they show human conspecifics, resulting in more negative emotions shared.

F48
A JIGSAW CLASSROOM IN A COLLEGE COURSE

Blythe Duell[1]
[1]*Southeastern Oklahoma State University*

A jigsaw classroom is an interdependent classroom environment where students are required to master a portion of the course content and teach it to fellow students. Jigsaw format was compared to a traditional lecture approach in a college course and showed differences in students' study time, quiz scores, and more.

F49
SO YOU WANT TO USE SUBLIMINAL PRIMING OVER THE WEB? CONSIDER THE BUNNIES & LIONS TASK.

Léa Bernard Desrosiers[1], Frederick L. Philippe[1]
[1]*Université du Québec à Montréal*

The Bunnies & Lions Task is a freely available, open-source, web-based flash script designed for subliminal priming over the web. Results from 3 studies using this task replicated past studies using traditional priming methods and revealed that the Bunnies and Lions Task is effective to unconsciously prime various constructs.

F50
THE GENDER-STEREOTYPIC NATURE OF CLIMATE CHANGE POSITIONS

Stephanie L. Johnson[1], Julia Dahl[1], Janet Swim[1], Terri Vescio[1]
[1]*The Pennsylvania State University*

Pro-environmental positions are vital for mitigating climate change. Findings across three studies suggest pro-environmental positions are perceived as stereotypically feminine and anti-environmental positions as stereotypically masculine. Results suggest men may be less likely to support pro-environmental positions because such stances are perceived as feminine.

F51
PERCEIVED SOCIAL SUPPORT FROM FRIENDS AS A BUFFER OF THE EFFECTS OF POPULARITY ON COLLEGE STUDENT ALCOHOL USE

Amber M. Anthenien[1], Allison M. Grant, M.S. [1]
[1]*Colorado State University*

This investigation examined whether perceived social support moderates the positive association between popularity and college alcohol use. Results indicated higher levels of perceived social support suppressed the effects of perceived popularity on alcohol consumption. Building supportive social relationships among college students may reduce alcohol consumption within this high-risk population.

F52
THE REVOLVING DOOR: HOW CONTROL, WORKLOAD AND REWARD RELATE TO BURNOUT IN SHELTER PERSONNEL

Laura Harder[1], Caitlin Mahoney[1], Kerry Kleyman[1]
[1]*Metropolitan State University*

The current study identifies risk factors of burnout specific to shelter system workers. A Revolving Door Index (RDI) was created using items measuring internal locus of control, workload and intrinsic reward. Analyses revealed a higher RDI score correlated with higher levels of burnout as well as moderating effects of other variables.

F53
LINKS BETWEEN PUPPY-RAISER CHARACTERISTICS AND WORKING-DOG PERSONALITY

Jamie L. Fratkin[1], David L. Sinn[1], Michelle Fischer[2], Samuel D. Gosling[1]
[1]*The University of Texas at Austin,* [2]*Australian Customs and Border Protection Service*

Working dogs provide a wide range of vital services to people so it is important to understand which characteristics predict successful performance. One predictor of success is dog personality. Here we examine how characteristics of the volunteers who raise puppies for one working-dog organization are associated with the dogs' personalities.

F54
SOCIAL AND DEMOGRAPHIC INFLUENCES ON HUMAN PAPILLOMAVIRUS (HPV) KNOWLEDGE, BELIEFS, AND BARRIERS TO RECOMMEND VACCINATION AMONG PHYSICIAN AND PHYSICIAN ASSISTANT STUDENTS

Jessica Marie Gustavson[1], Julie Anna Schommer[1], Rachel Ann Reimer[1]
[1]*Des Moines University*

The purpose of this study was to determine knowledge and beliefs regarding HPV and the HPV vaccine among Physician and Physician Assistant students. There were significant differences in knowledge, beliefs, and barriers to recommending the HPV vaccine to future patients by participants' religiosity, political affiliation, and progress in the program.

F55
EATING TOO MUCH: THE MODERATING EFFECT OF CONSTRUAL LEVEL IN ACTION-INACTION ACTIVITY PRIMING.

Dolores Muñoz[1], Pilar Carrera[1], Amparo Caballero[1], Iciar Fernandez[2]
[1]Universidad Autonoma de Madrid, [2]Universidad Nacional de Educacion a Distancia

62 participants were primed in an abstract vs. concrete mindset using Freitas, Gollwitzer and Trope's task (2004). After, participants observed a set of pictures primed with action or inaction activities and tasted a snack. Exposure to action increased the snacks ate. This effect was moderated by construal level.

F56
PARENTAL ADHERENCE INTENTIONS FOR OBESE CHILDREN'S HEALTH BEHAVIORS: EXTENDING THE THEORY OF PLANNED BEHAVIOR

Caitlin E. Kennedy[1], Philip J. Moore[1], Nazrat Mirza[2]
[1]George Washington University, [2]Children's National Medical Center

This study examined how the Theory of Planned Behavior, with the additions of parental underestimations of their overweight/obese child's weight status and worry, predicted parental intentions to adhere to pediatricians' recommendations for four childhood health behaviors. Attitudes and perceived behavioral control were highly predictive, and worry predicted fruit/vegetable consumption.

F57
DO MORE LIFESTYLE RECOMMENDATIONS EQUAL HEALTHIER OUTCOMES? A META-ANALYSIS OF THEORETICAL ASSUMPTIONS UNDERLYING THE EFFECTIVENESS OF INTERVENTIONS PROMOTING MULTIPLE-BEHAVIOR CHANGE

Kristina Wilson[1], Ibrahim Senay[2], Marta Durantini[1], Flor Sanchez[3], Michael Hennessy[1], Bonnie Spring[4], Dolores Albarracin[1]
[1]University of Pennsylvania, [2]Istanbul Sehir Universitesi, [3]Universidad Autónoma de Madrid, [4]Northwestern University

A meta-analysis of multiple-behavior change interventions tested theoretical predictions about the impact of differing numbers of recommendations on improvement in health outcomes. We found a curvilinear effect, with a moderate number producing the highest level of change. This curve was more pronounced when conditions increased the difficulty of intervention processing.

F58
TIME IS MONEY: DOES AN ECONOMIC MINDSET INFLUENCE TIME ESTIMATION?

Jessica Wiese[1], Roger Buehler[1]
[1]Wilfrid Laurier University

People often underestimate the time needed to complete tasks. Results of a lab experiment indicate that participants thinking of their time-as-money (vs. control) predicted that a sorting task would take longer to complete. However, because control participants did not underestimate performance times, the economic mindset actually introduced an overestimation bias.

F59
PREDICTORS OF HEALTH INFORMATION AVOIDANCE (IA)

Sivan Ben-David[1], Julie Anna Schommer[1], Rachel Ann Reimer[1]
[1]Des Moines University

The purpose of this study was to determine predictors of Information Avoidance for genetic testing for multiple health conditions. Perceived benefits, importance of the genetic test, and anticipated regret were significant predictors of IA for all health conditions. The effects of information processing style on IA varied by health condition.

F60
RE-CONNECTING PEOPLE TO THEIR RESOURCES: AMBIENT FEEDBACK TECHNOLOGY PROMOTES PRO-ENVIRONMENTAL ATTITUDINAL AND BEHAVIORAL CHANGE

Evan Tincknell[1], Cindy M. Frantz[1], John Petersen[1], Rumi Shammin[1], Kevin Smith[1]
[1]Oberlin College

Dormitory residents were exposed to ambient real-time feedback about their electricity and water consumption, with the goal of promoting awareness of personal impact on the environment and decreasing resource consumption. Results suggest that feedback served to both change behavior and improve awareness and understanding of resource flows.

F61
THE INDEPENDENT CONTRIBUTION OF RACIAL DISCRIMINATION TO AFRICAN AMERICAN WOMEN'S DEPRESSION AND SEXUAL BEHAVIOR: INVESTIGATING INTERSECTIONAL GENDER AND RACIAL DISCRIMINATION

Laurel M. Peterson[1], Michelle L. Stock[2], Alyssa N. Zucker[2]
[1]University of Pittsburgh, [2]The George Washington University

Among African American young adult women, racial discrimination emerged over gender discrimination as a predictor of greater depression and risky sexual behavior. This study suggests racial discrimination's detrimental effects are independent of, and not moderated by, gender discrimination, and persist when controlling for general stress.

F62
FACTORS INFLUENCING LABELING OF NONCONSENSUAL SEX AS SEXUAL ASSAULT

Monica Choy Yndo[1], Tina Zawacki[1]
[1]University of Texas at San Antonio

Using vignette methodology, this study manipulated physical attractiveness and interest cues of a female character to examine the role of sexual perceptions in the labeling of sexual assault. Physical attractiveness and interest cues indirectly affected labeling of the scenario as sexual assault through ratings of the female characters' sexual interest.

F63
PARENTING ROLES OF STEM WOMEN AND THEIR PARTNERS: TRADITIONAL OR EGALITARIAN?

Lauren Roberts [1], Sarah Dunlap [1], Joan Barth[1], Alabama Team [2]
[1]The University of Alabama, [2]The university of Alabama

In a study of college aged couples, each including a female STEM major, participants completed a questionnaire assessing expectations of their future parenting roles. There was a significant difference between responses. Men expected parenting responsibilities to be equally distributed. However, the women expected to do more parenting than their partners.

F64
TALKING ABOUT SEX: PREDICTORS TO DISCUSSING CONDOM USE BEFORE ENGAGING IN SEX

Kelsey Loden[1], Steven Hammonds[1], Mitchell Winstead[1], Kristina Hood[1]
[1]Mississippi State University

We examined the relationship between attachment, sex motives, condom attitudes, and discussing safer sex practices prior to engaging in sex. It was found that having sex for enhancement or pleasure and being more comfortable with depending on the relationship significantly predicted past condom use after controlling for condom use attitudes.

F65

CONDOM USE ATTITUDES, ATTACHMENT, AND SEX MOTIVES AS PREDICTORS OF CONDOM USE

Steven Paul Hammonds[1], Kelsey Loden[1], Mitchell Winstead[1], Kristina Hood[1]
[1]*University of Mississippi*

We investigated the relationship between attachment, sex motives, condom attitudes, intentions, and past condom use. We found that relationship status, coupled with an anxious attachment and having sex for partner approval predicted the number of unprotected sexual encounters. However, condom attitudes and intentions remain the strongest predictors of condom use.

F66

REACTANCE TO DEPRESSION PUBLIC SERVICE ANNOUNCEMENTS AMONG PEOPLE WITH VARYING LEVELS OF DEPRESSIVE SYMPTOMATOLOGY

Brianna Alyssa Lienemann[1], Jason T. Siegel[1]
[1]*Claremont Graduate University*

Depression campaigns can be effective or backfire. Reactance was proposed as an explanation. Two experimental studies examined the effect of three depression messages (i.e., autonomy-supportive language, controlling language, control). The results warn that language perceived as autonomy-supportive by people without depression might be perceived as controlling among people with depression.

F67

A COMPARISON OF LOVING-KINDNESS AND MINDFULNESS MEDITATION PRACTICE

Angelica Falkenstein[1], John Edwards[1], Victoria Braun[1], Shana Needham[1]
[1]*Oregon State University*

The current study examined potential common and differential effects of loving-kindness and mindfulness meditation practice. After eight weeks of practice, both groups demonstrated increases in mindfulness, emotional reappraisal and emotion management abilities, and satisfaction with life. Both groups also illustrated decreases in physical illness symptoms over time.

F68

DO SEX AND VIOLENCE SELL? A META-ANALYTIC REVIEW OF THE EFFECTS OF SEXUAL AND VIOLENT MEDIA AND AD CONTENT ON MEMORY, ATTITUDES, AND BUYING INTENTIONS

Brad J. Bushman[1], Robert Benjamin Lull[1], Carlos Cruz[1]
[1]*The Ohio State University*

It is commonly assumed that sex and violence sell, but evolutionary theory predicts the opposite. This meta-analysis, which included 41 studies involving 7,750 participants, examined the effects of sex and violence in media and ads on memory for ads/brands, attitudes toward brands, and intentions to buy advertised brands.

F69

THE IMPACT OF CLASSROOM CONTEXT ON PSYCHOLOGY STUDENTS' PERCEPTIONS OF RESEARCH METHODS COURSES

Sarah Butler[1]
[1]*The Sage Colleges*

The current survey study looks at the impact of differing classroom contexts on students' perceptions of research methods. Courses differed, the extent to which they gave students direct experience with research that models the research experiences of professionals, which impacts how students' perceive the value of research methods courses.

F70

OVERESTIMATED STIGMA: PERCEIVED VERSUS ACTUAL STIGMA TOWARD PROBLEM GAMBLERS

Claire E. Baxter[1], Lindsay R. Apps[1], Ian R. Newby-Clark[1]
[1]*University of Guelph*

Data from an online survey assessing perceived versus actual stigma of problem gambling demonstrated that low, moderate and problem gamblers perceived more stigma and discrimination toward seeking treatment than was indicated by non-problem gamblers. They also underestimated how much non-problem gamblers thought they should seek treatment.

F71

I HATE HIS EX: PARASOCIAL RELATIONSHIPS WITH A SIGNIFICANT OTHER'S EX-ROMANTIC PARTNER

Kathryn Margaret Cornell[1], Jana Hackathorn[1]
[1]*Murray State University*

Do individuals create parasocial relationships with their current partner's ex-romantic partner? Analysis revealed that incorporation of romantic relationship in self-construct, and the closer the individual's current partner was to their "ideal partner," predicted the likelihood and type of parasocial relationship with their current partner's ex.

F72

THE ROLE OF SELF-DISCREPANCY IN CONSUMER DECISIONS

J. Adam Randell[1]
[1]*Texas Tech University*

We examined how actual-ought and actual-ideal discrepancies could moderate the effects of a frugality prime on purchasing preferences. Participants' purchasing preferences were assimilated to the frugality prime, but only when discrepancies were high. Implications for consumer decisions and the role of regulatory focus in priming effects are discussed.

F73

THE RELATIONSHIP BETWEEN RISKY DRINKING AND PRESENTING THE SELF AS AN ALCOHOL USER: AN EXPERIMENTAL STUDY

Megan O'Grady[1]
[1]*Columbia University*

Risky drinking among underage students is a public health problem. This experimental study investigated whether high-risk underage drinkers where more likely than low-risk underage drinkers to present themselves as alcohol users. High-risk drinkers were more likely to present as alcohol users, especially if they had low motivation to manage impressions.

F74

(E)VALUATING A LIFE LOST TO DRUG CARTEL VIOLENCE

Garrett Lang Strosser[1], Alex Vittum-Jones[1], Joel Cardenas[1], Laurel Jefferies[1]
[1]*Southern Utah University*

In order to evaluate the limited concern in the U.S. over Mexican cartel violence, two studies were conducted. Participants assigned dollar amounts to American/Mexican lives and completed political orientation and moral values questionnaires. Results revealed that participants were willing to pay more to save an American than a Mexican life.

Emotion

F75

EMOTION EXPRESSIONS AND PERSUASIVE APPEALS: GREATER ANALYTIC PROCESSING OF PERSUASIVE ARGUMENTS MADE BY ANGRY SOURCES

Wesley G. Moons[1], Jimmy Calanchini[1]
[1]*UC Davis*

The current research investigated how expressions of various emotions differentially influence recipients' responses to a persuasive appeal. In three experiments, persuasive appeals accompanied by anger expressions induced recipients to process appeals analytically. In contrast, appeals accompanied by expressions of disgust, fear, happiness, or sadness did not induce analytic processing.

F76

HARMFUL SHAME AND HELPFUL GUILT: SHAME AND GUILT-PRONENESS AS MEDIATORS OF THE RUMINATION-SELF-FORGIVENESS RELATIONSHIP

Thomas Philip Carpenter[1], Jiani Hou[1], Jo-Ann Tsang[1], Lindsey Backer-Fulghum[1], Wade Rowatt[1]
[1]Baylor University

Shame and guilt were analyzed as mediators of the relationship between self-forgiveness and rumination across 7 studies. Increased shame consistently explained why ruminators were less self-forgiving. Increased guilt appeared to be a protective effect of rumination and predicted increased self-forgiveness. Implications for addressing rumination are discussed.

F77

AFFECTIVE AND BEHAVIORAL RESPONSES TO THE BOSTON MARATHON BOMBING

Traci Craig[1], Annette Folwell[1]
[1]University of Idaho

Reactions to the Boston Marathon Bombings were measured for three time periods: bombing, suspect identification, and arrest of remaining suspect. Negative affect decreased from time 1 to time 3, while positive affect increased at time 3, $F(2,80)=29.91$, $p<.001$. Correlations with religious, patriotic, and affiliation activity are reported.

F78

INDIVIDUAL DIFFERENCES IN DISGUST SENSITIVITY MEDIATE SEX DIFFERENCES IN SHAME

John Anthony Terrizzi, Jr. [1], Natalie Shook[2]
[1]Texas Woman's University, [2]West Virginia University

Shame may emerge from experiencing disgust toward the self. Research indicates that females are more sensitive to shame and disgust than males. Participants completed measures of sensitivity to disgust, shame, and guilt. The results indicate that disgust sensitivity fully mediated the sex differences in shame propensity, but not guilt propensity.

F79

THE INTERPLAY BETWEEN COGNITIVE AND EMOTIONAL RISK FACTORS FOR AGGRESSIVE BEHAVIORS

Sarah R. Holley[1], Scott Ewing[1], Jordan Stiver[1]
[1]San Francisco State University

The present study assessed the role of emotion regulation deficits and executive functioning deficits in individual's tendencies toward aggressive behaviors. Results showed a significant interaction effect, indicating that those who were lowest in executive functioning capabilities and who reported the greatest deficits in emotion regulation were highest in aggressive behaviors.

F80

FEELING AWE AND WANTING NOTHING: THE ASSOCIATION BETWEEN AWE, MATERIALISM, AND MODESTY

Liana Gheorma[1], Paul Kayhan Piff[1], Dacher Keltner[1]
[1]University of California, Berkeley

Awe is an emotional response to perceptually vast stimuli that exerts a diminishing effect on the self. We found that feelings of awe were associated with reduced materialistic values and increased modest behavioral tendencies. These findings suggest that the self-diminishing effects of awe extend to materialism and self-enhancement.

F81

PHYSIOLOGICAL EFFECTS OF EMOTIONAL EXPRESSION AND SUPPRESSION IN INTERPERSONAL INTERACTIONS

Brett J. Peters[1], Jeremy P. Jamieson[1]
[1]University of Rochester

This research explored the consequences of interacting with emotionally suppressive individuals. Target participants interacted with partners who were instructed to suppress or express their emotions while their cardiovascular responses were recorded. Participants who interacted with suppressive partners exhibited heightened physiological threat responses compared to those who interacted with expressive partners.

F82

RETAIL THERAPY: IMPLICATIONS OF SHOPPING FOR EMOTION REGULATION

Tchiki S. Davis[1], Iris B. Mauss[1], Gia J. Sullivan[2], Özlem Ayduk[1]
[1]University of California, Berkeley, [2]The Sullivan Group

Is shopping an effective emotion-regulation strategy? Laboratory (Study 1) and daily diary results (Study 2) showed that in high-stress, but not low-stress contexts, shopping resulted in better emotions in the short-term, but worse emotions in the longer-term (Study 2). Findings suggest shopping is an effective, albeit maladaptive, emotion-regulation strategy.

F83

PROTOTYPICAL ANGER COMPONENTS: A MULTILEVEL STUDY

Itziar Fernandez-Sedano[1], Pilar Carrera[2], Dario Paez[3], Amparo Caballero[2], Dolores Muñoz[2]
[1]Universidad Nacional de Educacion a Distancia, [2]Universidad Autonoma de Madrid, [3]Universidad del Pais Vasco

This study explored the effects of psychological and cultural variables on self-reported emotional prototypes of anger. Data were collected among 5,006 college students from 25 countries. Being female, instrumentality, HDI, and the interaction between country-level HDI competitiveness predicted internal processes and behavioral outcomes of anger prototypes.

F84

APPRAISALS OF EMOTIONAL CLOSENESS AND SUBJECTIVE SEPARATION UNDERLIE THE EMOTIONAL EXPERIENCE OF MISSING SOMEONE

Denise R. Beike[1], Nicole Wentling[1], Holly Cole[1]
[1]University of Arkansas

Investigated the appraisals underlying the emotion of missing someone. 113 participants were assigned to think of a close other versus an acquaintance, whom they see frequently versus infrequently. As hypothesized, emotional closeness and subjective separation uniquely underlie missing, as these appraisals increased feelings of missing but not sadness or loneliness.

F85

EVALUATING THE INFLUENCE OF STRESS AND ANXIETY ON MINDLESS EATING

Jennifer C. Isherwood[1], Nisha C. Gottfredson[2], Rick H. Hoyle[1]
[1]Duke University, [2]University of North Carolina- Chapel Hill

We examined how stress and anxiety contribute to food consumption. In the first study, participants reported stressors and binge eating episodes through daily signaling. The second measured consumption during an anxious mood manipulation. The findings suggest that variability (or unpredictability) in stress may enhance anxiety and significantly impact eating patterns.

F86

DECODING FACIAL EXPRESSIONS ACROSS THE MENSTRUAL CYCLE: SUPPORT FOR THE EVOLUTIONARY PERSPECTIVE

Maria Parmley[1], Fang Zhang[1], Katelyn Colburn[1], Nabil Georges[1]
[1]Assumption College

In support of the evolutionary perspective, research has examined relationships between phases of the menstrual cycle and fluctuation of different psychological processes and behaviors in females. Consistent with this research, we predicted that emotion perception fluctuates across the menstrual cycle, and found support for this hypothesis.

F87

COLORFUL PRIDE AND SHAME

Vanessa Laura Buechner[1], Markus Maier[1], Stephanie Lichtenfeld[1], Andrew Elliot[2]

[1]LMU, [2]University of Rochester

We examined the influence of emotion expressions and the color red on attractiveness and social position of men. In line with evolutionary based assumptions, results revealed that red increased attractiveness in the context of pride, decreased attractiveness in the context of shame, and did not influence perceptions of social position.

F88

FORECASTING THE EMOTIONAL CONSEQUENCES OF FAVOR PERFORMANCE

Amanda Weirup[1], Linda C. Babcock[1], Laurie R. Weingart[1]

[1]Carnegie Mellon University

Because positive affective consequences are a key motivator for helping behavior, we examine individuals' abilities to predict how performing a favor will make them feel. We demonstrate that affective forecasting errors cause people to overestimate the positive emotional benefits and underestimate the negative emotional costs of favor performance.

F89

INDIVIDUAL DIFFERENCES IN WORKING MEMORY CAPACITY AND CONSCIOUS AND UNCONSCIOUS EMOTION REGULATION.

Ayano Yoshida[1]

[1]Tohoku Fukushi University

We examined the relationship between individual differences in working memory capacity and conscious and unconscious emotion regulation. Our results indicated that people with low WMC are less likely to use effective conscious regulation strategies, and that unconscious emotion regulation is more efficient than conscious regulation.

F90

THE PAIN OF DOING NOTHING: PREFERRING NEGATIVE STIMULATION TO BOREDOM

Erin Corwin Westgate[1], David Reinhard[1], Casey L. Brown[1], Timothy D. Wilson[1]

[1]University of Virginia

56 undergraduates were allowed to voluntarily shock themselves while sitting alone in an empty room with instructions to entertain themselves with their thoughts. 75% of men and 25% of women voluntarily shocked themselves during this period. People may prefer negative external stimulation to the boredom of no stimulation at all.

F91

BAYESIAN INTEGRATION OF EMOTIONAL CUES

Desmond C. Ong[1], Noah D. Goodman[1], Jamil Zaki[1]

[1]Stanford University

How do we integrate multiple, possibly conflicting emotional cues when judging how others feel? Here, we present a model of Bayesian cue integration, and experimentally demonstrate that it outperforms alternative models in predicting participants' judgments about others' emotions based on complex information.

F92

IT KEEPS GETTING BETTER: EVIDENCE FOR A POSITIVITY EFFECT IN EMOTIONAL BEHAVIOR FROM A 13-YEAR LONGITUDINAL STUDY OF LONG-TERM MARRIED COUPLES

Alice Verstaen[1], Claudia M. Haase[2], Robert W. Levenson[1]

[1]University of California, Berkeley, [2]Northwestern University

We examined longitudinal changes in objectively coded emotional behavior in a study of married couples. Positive emotional behavior (primarily humor, enthusiasm, and validation) increased, while negative emotional behavior (primarily defensiveness, belligerence, and whining) decreased over time. Findings are consistent with a positivity effect for the production of emotional behavior.

F93

MOVING HELPS YOU FEEL BETTER, BASICALLY ALWAYS: LOCOMOTOR MOVEMENT AS A ROBUST FACILITATOR OF POSITIVE AFFECT

Jeffrey Conrath Miller[1], Zlatan Krizan[1]

[1]Iowa State University

Three experimental studies demonstrated the effect of locomotor movement on positive affect using both participant-blind and double-blind research designs. Across all the studies, locomotor movement (relative to standing or sitting) facilitated positive affect, even in the face of boring activity, being alone, or participants' expectations to the contrary.

F94

WHERE DO YOU LOOK AND WHEN DO YOU MIMIC? THE RELATIONSHIP BETWEEN SOCIAL GROUPS, EYE CONTACT, AND FACIAL MIMICRY

Adrienne Wood[1], Paula Niedenthal[1]

[1]University of Wisconsin - Madison

We explored the relationship between eye contact and mimicry of dynamic emotion expressions in a minimal group context by recording participants' gaze patterns and facial expressions during a morph viewing task. Novel technologies revealed an effect of social group and emotion on eye contact, which in turn predicted facial mimicry.

F95

THANKS FOR WHAT I'VE GOT AND THANKS FOR WHAT I'VE NOT: THE EFFECTS OF BEING GRATEFUL, AND WHAT WE ARE GRATEFUL FOR, ON PROSOCIAL CONSUMPTION BEHAVIOR

Hyunjung (Crystal) Lee[1], Andrew D. Gershoff[1]

[1]University of Texas at Austin

We investigate a novel distinction between what people are grateful for having versus what they are grateful for not having. We propose that the two types of gratitude lead to differences in experienced empathy and closeness for others, which in turn influence pro-social behavior for close versus distant others.

F96

FROM DIFFERENT ANGLES: COMPLEMENTARY MATCHING OF PSYCHOLOGICAL DISTANCE

Ya-Ling Wang[1], Ozlem Ayduk[2], Yi-Cheng Lin[1], Chin-Lan Huang[3]

[1]National Taiwan University, [2]UC Berkeley, [3]National Taiwan University of Science and Technology

When responding to past negative experiences, moving people away from the self-perspective (i.e., self-immersed vs. self-distanced) that they habitually use – which we refer to as complimentary matching – results in better psychological well-being. 204 participants were recruited from mTurk. The findings supported that complimentary matching results in better psychological well-being.

F97

POSITIVE AFFECT AS A SOURCE OF RESILIENCE AMONG ELDERLY INDIVIDUALS

Jeong Lee[1], Kaitlyn Barnes[1], Boaz Kahana[2], Eva Kahana[1]

[1]Case Western Reserve University, [2]Cleveland State University

A longitudinal study with three measurement points over 10 years with 591 older adults revealed that depressive symptoms of participants were predicted by time varying pain symptoms. Findings also emphasized the importance of positive affect as sources of resilience among elderly individuals residing in community setting.

F98

OXYTOCINERGIC AND PARASYMPATHETIC INFLUENCES ON EMOTION IN SOCIAL CONTEXTS

Suzannah Isgett[1], Bethany E. Kok[2], Karen Grewen[1], Barbara Fredrickson[1]

[1]University of North Carolina at Chapel Hill, [2]Max Planck Institute for Human Cognitive and Brain Sciences

Biological resources may interact in ways that influence individuals' emotional responses to social interaction. In a sample of mid-life

adults, people with high resting respiratory sinus arrhythmia (RSA) and high urinary oxytocin gained greater boosts in positive emotions, but only in highly social situations.

F99
HYPOCRITICAL OUTRAGE: BLAMING A SCAPEGOAT FOR INGROUP HARM-DOING CHANNELS FEELINGS OF COLLECTIVE GUILT INTO FEELINGS OF MORAL OUTRAGE

Zachary K. Rothschild[1], Mark J. Landau[2], Ludwin E. Molina[2], Nyla R. Branscombe[2], Daniel Sullivan[3]
[1]Carleton College, [2]University of Kansas, [3]University of Arizona

We found evidence that moral outrage at a perceived outgroup harm-doer can represent a motivated displacement of blame that protects one's own moral identity by reducing guilt over ingroup harm-doing. This process and its consequences are examined in the context of scapegoating immigrants for the economic hardship of working-class Americans.

F100
DAILY MICRO-BLOGGING IMPACTS USERS' HAPPINESS: THE MEDIATING ROLE OF POSITIVE AFFECT

Lingnan He[1], Lixin Jiang[2]
[1]Sun Yat-sen University, [2]University of Wisconsin Oshkosh

Despite popular use of micro-blogging, the impacts of daily micro-blogging on users' well-being remain unexplored. We explore whether daily micro-blogging impacts users' happiness, and if so, through what mechanisms. We found that positive affect mediates the relationships between the number of daily micro-blogs with perceived control and psychological well-being.

F101
FACEBOOK'S EMOTIONAL CONSEQUENCES: WHY FACEBOOK CAUSES A DECREASE IN MOOD AND WHY PEOPLE STILL USE IT

Christina Sagioglou[1], Tobias Greitemeyer[1]
[1]University of Innsbruck

Correlational and experimental data provide converging evidence for the notion that Facebook activity dampens mood, mediated by a feeling of not having done anything meaningful. Further, an affective forecasting error is committed in that people expect to feel better after using Facebook, whereas, in fact, they feel worse.

F102
BOREDOM AND EATING: WHEN STATE BOREDOM LEADS TO DECISIONS TO CONSUME

Eric VanEpps[1], Amanda Markey[1], George Loewenstein[1]
[1]Carnegie Mellon University

Previous research has suggested that boredom causes overconsumption, and that boredom may be a primary culprit in binge eating episodes. In a series of lab experiments, we demonstrate that boredom does not always lead to increased eating, and we explore the mechanisms that drive the relationship between boredom and consumption.

F103
RELIGIOUS SHAME OR GUILT?: SHAME-FREE GUILT AS A MEDIATOR BETWEEN RELIGIOUS ORTHODOXY AND SELF- FORGIVENESS

Patrice Whitfield[1], Amanda Willett[1], Thomas P. Carpenter[1], Jo-Ann Tsang[1]
[1]Baylor University

The present study examined whether religiosity is associated with self-forgiveness and whether guilt and shame mediate that relationship. Religious orthodoxy was associated with "shame-free guilt," which predicted increased self-forgiveness. This suggests that the religiously orthodox may feel guiltier, but may potentially find it easier to self-forgive.

F104
THE INFLUENCE OF DISGUST ON ATTENTIONAL SCOPE TASK PERFORMANCE: EVIDENCE FOR THE GLOBAL DISTRACTION HYPOTHESIS

Elicia C. Lair[1], Linda M. Isbell[1]
[1]University of Massachusetts Amherst

This study examined the extent to which disgust, sadness, and happiness influence attentional scope, and if these emotions produce attentional biases for emotionally similar stimuli. Results demonstrate that disgusting stimuli are more distracting than happy or sad stimuli and that feeling disgusted slows reaction times during an attentional scope task.

F105
THE EVOLUTION OF NONVERBAL EMOTION DISPLAYS: THE MAINTENANCE OF SIGNAL HONESTY BY PUNISHMENT

Conor M. Steckler[1], Jessica L. Tracy[1]
[1]University of British Columbia

Drawing on evolutionary game theory of signaling, we predicted that emotion expressions would be perceived as dishonest, and consequently punished, when not consistent with contextual information. Supporting our prediction, participants judged expressions shown in ambiguous (compared to emotion-consistent) contexts as more dishonest, and were more willing to punish dishonest-seeming displayers.

F106
RACE, SEX, AND SOCIAL ANXIETY IN THE READING THE MIND IN THE EYES TEST

Jennifer Utley[1], Rowland Miller[1]
[1]Sam Houston State University

A large, diverse sample identified facial expressions in a theory-of-mind test. Social anxiety was linked to poorer performance in men (but not in women), and men did worse than women. African Americans were less able than whites or Hispanics to identify negative and neutral expressions accurately.

F107
PUZZLE ME THIS: THE EMOTION OF AWE PROMOTES CURIOUS ENGAGEMENT WITH DIFFICULT PUZZLES

Craig Laurence Anderson[1], Dacher Keltner[1]
[1]University of California, Berkeley

Previous work demonstrating the link between awe and curiosity relied entirely on self-report measures. The current research examines the effect of awe on curious behavior as participants attempt to solve disentanglement puzzles. Results from both correlational and experimental studies indicate that awe is associated with both self-reported and coder-rated curiosity.

F108
INDIVIDUAL DIFFERENCES IN SOCIAL POWER AND SUPPRESSION USE IN EMOTIONAL SITUATIONS

Lameese Eldesouky[1], A. Daniel Catterson[2], Oliver P. John[2]
[1]Washington University in St. Louis, [2]University of California, Berkeley

This study examined the role of social power in suppression, using self-report measures of power and suppression at individual difference and situational levels. Sense of power was associated with suppression, while situational power was associated with suppression of only positive emotion. Results provide a first-glimpse into why people suppress emotion.

F109
THE RELATION BETWEEN DISGUST AND MORALITY IS LARGELY COINCIDENCE

Mary Kayyal[1], James A. Russell[1], Joseph Pochedly[1]
[1]Boston College

Immoral scenarios were judged on their emotional reaction and, separately, how immoral each scenario was. Participants judged

scenarios with pathogens as disgusting, scenarios without as another negative emotion. There was no significant correlation between judgments of how disgusting and how immoral scenarios were.

F110
POSITIVE AFFECT, NEED FOR CLOSURE AND VARIETY SEEKING EFFICIENCY

Ze Ling Nai[1], Hwajin Yang[1]
[1]*Singapore Management University*

This study examined the effect of positive affect and Need for Closure (NFC) on variety-seeking efficiency. We found that both positive affect and the decisiveness facet from NFC significantly predicted variety-seeking efficiency. However, NFC did not moderate the effect of positive affect on variety seeking efficiency.

F111
HELPLESS TO SPEAK: THE MODERATING EFFECT OF AMBIVALENCE OVER EMOTIONAL EXPRESSION ON THE RELATIONSHIP BETWEEN HELPLESSNESS AND DEPRESSIVE SYMPTOMS

Cassie R. Grochett[1], Mai-ly Nguyen[1], Michelle C. Quist[1], Jennifer L. Bryan[1], Dawn W. Foster[2], Chelsie M. Young[1], Linda K. Acitelli[1]
[1]*University of Houston,* [2]*M.D. Anderson*

This study evaluated the relationships between ambivalence over emotional expression (AEE), helplessness, and depressive symptoms (DS). Results revealed AEE moderated the relationship between helplessness and DS, such that helplessness is positively associated with DS, particularly among those high in AEE. AEE appears to exacerbate the effects of helplessness on health.

F112
REDUCING SOCIAL ANXIETY RELATED NEGATIVITY BIASES IN DECODING FACIAL EXPRESSIONS THROUGH MANIPULATIONS OF TASK FRAMING

William Robert James Lamson[1], Steven G. Young[1]
[1]*Fairleigh Dickinson*

We present two experiments demonstrating that manipulating the apparent social relevance of an emotion identification task can reduce negativity biases associated with social anxiety. Together, these experiments suggest that this negativity bias is sensitive to whether a task is framed as a test of social ability or intellectual ability.

F113
SADNESS AND SOCIAL JUDGMENT: A META-ANALYTICAL REVIEW

Mayuko Onuki[1], Norman Miller[1], Carrie Canales[2]
[1]*University of Southern California,* [2]*West Los Angeles College*

Meta-analysis examined major theoretical accounts of sadness-induced mood-congruency effects in social judgments across 96 independent experimentally-based effect sizes. An overall mood-congruent effect was observed (d = .18), but was attenuated when participants were aware of the induced sadness, richer information about social targets was provided, and sadness was highly self-relevant.

F114
PARTICIPANT-INVENTED NONWORDS COMMUNICATE AFFECT

Emil G. Moldovan[1], Todd Thrash[1], David Newman[1]
[1]*College of William and Mary*

In light of research which shows that some phonemes directly convey emotion, we hypothesized that nonwords invented to describe pictures can do so too. Judges rated the affective tone of nonwords without knowing the context in which they were generated. Picture valence (or arousal) predicted nonword valence (or arousal).

F115
FLUENCY AS A DETERMINANT OF THE AESTHETIC-USABILITY EFFECT

Takahashi Tomoyo[1], Shinji Kitagami[2]
[1]*Nagoya University, Japan & Japan Society for the Promotion of Science,* [2]*Nagoya University, Japan*

We investigated the connection between fluency and the aesthetic-usability effect. The aesthetic-usability effect is a phenomenon whereby people perceive designs with greater aesthetic appeal as easier to use than the less aesthetic ones. The result showed that fluency directly affected usability, and its effect on usability was mediated by aesthetics.

F116
AN UPWARD SPIRAL BETWEEN GRATITUDE AND HUMILITY

Peter M. Ruberton[1], Elliott T. Kruse[1], Joseph Chancellor[1], Sonja Lyubomirsky[1]
[1]*University of California, Riverside*

Two studies examined the relationship between humility and gratitude. In Study 1, a gratitude activity produced higher levels of humility than a control activity. In Study 2, day-to-day changes in gratitude were associated with concurrent changes in humility over a 14-day period, indicating a potentially mutually reinforcing relationship.

F117
THE INSULAR CORTEX AND EXPRESSIVE SUPPRESSION: INSIGHTS FROM USING NEURODEGENERATIVE DISEASE AS A LESION MODEL

Luma Muhtadie[1], Claudia M. Haase[2], Robert W. Levenson[1]
[1]*University of California, Berkeley,* [2]*Northwestern University*

The insula is a primary target of neurodegeneration in Frontotemporal Dementia (FTD), a disease characterized by social disinhibition. FTD patients, Alzheimer's patients, and controls completed a disgust suppression task and a structural brain scan. FTD patients had the smallest insular volumes. Insular volume was strongly correlated with expressive suppression ability.

F118
WHEN AND HOW CAN WE PERCEIVE OTHERS' ENVY? : FOCUSING ON THE DEMANDING MESSAGE FROM OTHERS

Yumi Inoue[1], Osamu Higuchi[1]
[1]*Hitotsubashi University*

When we have something others desire, we sometimes fear of being envied. We focused on the verbal markers of envy and examined what kinds of demanding message from others increase the perception of being envied.

F119
FACETS OF MINDFULNESS MEDIATE BEHAVIORAL INHIBITION SYSTEMS AND EMOTION REGULATION.

Elizabeth D. Reese[1], Jennifer C. Veilleux[1]
[1]*University of Arkansas*

Because BIS/BAS sensitivity and mindfulness are associated with emotion, we predicted facets of mindfulness would mediate the BIS/BAS sensitivity and emotion regulation relationship. A multiple mediator analysis indicated mindfulness facets mediated the relationship between BIS sensitivity and emotion dysregulation, whereas BAS sensitivity directly predicted emotion dysregulation.

F120
ESCAPING THE SIN: USING ATTENTIONAL PROCESSES TO FOSTER THE BENIGN SIDE OF MALICIOUS ENVY

Jens Lange[1], Jan Crusius[1]
[1]*University of Cologne*

Two studies show the regulatory role of attention in envy. How often envied persons were mentioned compared to what participants envied them for in recalled experiences predicted higher malicious and lower benign intentions. Focusing attention on envy objects reduced malicious and enhanced benign intentions for maliciously envious participants.

F121

ATTRIBUTIONAL RETRAINING: PROMOTING ACADEMIC ATTAINMENT FOR VULNERABLE INDIVIDUALS WITH VARYING LEVELS OF BOREDOM

Patti C. Parker[1], Raymond P. Perry[1], Jeremy M. Hamm[1], Judith G. Chipperfield[1], Steve Hladkyj[1], Reinhard Pekrun[2], Julia S. Cada[2]
[1]University of Manitoba, [2]University of Munich

Our findings reveal the salutary benefits of a control-enhancing treatment (Attributional Retraining) for low-control students who differ in boredom. For low perceived control students (compared to high-control counterparts), AR promoted adaptive academic affect and controllable attributions for failure, and higher performance for both low and high boredom students.

F122

THE ROLE OF COGNITIVE IMPAIRMENTS AND MOOD DISRUPTIONS ON PERFORMANCE AFTER A FIRST STROKE

Ganesh M. Babulal[1], Thy Huskey[1], Lisa Connor[1]
[1]Washington University School of Medicine

Emotion and cognition predicts performance and should be considered as important as physical consequences in stroke recovery. The combined effect of impairments in both emotion and cognition leads to increased performance deficits. Moreover, rehabilitation treatment should be directed to assessing these impairments and in turn increasing the efficacy of therapy.

F123

GROUP-LEVEL EMOTIONS AT THE INTERSECTION OF GROUP IDENTITIES

Mark Masakazu Kurai[1]
[1]University of California, Davis

Group-level emotions can be simultaneously shaped by race and gender; and may be different from emotions associated with either identity separately. Participants' race, gender, and race-gender identities were made salient prior to assessing group-level emotions. Emotions associated with race-gender group identity were significantly different from race- or gender-based emotions.

F124

ACROSS THE BORED: IDENTIFYING A RELIABLE BOREDOM INDUCTION

Amanda Rose Markey[1], Alycia Chin[1], Eric M. VanEpps[1], George Loewenstein[1]
[1]Carnegie Mellon University

Progress in state boredom research has been stymied, in part, by the lack of a validated, reliable, elicitation method. We evaluate the intensity and discreteness of six five-minute boredom inductions. We find two tasks outperform the others: a computerized peg turning task (Festinger & Carlsmith, 1959) and a video task.

F125

EVERYDAY BOREDOM: USING EXPERIENCE SAMPLING TO DETERMINE BOREDOM'S DEMOGRAPHIC, CONTEXTUAL AND EMOTIONAL CORRELATES

Alycia Chin[1], Amanda Rose Markey[1]
[1]Carnegie Mellon University

We provide the first Experience Sampling Method study of boredom in a nationally representative, adult sample. We examine correlations between proximal environmental factors (i.e., activity, location, social setting, time), demographic characteristics, and boredom. Our results are consistent with many existing lab experiments and surveys, but also provide some novel findings.

F126

IT SOUNDS AS GOOD AS YOU FEEL ABOUT YOURSELF: HOW EMOTIONS AND SELF-ESTEEM AFFECT AESTHETIC JUDGMENT

Jessica M. Benson[1], Kent D. Harber[1], Catherine Hanson[1], Jamie Gorman[1], Stephen Jose Hanson[1]
[1]Rutgers University at Newark

Emotions serve as powerful sources of information. But what determines whether people actually listen to their feelings? The present study aimed to look at individual differences in self-esteem and the use of affect as information when judging aesthetics.

F127

THE IMPACT OF WITHHOLDING NEGATIVE EMOTIONS ON STRESS, SELF-REPORTED HEALTH, AND DEPRESSIVE SYMPTOMS ACROSS THE ADULT LIFESPAN

Daniel Gruehn[1]
[1]North Carolina State University

Emotion regulation has been linked to health and well-being. In a sample of 1,082 adults (17 to 83 years, 51.7% female), four different strategies of withholding negative emotions were differentially linked to age, stress, depressive symptoms, and self-reported health. Thus, learning specific ways of withholding negative emotions could be beneficial.

F128

MECHANISM UNDERLYING AN OBSERVER'S BEHAVIOR TOWARDS AN EMBARRASSED PERSON.

Tetsuya Fukuda[1], Masataka Higuchi[2], Hitomi Kuranaga[1]
[1]Hiroshima University, [2]Sophia University

To reveal the mechanisms underlying an observer's behavior towards an embarrassed person, we examined whether the observer's embarrassment and assessment of the embarrassed person's personality affected the observer's behavior. The two variables indeed affected the observer's behavior, but did not adequately explain the observer's behavior.

F129

HAPPINESS RUINS MY TIME: CHANGE OF TIME PERCEPTION WHILE SEEKING HAPPINESS

Aekyoung Kim[1], Ryan T. Howell[2]
[1]University of Texas at San Antonio, [2]San Francisco State University

We examined whether seeking happiness changes subsequent time perception. Because seeking happiness directs one's attention toward the self, this leads people to construe situations with lower construal levels (e.g., by using smaller scales). Such overestimation of time spent for seeking happiness will lead people to feel more scarcity of time.

F130

I CAN'T WATCH THIS!: VICARIOUS EMBARRASSMENT AND RELATED CONSTRUCTS

Ahmet Uysal[1], Irem Metin[2], Gulcin Akbas[3], Elif Helvaci[1]
[1]Orta Dogu Teknik Universitesi, [2]Atilim Universitesi, [3]Baskent Universitesi

Vicarious embarrassment is an emotional response to the mishaps or embarrassing behaviors of others. We developed a scale to measure vicarious embarrassment, and examined its unique association with the experience of vicarious embarrassment in a laboratory setting, independent of susceptibility to embarrassment, empathy, perspective-taking, and fear of negative evaluation.

F131

WHAT IS THE SECRET OF SECRETS: DO THEY INFLUENCE ACTIONS AND PERCEPTIONS?

Nur Bulut[1], Naz Cuguoglu[1], Cemre Sandal[1], Aylin Uzun[1]
[1]Koc University

Slepian, Masicampo, Toosi and Ambady (2012) found that secrets cause overestimation of distance. The results of the current study revealed no difference in distance estimations between memory and secret recallconditions. Feelings aroused by memories (depressed mood and guilt) rather than the quality of them influenced distance perception.

F132
EMOTIONAL REACTIVITY TO HASSLES AND UPLIFTS: THE ROLE OF NEUROTICISM AND AGE

Gloria Luong[1], Michaela Riediger[1], Cornelia Wrzus[1], Gert G. Wagner[2]
[1]Max Planck Institute for Human Development, [2]Max Planck Institute for Human Development, Berlin University of Technology (TUB) and German Institute for Economic Research (DIW Berlin)

Neuroticism predicted greater positive affect reactivity to uplifts for younger adults, but not older individuals. Neuroticism was linked to greater negative affect reactivity to hassles, but only for middle-aged individuals. The results support the literature that the association between neuroticism and emotional reactivity to uplifts and hassles varies by age.

F133
BE PROUD OF YOURSELF - BUT NOT OF OTHERS! LINKS TO LIFE SATISFACTION, SELF-REPORTED HEALTH, AND STRESS

Yanhua Cheng[1], Qiao Chu[1], Daniel Grühn[1]
[1]North Carolina State University

Should you be proud of yourself or proud of close others? In a sample of of 329 adults, only self-oriented pride (e.g., personal achievements) but not feelings of pride due to others (e.g., others' success) were linked to higher well-being, better self-reported health, and lower stress.

F134
BENEFIT OF EMOTION IN SOCIAL TRANSMISSION OF GOSSIP

Yukako HASEGAWA[1]
[1]Sophia University, Tokyo

This study investigated whether emotion motivates the transmission of gossip in daily settings. Participants were told a piece of gossip about their professor, and then asked to answer the designed questionnaires. Results suggested that emotion motivates the transmission of gossip in daily settings, and this phenomenon is influenced by an individual's moral judgment.

F135
THE WARMTH OF OUR REGRETS

Jeff Rotman[1], Seung Hwan (Mark) Lee[2], Andrew Perkins[1]
[1]Ivey Business School at Western University, [2]Colorado State University

We show that individuals experiencing action regret feel physically warmer than individuals experiencing inaction regret. Moreover, we find individuals self-regulate this perceived warmth by desiring cooler drinks. Lastly, we show that warmth can mitigate self-reported action-regret while coolness can mitigate self-reported inaction regret.

F136
THE VALUE OF EARLY EMOTION REGULATION: CHILDREN'S REGULATORY COMPLEXITY AND SOCIOEMOTIONAL COMPETENCE IN SCHOOL

Jennifer K. MacCormack[1], Megan L. Rogers[2], Amy G. Halberstadt[2]
[1]University of North Carolina at Chapel Hill, [2]NC State University

To examine children's emotion regulation strategies, we asked third-graders to describe, in three vignettes, the strategies they would use in managing negative emotions. Children reporting more complex strategies were rated as more socioemotionally competent in school, whereas children who chose not to change their emotions exhibited greater problems in school.

F137
INFLUENCE OF EMOTIONAL STATES ON PHYSICAL ACTIVITY

Mary Elizabeth Panos[1], Traci Mann[1]
[1]University of Minnesota

This experiment examined whether the action tendencies of emotions affected whether individuals chose to exercise. Emotional states were assessed repeatedly over six days and results indicated that individuals were more likely to exercise when they were experiencing active and self-directed emotions than when experiencing passive or other-directed emotions.

F138
THE ROLE OF POSITIVE EMOTIONS IN FACILITATING THE REGULATION OF EMOTION IN RESPONSE TO NEGATIVE STRESSORS

Brett Major[1], Kateri McRae[2], Christian Waugh[3]
[1]University of North Carolina at Chapel Hill, [2]University of Denver, [3]Wake Forest University

Because they induce a broadened cognitive state, positive emotions may be particularly helpful for emotion regulation when individuals are cognitively regulating a past stressor. Results indicate that when individuals reflect naturally about a negative experience, positive emotions induce emotion regulation to a degree similar to individuals who use reappraisal.

F139
EMOTION ATTRIBUTION: AMERICANS MORE POSITIVE THAN KOREANS, KOREANS MORE NEGATIVE THAN AMERICANS

Donghee Han[1], Sherri Widen[2], James Russell[1]
[1]Boston College, [2]Yale University

Two cross-cultural studies on emotion attribution showed that when story-face pairs were opposite in valence, Americans judged the pairs to be more positive than did Koreans, whereas Koreans judged the same pairs to be more negative. Koreans' negativity in emotion attribution was driven by "anger" and "contempt," but not "sad."

F140
THE EFFECTS OF MORTALITY SALIENCE ON PARTICIPANT RESPONSE BIAS FOR NEGATIVE IMAGES

Samantha E. John[1], Michael Bultmann[1], Molly Maxfield[1]
[1]University of Colorado, Colorado Springs

Response bias to negative images among younger and older adults was evaluated under effects of two different mortality salience inductions: questions and images. Two-way interactions suggest younger adults rely upon different strategies in response to different inductions. Older adults did not differ by condition for either induction type.

F141
WOMEN'S EXPERIENCES AND EMOTIONS REVEALING THEIR PREGNANCY TO OTHERS

Sonja Lyubomirsky[1], S. Katherine Nelson[1]
[1]University of California, Riverside

Mothers (N = 200; Mean Age = 29.5) wrote about their experiences revealing their last pregnancy to their child's father, a friend, a family member, and their supervisor. Results indicated that positive, active-constructive responses from others were associated with greater positive emotions about the experience (bs>.13, ps<.02).

F142
TIME PERCEPTION IN NEGATIVE AFFECTS: THE ROLE OF MOTIVATIONAL DIRECTION

Sydney Gruber[1], Zach Beasley[1], Bryan D. Poole[2], Philip A. Gable[1]
[1]The University of Alabama, [2]Lee University

Two experiments induced approach- and withdrawal-motivated sad (Experiment 1) or angry (Experiment 2) states using a writing prompt. Time passed faster during a subsequent film in the approach-motivated sad and anger states than withdrawal-motivated sad and anger states. Conceptually, approach-motivated negative states speed time, but withdrawal-motivated states slow time.

F143
A MATTER OF MORALS: MORAL RELEVANCE REDUCES TOLERANCE FOR AFFECTIVE DEVIANCE

Lauren Szczurek[1], Benoit Monin[1]
[1]Stanford University

Three studies demonstrate that tolerance for affective deviance is reduced when stimuli have moral relevance. Participants are less likely to accept faces displaying deviant affect when stimuli have moral content (Studies 1 and 2), and when stimuli relate to an individual's valued moral foundations (Study 3).

F144

THE IMPACT OF NOVELTY AND DISPLAY TIME ON THE ALLOCATION OF ATTENTION TO AFFECTIVE STIMULI

Sabrina C. Gregersen[1], Michael A. Kisley[1]
[1]University of Colorado - Colorado Springs

The allocation of attentional resources to affective images was investigated by measuring reaction time on a categorization task. Results indicated that novelty and display time influence the presence of a negativity bias, and stimulus valence, novelty, and display time should be considered when investigating attention allocation to affective stimuli.

F145

THE DISCRETE EFFECT OF POSITIVE AFFECT ON LONELINESS

Nangyeon Lim[1], Eunkook M. Suh[1]
[1]Yonsei University

This study examined the relationship between loneliness and positive affect. 299 university freshmen participated in the survey. Results from hierarchical linear regression analysis showed that positive affect negatively predicted loneliness above and beyond the variance explained by personality, relationship satisfaction, relationship status, and social interaction style.

F146

IMPROVEMENTS IN EMOTION REGULATION FOLLOWING SELF-REGULATION TRAINING

Allison M. Tackman[1], Lauren E. Kahn[1], Junaid S. Merchant[1], Elliot T. Berkman[1]
[1]University of Oregon

Participants used cognitive reappraisal to up-regulate their amusement while watching positive videos before and after a three-week self-regulation training or active control. Training participants showed greater increases in positive emotion experience from pre- to post-training, suggesting that self-regulation training generalizes to improvements in emotion regulation.

F147

DO YOUR EMOTIONS SPREAD TO OTHERS? BELIEFS ABOUT EMOTION TRANSFER PREDICT EMOTION REGULATION.

Nicole Marie Senft[1]
[1]Georgetown University

The current study examines individuals' perceptions of whether their emotions transfer to others and the impact of this belief on their reported emotion regulation strategies. Belief that positive emotions will spread to others is negatively related to emotion regulation strategies, while belief in the spread of negative emotions is unrelated.

F148

SHAME AND CONSPICUOUS CONSUMPTION: CHOOSING LOUD LOGOS AS AN EGO-PROTECTIVE BEHAVIOR

Ka Eun Kim[1], Yeseul Jung[1]
[1]Yonsei University

This research is to identify behavioral tendencies of ashamed people in consumption context. Results of a study suggested that when elicited shame (vs. pride, control), people who believed their life was determined by materialistic value favored more conspicuous product with loud logos which they had strong self-brand connection with.

F149

HOPE AND CHANGE: DYNAMIC PERCEPTIONS INDUCE HOPE IN CONFLICT RESOLUTION

Smadar Cohen-Chen[1], Richard J. Crisp[1], Eran Halperin[3]
[1]Sheffield University, [3]Interdisciplinary Center (IDC) Herzliya

This paper examines ways in which hope can be regulated within intractable intergroup conflicts, and the conciliatory role it plays in such contexts. Using multiple methodologies, hope regarding the Israeli-Palestinian conflict was induced by manipulating dynamic (vs. static) general perceptions of reality, indirectly increasing support for major concessions for peace.

F150

THE IMPACT OF EMOTIONS ON THE POLITICAL DECISIONS OF IDEOLOGICAL RIGHTISTS AND LEFTISTS IN CONFLICT: WHO'S GUIDED MOST?

Ruthie Pliskin[1], eran Halperin[2], Daniel Bar-Tal[3], Gal Sheppes[3]
[1]Tel Aviv University, [2]Interdisciplinary Center (IDC) Herzliya, [3]Tel-Aviv Univesity

Two studies examined ideology's moderating effect on the relationship between emotions and decisions in conflict. Data was collected during conflict-resolution efforts (Study 1) and during war (Study 2). Emotions predicted decisions most among leftists, with anger leading leftists to respond more like rightists and empathy to respond less like rightists.

F151

TOO BUSY TO FEEL NEUTRAL: REDUCING COGNITIVE RESOURCES ATTENUATES THE INTENSITY OF NEUTRAL AFFECTIVE STATES

Karen Gasper[1], Joy Hackenbracht[2]
[1]The Pennsylvania State University, [2]Fors Marsh Group, LLC

We examined whether neutral affect is a relatively affectless state (i.e., low in intensity and requiring little, if any, cognitive resources) or an affective state. In two experiments, reducing people's cognitive resources lessened the intensity their neutral affect after a neutral affect induction, indicating that neutral affect requires resources.

F152

BELIEFS ABOUT EMOTION MALLEABILITY INFLUENCE EMOTION REGULATION

Elizabeth Tepe[1], Susan Nolen-Hoeksema[1], John F. Dovidio[1], June Gruber[1]
[1]Yale University

Participants' emotion malleability beliefs were experimentally manipulated to examine differential effects on emotion regulation. Participants in the malleable emotion manipulation reported less cognitive suppression, less rumination, and less acceptance during a negative emotion induction compared to participants in the fixed experimental condition. Basic emotion and clinical research implications are discussed.

F153

NOT AS GOOD AS YOU THINK: POSITIVE EMOTION INCREASES CONFIDENCE IN EMPATHIC ABILITY, YET DECREASES EMPATHIC PERFORMANCE

Hillary Devlin[1], Jamil Zaki[2], June Gruber[1]
[1]Yale University, [2]Stanford University

Existing research suggests two competing hypotheses about positive emotion – proposing it will either increase or decrease empathy. The present investigation examined associations between dispositional positive emotion and both subjective (self-report) and objective (performance) empathy measures. Findings revealed positive emotion increased subjective beliefs about empathic skills, but decreased objective empathic performance.

F154

WHEN THE MEANS JUSTIFY THE ENDS: THE ROLE OF REGULATORY FIT IN EMOTION REGULATION

Hsiao-Tien Tsai[1], Jenny Su[1]
[1]National Taiwan University

We examined relations of fit between motivational orientation and emotion regulation strategy. Results showed that 1) chronic promotion-focus was associated with greater use of reappraisal, whereas chronic prevention-focus was associated with greater use of suppression; 2) fit conditions showed greater emotional stability than non-fit conditions after watching a fear-eliciting film.

F155

POSITIVE PRECISION: IMPLICATIONS OF ENTHUSIASM AND AWE FOR MEMORY FOR COMPLEX VISUAL IMAGES

Elizabeth A. Osborne[1], Michelle Lani Shiota[1]
[1]*Arizona State University*

Do different positive emotions have different implications for short-term memory of complex images? Two studies contrast effects of enthusiasm and awe for memory of gist, central details, and peripheral details of emotion-inducing and subsequently presented neutral photos. Results are contextualized in terms of functional definitions of these two positive emotions.

F156

COHERENCE ACROSS CONTEXTS: WHAT DOES TRAIT ANXIETY ADD TO THE PICTURE?

Jessica J. Flynn[1], Karin G. Coifman[1]
[1]*Kent State University*

Functionalist theories posit that adaptive emotion responses are characterized by coherence: a predictable coupling across physiology, behavior, and experience. We examined coherence in groups of high and low trait-anxious participants across several emotional contexts. Implications for the study of coherence and its role in emotional functioning will be discussed.

F157

TWO KINDS OF PUBLIC: SELF-CONSCIOUS EMOTIONS ARE SENSITIVE TO DISTINCT KINDS OF SOCIAL KNOWLEDGE

Kyle Andrew Thomas[1], Steven Pinker[1]
[1]*Harvard University*

It is well known that the self-conscious emotions are sensitive to public knowledge about one's behavior. We show that these emotions are differentially sensitive to two kinds of public knowledge not previously recognized as distinct. These findings highlight the important role that coordination plays in human social life.

Groups/Intragroup Processes

F158

EFFECTS OF UNCERTAINTY ORIENTATION AND SOCIAL INTELLIGENCE ON SELF-GROUP TRANSFER

Yixian Li[1], Richard Sorrentino[1], Yang Ye[1]
[1]*The University of Western Ontario*

This study investigated how uncertainty orientation and social intelligence moderate people's association with nominal groups. It was found that, when assigned to meaningless groups, both variables affected one's identification with the in-group as opposed to the out-group at implicit levels. At explicit levels, self-ingroup identification was greater regardless of personality.

F159

MY LIPS ARE SEALED: WHISTLEBLOWING AS A FUNCTION OF COLLECTIVE AND RELATIONAL CONNECTIONS TO SOCIAL GROUPS

Amy Heger[1], Lowell Gaertner[1]
[1]*University of Tennessee*

We examined whether whistleblowing (reporting ingroup maleficence) is influenced by group attachment via a collective connection (sharing ingroup traits, goals, values) or relational connection (interpersonal relationships with members). Whistleblowing was negatively related to group attachment via relational connection and unrelated to collective connection.

F160

ARE COOPERATIVE INDIVIDUALS OR COOPERATIVE GROUPS GENERATED DEPENDING ON DIFFERENT TYPES OF TRUST?

Shintaro Fukushima[1], Yukiko Uchida[1], Izuru Saizen[1]
[1]*Kyoto University*

This study examined the hypothesis that general trust (GT) and community trust (CT) generate the different types of cooperation: first-order cooperation and second-order cooperation respectively. We used the sample set of 7,229 residents in 441 communities. Results showed that GT functioned as first-order cooperation while CT functioned as second-order cooperation.

F161

RAPID EVALUATIVE TUNING: THE PRESENCE OF COOPERATION-FACILITATING INSTITUTIONS REDUCES IMPLICIT RACE BIAS

ShiangYi Lin[1], Dominic Packer[1]
[1]*Department of Psychology, Lehigh University*

This study investigated rapid evaluative tuning in response to contextually variable cooperative contingencies. Implicit race bias was reduced, particularly among low prejudiced participants, by the anticipated presence of an institution that could facilitate cooperation among interaction partners. Rapidly-computed ingroup preferences were sensitive to situational contingencies in preparation for intergroup cooperation.

F162

REAL AND IMAGINED POSITIVE CONTACT EXPERIENCES WITH GAY MEN AND LESBIANS REDUCES HETEROSEXUALS CONCERNS ABOUT BEING MISIDENTIFIED AS GAY/LESBIAN

Jennifer LaCosse[1], E. Ashby Plant[1]
[1]*Florida State University*

Concerns about being mistakenly identified as gay/lesbian, termed contagion concerns, lead to the avoidance and derogation of gay men and lesbians. A manipulation that encouraged participants to focus on positive contact experiences with gay/lesbian individuals either by recalling past positive contact or imagining positive contact reduced participants' contagion concerns.

F163

IN DEFENSE OF ISRAEL: HOW SOCIAL CONTEXT AFFECTS JEWISH AMERICANS' MORAL REASONING

Michael H. Pasek[1], Michael J. Sargent[2], Jonathan E. Cook[1]
[1]*The Pennsylvania State University,* [2]*Bates College*

American Jews share a religious ingroup with Israel even though Israel is a foreign country that should prime outgroup bias. This study finds that when pitted against one another, ingroup religious bias trumps outgroup national bias suggesting that religion can define the group boundaries that affect moral decisions.

F164

EFFECTS OF MINORITY-MAJORITY OPINION STATUS AND VESTED INTEREST ON OPINION EXPRESSION IN A MOCK JURY

Rebecca R. Totton[1], Kim Rios[2]
[1]*University of Chicago,* [2]*Ohio University*

A mock jury study examined the differential effects of vested interest and minority/majority opinion status on motivations behind opinion expression. Participants in the majority opinion condition felt more entitled/licensed to speak out, whereas participants with a vested interest felt more knowledgeable about the issue and more obligated to speak out.

F165

"THAT WAS AWKWARD": DIVERGENT IMPRESSION MANAGEMENT GOALS PREDICT META-PERCEPTUAL INACCURACY

Tara Van Bommel[1], Janet B. Ruscher[1]
[1]*Tulane University*

The current research assessed the impact of converging or diverging impression management goals (i.e., to be liked vs. to be respected) on metaperceptions of goal attainment. Same-sex dyads interacted on an event-planning task. Divergent goal dyads demonstrated inaccurate meta-perceptions about respect, as well as marginal disagreement about the interaction's discomfort.

F166

BIRACIAL ANCESTRY AND SOCIOECONOMIC STATUS IN ACCULTURATION PERCEPTION

Emily Vargas[1], Danielle M. Young, PhD[1], Diana T. Sanchez, PhD[1]
[1]Rutgers University, New Brunswick

This study examines how socioeconomic status (SES) and biracial ancestry impact perceptions of acculturation and racial categorization. Results suggest that applicants of biracial ancestry are perceived as more acculturated. Both SES and biracial ancestry independently influence perception.

F167

FEELING AND THINKING IN TEAMS: TEAM AFFECTIVE TONE, TRANSACTIVE MEMORY SYSTEMS, GROUP PERSONALITY AND TEAM PERFORMANCE

Krithiga Sankaran[1], Amit Nandkeolyar[1], Ruchi Sinha[1]
[1]Indian School of Business

Drawing on the broaden-and-build theory of positive emotions in teams, we empirically examine the impact of team affect, personality and TMS on team performance. Our results suggest personality interacts with TMS to impact team performance and TMS works as a cognitive mechanism by which positive group emotions enhance team performance.

F168

INTRAGROUP CONFLICT TRANSFORMATION: ROLE OF EMOTIONAL INTELLIGENCE AND PERCEIVED INTERDEPENDENCE

Ruchi Sinha[1], Santosh B. Srinivas[1]
[1]Indian School of Business

Adopting an interactionist perspective, we empirically examine the dispositional and social network moderators of intragroup conflict transformation. Our results suggest that task conflict is likely to transform into other types of conflicts (process and relationship) when groups consist of members low on emotional-intelligence and when there is high perceived interdependence.

F169

TRANSACTIVE-MEMORY-SYSTEMS & INTRAGROUP CONFLICT: THE INTERACTION BETWEEN COGNITION AND AFFECT

Aakarsh Naidu[1], Ruchi Sinha[1], Amit Nandkeolyar[1]
[1]Indian School of Business

Drawing from the social cohesion approach and the affect-as-information framework, this paper empirically shows how team cognition (Transactive memory system) interacts with socio-relational factors (density of dyadic liking ties in the network) to predict intragroup conflict dynamics and team satisfaction. The theoretical and practical implications of the model are discussed.

F170

CAN PREVENTING MISATTRIBUTION OF FRUSTRATION PROMOTE RATIONAL BARGAINING DECISIONS?

Maria E. S. Vargas[1], Dong-Won Choi[2]
[1]San Jose State University, [2]California State University East Bay

We examined the influence of misattributed frustration on whether bargaining offers are accepted or rejected in ultimatum bargaining, where rejection of offers is thought to be irrational. Results showed that participants were more willing to accept unfair offers when they prevented themselves from misattributing their prior frustrations to the bargaining.

F171

FEELING SAFE, FEELING EFFICACIOUS: EXPLORING HOW PUBLIC AND MEMBERSHIP COLLECTIVE SELF-ESTEEM LEAD TO INCREASED SAFETY SELF-EFFICACY

Phillip John Ehret[1], David Sherman[1]
[1]University of California, Santa Barbara

How does collective self-esteem relate to individuals' self-integrity maintenance strategies when they contemplate collective risks such as crime? Those who felt more integrated with the student body supported adaptive strategies, whereas those who felt others had positive perceptions of the student body supported defensive strategies. Both strategies were related to increased self-efficacy.

F172

"EYES ON THE PRIZE": GROUP INVOLVEMENT INCREASES MOTIVATION TO PURSUE REWARDS

Ernest Park[1], Verlin Hinsz[2], Kevin Betts[2]
[1]Grand Valley State University, [2]North Dakota State University

Presuming group involvement induces a sense of "strength in numbers," we predicted groups would be more approach-oriented than individuals. Supportive of this prediction, groups risked investing more of the monetary earnings they made from working on a prior task than individuals to pursue an uncertain but bigger financial payoff.

F173

BEING LIKED BY MY FOLKS IS DIFFERENT THAN BEING LIKED BY OTHERS: DIFFERENTIAL LONGITUDINAL EFFECTS OF IN- VERSUS OUTGROUP LIKABILITY ON ADJUSTMENT

Anne Kristin Reitz[1], Frosso Motti-Stefanidi[2], Jens B. Asendorpf[1]
[1]Humboldt University Berlin, [2]University of Athens

We investigated differential effects of 1,057 immigrant and host-national adolescents' ingroup versus outgroup likability on adjustment. We estimated 3-wave cross-lagged models using a two-year study. Results revealed that likability by the ingroup predicted self-esteem, and that likability by the outgroup predicted personal discrimination, and not vice versa.

F174

PERCEIVING THE NATION AS A TRANS-GENERATIONAL ENTITY: DIFFERENCES IN TEMPORAL REPRESENTATIONS OF THE NATIONAL GROUP AND ATTITUDES TOWARD IMMIGRANTS

Avihay Berlin[1], Sonia Roccas[2], David Schiefer[3], Yechiel Klar[4], Klaus Boehnke[3]
[1]The Hebrew University of Jerusalem, [2]The Open University of Israel, [3]Jacobs University Bremen, [4]Tel Aviv University

We investigated the relationship between differences in the temporal representations of one's nation on willingness to integrate members of ethnic and national minorities into the national group. Perceiving the nation as trans-generational predicted individuals' attitudes towards different types of immigrants in Germany and Israel.

F175

ON THE INTERACTION BETWEEN PERCEIVER AND TARGET NARCISSISM

Andrew David Grotzinger[1], Nousha Parkhill[1], Harry Wallace[1]
[1]Trinity University

Prior research suggests narcissists may be repulsed by, or attracted to fellow narcissists. To test these competing predictions, participants rated trait descriptions designed to reflect high or low narcissism. Results indicated that narcissists' social evaluations are less affected by target differences in narcissism than nonnarcissists' social evaluations.

F176

SUBGROUP SCHISMS IN SUPERORDINATE GROUPS: THE ROLE OF UNCERTAINTY IN SUPERORDINATE AND SUBGROUP IDENTITY

Joseph A. Wagoner[1], Michael A. Hogg[1]
[1]Claremont Graduate University

Two studies hypothesized uncertainty would strengthen subgroup identification, which would increase subgroup schism support. Both studies found perceiving low superordinate agreement, high subgroup entitativity, and low subgroup voice increased schism support, but differently influenced subgroup identification. While uncertainty increased subgroup identity and schism support, it did not moderate the interactions.

F177

THE INVESTMENT MODEL, RELIGIOUS COMMITMENT, AND INTERGROUP BIAS

Gaven Ehrlich[1]

[1]Syracuse University

This research applies the investment model scale to the study of group-based commitment and bias. Participants' satisfaction with, investment in, and alternatives to their religious denomination all uniquely predicted commitment to their denomination. Additionally, level of commitment was a significant predictor of both positive and negative intergroup trait bias.

F178

DO WE DIFFER IN PERCEIVING GROUPS: GENDER DIFFERENCES IN THE PERCEPTION OF GROUP IDENTITY

Yang Bai[1], Allison Yamanashi Leib[1], Amrita Puri[2], Kaiping Peng[1], David Whitney[1]

[1]University of California, Berkeley, [2]Hendrix College

This study aims to examine whether social and perceptual differences both influence how females and males evaluate a crowd at the very first glance. Our study found that both males and females have specific perceptual advantages and disadvantages that become evident from the first second of crowd analysis.

F179

WHEN TERROR HITS HOME: FUSED AMERICANS SAW BOSTON BOMBING VICTIMS AS "FAMILY" AND RUSHED TO THEIR AID

William Thomas Fraser[1], Michael D. Buhrmester[2], Jonathan A. Lanman[3], Harvey Whitehouse[2], William B. Swann[1]

[1]University of Texas at Austin, [2]University of Oxford, [3]Queen's University, Belfast

The results of three studies indicated that strongly fused Americans were especially inclined to provide several forms of support to victims of the Boston marathon bombings. Strongly fused Americans also expressed feelings of familial ties to other Americans, and these ties mediated the relationship between fusion and support behavior.

F180

GROUP REACTIONS TO DEVIANCE: INGROUP DEVIANTS ARE NOT REJECTED IF THEY ARE USEFUL

Ana C. Leite[1], Isabel R. Pinto[1], José M. Marques[1]

[1]University of Porto

Subjective group dynamics theory suggests ingroup deviants are depreciated because they threaten individuals' social identity. However, contemporary examples show that groups sometimes tolerate deviants. Two experiments suggest that deviant members might be accepted if they are useful, especially in situations in which social identity is a high priority.

F181

WHY WE TELL LIGHTBULB JOKES: DISPARAGING HUMOR CREATES SHARED REALITY

Annie O. Kochersberger[1], Alison Ledgerwood[1]

[1]University of California, Davis

We investigated whether humor contributes to shared reality. We predicted jokes disparaging outgroup members would be especially effective at establishing shared reality. Participants heard am outgroup-disparaging joke, a non-disparaging joke, an outgroup-disparaging statement, or non-disparaging statement. Consistent with our hypothesis, participants hearing an outgroup-disparaging joke perceived the most shared reality.

F182

HISTORICAL PERSPECTIVE TAKING OF IN-GROUP MEMBERS TRANSGRESSIONS AGAINST THEIR OWN GROUP

Manana Jaworska[1], Michał Bilewicz[1]

[1]University of Warsaw

The study examined the effects of taking perspective of an in-group member who collaborated with communist regime in 80'Poland. After taking perspective Polish participants made more situational attributions for collaboration, saw the transgressor as more typical in-group member and rated the percent of Poles collaborating with communist regime as higher.

F183

EFFECTS OF THE SOCIAL ENVIRONMENT ON CONCEPTIONS OF RACIAL CATEGORIES

Rebecca L. Grunberg[1], Michael L. Slepian[2], Nalini Ambady[3]

[1]Massachusetts Institute of Technology, [2]Tufts University, [3]Stanford University

Three studies examined how exposure to faces varying in racial prototypicality influenced conceptions of racial categories. Presentation of racially prototypical target faces, relative to non-prototypical faces, lead to higher endorsement of race essentialism by cuing categorical thinking. Boundary conditions of this effect as well as consequential outcomes were also demonstrated.

F184

ON THE EVOLUTION AND DISSOLUTION OF TRUST BETWEEN OUTGROUP MEMBERS

Adam Brosan Magerman[1], Matthew Deegan[1], Kelly Jordan[1], Eric Hehman[2], Sam Gaertner[1], Mike Kuhlman[1], Chad Forbes[1]

[1]University of Delaware, [2]Dartmouth College

Two studies were conducted to test how trust develops differently between ingroup and outgroup members. Behavioral results revealed high variability of trusting behavior towards outgroup members compared to ingroup memberes, while EEG results revealed differences in the ERN and P300 in response to ingroup and outgroup members during feedback.

F185

CONTAGION IN THE CLASSROOM: THE IMPACT OF OTHERS' MOOD ON PERCEIVED PERFORMANCE

Emily Shaffer[1], Lisa Molix[1]

[1]Tulane University

The current research examines the influence of others' mood on participants' perceived performance in a testing situation. Results show that the effects on perceived performance are dependent on whether one is an ingroup or outgroup member and the valence of others' mood.

F186

MOTIVATIONAL CONTEXT AS A DETERMINANT OF HELPING ON BEHALF OF THE INGROUP OR OUTGROUP

Mitchell Lorenz[1], Ruth Warner[1], Molly VanDeursen [1]

[1]Saint Louis University

A social justice issue that affected either their ingroup or an outgroup was presented to participants who were given an opportunity to participate in helping that group. Participants endorsed helping an outgroup more when the group had value-oriented goals and an ingroup more when the group had power-oriented goals.

F187

AN EXPLORATION OF LANGUAGE USE BY HIGH AND LOW STATUS GROUP MEMBERS

Gideon Mazambani[1], Maria Carlson[1], Stephen Reysen[1]

[1]Texas A&M University-Commerce

We examine the style of language utilized by high and low status group members in an online community. The results support prior research showing low status members use personal and intimate language to ingratiate themselves to the group, while high status members use more welcoming language.

F188

THE EFFECTS OF STRESS, STATUS, & HIERARCHICAL STABILITY ON SOCIAL, AFFECTIVE, AND DECISION MAKING PROCESSES

Erik L. Knight[1], Pranjal Mehta[1]
[1]University of Oregon

Stability of a status hierarchy moderates the subjective and physiological effects of social stress on high and low status individuals.

F189

BETWEEN A ROCK AND AN APOLOGY: WHY LEADERS WHO FORGIVE TRANSGRESSIONS MAY STILL NOT RECEIVE SUPPORT.

Heather J. Smith[1], Chris Goode[2]
[1]Sonoma State University, [2]The University of Kansas

Forgiving a transgression can be seen as both moral and undesired by observers. In the face of an outgroup transgression against an ingroup member, participants rated an ingroup authority who forgave to be a moral person, yet they did not agree with the decision nor endorse him as a leader.

F190

DISCRIMINATING AGAINST YOUR OWN GROUP-MATES? INTERDEPENDENCE REDUCES THE INFLUENCE OF GROUP GENDER COMPOSITION ON INTRAGROUP EVALUATIONS

Lindy Gullett[1], Tessa V. West[1], Madeline E. Heilman[1]
[1]New York University

After completing a male-typed task, participants evaluated their group-mates' competence. The target's gender did not influence evaluations, and under conditions of high interdependence, gender composition did not influence evaluations. However, under conditions of low interdependence, members of female dominant groups were evaluated more harshly than members of male dominant groups.

F191

NEED FOR CLOSURE AS A MODERATOR OF THE COMPENSATION EFFECT

Piotr Dragon[1], Małgorzata Kossowska [1]
[1]Jagiellonian University

In three researches (various contexts, research designs, target groups) we tested Need for Cognitive Closure as a moderator of the compensation effect. We showed that when provided information is consistent with stereotype – compensation effect occur among high NFC people but not low NFC ones, and reversely when information is inconsistent.

F192

INSTRUMENTALITY MEDIATES THE RELATIONSHIP BETWEEN GROUP TYPE AND IDENTIFICATION

Michelle Dugas[1], Arie W. Kruglanski[1]
[1]University of Maryland

This study found support for the mediating role of perceived instrumentality in the relationship between group type (intimacy vs. social category) and group identification. We propose that participants likely have fewer means to fulfill affiliation goals than identity goals, resulting in greater perceptions of instrumentality for groups fulfilling affiliation goals.

F193

PROTECTING THE GROUP: RELATIONSHIP TYPE AND MEMBERSHIP STATUS DIFFERENTIALLY PREDICT WHISTLEBLOWING.

Saera R. Khan[1], Robert Rawson[1], Nicholas Stagnaro[2]
[1]University of San Francisco, [2]Yale University

Participants reported likelihood of whistleblowing when either a family member (intimacy) or fellow student (task) steals from a blind older adult at the workplace. Regardless of severity, a greater likelihood of reporting the crime to external recipients for task member resulted; however, the pattern reversed for reporting internally.

F194

HOW VOICE ASYMMETRY IN GROUPS IMPACTS CONFLICT DYNAMICS AND SATISFACTION: AN INTERACTIONIST VIEW

Nalin Kant Srivastava[1], Ruchi Sinha[1], E.S. Srinivas[2]
[1]Indian School of Business, [2]XLRI

We examine consequences of dispersion in workgroup voice behavior on asymmetry in team satisfaction. Our empirical study results suggest that dispersion in workgroup voice behavior interacts with conflict management norms to positively affect conflict dynamics, which in turn predicts dispersion in team satisfaction above and over mean satisfaction levels.

F195

LOOK AT THE FRIENDS, CO-WORKERS AND COMPLETE STRANGERS AROUND YOU: HOW THE ETHNIC COMPOSITION OF EVERYDAY ENVIRONMENTS SHAPE ASIAN, BLACK AND LATINO INDIVIDUALS' WELL-BEING

Christopher Begeny[1]
[1]UCLA

We examine how the ethnic composition of Asian, Black and Latino individuals' everyday environment shapes their psychological well-being (N=475). Using structural equation modeling, results suggest that having more ethnic ingroup members around in everyday life promotes greater well-being through increased perceptions of ethnic intragroup respect and stronger ethnic group identity.

F196

THE MUTUAL CONSTITUTION OF SOCIAL IDENTITY AND THE SOCIAL ENVIRONMENT

Joseph T. Powers[1], Jonathan E. Cook[2], Geoffrey L. Cohen[1]
[1]Stanford University, [2]Columbia University

This study reports that classrooms with a higher density of values-affirmed students reaped collective benefits to GPA that extended even to unaffirmed classmates. Discussion centers on how environments affect individuals and how individuals in turn affect their environment, suggesting reciprocal dynamics that should be considered in designing effective interventions.

F197

STAPEL'S FRAUD DOES NOT RESCIND SOCIAL COMPARISON KNOWLEDGE

J.P. Gerber[1], Ladd Wheeler[2]
[1]Gordon College, [2]Macquarie University

Preliminary results of a meta-analysis of social comparison will be presented, suggesting that Stapel's fraud has not decreased knowledge about social comparison. Sometimes, you can fake too well.

F198

NOT ALL INEQUALITIES ARE CREATED EQUAL: THE EFFECTS OF STATUS AND POWER INEQUALITY ON COMPETITION AND COLLABORATION

Corinne Bendersky[1], Nicholas Hays[2]
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Using mixed empirical approaches, we show that status is perceived as mutable, such that status inequality increases individual's self-interest focus, increases competition over hierarchical placement, and harms group performance. Power is seen as immutable and power inequality decreases individual's self-interest focus, reduces hierarchy-based competition and improves beneficial for performance.

F199

A META-ANALYSIS OF THE EFFECTS OF TEAM HIERARCHY

Lindred Greer[1], Maartje Schouten[2], Luisa Jakubowski[3], Bart de Jong[3]
[1]Stanford University, [2]Rotterdam School of Management, [3]VU University

We meta-analytically assess the effects of team hierarchy on the effects of hierarchy in groups. By considering various conceptualizations of hierarchy across disciplines, we hope to improve the theoretical integration in this area of research, resolve past contradictory findings, and refine and extend current theory on the effects of team hierarchy.

F200

TO THINE OWN SELF BE TRUE: THE EFFECT OF AUTHENTICITY ON FEELINGS AND PERCEPTIONS OF POWER

Muping Gan[1], Daniel Heller[2], Serena Chen[1]
[1]UC Berkeley, [2]Tel Aviv University

Given that power results in more authenticity, we predicted that the converse is true as well: authenticity leads to more power. Indeed, individuals primed with authenticity (vs. inauthenticity) felt more powerful (study1) because they were less concerned with rejection (study2). Moreover, authentic individuals are perceived as being more powerful (study3).

F201

POWER AFFECTS THE PERCEPTION OF INGROUP AND OUTGROUP FACES: A MEANS TO MAINTAIN HIGH-POWER STATUS?

Petra C. Schmid[1], David M. Amodio[1]
[1]New York University

We proposed that power alters the perception of ingroup and outgroup faces in ways that maintain dominance. High power reduced encoding of outgroup faces when making stereotype judgments, but enhanced encoding when making evaluative judgments, compared with ingroup faces, on an ERP index, suggesting context-specific effects of power on perception.

F202

NO GUTS NO GLORY: RISK-TAKING FUELS PERCEPTIONS OF POWER

Gerben van Kleef[1], Eftychia Stamkou[1], Marc Heerdink[1], Lukas Koning[1], Arik Cheshin[1]
[1]University of Amsterdam

Three studies show that individuals who make risky decisions are perceived as powerful. This effect occurred for financial investments in an organizational setting as well as physical risks during a skiing trip, and regardless of the outcome of the risk. However, participants were reluctant to afford power to risk takers.

F203

WHISTLE FOR YOUR WORK: FUSION AND THE COGNITIVE/AFFECTIVE UNDERPINNINGS OF WHISTLEBLOWING

Michael D. Buhrmester[1]
[1]Queen's University, Belfast

In a novel, controlled lab experiment, students witnessed staged cheating by another student and had opportunities to blow the whistle. As hypothesized, students strongly fused with their university were especially likely to blow the whistle. Evidence from 'confidant' and debriefing responses revealed several cognitive/affective mechanisms underlying the fusion-whistleblowing link.

F204

WHEN GROUP MEMBERSHIP GETS PERSONAL: IDENTITY FUSION AND THE PSYCHOLOGICAL MECHANISMS OF PRO-GROUP SACRIFICE

William B. Swann, Jr. [1], Angel Gomez[2], Leah Fredman[1]
[1]University of Texas at Austin, [2]Universidad Nacional de Educación a Distancia, Madrid

Identity fusion is a powerful form of alignment with groups that entails a visceral feeling of oneness with the group. Here, I present recent experimental and survey evidence showing that strongly fused persons are unusually willing to enact personally costly, pro-group behaviors. Underlying cognitive/affective mechanisms are discussed.

F205

IS RELIGION UNIQUE? THE DEVELOPMENT OF REASONING ABOUT RELIGIOUS AND NON-RELIGIOUS BELIEFS

Larisa Heiphetz[1], Liane Young[1]
[1]Boston College

Religion influences many aspects of life, yet religious cognition remains under-explored within social psychology. We demonstrate that children and adults distinguish religious beliefs from facts (which have only one correct answer) and preferences (which do not) and that religious cognition appears similar to reasoning about other ideologies (e.g., morality).

F206

AGE: DISTURBINGLY UNDERSTUDIED, DISTINCTLY UNIVERSAL

Michael S. North[1], Susan T. Fiske[2]
[1]Columbia University, [2]Princeton University

Although age comprises groups that all living people eventually join, ageism perspectives focus on the oldest old. We show that people of any age are at risk for age bias – including the young. Empirically subtyping ageism underscores the importance of age, which remains understudied in social psychology.

F207

WE CAN'T, BUT THEY CAN: OUTGROUP LENIENCY FOR MORAL TRANSGRESSIONS

Simone Tang[1], Steven Shepherd[1], Aaron Kay[1]
[1]Duke University

Participants rate moral transgressions as more wrong when committed by ingroup (vs. outgroup) members, contradicting the social identity theory. We provide evidence that this is due to morality's role as social glue for groups, and rule out the alternative explanation that it is due to misunderstanding the outgroup's moral rules.

F208

LISTEN, FOLLOW ME: CHANGES IN VOCAL PITCH PREDICT LEADER EMERGENCE

Joey T. Cheng[1], Jessica L. Tracy[2], Simon Ho[2], Joseph Henrich[2]
[1]University of California, Berkeley, [2]University of British Columbia

Converging research suggests that individuals with lower vocal pitch are preferentially selected as leaders. Building on these findings, we examined within-person modulations in pitch during a 20-min face-to-face social interaction. Results showed that individuals whose pitch deepened emerged as influential leaders, whereas those whose pitch heightened emerged as followers.

F209

PHYSICAL CORRELATES OF STATUS AND LEADERSHIP: WHY SIZE (STILL) MATTERS

Nancy M. Blaker[1], Mark van Vugt[1]
[1]VU University, the Netherlands

An indicator of status in many species, including humans, is size. This research shows that cues of high status affect perceptions of height and muscularity, and vice versa. We find that type of status (dominance or prestige-based), gender, age, and context moderate the relationship between status and size.

F210

WHO GETS TO JOIN THE CLUB? HOW THE MORALITY OF PROSPECTIVE GROUP MEMBERS AFFECTS THEIR ACCEPTANCE IN OR EXCLUSION FROM THE GROUP.

Romy van der Lee[1], Naomi Ellemers [1], Daan Scheepers [1]
[1]Leiden University

What determines whether an individual will be accepted by, or excluded from, a group? In three experiments we demonstrate that an individual lacking morality arouses social identity threat and is therefore likely to be excluded, whereas the group is keen to accept a highly moral individual in the group.

F211

THE IMPORTANCE OF PERCEIVED TRUSTWORTHINESS IN INTER-GROUP REPRESENTATION

Colin Wayne Leach[1]
[1]University of Connecticut

Perceived trustworthiness is important in intergroup relations. Direct measures showed women and men to have divergent stereotypes of each group's trustworthiness that differ from their views of other characteristics (e.g., warmth, competence, strength). Indirect, "implicit," measures showed women's trustworthiness to be most associated with positive evaluation of their in-group.

Motivation/Goals

F212
FEAR OF MISSING OUT: PREVALENCE,DYNAMICS AND CONSEQUENCES OF FOMO

Mark Saffran[1], Richard Koestner[1]
[1]*McGill University*

Fear of Missing Out is a common experience discussed frequently in popular media; however, the phenomenon has thus far eluded scientific investigation. Ecological momentary assessment demonstrated that students frequently experience FOMO, with increased experiences of FOMO associated with various negative outcomes. Future directions into the study of FOMO are discussed.

F213
CONSTRUAL LEVEL THEORY AND PROCRASTINATION: ABSTRACT CONSTRUAL AND THE PRIORITIZATION OF SELF-CONTROL TASKS

Joshua J. Reynolds[1], Sean M. McCrea[1]
[1]*University of Wyoming*

According to construal level theory, abstract representations are associated with greater temporal distance, and thus increased procrastination. However, evidence demonstrates abstract construal facilitates self-control. The present work sought to resolve this apparent contradiction, showing abstract construal increases prioritization of difficult self-control tasks, at the cost of completing other tasks.

F214
MEANING IN LIFE AS BEHAVIOR JUSTIFICATION

Wyatt C. Anderson[1], Leonard L. Martin[1]
[1]*University of Georgia*

Participants recorded an attitude-inconsistent essay under free-choice or forced-choice conditions then rated life satisfaction and how much they searched for and experienced meaning in life. The more participants searched for meaning the less satisfied they were, but only following free choice. Meaning in life is a form of behavior justification.

F215
HOW DO STUDENTS MANAGE INTEREST WHILE LEARNING ONLINE THROUGH PATTERNS OF TIME?

Sungchoon Sinclair[1], Jonathan Butner[1], Carol Sansone[1], Joseph L. Zachary[1]
[1]*University of Utah*

The Self-Regulation of Motivation (SRM) Model suggests that goal attainment and interest are managed together. We examined temporal patterns over a 90-minute online lesson experiment. Switching behaviors between the lesson and off-task appeared to be beneficial for both interest management and performance whereas dwelling in assignment associated with worse performance.

F216
THE ROLE OF MOTIVATION TOWARD WORK AND ORGANIZATION IN PREDICTING ATTITUDINAL AND BEHAVIOURAL OUTCOMES: A STUDY WITHIN THE MILITARY.

Martin Yelle[1], Martin Lauzier[1]
[1]*Université du Québec en Outaouais*

Perceived organizational support and group cohesion are contextual antecedents of commitment, job satisfaction and retention. This study (N=1031) examines the mediating role of motivation on the relationship linking these antecedents to attitudinal and behavioral outcomes. Results indicate that contextual antecedents predict motivation which in turn predicts attitudinal and behavioral outcomes.

F217
PRIMING RIVAL TARGETS – EVEN WITHOUT MENTION OF COMPETITION – INCREASES EFFORT

David Andrew Reinhard[1], Ben Conerse[1]
[1]*University of Virginia*

Recent theorizing differentiates "rivals" (parties with a developed competitive relationship) from "competitors" (parties with incidentally negatively-linked goals), implying that rivals will invoke competition even without a competitive context. Supporting this, two studies find that the subjective degree of rivalry felt for a primed target predicts effort on a subsequent task.

F218
PSYCHOMETRIC PROPERTIES OF THE FUTURE TIME PERSPECTIVE SCALE

Sarah Marie Raposo[1], Corey Mackenzie[1], Julie Erickson[1]
[1]*University of Manitoba*

We evaluated the psychometric properties of the unpublished Future Time Perspective Scale (FTPS). The FTPS demonstrated strong internal and test-retest reliability with undergraduates and community-dwelling younger and older adults. Validity findings showed mixed support for socioemotional selectivity theory and with emerging research showing the emotional benefits of expanded time perspective.

F219
INCLUSIVENESS NEED STATE ACTIVATION, AUTOMATIC PREJUDICE, AND THE MODERATING ROLE OF SOCIAL DOMINANCE ORIENTATION

Kevin Lee Zabel[1], Michael A. Olson[1]
[1]*University of Tennessee*

We experimentally examined automatic prejudice as a potential consequence of activated inclusiveness needs (Zabel & Olson, 2012). Among individuals with available social dominance orientation (SDO) scores, we activated inclusiveness or differentiation needs and assessed prejudice. Expectedly, SDO positively predicted automatic prejudice among those with inclusiveness (but not differentiation) needs activated.

F220
THE ENDURING IMPACT OF POSITIVE AFFECT DURING EXPLICIT GOAL ADOPTION

Katherine Adams[1], Sarah Rodenkirch[1], Jordan Ludwig[1], Courtney Hittepole[1], R. Brian Giesler[1]
[1]*Butler University*

Participants who explicitly adopted a goal to perform well on a mental rotation task while in a positive affective state performed marginally better on the task a week later compared to those who had adopted the goal in a neutral state.

F221
REACTIVE APPROACH MOTIVATION FOR IRRATIONAL AND RATIONAL THOUGHT

Omri Avraham Arbiv[1], Eldar Eftekhari[1], Dmitrij Agroskin[1], Ian McGregor[1]
[1]*York University*

We tested the effect of an anxiety-inducing threat on rational behaviour. We found that threat alone did not make a difference in rationality, but its effect was moderated by an individual's efficacy. Under threat, individuals low on efficacy became more irrational, while individuals high on efficacy became more rational.

F222
FLOW – AN EXPERIMENTAL STUDY ON THE OPTIMAL EXPERIENCE

Jueyu Sherry Wu[1], Tim Wilson[1], Shigehiro Oishi[1]
[1]*University of Virginia*

Flow is a delicate state that depends on interactions between the environment and individual. We conduct a cross-cultural experiment in China and America using a specifically programmed game to explore task structure and individual differences in flow induction. Findings are discussed in the context of refining the existing flow theories.

F223

CALLING AND CAREER ATTITUDES: THE MEDIATING ROLE OF MASTERY-APPROACH GOAL ORIENTATION AND THE MODERATING ROLE OF INTRINSIC WORK VALUES.

Yeseul Jung[1], Ka Eun Kim[1]
[1]Yonsei University

This study examined the relationship between calling and career attitudes among undergraduate students. As a result, intrinsic work values moderated the relation of calling to career maturity. Additionally, mastery-approach goal orientation served as a partial mediator in the link between calling and both career maturity and career aspiration.

F224

JUST NOT WORTH MY TIME? EXPERIENCED DIFFICULTY AND TIME INVESTMENT

George C. Smith[1], Daphna Oyserman[1]
[1]University of Michigan

Students often devote insufficient time to schoolwork. We predict how difficulty in school is interpreted and the relative frequency of that interpretation matter for time investment. We show that students assigned to conditions implying they experienced difficulty as importance (impossibility) relatively more (less) than others invest more time on schoolwork.

F225

A JOURNEY OR A DESTINATION?: FRAMING EDUCATION AS AN EXPERIENCE OR A PRODUCT RELATES TO SATISFACTION AND BEHAVIORAL INTENTIONS

Maureen A. Mathews[1], Tammy Lowery Zacchilli[1], Lara Ault[1]
[1]Saint Leo University

Perceiving education as an experience was correlated to happiness with education and intentions to donate to and recommend a university. The experiential frame was also related to less desire to spend tuition money on other items. Perceiving education as a product was negatively correlated to donating money to the university.

F226

BRAND DEPENDENCE, TRUST, AND THE MOTIVATED AVOIDANCE OF NEGATIVE BRAND INFORMATION

Steven Shepherd[1], Gavan J. Fitzsimons[1], Tanya L. Chartrand[1]
[1]Duke University

Are people motivated to trust and avoid uncomfortable information about the products that they depend on? We draw from the motivated avoidance model (Shepherd & Kay, 2012) to show that brand dependence (e.g., limited options) leads to increased trust, which then predicts a desire to avoid threatening brand information.

F227

WHAT AM I DOING HERE? EXPLAINING NONCONSCIOUS GOAL PURSUIT BY CONFABULATION

Ana Paulina Gantman[1], Gabriele Oettingen[2], Peter M. Gollwitzer[3]
[1]New York University, [2]New York University, University of Hamburg, [3]New York University, University of Konstanz

Agents pursuing nonconscious goals are unaware of the reasons for their behavior. When seeing themselves acting without reason, they experience arousal and start confabulating explanations. Indeed, participants primed with the goal to be unforthcoming experienced arousal when acting this way to a trustworthy experimenter, and they claimed to be introverted.

F228

WHO'S TO BLAME? CAUSAL ATTRIBUTIONS OF THE ECONOMIC CRISIS AND PERSONAL CONTROL

Marcin Bukowski[1], Soledad de Lemus[2], Rosa Rodriguez Bailón[2], Guillermo B. Willis[2]
[1]Jagiellonian University, [2]University of Granada

In three studies we tested the prediction that in the context of the global economic crisis, making dispositional attributions of blaming other social groups can serve as a means to restore a threatened sense of personal control. The results supported this prediction. Implications of blame attributions use are discussed.

F229

GOAL AMBIVALENCE: ASSOCIATIONS WITH GOAL SELF-CONCORDANCE, MOTIVATION, AND WELL-BEING

Svenja Helen Koletzko[1], Veronika Brandstaetter[1]
[1]University of Zurich, Switzerland

Across three studies, we found a negative correlation between students' goal self-concordance and feelings of ambivalence toward their goals. In studies 2 and 3, goal ambivalence further mediated the effects of goal self-concordance on motivation and well-being. Theoretical implications are discussed.

F230

APPROACH MOTIVATION AND MEANING SEEKING: THE ALLURE OF ABSTRACTION

Eldar Eftekhari[1], Omri Avraham Arbiv[1], Alex Tran[1], Joe Hayes[1], Ian McGregor[1]
[1]York University

Experimentally manipulated abstract foci (spirituality, third person) strongly heightened approach motivation for high meaning-seekers, and muted it for low meaning-seekers. The reverse pattern emerged, but more weakly, for the concrete foci (power, compassion, relaxation). Results reveal how highly motivating abstractions can be, but only for high meaning seekers. (N=448).

F231

COMPETENCE OVER COMMUNION. IMPLICIT EVALUATION OF TRAITS DURING GOAL PURSUIT.

Marta Anna Roczniewska[1], Alina Kolańczyk[1]
[1]University of Social Sciences and Humanities, Sopot Campus, Poland

We tested whether goal activation changes automatic evaluations of agentic and communal traits. Attitudes were examined implicitly before and after task introduction. Goal activation led to increased liking of only agentic traits, which results from their functionality towards goal pursuit. In second study this was observed only for promotion-oriented group.

F232

FIGHT OR FLIGHT...OR FUN: A TRIPARTITE MODEL OF EXISTENTIAL CURIOSITY

Kristen M. Eyssell[1], Melanie Sanderson[1], Anthony Garove[1]
[1]University of Baltimore

The present study sought to clarify the motives underlying existential curiosity. We identified interest, defensive, and avoidant motives. Defensive scores correlated with death anxiety and hypersensitive narcissism. Avoidant motives only correlated with hypersensitive narcissism. Interest orientation modestly correlated with hypersensitive narcissism, but had a strong correlation with generativity.

F233

STUDENTS' RECOLLECTIONS OF THEIR MOTIVATING AND DEMOTIVATING TEACHERS: A SELF-DETERMINATION THEORY PERSPECTIVE ON STEM EDUCATION

Kaitlyn M. Werner[1], Christopher P. Niemiec[2]
[1]University of Victoria, [2]University of Rochester

Using the principles of self-determination theory, this research examined the factors that distinguish motivating from demotivating teachers of STEM courses. Results suggest motivating teachers (relative to demotivating teachers) were perceived to be more need supportive, which in turn predicted higher grades in STEM courses.

F234

PERCEPTION OF SEXUAL STIMULI INFLUENCES COGNITIVE TASK PERFORMANCE

Ali Imran[1], John Sakaluk[1], Omri Gillath[1]
[1]University of Kansas

Two studies investigated the effects of sexual stimuli on cognitive performance. When sexual stimuli were embedded in the task, performance was improved; however, when they were presented outside the task, performance was hampered. Thus, attention to sexual cues can facilitate or hurt performance depending on cue's integration within the task.

F235

THE CREATION AND VALIDATION OF A DEMONSTRATION-DEVELOPMENT ACHIEVEMENT GOAL QUESTIONNAIRE

Rachel M. Korn[1], Andrew J. Elliot[1]
[1]University of Rochester

The current research created a measurement tool for demonstration/development approach and avoidance goals. The questionnaire was tested using an online population and in an academic achievement setting. The results establish the grounding of the demonstration/development approach and avoidance goal concept and examine the predictive utility of the questionnaire.

F236

HOW INDEPENDENT ARE THE CORE SOCIAL MOTIVES?

Matthew Caswell Edmonds[1], Cynthia McPherson Frantz[1]
[1]Oberlin College

Belonging, control, trust, self-esteem and understanding are primary motivators of human behavior. Do decreases in fulfillment of one motive lead to decreases in fulfillment of others? Participants relived 5 different life events, and indicated motive fulfillment. Results suggest that while core social motives are related, they are experienced somewhat independently.

F237

A SITUATION IN WHICH EXPRESSING ONE'S SELF AS HIGHLY UNIQUE THROUGH ONE'S CHOICES ENHANCES MOTIVATION

Scott S. Trimble[1], Erika A. Patall[1], Ariana Crowther[1], Germine Awad[1]
[1]The University of Texas at Austin

This study investigated whether expressing one's self as highly unique from others through one's choices can provide motivational benefits. Results suggested that choosing provided people who were primed for a need for individuality the greatest benefits to motivation when they believed their choices were highly unique.

F238

DO ALL HUMANS USE THE INTERNET FOR THE SAME REASONS?

Ian Dennis Miller[1], Gerald Cupchik[1]
[1]University of Toronto

Do all humans use the Internet for the same reasons? Motivations for Internet engagement were assessed in 5 countries: Canada, Greece, Spain, United States, and China. The resulting 4 factors are stable between countries, but mean levels vary. Each country's 4-factor "signature" is rendered like a flower using a novel radial visualization method.

F239

THE DIFFERENTIAL RESPONSE OF AUTOTELICS TO EXTERNAL THREATS

Emily Ann Warren[1], Daniel Slyngstad[1]
[1]Claremont Graduate University

This study examines whether trait autotelism, the tendency to experience flow, moderates the effects of a failed goal. Results confirmed that highly autotelic individuals have higher positive affect, decreased need for goal attainment, and decreased willingness to harm oneself for goal attainment compared to low autotelics, but report lower agency and pathway thinking.

F240

NEED-BASED HEROISM: THE MOTIVATION TO CONSTRUCT HEROES DURING TIMES OF NEED

Scott Allison[1], George Goethals[1], Erin Layne[1]
[1]University of Richmond

Two experiments examined whether people are more likely to infer heroic traits (e.g., courage, strength, selflessness) in others when a hero is needed compared to when a hero is not needed. The results support the idea of "need-based heroism" — people's motivation to mentally construct heroes in emergency situations.

F241

"ONE'S COMPANY": THE BENEFITS OF AUTONOMOUS SOLITUDE

James N. Masciale[1], Peter A. Caprariello[2]
[1]Connected Psychology, LLC, [2]Stony Brook University

The present research examined whether autonomous self-regulation provides value to solitary experiences in the areas of self-reported authenticity, happiness, and competence. These hypotheses were supported, suggesting that autonomous solitude enhances well-being at levels similar to social experiences compared to controlled solitary experiences. Results are discussed with implications for personal growth.

F242

THE INFLUENCE OF REGULATORY MODES ON DESIRABILITY AND FEASIBILITY CONCERNS DURING GOAL PURSUIT

Allison Skapik[1], Edward Orehek[1]
[1]University of Pittsburgh

According to regulatory mode theory (Kruglanski et al., 2000), assessment reflects an orientation toward comparative thinking and critical evaluation of goals or means, and locomotion reflects an orientation toward movement. We found that locomotors valued desirability over feasibility concerns whereas assessors valued feasibility over desirability concerns during goal pursuit.

F243

THE RELATIONSHIP BETWEEN INTRINSIC/EXTRINSIC ACADEMIC MOTIVATION AND BURNOUT IN HISPANIC UNDERGRADUATE COLLEGE STUDENTS: A COMPARISON ACROSS CLASSIFICATION

Rebecka Maria de Lourdes English[1], Monica Munoz[1]
[1]Texas A & M International University

Burnout is a psychological syndrome based on one's relationship with work which consists of exhaustion, cynicism, and a sense of ineffectiveness on the job. Undergraduate student at TAMIU completed self-report measures of burnout, academic motivational orientation, and ethnic identity. Analyses showed increased trends in amotivation and burnout in Seniors.

F244

INTERPRETATIONS OF DIFFICULTY AT SCHOOL: THE MOTIVATIONAL IMPACT OF SEEING DIFFICULT TASKS AS IMPORTANT, NOT IMPOSSIBLE

Kristen Carter Elmore[1], Daphna Oyserman[1]
[1]University of Michigan

Identity-based motivation theory predicts that difficulty is energizing if interpreted as reflecting task importance rather than impossibility. Adolescents saw messages implying that difficulty means importance or impossibility before completing a difficult cognitive task. Disagreeing with a difficulty means impossibility message, or agreeing that difficulty means importance, improved student performance.

F245

AVOIDANCE DEPLETES, BUT APPROACH REPLETES SELF-CONTROL RESOURCES

Jordan S. Miller-Ziegler[1], Elliot T. Berkman[1]
[1]University of Oregon

How do approach and avoidance goals differ during real-world self-control? A 3-week experience sampling study assessed pursuit of

approach (personal projects) and avoidance (resistance of distractions and temptations) goals, as well as available self-control resources (handgrip endurance). Avoidance depleted subsequent resources, but contrary to a popular model, approach increased them.

F246
JUST-WORLD BELIEFS AND EXISTENTIAL THREAT: VICTIM DEROGATION AS MOTIVATED WORLDVIEW DEFENSE

Andrew G. Christy[1]
[1]*SUNY Geneseo*

The present study investigated the potential motivating role of mortality anxiety in derogatory reactions towards victims. Participants were primed with either mortality or pain, and evaluated an innocent victim, an anti-American target, or a control target. Individual differences in just-world beliefs, self-esteem, political attitudes, and structure needs were also examined.

F247
DO NOT IMAGINE FUTURE: REGULATORY MISFIT DEMOTIVATES HEALTHY BEHAVIOR.

Ilona Firdman[1], Ekaterina Tsvetkova[1], Malia Mason[1], Sheena Iyengar[1]
[1]*Columbia University*

We found that thinking about future could have a negative effect on healthy behavior. Comparing to the control group, the prevention-focused participants were discouraged from taking a screening test, if they imagined healthy future, while promotion-focused participants were discouraged from taking screening test, if they imagined having a disease.

F248
THE INFLUENCE OF DELAYED GRATIFICATION ON STATE-ANXIETY IS MODERATED BY TRAIT-IMPULSIVITY

Amy Maria Abajian[1], Steven Young[1]
[1]*Fairleigh Dickinson University*

Study examines whether delaying gratification can induce anxiety and how individual differences in impulsivity moderated reactions on delayed gratification. In three false-personality test conditions, Application of State Trait Anxiety Inventory and Barratt's Impulsiveness scale suggest anxiety is higher in delayed gratification conditions, and impulsivity is positively correlated with reported anxiety.

F249
PERCEIVED INSTRUMENTALITY OF SELF-CONTROL PREDICTS SELF-CONTROL PEFORMANCE

Jane Adair Klinger[1], Abigail A. Scholer[1], Chin Ming Hui[2], Daniel C. Molden[2]
[1]*University of Waterloo,* [2]*Northwestern University*

This study examined how chronic differences in self-control ability versus motivation predicted self-control performance. We assessed chronic self-control ability (trait self-control) as well as scales designed to assess beliefs about self-control efficacy, instrumentality, and value. Perceived instrumentality of self-control to life outcomes emerged as the strongest predictor of self-control performance.

F250
THE POWER OF YET: EFFECTS OF FUTURE-ORIENTED FEEDBACK ON MOTIVATION

Kyla Haimovitz[1], Dushiyanthini (Toni) Kenthirarajah[1], Carol S. Dweck[1], Gregory M. Walton[1]
[1]*Stanford University*

We examined how using the word "yet" in feedback could make salient the potential for improvement, thus increasing motivation and performance. Telling participants "Not Yet" after providing incorrect responses on a cognitive task increased their performance and persistence on the task compared to control participants, who received standard correction feedback.

F251
INVESTIGATING THE LIKES AND DISLIKES OF CURRENT EMPLOYEES AND THE IMPACT ON PERSONAL LIFE SATISFACTION

Kally Lea Bonner[1], Kerry Kleyman[1]
[1]*Metropolitain State University*

The current study investigates whether vocational interests align with people's current position and how this affects life satisfaction. The results illustrate the importance of vocational interests and show that people should work in a job that aligns with their vocational interests to have greater life satisfaction.

F252
MOTIVATIONAL DISPOSITIONS PREDICT POTENTIAL SITUATIONAL NEED SATISFACTION

Michael Prentice[1], Tim Kasser[2], Kennon Sheldon[1]
[1]*University of Missouri,* [2]*Knox College*

We examined if people's values predict whether their situations hold promise for satisfying basic psychological needs. Participants completed measures of intrinsic and extrinsic values and the Riverside Situational Q-Sort. Intrinsic pursuits positively predicted and extrinsic pursuits negatively predicted the extent to which participants described being in potentially need satisfying situations.

F253
THE EFFECT OF REGULATORY FOCUS AND LOCUS OF CONTROL ON EFFORT

Jennifer Pattershall[1], Scott Eidelman[2]
[1]*Missouri University of Science and Technology,* [2]*University of Arkansas*

One study demonstrated an interaction between regulatory focus and locus of control on effort during an anagram task. For participants with a promotion focus, an external locus of control predicted greater effort. In contrast, for participants with a prevention focus, and internal locus of control predicted greater effort.

F254
WHAT CAUSES ATTENTION SHIFTS IN MANAGERIAL GOAL ADJUSTMENT?

Daniela Blettner[1]
[1]*Simon Fraser University*

In response to feedback, managers' attention may shift among several reference points: their own prior goals, their own performance, rival companies' performance, and the best-in-industry performance. In our study, we show that managers' regulatory focus and narcissism are related to attention shifts in goal adjustment.

F255
EXPLORING LEARNING GOAL ORIENTATION

Gallayanee Yaoyuneyong[1], Daniela Blettner[2]
[1]*University of Southern Mississippi,* [2]*Simon Fraser University*

This study utilizes two consecutive surveys to examine the relationship between LGO and personal goal setting. LGO was negatively associated with goal achievement, whereas Performance Goal Orientation (PGO) was positively associated with goal achievement. LGO was further negatively related to confidence in goal achievement, self-efficacy, and promotion focus.

F256
WHEN QUITTERS DON'T QUITE QUIT: PUTTING LAY THEORIES INTO CONTEXT

Patricia Chen[1], Norbert Schwarz[1], Phoebe C. Ellsworth[1]
[1]*University of Michigan, Ann Arbor*

Under difficulty, standard findings show that entity theorists tend to persist less and quit more than incremental theorists when asked to choose between these restricted choice alternatives. Our 4 studies show that these differences are eliminated when the choices available extend beyond this dichotomy to include problem switching.

F257
SELF-RESPECT AND CONSIDERATE PURSUIT OF PERSONAL GOALS

Madoka Kumashiro[1], Michael Coolsen[2], Laura Patrick[1]
[1]Goldsmiths, University of London, [2]Shippensburg University

Self-respect, a component of self-esteem which rests on high moral integrity, has been previously associated with pro-relationship motives. Finding from 3 multi-method studies showed that self-respect, rather than general self-esteem, was associated with behaving in a considerate manner towards romantic partners in pursuing challenging long-term goals.

F258
SWEETENERS, SCARCITY, AND FOOD REGULATION: COULD YOUR DIET DRINK BE MAKING YOU EAT MORE?

Sarah E. Hill[1], Amanda Morin[1], Marjorie Prokosch[1], Christopher Rodeheffer[1]
[1]Texas Christian University

Participants were randomly assigned to drink either a sugar-sweetened beverage, an unsweetened beverage, or an artificially-sweetened beverage. We then measured: response latencies to the names of high-calorie and low-calorie food items (Experiment 1), consumer product preferences (Experiment 2) and actual food consumption (Experiment 3).

F259
MODELING GOAL COMMITMENT

Darshon Anderson[1]
[1]University of Central Arkansas

Constructs of relationship commitment between individuals were used to elucidate individual differences in goal commitment. Study 1 used structural equation modeling to demonstrate evidence for satisfaction's, investments', and alternatives' collective impact on goal commitment. Study 2 manipulated model components. Both studies supported high goal commitment when satisfaction and investments were high and low alternatives.

F260
GOAL DISRUPTION THEORY: REPLICATION AND EXTENSION

Mario Antonio Navarro[1], Lindsay Handren[1]
[1]Claremont Graduate University

Goal disruption theory suggests that adaptive responses occur as a result of an unexpected goal violation, compared to an expected frustration. Three studies, using 3 different stimuli, revealed the role that unexpected goal violations had on the adaptive changes of personal need for structure, creativity, and purposive harm endurance.

F261
GOAL DISRUPTION THEORY: APPLIED IMPLICATIONS

Benjamin D. Rosenberg[1], Elena Athena Lyrintzis[1]
[1]Claremont Graduate University

Two studies illustrate the utility of goal disruption theory to explain seemingly irrational behavior. Using 2 different manipulations, we illuminate the path from experiencing an unexpected violation to psychological disequilibrium, to purposive harm endurance, which predicted increased intentions to use prescription drugs, as well as favorable evaluations of the drug.

F262
VALUE CONTENT AND STRUCTURE IN AN AFRICAN-AMERICAN STUDENT SAMPLE

Janel Monique Gill[1], Angela P. Cole[1]
[1]Howard University

An empirical examination of Schwartz's value theory was conducted in an African-American student sample. Theory-based multidimensional scaling produced a highly interpretable solution consistent with Schwartz's theory. Values emerged and relations among values were as hypothesized, with few exceptions. These exceptions and cultural complexities inherent in values research will be discussed.

Physical Health

F263
NEGATIVE CARDIOVASCULAR RESPONSE TO WEIGHT SALIENCE DURING EXERCISE

Jessica Cornick[1], James Blascovich[1]
[1]University of California, Santa Barbara

This study assessed consequences of exercise in a stressful environment for individuals who perceive being above ideal weight when weight was made salient. Controlling for BMI and baseline physiological values, weight salience significantly increased cardiovascular threat reactivity, decreased self-efficacy for exercise, and decreased intention to exercise at a demanding level.

F264
INDIVIDUAL DIFFERENCES IN MAMMOGRAM COMPLIANCE: A DECISION-TREE APPROACH

Celia K. Naivar Sen[1], G. Tarcan Kumkale[1]
[1]Koc University

The goal of this study was to explore personality-related antecedents of mammogram compliance in a nationally-representative sample of women (N = 1255; MIDUS). Specifically, we used decision-tree algorithms to identify complex interactions among attributes such as time-orientation, neuroticism, and conscientiousness and constructed profiles that can be easily applied by practitioners.

F265
APPLYING THE SITUATIONAL CONSTRUAL MODEL TO HEALTHCARE EXPERIENCES

Patrick Morse[1], Kate Sweeny[1]
[1]University of California, Riverside

By adapting the Situational Construal Model, the present study explored relationships between patient characteristics, characteristics of a healthcare experience, and post-visit outcomes. With few exceptions, psychological properties of a healthcare visit mediated the relationships between trait-like patient characteristics and important healthcare visit outcomes, including adherence intentions and satisfaction.

F266
THE INFLUENCE OF MINDFULNESS ON THE RECALL OF PHYSICAL SYMPTOMS

Ryan E. O'Loughlin[1], James W. Fryer[2]
[1]Nazareth College, [2]State University of New York at Potsdam

The current study investigated the influence of mindfulness in the recollection of physical symptoms. Variability in daily reports of symptoms significantly predicted subsequent retrospective reports of symptoms only for participants low (vs. high) in mindfulness. Highly mindful individuals may look beyond fluctuations of symptoms when assessing their prior physical well-being.

F267
PERCEIVED HIV RISK WITHIN AN LGB POPULATION

Randal D. Brown[1], Dana A. Weiser[2], Daniel J. Weigel[1]
[1]University of Nevada, Reno, [2]Texas Tech University

Perceived susceptibility may be a protective factor against HIV transmission. Data from 150 LGB individuals indicated that gay and bisexual men perceive their risk of HIV contraction as higher than that of heterosexual men and women, suggesting that risk perceptions are critical to increased efficacy of future HIV prevention initiatives.

F268

THE RELATION BETWEEN SOCIAL SUPPORT AND SMOKING CESSATION: USING AN OLD MEASURE IN A NEW WAY TO IMPROVE PREDICTION

Rachel J. Burns[1], Alexander J. Rothman[1], Steven S. Fu[2], Bruce Lindgren[1], Anne M. Joseph[1]

[1]University of Minnesota Twin Cities, [2]University of Minnesota Twin Cities & Minneapolis VA Center for Chronic Disease Outcomes Research

Past findings regarding the type of social support that best predicts smoking cessation are mixed. We explored the possibility that more nuanced distinctions between items on a common support measure could improve prediction. Four factors emerged from a factor analysis. Emergent factors predicted cessation; the two customary subscales did not.

F269

IT WORKED FOR THEM, WHY NOT ME? SOCIAL COMPARISON AND COGNITIVE PERFORMANCE IN A PLACEBO PARADIGM

Lindsay R. Roberts[1], Jason P. Rose[1], Andrew Geers[1]

[1]University of Toledo

We examined how social information impacts performance in a placebo context. Participants told that a high percentage of their peers had improved after consuming a sham energy drink outperformed low-percentage and pure placebo conditions, indicating that placebo responding is enhanced when participants believe that most others experience a given outcome.

F270

EXAMINING DRINKING TO COPE USING MULTILEVEL FIXED-INTERVAL AND DISCRETE-TIME HAZARD MODELS

Ross E. O'Hara[1], Stephen Armeli[2], Howard Tennen[1]

[1]University of Connecticut Health Center, [2]Fairleigh Dickinson University

We used multilevel fixed-interval and discrete-time hazard models to examine drinking to cope (DTC) among college students. Results showed that daily negative mood predicted daily drinking, but few interactions emerged between daily/weekly mood and global DTC motivation. Findings suggest event-level DTC motives may be more appropriate for studying daily drinking.

F271

ILLNESS PROTOTYPES: MEASURING PERCEPTIONS OF OTHERS' WHO HAVE SKIN CANCER, HPV, AND TYPE II DIABETES

Amy E. Houlihan[1], Meaghan Vassaur[1], Elizabeth L. McKinney[1], Isabel P. Oliver[1], Alicia Wintermute[1]

[1]Texas A&M University - Corpus Christi

A measure was created to assess people's perceptions of others who have particular illnesses ("illness prototypes"). Participants rated the type of person who has skin cancer, HPV, and type II diabetes on 14 characteristics. Illness prototypes were correlated with measures of perceived vulnerability but not with measures of illness representations.

F272

RELIGIOUS CERTAINTY AND HEALTH

Tammy J. Core [1], Jessica L. Alquist[1], Roy F. Baumeister[2]

[1]Texas Tech University, [2]Florida State University

This study was designed to test the hypothesis that certainty plays an important role in the relationship between religion and health. Even when controlling for the content of people's religious (or nonreligious) beliefs, we found that certainty about those beliefs was a significant predictor of good physical and mental health.

F273

SOUNDS DELICIOUS: THE EFFECTS OF NOSTALGIC MUSIC ON INCREASED FOOD CONSUMPTION IN OLDER ADULTS

Theresa Bren Skaar[1], Kerry S. Kleyman[1]

[1]Metropolitan State University

In the current study, the influence of music on food consumption was investigated. It was hypothesized that music from the participants' younger days would increase food intake. It was found that nostalgic music increased food consumption, suggesting that playing generation-specific music during dining may increase food consumption in older adults.

F274

MINDFULNESS MODERATES RACE-RELATED STRESS' NEGATIVE IMPACT ON BINGE EATING AMONG AFRICAN AMERICAN COLLEGE STUDENTS

Lloyd R. Sloan[1], Veronica Y. Womack[2]

[1]Howard University, [2]Northwestern University Feinberg School of Medicine

African American college students (110) completed measures of race-related stress, mindfulness, and binge eating. High race-related stress predicted high binge eating. Mindfulness moderated this relationship, revealing lower binge eating by low race stress, high mindful, individuals. These findings suggest further assessment of mindfulness' association with contextual stressors among African Americans.

F275

CANNABIS AND THE CLASSROOM: THE NEGATIVE EFFECT OF CANNABIS USE ON COLLEGE PERFORMANCE

Holly R. Gerber[1], Erika A. Henry[1], Tiffany A. Ito[1]

[1]University of Colorado

The current study assessed the relationship between cannabis use and college performance in a longitudinal study. Results show that both greater cannabis use and younger age of cannabis initiation were associated with lower GPAs. Furthermore, increases in cannabis use significantly predicted lower GPAs, even when controlling for baseline GPA.

F276

THE EFFECTS OF BOTH TESTING INTENTIONS AND RESULTS ON PERCEPTIONS OF MORALITY

Cynthia Gangi[1], Susan Lorena Snodgrass[1]

[1]University of Tampa

The intention to get tested for stigmatized diseases has been linked with immorality. Since intentions are only one component of the testing process, the current research examined the additional impact of test results on perceptions. We found that favorable results can exonerate the test-taker and potentially reverse the stigma.

F277

SEDENTARY BEHAVIOR IN LATE LIFE: CAUSAL ATTRIBUTIONS FOR INACTIVITY

Judith G. Chipperfield[1], Patti C. Parker[1], Jeremy M. Hamm[1], Raymond P. Perry[1], Steve Hladkyj[1], Josef M. Bader[1], Megan I. Campbell[1]

[1]University of Manitoba

Our findings imply that sedentary behavior can be exacerbated by the attributions one makes for the cause of their inactivity. We showed that an internal, uncontrollable attribution (lack of ability) predicted physical inactivity, which is consistent with attribution theory that would suggest this mindset should erode the responsibility to be more active.

F278

LIVING WITH ARTHRITIS: EFFECTS OF ROMANTIC PARTNERS' BELIEFS IN PATIENTS' EFFICACY ON HEALTH AND WELL-BEING

Judith Gere[1], Lynn M. Martire[2]

[1]Kent State University, [2]Penn State University

We examined whether spouses' beliefs in knee osteoarthritis patients' disease-management efficacy is associated with patients' health concurrently and longitudinally in a sample of 152 couples. Couples completed 3 assessments over 18 months. Spouses' beliefs in patients' efficacy predicted improvements in patients' health and well-being over 6 months, beyond patients' self-efficacy.

F279

WITH OTHERS OR ALONE? INDIVIDUAL DIFFERENCES AMONG YOUTHS IN THE CONTEXT OF SMOKING LAPSES

Megan E. Roberts[1], Suzanne M. Colby[1], Chad J. Gwaltney[1]
[1]Brown University

Ecological momentary assessment (EMA) was used to follow adolescents (aged 14-18) attempting to quit cigarettes. Results indicated that 93% of the youths had at least one lapse. Individual differences in adolescents' vulnerability to lapsing in social vs. non-social contexts demonstrated predictive utility.

F280

DEVELPMENT OF A DENTAL ATTITUDE, SUBJECTIVE BELIEFS, AND BEHAVIORAL CONTROL ASSESSMENT: A TEST OF THE THEORY OF PLANNED BEHAVIOR

Savitri Devi Ally[1], Kerry S. Kleyman[1]
[1]Metropolitan State University

Dental neglect has been proven to affect the quality of one's life. A new instrument was developed to assess one's attitude, subjective, and perceived control as it relates to dental care. Results demonstrated that participants who had a more positive attitude, beliefs, and control were more likely to receive dental care.

F281

ORGANIZATIONAL TESTOSTERONE, COMPETITIVENESS AND HEALTH

Jennifer Guinn Sellers[1]
[1]Green Mountain College

While social status is correlated with optimal health, animal research suggests this only holds for stable hierarchies. The hypothesis that people with a low 2D:4D ratio, a marker of status striving, would be more likely to experience poor health outcomes if they are regularly involved in competition was supported.

F282

GENDER AND THE COGNITIVE MEDIATION MODEL OF SEXUAL DECISION-MAKING: ALCOHOL INFLUENCES MEN AND WOMEN'S UNPROTECTED SEX INTENTIONS DURING SOCIAL INTERACTIONS IN THE LABORATORY

Meghan A. Crabtree[1], Tina Zawacki[1], Natalia Garcia[1], Monica Yndo[1], Andrea Fernandez[1], Brian Green[1], Marco Mar[1]
[1]University of Texas at San Antonio

The Cognitive Mediation Model (CMM; Norris, Masters, & Zawacki, 2004) explicates alcohol's influence on risk-related sexual decisions via cognitive appraisals. This experiment examined alcohol's influence on men and women's HIV-relevant decisions during a live social interaction. Results support including gender as a predictor in the CMM and hold intervention implications.

F283

CORRELATES OF MISCLASSIFICATION OF CHILDREN'S WEIGHT STATUS IN LOW-INCOME CAREGIVERS

Jenny Reichert[1], Madeleine Sigman-Grant[1], Jenna Hayes[1]
[1]University of Nevada, Reno

Interventions targeting child obesity rely on mothers' ability to correctly classify their children's weight. This study examined perceptions of children's weight in low income mothers (n = 432) of young children. Only 56.5% correctly classified their children's weight, and mothers' perceptions were unrelated ($p > .05$) to their children's BMI.

F284

THE EFFECTS OF IMPLICIT ANXIETY ON THE PERFORMANCE OF SKIN SELF-EXAMINATIONS

R. Shane Westfall[1], Murray Millar[1]
[1]University of Nevada, Las Vegas

This study examined the ability of implicit anxiety to predict performance on skin self-examinations. It was hypothesized that implicit anxiety would contribute to models beyond the contributions of variables suggested by social-cognitive models of health behavior. As expected, behavior was better predicted when implicit anxiety was added to the models.

F285

ANXIETY AND FITNESS BELIEFS: THE ROLE OF WEIGHT BIAS INTERNALIZATION

Valerie Douglas[1], Marlene Williams[1], Sarah Savoy[1]
[1]Stephen F. Austin State University

We examined weight bias internalization as a moderator of the relation between weight stigmatization and adjustment. Weight stigmatization positively correlated with anxiety, but only among those who internalized. Weight stigmatization also predicted shame and those who experienced high levels of shame were significantly less likely to endorse exercise benefits.

F286

SOCIOCULTURAL INFLUENCES IN THE SELECTION OF DIAGNOSTIC ACTS IN HEALTH SCREENING

Rob Adelman[1], Virginia Kwan[1]
[1]Arizona State University

This research examines how sociocultural factors and diagnostic contingencies jointly influence individuals' health decisions and behavior. Compared to high SES individuals, low SES participants were more likely to alter their behavior in such a way to indicate a favorable and desirable health state, suggesting a greater prevalence of deception processes.

F287

TESTING COMPETING PREDICTIONS FROM THE HEALTH BELIEF MODEL AND THE THEORY OF PLANNED BEHAVIOR ON FLU VACCINE INTENTIONS

Austin S. Baldwin[1], Sean M. Potter[1]
[1]Southern Methodist University

Participants (N=200) were randomized to a 2 (susceptibility: high, low) X 2 (severity: high, low) experiment to test competing predictions about whether perceived susceptibility and severity have independent main effects on flu vaccine intentions (Health Belief Model) or an interactive effect (Theory of Planned Behavior). Results support the HBM's prediction.

F288

MECHANISMS OF STIGMA AND PROMOTION OF HEALTHY WEIGHT STATUS

Sarah Savoy[1], Marlene Williams[1], Valerie Douglas[1]
[1]Stephen F. Austin State University

We examined stigma consciousness and health motivation as a function of framing. Overweight individuals presented with benefits messages were less motivated to lose weight than those who viewed risk messages and controls. While framing did not impact stigma consciousness, risk framing was associated with higher reports of feeling disgraced.

F289

SELF-EXPANSION DURING A BEHAVIORAL WEIGHT LOSS INTERVENTION IS ASSOCIATED WITH BETTER OBJECTIVE ADHERENCE AND OUTCOMES.

Xiaomeng (Mona) Xu[1], Tricia M. Leahey[2], Katherine Boguszewski[3], Katie Krupel[4], Kimberly A. Kent[4], Rena R. Wing[2]
[1]Idaho State University, [2]Warren Alpert Medical School of Brown University and The Miriam Hospital, [3]University of Virginia, [4]The Miriam Hospital

Do not want to be considered for Data Blitz.

F290

PARTNER SUPPORT FOR SELF-EXPANSION PREDICTS POSITIVE CHANGES IN HEALTH DURING THE TRANSITION TO RETIREMENT

Jennifer M. Tomlinson[1], Brooke C. Feeney[2]
[1]Colgate University, [2]Carnegie Mellon University

not eligible for data blitz

F291

SELF-EXPANSION IN COUPLES' DAILY LIVES: THE IMPORTANCE OF PHYSICAL ACTIVITY

James M. Graham[1]
[1]Western Washington University

not eligible for data blitz

F292

PSYCHOLOGICAL WELL-BEING AND METABOLIC SYNDROME: CROSS-SECTIONAL FINDINGS FROM THE MIDUS NATIONAL SAMPLE

Jennifer Boylan[1], Carol Ryff[1]
[1]University of Wisconsin, Madison

More than one-third of the MIDUS cohort met criteria for metabolic syndrome, a clustering of cardiovascular risk factors. However, personal growth, life satisfaction, and positive affect predicted significantly lower rates of metabolic syndrome, and these relationships remained significant after controlling for key demographic factors, health status, and health behaviors.

F293

BEYOND POPULATION-LEVEL OUTCOMES: HOW UNDERSTANDING THE DIVERSITY OF RESPONDENTS CAN PROVIDE INFORMATION ABOUT HEALTH MESSAGE EFFICACY

Steven Tompson[1], Emily B. Falk[2], Matthew Brook O'Donnell[2], Larry An[1], Shinobu Kitayama[1]
[1]University of Michigan, [2]University of Pennsylvania

Previous research has found that fMRI can be a powerful tool to examine population-level responses to health messages. In this study, we found that MPFC activity for negative (relative to positive) anti-smoking messages is moderated by SES. We believe this research can aid the design of more effective health messages.

F294

THE SOCIAL PSYCHOLOGY LINKING NEURAL SIGNALS TO POPULATION LEVEL BEHAVIORS

Emily B. Falk[1], Steve Tompson[2], Matthew Brook O'Donnell[1], Rich Gonzalez[2], Sonya Dal Cin[2], Vic Strecher[2], Larry An[2]
[1]University of Pennsylvania, [2]University of Michigan

What can social psychology and neuroscience tell us about successful social influence? We manipulated self-affirmation and message variables and examined neural responses to health communications. We link this activity to subsequent physical activity and smoking behavior to elucidate social psychological mechanisms linking neural activity to individual and population level outcomes.

F295

INDOOR AIR QUALITY AND HEALTH: HOW CAN SOCIAL AND PERSONALITY PSYCHOLOGISTS HELP?

Lindsay Taylor Graham[1], Samuel D. Gosling[2], Richard L. Corsi[2]
[1]The University of Texas at Austin, [2]University of Texas at Austin

The products and behaviors that people introduce into their indoor environments pose significant health risks (e.g., allergies, asthma, cancer) in the form of air pollutants. Here we present two studies illustrating the links between personality, choices, and behaviors in indoor spaces, and the subsequent health risks that emerge.

F296

AUTOMATIC ATTITUDES PREDICT HEALTH DECISION MAKING AND BEHAVIOR

Jennifer Howell[1], Kate Ratliff[1], James Shepperd[1]
[1]University of Florida

Although psychologists have long recognized the influence of automatic/implicit attitudes on behavior, these attitudes receive little attention in the health behavior literature. Using evidence from several studies, we suggest that automatic attitudes can predict health decision-making and behavior in addition to, and often better than, traditional self-reported health attitudes.

F297

SOMETHING'S GOTTA GIVE: PSYCHOLOGICAL AND PHYSICAL HEALTH CORRELATES OF THE DARK TRIAD

Peter K. Jonason[1]
[1]University of Western Sydney

Using a sample of over 3,413 participants we examined whether individuals high in Dark Triad personality traits (i.e., psychopathy, narcissism, and Machiavellianism) experience health deficits. Confirming our hypothesis, those individuals high in the dark triad were more likely to report poorer mental and physical health.

Politics

F298

SAVING FACE: LANGUAGE, IDENTITY AND REACTIONS TO POLITICAL SCANDAL

Pierce D. Ekstrom[1], Marti Hope Gonzales[1], Allison L. Williams[1]
[1]University of Minnesota

Building on social identity and impression management theories, we examined the verbal strategies with which politicians extricate themselves from public scandal. Results suggest that politicians who unapologetically stand by their actions will fare especially well: This contentious strategy preserves the esteem of the party and therefore appeals to co-partisans.

F299

SLIPPAGE IN TOLERANCE AND OPEN-MINDEDNESS: DOMAIN SPECIFICITY AS A MODERATOR

Erika Dawn Price[1], Chase Wilson[1], Victor Ottati[1], Soyeon Kim[1]
[1]Loyola University Chicago

The present studies examine slippage in tolerance and open-mindedness as a function of domain specificity. Results indicate that people are generally more tolerance and open-minded when given abstract scenarios than when given specific scenarios or domains, even if the scenarios or domains themselves are not contentious or negative.

F300

WHAT PEOPLE THINK ABOUT TORTURE: TORTURE IS INHERENTLY BAD…UNLESS IT CAN SAVE SOMEONE I LOVE

Shannon Christine Houck[1], Meredith Repke[1], Lucian Gideon Conway, III[1]
[1]University of Montana

People's perceptions of torture usage were examined across hypothetical crisis scenarios that varied in their degree of personal closeness to the potential victims. Results from two studies suggested that people were more considerably more likely to support torture in applied, personally-relevant scenarios compared to psychologically distant scenarios involving unknown victims.

F301

EVERY HEART BEATS TRUE, FOR THE RED, WHITE, AND BLUE: NATIONAL IDENTITY PREDICTS VOTER SUPPORT

Debbie Ma[1], Thierry Devos[2]
[1]California State University - Northridge, [2]San Diego State University

Two studies examined factors contributing to voters' support and voting intention in the context of the 2012 U.S. Presidential election. Results demonstrated the predictive utility of perceptions of national identity and attitudes toward candidates (but not general racial categories) in predicting voters' support over and above political affiliation.

F302

WHY DO PEOPLE FAVOR POLITICAL INCUMBENTS? EVIDENCE OF HEURISTIC PROCESSING.

Joanna K. Zuercher[1], Scott Eidelman[1], John C. Blanchar[1]
[1]*University of Arkansas*

Why do people favor political incumbents? We compared two psychological explanations, one based on heuristic processing and the other system justification theory. Participants evaluated candidates for city council; incumbency and relevance of the election were manipulated. Incumbency effects were stronger when relevance was low, supporting the heuristic processing account.

F303

POLICIES RESULTING IN GAINS AND LOSSES EVOKE DIFFERENT TYPES OF THINKING AND EVALUATIONS

Stacey Marie Rieck[1], Anita Kim[1]
[1]*Texas A&M University*

We found evidence that a policy entailing a loss elicited lower construal thinking than a comparable policy entailing a gain. Evaluations of the loss-related policy were influenced by self-interested and value-oriented thinking, while only value-oriented thinking influenced the gain-related policy. Symbolic politics, construal level theory, and prospect theory are discussed.

F304

TESTING A NEW THEORETICAL MODEL OF POLITICAL ORIENTATION: FINDINGS BEYOND THE SIMPLE LIBERAL-CONSERVATIVE DIVISION

Maria Sandgren[1], Girts Dimdins[2], Henry Montgomery[3]
[1]*Södertörn University,* [2]*University of Latvia,* [3]*Stockholm University*

To explain individual political orientation, we propose and successfully test a theoretical model where two primary dimensions of acceptance vs. avoidance of uncertainty, and tough mindedness vs. empathy are combined resulting in the secondary dimensions of high vs. low system justification, and high vs. low dependence on others.

F305

WHAT REALLY UNDERLIES EMOTIONAL BIAS AMONG CONSERVATIVES? NEGATIVE VALENCE OR AROUSAL?: AN EVENT RELATED POTENTIALS STUDY

Shona M. Tritt[1], Jordan B. Peterson[1], Elizabeth Page-Gould[1], Michael Inzlicht[1]
[1]*University of Toronto*

We used event related potentials (ERPs) to explore the relationship between political orientation and physiological sensitivity to photographic stimuli that differed in terms of arousal and valence. Arousal, but not valence, interacted with political orientation to predict ERP responses. Arousal rather than negative valence may underlie emotional biases among conservatives.

F306

THE RELATIONSHIP BETWEEN RESISTANCE TO CHANGE AND OPPOSITION TO EQUALITY AT POLITICAL AND PERSONAL LEVELS

Irmak Olcaysoy Okten[1], S. Adil Saribay[2]
[1]*Lehigh University,* [2]*Bogazici University*

Resistance to change and opposition to equality in society are claimed to be two culture-free dimensions of political conservatism. We provide evidence that they underlie conservatism in Turkey. We also measured these dimensions at the personal (non-political) level. These dimensions are interrelated across the personal and political levels.

F307

REVISITING STEUBENVILLE: HOW POLITICAL IDEOLOGY AFFECTS PERCEPTIONS OF RAPE SURVIVORS

Jarryd Willis[1], Aliza DeNobrega[1]
[1]*UT-Arlington*

We investigated how perceptions of rape survivors differ based on politics, sex, and survivors' handling of a potential pregnancy. We found that Republicans were more critical of survivors who had abortions & Democrats more supportive of survivors using Plan-B One-Step. This study demonstrates how politics influences perceptions of rape survivors.

F308

FIRST IMPRESSIONS AND SECOND THOUGHTS: THE ROLE OF PROCESSING EFFORT AND POLITICAL ORIENTATION IN SOCIAL JUDGMENTS

Matthew A. Sanders[1], Evan Balkcom[2], Leonard L. Martin[2]
[1]*University of Oklahoma,* [2]*University of Georgia*

Two studies tested the role of processing effort and political orientation in social judgments. In study 1, participants making judgments about providing for others showed ideological differences when responding quickly, but not carefully. In study 2, participants making moral decisions showed ideological differences in responding carefully, but not quickly.

F309

THE NOT-SO-FEARFUL CONSERVATIVE: HOW LOCUS OF CONTROL INFLUENCES POLITICAL IDEOLOGY

Dylan Wiwad[1], Craig W. Blatz[2]
[1]*Simon Fraser University,* [2]*Grant MacEwan University*

How does need for control influence political beliefs? Consistent with past research, we found that more external locus of control was associated with more conservative social beliefs, but, contrary to this literature, with less conservative economic beliefs. Our findings suggest the ideology/control relationship is more nuanced than typically considered.

F310

GOOD WEATHER AND GUILT: PROTESTANT WORK ETHIC AND BELIEFS ABOUT UNCONTROLLABLE REWARDS

Laura D. Van Berkel[1], Christian S. Crandall[1]
[1]*University of Kansas*

We investigated Protestant Work Ethic (PWE) and beliefs about uncontrollable circumstances: the weather. Participants reported PWE and weather expectations after a mild (2012) or harsh (2013) winter. In 2012, people high in PWE expected a punishing summer; in 2013, PWE did not predict weather expectations.

F311

POLITICAL ORIENTATION AND NUMERICAL ESTIMATIONS OF POLITICAL ISSUES: THE ROLE OF NUMERICAL ANCHORS AND COGNITIVE LOAD

Asha Ganesan[1], Helen C. Harton[1]
[1]*University of Northern Iowa*

This study applied numerical anchors and cognitive load to politically-relevant numerical estimations, (e.g., percentage of American households with a gun) against high or low anchors. Overall, participants gave higher estimations when exposed to high anchors. Political orientation and cognitive load affected estimations for certain political issues.

F312

IDEOLOGICAL AND STRUCTURAL FACTORS IN COLLECTIVE POLITICAL ACTION

Elliot Weiner[1]
[1]*University of Minnesota*

This research assesses predictors of collective political action in a cross-national comparative context. Both country-level structural factors and individual ideological factors are addressed. These analyses elucidate the ways in which the relationship between ideology and support for political action varies as a function of social context.

F313

PREFERENCE FOR MEANING MEDIATES THE RELATIONSHIP BETWEEN PERSONALITY AND POLITICAL ORIENTATION

Xiaowen Xu[1], Jason E. Plaks[1]
[1]*University of Toronto*

Participants (N = 402) rated paintings depicting either meaningful or meaning-violating scenes and completed measures of personality and political orientation. Lower Conscientiousness and higher Openness to Experience both predicted political liberalism. These relationships were mediated by preference for meaning.

F314

CONFLICTING REACTIONS TO CONFLICT IN POLITICS

Emily Sydnor[1]
[1]*University of Virginia*

Using three online surveys, I examine the relationship between conflict orientation, personality, and political engagement. I find that personality and demographic characteristics affect one's likelihood of being conflict approaching versus conflict avoidant. This individual difference, in turn, shapes the level of engagement one has in political activities outside of voting.

F315

ARTICULATING IDEOLOGY: AN ANALYSIS OF HOW DEMOCRATS AND REPUBLICANS JUSTIFY THEIR POLITICAL AFFILIATIONS

Bradley Michael Okdie[1], Daniel M. Rempala[2], Kilian J. Garvey[3]
[1]*The Ohio State University at Newark,* [2]*University of Hawaii at Monoa,* [3]*The University of Louisiana-Monroe*

We investigated whether individuals' motivations for their political affiliation are accessible. Analyses indicated Conservative-Republicans showed greater resistance to change and threat sensitivity indicating the accessibility of these motivations. These results support the idea that Conservative-Republicans are strongly motivated by a resistance to change, and this motivation is fairly overt.

F316

WHEN WAR JOURNALISM DIVIDES US: NEWS FRAMING OF CYBER-ATTACKS, FEAR, AND POLICY SUPPORT AMONG CONSERVATIVES AND LIBERALS

Katherine Lacasse[1]
[1]*Clark University*

Does framing of conflicts impact people's policy support? Participants read a cyber-attack news article framed in either war or peace journalism. Conservatives showed significantly greater support for aggressive policies and rights-removing policies in war condition, with fear mediating the relationship. Liberals and conservatives did not differ in peace condition.

F317

INFORMATIONAL SEARCH AND THE STATUS QUO: ALTERNATIVES REQUIRE MORE INFORMATION

Eric Allen[1], John C. Blanchar[1], Scott Eidelman[1]
[1]*University of Arkansas*

Two studies examined information seeking about the status quo and an alternative. Across both studies, participants evaluated the status quo more favorably and also sought out more information about the alternative with no differences in information valence. Relative to the status quo, alternatives appear to require more information.

F318

THE RELATIONSHIP BETWEEN OPENNESS, MORAL EVALUATION, AND FACTUAL BELIEF

Oren R. Shewach[1], Andrew N. Christopher[1], Eric D. Hill[1], Ryan J. Walker[2]
[1]*Albion College,* [2]*Miami University*

This study (N = 60) examined whether moral evaluations predicted factual beliefs on real-world political issues. Correlational analyses suggested that stronger moral evaluations were positively correlated with stronger beliefs across liberal and conservative issues. For liberal issues, moral evaluation was found to attenuate the relationship between openness and factual beliefs.

F319

HYPOCRISY IN POLITICS: BLACK SHEEP EFFECT OR SELF-SERVING BIAS?

William Cullen Kidd[1], David Sherman[2], Abraham M. Rutchick[1]
[1]*California State University Northridge,* [2]*University of California - Santa Barbara*

This study examined the attributions formed about hypocritical actions performed by ingroup and outgroup politicians. Unexpectedly, more conservative participants endorsed more situational explanations for Democratic hypocrisy and dispositional explanations for Republican hypocrisy. This could have resulted from the Black Sheep Effect, or alternatively the greater importance of authenticity to conservatives.

F320

CROSS-CULTURAL ANALYSIS OF MORTALITY SALIENCE, EDUCATION, AND AGREEABLENESS AMONGST THE POLITICALLY EXTREME

Sarah Blanche Quintano[1], Chantel Chandler[1], Kisok Kim[1]
[1]*Iona College*

This study analyzes key motivational factors related to cross-cultural extreme left and right political positioning utilizing both the GSS and the WVS databases. This study explores relationships between political positioning, mortality salience, education, and agreeableness. Similarities between politically extreme groups are found, most strongly for high levels of agreeableness.

F321

GETTING BACK TO THE GOOD OLD DAYS: AN EXPLORATORY STUDY OF POLITICAL IDEOLOGY AND TIME PERSPECTIVE

Erin D. Solomon[1], Richard D. Harvey[1]
[1]*Saint Louis University*

Political ideologies often focus on the past or the future. Our study demonstrated that liberal and conservative ideologies were differentially related to time perspective. Additionally, we found that the relationship between political ideology and time perspective was mediated by approach-avoidance orientation, attribution style, self-construal, and the need for closure.

F322

THE POLITICS OF LUCK: POLITICAL IDEOLOGY AND THE RELATIONSHIP BETWEEN LUCK, SUCCESS, AND WEALTH REDISTRIBUTION

Kimberly A. Hartson[1], Dena M. Gromet[2], David K. Sherman[1]
[1]*University of California, Santa Barbara,* [2]*The Wharton School, University of Pennsylvania*

Four studies examined how individuals' conceptualizations of luck and its relationship to success varies with political ideology, and has consequences for wealth (re)distribution. The more conservative participants were, the less they endorsed luck as influential to success and differences in luck-based explanations affect individuals' support for redistributive policies.

F323

GEOGRAPHIC DISTRIBUTION OF ATTITUDES: UNIQUE PATTERNS FOR ATTITUDES TOWARDS CHANGE AND TOWARDS INEQUALITY

Steven Getman Ludeke[1]
[1]*Colgate University*

We observed distinct geographic distributions for two attitude measures among 1100 adult participants in a community-based sample. Participants in suburban areas were more willing to accept inequality than were urban or rural participants, while openness to societal change was greatest among urbanites, intermediate among suburbanites, and lowest among the rural.

F324

SOCIAL AND FISCAL CONSERVATISM: HIGHLY CORRELATED BUT INVERSELY INFLUENCED BY RELIGIOSITY

Caitlin Michelle Burton[1], Xiaowen Xu[1], Jeffrey Robinson[1], Jordan Peterson[1], Jason Plaks[1]
[1]University of Toronto

500 Americans indicated their general -, fiscal-, and social-political orientation (PO). Fiscal-PO was strongly predicted by general-PO and religiosity (negatively) and social-PO was strongly predicted by general-PO and religiosity (positively). Thus, fiscal- and social-PO appear highly related, and religiosity can partially account for the small distinction between them.

F325

THE LANGUAGE OF POLITICS: USING TWITTER TO EXAMINE HOW LIBERALS AND CONSERVATIVES DIFFER IN THEIR EVERYDAY SPEECH

Ivan Hernandez[1], Ryan S. Ritter[1]
[1]University of Illinois at Urbana-Champaign

Using data collected from Twitter, this research analyzes the different psychological concepts emphasized in the messages ("tweets") of people who follow popular liberal and conservative figures. The findings show support for prior models of ideology, and also find novel differences between what concepts political partisans emphasize in their everyday speech.

F326

USING PSYCHOLOGICAL INTERVENTION TO CLOSE THE OPINION GAP BETWEEN LIBERALS AND CONSERVATIVES

Erik Duhaime[1], Evan P. Apfelbaum[1]
[1]MIT Sloan School of Management

Presenting detailed information indicating how tax dollars are spent narrows the opinion gap between liberals and conservatives: satisfaction with taxes and trust in government decreases for liberals and increases for conservatives. Providing participants greater control over how taxes are spent does not produce such convergence, and may even increase polarization.

F327

THE EFFECTS OF PERSON-CENTERED RHETORIC AND POLITICAL PARTY ON CANDIDATE EVALUATION

Randall A. Renstrom[1], Victor C. Ottati[2]
[1]Central College, [2]Loyola University Chicago

Sensitive, "person-centered" communications can influence political candidate evaluation. High person-centeredness is preferred over low, however candidates' political Party moderates this effect. Highly person-centered Democratic candidates (aligning with Party stereotypes) were rated more favorably than (counter-stereotypical) high person-centered Republicans. Conversely, low person-centered Democrats were evaluated more harshly than low person-centered Republicans.

F328

THE RELATIONSHIPS BETWEEN VOTING INTENTIONS, PERSONALITY, AND MORAL VALUES IN THE 2012 U.S. PRESIDENTIAL ELECTION

Kathryn Truax Holcomb[1]
[1]Indiana University Kokomo

The relationships between personality, moral values, religiosity, and voting intentions in the 2012 U.S. Presidential election were examined. Corresponding to previous research, participants reported a greater correlation between their personality and that of the candidate for whom they intended to vote. Participation in religious activities also related to voters' intentions.

F329

DECISIONS AMONG THE UNDECIDED: IMPLICIT ATTITUDES PREDICT FUTURE VOTING BEHAVIOR OF UNDECIDED VOTERS

Kristjen B. Lundberg[1], B. Keith Payne[1]
[1]University of North Carolina at Chapel Hill

Is it possible to predict the behavior of undecided voters? Using panel data from a nationally representative sample of Americans, we found that, while explicit attitudes were more predictive of voting for decided than undecided voters, implicit attitudes were equally predictive of voting for both undecided and decided voters.

F330

IT'S THE MORALITY STUPID! MORAL INTUITIONS & POLITICAL ATTITUDES

Sean T. Stevens[1], Elizabeth Salib-Molinari[1], Benjamin J. Baron[2], David Wilder[1]
[1]Rutgers University - New Brunswick, [2]University of The West

A Mechanical Turk sample was recruited and completed measures of cognitive flexibility, as well as the Moral Foundations Questionnaire. A variety of political attitudes were then assessed. Multiple regression analyses revealed the Sanctity, Fairness, and Liberty foundations appear to underlie a number of political controversies within the United States.

F331

IMPLICIT RACE ATTITUDES PREDICTED VOTE IN THE 2012 U.S. PRESIDENTIAL ELECTION

Sianna A. Ziegler[1], Anthony G. Greenwald[1]
[1]University of Washington

Prior to September 2012, participants completed an online survey including measures of candidate preference, conservatism, and implicit and explicit measures of racial preference. Participants were re-contacted shortly before or after Election Day and completed retest measures. Greater implicit and explicit White preference predicted voting for Mitt Romney independently of conservatism.

F332

SELF-SERVING BIAS IN THE 2012 PRESIDENTIAL ELECTION

Kristi Lemm[1], Sheila Dashtestani[1], Sarah Fay[1], Amanda Glass[1], Jesse Wear[1], Julie Woodzicka[2], Ira E. Hyman[1]
[1]Western Washington University, [2]Washington and Lee University

Voters in the 2012 U.S. Presidential Election rated the importance of 40 issues in determining the election outcome. Both Obama and Romney voters showed evidence of self-serving bias, with Obama voters crediting the outcome to mostly controllable factors and Romney voters blaming the outcome on largely uncontrollable factors.

F333

DEATH DID GO TO THE POLLS? TERROR MANAGEMENT AND SYSTEM JUSTIFICATION IN THE 2012 PRESIDENTIAL ELECTION

Joanna Lillian Sterling[1], John T. Jost[1]
[1]New York University

Does mortality salience produce a preference for conservative or "charismatic" leaders? We conducted four experiments before the 2012 U.S. presidential election. There was little evidence of either. Analyses revealed that high system justifiers were relatively unaffected by morality salience, whereas low system justifiers displayed a greater preference for Romney.

F334

PROFILES OF A TERRORIST: THE INFLUENCE OF RACE, COUNTRY, AND INDIVIDUAL DIFFERENCES ON PERCEPTIONS OF GUILT.

Kathryn Aria Herzog[1], David Jones[1], Kerry Kleyman[1]
[1]Metropolitan State University

This study sought to examine inherent attitudes toward alleged terrorist suspects based on perceived race and country of origin. Results indicate that higher levels of nationalism, Belief in a Just World, SDO and NCC significantly increase perception of guilt. Further, individual differences significantly influence perception of racially ambiguous suspects.

F335

"ANOTHER BRAINWASHED LIBERAL": KNOWLEDGE, MORAL LANGUAGE, AND THE PERSUASIVENESS OF POLITICAL COMMUNICATIONS

Allison L. Williams[1], Marti Hope Gonzales[1], Pierce D. Ekstrom[1]
[1]University of Minnesota

We experimentally tested the persuasiveness of moral language informed by notions of ideological differences in moral orientations (Lakoff, 1996). Inclusion of moral language in a persuasive message yielded more reader agreement, but only for participants with low levels of political knowledge, and only in the context of a conservative argument.

F336

ENDORSING THE OTHER SIDE. THE EFFECT OF A DELAY BEFORE CONSIDERING COUNTER-ATTITUDINAL POLITICAL JUDGMENTS.

John H. Lurquin[1], Daniel Corral[1], Abraham M. Rutchick[2]
[1]University of Colorado Boulder, [2]California State University Northridge

All subjects viewed a political dilemma. Some subjects reasoned against their political ideology, and others did not; some subjects responded immediately, and others responded after a delay. When subjects decided immediately, counter-attitudinal reasoning led to more typical judgments. However, when responses were delayed, counter-attitudinal reasoning led to less typical judgments.

F337

POLITICAL CORRECTNESS AND LANGUAGE ACTIVISM INSTRUMENT VALIDATION

Erin Strauts[1], Hart Blanton[1]
[1]University of Connecticut

The instrument reported on here is a tool to identify supporters of social change who advocate changing the language people use. The validation of the Political Correctness and Language Activism scale is described including Exploratory and Confirmatory Factor Analyses,as well as divergent validity using student and online populations.

F338

COGNITIVELY (UN)REPRESENTATIVE DEMOCRACIES: DEFINING GROUP BOUNDARIES IN MORAL CONFLICT BY EXAGGERATING LIBERAL/CONSERVATIVE DIFFERENCES

Kate Jassin[1], Jeremy Ginges[1]
[1]The New School for Social Research

We investigated one psychological barrier to political cooperation: the exaggeration of liberal/conservative differences and political conflict. We found evidence that moral conflict triggers the need to define group boundaries, leading to the exaggeration of group differences. The psychological mechanisms that disrupt the desire to cooperate in political conflict are discussed.

F339

CHRISTIAN RELIGIOUS ORIENTATION PREDICTS ENDORSEMENT OF AGGRESSIVE COUNTERTERRORISM TECHNIQUES

Chase Wilson[1]
[1]Loyola University Chicago

In an exploratory analysis, Christian religious identity emerged as a significant positive predictor of supporting an aggressive "war on terror." Even when controlling for ideology and party identification, Christian (vs. non-Christian) religious identification explained unique variance in the endorsement of activities such as preemptive deportations and military attacks.

F340

THE LIBERAL ILLUSION OF UNIQUENESS

Chadly Stern[1], Tessa V. West[1], Peter Schmitt[1]
[1]New York University

Do liberals accurately estimate the prevalence of their beliefs and preferences? Liberals estimated ingroup support for their opinions, and reported their desire to feel unique. Results indicated that liberals underestimated the extent to which other liberals shared their opinions and preferences because they possess a strong desire to feel unique.

F341

A DUAL PROJECTION MODEL OF PARTISAN ATTITUDE PERCEPTIONS

Jessica Keating[1], Leaf Van Boven[1], Charles Judd[1]
[1]University of Colorado Boulder

We hypothesized that people estimate attitudes of political ingroups and outgroups (Democrats/Republicans) through projection of two mental models: the self and superordinate group (Americans). Multilevel SEM reveals judgments of Americans are positively projected onto ingroup and outgroup, while own attitudes are positively projected onto ingroup but negatively projected onto outgroup.

F342

WHY BE THE GOOD SAMARITAN? – AN EXPLORATORY ANALYSIS OF VOLUNTEERING BEHAVIOR

Yuanbo Wang[1], Joachim Krueger [1]
[1]Brown University

Three studies investigated why people volunteer. We presented participants with scenarios in which one person needs to make a sacrifice in order to benefit the group; otherwise disaster occurs. Results show that people prefer volunteering regardless of the outcome, decide to volunteer intuitively, and attribute high morality to the volunteers.

F343

POWER TO THE PEOPLE?: THE DESIGN OF DIRECT DEMOCRACY AND THE MAINTENANCE OF THE STATUS QUO

Ellie Shockley[1], Amir Shawn Fairdosi[2]
[1]University of Nebraska - Lincoln, [2]University of Chicago

Direct democracy brings power to citizens, but maintains the status quo by alienating them. Ballot initiatives are complex, causing citizens to vote "no" if at all. Low policy fluency leads to "no" voting via attitude formation, and to institutional trust, low efficacy, and abstaining, encouraging citizens to outsource policymaking.

F344

VISIBILITY AND ENVIRONMENTAL BEHAVIORS: DO ENVIRONMENTALISTS SEEK, AND ANTI-ENVIRONMENTALISTS AVOID, BEHAVIORS THAT SIGNAL ENVIRONMENTALISM?

Cameron Brick[1], David K. Sherman[1], Heejung S. Kim[1]
[1]University of California, Santa Barbara

Socially visible acts express one's values and thus impact identity and reputation. Three correlational studies (N=896) tested whether social visibility moderated the relationship between climate change attitudes and mitigation behaviors. Anti-environmental individuals engaged in fewer visible than non-visible behaviors. Identity and reputation processes are important factors in understanding mitigation behaviors.

F345

"ONCE? NO. TWENTY TIMES? SURE!" REPEATED DECISIONS AND UNCERTAINTY IN THE TRAGEDY OF THE COMMONS

David J. Hardisty[1], Howard Kunreuther[2], David H. Krantz[3], Poonam Arora[4]
[1]University of British Columbia, [2]University of Pennsylvania, [3]Columbia University, [4]Manhattan College

When considering groundwater contamination, farmers make repeated decisions about whether to protect against large, uncertain losses from their neighbors. These decisions may be made one year at a time, or precommitted for a number of years. The effects of precommitment and uncertainty interact in their effect on investment in protection.

Poster Session G

Saturday, February 15, 6:15 pm – 7:45 pm, Hall 4

Attitudes/Persuasion

G1
ON FEELING TORN ABOUT ONE'S SEXUALITY: THE EFFECTS OF EXPLICIT-IMPLICIT SEXUAL ORIENTATION AMBIVALENCE.

Ben Windsor-Shellard[1], Geoffrey Haddock[1]
[1]Cardiff University, Wales, UK.

Four correlational studies assessed the implications associated with explicit-implicit sexual orientation ambivalence (SOA) in straight and gay individuals. Across all studies and participants, individual differences in explicit-implicit SOA were differentially associated with the amount of time spent deliberating one's sexuality, as well as psychological well-being.

G2
EXPERIENCE-TAKING'S EFFECT ON PERFORMANCE IN AN EVALUATIVE DOMAIN

Stephanie Marie Smith[1], Keith D. Markman[1]
[1]Ohio University

Two studies were conducted to determine if increased experience-taking with a successful character would lead to increased performance in a similar evaluative domain. Experience-taking significantly predicted how well participants thought they would do on the same task and engaging in more experience-taking lead to higher performance on the same task.

G3
TESTING ABSTRACTION LEVEL IN IDEAL AND ACTUAL ATTITUDES

Pilar Carrera[1], Kenneth DeMarree[2], Amparo Caballero[1], Dolores Muñoz[1], Itziar Fernández[3]
[1]Universidad Autónoma de Madrid, [2]University at Buffalo, [3]Universidad Nacional Educación a Distancia

Building on Construal Level Theory, two studies examine whether desired attitudes are more abstract that actual attitudes. Study 1 supported desired attitudes were seen as more stable across time and situations than actual attitudes. Study 2 showed desired attitudes are not impacted by changes in feasibility, whereas actual attitudes are.

G4
PERSPECTIVE-TAKING IN NARRATIVES: WHEN THE PROTAGONIST BECOMES MORE LIKE YOU

Alexandra Lia Beauchamp[1], Keith Markman[1]
[1]Ohio University

Participants engaged in perspective-taking by imagining what they would be feeling if they were the female protagonist in a narrative. The protagonist was perceived to be less introverted in a perspective-taking condition compared to a control condition, suggesting that perspective-taking leads readers to perceive protagonists as being more like themselves.

G5
"M" IS FOR THE MILLION THINGS SHE GAVE ME: EFFECTS OF PRIMING AN ATTACHMENT FIGURE ON WOMEN'S MATH MOTIVATION

Kristin Yoke[1], Tong Lu[1], Charles Lord[1]
[1]Texas Christian University

Women students either wrote about a time when their mother, father, or best friend was supportive of them or completed an unrelated filler task. Women then answered questions assessing their math motivation. Women who wrote about their mother reported higher math motivation compared to women in the other three conditions.

G6
NUCLEAR ACCIDENT REMINDERS LEAD INDIVIDUALS WEAKLY CONCERNED ABOUT ENVIRONMENTAL PROTECTION TO INCREASE THEIR SUPPORT FOR NUCLEAR ENERGY

Leila Selimbegovic[1], Armand Chatard[1], Thomas Pyszczynski[2], Abdelatif Er-rafiy[1]
[1]University of Poitiers, [2]University of Colorado, Colorado Springs

When led to think about a nuclear accident, individuals relatively unconcerned about environmental protection increase their support for nuclear energy. Moreover, a mortality reminder has the same effect, which is also found ten days later, paralleled by an increase in death thought accessibility, and can be obtained with subliminal priming.

G7
BIASES IN THE MENTAL REPRESENTATION OF A PRESIDENTIAL CANDIDATE'S FACE AMONG SUPPORTERS VERSUS DETRACTORS

Alison I. Young[1], Kyle G. Ratner[1], Russell H. Fazio[1]
[1]The Ohio State University

Using reverse correlation methods, we demonstrate that Mitt Romney's face during the 2012 presidential election is represented differently in the minds of supporters versus detractors. This provides evidence that people may construct a political world where they literally see candidates differently.

G8
TASTY VS. HEALTHY: EVALUATIVE CONDITIONING OF HEALTHY FOOD WITH GOOD TASTE IMPROVES PERCEIVED TASTE OF, ATTITUDES TOWARD, AND INTENTIONS TO EAT HEALTHY FOOD

Jennifer M. Taber[1], Lisa G. Aspinwall[1]
[1]University of Utah

Among undergraduates assigned to evaluative conditioning associating healthy food with good taste or good health, participants in the "good taste" condition enjoyed eating a healthy cracker more and expressed greater intentions to eat healthfully, and women took more healthy crackers. Promoting the taste of healthy food may encourage healthy eating.

G9
HOW DO INDIVIDUALS RESOLVE AMBIVALENCE UNDER TIME PRESSURE? VALENCE EXTREMITY VERSUS EMOTIONALITY.

Matthew D. Rocklage[1], Russell H. Fazio[1]
[1]Ohio State University

Individuals face difficulty when forced to make quick decisions about objects that elicit both positivity and negativity. How is such ambivalence resolved? On average, across over 40 objects, we found that differential emotionality of the positive versus negative valence is a more important predictor of ambivalence resolution than differential extremity.

G10
DIFFERENTIATING THE COGNITIVE MECHANISMS UNDERLYING EPISTEMIC AND TELEOLOGIC STRATEGIES OF DELIBERATE SELF-PERSUASION

Tong Lu[1], Kristin Yoke[1], Charles G. Lord[1]
[1]Texas Christian University

Participants learned and applied either epistemic or teleologic strategies of deliberate self-persuasion to change their own attitudes. Before and after self-persuasion, participants listed nine thoughts they associated with the attitude object. Change in thought valence predicted attitude change better for those who used epistemic strategies rather than teleologic strategies.

G11
BELIEF SUPERIORITY IN THE ENVIRONMENTAL DOMAIN: ATTITUDE EXTREMITY AND REACTIONS TO FRACKING

Kaitlin Toner[1], Mark R. Leary[2]
[1]Vanderbilt University, [2]Duke University

Research on belief superiority – beliefs that one's own views are more correct than other people's – has shown that people with extreme attitudes tend to feel superior about those views. This study replicated past belief superiority findings in the environmental domain and demonstrated that belief superiority predicts resistance to new information.

G12
A PERFECT MATCH: AMP EFFECTS ARE DRIVEN BY CONGRUENCY OF PRIME VALENCE AND IDIOSYNCRATIC TARGET VALENCE

Rebecca Weil[1], Roland Neumann[2]
[1]Hebrew University Jerusalem, [2]University of Trier

Our study tested whether effects in the AMP are driven by congruent trials of prime valence and idiosyncratic target valence. We provide evidence that AMP effects are strongest when prime valence matches idiosyncratic target valence. Implications for the underlying mechanisms of the AMP are discussed.

G13
COMPARING THE 27 TYPES OF POSITIVE, NEGATIVE, AND NEUTRAL ATTITUDES

John David Edwards[1]
[1]Loyola University Chicago

Twenty-seven different attitude structures are identified from the combinations of three bipolar evaluations of associated entities and their respective weights. Unique indices of attitude favorability, extremity, neutrality, and ambivalence are demonstrated for each type along with their inter-correlations. Implications of this typology for understanding variance in attitudinal phenomena are discussed.

G14
PREDICTING ADOLESCENT SUBSTANCE USE ATTITUDES, INTENTIONS AND BEHAVIORS: DO PARENT OR FRIEND ATTITUDES PREDICT BETTER?

Colin Tucker Smith[1], James Shepperd[1], Wendi Miller[1], Yasemin Kaya[1]
[1]University of Florida

In a study of adolescent substance use, parent and friend attitudes both predicted participant attitudes and intentions. This predictive power of parent and friend attitudes was largely unchanged from year 1 to year 2. However, when it did change, parent attitudes lost predictive power and friend attitudes gained predictive power.

G15
HOW LIBERAL OR CONSERVATIVE ARE YOU? THE MALLEABILITY OF POLITICAL IDEOLOGY FOLLOWING ANALYTIC AND INTUITIVE THINKING PRIMES

Stephanie Miriam Anglin[1]
[1]Rutgers University

In a college student sample, participants primed with analytic reasoning identified as more strongly liberal than did those primed with intuition. Among a Mechanical Turk sample, only liberals identified as more strongly liberal when primed with analytic reasoning than with intuitive thinking.

G16
CONSEQUENCES OF INTROSPECTING UPON IMPLICIT EVALUATIONS

Adam Hahn[1], Bertram Gawronski[2]
[1]University of Western Ontario, London, Ontario, Canada., [2]University of Texas at Austin, Austin, Texas, USA

This research demonstrates that predicting one's implicit evaluations leads to adaptation of explicit evaluations to implicit evaluations; but also to feelings of guilt and shame, and less trust in intuitions as a basis for intergroup interactions. Simply completing IATs without predicting one's implicit evaluations beforehand did not lead to adaptation.

G17
INVESTIGATING THE MALLEABILITY OF IMPLICIT ATTITUDES AS A FUNCTION OF EXPERIENCE

Arianne E. Eason[1], Cheryl Kaiser[1], Jessica Sommerville[1]
[1]University of Washington

This study examined how variation in the amount of initial information participants received about two groups affected the formation and malleability of implicit and explicit attitudes toward the groups. Implicit and explicit attitudes readily formed and were malleable (following counter-attitudinal information), regardless of the amount of initial information participants received.

G18
WHAT IS LEARNED FROM REPEATED PAIRINGS? ON THE SCOPE AND GENERALIZABILITY OF EVALUATIVE CONDITIONING

Mandy Hütter[1], Florian Kutzner[1], Klaus Fiedler[1]
[1]Ruprecht-Karls-Universität Heidelberg

A novel experimental paradigm distinguishes between the evaluative conditioning of distinct stimuli, evaluative identity conditioning (EIC), and the conditioning of stimulus attributes, evaluative cue conditioning (ECC). Results of three experiments demonstrate the existence of ECC over and above EIC, constituting a mechanism for the acquisition of generalized attitudes like prejudice.

G19
WHY THE DOOR-IN-THE-FACE TECHNIQUE CAN SOMETIMES BACKFIRE: A CONSTRUAL LEVEL ACCOUNT

Erin Burgoon[1], Marlone Henderson[1]
[1]University of Texas at Austin

We put forward a construal level account to explain why the door-in-the-face technique can sometimes backfire. In a field experiment, results indicated that relative to an outright request, the DITF was less likely to get participants to donate to a charitable organization when participants adopted more abstract (versus concrete) construals.

G20
WHAT I LIKE ABOUT THEM: ARE EVALUATIVE AND STEREOTYPICAL BIAS INDEPENDENT?

Curtis Edward Phills[1], Bertram Gawronski[1]
[1]University of Western Ontario

Participants learned to associate neutral concepts with two novel groups and then the valence of those concepts was changed via evaluative conditioning. Consistent with the predictions of the APE model, subsequent implicit evaluations of the two groups matched the conditioned valence of the previously associated concepts.

G21
SYMPATHY ATTENUATES THE IMPACT OF NEGATIVE INFORMATION ON IMPLICIT AND EXPLICIT ATTITUDE FORMATION

Kathleen Schmidt[1], Calvin K. Lai[1], Brian A. Nosek[1]
[1]University of Virginia

Does sympathy influence implicit and explicit attitude formation toward unfortunate people? Participants read identical statements ordered to elicit sympathy or not about a target person, completing implicit and explicit attitude measures comparing the target to a control. Sympathy decreased the impact of negative information on explicit and implicit attitude formation.

G22
BEYOND SCORE IMPROVEMENTS: THE EFFECTS OF AN SAT AND COLLEGE READINESS SUMMER PROGRAM ON LOW-INCOME STUDENTS' ATTITUDES TOWARDS COLLEGE

Mariana Alejandra Preciado[1]
[1]CollegeSpring

SAT preparatory programs are designed to impact SAT scores but may also change students' attitudes. The present research investigated

whether degree of participation in an SAT and college readiness summer program was related to college self-efficacy and motivation among a sample of low-income California high school students.

G23
"I CAN USE MY PHONE ANYTIME I WANT, CAN'T I? " :ACADEMIC ENTITLEMENT AND MOBILE PHONE USE

Rachel Walker[1]
[1]Charleston Southern University

This study investigated the connection between academic entitlement (AE) and technology use in the classroom. Results reveal that mobile phone dependency and attitudes regarding cell phone use in the classroom relate to AE. Additional analysis suggests a relationship between certain personality factors and attitudes towards cell phone in the classroom.

G24
"DID YOU KNOW?" – UNINTENDED EFFECTS OF METACOGNITIVE PROMPTS ON UNFAMILIAR INFORMATION

Kaidi Wu[1], Patricia Chen[1], Norbert Schwarz[1]
[1]University of Michigan, Ann Arbor

Two studies investigated the effects of the "Did You Know?" (DYK) opening prompt on frequency judgments. Prevalence estimates were lower when unfamiliar health information was framed with a DYK opening than otherwise. Our findings caution users on the unintended consequences of this commonly used opening prompt in communication.

G25
WHAT MAKES A PERSUASIVE NARRATIVE? DECONSTRUCTING NARRATIVE ELEMENTS OF A SMOKING CESSATION TOOLS MAILER ON REPORTED TRANSPORTATION AND PERSUASION.

AnnaMarie H. Vu[1], Patrick C. Dwyer[1], Christina Nelson[2], Jonathan S. Slater[2], Alexander J. Rothman[1]
[1]University of Minnesota-Twin Cities, [2]Minnesota Department of Health

A study of 130 college students revealed that the presence of narrative elements in smoking cessation promotional materials elicited both greater transportation and persuasive engagement. In particular, the inclusion of narrative imagery or narrative text significantly increased reported transportation and persuasive engagement.

G26
THE ANTECEDENTS OF TRUST IN A NOVEL INSTITUTION

Joseph A. Hamm[1], Tess Neal[2], Christopher D. Kimbrough[1]
[1]University of Nebraska-Lincoln, [2]University of Nebraska, Public Policy Center

This research tests a theoretical distinction among trust dimensions, namely the type and valence of the information that drives them. Participants received positively or negatively valenced, performance or morality information about a fictitious institution. Perceived care was influenced primarily by type while the remaining dimensions were most influenced by valence.

G27
MISLEADING MARKETING TACTICS IN HEALTH ADVERTORIALS: MEASURING ADVERTISING SCHEMA ACTIVATION THROUGH LEXICAL DECISION TASKS

Sunny Jung Kim[1], Jeffrey T. Hancock[1]
[1]Cornell University

Study 1 and 2 measured the process of advertising schema activation by using lexical decision tasks. We found that , compared to regular advertisements, advertorials (i.e., advertisement that looks like an editorial) tend to slow down people's activation of advertisement schema and create less skepticism toward the messages.

G28
COLLEGE STUDENTS' ATTITUDES TOWARD WAR: VIETNAM IN COMPARISON WITH THE U.S., CHINA, JAPAN, AND SOUTH KOREA

Nguyen Thanh Toan[1], Morinaga Yasuko[1], Frieze Irene H.[2], Cheng Jessica[2], Li Man Yu[2], Doi Akiko[3], Tatsuya Hirai[4], Joo Eunsun[5], Li Cha[6]
[1]Hiroshima University, Japan, [2]University of Pittsburgh, U.S.A, [3]Kobe Gakuin University, Japan, [4]Ritsumeikan Asia Pacific University, Japan, [5]Duksung Women's University, Seoul, South Korea, [6]Northeast Normal University, Jilin Agricultural University, Changchun, China

How does Vietnam differ from the U.S., China, Japan, and South Korea in attitudes toward war? 2109 students responded to a questionnaire. On par with the U.S. and China, Vietnam was more supportive of aggression in war. However, like South Korean and Japan, Vietnam did not consider war often necessary.

G29
IMPLICIT BELIEFS ABOUT WORK AS A PREDICTOR OF WORK SATISFACTION AND MOTIVATION

Steve Seidel[1], Keisha-Marie Alridge[1], April Boreham[1], Cayla Bushman[1]
[1]Texas A&M University - Corpus Christi

In the present study, 147 part time or fulltime employed students (72 Males, 75 Females) completed measures of implicit work beliefs, job satisfaction and work motivation. Malleable work beliefs were associated with higher satisfaction and motivation. Fixed work beliefs were not found to be related to satisfaction or motivation.

G30
PERCEPTION OF POLITICAL CANDIDATE'S WARMTH PREDICTS CLASS-BASED VOTING BEHAVIOR

Jacinth J. X. Tan[1], Michael W. Kraus[1]
[1]University of Illinois at Urbana-Champaign

We examined how perception of warmth in political candidates shape class-based voting behavior. We measured and experimentally manipulated the portrayal of warmth in political candidates, and found that compared to upper-class individuals, lower-class individuals showed more support for candidates portrayed as high in warmth, especially with endorsement by in-group members.

G31
WHEN IGNORANCE BREEDS PREFERENCE: THE INFLUENCE OF SELECTIVE ATTENTION PROCESSES ON EVALUATIVE CONDITIONING

Katarina Blask[1], Eva Walther[1], Christian Frings[1]
[1]University of Trier

Evaluative conditioning refers to changes in the evaluation of neutral conditioned stimuli (CS) due to their pairing with valenced unconditioned stimuli (US). Given this specific stimulus configuration we assume that learning might depend upon selective attention/inhibition towards the US. Results of two experiments provide primary evidence to this assumption.

G32
INTERACTIVE NARRATIVES: TOOLS FOR ATTITUDE CHANGE

Keenan Jenkins[1], Melanie C. Green[1]
[1]University of North Carolina - Chapel Hill

Interactive narratives, or choose-your-own-adventure stories, have rarely been examined as tools for attitude change. Compared to a control group, interactive narratives decreased favorable attitudes toward plagiarism, but a traditional linear narrative had even stronger effects. Interactive narratives can change attitudes, but may not be most effective for morally threatening issues.

G33
WHEN 99-CENT PRICING WILL AND WON'T WORK: THE IMPORTANCE OF MOTIVATIONAL GOALS AND ARGUMENT STRENGTH

Jeongho Han[1], Meghan E. Norris[1]
[1]Purdue University

Despite widespread use, data are inconclusive regarding the efficacy of .99 price-endings. To clarify inconsistent findings, this experiment

tested effects of purchasing goals, strength of product descriptions, and price-ending on product liking. Results showed the quality goal and strong descriptions led to greater product liking. Preference trended towards .99 price-endings.

G34
RECALIBRATING NEGATIVE WEIGHTING BIASES TO PROMOTE CHANGES IN REJECTION SENSITIVITY

Evava Smith Pietri[1], Russell H. Fazio[2]
[1]Yale University, [2]Ohio State University

We examined the causal impact of the differential weighting of positive versus negative valence when engaged in attitude generalization on rejection sensitivity. Participants high in rejection sensitivity underwent a procedure aimed at recalibrating them to weight positive information more heavily. They came to exhibit less sensitivity to rejection than controls.

G35
BRAND ACCESSIBILITY AND ATTITUDES: THE MODERATING EFFECT OF ADVERTISING EXPOSURE

Temple Northup[1]
[1]University of Houston

We investigated the relationship between brand accessibility and attitudes. Participants viewed screenshots with embedded advertisements and then performed implicit memory and attitude measures. Results suggest accessibility did predict attitudes, although the positive impact on attitudes was only seen among those unaware that the brands being evaluated were seen earlier.

G36
APPLIED PERSUASION: EVALUATIVE STRUCTURE OF ETHICAL CONSUMPTION AND POLITICAL ENGAGEMENT ATTITUDES

Hyemi Lee[1], Meghan Norris[1]
[1]Purdue University

Despite the importance of ethical consumption behaviors, and their known association with political engagement, little is known about attitude structure toward these issues. Using an MTurk sample, it was found that ethical consumption attitudes, but not political engagement attitudes, were based more on cognition than affect. Implications are discussed.

G37
WHO CARES WHAT OTHERS THINK?: THE INDIRECT EFFECT OF OTHER'S ATTITUDES ON CONDOM USE INTENTIONS

Kristina B. Hood[1], Steven P. Hammonds[1], Natalie J. Shook[2]
[1]Mississippi State University, [2]West Virginia University

We investigated whether condom use attitudes and perceived norms are associated with condom use intentions and behaviors. Participants' condom use attitudes fully mediated the relations between perceptions of the opposite sex's attitudes (perceived norms) and condom use intentions, preparatory behaviors, and past use. Prevention efforts should target changing perceived norms.

G38
SOURCE CREDIBILITY AND PERSUASION: THE ROLE OF MOTIVES TO BOLSTER VERSUS DEFEND IN SELF-VALIDATION

Abigail T. Evans[1], Jason K. Clark[1]
[1]University of Iowa

When messages are proattitudinal, credible communicators have been found to initiate greater self-validation than non-credible sources. However, the opposite effect has been found with counterattitudinal messages. Building from recent theoretical developments, the current research suggests that these different effects are driven by motivation to bolster or defend existing attitudes.

G39
A SHORT-DURATION IMMERSIVE SCIENCE PROGRAM IMPROVES STUDENTS' IMPLICIT SCIENCE ATTITUDES

Saumya Dadoo[1], Christina F. Wack[1], Amy F. Savage[1], Kristin A. Lane[1]
[1]Bard College

We measured science attitudes, stereotypes, and construals before and after an immersive science program. Implicit science attitudes became more positive. Controlling for Time 1 plans and implicit attitudes, Time 2 implicit attitudes predicted Time 2 scientific plans. In other words, changes in implicit attitudes predicted changes in behavioral intentions.

G40
PLAYER ATTITUDES AND BEHAVIORS: AN ANALYSIS OF GENDER ROLE ATTITUDES IN A VIRTUAL WORLD

Kristina Swanenburg[1], Manyu Li[1]
[1]University of Pittsburgh

This study aims to investigate people's gender role attitudes in online games. Players were surveyed on their gender role attitudes and masculinity/femininity in the offline world and their gender role attitudes in the virtual world. Results showed sexism in both player attitudes and in-game behaviors.

G41
PERCEPTION OF POVERTY AS A CHOICE MEDIATES THE RELATIONSHIP BETWEEN FREE WILL BELIEF AND ATTITUDES TOWARD PEOPLE WHO ARE POOR

Lauren E. Brewer[1], Roy F. Baumeister[2], Dianne M. Tice[2]
[1]The College of Idaho, [2]Florida State University

Free will belief (FWB) predicts many prosocial outcomes. However, holding a FWB may suggest that an individual believes that situations are the result of choices. We found support for the mediational model in which perception of poverty as a choice mediates the relationship between FWB and attitudes toward the poor.

G42
THE DISSENSUS EFFECT AND AVOIDANCE MOTIVATION: SOCIAL DIVISION AS A TRIGGER OF AVOIDANCE.

Joseph John Pyne Simons[1], Melanie Green[2]
[1]Agency for Science, Technology and Research, Singapore, [2]University of North Carolina at Chapel Hill

Previous work has shown that divisive discussion topics are threatening (the dissensus effect). Two studies provide evidence that this effect is due to avoidance motivation. Dispositional avoidance is shown to increase the threat response (Study 1), and a direct manipulation of avoidance eliminates the effect (Study 2).

G43
PREDICTING ATTITUDE CERTAINTY FROM VALUE RELATEDNESS AND ATTITUDE EXTREMITY

Wade L. Kidner[1], Colleen Iverson[2], Kevin L. Blankenship[1]
[1]Iowa State University, [2]University of Notre Dame

The present study examined the relationship between value-relatedness, attitude extremity, and attitude certainty. Value-relatedness explained variability in attitude certainty on controversial issues above and beyond that accounted for by attitude extremity. This demonstrates that values not only help form attitudes but support confidence in them as well.

G44
HOW EVALUATIVE CONDITIONING MAY (NOT) INCUR ATTENTIONAL COSTS: THE ROLE OF MODAL BOUNDARY CONDITIONS

Georg Halbeisen[1], Eva Walther[1]
[1]University of Trier

Are attitudes learned without effortful reasoning? We predicted and found that the brains modal systems impose boundary conditions on attitude learning mechanisms: attitude acquisition was impaired by a secondary task only if task-modalities matched. Implications for

research on automaticity and the embodied cognition of attitudes are discussed.

G45
IMPLICIT PERSUASION: SUBLIMINAL FEAR AROUSING EFFECTS ON IMPLICIT ATTITUDE FOR SMOKING.

Hideya KITAMURA[1]
[1]Kansai University

This study focused on the implicit processes in which persuasive communication would have an impact on smokers' attitude for smoking. Smokers were presented with subliminal images of smoking arousing strong/weak threat. And IAT for smoking attitude was measured. Strong threat images had more influence on implicit attitude than weak ones.

G46
THE EFFECT OF INVALID ASSOCIATIVE EVIDENCE ON DELIBERATE EVALUATION

Tal Moran[1], Yoav Bar-Anan[1]
[1]Ben-Gurion University, in the Negev, Be'er Sheva

Three experiments found that, contrary to the assumptions of contemporary evaluation models, co-occurrence of a neutral target object with affective stimuli affects the deliberate evaluation of the neutral target object even when the co-occurrence was not evidence that the target object and the affective stimulus are of the same valence.

G47
WHEN ATTITUDE WEAKNESS MOTIVATES AND DIMINISHES SELECTIVE EXPOSURE TO ATTITUDE-CONSISTENT INFORMATION

Vanessa Sawicki[1], Duane T. Wegener[1], Jason K. Clark[2], Leandre R. Fabrigar[3], Steven M. Smith[4], Geoffrey R. O. Durso[4]
[1]Ohio State University, [2]University of Iowa, [3]Queen's University, [4]Saint Mary's University

Past research suggests that attitude-consistent selective exposure is more likely with strong rather than weak attitudes. The current research examines a previously unexplored strength antecedent – attitudinal ambivalence. Weak, conflicted attitudes produced attitude-consistent information seeking when issue knowledge was low. Conversely, strong, unambivalent attitudes yielded selective exposure when knowledge was high.

G48
CONNECTING PERSPECTIVES BY DISCONNECTING MIND AND BODY: ON THE RELATION BETWEEN BELIEFS IN MIND-BODY DUALISM AND MENTAL-STATE REASONING

Pascal Burgmer[1], Matthias Forstmann[1], Andrew R. Todd[2], Thomas Mussweiler[1]
[1]University of Cologne, [2]University of Iowa

Four experiments examined the impact of beliefs in mind-body dualism on mental-state inference. Assuming that people who dissociate their minds from their bodies rely less on internal states when inferring others' minds, we predicted and found that dualistic beliefs promote cognitive mentalizing while interfering with affective experience sharing.

G49
THE DESIGN OF EVERYDAY HATE: A QUALITATIVE AND QUANTITATIVE ANALYSIS

Katherine Aumer[1], Elaine Hatfield[2]
[1]Hawai'i Pacific University, [2]University of Hawai'i

Using grounded theory and mixed-method analyses four questions were explored concerning hate: (1) What do people mean by hate? (2) Who do they hate? (3) Why do people hate those people? (4) How do people resolve their hatred? From participants' answers, a theory concerning everyday hate was generated.

Emotion

G50
THE LAST WORD: YOUNGER AND OLDER ADULTS' BRAIN RESPONSES TO DEATH REMINDERS

John R. Bluntschli[1], Molly Maxfield[1], Jennifer M. Poe[1], Michael A. Kisley[1]
[1]University of Colorado - Colorado Springs

Younger adults exhibited significantly greater event-related brain potential (ERP) amplitudes to death-related words than to other negative words, whereas older adults showed significantly greater ERP amplitudes to negative words than to death-related words, providing evidence for the idea that death-related stimuli are processed differently, but their relevance changes with age.

G51
BASIC PSYCHOLOGICAL NEEDS SATISFACTION AND DEPRESSVIE SYMPTOMS: ETHNIC DIFFERENCES BETWEEN ASIAN AMERICANS AND CAUCASIANS

Qian Lu[1], Jin You[1], MaiLy Nguyen[1], Yuwen Tou[1]
[1]University of Houston

This study compared basic psychological needs satisfaction and depressive symptoms among Caucasians and Asian Americans. Results indicated that Asian Americans perceived lower needs satisfaction than did Caucasians. The satisfaction of relatedness was negatively related to depressive symptoms among Asian Americans. The satisfaction of autonomy and competence explained ethnic differences in depressive symptoms.

G52
IS THE RECOGNITION OF FACIAL EXPRESSIONS AFFECTED BY THE METHOD OF EXPERIMENT?

Marissa Ann DiGirolamo[1]
[1]Boston College

The dominant theory of facial expressions is that they are automatically recognized emotion signals. However, three studies showed that the label chosen for a facial expression varies with the experimental order of presentation. Thus, the context in which expressions are seen, rather than the expression itself, strongly influences their labeling.

G53
AUDIENCES ENHANCE THE EXPRESSION, BUT NOT EXPERIENCE, OF EMOTION

Craig Williams[1], Erik Nook[1], Jae-Young Son[1], Jamil Zaki[1]
[1]Stanford University

The social modulation of emotional expression has traditionally been thought to reflect changes in emotional experience. Here, awareness of a close friend's presence increased participants' expressivity – as well as observers' accuracy about participants' emotions – without altering experience, contradicting this common view and supporting a communicative theory of expression.

G54
THE ROLE OF EMOTION RECOGNITION ON ROMANTIC RELATIONSHIP SATISFACTION

Sarah Noyes[1], Seung Hee Yoo[1]
[1]San Francisco State University

To examine whether emotion recognition abilities were related to romantic relationship outcomes, participants completed an emotion recognition task and reported on their relationship satisfaction. Negative emotion recognition ability was positively correlated with relationship satisfaction. This relationship was mediated by participants' tendencies to engage in less conflict behaviors with their partners.

G55

DOES VERTICAL LOCATION AFFECT PERCEPTION OF HAPPY AND SAD FACIAL EXPRESSIONS?

Jonathan Gallegos[1], Andrew Grotzinger[1], Kevin McIntyre[1]
[1]*Trinity University*

Metaphors used to describe affect often allude to vertical dimensions in space. In two studies, participants categorized and rated the intensity of emotional faces that were presented at the top or bottom of a computer screen. Results indicated that verticality acts as a basic contextual cue in emotion perception.

G56

HAPPY PEOPLE DO NOT ENJOY ANOTHER'S UNHAPPINESS – HAPPINESS DECREASES SCHADENFREUDE –

Kyu Hee Jung[1], Kaori Karasawa[1]
[1]*University of Tokyo*

Happy people engage in more virtuous and prosocial acts than unhappy people do. We examined whether happy people's "affective" reaction is also less antisocial by investigating the relationship between happiness and the feeling, schadenfreude. We found that happy people felt less schadenfreude toward another's misfortune.

G57

EMOTIONSHIPS: EXAMINING THE CONSEQUENCES OF PEOPLE'S EMOTION-REGULATION NETWORKS FOR HEDONIC AND EUDAIMONIC WELLBEING.

Elaine O. Cheung[1], Wendi L. Gardner[1], Jason F. Anderson[2]
[1]*Northwestern University,* [2]*University of California, Santa Barbara*

We investigated the consequences of people's emotion-regulation networks for wellbeing. Having a diverse emotion-regulation network (consisting of specialized relationships across a broad range of emotional domains) predicted hedonic wellbeing over and above the effects of having close relationships alone. Whereas receiving regulation predicted hedonic wellbeing, providing regulation predicted eudaimonic wellbeing.

G58

ANGER BUT NOT ANXIETY ELIMINATES THE FRAMING EFFECT IN INDIVIDUAL AND GROUP DECISION MAKING

Jennifer R. Spoor[1], Wesley G. Moons[2]
[1]*La Trobe University,* [2]*University of California, Davis*

Two experiments examined how emotions influence the framing effect. Angry individuals and groups never showed a framing effect, whereas anxious individuals (Experiment 1) and groups did (Experiment 2). This effect was reduced after interacting with someone angry. Thus, feeling angry or interacting with someone angry eliminates the framing effect.

G59

I CAN SEE, HEAR, AND SMELL YOUR FEAR: COMPARING THE EFFECTIVENESS OF OLFACTORY AND AUDIO-VISUAL FEAR COMMUNICATION

Jasper H.B. de Groot[1], Gün R. Semin[1], Monique A.M. Smeets[1]
[1]*Utrecht University*

What significance do olfactory fear signals have when co-presented with audio-visual information signaling safety? In a double-blind experiment, olfactory fear (vs. neutral) signals were observed to induce emotional contagion of fear (EMG) regardless of confirmatory or contradictory audio-visual information. These findings illustrate the importance of emotional chemosignaling in humans.

G60

INTERPERSONAL POWER MAKES PEOPLE MORE EMPATHICALLY ACCURATE

Dario Bombari[1], Marianne Schmid Mast[1], Tobias Brosch[2], David Sander[2]
[1]*University of Neuchatel,* [2]*University of Geneva*

The relationship between interpersonal power and empathic accuracy is still unclear. After a power priming (high power, low power, control), 62 participants assessed other people's emotions in a task involving both mentalizing and mirroring skills. Results show a positive relation between power and empathic accuracy.

G61

"I" FEEL GUILTY, BUT "WE" FEEL SHAME: SELF-CONSTRUAL DIFFERENCES IN REACTIONS TO TRANSGRESSIONS.

Kristy K. Dean[1], Elizabeth Fles[2]
[1]*Grand Valley State University,* [2]*University of Tennessee*

Combining research on the private (vs. public) nature of guilt (vs. shame) and the internal (vs. social) foundation of independent (vs. interdependent) self-construals, two studies support the hypothesis that independent self-construals elicit greater guilt and interdependent self-construals elicit greater shame in response to interpersonal transgressions and individual mistakes.

G62

THE EFFECTS OF GRATITUDE AND INDEBTEDNESS ON PROSOCIAL BEHAVIOR

Yuma Shiraki[1], Tasuku Igarashi[1]
[1]*Graduate School of Education and Human Development Nagoya University*

This study examined the effect of gratitude and indebtedness on prosocial behavior for the third person. We hypothesized that only the emotion of gratitude would promote prosocial behavior. Participants (N = 108) were divided into gratitude, indebtedness, and control groups. The results indicated that gratitude could influence the prosocial behavior.

G63

EXPOSED, ASHAMED AND ANGERED: THE ROLE OF SHAME PRONENESS IN RESPONSE TO BEING INSULTED

Joseph D. Wellman[1], Patricia Rodriguez Mosquera[1], Heather Miura[1], Gabriel Rossman[1]
[1]*Wesleyan University*

In the current study we examine how shame proneness predicts individuals emotional response to insult, even when controlling for fear of humiliation. Shame proneness was associated with feeling more exposed, ashamed and angered but only in response to insulting feedback not neutral. Implications for understanding response to insults are discussed.

G64

CAN YOU SMELL IT? DISGUST INCREASES OLFACTORY SENSITIVITY

Kai Qin Chan[1], Ad van Knippenberg[1], Rob Holland[1], Ruud van Loon[1], Roy Arts[1]
[1]*Radboud University Nijmegen*

Disgust protects us against contamination, and this function matches the primary function of olfaction -- to discern the chemical composition of substances before we come into oral contact with it. We found that disgust increases olfactory sensitivity (assessed using the Sniffin Sticks procedure), particularly for individuals high in disgust sensitivity.

G65

THREAT PERCEPTION AND THE BOSTON MARATHON BOMBINGS: THE IMPORTANCE OF AFFECTIVE FRAMING

Jolie Wormwood[1], Spencer Lynn[1], Karen Quigley[1], Lisa Barrett[1]
[1]*Northeastern University*

We examine how the Boston Marathon bombings impact threat perception among local community members. Results demonstrate that the affective framing of otherwise identical content on the bombings influences sensitivity and threshold placement in a Shooter Bias task. How personal exposure to the bombings relates to threat perception is also explored.

G66

THE EFFECTS OF EMOTIONAL RESPONSES TO MENTALLY TOUGH INCIDENTS ON JOB ATTITUDES IN LAW ENFORCEMENT PERSONNEL

Ann-Marie Rabalais[1], Mitzi Desselles[1]
[1]Louisiana Tech University

This study investigated the emotional reactions of police officers to disturbing work events. Using experience-sampling methodology, we examined whether momentary job satisfaction and affect influenced overall job satisfaction and work engagement. Negative affect was significantly related to work engagement, and momentary job satisfaction was significantly related to overall job satisfaction.

G68

RECOGNIZING EMOTION IN FACIAL EXPRESSIONS WHEN FACIAL MUSCLES ARE PARALYZED.

Stephanie S.A.H. Blom[1], Gün R. Semin[1], Capi C. Wever[2], Dirk H.P.M. Kunst[3]
[1]Utrecht University, [2]Leiden University Medical Center, [3]Radboud University Nijmegen Medical Center

We examined if people with one-sided facial paralysis are limited in recognizing emotion in facial expressions (varying in levels of noise) compared to a matched control group. People with left-sided facial paralysis showed lower accuracy for expressions of anger with low to medium levels of noise.

G69

MEASURING MIXED EMOTIONS: MIN SCORES VERSUS EMOTIONAL COMPLEXITY SCORES

Neil Randal Hester[1], Jeff T. Larsen[2], Hal E. Hershfield[3]
[1]University of North Carolina at Chapel Hill, [2]University of Tennessee, [3]New York University

We compared the validity of two measurements of mixed emotions, MIN scores and emotional complexity scores, for predicting participants' emotional reactions to evocative stimuli. Using a film task, we demonstrated the predictive validity of MIN scores, but not emotional complexity scores, suggesting a clear choice of measurement for emotion researchers.

G70

MEANING IN MISERY: STRESSFUL SITUATIONS AS A PLATFORM FOR ATTAINING MEANING IN LIFE

Jacob Juhl[1], Clay Routledge[2], Constantine Sedikides[1]
[1]University of Southampton, [2]North Dakota State University

One study demonstrated that people can attain meaning in life (MIL) in affectively negative (NA) situations and doing so produces positive affect (PA). Current college-stress, although associated with current NA, contributed to increased goal-engagement perceptions, which subsequently contributed to increased current MIL then PA, beyond trait MIL, NA, and PA.

G71

CAN STRESS AFFECT EMOTIONAL ATTENTION?

Mindi Price[1], Katrine Franks[1], Meredith Minear[2], Nikki Ward[1]
[1]The College of Idaho, [2]University of Wyoming

We report results from 2 studies examining the possible relationship between stress and emotional attention. In study 1, we found a correlation between self-reported stress and emotional switching. However, when stress was directly induced using the Triers, no relationship was seen suggesting a difference between chronic and acute stress.

G72

COLLECTIVE EMOTIONAL GATHERINGS, SHARED EMOTIONAL STATES AND COMMITMENT TO A GROUP AND WELL-BEING

Anna Marcelina Wlodarczyk[1], Larraitz Zumeta[1], Nekane Basabe[1], Dario Páez[1]
[1]University of the Basque Country

Collective processes are functional because they favor social integration and strengthen positive shared beliefs. Participant in a longitudinal field study of positively-valanced collective expressive gathering (Spain) reported longitudinal increase in general well-being, social support, social cohesion and consolidation of social beliefs. Emotions like amusement, gratitude, serenity, awe mediated those relations.

G73

WHAT KINDS OF HAPPINESS DO RELIGIONS PROMOTE? A REVISION OF LIWC EMOTION DICTIONARY

Chin-Lan Huang[1], Yi-Cheng Lin[2], Wei-Fang Lin[2]
[1]National Taiwan University of Science and Technology, [2]National Taiwan University

Based on the circumplex model of affect (Russel, 1980, 2003), the current study constructed four LIWC categories of emotion words based on the rating score of both valence and arousal. Discriminant validity was verified by comparing the blogs of religious experience by Buddhists and Christians.

G74

SO HAPPY (AND SAD) TOGETHER: CONTAGIOUS EMOTIONAL DISPLAYS AND DESCRIPTIVE EMOTION NORMS IMPACT THE MAINTENANCE OF AFFECT

Maria Anne Aguilar[1], Caroline Robles[1], Jordan Zuber[1], James Hin[1], Micah Millard[1], Kaitlyn Gillen[1], Mica Estrada[1], P. Wesley Schultz[1]
[1]California State University San Marcos

These analyses examine the social proliferation of affect in an experiment where emotion norms were tested against opposingly-valenced emotional displays. Results demonstrated that norms and displays did not differentially impact final affective state; rather, participants maintained initial affect through attendance to emotionally congruent normative information and emotional displays.

G75

POSITIVE AFFECT IMPROVES REMEMBERING BY INCREASING WORKING MEMORY EFFICIENCY, NOT CAPACITY: EMOTION, COGNITIVE CONTROL, AND MENTAL RESOURCES

Sabrina J. Peitler[1], Chelsea F. Dahl[1], Justin Storbeck[1]
[1]CUNY Queens College

Positive affective states increased performance on an attentionally demanding working memory task by increasing cognitive efficiency as opposed to expanding working memory capacity. These results suggest that one way positive affect increases cognitive control performance is by coordinating task goals necessary for successful high-level cognition.

G76

PSYCHOPATHY AND NEGATIVE EMOTIONAL REACTIVITY DURING A SOCIAL REJECTION TASK: IS WHAT YOU SEE REALLY WHAT YOU GET?

Danielle J. Halachoff[1], Cecily A. Piteo[1], Karin G. Coifman[1]
[1]Kent State University

This investigation examined emotional reactivity in individuals with psychopathic traits during a social rejection task. No differences were found in self-reported affect between high and low psychopathy groups, but differences in facial and autonomic responses were discovered, suggesting individuals with high trait psychopathy are uniquely reactive during social rejection.

G77

MIRRORING AND KNOWING: EMOTIONAL MIMICRY AND EMPATHIC ACCURACY

James J. Casey[1], Scott L. Newton[1], Robert W. Levenson[1]
[1]UC Berkeley

Mimicry is thought to help us perceive others' emotions. Participants (N=31) viewed marital discussions and continuously rated one spouse's emotional valence. Objective coders rated emotional behavior of both participants and targets. Greater mimicry (i.e., similarity of emotional behavior) predicted greater empathic accuracy (i.e., similarity of participant's and target's valence rating).

G78
POSITIVE AFFECT INCREASES SUSCEPTIBILITY TO DISTRACTION DURING GOAL MAINTENANCE
Rebecca D. Calcott[1], Elliot T. Berkman[1]
[1]*University of Oregon*

We investigated the influence of positive affect (PA) on goal maintenance during a set-shifting task with and without distractors. PA increased distractibility during goal maintenance but not during goal shifting, suggesting that PA-related attentional changes may result from increased susceptibility to distraction during maintenance, when goals would otherwise be shielded.

G79
CREATIVITY IN THE DAILY LIVES OF ELITE SCIENTISTS AND PROFESSIONAL WRITERS
Elizabeth A. Hopper[1], Shelly L. Gable[1], Jonathan W. Schooler[1]
[1]*University of California, Santa Barbara*

Each day for two weeks successful creative professionals were asked to report on their emotions, social relationships, and creative insights. Creativity was strongly associated with positive emotions and satisfaction with social ties. Creativity was not associated with negative emotions or interpersonal insecurity, arguing against a response bias explanation.

G80
THE MODERATING ROLE OF POSITIVE MOOD IN THE EFFECT OF FRAMING AND GOAL ON RISK PERSUASION
Sidney Su Han[1]
[1]*University of Guelph Canada*

Positive mood impacts individual's response to risk information. Therefore, some traditional message strategies may not work well for public safety persuasion in positive mood. To bridge this gap, the current research examined the effects of two strategies (message framing and goal claim) on risk communication effectiveness under positive mood.

G81
EXPERIENCED REGRET AND IMPULSIVITY: TO DELAY OR NOT DELAY?
Kathleen Erin Darbor[1], Heather C. Lench[1]
[1]*Texas A&M University*

The investigation examined the influence of experienced regret on preference for immediate or delayed rewards. Participants completed regret or disappointment manipulations, then choose small immediate or large delayed rewards. Experienced regret led to preference for immediate rewards, in part because of the increased salience of self-affirming goals.

G82
THE EFFECTS OF TRAIT AND STATE MINDFULNESS ON EMOTIONAL PROCESSING AND EMOTIONAL EXPERIENCE
Anastasia N. Kerr[1], Victoria A. Perret[1], Danielle R. Davis[1], Elizabeth G. Kraich[1], Capucine M. Davis[1], Alyssa M. Jenkins[1], Wyley A. Deleza[1], Whitney L. Heppner[1], Diana L. Young[1]
[1]*Georgia College & State University*

Burgeoning evidence suggests that mindfulness benefits emotion regulation but may do so through multiple pathways. Two pathways – attention and felt emotion – are supported in the current results. Mindfulness relates to faster attentional processing of emotional stimuli, and to more positive, less volatile emotional experiences in one's daily life.

G83
COMPUTER MOUSE MOVEMENTS REVEAL THE TIME-COURSE OF POSITIVITY-NEGATIVITY BIAS IN THE INTERPRETATION OF AMBIGUOUS FACIAL EXPRESSIONS
Alison M. Mattek[1], Paul J. Whalen[1], Jonathon B. Freeman[1]
[1]*Dartmouth College*

Computer mouse trajectories during ratings (positive or negative) of ambiguous (surprised) and unambiguous (happy, sad) expressions were measured. Though all subjects took longer to commit to a positive decision, only subjects with a negative bias showed significant spatial attraction to the negative response option before committing to a positive rating.

G84
ATTENTIONAL CHRONOMETRY: DIFFERENTIAL ATTENTIONAL BIASES TO GENDER STEREOTYPIC FACIAL EXPRESSIONS ACROSS TIME
Anthony J. Nelson[1], Reginald B. Adams, Jr. [1]
[1]*The Pennsylvania State University*

We examined attentional biases to stereotype-consistent (male anger; female fear/sad) and inconsistent (male fear/sad; female anger) gender-expression pairings. Early attention is biased toward female fear/sadness, whereas later attention is biased toward inconsistent pairings. Gender does not moderate early biases for anger, however, male anger holds attention more than female anger.

G85
EMOTIONAL ATTENTION FOSTERS THE DEVELOPMENT OF EMOTIONAL INTELLIGENCE
Michael B. Kitchens[1], Erin Pruett[1], Brittany Graby[1], Katelyn Mackey[1], Lindsay Chaffier[1], Jamielyn Samper[1]
[1]*Lebanon Valley College*

This work was to determine whether emotional attention fosters emotional intelligence. Emotional attention intensifies emotional experiences, and in turn, was predicted to promote emotional knowledge acquisition. We found that emotional attention was related to greater emotional intensity and predicted emotional intelligence at the conclusion of an emotion course.

G86
THE VIRTUAL 'KILLERS'. THE ROLES OF EMPATHY AND SELF-CONTROL IN EXPLAINING COMPUTER GAME PLAYERS' BEHAVIOR
Ewa Miedzobrodzka[1], Jacek Buczny[1]
[1]*University of Social Sciences and Humanities at Sopot*

Playing violent video games had negative psychological consequences. Gamers showed lower levels of emotional recognition and reduced levels of trait empathy compared to non-players. Moreover, after a brutal game, participants demonstrated weaker inhibitory self-control, and stronger aggression, than participants who had been playing a neutral game (trait empathy mediated the relationships).

G87
INTERPLAY OF MOTION AND EMOTION: HOW BODILY EXPERIENCE INFLUENCES FEELINGS VIA MENTAL MODELS OF RESPONSIBILITY
Micah Bryan Goldfarb[1], Lisa K. Libby[1]
[1]*The Ohio State University*

We hypothesize that perceived motion of self vs. environment determines mental models of personal responsibility that inform attributions in unrelated situations. Manipulating perceived motion led to qualitatively different, responsibility-related, emotions (regret vs. disappointment) which supports the notion that perceptions of motion underlie abstract models of personal responsibility in social events.

G88
THE MOROSE-COLORED GLASSES OF LOVE: RELATIONSHIP CONFLICT PREDICTS PERCEPTUAL READINESS FOR NEGATIVE EMOTION EXPRESSIONS
William J. Brady[1], Shana Cole[1], Emily Balcetis[1]
[1]*New York University*

Two studies investigated whether relationship conflict creates perceptual readiness for intense, negative emotion expressions. Among college students, conflict positively correlated with the tendency to interpret ambiguous emotion expressions as intensely negative. Among married adults, conflict predicted with faster reaction times for accurately categorizing negative compared to positive expressions.

G89

EXPLORING IGNORING: GENDER AND ETHNICITY DIFFERENCES IN MOTHERS' NONREACTIVE RESPONSES TO CHILDREN'S EMOTIONS

Patsy Sibley [1], Amy Halberstadt[1], Calvin Sims [1]
[1]North Carolina State University

Parents' responses to children's emotions have been shown as an important avenue of emotion socialization. However, ignoring has not been considered as a response type. This study explores mothers' use of ignoring and shows significant differences by ethnicity and gender. Social and cultural implications of these findings are explored.

G90

AN INVESTIGATION OF LANGUAGE ACCENT'S INFLUENCE ON EMOTIONAL REACTIONS AND PERCEPTIONS OF INTELLIGENCE/ABILITY

Mark D. Davis[1], Kelly A. Pivik[1], Alexis C. Hewitt[1], Amber N. Hudson[1], Krista B. Black[1]
[1]The University of West Alabama

The study tested language accent influences on emotional/cognitive reactions. Participants listened to one of five audio CV's of individuals applying for an academic position. Participants' facial reactions were recorded and participants rated the target on intelligence/ability. Results indicated more negative facial reactions and self-report ratings associated with less familiar accents.

G91

UNCONSCIOUS AFFECT INFLUENCES FIRST IMPRESSIONS AND PHYSIOLOGY

Lauren Sears[1], Jolie Wormwood[1], Erika H. Siegel[1], Justin Kopec[1], Karen S. Quigley[1], Lisa Feldman Barrett[1]
[1]Northeastern University

We used continuous flash suppression to determine if unseen, affective faces influenced trait ratings of perceived, neutral faces, as well as self-reported mood. We also recorded peripheral psychophysiology and found that participant's trait ratings, self reported mood, and physiology were modulated by affective stimuli presented outside of their awareness.

G92

LET'S TALK ABOUT FEELINGS: DIFFERENTIAL CONSEQUENCES OF FOUR METHODS OF AFFECT LABELING

Ida Jane Griesemer[1], Erik Nook[2], Ajay Satpute[3], Rivka Friedlander[1], Kevin Ochsner[1]
[1]Columbia University, [2]Stanford University, [3]Northeastern University

We can label affective states in a variety of ways: by identifying what is causing our emotions or by identifying our emotions themselves. The present study demonstrates that self-reported and psychophysiological responses can be ameliorated by labeling objects in aversive images, but not by labeling the emotions they elicit.

G93

IMMORAL ACTIONS ARE ASSOCIATED WITH A SPECTRUM OF NEGATIVE EMOTIONS

Joseph Thomas Pochedly[1], Mary Kayyal[1], James Russell[1]
[1]Boston College

How are the emotions evoked by moral stories affected by response format? Participants judged morally good and bad emotion stories on the degree to which it elicited each of five emotions and moral valence. Anger was the most common choice, but each story elicited a range of emotions.

G94

FINDING YOURSELF IN AWE: THE RELATIONSHIP BETWEEN AWE AND IDENTITY FORMATION

Galen D. McNeil[1], Craig L. Anderson[1], Dacher Keltner[1]
[1]UC Berkeley

Awe increases curiosity about the world, but little is known about the effects of awe on the self. This study provides evidence that awe is the positive emotion that most strongly predicts higher identity formation during the transition to college, suggesting that awe may be key in developing identity.

G95

DO MEN AND WOMEN DIFFER IN DISTRESS TOLERANCE TO INTERPERSONAL VIOLENCE, DISGUST, AND NEGLECTED CHILDREN?

Katherine U. Sosna[1], Jennifer C. Veilleux[1]
[1]University of Arkansas

We investigated gender differences for distress tolerance to negative images of varying types. Results revealed that both genders had a high tolerance and low distress for images of violence compared to other images types. In addition, women indicated distress faster to disgust pictures compared to men.

G96

TEST OF EMOTIONAL AESTHETICS: EMPATHY-RELATED DEFICITS IN INDIVIDUALS WITH FRONTOTEMPORAL DEMENTIA

Michaela L. Simpson[1], Michelle Shiota[2], Heidi E. Kirsch[3], Robert W. Levenson[1]
[1]University of California, Berkeley, [2]Arizona State University, [3]University of California, San Francisco

Frontotemporal dementia (FTD) is characterized by deficits in empathy. Using a new Test of Emotional Aesthetics, individuals with FTD performed worse than other patient groups and healthy controls at decoding the affective content of music and paintings, but were able to detect the pleasantness of tactile and olfactory stimuli.

G97

THE INFLUENCE OF CULTURAL CONCEPTUALIZATIONS OF THE SOCIAL EMOTIONS OF PRIDE AND SHAME ON BEHAVIORAL INCLINATION AND EXPERIENCE

Emily K. Schmidt[1]
[1]Brandeis University and College of the Holy Cross

The current study examined how cultural differences between collectivist and individualistic conceptualizations of the social emotions of pride and shame affect the behavioral inclination toward those emotions and the proneness of members of each culture to experience them. Implications for parsing out cultural influences and personal experience are discussed.

G98

ENVY IN FRIENDS: FEELING BAD WITHOUT BEHAVING BADLY

Nicole E. Henniger[1], Christine R. Harris[1], Gail D. Heyman[1]
[1]University of California, San Diego

Does friendship intensify or pacify the motivations of envy? Pairs of friends received false feedback on an intelligence test in the lab. Worse-performing participants reported greater envy, but did not retaliate against their friends. The role of interpersonal context in understanding the functionality of envy is discussed.

G99

BABYFACENESS ENHANCES SUBJECTS' MEMORY FOR MOST ATTRACTIVE AND LEAST ATTRACTIVE INDIVIDUALS EXPRESSING SURPRISE

April Marie Burns[1], Julie Ann Brandt[1], Marilyn Mendolia[1]
[1]University of Mississippi

This study examined the effects of facial attractiveness and babyfaceness on person identity recognition across different emotional expressions. After viewing the faces of actors displaying different emotional expressions, subjects completed an incidental memory task. Facial attractiveness and babyfaceness affected person identity recognition differently, depending on the emotional expression.

G100

DON'T GRIN WHEN YOU WIN: THE SOCIAL COSTS OF POSITIVE EMOTION EXPRESSION IN PERFORMANCE SITUATIONS

Elise K. Kalokerinos[1], Katharine H. Greenaway[1], David J. Pedder[2], Elise A. Margetts[3]

[1]The University of Queensland, [2]Australian Catholic University, [3]The University of Melbourne

Three experiments demonstrated interpersonal costs to expressing positive emotions in victory. Inexpressive winners were rated more positively, and this effect was mediated through perceptions that expressive winners were hubristically proud, and inexpressive winners protected losers' feelings. This research is the first to identify social benefits of expressively suppressing positive emotions.

G101

EXPERIMENTAL EVIDENCE OF THE COGNITIVE DIFFERENCES BETWEEN UNDIFFERENTIATED AND SPECIFIC AFFECTIVE APPRAISALS

Sean P. Lane[1], Patrick E. Shrout[2]

[1]University of Missouri, Columbia, [2]New York University

Using theories of affective appraisal and principles from social cognition we propose that specific mood appraisals are more robust to influence than undifferentiated ones. Two studies revealed a stronger impact of induced specific anxiety on undifferentiated mood ratings than induced undifferentiated anxiety on specific mood ratings.

G102

LAY THEORIES OF COPING: DO PEOPLE PREFER GRIEF WORK TO OTHER STYLES OF COPING WITH SADNESS?

Melissa Irene Soenke[1], Jeff Greenberg[1]

[1]University of Arizona

Despite their effectiveness at decreasing sadness and increasing positive emotion, people are reluctant to use positive-emotion-eliciting activities to cope with sadness. We assessed people's lay theories of coping, particularly comparing positive-emotion-eliciting and grief work activities. Participants rated grief work as more appropriate, effective, and less likely to cause guilt.

G103

POLITICAL AFFILIATION AND EMOTIONAL REACTIONS TO GREAT WEALTH: FAIRNESS OR ENVY?

Charles Eric Hoogland[1], Alexandra Martin[1], Richard Henry Smith[1], Chelsea Marie Cooper[2], Edward Brown[1]

[1]University of Kentucky, [2]United States Air Force

Conservatives often claim that liberals' negative reactions to others' wealth is due to envy. Are they right? Participants read about a venture capitalist who harmed others or not to increase profits. Liberals did tend to report greater envy, but they also thought the wealth was more unfair, regardless of harm.

G104

THE ROLE OF COMT POLYMORPHISM IN EMOTION REGULATION

Anna Sapozhnikova[1], Robert Levenson[1], Michelle Shiota[2], Giovanni Coppola[3]

[1]University of California, Berkeley, [2]Arizona State University, [3]University of California, Los Angeles

Individuals differ in emotion regulation ability. To examine how the catechol-O-methyltransferase (COMT) gene contributes to differences in emotion regulation, two samples of healthy adults (n=49, n=97) were genotyped, exposed to emotional stimuli, and instructed to engage in emotion regulation. Met158 individuals down regulated their emotions more effectively than val/val individuals.

G105

COPING WITH MALICIOUS ENVY: DECLINES IN ENVY COINCIDE WITH INCREASES IN RESENTMENT

Richard H. Smith[1], Chelsea M. Cooper[2], Charles E. Hoogland[1], Edward G. Brown[1]

[1]University of Kentucky, [2]United State Air Force

Malicious envy is an unpleasant, shameful emotion. Do people cope with the emotion by transforming it into a more socially acceptable response such as resentment? After being made envious, participants received information suggesting the envied target was mildly dislikeable. Envy decreased and resentment increased, especially when the target was dislikeable.

G106

A BITTERSWEET REPRISE: A CLOSER LOOK AT MIXED EMOTIONAL REACTIONS TO MUSIC

Ryan M. Best[1], Jeff T. Larsen[2], Peter A. Martens[1]

[1]Texas Tech University, [2]University of Tennessee

We investigated emotional reactions to music varying in tempo (fast, slow) and mode (major, minor). Mixed emotions indices derived from ratings of 12 positive and negative emotions revealed that slow minor music elicited the most mixed emotions, indicating that such music elicits more mixed emotions than earlier research had suggested.

G107

HOW DO PARENTS INFLUENCE CHILDREN'S BEHAVIOR? INTERACTIVE EFFECTS OF PARENT EMOTION TALK AND EMOTION SOCIALIZATION BELIEFS

Amy Neal[1], Philip M. Grubbs[2], Amy G. Halberstadt[3], Julie C. Dunsmore[1]

[1]Virginia Tech, [2]Hampden-Sydney College, [3]North Carolina State University

This study examined effects of parental beliefs about emotions and discussion of emotions on child use of emotion language. Results indicated that parental beliefs alone did not influence child behavior, but a match between parental beliefs and behavior was associated with greater child use of negative emotion language.

G108

THE ROLE OF EMOTIONAL EXPRESSIVITY ON THE RELATIONSHIP BETWEEN COLLECTIVISM AND SOCIAL ADJUSTMENT

Frank G. Du[1], Seung Hee Yoo[1]

[1]San Francisco State University

Two studies were conducted to examine the relationship between cultural values, emotional expressivity and social adjustment. Higher collectivistic values were related to better social adjustment and emotional expressivity partially mediated this relationship. This suggests that people who value relationships and harmony may express their emotions to maintain interpersonal relationships.

G109

THE INFLUENCE OF AFFECT ON JUDGMENT DEPENDS ON ITS OBJECT

Alexander J. Schiller[1], Gerald L. Clore[1]

[1]University of Virginia

Feeling happy rather than sad generally makes judgments more positive. The Affective Immediacy Principle says that affect will influence current mental content. In one experiment with consumer products, the current mental content was changed from the product to a price. Affect influenced ratings of the price instead of the product.

G110

EMOTION AND WORKING MEMORY: HOW FEAR AND HAPPINESS SELECTIVELY ENHANCE REMEMBERING OF LOW AND HIGH SPATIAL FREQUENCY FACES

Lindsay Thonsen[1], Kayla Sackler[2], Nicole Davidson[1], Justin Storbeck[1]

[1]Queens College - CUNY, [2]Calhoun High School

Fearful and happy induced states led to dissociative effects in processing low and high frequency faces during a working memory task. Fear states facilitated the remembering of low spatial frequencies, whereas happy states facilitated the remembering of high spatial frequencies. Excitement and sad mood states had non-specific effects on remembering.

G111
HIGHER POSITIVITY PREDICTS LESS INHIBITORY CONTROL OVER PREPOTENT RESPONSES TO HAPPY FACES
Jordan Quaglia[1], Robert J. Goodman[1]
[1]Virginia Commonwealth University
Little research has examined whether cognitive biases pertaining to positive social stimuli predict emotional well-being. On an Emotional Go/No-Go task, higher trait positivity predicted less inhibition of happy, but not neutral or fearful, faces. Implications for understanding cognitive biases of emotional well-being are discussed.

G112
ARE MIXED EMOTIONS UNSTABLE?
Adam T. Cann[1], Jeff T. Larsen[2]
[1]Texas Tech University, [2]University of Tennessee at Knoxville
We tested the evaluative space model's prediction that ambivalent states are unstable by asking people to report whether they felt happy and/or sad during music clips. People were less likely to remain in mixed emotional states from one more to next than to remain in happy, sad, or neutral states.

G113
MOTIVATIONAL ORIENTATION: MANIPULATION THROUGH FILMS OF AFFECTIVE EXPRESSION
Brett James Grant[1], Alexa Tullett[1], Philip Gable[1]
[1]The University of Alabama
The present study tested whether motivational orientation could be manipulated through videos of affective expressions designed to elicit approach and avoidance orientations. Results suggested that individuals adopted approach motivations displayed by both the excitement video and the fear video.

G114
DO MOODS AND EXPECTANCIES HAVE UNIQUE OR INTERACTIVE EFFECTS?: AN EXPERIMENTAL INVESTIGATION
Shane Close[1], Victoria Adkins[1], Kandice Perry[1], Katheryn Eckles[1], Jill Brown[1], Ian Handley[2], Andrew Geers[1]
[1]University of Toledo, [2]Montana State University - Bozeman
This research tested for additive and interactive effects of mood states and expectancies on pain reports. Results revealed that positive mood states reduced pain independent of expectancies. Further, the study is the first to show that the pain relieving effect of positive moods increases linearly during a pain task.

G115
WHETHER SHE SEEM SMILEY AND HE SEEM MEAN DEPENDS ON THE OTHER FACES IN THE CROWD
Belinda M. Craig[1], Ottmar V. Lipp[1]
[1]The University of Queensland
We investigate whether the influence of poser gender in speeded emotion categorization tasks reflects facial characteristics alone or experimental context. Participants categorized emotional expressions displayed by males and females. Different patterns were observed when poser gender varied within and between tasks and when emotional expressions were categorized amongst neutral expressions.

G116
EMPATHIC ACCURACY PREDICTS LESS NEGATIVE AFFECT IN RESPONSE TO AVERSIVE IMAGES
Jenny Porter[1], Jennifer Silvers[1], Niall Bolger[1], Kevin Ochsner[1]
[1]Columbia University
Emotion regulation and empathic accuracy both have profound consequences for personal and interpersonal well being. Yet, little is known about the relationship between these skills. Our findings suggest that empathic accuracy for negative experiences is associated with less reactivity to negative stimuli on both respond naturally and reappraise trials.

G117
A CONTENT ANALYSIS OF OLDER AND YOUNGER ADULTS' EMOTIONAL LANGUAGE IN RESPONSE TO MORTALITY SALIENCE
Michael Nelson Bultmann[1], Samantha John[1], Molly Maxfield[1]
[1]University of Colorado Colorado Springs
Content analysis of the responses to mortality salience induction revealed a decrease in the use of emotion-related words for both older and younger adults. When responding to MS compared to a control topic, negative affect decreased for both older and younger adults, while positive affect increased for older adults only.

G118
THE ROLE OF NOVELTY IN THE PURSUIT OF NEGATIVE EXPERIENCE
Shane William Bench[1], Heather C. Lench[1]
[1]Texas A&M University
Participants viewed images and were then asked to choose a second set of images to view. Negative images were chosen when they were novel or when choice was motivated by a desire for negative. Preference for negative increased when positive images were viewed first. Novel negative experiences can be desirable.

G119
IT'S MORE FUN WITH A FRIEND: THE EFFECTS OF SOCIAL CONTEXT ON DAILY EMOTIONAL EXPERIENCES
Stephanie D. O'Keefe[1], Harry T. Reis[1]
[1]University of Rochester
Is there a difference in how social and solitary fun influence our emotional experience? Using everyday experience methods, we found that laughter and social fun resulted in more positive affect, less negative affect, and more energetic feelings in the moment than solitary fun, highlighting the benefits of social interaction.

G120
THE EFFECTS OF MOOD ON SELF-REPORTED PERSONALITY: DIFFERENCES ACROSS TRAITS AND GENDERS
Anita S. Hibbert[1], E. David Klonsky[1]
[1]University of British Columbia
The present study investigated the impact of mood state on self-reported personality. Males induced into a positive (versus negative) mood rated themselves higher in agreeableness, whereas females reported being higher in extraversion and agreeableness, and lower in neuroticism. The findings indicate that mood state can impact self-perception of personality traits.

G121
EMOTION REGULATION AND WELL-BEING: THE INFLUENTIAL ROLE OF BELIEVING EMOTIONS CAN CHANGE AND HAVING THE ABILITY TO CHANGE THEM
Joseph C. Leshin[1], Brett Q. Ford[2], Josh S. Eng[2], Iris B. Mauss[2]
[1]Cal Poly State University, [2]University of California, Berkeley
Emotion regulation (ER) can promote well-being, but regulation may depend on believing that emotions are controllable (incremental beliefs). We found that individuals endorsing incremental beliefs had higher well-being because they used effective ER more frequently, but using ER was only beneficial for those with stronger ER ability.

G122
COMPARISONS FROM FAMILY CREATE CHALLENGE, WHILE FRIENDS CREATE ENVY
Camille S. Johnson[1]
[1]San Jose State University
Three studies show that when family members ask people to make comparisons, people believe that the family members have benevolent and instrumental purposes (e.g. to create challenge and motivation). When friends ask people to make comparisons, people believe that friends have malevolent purposes (e.g. to create envy).

G123
THE INTERPERSONAL FUNCTION OF PROCEDURAL FAIRNESS
Omesh Johar[1], Zlatan Krizan[1]
[1]Iowa State University

Procedural fairness can have unexpected and far-reaching consequences. In two online experiments, participants imagined a workplace situation in which their teammate benefited from unfairness perpetrated by the supervisor. Despite any own fault, the teammate became a target of hostility, resentment, and envy as a function of procedural unfairness.

G124
GENDER-RELATED EXPECTATIONS OF DISGUST PARTIALLY MEDIATE GENDER DIFFERENCES IN DISGUST SENSITIVITY
Alexander Jay Skolnick[1]
[1]Saint Joseph's University

Building on theory that gender-based expectations of disgust influence one's sensitivity to disgust (Skolnick, Bascom, & Wilson, 2013), we show that compared to typical men and women, judgments of one's own disgust sensitivity but not of their willingness to express disgust, partially mediates gender differences in disgust sensitivity.

G125
CONFORMITY VS. EMOTIONAL BURDEN: HOW GROUP-BASED EMOTIONS ARE INFLUENCED BY COLLECTIVE EMOTIONS
Amit Goldenberg[1], Tamar Saguy[2], Eran Halperin[3]
[1]Stanford University, [2]Interdisciplinary Center (IDC) Herzliya, [3]IDC

Underlying the theory of group-based emotions is the assumption that they are driven by a process of conforming with the collective (i.e., collective emotions). However, an emotion may be experienced in the name of a collective that does not share these emotions. We examine this process and when it occurs.

G126
WHY FEEL EMPATHETIC WHEN YOU CAN GET ANGRY? EMOTIONAL PREFERENCES IN INTRACTABLE CONFLICTS
Roni Porat[1], Maya Tamir[1], Eran Halperin[2]
[1]Hebrew University, [2]Interdisciplinary Center (IDC) Herzliya

Emotions play a cardinal role in intractable conflicts. While much of the research has focused on emotional experience, we address what people want to feel, namely their emotional preferences. Across four studies we examine what people want to feel, and how these preferences shape emotional and political reactions.

G127
DO EMOTIONAL CONTROL BELIEFS BUFFER EMOTIONAL IMPACT? EVIDENCE FROM AFFECTIVE REGULATION AND AFFECT-AS-INFORMATION PARADIGMS
Daniel R. Rovenpor[1], Linda M. Isbell[1]
[1]University of Massachusetts Amherst

We examined whether emotional control beliefs buffer emotional sensitivity. We found that believing that emotions are controllable buffered self-reported affective reactivity to negative stimuli. In two subsequent studies, we found that emotional control beliefs buffered the typical effects of both high intensity positive and negative affect on a cognitive (categorization) task.

G128
EMOTIONAL BELIEFS BEYOND CONTROLLABILITY
Jennifer Celene Veilleux[1], Anna C. Salomaa[1], Jennifer A. Shaver[1], Melissa J. Zielinski[1], Garrett A. Pollert[1]
[1]University of Arkansas

Beyond beliefs in emotion controllability, recent work suggests individuals can believe that emotions constrain behavior, that emotion regulation is worthwhile, and that emotions can "hijack" self-control. We demonstrate that these beliefs uniquely predict psychopathology, emotion regulation tendencies, emotional intelligence, and responses to a negative emotion induction in the laboratory.

G129
CARE WITHOUT WORDS: EXAMINING THE INFLUENCE OF COMPASSIONATE GOALS ON EXPRESSIVE SUPPRESSION AND PSYCHOLOGICAL ADJUSTMENT
Chien-Han Kao[1], Jen-Ho Chang[1], Jenny Su[1]
[1]National Taiwan University

Research has taken a dim view of regulating emotions by expressive suppression, but the impact of suppression may depend on the goals individuals adopt. The present studies found that having compassionate goals (i.e., genuine concern for others) attenuated the negative impacts of suppression on both short-term and long-term psychological adjustment.

G130
THE EFFECT OF NEGATIVE EMOTIONS ON TACTILE SENSITIVITY: FEAR BUT NOT ANGER DECREASES TACTILE SENSITIVITY
Nicholas J. Kelley[1], Brandon Schmeichel[1]
[1]Texas A&M University

Emotions and sensory perception are closely intertwined, but the impact of emotions on touch is relatively unknown. We conducted a series of studies to examine the effects of emotions on touch sensitivity. Results showed that fear reduces tactile sensitivity relative to anger or a neutral control condition.

G131
THE EXPRESSION AND EXPERIENCE OF EMOTION IN COMPLICATED GRIEF
Erica Diminich[1], George A. Bonanno[1]
[1]Columbia University

Examining multiple emotion response channels revealed that individuals with complicated grief were less facially expressive than an asymptomatic group while reporting similar experienced emotion, and using more negative emotion related words. These findings suggest that complicated grief is characterized by a pronounced disassociation between emotional responding across channels.

G132
SUPPORTIVE TOUCH REGULATES THE NEURAL RESPONSE TO THREAT IN ANXIOUS INDIVIDUALS
Erin Maresh[1], Lane Beckes[1], James A. Coan[1]
[1]University of Virginia

We examined whether trait anxiety moderated the relationship between handholding and the neural threat response in a threat-of-shock paradigm under three conditions: alone, while holding a stranger's hand, or a friend's hand. Results suggest that supportive handholding reduces the use of disengagement as a self-regulatory strategy among highly anxious individuals.

G133
RECOGNIZING WHOLE PEOPLE IN NATURAL ENVIRONMENTS
Carina A. Hahn[1], Alice J. O'Toole[1], Jonathon Phillips[2]
[1]University of Texas at Dallas, [2]National Institute of Standards and Technology

We examined person recognition using videos of people approaching from a distance. Participants judged familiarity after viewing whole videos, with the quality of identification information varying over time, or with only one segment. Results indicate the importance of the quality of information immediately at hand.

Field Research/Interventions

G134
"SHARING YOUR FEELINGS" ONLINE = EXPRESSIVE WRITING? TO INCREASE GRATITUDE AND DECREASE LONELINESS

Lixin Jiang[1], Lingnan He[2]
[1]University of Wisconsin Oshkosh, [2]Sun Yat-sen University

We examined whether "sharing your feelings" in social networking sites serves as expressive writing. Using a quasi-experimental design, we found that the emotion-focused group increased in gratitude and decreased in loneliness from pretest to posttest; however, the event-focused group decreased in gratitude and increased in loneliness.

G135
THE EFFICACY OF SELF-DETERMINATION INTERVENTIONS ON PHYSICAL ACTIVITY: A MULTI-LEVEL META-ANALYSIS

Lauren S. Miller[1], Richard H. Gramzow[1]
[1]Syracuse University

This meta-analysis examined the impact of self-determination theory (SDT) interventions on: a) physical activity, b) physical activity adherence, c) weight loss, and d) BMI. Results: SDT interventions promote greater physical activity behaviors and marginally greater weight loss than control groups. This meta-analysis supports the efficacy of SDT interventions.

G136
STOPPING TO SMELL THE ROSES: A FIELD EXPERIMENT

Daniel Justin Petrie[1], Judah Ruiz[1], Paul K. Piff[1]
[1]University of California, Berkeley

We tested whether people deal with perceptions of chaos by focusing on and savoring the present. In a field experiment, fliers saying "Life is unpredictable" caused passersby to display increased savoring behavior by stopping to smell a bouquet of roses relative to fliers saying "Life is constant."

G137
GIVE IT TIME: EFFECTS OF SUBJECTIVE SENSE OF TRANSITION AND AFFIRMATION ON SELF-INITIATED BEHAVIOR CHANGE

Shannon T. Brady[1], Geoffrey L. Cohen[1]
[1]Stanford University

Can people's subjective sense of being at the beginning of a transition catalyze change? New Years resolution makers seeing a beginning-of-year (vs. end-of-year) message had greater behavior change intentions. Affirmed individuals who saw the beginning-of-year message advocated fewer unproductive change strategies. The study suggests the partly subjective nature of transitions.

Individual Differences

G138
ATTENTIONAL DIFFERENCES WITHIN PERSON AND THING ORIENTATIONS

Miranda M. McIntyre[1], William G. Graziano[1]
[1]Purdue University

The relationship between Person and Thing Orientations and attention was explored. Participants viewed images with person, thing, and neutral content in an attentional disengagement task. Stronger orientations toward people or things predicted faster reaction times for interest-congruent images. Person and Thing Orientations accounted for variance in attention beyond sex differences.

G139
PET PALS: THE INFLUENCE OF PET AFFINITY AND CONSCIENTIOUSNESS ON PERCEIVED SOCIAL SUPPORT

Chelsie M. Young[1], Jennifer L. Bryan[1], Mai-Ly Nguyen[1], Michelle C. Quist[1], Dawn W. Foster[2], Clayton Neighbors[1]
[1]University of Houston, [2]MD Anderson

We expected pet affinity (PA) and conscientiousness to influence perceived social support (PSS). Results revealed that conscientiousness and high PA were related to higher PSS than low PA. Pets may be another avenue for support to individuals higher in PA, whereas individuals lower in PA have fewer outlets for support.

G140
SELF-CONSCIOUSNESS MODERATES THE EFFECT OF IMPLICIT BUT NOT EXPLICIT PRIMES ON SUBSEQUENT RELEVANT BEHAVIOR

Anna Tekla Prescott[1], Jay G. Hull[1]
[1]Dartmouth College

Cooperation or competition was primed consciously or implicitly before measuring cooperative/competitive behavior. Self-Consciousness (SC) moderated the effect of implicit but not conscious primes on behavior. When primed implicitly, participants high in SC assimilated while those low in SC showed the reverse. When primed consciously, all participants assimilated regardless of SC.

G141
FAST AND FURIOUS FEMALES: ASSOCIATIONS BETWEEN LIFE HISTORY SPEED AND PERSONALITY IN WOMEN

Ashton Caroline Southard[1], Christopher James Holden[2], Thomas Ewing[2], Virgil Zeigler-Hill[2]
[1]University of Southern Mississippi, [2]Oakland University

Associations between the features of the dark triad of personality, the Big Five personality domains, and speed of life history in women were examined. Results revealed that agreeableness, extraversion, conscientiousness, and openness were predictors of a slower life history, whereas psychopathy and Machiavellianism were predictors of a faster life history.

G142
PUPPY LOVE: PET AFFINITY AS A MEDIATOR OF THE RELATIONSHIP BETWEEN OPENNESS TO NEW EXPERIENCE AND SOCIAL SUPPORT

Jennifer Bryan[1], Mai-Ly Nguyen[1], Michelle Quest[1], Chelsie Young[1], Dawn Foster[2], Richard Rodriguez [1], Qian Lu[1]
[1]University of Houston, [2]MD Anderson

This study investigated underlying mechanisms among dog owners. It was hypothesized that pet affinity would mediate the relationship between openness to experience and social support. Results confirmed our hypothesis which suggests that those who are open to new experiences may derive social support from multiple avenues, including their furry friends.

G143
THE RELATIONSHIPS BETWEEN PERSONALITY, HAPPINESS, AND TELEVISION VIEWING PATTERNS

Laura B. Koenig[1]
[1]Kutztown University

128 participants completed self-report assessments of personality, happiness, and TV viewing motives and program choices. Several expected relationships emerged; for instance Openness correlated with watching newscasts and Conscientiousness was negatively correlated with watching TV to relax. However, hours spent watching TV was not related to happiness or personality.

G144
AN INVESTIGATION OF PARASOCIAL INTERACTION, PERSONALITY, AND READING AND VIEWING MOTIVES AMONG FANS OF HARRY POTTER

Joanne Ingram[1], Zoe Luckett[2]
[1]University of Bedfordshire, UK, [2]University of Bedfordshire

We investigate which personality factors and which reading and viewing motives predict different constructs of parasocial interaction amongst fans of Harry Potter. Results suggest that fans' desire for face-to-face contact relates to extraversion and viewing movies for arousal. We posit that this relates to available interactive media for fiction fans.

G145
GAMBLING TO GET RICH: SELF-DETERMINATION AND GAMBLING MOTIVES
Lindsey M. Rodriguez[1], Clayton Neighbors[1]
[1]*University of Houston*

This research examined motivational orientations and gambling motives. Undergraduates who met 2+ SOGS criteria participated in a laboratory survey. Autonomy was positively associated with gambling for enjoyment, whereas control was predictive of gambling for chasing, winning, challenge, skill, and competition, supporting an evaluation of gambling behavior using a SDT framework.

G146
CAN POWER CHANGE WHO YOU ARE? THE INFLUENCE OF POWER ON EXTRAVERSION
Yona Kifer[1], Daniel Heller[1], Pamela K. Smith[2]
[1]*Tel Aviv University,* [2]*University of California, San Diego*

Past research has focused exclusively on the influence of personality on the attainment of power, ignoring the reverse causal sequence. Across an observational study and two experiments, we found that power enhances extraversion generally and at the workplace, and that this effect is mediated by the Behavioral Approach System.

G147
AUTHORITARIANISM AND MULTICULTURAL NORMS
Yamil R. Velez[1]
[1]*Stony Brook University*

I assess whether the relationship between authoritarianism and tolerance is magnified in the presence of diversity. Contrary to my expectations, I find that authoritarians become more tolerant in the presence of diversity. However, this is contingent on whether diversity and the melting pot is presented as an American value.

G148
ATTRACTING PERSON AND THING ORIENTED PEOPLE TO STEM
Anna Woodcock[1], William G. Graziano[2], Lilibeth Flores[1], Britt'ny Gonzales[1]
[1]*California State University, San Marcos,* [2]*Purdue University*

A fictitious Masters' program was presented to students as either a "thing-oriented" or a "person-oriented" endeavor. The person-oriented portrayal increased feelings of belonging in the program for student high in both person and thing orientations, but did not diminish perceptions of the program's difficulty and academic rigor.

G149
EFFECTS OF MONEY PRIMING AND IMAGINED WEALTH ON SOCIAL NEEDS
Amani Piers[1], Jaclyn Krus[1], Erin Dooley[1], Harry Wallace[1]
[1]*Trinity University*

Two studies provide more evidence that money and wealth increase people's sense of self-sufficiency. Participants reported less need to belong and less need to control their social circumstances if they were primed with images of money or asked to imagine how they would feel if they were wealthy.

G150
PERSONALITY CHANGE AS A FUNCTION OF INTERESTS
David M. Condon[1], William Revelle[1]
[1]*Northwestern University*

This study extends research on mean-level changes in personality into narrowly-defined aspects of Temperament and Interests. Data were collected from a large SAPA sample using 750 Temperament, Ability and Interest items. Results suggest Interests vary considerably across the lifespan and in relation to changes in Big-Five traits.

G151
THE ADDITIVE INFLUENCE OF CONNECTEDNESS IN NATURE AND PERCEIVING NATURE'S BEAUTY ON WELL-BEING AND AWE
Monica Breton[1], Jia Wei Zhang[1], Craig Anderson[1], Ravi Iyer[2], Ryan Howell[3], Dacher Keltner[1]
[1]*University of California Berkeley,* [2]*University of Southern California,* [3]*San Francisco State University*

Three studies demonstrated individuals higher on connectedness/relatedness with nature and perception of nature's beauty reported greater life satisfaction, meanings in life and dispositional awe. They also responded to an awe induction, compared to amusement and control, with greater momentary feelings of awe. Results held after controlling for Big Five personality.

G152
HOPE, OPTIMISM, SELF-EFFICACY, AND GPA: A PATH-ANALYTIC STUDY
Maximilian Masahito Kubota[1], David Feldman[1]
[1]*Santa Clara University*

In path analysis, we examine the contribution of Snyder's (1994) hope construct, relative to self-efficacy and optimism, to predicting GPA. We administered generalized and academic-specific measures of these constructs to 89 college students. Hope predicted GPA better than self-efficacy or optimism, with generalized hope indirectly predicting GPA through academic-specific hope.

G153
MINDFULNESS IN NEW PRODUCT DEVELOPMENT PROCESSES: EVIDENCE FROM INDIAN FIRMS
Niharika Garud[1]
[1]*Indian Institute of Management Bangalore*

This research explores linkages between mindfulness and new product development (NPD) in Indian tech firms. Using quasi-experimental design, data, collected from 7 firms, shows "mindful" managers perform better in developing new products through meaningful utilization of available resources. This study contributes to the area of mindfulness in innovation and NPD.

G154
DO GRE SCORES AND UNDERGRADUATE GPAS PREDICT PUBLICATION SUCCESS?
Christopher Zou[1], Julia K. H. Tsui[1], Jordan B. Peterson[1]
[1]*University of Toronto*

Most graduate schools in North America require students to submit their GRE scores and GPAs when applying. However, it is unclear which of these scores are useful in predicting publication success. Based on a sample of graduate students in psychology programs, only the GRE-Quantitative scores were predictive of the number of publications.

G155
FOND MEMORIES OF THE PAST EXPLAINS WHY GRATEFUL PEOPLE ARE HAPPY
Lucia Lopez[1], Jia Wei Zhang[2], Ryan Howell[1], Ravi Iyer[3]
[1]*San Francisco State University,* [2]*University of California Berkeley,* [3]*University of Southern California*

Past research has suggested that grateful people are happy. However, less is known about the underlying mechanisms. Three studies tested whether time perspective explain why grateful people are happy. The results revealed that grateful people are happy because they have a tendency to hold a sentimental view of the past.

G156
ASSESSING RELATIONSHIPS BETWEEN PERSONALITY AND CONFORMITY IN PUBLIC AND PRIVATE RESPONSES

Spee Kosloff[1], Leigh Perreault[2]
[1]California State University, Fresno, [2]University of Massachusettes, Boston

Using a modified Asch procedure, associations between conformity (both public and private) and the Big 5 personality dimensions (NEO-FFI-3) were assessed. Conformity correlated negatively and significantly with neuroticism, but positively and significantly with agreeableness.

G157
CLINGING TO UPDATES: ATTACHMENT TO FACEBOOK AND FACEBOOK USE

D. Brooke Crosby[1], Alicia Limke[1], Paul C. Jones[1], Ronald W. Wright[1]
[1]Southern Nazarene University

The current study found that attachment to parents (specifically, attachment anxiety towards fathers) predicted attachment anxiety towards Facebook. Attachment anxiety towards Facebook predicted Facebook use behaviors (number of friends, number of status updates, and number of photos). Attachment avoidance towards Facebook predicted use as well (number of photos).

G158
TO JUDGE OR TO BE JUDGED: SELF-MONITORING AND FACEBOOK PROFILES AND UPDATES

Ashley Montgomery[1], Alicia Limke[1], Ronald W. Wright[1], Paul C. Jones[1]
[1]Southern Nazarene University

The purpose of this project was to examine the link between self-monitoring, Facebook profiles, and perceptions of others on Facebook. Self-monitoring negatively predicted social words used in status updates. Participants liked high self-monitoring "profiles" more than moderate and low self-monitoring ones and moderate self-monitoring "profiles" more than low ones.

G159
VIEWS OF OTHERS FEED THE GREEN-EYED MONSTER: LINKS BETWEEN ATTACHMENT AND ENVY

Kristofer Thompson[1], Alicia Limke[2], Robert D. Mather[1]
[1]University of Central Oklahoma, [2]Southern Nazarene University

The purpose of the present project is to understand the link between attachment (anxiety and avoidance) and envy (malicious and benign). As expected, positive views of others (low avoidance) were associated with benign envy whereas negative views of others (high avoidance) were associated with malicious envy.

G160
JUST LET ME CHECK THIS TEXT: ATTACHMENT AND PERSONAL TECHNOLOGY USE IN SOCIAL SETTINGS

Jordan Hepler[1], Ronald W. Wright[1], Alicia Limke[1], Dorothy Stasser[1]
[1]Southern Nazarene University

During conversations, one participant, two participants, or no participants received two text messages from the researcher about the study. Results indicated that as reports of attachment anxiety (prior to the paired conversations) increased, reports of participants checking their cellular phones during the paired discussion also increased.

G161
MY INTROVERTEDNESS MAKES ME THINK: PERSONALITY AND PROBLEM SOLVING

Kristen G. Caldwell[1], Alicia Limke[1]
[1]Southern Nazarene University

The purpose of this study was to examine the link between Big Five personality characteristics logic problem solving skills. Results demonstrate the need (gaining prominence in recent literature) to examine and discuss the importance and strengths of introverted characteristics.

G162
PREDICTING FORCED CHOICE DECISION MAKING

Maikel Hengstler[1], Rob W. Holland[1], Ad van Knippenberg[1]
[1]Radboud University Nijmegen

We studied the influence of individual differences in components of cognitive control on decision making, regarding among others ambivalent and univalent objects. Results revealed that specifically higher inhibition capacity fosters better regulation of activation levels of response options, rendering decisions on ambivalent objects more similar to decisions on univalent objects.

G163
AFFECTIVE, SOCIAL, AND ENVIRONMENTAL ASPECTS OF MUSICAL PREFERENCES

David Michael Greenberg[1], Peter Jason Rentfrow[1]
[1]University of Cambridge

The present research was designed to provide a more nuanced depiction of musical preferences by exploring person X environment interactions. Results suggest that four attributes (i.e. mood, evoked emotion, context and social stereotypes) uniquely contribute to people's decisions about which music they choose to hear.

G164
EXTRAVERSION MODERATES THE RELATIONSHIP BETWEEN PERCEIVED CONTROL AND DEPRESSIVE SYMPTOMS

Angie S. LeRoy[1], Jennifer L. Bryan[1], Mai-Ly Nguyen[1], Lisa Caraway[1], Richard R. Rodriguez[1], Qian Lu[1]
[1]University of Houston

As hypothesized, participants low in extraversion and perceived control reported higher levels of depressive symptoms compared to those high in extraversion. Individuals low in both extraversion and perceived control may be less likely to express their emotions and seek social support as a means to cope with their depressive symptoms.

G165
PRIORITIZING MORALITY IN THE SELF PREDICTS CONSISTENCY IN MORAL RESPONSES

Tammy L. Sonnentag[1], Jessica L. McManus[1], Donald A. Saucier[1]
[1]Kansas State University

We examined the ability of moral identity to predict individuals' responses to the immoral behavior of others in four vignettes [higher deviance (drunk driving, theft), lower deviance (cheating, dishonesty)]. Moral identity predicted participants' consistent responses to others' behavior despite social pressure to behave otherwise.

G166
DEVELOPING AND TESTING A SCALE TO MEASURE NEED FOR DRAMA

Brandt A. Smith[1], Scott D. Frankowski[1], Amber K. Lupo[1], Tamara Kang[1]
[1]University of Texas at El Paso

We developed a novel, and psychometrically sound, 12-item scale to measure Need for Drama (NFD). This scale consists of a 3-factor model including Interpersonal Manipulation, Social Impulsivity, and Unwarranted Victimhood. NFD shows appropriate convergent and discriminant validity. The importance of NFD and future directions are discussed.

G167
ARE VICTIMS OF SEXUAL DISCRIMINATION LESS LIKELY TO SUPPORT MALADAPTIVE SEX OFFENDER POLICY?: SEXUAL ORIENTATION PREDICTS SEX OFFENDER REGISTRATION SUPPORT

Sarah E. Malik[1], Margaret C. Stevenson[1]
[1]University of Evansville

We explored whether sexual orientation predicts sex offender registration support for a consensual, yet technically illegal, sexual act between two 15-year-olds (sexting). Supporting hypotheses, heterosexuals supported registration more than homosexuals, an effect possibly explained by homosexuals' experience as targets of discrimination. Indeed, the effect disappeared when controlling for anti-gay bias.

G168

SINS OF THE FATHER: JUST WORLD BELIEFS, COLLECTIVISM, GENDER, AND ACCOUNTABILITY FOR THE TRANSGRESSIONS OF ONE'S FATHER

Stephanie Allison Peak[1], Fade R. Eadeh[1], Alan J. Lambert[1]
[1]*Washington University in St. Louis*

The goal of this study was to gain insight into the transference of blame across generations (i.e. from father to son). We found that those scoring high in just world beliefs and collectivist identity were more likely to blame a son for the wrongdoings of his father.

G169

BELIEF IN FREE WILL: THE I'S HAVE IT

Bradley M. Trager[1], Ryne A. Sherman[2], Robin R. Vallacher[2], Robert G. Riedel, II[1]
[1]*Lynn University,* [2]*Florida Atlantic University*

This study demonstrates that ratings of pro-free will books are positively associated with first person pronoun (FPP) use in written book reviews. However, this association is negative when the book is anti-free will. These results support the hypothesis that FPP use in natural language may indicate one's free will beliefs.

G170

SOCIAL RESOURCES AND VISUAL PERCEPTION: INDIVIDUAL DIFFERENCES IN EXTRAVERSION PREDICT SLANT ESTIMATES

Elizabeth Blair Gross[1], Dennis R. Proffitt[1]
[1]*University of Virginia*

Researchers investigated whether individual differences in social resources predict slant estimates. Across two studies, researchers found that extraverts reported steeper slant estimates, but only when physically burdened. Otherwise, extraverts gave significantly lower slant estimates, suggesting those high in social resources also incur extra costs that are reflected in perception.

G171

PERCEPTIONS OF WEALTH AND SOCIAL ADAPTABILITY

Christian Tovar-Vargas[1], Harry Wallace[1]
[1]*Trinity University*

Wealth helps people to control their social circumstances, but this privilege may undermine their ability to feel comfortable and act competently in less than ideal social environments. Participants in two studies judged that wealth harmed people's ability to adapt to social environments they cannot control.

G172

SELF-COMPASSION, SELF-ESTEEM AND MATERIALISM

Sophia Corona[1], Jia Wei Zhang[2], Peter Caprariello[3], Iyer Ravi[4], Ryan Howell[1]
[1]*San Francisco State University,* [2]*University of California Berkeley,* [3]*Stony Brook University,* [4]*University of Southern California*

Six studies strongly suggest self-compassion reduces materialism and does so more strongly than self-esteem. We found self-compassion is associated with lower materialism, reduced materialists' tendency to judge others based on material possessions, report greater (less) happiness from experiential (material) purchases, and diminished materialists valuing of their favorite pair of jeans.

G173

THE FACTOR STRUCTURE OF HEDONISM: DISENTANGLING THE VALUE OF EXCITEMENT FROM PLEASURE

Masha Ksendzova[1], Ravi Iyer [2], Graham Hill[1], Ryan T. Howell[1]
[1]*San Francisco State University,* [2]*University of Southern California*

This study aims to better understand the components of hedonism. A factor analysis suggested a two-factor solution: valuing excitement and valuing pleasure. These two factors displayed divergent predictions. For example, those who value excitement tend to buy life experiences and focus on the present in order to enjoy it.

G174

INDIVIDUAL DIFFERENCES AND ACADEMIC SUCCESS: A MULTIVARIATE MODEL OF AFFECT, BEHAVIOR, AND COGNITION

Jason D. Ferrell[1], Elliot M. Tucker-Drob[1], Samuel D. Gosling[1], James W. Pennebaker[1]
[1]*University of Texas at Austin*

Which individual differences predict academic success? Two large undergraduate samples demonstrate that higher socio-economic status, more conscientiousness, less extraversion, fewer depressive symptoms, higher categorical thinking, and more course engagement predicts performance in Introductory Psychology. These findings provide new clues to specific behaviors likely to promote and prevent academic success.

G175

REALITY MONITORING AFFECTS INDIVIDUAL'S AUDITORY HALLUCINATION PRONENESS

Serina Iimori[1], Yoshihiko Tanno[1]
[1]*University of Tokyo*

The present study investigated the relationship between auditory hallucination proneness (AHP), reality monitoring, and the confidence level of the reality monitoring judgment. The result indicated that, in addition to reality monitoring, the confidence level of the "no" judgment might play a role in causing individual difference in AHP.

G176

CONSIDER THIS: NEED FOR COGNITION MEDIATES EFFECTS OF TRAIT SELF-CONTROL ON RATIONAL DELIBERATION

Rebekah L. Layton[1], Benjamin C. Ampel[1], Jeffrey M. Osgood[1], Elizabeth H. Parisi[1], Salvatore Fiorenti[1], Mark Muraven[1]
[1]*University at Albany, State University of New York*

Need for cognition mediated the relationship between trait self-control and time spent working on a difficult logical fallacy task. This suggests the importance of individual differences for increasing persistence on complex decision-making tasks.

G177

EFFECT OF MENTAL CONSTRUAL LEVEL ON CONFLICT MANAGEMENT STYLES.

Divya Upadhyay[1]
[1]*Indian Institute of Management, Banglore*

Construal Level Theory suggests that adopting a distal versus proximal psychological perspective changes the way people think and behave. In this article, using trait measures, we find systematic effect of construal level thinking on co-operative vs. competitive approaches to conflict management.

G178

INTRAINDIVIDUAL AND INTERINDIVIDUAL VARIATION IN THE LINK BETWEEN TESTOSTERONE AND SEX DRIVE

Janna A. Dickenson[1], Lisa M. Diamond[1]
[1]*University of Utah*

Previous studies have found inconsistent associations between women's average levels of testosterone and their average sex drive. We investigated why this is so by examining interindividual and intraindividual variation in daily associations between T and sex drive over a two week period in 157 heterosexual, lesbian, and bisexual women

G179

PSYCHOLOGICAL DISTANCING IS ASSOCIATED WITH POSITIVE OUTCOMES FOR TRAUMA SURVIVORS

Britney M. Wardecker[1], Robin S. Edelstein[1], Gail S. Goodman[2], Jodi A. Quas[3], Ingrid M. Cordon[2]
[1]*University of Michigan,* [2]*University of California, Davis,* [3]*University of California, Irvine*

We investigated associations between psychological distancing and mental health in 52 documented childhood sexual abuse (CSA)

survivors. Distancing in CSA and legal involvement narratives was associated with better psychological functioning, more positive emotion, and less negative emotion. Findings suggest that distancing is an adaptive way to reflect on trauma.

G180
CHALLENGE MAY ELUCIDATE BELIEFS: A GROWTH MINDSET BETTER PREDICTS ACADEMIC SUCCESS IN DIFFICULT COURSES

Eric N. Smith[1], Carissa Romero[1], David Paunesku[1]
[1]Stanford University

Using a large, diverse sample of high school students (n=1584 from 13 schools), we tested whether beliefs about intelligence were a better predictor of academic outcomes in challenging subjects. Consistent with predictions, a growth mindset was especially beneficial to students' grades in difficult courses (those with low average grades).

G181
DETERRING ACADEMIC DISHONESTY: DOES PERSONALITY COUNT?

Beverly McLeod[1], Randy Genereux[1]
[1]Mount Royal University

University students rated the effectiveness of 40 cheating deterrents. Factor analysis identified four different types of deterrents. Serious consequences of getting caught were rated as the most effective deterrents. Significant correlations were found between the rated effectiveness of three types of deterrents and different sets of individual difference variables.

G182
WHEN "NO" ISN'T ENOUGH: CONTEXTUAL AND PERSONAL FACTORS INFLUENCING PERCEPTIONS OF SEXUAL ASSAULT

Andrea Denise Haugen[1], Phia Salter[1]
[1]Texas A&M University

This study examined several factors influencing perceptions of sexual assault (SA), specifically participants' prior SA experience, various contextual factors within SA encounters, and individual differences. Variables found to affect ascriptions of rape include level of victim resistance, victim self-jeopardy, participant victim status, participant political orientation, and participant endorsement of gender-relevant policies.

G183
POSITIVE URGENCY AND APPROACH MOTIVATION: A TRAIT INTERACTION PREDICTING FOOD CRAVING

Kayla D. Skinner[1], McKenna Scharlau[1], Melissa J. Zielinski[1], Jennifer C. Veilleux[1]
[1]University of Arkansas

SUMMARY: We examined the relationship between positive urgency and behavioral approach to predict trait food craving. For those with high positive urgency, increased behavioral approach led to greater preoccupations with food, but for those with low positive urgency, increased behavioral approach predicted a decreased tendency to experience food-related thoughts.

G184
INTOLERANCE OF UNCERTAINTY PREDICTS EARLY NEUROPHYSIOLOGICAL INDICATORS OF UNCERTAINTY APPRAISAL.

Robert J. Goodman[1], Jordan Quaglia[1], Kirk Warren Brown[1]
[1]Virginia Commonwealth University

Intolerance of Uncertainty (IUS) was found to moderate the feedback-related negativity (FRN), an event-related potential implicated in feedback appraisal, in response to uncertain feedback. The results provide evidence linking IUS with a neurological indicator of early negative appraisals of uncertainty, and shed light on the neural processes involved in IUS.

G185
A CRITICAL BARRIER TO HAPPINESS? MATERIAL BUYERS DO NOT ENJOY THE EMOTIONAL BENEFITS OF EXPERIENTIAL PURCHASES

Ann Harter[1], Jia Wei Zhang[2], Ryan T. Howell[1], Peter A. Caprariello[3]
[1]San Francisco State University, [2]University of California, Berkeley, [3]Stony Brook University

Experiences provide greater happiness than material items. We examined whether experiential buyers benefitted more than material buyers from experiential purchases versus material items; results were robust and as predicted. Experiential buyers reported greater sense of true self from experiential purchases than material buyers, suggesting different motivations for their experiential purchases.

G186
SOCIAL ANXIETY IS ASSOCIATED WITH A READINESS TO PERCEIVE ANGER ON OUTGROUP, BUT NOT INGROUP, FACES

Alla Prokhovich[1], Amy Abajian[1], Steven Young[1]
[1]Fairleigh Dickinson University

Social anxiety is associated with a hyper-sensitivity to facial expressions of anger. In the current work, we tested whether the ingroup or outgroup membership of expressive faces interacted with individual differences in social anxiety to predict anger recognition. Social anxiety positively predicted outgroup, but not ingroup, anger recognition.

G187
THE MODERATING EFFECT OF BODY MASS INDEX (BMI) ON AFFECTIVE FORECASTING ERRORS IN EXERCISE

Deanna C. Denman[1], Andrea R. Graham[1], Valerie G. Loehr[1], Austin S. Baldwin[1]
[1]Southern Methodist University

People tend to underestimate exercise enjoyment, and body mass index (BMI) may influence this underestimation. Individuals of different BMI reported their expectation and experience of enjoyment and unpleasantness of an exercise bout. Findings suggest that BMI influences the negative rather than the positive aspects of affective forecasting errors in exercise.

G189
PREDICTIVE UTILITY OF CONSERVATIVE BELIEFS IN ENDORSEMENTS OF MULTICULTURAL AND COLORBLIND IDEOLOGY

Keith Lynn Zabel[1], Kevin Lee Zabel[2]
[1]Wayne State University, [2]University of Tennessee

We examined how conservative beliefs predicted endorsements of multicultural and colorblind ideology. Results from two simultaneous entry regressions suggest social dominance orientation is the strongest predictor of both types of ideology, followed by right-wing authoritarianism. Protestant work ethic marginally (positively) predicted endorsement of multicultural ideology.

G190
SELF-CONSTRUAL MODERATES THE RELATIONSHIPS BETWEEN TESTOSTERONE, DOMINANCE, ANGER, AND AGGRESSION

Keith M. Welker[1], Justin M. Carré[2]
[1]Wayne State University, [2]Nipissing University

Two studies reveal that self-construal moderates testosterone's relationship with antisocial dominance. Study 1 found that baseline testosterone was linked to indicators of antisocial dominance in men with independent self-construals. Study 2 showed that testosterone reactivity mediated the effects of competitive outcomes on aggressive behavior only in men with independent self-construals.

G191
TESTOSTERONE AND CORTISOL INTERACT TO PREDICT EXTERNALIZING BEHAVIORS IN ADOLESCENTS WITH MALADAPTIVE PERSONALITY TRAITS
Robert Josephs[1]
[1]*University of Texas, Austin*
The present study extends research on the dual-hormone hypothesis by testing the interaction between testosterone, cortisol, and personality disorder (PD) traits in predicting externalizing problems. Higher testosterone predicted externalizing outcomes, but only when cortisol was low, and only among youth with high levels of PD traits.

G192
BELIEFS ABOUT THE MALLEABILITY OF EMPATHY PREDICT EFFORTFUL RESPONSES WHEN EMPATHY IS CHALLENGING
Karina Schumann[1], Jamil Zaki[1], Carol S. Dweck[1]
[1]*Stanford University*
We tested whether people's beliefs about the malleability of empathy affect whether they expend effort to be empathic when empathy is challenging. In 5 studies, participants with an incremental, as opposed to entity, theory of empathy exhibited more empathic effort when facing diverse empathic challenges (e.g., conflict, intergroup interactions, helping).

G193
AN INCREMENTAL THEORY OF INTELLIGENCE ENHANCES INTELLECTUAL HUMILITY
Tenelle Joan Porter[1], Karina Schumann[1], Carol S. Dweck[1]
[1]*Stanford University*
We tested whether an incremental (versus entity) theory of intelligence enhances intellectual humility. Studies 1 and 2 demonstrated that an incremental theory of intelligence was associated with greater intellectual humility and openness during an intellectual disagreement. Study 3 provided causal evidence that an incremental theory of intelligence enhances intellectual humility.

G194
ENTITY VERSUS INCREMENTAL THEORIES PREDICT OLDER ADULTS' MEMORY PERFORMANCE
Jason E. Plaks[1], Alison L. Chasteen[1]
[1]*University of Toronto*
We present evidence that older adults' implicit theories (entity versus incremental) predict memory performance. In Studies 1 and 2, implicit theories were measured as an individual difference variable. Higher incremental endorsement predicted higher recall of random words. Study 3 revealed similar results when the entity and incremental theories were primed.

G195
ACCURACY IN FIRST IMPRESSIONS: PERKS AND PERILS OF SIMPLY OBSERVING
Katherine H. Rogers[1], Jeremy C. Biesanz[1]
[1]*University of British Columbia*
First impressions occur in a variety of contexts, but how that impacts impressions is not fully understood. Utilizing the social accuracy model (SAM; Biesanz, 2010) and varying the situation (e.g., static Facebook, observing, interacting) we find context impacts the accuracy and positivity of first impressions in unexpected ways.

G196
THE UPS AND DOWNS OF PERSONALITY: HOW SITUATIONS INFLUENCE FLUCTUATIONS IN PERSONALITY STATES
Robert Wilson[1], Simine Vazire[1]
[1]*Washington University in St. Louis*
Broad descriptions of personality predict important outcomes but we fluctuate quite a bit around these averages in our daily lives. Data from two experience sampling studies were analyzed using multilevel time-series modeling to explore person-situation interactions. Results indicated a dynamic interplay of situational influences on daily fluctuations in personality.

G197
ACADEMIC ENTITLEMENT AND ATTITUDES TOWARDS INSTRUCTORS ACROSS THREE INTRODUCTORY COURSES
Sarai Blincoe[1]
[1]*Longwood University*
Student academic entitlement (AE), a context-specific entitlement, negatively impacts student evaluations of instructors. Students with higher AE report less respect for and liking of an instructor, decreased willingness to take another course with an instructor or recommend the instructor to others, and more negative ratings of instructor competence and caring.

G198
ACADEMIC ENTITLEMENT'S RELATIONSHIPS WITH SELF-EFFICACY, PERSPECTIVE TAKING, AND MINDFUL AWARENESS
Stefanie S. Boswell[1]
[1]*University of the Incarnate Word*
Academic entitlement (AE) is hypothesized to preserve self-esteem via self-serving attributions, but predicted inverse relationships between student self efficacy and AE remain elusive and inconsistent across multiple studies. However, strong negative relationships between AE and both empathy and mindful awareness suggest avenues for interventions designed to reduce AE.

Nonverbal Behavior

G199
THE NOSE KNOWS: ON THE RELATIONSHIP BETWEEN EMBODIMENT AND SOCIAL JUDGMENT
Rachel Chasse[1], Fade Eadeh[1], Stephanie Peak[1], N. Pontus Leander[2]
[1]*Washington University in St. Louis,* [2]*University of Groningen*
Does rubbing your nose cause people to think of you as less honest? In this study, confederates either rubbed their nose or cheek in a communication task, with participants in the nose rubbing condition rating confederates as less honest. The current research provides insight into the multifaceted nature of embodiment.

G200
PRIDE DECREASES NONCONSCIOUS MIMICRY
Leah Dickens[1], David DeSteno[1]
[1]*Northeastern University*
We examined pride's effect on nonconscious mimicry. In accord with expectations, results showed that participants mimicked confederates significantly less when in a proud rather than neutral or general positive state. These findings suggest the need to parse more closely the ways in which discrete positive emotions may shape nonconscious mimicry.

G201
GENDER DIFFERENCES IN RAPID EMOTIONAL RESPONSES TO NORMAL-WEIGHT AND OVERWEIGHT EMOTIONAL FACES
Larissa C. D'Abreu[1], Heidi S. Blocker[1], Daniel N. McIntosh[1]
[1]*University of Denver*
Participants (N=59) viewed images of overweight and normal-weight male and female faces expressing anger, fear, and happiness. EMG recorded zygomaticus major and corrugator supercilli activity. Male participants displayed more negative affect to overweight individuals in general, but females displayed more negative affect to normal-weight women than to overweight women.

G202
COMPUTER AVATARS, GESTURES, AND PERSONAL CHARISMA
Katherine A. Duggan[1], Howard S. Friedman[1], Miriam W. Schustack[2]
[1]*University of California, Riverside,* [2]*California State University, San Marcos*
To experimentally test hypotheses about gestures and charisma, we developed an educational software program. The avatar makes

different gestures (vertical, inward-focused, or outward-focused) and movements (one arm, asynchronous, or parallel). Undergraduates (N=54) viewed 9 math lessons. Repeated measures ANOVAs showed that the type of gesture significantly predicted charisma ratings.

G203
MEASURE THE INTIMACY EQUILIBRIUM MODEL USING THREE-DIMENSIONAL MOTION CAPTURE

Hiroko Kamide[1], Koji Kawabe[2], Satoshi Shigemi[2], Tatsuo Arai[1]
[1]Osaka Univ., Japan, [2]Honda R&D Co., Ltd.

We aim to quantitatively-measure the nonverbal behaviors which reflects intimacy using a three-dimensional motion capture. Results with 96 Japanese showed their relationships affected total-body behaviors and the distance affected behaviors of the head and the lower parts. We discussed other parameters which are significant for the Intimacy Equilibrium Model.

G204
AUTOMATED METHOD FOR EXTRACTING NONVERBAL BEHAVIOR IN DYADIC CONVERSATION: USING A THIN SLICE TECHNIQUE.

Ken Fujiwara[1], Ikuo Daibo[2]
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This study examined the validity and possible utility of a new procedure for the extraction of nonverbal behavior from dyadic conversation. Results replicated not only Fujiwara and Daibo's findings (JNB, in press), but showed nonverbal behavior extracted from thin slices was correlated with the full interaction.

G205
AUTOMATED ANALYSIS OF GUILT AND DECEPTION FROM FACIAL AFFECT IN A CONCEALED INFORMATION TEST

Judee K. Burgoon[1], Steven Pentland[1], Nathan Twyman[1], Aaron Elkins[2]
[1]University of Arizona, [2]Imperial College London

Novel application of the Concealed Information Test, noncontact measures of affective states and automated software analysis of facial action units accurately predicts interviewee guilt in a mock crime with rates up to 96%. Statistical analyses and neural nets revealed noticeable distinctions between the facial intensities of guilty and innocent subjects.

G207
TASK ENGAGEMENT AND NONVERBAL MIMICRY

Steven Graham[1], Amanda Folkers[2]
[1]New College of Florida, [2]Nova Southeastern University

This study assessed the role of task engagement on the likelihood of engaging in nonconscious mimicry. Participants completed a proofreading task that was either interesting or not as a confederate engaged in a series of scripted behaviors. As predicted, participants were less likely to mimic when the task was interesting.

G208
EXPLAINING MIMICRY'S STATUS AS AN AFFILIATION SIGNAL

Liam C. Kavanagh[1]
[1]University of California, San Diego

Mimicry signals commitment to an interaction style wherein the mimic shares many levels of bodily activation with her model. This explains why it is "rational" to interpret mimicry as an affiliation signal. Intentional stances towards the model can invoke this processing style, which helps to explain strategic uses of mimicry.

G209
IS MATCHING CONTAGIOUS? THE INFLUENCE OF A THIRD PERSON ON BEHAVIORAL MIMICRY AND LIKING

Heidi S. Blocker[1], Hailey D. Mulder[1], Daniel N. McIntosh[1]
[1]University of Denver

Are behavioral mimicry and liking influenced by a third person's matching behavior? While watching an interview, participants matched an applicant most when the interviewer mimicked the applicant. Participants liked the applicant least when the interviewer did not mimic. Mimicry appears contagious and people use one person's behavior to judge another.

G210
THE EFFECT OF PREPARATORY POWER POSING ON PERFORMANCE IN STRESSFUL SOCIAL EVALUATIONS

Caroline Ashley Wilmuth[1], Amy Cuddy[1], Dana Carney[2]
[1]Harvard University, [2]University of California, Berkeley

The current experiment investigated whether adopting expansive, open (high-power) poses or contractive, closed (low-power) poses before giving a speech would increase performance during the speech. High-power posers performed better in the speech task and this effect was mediated by nonverbal presence, but not verbal content.

G211
THE GUILTY CHAMELEON: THE EFFECT OF MIMICRY ON PERCEPTIONS OF GUILT

Kori Leigh Krueger[1], Libby M. Edwards[1], Katharine F. Schmidt[1], Nicole E. Dusthimer[1], Carrie E. Hall[1]
[1]Miami University

This study investigated the relationship between behavioral mimicry and guilt. Participants were either mimicked or not during an interview then made to feel guilty. Mimicry served as a buffer against guilt especially so in a low importance situation suggesting highly important situations are a boundary condition.

G212
LAUGHING WITH THE EYES: "AUTHENTIC" SMILES INDICATE INTEREST IN HUMOROUS PARTNERS

Mitch Brown[1], Mary-Ellen Hemming[1], R. Matthew Montoya[1]
[1]University of Dayton

We investigated the role of receptiveness to humor in indicating attraction to humorous individuals. Women interacted with a man who was either humorous or mundane after learning of his interest. Behavioral and facial muscle analyses reveal more attraction and "authentic" smiling toward a humorist. Perceptions of reciprocal liking augmented effects.

G214
UNDERSTANDING THE OBLIGATORY EMOTIONAL RESPONSE TO MUSIC: MUSIC AS AN EVOLVED GROUP PROCESS

Chris Loersch[1], Nathan L. Arbuckle[2]
[1]University of Colorado, [2]University of Ontario Institute of Technology

Music is one of the most mysterious aspects of human nature. Although ubiquitous across cultures and history, why humans experience an obligatory emotional response to music remains unknown. The current data suggests one reason: that human musicality is an evolved tool of social living that exists to coordinate group behavior.

Other

G215
EATING IN MODERATION AND INCREASED CONSUMPTION

Julie Delose[1], Jennifer Isherwood[2], Michelle vanDellen[1]
[1]UGA, [2]Duke University

Two studies investigated the popular health message "eat in moderation." Study 1 results indicate that people define moderation in terms of their own consumption and overestimate how much consumption is considered moderate. Study 2 shows that moderation messages increase intended food consumption compared to other health messages.

G216
THE RELATIONSHIP BETWEEN DEATH THOUGHT ACCESSIBILITY AND AGEISM
Charles B. Walters[1], Shelia M. Kennison[2]
[1]Metropolitan State University of Denver, [2]Oklahoma State University
Terror Management Theory (TMT) suggests that ageism is the result of death anxiety (Martens, Greenberg, Schimel, & Landau, 2004). We tested the hypothesis that death thought accessibility DTA would predict ageism in young adults. Evidence supporting the hypothesis was observed in a study with 445 participants. Gender differences were observed.

G217
CREATIVITY: TO SQUEEZE THIS BALL OR THAT BALL
Toni Georgiana[1], Marilyn E. Sussman[2], JongHan Kim[1]
[1]Coastal Carolina University, [2]Massachusetts School of Professional Psychology
"Squeeze your head" is a common Korean expression referring to formulating new ideas. Two studies were conducted to test whether squeezing a certain type of ball facilitates creativity. The tests included a divergent thinking task and a convergent thinking task. The implications of embodiment on creativity were discussed.

G218
BUY ONE GET ONE FREE (TO SHARE): PREFERENCE FOR BONUS PACKS OVER PRICE DISCOUNTS ON EXPERIENTIAL PRODUCTS
Sarah Lim[1], Oona Cha[2], Incheol Choi[1]
[1]Seoul National University, [2]Chung Ang University
This research examines whether preference for bonus packs (vs. price discounts) differs for material and experiential products. We show that relative preference for bonus packs is greater for experiential products compared to material products. This preference pattern is moderated by the sociality of bonus packs and sense of inclusion.

G219
PARENTS LEVEL UP: ASSOCIATIONS BETWEEN PARENTAL INVOLVEMENT IN MEDIA HABITS AND EMPATHY
Sebastian Michael Niles[1], Alayna Barnett[1], Sara Prot[1], Christopher Groves[1], Jorge Blanco[1]
[1]Iowa State University
Relations between parental involvement in media use, empathy and prosocial behavior were examined in a sample of 745 adolescents from the U.S. and Croatia. Findings indicate that parental involvement styles differentially predict prosocial behavior and empathy and suggest the possibility of intercultural differences in parental involvement effects.

G220
MORE THAN HAPPINESS: THE EUDAIMONIC BENEFITS OF EXPERIENTIAL PRODUCTS AND EXPERIENTIAL PURCHASES
Darwin A. Guevarra[1], Ryan T. Howell[2]
[1]University of Michigan, [2]San Francisco State University
The goal of this study was to compare experiential purchases and experiential. We found that experiential products provided more happiness, economic value, and autonomy compared to experiential purchases. Additionally, we found that experiential purchases provided more relatedness satisfaction and benefits for others.

G221
THE SEXUAL INTERESTS AND PERCEPTIONS OF GAY/LESBIAN AND BISEXUAL MEN AND WOMEN TOWARDS HETEROSEXUAL, BISEXUAL, AND GAY/LESBIAN MEN AND WOMEN
Tara M. Young[1], Angela G. Pirlott[1]
[1]University of Wisconsin Eau Claire
Heterosexual, bisexual, and gay/lesbian men and women rated their sexual interest toward and perceived sexual interest from heterosexual, bisexual, and gay/lesbian male and female targets. Results demonstrate sexual interests are driven largely by target sex rather than sexual orientation, thus enabling a deeper understanding of the mating dynamics of non-heterosexuals.

G222
BRIEF MINDFULNESS MEDITATION REDUCES EMPHASIS ON NEGATIVE THOUGHTS IN RESPONSE TO NEGATIVE IMAGES.
Laura G. Kiken[1], Natalie J. Shook[2]
[1]University of North Carolina at Chapel Hill, [2]West Virginia University
This research examined the effect of brief mindfulness meditation on the valence of thoughts listed while viewing positive and negative IAPS images. Compared to an unfocused attention control condition, mindfulness meditation reduced the proportion of negative thoughts and increased the proportion of neutral thoughts specifically in response to negative images.

G223
SELF-DISCLOSURE IN CYBERSPACE: THE RISK OF USING HEURISTICS AND THE PRUDENCE OF USING CONTROLLED PROCESSING
Sandra Carpenter[1], Feng Zhu[1]
[1]The University of Alabama, Huntsville
People often disclose personal information in cyber-contexts without considering the possible consequences. Our research focuses on (a) how psychological influence can increase identity exposure in digital environments and (b) how warnings can serve as countermeasures to such tactics. We describe four experiments that launched effective psychological attacks and mitigations.

G224
DOES POSTING FACEBOOK STATUS UPDATES INCREASE OR DECREASE LONELINESS? AN ONLINE SOCIAL NETWORKING EXPERIMENT
Fenne große Deters[1], Matthias R. Mehl[2], Michael Eid[1]
[1]Freie Universität Berlin, [2]University of Arizona
In an online experiment, the psychological effects of status updating on Facebook were assessed. Participants added a "Research Profile" as a friend allowing for objective documentation of protocol compliance, and friends' responses. The experimentally-induced increase in status updating activity resulted in reduced loneliness independently of direct social feedback by friends.

G225
AN OPEN VOCABULARY APPROACH TO PERSONALITY
Margaret L. Kern[1], Johannes C. Eichstaedt[1], Gregory Park[1], Hansen Andrew Schwartz[1], Lyle H. Ungar[1], David J. Stillwell[2], Michal Kosinski[2], Martin E. P. Seligman[1]
[1]University of Pennsylvania, [2]University of Cambridge
Combining the Big Five personality model, big data from social media (millions of posts from nearly 70,000 Facebook users), and natural language processing techniques from computational linguistics, we demonstrate a differential language approach that identifies and visually summarizes words, phrases, and topics that distinguish people based on individual characteristics.

G226
THE EFFECTS OF SOCIAL MEDIA SHARING ON PHYSICAL ACTIVITY ADHERENCE
Melanie Brucks[1], Peter R. Giaccobi[2], Matthias R. Mehl[1]
[1]University of Arizona, [2]West Virginia University
Participants documented their exercise by "checking in" to Facebook either (a) publicly (i.e. sharing their exercise activity with their friends) or (b) privately via a customized check-in only visible to the investigators. The public check-in group tended to exercise and identify with exercise more compared to the control group.

G227
I'M JUST NOT THAT INTO YOU: ATTACHMENT AVOIDANCE, SEXUAL REJECTION, AND SEXUAL EXPERIENCE IN ROMANTIC RELATIONSHIPS

Sarah C. E. Stanton[1], Jennifer C. Pink[2], Lorne Campbell[1]
[1]University of Western Ontario, [2]Simon Fraser University

Four studies provide insights into the relatively dissatisfying sex lives of avoidant individuals. Avoidant individuals more often reject sex for relationship (i.e., to send their partner a message) vs. non-relationship reasons (i.e., fatigue) and report less enjoyment during sex. Their partners sense their detachment and enjoy sex less as well.

G228
TRUST AMONG STRANGERS: THE COGNITIVE-BEHAVIORAL DISCONNECT

Joanna E. Anderson[1], David A. Dunning[1], Detlef Fetchenhauer[2], Thomas M. Schlösser[2]
[1]Cornell University, [2]University of Cologne

Four studies using a behavioral economic paradigm found that participants' trust behavior followed from an injunctive social norm rather than their expectations about another person's trustworthiness. Evidence suggests that people feel that they must respect others' moral character by treating them as trustworthy even if they believe otherwise.

G229
EXPRESSION OF EMOTION IN RELATIONAL CONTEXT: THE LINK BETWEEN COMMUNAL STRENGTH AND WILLINGNESS TO EXPRESS EMOTION

Katherine Von Culin[1], Margaret S. Clark[1]
[1]Yale University

To whom are we willing to express emotions? Participants reported being more willing to express emotion to those they saw as strong communal partners (partners who took responsibility for their welfare). In addition, third party observers used communal strength information to predict partner's expression of emotion and vice versa.

G230
ONCE BITTEN, TWICE SHY: HELP-SEEKERS' RELUCTANCE TO TRUST THOSE WHO HAVE REFUSED TO HELP IN THE PAST TO PROVIDE HELP IN THE FUTURE

Daniel A. Newark[1], Francis J. Flynn[1], Vanessa K. Bohns[2]
[1]Stanford University, [2]University of Waterloo

Four studies examined the effect of past refusals on help-seekers' willingness to trust potential helpers to provide future assistance. Across all studies, individuals whose initial requests were rejected were reluctant to trust those who rejected them once to help them in the future. This lack of trust proved unwarranted.

G231
GIVING MISERY COMPANY: SHARING PERSONAL NEGATIVE INFORMATION AS ACTS OF SOCIAL ALTRUISM

Troy Hiduke Campbell[1], Dan Ariely[1]
[1]Duke University

We find people willing provide target others with the gift of social comparison by sharing negative experiences from their lives, despite considering such behavior as emotionally costly to themselves. We identify factors that influence the likelihood of this socially altruistic sharing (negativity and unchangeability of target others' situations, relationship closeness).

Person Perception/Impression Formation

G232
HIGH EXPECTATIONS: PEOPLE ANTICIPATE FAVORABLE EVALUATIONS WHEN GETTING A DEAL

Kaitlin Woolley[1], Jane Risen[1], Ann McGill[1]
[1]University of Chicago Booth School of Business

Individuals purchasing a product on sale expected to be seen more positively than those purchasing at a low or high price. People buying a deal were also more likely to tell others about the purchase. These effects were mediated by higher expected intelligence evaluations when buying on sale.

G233
DELEGATION OR SELFISHNESS?: EVALUATING SELF-SERVING BEHAVIORS IN MEN AND WOMEN

Daria A. Bakina[1], Leonard S. Newman[2]
[1]SUNY Oswego, [2]Syracuse University

This study investigated whether self-serving behaviors were perceived differently based on gender. Participants (N=108) were told they would be completing tasks assigned to them by the previous participant and evaluating that participant on relevant items (e.g., likeability, competence). Self-serving behaviors significantly predicted differences on evaluations of targets, regardless of gender.

G234
CAUSES, REASONS, AND INTENT: INTEGRATING ATTRIBUTION AND SOCIAL INFERENCE

Liz Redford[1]
[1]University of Florida

Performance, locus, and controllability interacted significantly to predict three dependent variables: perceptions of another person's intent, the person's levels of Need for Achievement, and their Conscientiousness. These results illuminate the conditions under which explanations of behavior tend to be relevant to inferences of intent and traits.

G235
DOES PERCEIVED GENDER AFFECT RECOGNITION OF AMBIGUOUS-GENDER FACES?

Shinji Kitagami[1], Satoshi F. Nakashima[2], Sakiko Ami[1]
[1]Nagoya University, [2]NTT Communication Science Laboratories; CREST, JST

We investigated whether social cognitive factors contribute to own-gender bias in face recognition. We made identical ambiguous-gender morphed faces look as if they were either male or female faces. The interaction between participants&#65533; gender and context cues was significant. Social cognitive factors may contribute to own-gender bias in face recognition.

G236
A CURSE OF KNOWLEDGE OR FAMILIARITY? DISENTANGLING THE CONTRIBUTIONS OF CONTENT INHIBITION AND MERE FAMILIARITY IN THE CURSE OF KNOWLEDGE BIAS

Patricia Brosseau-Liard[1], Susan Birch[2]
[1]Concordia University, [2]University of British Columbia

We examined mechanisms underlying the 'curse of knowledge' perspective-taking bias. Participants estimated peers' knowledge of answers to known questions, unknown questions, and familiar questions with unknown answers. Estimates were larger for known than familiar and for familiar than unknown items. Hence, this phenomenon results both from inhibition and familiarity misattribution.

G237

WHERE'S THE POWER IN POWER? FRAMES OF RESOURCE CONTROL INFLUENCE POWER'S EFFECT ON BEHAVIOR AND COGNITION

Tonya M. Shoda[1], Jonathan W. Kunstman[1], Victoria Saba[1], Kelsey Williamson[1]
[1]Miami University

With three experiments, the current work tested the distinct effects of punishment and reward-framed power on cognition and behavior. Punishment-framed power was hypothesized to lead to greater social distance than reward-framed power. Compared to equivalent reward-framed power, punishment-framed power increased objectification and social distance and impaired cooperation and empathy.

G238

THE ATTRACTIVENESS OF MALE CONFORMITY

Alec T. Beall[1], Jessica L. Tracy[1]
[1]University of British Columbia

Although conformity is thought to be an adaptive strategy for increasing fitness, men selectively non-conform when seeking to attract women (Griskevicius et al., 2006). Results from two studies suggest that women find male conformity more attractive than nonconformity, suggesting a discrepancy between male behavior and female preferences.

G239

ANTIFAT ATTITUDES AND BODY IMAGE BIASES IN EVALUATING JOB APPLICANTS

Deborah A. Danzis[1]
[1]High Point University

Relationships between antifat attitudes, body consciousness variables, and job applicant ratings were explored to examine possible weight-related biases. Results showed that while antifat attitudes did not predict weight-related bias, control beliefs and fear of becoming fat did, suggesting that self-perceptions might affect evaluations of others.

G240

COMPENSATORY JUDGMENTS IN PERSON PERCEPTION AND SYSTEM JUSTIFICATION

Naoya Yada[1], Tomoko Ikegami[1]
[1]Osaka City University

The present study examines whether compensatory judgments based on competence and warmth in person perception serve system justification. Our results show that non-compensatory judgments help justify the status quo but only among those who do not believe in the predictive power of academic ability for future economic success.

G241

WHEN HOT IS NOT SO HOT: THE INFLUENCE OF PERSONAL VALUES ON THE HALO EFFECT

Andrey Elster[1], Lilach Sagiv[1]
[1]The Hebrew University of Jerusalem

We examined the influence of benevolence values on susceptibility to perceptual bias. The effect of personal "warmth" vs. "coldness" (the Halo Effect) on the impression regarding target's social traits was stronger for individuals who emphasize benevolence values. The moderating effect of benevolence was found only regarding socially-related outcomes of impression.

G242

LOSING THE FUTURE: WHY YOUNGER VICTIMS EVOKE MORE DISTRESS

Thomas P. Dirth[1], Nyla R. Branscombe[1]
[1]University of Kansas

The distress felt concerning the death of a stranger depends largely on the age of the victim; we sought to determine the mediator of this relationship. Evidence supporting the idea that potential contribution lost due to the victim's death explains why younger victims evoke the greatest distress among observers.

G243

INTELLIGENCE JUDGMENTS ARE MISLEADING AT FIRST BUT IMPROVE OVER TIME

Stacy Y. Sim[1], Jill A. Brown[2], Frank J. Bernieri[1]
[1]Oregon State University, [2]University of Toledo

Small groups of unacquainted participants (total N = 155) judged each other's intelligence after a getting-acquainted conversation with little accuracy. However, intelligent judgments became significantly accurate after ten weeks. Throughout this time, participants became well-acquainted with each other by working together, travelling together, playing games, and having meals together.

G244

EMPATHIC ACCURACY IN DAILY INTERACTIONS BETWEEN ROMANTIC PARTNERS: THE EFFECT OF QUARRELSOME BEHAVIOR AND ATTACHMENT ORIENTATION

Gentiana Sadikaj[1], D. S. Moskowitz[1], David C. Zuroff[1]
[1]McGill University

We examined whether partner's quarrelsome behavior impacted person's perception of partner's negative affect. Attachment's effects were explored. Partners in 93 couples reported on negative affect, quarrelsome behavior, and perceptions of partner's negative affect during 20 days. Partner's quarrelsome behavior enhanced person's empathic accuracy and attachment moderated this effect.

G245

NICE TO MEET YOU, HOW CAN I HURT YOU? IMPACT OF SADISM ON FIRST IMPRESSIONS

Marina Le[1], Katherine H. Rogers[1], Erin Buckels[2], Jeremy Biesanz[1]
[1]University of British Columbia, [2]University of Manitoba

Sadism exists among everyday people. How does sadism affect first impressions of personality? Perceivers higher in sadism viewed others less normatively – reflecting a lower understanding of the average individual's personality. The effect was independent of well-being. Targets higher in sadism were less liked and sadists picked up on this distaste.

G246

DOES A WOMAN'S HAIR COLOR AND LENGTH AFFECT PERCEPTIONS AND ATTENTIONAL FOCUS?

Susanna S. P. Petaisto[1], David C. Matz[1], Hillary B. Manning[1]
[1]Augsburg College

We tested the hypothesis that variants in hair color and length influence how males perceive and attend to females. The results of an eye-tracking study indicate that both hair color and length can influence perceptions and that darker hair tends to draw attention toward facial features.

G247

SELF- VERSUS OTHER DESCRIPTIONS AND JUDGMENTS OF PERSONALITY: A JUDGE BY TOPIC INTERACTION

Stefanie M. Tignor[1], C. Randall Colvin[1]
[1]Northeastern University

A two-phase study examined the effect of description topic on judges' perceptions of personality. Targets were perceived as more agentic when describing the self, and more communal when describing a friend. Although judge-target agreement was higher for self-descriptions, a judge by topic interaction was found to be significant.

G248

UNREALISTIC OPTIMISM AND VIOLENT CRIME: HOW BELIEFS AND ATTITUDES INFLUENCE THE OPTIMISM BIAS

Emily Stark[1], Daniel Sachau[1]
[1]Minnesota State University, Mankato

In the current study, we examine unrealistic optimism in the context of violent crime. Participants completed a survey assessing their beliefs about crime and gun control attitudes, and those who viewed crime as increasing were also more optimistic about their chances of avoiding violent crime.

G249
INTEGRATING THE STEREOTYPE CONTENT MODEL (WARMTH AND COMPETENCE) AND THE OSGOOD SEMANTIC DIFFERENTIAL (EVALUATION, POTENCY, AND ACTIVITY)
Nicolas Kervyn[1], Susan T. Fiske[2], Vincent Yzerbyt[1]
[1]University of Louvain, [2]Princeton University
We integrate two prominent models of social perception dimensionality. In three studies we demonstrate how the well-established Semantic Differential dimensions, evaluation and potency, relate to the Stereotype Content Model dimensions, warmth and competence. Specifically, we found that Semantic Differential dimensions run diagonally across Stereotype Content Model quadrants.

G250
RED, ROMANCE, AND RIVALRY: WOMEN GUARD THEIR MATES FROM OTHER WOMEN IN RED
Adam Pazda[1], Pavol Prokop[2], Andrew Elliot[1]
[1]University of Rochester, [2]Trnava University
We tested the hypothesis that female participants interpret red clothing on another woman as a sexual receptivity cue, motivating them to distance the woman from the participant's romantic partner. 2 experiments provide evidence that the color red affects women's perceptions of other women along with behavioral intentions of mate guarding.

G251
THE TRUTH ABOUT LYING AND WITNESS CREDIBILITY
Bethany Lassetter[1], Elizabeth R. Tenney[2], Sara D. Hodges[1], Barbara A. Spellman[3]
[1]University of Oregon, [2]University of California, Berkeley, [3]University of Virginia
Two studies show that witnesses who lie for self-serving reasons about personal information are viewed as providing more credible courtroom testimony than witnesses who provide incorrect personal information because they are mixed up. However, liars were only viewed as more credible when providing eyewitness testimony, not when providing character assessments.

G252
THE EFFECTS OF ANXIETY ON SUBTYPING
Mami Muto[1], Naoki Kugihara[1]
[1]OSAKA UNIVERSITY
The effects of anxiety arised from inscrutable targets on subtyping them were investigated. Subtyping is the one strategy of exclusion. Further the effects of age on the subtyping were tested. Anxiety mediated factors of the inscrutableness and subtyping. Young participants tended to subtype inscrutable targets, but old participants didn't.

G253
MATCHING ROLE MODELS WITH IMPLICIT ABILITY THEORY
Rusty B. McIntyre[1], Keith Welker[2], Eric Fuller[2]
[1]Eastern Michigan University, [2]Wayne State University
The study crossed role model success trajectories with fixed/malleable reasons for role model abilities to examine how implicit theories of abilities would affect role model perception and identification. Three-way interactions occurred such that role models who incrementally succeeded with an upward trajectory were liked more by incremental theorists.

G254
ATTRACTIVENESS JUDGMENTS BASED ON PHOTOGRAPHS PREDICT ATTRACTIVENESS JUDGMENTS FOLLOWING LIVE INTERACTIONS
Gul Gunaydin[1], Vivian Zayas[2], Emre Selcuk[3]
[1]Bilkent University, [2]Cornell University, [3]Middle East Technical University
Research on attractiveness has typically asked participants to rate the attractiveness of individuals based solely on their photographs. But, do such judgments predict perceptions of attractiveness following actual interactions? We provide the first evidence that attractiveness judgments based on photographs predict (over one month later) attractiveness judgments following live interactions.

G255
UNPACKING MONEY PRIMING: THE ROLE OF SOCIAL PERCEPTION
Jennifer Weng[1], Yi-Cheng Lin[1], Chin-Lan Huang[2], Jen-Ho Chang[1]
[1]National Taiwan University, [2]National Taiwan University of Science and Technology
In the current study, money-priming leaded to perception of other as less competent, but showed no effect on warm dimension. Implications of the dissociation of money priming effect on competent dimension but not warm dimension are discussed based on social perception theory.

G256
EFFECTS OF TEMPORAL DISTANCE ON SPONTANEOUS GOAL AND TRAIT INFERENCES
Yuri Taniguchi[1], Tomoko Ikegami[1]
[1]Osaka City University
We explored how psychological temporal distance influences spontaneous inferences in person perception. Our experimental results indicated that participants were more likely to form spontaneous goal inferences about proximal actors, but spontaneous trait inferences about distant actors. These findings suggest that psychological temporal distance determines the content of spontaneous inferences.

G257
I KNOW YOU DIDN'T HAVE TO: GRATITUDE DEPENDS ON FREE WILL BELIEFS
Michael J. MacKenzie[1], Kathleen D. Vohs[2], Roy F. Baumeister[1]
[1]Florida State University, [2]University of Minnesota
Four studies found that a weaker belief in free will leads to feeling less grateful, including trait gratitude and gratitude for autobiographical, vignette, and experimental confederate favors. Gratitude depends on perceiving that the benefactor acted freely and might have chosen not to help.

G258
EFFECTS OF MASCULINITY THREAT ON VISUAL OBJECTIFICATION AND SEXUAL AGGRESSION
Friederike Eyssel [1], Fabio Fasoli[2], Lena Wever[3]
[1]Center of Excellence in Cognitive Interaction Technology (CITEC), University of Bielefeld, [2]University of Padova, [3]University of Bielefeld
Male participants were (or were not) put under masculinity threat, viewed pictures of sexualized and nonsexualized women in the eyetracker, and then reported sexually aggressive behavioral intentions. Under threat, men's viewing patterns indicated "visual objectification" and they reported higher likelihood to sexually aggress than men in the control group.

G259
PERCEIVING A MIND AT THE SLOT: ANTHROPOMORPHIZATION OF SLOT MACHINES INCREASES GAMBLING BEHAVIOR
Paolo Riva[1], Simona Sacchi[1], Marco Brambilla[1]
[1]University of Milano-Bicocca
Three studies tested whether anthropomorphizing slot machines increases gambling. We found that gamblers attributed more human traits to slot machines than did non-regular players. Furthermore, participants spun the reels more times when exposed to an anthropomorphized game, and this effect was due to the emotional experience induced by anthropomorphized devices.

G260
STRAIGHT UNTIL PROVEN GAY: MOTIVATED BIAS IN SEXUAL ORIENTATION CATEGORIZATION

Steven M. Almaraz[1], David J. Lick[1], Clarissa I. Cortland[1], Jenessa R. Shapiro[1], Kerri L. Johnson[1]
[1]University of California, Los Angeles

Perceivers demonstrate a marked bias toward straight categorizations in sexual orientation perception. Two studies suggest this bias reflects a motivated process. In the laboratory, placing participants under cognitive load reduced bias toward straight categorizations. In the field, higher levels of alcohol intoxication were associated with less bias toward straight categorizations.

G261
IMAGE OR REAL? IMPLICIT AND EXPLICIT ATTITUDES ARE SENSITIVE TO DIFFERENT SOURCES OF INFORMATION

Naoaki Kawakami[1], Emi Miura[1]
[1]University of Tsukuba

In a subliminal mere exposure experiment, participants were repeatedly exposed to a subliminal rabbit figure as a duck. Results showed that participants implicitly preferred the rabbit, but explicitly preferred the duck, suggesting that implicit and explicit attitudes are sensitive to different sources of information.

G262
GENDER-EMOTION STEREOTYPES AND APPROACH BEHAVIOR

Elena Canadas[1], Marianne Schmid Mast[1]
[1]Université de Neuchâtel

We examined the impact of gender-emotion stereotypes on person perception. Specifically, how discrimination of ambiguous targets affects future interactions. Results showed a greater female' predisposition to approach targets compare to male. Expressive men (regardless of the specific emotion expressed) might trigger relationship-orientation in women who then approach the expressive men.

G263
TWO KINDS OF LOOKING GUILTY: CRIMINAL APPEARANCE AND A LACK OF REMORSE AFFECT GUILT AND PUNISHMENT RATINGS DIFFERENTLY

Friederike Funk[1], Mirella Walker[2], Alexander Todorov[1]
[1]Princeton University, [2]University of Basel

Using Walker and Vetter's (2009) methodology to systematically manipulate faces, we studied the effects of remorseless and criminal appearance on legal judgments. Both the perception of criminality and of remorse were linked to guilt ratings, but only perceiving lack of remorse predicted punishment ratings.

G264
ANTHROPOMORPHIZATION OF NATURE AFFECTS WILLINGNESS TO HELP VICTIMS OF NATURAL DISASTERS

Simona Sacchi[1], Paolo Riva[1], Marco Brambilla[1]
[1]University of Milano-Bicocca

Three studies tested whether anthropomorphizing nature reduces willingness to help victims of natural disasters. Study 1 and Study 2 consistently showed that when nature is anthropomorphized participants were less willing to help the target. Study 3 revealed that the effect of anthropomorphism on help behavior is mediated by the attribution of responsibility to the victims.

G265
PERSON PERCEPTION IN STRATEGIC SOCIAL INTERACTION

Vasundhara Sridharan[1], Oliver Sheldon[2], Yuichi Shoda[1]
[1]University of Washington, [2]Rutgers University

We identified a boundary condition for fundamental attribution error (FAE). In strategic social interactions, where understanding the strategy behind others' behavior was beneficial, participants did not commit FAE. Instead, their dispositional attributions were sensitive to situations in which targets' behaviors were observed.

G266
CHILD PHYSICAL ABUSE RISK MODERATES SPONTANEOUSLY INFERRED

Randy J. McCarthy[1], Julie L. Crouch[1], John J. Skowronski[1], Joel S. Milner[1], Regina Hiraoka[1], Ericka Rutledge[1], Jade Jenkins[1]
[1]Northern Illinois University

We examined whether parents at high-risk for child physical abuse (CPA) differed from low-risk parents in their tendency to spontaneously infer positive and negative traits from children's behaviors. Whereas low-CPA risk parents made a distinction between negative traits that were vaguely implied and strongly implied, high-CPA risk parents did not.

G267
SHARING SPECIFIC AUTOBIOGRAPHICAL MEMORIES CREATES FEELINGS OF CLOSENESS

Holly Elizabeth Cole[1], Nicole Wentling[1], Denise Beike[1]
[1]University of Arkansas

This study examined the social function of sharing autobiographical memories and self relevant information. 135 dyads comprised of either friends or strangers were assigned to share general self knowledge, specific autobiographical memories, or to talk about a neutral subject. As predicted, only strangers who shared specific autobiographical memories felt closer.

G268
EASE OF RETRIEVAL DOES NOT EXPLAIN THE RELATIONSHIP BETWEEN IDENTIFICATION WITH ALL HUMANITY AND HUMAN RIGHTS CHOICES.

Christopher Cook[1], Aaron Wichman[1], Sam McFarland[1], Jenny Hippler[1]
[1]Western Kentucky University

Identification with all humanity (IWAH) measures the extent to which people see all of humanity as their ingroup. We tested whether guided IWAH recall, in an ease of retrieval paradigm, would influence IWAH. Although recall predicted IWAH, it did not mediate IWAH effects on a human rights measure.

G269
THE ROLE OF TRUST IN THE MERE EXPOSURE EFFECT IN A CLASSROOM SETTING

Lindsey C. Meter[1], Bridget P. Lynch[2], Haylee K. DeLuca[3], R. Matthew Montoya[1]
[1]University of Dayton, [2]University of Georgia, [3]Kent State University

This study examined trust in the mere exposure effect by repeatedly exposing students to confederates in a classroom setting. Participants completed measures assessing their perceptions of the confederates. Results showed increased exposure led to increased attraction, similarity, familiarity, and trust; however, the zero-exposure condition was evaluated most favorably.

G270
HYPOCRISY: FOLK CONCEPT AND PSYCHOLOGICAL CONSTRUCT

Brian A. M. Clark[1], Sean M. Laurent[1]
[1]University of Oregon

Five studies investigated key issues regarding hypocrisy attribution to provide empirical and theoretical insight into this folk concept and psychological construct. Our results suggest that a theoretically useful folk definition exists, and that hypocrisy is a very flexible construct that serves a useful social purpose.

G271
THE STRUCTURE OF PERSONALITY JUDGMENT ACCURACY

Judith Allen Hall[1], Denise Frauendorfer[2], Marianne Schmid Mast[2], Mollie A. Ruben[1], Krista M. Hill[1]
[1]Northeastern University, [2]University of Neuchatel

The structure of accuracy in judging personality has not been much explored. In four studies, correlations among different methods for measuring accuracy of judging personality were calculated. Profile correlations were moderately related to trait-level accuracies, while the trait-level accuracies were inconsistently related to each other.

G272

THE EFFECTS OF VISIBLE TATTOOS ON PERCEPTIONS OF CRIMINALITY AND RISK TAKING

Braydon Keith Howard[1], Lora Jacobi[1]
[1]Stephen F. Austin State University

Participants read a police report and provided the suspect's picture. Level of tattooing was manipulated across three pictures. Tattoo condition did not affect perceived guilt, certainty level, or risk-taking behaviors. Perceived guilt was significantly correlated with risk-taking behaviors. When dichotomized as tattoos or no tattoos, differences in perceived guilt emerged.

G273

THE IMPACT OF DOMINANCE PERCEPTION ON LEARNING OF SOCIAL HIERARCHIES

Caitlyn McColeman[1], Samuele Zilioli[1], Mark Blair[1]
[1]Simon Fraser University

Many social hierarchies are implicit and derived from simple information extracted from face perception. Eighty participants were taught a social hierarchy that was either congruent or incongruent with individuals' facial dominance. We found that implicit dominance perception influenced early learning performance, with participants in the incongruent condition being less accurate.

G274

ALTERCENTRISM? SPONTANEOUS PERSPECTIVE TAKING BIASES ONE'S OWN SPATIAL JUDGMENTS

Xuan Zhao[1], Bertram F. Malle[1]
[1]Brown University

Do people spontaneously take another agent's spatial perspective when they make judgments about objects from their own perspective ("on my left/right"?). In reaction-time studies, participants' own-perspective judgments were slower and more erroneous when another agent's perspective was different from their own, especially when the agent performed a goal-directed action.

G275

"WHY" FOR THE SELF, "HOW" FOR THE OTHERS: CONSTRUAL LEVEL AND EMPATHY REVISITED.

Gen ITO[1], Shokei TENMA[2], Yohtaro TAKANO[1]
[1]The University of Tokyo, [2]KADOKAWA Co., Ltd.

Any action can be construed abstractly ("Why?") or concretely ("How?"). Which construal level fosters empathy to others? When we imagine-self (Batson et al., 1997), abstract coustrual should foster empathy, but when we imagine-other, concrete construal should foster empathy. We confirmed this hypothesis through two experiments and showed the possible mediation mechanism.

G276

DISPROPORTIONATE REACTIONS TO TRIVIAL INTERPERSONAL EVENTS: LOSING IT OVER LEGOS

Kate J. Diebels[1], Courtney Jones[1], Andrew Hall[1], Emily Steemers[1], Mark Leary[1]
[1]Duke University

Participants worked on a Lego-building task with a confederate who either did or did not violate basic rules of social exchange. Although the rule violations had absolutely no tangible consequences, participants were angered by the confederate's behavior, and their reactions were mediated by ratings of social exchange rule violations.

G277

STEREOTYPES FORM VIA CUMULATIVE CULTURAL TRANSMISSION

Jacqui Hutchison[1], Douglas Martin[1], Gillian Slessor[1], Kenny Smith[2], Sheila J. Cunningham[3], James Urquhart[1]
[1]University of Aberdeen, [2]University of Edinburgh, [3]University of Abertay

We examined whether stereotypes form unintentionally as information is passed from person-to-person down a chain. An initially random association of personality traits and social targets became increasingly structured and learnable as it was passed down a chain of seven participants. By the end of the chain stereotypes had formed.

G278

THE AUTOMATIC DETECTION OF UNATTENDED SOCIAL CATEGORY INFORMATION FROM UNFAMILIAR FACES

Douglas Martin[1], Rachel Swainson[1], Gillian Slessor[1], Jacqui Hutchison[1], Diana Marosi[1]
[1]University of Aberdeen

We examined whether performance on an attended social categorization task (e.g., sex classification) was impacted by switches in unattended social categories (e.g., race/age). When the attended task required people to categorize faces by sex, race or age there was their performance was impacted by switches in the unattended categories.

G280

DOES SOCIAL EVALUATION CHANGE AT ADOLESCENCE? A DEVELOPMENTAL PERSPECTIVE ON ATTRACTIVENESS BIASES AND THE INFLUENCE OF MOTIVES LINKED TO ROMANCE AND RIVALRY

Maria Vita Charlotte Agthe[1], Matthias Spoerrle[2], Dieter Frey[1], Sabine Walper[1], Jon K. Maner[3]
[1]University of Munich (LMU), [2]University of Applied Management (UAM), [3]Florida State University

Research indicates that interpersonal evaluations are influenced by motives of romance and rivalry. Accordingly, we investigated the influence of evaluator's developmental stage on attractiveness biases. In fact, the evaluative pattern of positive reactions towards attractive opposite-sex persons and rather negative reactions towards attractive same-sex persons was moderated by developmental stage.

G281

IAT-EFFECTS FOR FOREIGN ACCENTS - AVERSE REACTIONS ON INCOMPETENCE, AFFECT, TRUST

Janin Roessel[1], Christiane Schoel[1], Dagmar Stahlberg[1]
[1]University of Mannheim

Prejudice and discrimination against foreign-accented speakers is pervasive; however, our understanding of the underlying mechanisms is still scarce. In a set of (IAT) experiments, we demonstrate the role of negative affect, mistrust, and incompetence in the perception of accented speakers and propose a parsimonious model of the accent-perception process.

G282

TRADING OFF WARMTH AND COMPETENCE TO COPE WITH STATUS DIVIDES

Jillian K. Swencionis[1], Susan T. Fiske[1]
[1]Princeton University

We hypothesized goals to appear competent versus warm would emerge from upward and downward social comparisons. Participants comparing upward emphasized higher-status identities, described themselves with more competence versus warmth traits, and more academic than service accomplishments, versus those comparing downward. Warmth-competence tradeoffs may be used to cope with status divides.

G283

THE BIG MAN HAS A BIG MOUTH: FACIAL FEATURES PREDICTING THE SUCCESS OF LEADERS

Daniel E. Re[1], Nicholas O. Rule[1]
[1]University of Toronto

Judgments of personality drawn from faces of business leaders predict company profits. We used faces of business CEOs to examine specific features that link judgments of leadership to actual company success. We found that mouth width positively predicted profits, suggesting the mouth is a reliable feature to leadership quality.

G284
DON'T HATE ME BECAUSE I'M (ARTIFICIALLY) BEAUTIFUL: FEMALE COSMETIC USE INCREASES SINISTER ATTRIBUTIONS AMONG WOMEN

Danielle J. DelPriore[1], Sarah E. Hill[1]
[1]Texas Christian University

We examined the effects of female cosmetic use on women's sinister attributions. Women evaluated female targets wearing makeup more negatively than female targets not wearing makeup (Experiment 1). This effect was more pronounced for attractive targets (Experiment 2), and the effects were reversed among men evaluating female targets (Experiment 3).

G285
THE INFLUENCE OF SOCIAL STATUS LEVELS AND DIMENSIONS ON PERSON PERCEPTION

Ivo Gyurovski[1], Nia Sotto[1], Jasmin Cloutier[1]
[1]University of Chicago

Two studies examined how social status levels and dimensions influence person perception. Using MDS, three dimensions were found to explain similarity ratings among targets. Explicit evaluative and competence/dominance judgments further revealed the common and distinct impact of social status levels and dimensions on person perception.

G286
CROSS-CULTURAL DIFFERENCES IN TRUSTING NEW RELATIONSHIPS & IMPLICATIONS FOR RISK REGULATION THEORY

Tatiana Basáñez[1], Miguel Basáñez[2], Michael Warren[1], Chris Lamb[1], Jessica M. Dennis[3], Dolores Albarracin[4], William D. Crano[1]
[1]Claremont Graduate University, [2]Fletcher School of Law at Tufts University, [3]California State University Los Angeles, [4]University of Pennsylvania

Assumptions regarding the universality of risk regulation processes were tested using surveys. Sociopolitically harsh countries vs. benevolent were compared on variables related to trust in "abstract" vs. "concrete" others. Harsh environments reported more trust in concrete others and less avoidant reactions to rejection when meeting new people.

G287
RELATIONSHIP GOALS MODERATE THE EFFECTS OF ATYPICAL FACIAL AND BODILY MOVEMENT ON FIRST IMPRESSIONS OF INDIVIDUALS WITH PARKINSON'S DISEASE

Amanda Hemmesch[1]
[1]St. Cloud State University

This study examined the moderating effect of observers' relationship goals on their first impressions of individuals with Parkinson's disease (PD) with atypical facial or bodily nonverbal expressivity. Facial masking was more detrimental when observers considered emotional relationship goals, whereas abnormal bodily movement was more detrimental for instrumental relationship goals ($p<.01$).

G288
BLENDS AREN'T ALWAYS BEAUTIFUL: COGNITIVE FLUENCY "TRAINING" REVERSES THE BEAUTY-IN-AVERAGES EFFECT.

Evan Walker Carr[1], Jamin Halberstadt[2], Diane Pecher[3], René Zeelenberg[3], Piotr Winkielman[1]
[1]University of California, San Diego, [2]University of Otago (New Zealand), [3]Erasmus University (Rotterdam)

With a novel paradigm designed to manipulate fluency for a subset of faces, we have demonstrated that (1) cognitive "training" can reverse the widely replicated beauty-in-averages effect, and (2) that this reversal is substantially dependent on the familiarity and ease of processing associated with the target.

G289
STRENGTH IN THE NUMBER: LEARNING ORDER AFFECTS THE STRENGTH OF CONTEXTUALIZED IMPRESSIONS

Dario L. M. Sacchi[1], Lisa Huang[1], Jeffrey W. Sherman[1], Steven J. Sherman[2]
[1]University of California, Davis, [2]Indiana University, Bloomington

People can form different impressions of the same social target depending on the context in which they encounter it. In such cases, which impression is stronger? Based on a cognitive model of category learning, we show that the order in which people form such impressions determines their relative strength.

G290
DIMINISH THE SELF, EXPAND THE WAIST: HOW EFFORTS TO CHANGE OVEREATING THROUGH STIGMA BACKFIRE

A. Janet Tomiyama[1], Mary Himmelstein[2], Angela I. Belsky[3], Traci Mann[4]
[1]University of California at Los Angeles, [2]Rutgers University, New Brunswick, [3]Univesity of California at Los Angeles, [4]University of Minnesota

We tested whether the weight stigma will actually thwart rather than promote successful weight management. Study 1 showed that those exposed to weight stigma selected statistically significantly more sugary foods and calories than control participants. Study 2 found that

participants undergoing a weight stigma manipulation experienced higher psychological stress.

G291
CULTURAL DIFFERENCES IN SELF-REPORTED WELL-BEING MAY (PARTLY) BE EXPLAINED IN TERMS OF POSITIVE EVALUATIVE BIASES

Hyunji Kim[1], Ulrich Schimmack[1]
[1]University of Toronto

We suggest a new model which improves on the limitations of previous models addressing perception biases. European Canadians (N = 650) compared to Asian Canadians showed positive perception tendencies of themselves and close others independent of the ethnicity of the target, and this bias contributed to cultural disparities in well-being.

G292
WHOM TO TRUST ABOUT WHAT: CRITERION VALIDITY OF TRAIT JUDGMENTS BY SOURCE

Andrew Beer[1]
[1]University of South Carolina Upstate

In an examination of the validity of trait judgments by source, I gathered self, knowledgeable informant, and stranger ratings on the Big Five Inventory and related these to naturalistic behavior obtained via sampling ambient sounds over a two-day period. Informant ratings showed the greatest incremental criterion validity.

G293
EXPLORING THE LINK BETWEEN ESSENTIALISM AND INTERSECTIONALITY

Rebecca Mohr[1], Ruth K. Ditlmann[2], Nicholas P. Camp[3], Valerie Purdie-Vaughns[1]
[1]Columbia University, [2]WZB Social Research Center Berlin, [3]Stanford University

Social contexts that trigger thoughts about essentialism and people who endorse essentialism rate intersectionals as non-prototypical of their constituent identity groups. Our studies vary whether targets are intersectional or non-intersectional and, use a "Who gets explained?" paradigm that shows that intersectionals are more likely to be the focus of explanation.

G294

THE SITUATIONAL BIG EIGHT "DIAMONDS": TAXONOMIZING MAJOR DIMENSIONS OF SITUATION CHARACTERISTICS

John F. Rauthmann[1], David Gallardo-Pujol[2], Esther Guillaume[3], Elysia Todd[3], Christopher Nave[4], Ryne Sherman[5], Matthias Ziegler[1], Bell Jones[5], David Funder[3]

[1]Humboldt-Universität zu Berlin (Germany), [2]University of Barcelona (Spain), [3]University of California, Riverside (USA), [4]Rutgers University, Camden (USA), [5]Florida Atlantic University (USA)

We examined how people describe situations using the Riverside Situational Q-Sort. In three studies, we demonstrated that there are eight major and important dimensions of situation characteristics: the Situational Big Eight with the acronym "DIAMONDS" (Duty, Intellect, Adversity, Mating, pOsitivity, Negativity, Deception, and Sociality).

G295

NONLINEAR INTERACTION OF PERSON AND SITUATION

Gabriela Blum[1], Manfred Schmitt[1]

[1]Universität Koblenz-Landau (Germany)

With our Nonlinear Interaction of Person and Situation (NIPS) Model we want to explain and predict joint effects of personality factors and situational aspects on behavior. It is expected to be suitable for several traits and to be able to explain synergetic and compensatory interaction in the same construct.

Prosocial Behavior

G296

INFLUENCE OF UNIVERSITY ENVIRONMENT ON GLOBAL CITIZENSHIP

Marion Elizabeth Blake[1], Stephen Reysen[2], Lindsey Pierce[2], Shonda Gibson[2], Iva Katzarska-Miller [3]

[1]Texas A&M University - Kingsville, [2]Texas A&M University - Commerce, [3]Transylvania University

We examined influence of students' perception that their university valued global citizenship on antecedents, identification, and outcomes of global citizenship. Perception of university encouraging global citizenship was positively significantly correlated with antecedents, identification, and outcomes of global citizenship and predicted antecedents, which predicted global citizenship, which predicted prosocial outcomes.

G297

I AM WHO I WAS: THE STUDY OF PREVIOUS PLACE ATTACHMENT ON FUTURE HELPING BEHAVIORS USING BOWLBY'S ATTACHMENT THEORY

Manyu Li[1], Irene Hanson Frieze[1]

[1]University of Pittsburgh

The study aims to understand people's intentions to volunteer in a new place by testing a model based on Bowlby's attachment theory in a place attachment framework. Results showed that attachment to one place gave someone the confidence to involve in a new location. This involvement encouraged further helping behaviors.

G298

STUDENTS TEACHING WELLNESS 'FROM THE SHOULDERS OF GIANTS' -- ASSESSMENT OF A SOCIAL AND HEALTH PSYCHOLOGY ACTION TEACHING PROJECT

Kristel Gallagher[1]

[1]Keystone College

In this action teaching project, students gave back to the community by running a wellness education fair at a senior center. Students learned about prosocial behavior and applied principles of persuasion and attitude change to their projects. Seniors rated the presentations as engaging, while learning information they plan to use.

G299

GOOD MONKEY SEE, GOOD MONKEY DO: CHILDREN'S IMITATIVE PROSOCIAL BEHAVIOR

Wind Goodfriend[1], Kelsey Crowder[2]

[1]Buena Vista University, [2]Iowa State University

We replicated Bandura's classic Bobo Doll (1961) paradigm, with prosocial behavior instead of aggression. Girls were more likely to imitate behaviors in general, compared to boys, but an interaction showed that girls were more likely to imitate in reward conditions, while boys were more likely to imitate in punishment conditions.

G300

SENSE OF CONTRIBUTION: KEY CONCEPT FOR RECIPROCITY AND WELL-BEING.

Takeshi Hashimoto[1]

[1]Shizuoka University

A scale of the sense of contribution, as a measure of subjective evaluation that how degree one contributes to others' happiness and well-being, was developed. The sense of contribution is correlated positively with altruistic behavior, life satisfaction, and self-esteem. Results indicated reliability and validity of the sense of contribution scale.

G301

SUBJECTIVE VS. OBJECTIVE SOCIAL CLASS: DIVERGENT EFFECTS ON EMPATHY AND PROSOCIAL BEHAVIOR

Athena H. Hensel[1], Scott T. Allison[2]

[1]Virginia Commonwealth University, [2]University of Richmond

We tested whether subjective (primed) and objective (resource-based) social class differentially influence empathy and willingness to help a fellow student. Subjective, but not objective social class correlated with subjects' willingness to donate to the victim, and those primed with low class donated more than high class-primed subjects.

G302

FROM TREEHUGGERS TO LITTERBUGS: BELIEF IN PURE GOOD AND BELIEF IN PURE EVIL PREDICT THE ETHICALITY OF CONSUMER BEHAVIOR

Russell J. Webster[1], Donald A. Saucier[2]

[1]North Central College, [2]Kansas State University

Belief in pure evil (BPE) and belief in pure good (BPG) related to one's general moral ideology/philosophy and perceptions of ethical consumer behavior. People higher in BPG reported supporting morally idealistic attitudes and consumerism, while people higher in BPE exhibited a complex moral philosophy and more greatly condoned questionable/illicit consumerism.

G303

DISCLOSERS FEEL UNDERSTOOD BY SIMILAR EXPERIENCES INDEPENDENT OF SUPPORTIVE RESPONSES

Joshua Daniel Wondra[1]

[1]University of Michigan

Do people assume that others who have had similar experiences understand them better? In this experiment, participants disclosed stressful experiences to a bogus partner. Participants felt more understood by partners with similar experiences despite the fact that the supportive response was identical across conditions.

G304

INTUITIVE COOPERATION AND THE SOCIAL HEURISTICS HYPOTHESIS: EVIDENCE FROM 15 TIME CONSTRAINT STUDIES

David Rand[1], Alex Peysakhovich[2], Gordon Kraft-Todd[1], George Newman[1], Owen Wuzbacher[2], Martin Nowak[2], Joshua Greene[2]

[1]Yale University, [2]Harvard University

We analyze 15 studies (6,910 decisions) where time constraints are applied to economic cooperation games. We find that time pressure significantly increases cooperation. We also demonstrate that experience with behavioral experiments moderates this effect: in

experiments on MTurk run over two years, the effect of time pressure has steadily decreased.

G305
WORK FOR GOOD, FEEL GOOD: JOB'S PERCEIVED PROSOCIAL IMPACT IS ONE OF THE STRONGEST PREDICTORS OF HAPPINESS AT WORK

Fan Zhang[1], Ilmo van der Löwe[1], Man Kate Xu[1], Aleksandr Kogan[1]
[1]*University of Cambridge*

In a sample of 6,821 employees, we found that a job's perceived prosocial impact was the strongest predictor of happiness at work out of a set of 10 theoretically relevant predictors. Job's perceived positive impact further predicted people's overall happiness, and happiness at work partially accounted for this relationship.

G306
COGNITIVE STYLE, EMPATHY AND RESPONSIVENESS TO NEED

Namrata Goyal[1], Mathew Wice[1], Marcel Kinsbourne[1], Emanuele Castano[1]
[1]*The New School for Social Research*

We examined the relationship between cognitive style, empathy and responsiveness to need. European Americans evaluated responses to helping situations that assessed empathy and responsiveness. Findings suggest a relationship between other-focused dimensions of empathy (perspective taking, empathic concern and fantasy) and a right hemisphere cognitive style in predicting responsiveness to need.

G307
POWER, PROSOCIALITY, AND DECEPTION: HOW POWER AND PERSONALITY INFLUENCE LYING FOR THE BENEFIT AND DETRIMENT OF OTHERS

Matthew J. Lupoli[1], Christopher Oveis[1]
[1]*University of California, San Diego Rady School of Management*

We investigate how power and prosociality influence selfish and prosocial deception. Prosocial lying increased as trait prosociality increased amongst participants primed with high-power, but not those who received low-power or neutral primes, and selfish lying decreased as prosociality increased amongst participants not primed with high- or low-power.

G308
MORAL OUTRAGE BY IMPARTIAL OBSERVERS: THIRD-PARTY PUNISHMENT IS MOTIVATED BY ANGER NOT ENVY OR AFFECTIVE FORECASTING ERRORS

Jillian Jordan[1], Katherine McAuliffe[1], David Rand[1]
[1]*Yale University*

Third-party punishment in experiments is argued to reflect moralistic anger, but could also reflect (i) self-focused envy (if selfish actors earn more than third parties) or (ii) affective forecasting errors (in "strategy method" experiments). Here, we address these confounds and suggest that punishment reflects genuine anger towards norm violators.

G309
GEOGRAPHICAL DIFFERENCES IN SUBJECTIVE WELL-BEING PREDICT EXTRAORDINARY ALTRUISM

Kristin Brethel-Haurwitz[1], Abigail Marsh[1]
[1]*Georgetown University*

Well-being promotes prosocial behaviors. There is geographical variation in well-being and altruistic kidney donation, but it is unknown if well-being predicts donation. We found subjective well-being predicts altruism and mediates the relationship between increases in objective well-being and altruism. Thus, altruism may be promoted by societal well-being.

G310
NARRATIVE CHARACTERISTICS AND EMPATHY PREDICT PROSOCIAL BEHAVIOR

Robert Rosencrans[1], Viviane Seyranian[2]
[1]*Louisana State University,* [2]*University of Southern California*

Despite extensive research on narrative persuasion (Green & Brock, 2000), the characteristics of narratives that predict behavioral change are poorly understood. The current research shows that traumatic language, ingroup/outgroup language, and empathy are powerful predictors of donations to victims of natural disasters.

G311
MATCHING CONSTRUALS TO THE PSYCHOLOGICAL DISTANCE OF ACTIONS AND IMPACTS: IMPLICATIONS FOR FRAMING CLIMATE CHANGE TO PROMOTE PRO-ENVIRONMENTAL DECISIONS

Rachel I. McDonald[1], Ben R. Newell[1]
[1]*University of New South Wales*

We examined the efficacy of reducing psychological distance of climate change. A match between the construal of the issue (concrete) and the psychological distance of the behavior (near) made conservatives more willing to support action on climate change. Conversely, for liberals, a mismatch between construal and psychological distance promoted willingness.

G312
THE IMPACT OF DIRECT AND INDIRECT CUES OF MONITORING ON PRO-SOCIAL BEHAVIOR IN PRESCHOOL CHILDREN

Takayuki Fujii[1], Haruto Takagishi[2], Hiroyuki Okada[2]
[1]*Department of Brain Sciences, Tamagawa University,* [2]*Tamagawa University Brain Science Institute*

Preschoolers played the dictator game in each three condition; monitoring condition and a painting of eyes or flowers was displayed in the computer. The proportion of fair or hyper-fair allocation in monitoring condition was significantly higher than that of two other conditions and no difference between eyes and flower condition.

G313
TEAR JERKER OR "ICK" FACTOR? THE AMPLIFICATION EFFECT OF DISGUST IN CHARITABLE GIVING

Rebecca J. Wright[1], Nathaniel J. S. Ashby[1], Stephan Dickert[2]
[1]*University of Essex,* [2]*Vienna University of Economics and Business*

Fundraising campaigns for charities are usually highly emotive. In two studies we examine the role of sadness and disgust in donation decisions. Together, the studies suggest greater negative arousal leads to increased feelings of sympathy, impact of a donation, and increases the propensity to donate and the amount donated.

G314
GRATITUDE MESSAGES ARE CONSIDERED EFFECTIVE BY BOTH SENDERS AND RECEIVERS

Satoko Yuo[1]
[1]*Miyagigakuin Women's University*

This study examined how senders and receivers of gratitude messages perceive the effectiveness of such messages in deterring inconsiderate behavior. Results showed that both senders and receivers perceived them to be more effective than prohibitive, punitive, and moral messages. Senders reported their effectiveness slightly higher than receivers did.

G315
EMERGENCY HELPING ALTERED: ROMANTIC MINDSET MAKES MEN AND WOMEN'S TENDENCY OPPOSITE

Tingting Liu[1], Cai Xing[1], Xi Zhang[1]
[1]*Renmin University of China*

The present study (Nmen =90, Nwomen= 105) found that, in emergent situations, inducing mating motivation increased helping intentions among men and decreased helping tendency among women. The current study takes a step further by introducing mating motivation into prosocial behaviors, offers a new understanding of the mechanism behind emergency helping.

G316
APPEARING MY BEST TO HELP YOU AT YOUR WORST: EMPATHY FOR A PERSON IN NEED LEADS TO SELF-ENHANCEMENT

Lauren Michele Ministero[1], Michael Poulin[1]
[1]*State University of New York at Buffalo*

This study (N = 134) tested whether people self-enhance for altruistic reasons. Results indicated that being induced to feel empathy towards someone in need led to self-enhancement, but only when subjects anticipated meeting someone in need. People may self-enhance in order to communicate their support proficiency to a needy other.

G317
FOSTERING SELFLESSNESS THROUGH I-SHARING

Mark Huneke[1], Elizabeth Pinel[1]
[1]*University of Vermont*

Participants ostensibly interacted with a subjectively similar other (I-sharer), objectively similar other (Me-sharer), and dissimilar other. Although participants liked both the I-sharer and Me-sharer more than the dissimilar other, when anonymously allocating goods participants only showed increased selflessness to the I-sharer. This suggests I-sharing uniquely contributes to selfless behavior.

G318
MOTIVATED PERSPECTIVE-TAKING AND FORGIVENESS

Hannah M. Tuller[1], Gail D. Heyman[1], Christopher J. Bryan[1], Nicholas J.S. Christenfeld[1]
[1]*UCSD*

We explored the role of motivation in perspective-taking and forgiveness. Subjects recalled a recent hurt caused by a close other, and described it from either the other's perspective or their own. Forgiveness increased only when subjects believed that their transgressor would read and evaluate their attempt at perspective-taking.

G319
EPISODIC MEMORY AND IMAGINATION FACILITATE OUR WILLINGNESS TO HELP PEOPLE IN NEED

Brendan Gaesser[1], Daniel Schacter[1]
[1]*Harvard University*

Three experiments revealed that when presented with a situation depicting another person's plight imagining an event of helping the person and remembering a related past event of helping others increased willingness to help the present person in need.

G320
TWO SYSTEMS FOR HELPING: THE PROXIMATE MOTIVATORS OF THIRD PARTY COMPENSATION

Erik W. Thulin[1], Cristina Bicchieri[1]
[1]*University of Pennsylvania*

We tested for two distinct systems driving victim compensation, depending on context. Specifically, whether compensation when a loss is due to random chance or a bad investment was driven by empathic concern, whereas compensation in the case of a loss being due to another's violation of a social norm was due to moral outrage.

G321
RACE, STATUS, AND HELP-SEEKING: SACRIFICING ONE'S STATUS MAY BE TOO MUCH TO ASK

Brooke A. Williams[1], Stuart S. Miller[1], Donald A. Saucier[1]
[1]*Kansas State University*

Helping is an asymmetrical interaction; the helper may be perceived as superior to the recipient. Consequently, Whites may be unwilling to seek help from Blacks. Accordingly, higher status participants sought help less from Black partners. Racism predicted higher affective and cognitive costs when seeking help from Blacks of lower status.

G322
MONEY IS TIME: SPENDING MONEY CREATES SUBJECTIVE SCARCITY OF TIME

Pin-ya Tseng[1], Jennifer Crocker[1]
[1]*The Ohio State University*

Our research examined the effects of spending money on both subjective wealth and time affluence. Results showed a 'money is time' effect, in which participants reported lower feelings of free time along with marginally lower feelings of wealth after spending $20 versus spending $5.

G323
THIS ONE'S ON ME: THE EFFECTS OF SELF-CENTERED AND RECIPIENT-CENTERED MOTIVES FOR PROSOCIAL SPENDING

Peter A. Caprariello[1], Harry T. Reis[2]
[1]*Stony Brook University,* [2]*University of Rochester*

The present research tested whether the effects of prosocial spending are attenuated when spending money on others for self-centered reasons rather than for recipient-centered reasons. This hypothesis was confirmed in two studies. The results are discussed in terms of developing models of consumers operating in a broader relational context.

G324
INTERPERSONAL SENSITIVITY AND ADEQUATE INTERPERSONAL BEHAVIOR: EMPIRICAL EVIDENCE OF AN EXISTING LINK FOR WOMEN

Denise Frauendorfer[1], Marianne Schmid Mast[1], Manuel Bachmann[1]
[1]*University of Neuchatel*

The link between interpersonal sensitivity and adequate interpersonal behavior towards others has not yet been empirically investigated. We tested 55 men and women in a leadership position and found that the more women (but not men) are interpersonal sensitive, the more they show adequate interpersonal behavior.

G325
VICIOUS CIRCLE OF NEGATIVE EMOTIONS IN SOCIAL DECISIONS

Anya Skatova[1], Caroline Leygue[1], Alexa Spence[1], Eamonn Ferguson[1]
[1]*University of Nottingham*

Our experiment investigated whether emotions affect cooperation using Public Goods Games. Shame, reported by individuals after their own uncooperative actions, led to increase in cooperation in a subsequent round. However, when not reciprocated, this led to an increase in anger, which resulted in decreased cooperation.

G326
HELPING OTHERS TO AVOID SUFFERING VS. HELPING OTHERS TO APPROACH JOY: MESSAGE FRAMING SHAPES THE HELPING RESPONSES OF POSITIVE AND NEGATIVE EMPATHIZERS

Michael R. Andreychik[1], Nicole Migliaccio[1]
[1]*Fairfield University*

We empirically distinguish empathy for others' negative emotions from empathy for others' positive emotions and show that whereas highlighting how one can help a target avoid suffering strongly energizes helping in negative empathizers, emphasizing how one can help a target approach joy strongly energizes helping in positive empathizers.

G327
THE IMPACT OF PRIMARY AND SECONDARY PSYCHOPATHIC TRAITS ON COOPERATIVE BEHAVIOR

Misaki Watanabe[1], Haruto Takagishi[2], Toshio Yamagishi[3]
[1]*Department of Brain Sciences, Tamagawa University,* [2]*Tamagawa University Brain Sciences Institute,* [3]*Graduate School of Arts and Sciences, The University of Tokyo*

The primary and secondary psychopathic traits had a significant interaction effect on the level of cooperation in a sequential prisoner's dilemma game when the second player faced a cooperative first player, such that the former had a stronger negative impact on cooperation when the latter was high than low.

G328
ALTRUISM VS BENEVOLENCE: THE CASE OF SAVING ENERGY AT WORK

Caroline Leygue[1], Eamonn Ferguson[1], Alexa Spence[1]
[1]University of Nottingham

We propose that saving energy at work, an altruistic behavior, can be predicted by benevolence (benefits to oneself and to others). Results from 300 employees reveal benevolent motivations (e.g., feeling good about oneself) complete altruism (towards the organisation and the planet) and predict behavioral intentions and reactions to campaign messages.

G329
RELATIONAL VALUE AND RESPONSIBILITY MODERATE COMPENSATORY BEHAVIORS TOWARD OTHERS

Lindsey Marie Root Luna[1], Daryl Van Tongeren[1], Charlotte VanOyen Witvliet[1], Sydney Timmer[1], Lauren Wade[1], Sabrina Hakim[1], Joshua Stafford[1]
[1]Hope College

In an experiment examining offenders' reactions to transgressions, participants were randomly assigned to low or high relational value groups. Subsequently, half were led to believe they were personally responsible for an offense (excluding a group member) whereas half were not. Results indicate that responsibility and relational value impact compensatory behavior.

G330
THE HAPPINESS EXPERIENCED WHEN HELPING OTHERS VARIES ACCORDING TO THE HELPER'S COMPASSION LEVEL, INGROUP/ OUTGROUP STATUS OF THE TARGET, AND FORM OF HELPING

Warren Tierney[1], Eliza Bivolaru[2], Stephen Gallagher[1]
[1]University of Limerick, [2]INSEAD

We hypothesized and experimentally tested the idea that the happiness experienced when spending time/money on others depends on helpers' own compassion levels, as well as the ingroup/ outgroup status of the person helped. Highest happiness was derived when highly compassionate people spent time with an ingroup or money on an outgroup.

G331
ATTACHMENT STYLE AND EXPERIENCES IN SUPPORTIVE INTERACTIONS

Jessica Goren[1], Christopher Burke[1]
[1]Lehigh University

The present work examines how attachment style influences perceptions of and reactions to situations that might be interpreted as supportive. Results indicate that attachment shapes assessments of the helpfulness and supportiveness of others' actions, expectations that support will reduce stress, and anticipated satisfaction with self, other, and the interaction itself.

G332
MEDIAL PREFRONTAL CORTEX DEACTIVATION RELATES TO SOCIAL-COGNITIVE PROCESSES IN MORAL ELEVATION

Blanca Mercedes Lewis[1], Walter Thomas Piper[1], Laura R. Saslow[2], Sarina Rodrigues Saturn[1]
[1]Oregon State University, [2]University of California, San Francisco

Elevation is a prosocial emotional state elicited by witnessing displays of altruism or moral beauty. Medial prefrontal cortex (mPFC) decreased during elevation and this correlated with feelings and cognitions characteristic of elevation. The decrease during elevation was greater in the dorsal mPFC than in the ventral mPFC, consistent with neural underpinnings of social-cognitive processes.

G333
COMPASSION IS (IMPLICITLY) SELFLESS: INDUCED COMPASSION FOR OTHERS LEADS TO REDUCED SELF-ACTIVATION FOLLOWING SELF-ESTEEM THREAT

Shane S. DeLury[1], Michael J. Poulin[1]
[1]SUNY at Buffalo

Following a self-esteem threat (vs. neutral control), participants (N = 144) were induced to feel compassion for others (vs. multiple controls). Non-compassion participants exhibited heightened implicit self-activation following threat, but self-activation was not increased for compassion participants, consistent with the threat-buffering function of the caregiving system (Preston, 2013).

G334
AFFECTIONATE COMMUNICATION PREDICTS PROSOCIALITY AFTER MORAL ELEVATION INDUCTION

Courtney Lyn Darr[1], Walter T. Piper[1], Laura R. Saslow[2], Sarina R. Saturn[1]
[1]School of Psychological Sciences, Oregon State University, Corvallis, Oregon, [2]Osher Center for Integrative Medicine, University of California, San Francisco

The study investigated how trait affection relates to prosociality after moral elevation, an emotional state elicited by displays of altruism. Given affection predicted helping behavior and received affection related to compassion and desire to help others. Trait affection also correlated to trait measures of positive emotions and prosociality.

G335
SOCIAL ENERGY, GENEROSITY, AND JOY

Alexander Robert Garinther[1], Donnah Canavan[1]
[1]Boston College

According to Canavan (2002), people who share enthusiasm over a specific activity experience "social energy." This study predicted and found that participants who were randomly assigned to high social energy groups eventually made more generous monetary allocations (than controls), and later reported feeling more joy and satisfaction with their decisions.

G336
YOU CAN PICK YOUR FRIENDS, BUT YOU CAN'T PICK YOUR FAMILY: WHEN INCLUSIVE FITNESS PREDICTS HELPING BEHAVIOR

Timothy Hachey[1], W. Q. Elaine Perunovic[1]
[1]University of New Brunswick

Forty-four participants priority ranked four fictional female cousins needing help in an everyday or life-or-death scenario. Regardless of scenario, participants helped earlier those they were close to and obligated to. Cousins higher in reproductive potential were helped earlier in the life-or-death scenario, but later in the everyday scenario.

G337
"I'LL FEEL YOUR PAIN…BUT NOT TOO MUCH:" VOLUNTARY EXPOSURE TO SUFFERING IS POSITIVELY ASSOCIATED WITH UNCONTROLLED DISTRESS-RELATED EMOTIONS

Phillip D. Getty[1], Michael J. Gill[1]
[1]Lehigh University

Voluntary expose to the suffering of others is positively associated with distress-related emotions when the need to control those emotions is low. However, we also present paradoxical evidence suggesting that folks who report positive regard towards humanity also report the need to control their emotions when exposed to others suffering.

G338
EMPATHY- AND ETHICS-FOCUSED MOTIVATIONS FOR ALTRUISTIC CHOICE

Cendri Hutcherson[1], Antonio Rangel[1]
[1]California Institute of Technology

Does generosity derive from caring about others' welfare or from wanting to "do the right thing"? We present a computer mouse-tracking analysis of Dictator Game choices under different instructional conditions (respond naturally, consider ethical implications, and empathize with partner). Levels of generosity and temporal profiles of choice differed dramatically.

G339
GRATITUDE ATTITUDE: THE MODERATION OF RELIGIOUS COPING ON GRATITUDE BY PERSONAL MEANING

Richard R. Rodriguez[1], Jennifer L. Bryan[1], Qian Lu[1]
[1]University of Houston, Houston, TX 77204

Gratitude is related to prosocial behavior and well-being. As hypothesized, meaning in life was found to moderate the relationship between religious coping and gratitude. This may be due to religion's promoting gratitude and those rating higher meaning in life may feel as if they have more to be grateful for.

G340
FURTHER FAILURES TO DEMONSTRATE VIOLENT VIDEO GAME EFFECTS: EXTENDING TEAR AND NIELSEN (2013)

Morgan J. Tear[1], Mark Nielsen[1]
[1]The University of Queensland

Recent experiments failed to replicate violent video game effects, but report a number of limitations. We address the limitations by using multiple measures of prosocial behavior, testing multiple exemplars of video game categories, and increasing power. We fail to demonstrate a negative effect of violent video games on prosocial behaviour.

G341
WHY IT IS BETTER TO TAKE THAN TO RECEIVE - ANTICIPATED USE DRIVES CONTRIBUTIONS AND SERVES AS A SOLUTION TO THE PUBLIC GOOD DILEMMA

Michael Hahn[1], Brent Simpson[2]
[1]Stanford University, [2]University of South Carolina

We show that actors who anticipate the active consumption of a public good will contribute significantly more to its provision ('the shadow of consumption') than those who anticipate automatic distribution or passive consumption. Our results suggest that the standard public goods design of passive consumption systematically overestimates the amount of free-riding.

G342
POSITIVE EMOTION AND EMPATHY PREDICT UTILITARIAN CHOICE IN A MORAL DILEMMA

Hanah Chapman[1], William Cunningham[2]
[1]Brooklyn College, City University of New York, [2]University of Toronto

Across four studies, we examined the role of positive emotion in utilitarian choice. Contrary to the view that utilitarians are heartless psychopaths, we show that positive emotion and higher trait empathy predict utilitarianism in a moral dilemma. Implications for dual-process models of moral judgment will be discussed.

G343
JUDGING THE CONTROLLABILITY OF DESTINY: HUMAN AGENCY APPRAISALS DIFFERENTIALLY AFFECT HELPING FOR ASSISTANCE EFFORTS AND VICTIMS

Stephanie M. Carpenter[1], Brian D. Vickers[1], J. Frank Yates[1]
[1]University of Michigan

This research investigated how agency appraisals motivate altruism. A human agency mindset increased donations to helpers (e.g., social workers) relative to victims (e.g., homeless people), whereas a situational agency mindset led to equal donations. Human agency appraisals influenced donations by increasing the perceived stability of targets' outcomes.

G344
DON'T TROUBLE YOURSELF: HELP REFUSAL CAN BE AN ALTRUISTIC ACT

Daniel J. Porter[1], Stephanie D. Preston[1]
[1]University of Michigan

Previous studies of help rejection have focused solely on selfish motivations for refusing aid, ignoring the potential for prosociality in this domain. The current studies demonstrate the existence of "altruistic rejection" and show that perspective taking and feeling distressed proximately motivate its expression.

G345
STEREOTYPES AS A SOURCE OF EMPATHIC ACCURACY

Karyn L. Lewis[1], Sara D. Hodges[1]
[1]University of Oregon

Empathic understanding is typically thought of as a product of close attention to another person; however, we found that perceivers who made more stereotypic inferences were more empathically accurate. This suggests that empathic accuracy may be more determined by how typical targets' experiences are rather than how sensitive perceivers are.

G346
SOCIAL MINDFULNESS: SKILL AND WILL TO NAVIGATE THE SOCIAL WORLD

Niels Van Doesum[1], Paul Van Lange[1]
[1]VU University Amsterdam

We introduce and conceptualized social mindfulness in terms of other-regarding choices involving both skill (e.g., theory of mind, perspective taking) and will (e.g., empathic concern, prosocial orientation) to act mindfully toward another person's control over outcomes. Seven studies showed how social mindfulness may help people to navigate the social world.

Special Session

G347
FLOW: AN IMPROVED MANIPULATION AND MORE DOWNSTREAM EFFECTS

Amey Kulkarni[1], Leonard L. Martin[1]
[1]University of Georgia

We developed a strengthened experimental manipulation of flow. We found higher levels of flow and lower blaming of an innocent victim among participants than our initial studies. We now have a flexible, reliable manipulation of flow that can be used to deconstruct the experience and to assess its downstream effects.

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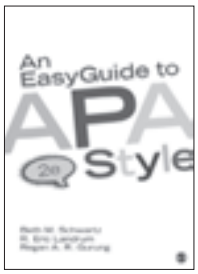

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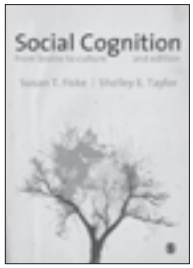

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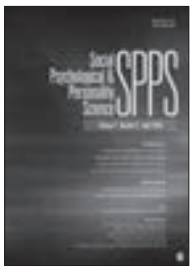

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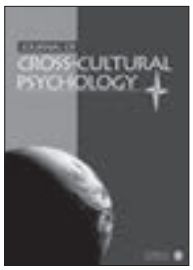

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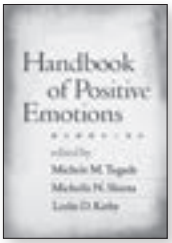

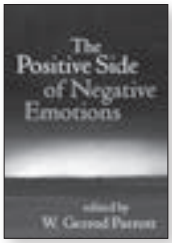

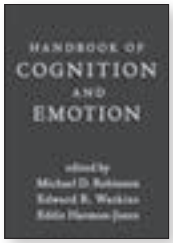

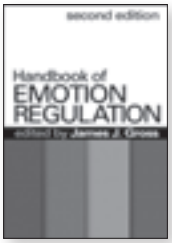

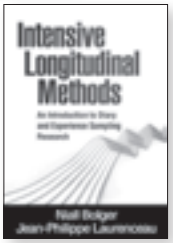

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