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Timothy D. Wilson
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Rebecca L. Shiner
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New in Paper

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COMING SPRING 2013

HANDBOOK OF SELF-REGULATION
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Roy F. Baumeister
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Paul E. Jose
February 2013, Paperback, 348 Pages
ISBN 978-1-4625-0951-5, $50.00
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HANDBOOK OF RESEARCH METHODS FOR STUDYING DAILY LIFE
Edited by Matthias R. Mehl 
Tamlin S. Conner
“Presents the latest theories, methods, and topics, and will provide inspiration and guidance for students and seasoned researchers alike….Indispensable for anyone who wants to investigate how people feel, think, and behave in the moment-to-moment rhythms of their lives.”
—Lisa Feldman Barrett
2011, 7” x 10” Hardcover, 676 Pages
ISBN 978-1-60918-747-7, $125.00
SPECIAL DISCOUNT PRICE: $93.75

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Society for Personality and Social Psychology – 2013 Annual Meeting
Dear SPSP Attendee:

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

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

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

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

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

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

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

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

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

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

**Meet Those Working Behind the Scenes of SPSP!**

## 2012 SPSP Executive Committee

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<th>Position</th>
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<td>President</td>
<td>Trish Devine</td>
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<td>President - Elect</td>
<td>David Funder</td>
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<td>Secretary - Treasurer</td>
<td>Monica Biernat</td>
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**Executive Committee Member-at-Large**

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<td>Randy Larsen</td>
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**APA Division 8 Council Representative**

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<td>President - Elect</td>
<td>Jamie Pennebaker</td>
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<td>Secretary - Treasurer</td>
<td>Wendy Wood</td>
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## Executive Office

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<td>Executive Officer</td>
<td>John Dovidio</td>
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<td>Chief Financial Officer</td>
<td>Susie Schroeder</td>
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<td>Executive Office Coordinator</td>
<td>Linda Dovidio</td>
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## 2012 Committees for the 2013 New Orleans Convention

**Convention Committee**

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<tr>
<td>Cynthia Pickett, Chair</td>
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<td>Brian Lowery</td>
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<td>Keith Payne</td>
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**Convention Committee’s Graduate Student Travel Award Panel**

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<tr>
<td>Keith Payne, Chair</td>
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<td>Roland Deutsch</td>
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<td>Ken Fujita</td>
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<td>Melanie Green</td>
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<td>Kai Jonas</td>
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<td>Derek Rucker</td>
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<td>Simine Vazire</td>
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<td>Tessa West</td>
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**Program Committee**

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<tr>
<td>Melissa Ferguson, Co-Chair</td>
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<td>Sanjay Srivastava, Co-Chair</td>
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<td>Veronica Benet-Martinez, Past Co-Chair</td>
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<td>Kathleen Vobs, Past, Co-Chair</td>
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<td>Eli Finkel</td>
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<td>Cheryl Kaiser</td>
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**Program Committee’s Symposium Review Panel**

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<tr>
<td>Brent Donnellan</td>
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<td>Ran Hassin</td>
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<td>Alison Ledgerwood</td>
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**Program Committee’s Poster Review Panel**

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<tr>
<td>Jonathan Adler</td>
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### Other 2012 Committees, Positions, and Representatives

**APA Division 8 Program**

- **2012 Program Chair**: Ashby Plant
- **2012 Program Past-Chair**: Jennifer Tickle
- **2013 Program Chair**: Tera Letzring
- **Awards Committee**:
  - Todd Heatherton, *Chair*
  - Jennifer Crocker
  - Tim Wilson
  - John Dovidio, *ex officio*

**Award Nomination Panels**

- **Block Award**: Veronica Benet-Martinez, *Chair*
  - Charles Carver
  - Howard Tennen
- **Campbell Award**: Tony Manstead, *Chair*
  - John Dovidio
  - Sandra Murray
- **Career Contribution Award**: Hazel Markus, *Chair*
  - Tom Pettigrew
  - Shelley Taylor
- **Cialdini Award**: Phoebe Ellsworth, *Chair*
  - Ayelet Gneezy
  - Brad Sagarin
- **Diener Award in Personality**: Randy Larsen, *Chair*
  - Laura King
  - Phil Shaver
- **Diener Award in Social Psychology**: Brenda Major, *Chair*
  - Galen Bodenhausen
  - Russ Fazio
- **Distinguished Scholar Award**: Dan McAdams, *Chair*
  - Claude Steele
  - Jerry Suls
- **Media Awards**: Greg Maio, *Chair*
  - Mahzarin Banaji
  - Sam Gosling
  - Jon Haidt
- **Methodological Innovation Award**: Alice Eagly, *Chair*
  - Ed Diener
  - Mark Zanna
- **Theoretical Innovation Prize**: Jamie Goldenberg, *Chair*
  - Steve Neuberg
  - Nicole Shelton
  - Michael Zarate

**Diversity and Climate Committee**

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

**Fellows Committee**

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

**Graduate Student Committee**

- Paul Conway, *President*
  - Marina Milyavskaya, *Past-President*
  - Erica Schneid
  - Jill Brown
  - Kathryn Bollich
  - Stuart Daman
  - Ashley Whillas

**Publication Committee**

- Carolyn Morf, *Chair*
  - Diane Mackie
  - John Levine
  - Hart Blanton
  - Charles Stangor
  - Shinobu Kitayama
  - Mark Leary
  - Jennifer Crocker

**Dialogue Co-Editors**

- Jamie Goldenberg
  - Steve Neuberg
  - Michael Zarate

**PSPB Editor**

- Shinobu Kitayama

**PSPR Editor**

- Mark Leary

**SPPS Consortium Liaison**

- Jennifer Crocker

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

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

**Training Committee**

- Stacey Sinclair, *Chair*
  - Jennifer Bosson
  - Jon Maner
  - Michael Robinson

**Web Editor**

- Don Forsyth

**Public Information Officer**

- Lisa Munoz

**Representative to SPN**

- Marti Hope Gonzales

**FASEB Office of Scientific Meetings and Conferences**

- Marcella Jackson
  - Janet Kearney
  - Joni Friedman
  - Josie Leftwich
Schedule Overview

Thursday, January 17, 2013
8:00 am – 4:30 pm Pre-Conferences, Various Rooms (See page 10)
12:00 pm – 8:00 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
5:00 pm – 7:00 pm Opening Session and Presidential Symposium, La Nouvelle Orleans Ballroom
6:30 pm – 8:30 pm Exhibits Open, Hall B-1
7:00 pm – 8:15 pm The 2012 Awards Ceremony & Reception, Room 203 – 205
7:00 pm – 8:15 pm The GSC “Speed Dating” Event, Room 211 – 213
7:00 pm – 8:30 pm Poster Session-A, Hall B-1
8:30 pm GSC Student Social Night, Republic

Friday, January 18, 2013
6:30 am 5K Fun Run and Walk, World Trade Center – New Orleans Riverfront
7:30 am – 6:30 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
8:00 am – 8:30 am Continental Breakfast, Hall B-1
8:00 am – 9:30 am Poster Session B, Hall B-1
8:00 am – 2:00 pm Exhibits Open, Hall B-1
8:15 am – 9:30 am APA Workshop, Room R07 – R09
8:15 am – 9:30 am Media Training Seminar, Room R03 – R05
9:45 am – 11:00 am Symposium Session A, Various Rooms
11:00 am – 11:15 am Coffee Break, Hall B-1
11:15 am – 12:30 pm Symposium Session B and Data Blitz, Various Rooms
12:30 pm – 1:30 pm Box Lunch Offered, Hall B-1
12:30 pm – 2:00 pm Poster Session C, Hall B-1
1:00 pm – 2:00 pm Lunchtime Presentation and Discussion with Representatives from NIH, Room R03 – R05
1:00 pm – 2:00 pm GSC Mentoring Lunch, Room 203 – 205
1:00 pm – 2:00 pm GASP Mentoring Lunch, Room 231 – 232
2:00 pm – 3:15 pm Symposium Session C, Various Rooms
2:00 pm – 6:00 pm Exhibit Hall Closed, Hall B-1
3:15 pm – 3:30 pm Coffee Break, North Skylight Area
3:30 pm – 4:45 pm Symposium Session D, Various Rooms
5:00 pm – 6:30 pm Block, Campbell, and Distinguished Scholar Award Lectures, La Nouvelle Orleans Ballroom
6:15 pm – 8:00 pm Exhibits Open, Hall B-1
6:30 pm – 8:00 pm Poster Session D with Social Hour, Hall B-1
6:30 pm – 8:00 pm Diversity and Climate Committee Reception, Room 231 – 232

Saturday, January 19, 2013
7:30 am – 5:30 pm Pre-Registration Check-In and On-Site Registration, Hall B-1 Foyer
8:00 am – 8:30 am Continental Breakfast, Hall B-1
8:00 am – 9:30 am Poster Session E, Hall B-1
8:00 am – 2:00 pm Exhibits Open, Hall B-1
8:15 am – 9:30 am GSC Symposium, Room R07 – R09
9:45 am – 11:00 am Symposium Session E, Various Rooms
11:00 am – 11:15 am Coffee Break, Hall B-1
11:15 am – 12:30 pm Symposium Session F and Data Blitz, Various Rooms
12:30 pm – 1:30 pm Box Lunch Offered, Hall B-1
12:30 pm – 2:00 pm Poster Session F, Hall B-1
1:00 pm – 2:00 pm Lunchtime Presentation and Discussion with Representatives from NSF – Room R03 – R05
1:00 pm – 2:00 pm GSC Mentoring Lunch, Room 203 – 205
2:00 pm – 3:15 pm Symposium Session G, Various Rooms
2:00 pm – 6:00 pm Exhibit Hall Closed, Hall B-1
3:15 pm – 3:30 pm Coffee Break, North Skylight Area
3:30 pm – 4:45 pm Symposium Session H, Various Rooms
5:00 pm – 6:15 pm Symposium Session I, Various Rooms
6:00 pm – 7:45 pm Exhibits Open, Hall B-1
6:15 pm – 7:45 pm Poster Session G with Social Hour, Hall B-1
Featured Sessions

Opening Session and Presidential Symposium: The First ‘P’ in SPSP

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

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

Personality Neuroscience and the Biological Basis of Traits
Speaker: Colin DeYoung, University of Minnesota

Personality and Health: Trait Association Over the Lifespan
Speaker: Sarah Hampson, Oregon Research Institute

Personality Psychology and the DSM-5
Speaker: Robert Krueger, University of Minnesota

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

The 2012 Awards Ceremony & Reception

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

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

Sponsored by SPSP and Sage Publications
Outreach and Special Sessions

APA Workshop: How to Publish Your Journal Manuscript
Friday, January 18, 8:15 am – 9:30 am, Room R07 – R09

Chair: Lindsay MacMurray, American Psychological Association

Panelists:
- Laura King, University of Missouri, Columbia
- Jessica Tracy, University of British Columbia
- Lindsay MacMurray, American Psychological Association

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

Sponsored by the American Psychological Association

Media Training Session — How to Get Your Message Across
Friday, January 18, 8:15 am – 9:30 am, Room R03 – R05

Speakers: Claudia Hammond, presenter of All in the Mind and Mind Changers on BBC Radio 4 and Health Check on BBC World Service Radio, winner of the 2012 SPSP Media Achievement Award
- Robin Tricoles, Science Communications Director, Federation of Associations in Brain and Behavioral Sciences (FABBSS) Foundation
- Lisa M.P. Munoz, Public Information Officer, SPSP

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

GSC Special Symposium
Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists
Saturday, January 19th, 8:15 am – 9:30 am, Room R07 – R09

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

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

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

Lunchtime Presentation and Discussion with Representatives from NIH
Friday, January 18, 1:00 pm – 2:00 pm, Room R03 – R05

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

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

Lunchtime Presentation and Discussion with Representatives from NSF
Saturday, January 19, 1:00 pm– 2:00 pm, Room R03 – R05

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

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

Taking the Power of the Situation Seriously
Friday, January 18, 2:00 pm – 3:15 pm
Room R03 – R05
Speaker: David Funder, University of California, Riverside

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

Block, Campbell, and Distinguished Scholar Award Lectures

Friday, January 18, 5:00 pm – 6:30 pm, La Nouvelle Orleans Ballroom
Chair: David Funder, University of California, Riverside

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

Data Blitz Sessions

Session 1
Friday, January 18, 11:15 am – 12:30 pm, Room 220 – 222
Co-Chairs: Veronica Benet-Martinez, Pompeu Fabra University, Barcelona; Kathleen Vohs, University of Minnesota
Speakers: John Terrizzi, Jr., Paul Piff, Allyson Light, Jonathan Berman, Ryan Bremner, Patrycja Slawuta, Alison Blodorn, Ed O’Brien, Matt Motyl, Lahnna Catalino, Jill Allen, A. Daniel Catterson

Session 2
Saturday, January 19, 11:15 am – 12:30 pm, Room 220 – 222
Co-Chairs: Veronica Benet-Martinez, Pompeu Fabra University, Barcelona; Kathleen Vohs, University of Minnesota
Speakers: Kris Mescher, Melanie Rudd, Sean Lane, Jonathan Weaver, Ravi Iyer, Ishani Banerji, Stacey Sasaki, Omid Fotuhi, Jennifer Howell, Oriana Aragon, Roberta Schriber, Jennifer Sheehy-Skeffington

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

Jack Block Award Address
Generative Lives, Redemptive Stories
Recipient: Daniel McAdams, Northwestern University

Donald T. Campbell Award Address
The Joy of Big Ideas
Recipient: Daniel Wegner, Harvard University
Accepting the Award on behalf of Daniel Wegner: Thalia Wheatley, Dartmouth University

Distinguished Scholar Award Address
Symptoms, Disclosure, and Pronouns
Recipient: James Pennebaker, University of Texas at Austin
**Schedule of Events**

**Thursday, January 17, 2013**

8:00 am – 4:30 pm

**Pre-Conferences**

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

12:00 pm – 8:00 pm

**On-Site Registration and Pre-Registration**

Hall B1 Foyer

5:00 pm – 7:00 pm

**Opening Session and Presidential Symposium**

La Nouvelle Orleans Ballroom

**Welcoming Remarks**

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

The First ‘P’ in SPSP

Chair: David Funder, University of California, Riverside
Speakers: Colin DeYoung, University of Minnesota

Personality Neuroscience and the Biological Basis of Traits

Sarah Hampson, Oregon Research Institute
Personality and Health: Trait Associations Over the Lifespan
Robert Krueger, University of Minnesota
Personality Psychology and the DSM-5

6:30 pm – 8:30 pm

**Exhibits Open**

Hall B-1

7:00 pm – 8:00 pm

**Welcome Reception**

Hall B-1

7:00 pm – 8:15 pm

**Research Speed Dating Event**

Room 211

7:00 pm – 8:15 pm

**The 2012 Awards Ceremony and Reception**

Room 203 – 204

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

Sponsored by SPSP and Sage Publications

7:00 pm – 8:30 pm

**Poster Session A**

Hall B-1

**Friday, January 18, 2013**

7:30 am – 6:30 pm

**On-Site Registration and Pre-Registration**

Hall B1 Foyer

8:00 am – 8:30 am

**Continental Breakfast**

Hall B1

8:00 am – 9:30 am

**Poster Session B**

Hall B1

8:00 am – 2:00 pm

**Exhibits Open**

Hall B1

8:15 am – 9:30 am

**Early Morning Special Session**

Media Training Session — How to Get Your Message Across

Room R03-R05

Communicating your science to the public is a vital, often overlooked, role for personality and social psychologists. One of the best ways to reach the public is through the press. Come hear tips from media professionals about ways to effectively talk with members of the press about your research. Speakers will include:
Friday, January 18, 2013 (continued)

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

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

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

8:15 am – 9:30 am

Outreach and Special Sessions

APA Workshop: How to Publish Your Journal Manuscript
Room R07-R09
Chair: Lindsay MacMurray, American Psychological Association
Panelists: Laura King, University of Missouri
Jessica Tracy, University of British Columbia
Speaker: Lindsay MacMurray, American Psychological Association

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

Sponsored by the American Psychological Association

9:45 am – 11:00 am

Symposium Session A

S-A1: WHAT I KNOW NOW THAT I WISH I’D KNOWN THEN
Room R03 – R05
Chair: Jon Maner, Florida State University
Co-Chair: Stacey Sinclair, Princeton University
Speakers: Jennifer Richeson, Charles S. Carver, Douglas Kenrick, Patricia Devine

S-A2: BEYOND CULTURAL DIFFERENCES: EXAMINING SITUATIONAL, AFFECTIVE, AND COGNITIVE PROCESSES INVOLVED IN ACCULTURATION AND CULTURAL LEARNING
Room R01
Chair: Krishna Savani, National University of Singapore
Speakers: Janetta Lun, Batja Mesquita, Yuri Miyamoto, Michael Morris

S-A3: UNPACKING GENDER STEREOTYPES: HOW GENDER COGNITIONS DEVELOP, CHANGE, AND CONFLICT FROM CHILDHOOD TO ADULTHOOD
Room R07 – R09
Chair: Alyssa Croft, University of British Columbia
Co-Chair: Toni Schmader, University of British Columbia
Speakers: Alyssa Croft, Andrew S. Baron, Amanda B. Diekman, Bernadette Park

S-A4: THE THREE FACES OF T: LINKING TESTOSTERONE TO SEX, EMPATHIC INACCURACY, AND MENTAL ILLNESS
Room 206 – 207
Chair: Eli J. Finkel, Northwestern University
Co-Chair: Robert Josephs, University of Texas at Austin
Speakers: Robin S. Edelstein, Eli J. Finkel, Richard Ronay, Robert A. Josephs

S-A5: CLOSE RELATIONSHIPS FROM THE INSIDE AND OUTSIDE
Room 217 – 219
Chair: Simine Vazire, Washington University in St. Louis
Co-Chair: Brittany Solomon, Washington University in St. Louis
Speakers: Laura VanderDrift, Brittany C. Solomon, Amanda Forest, Ali Imran

S-A6: FACEBOOK: FRIEND OR FOE? EFFECTS OF ONLINE SOCIAL NETWORKS ON CLOSE RELATIONSHIPS
Room 228 – 230
Chair: Juwon Lee, University of Kansas
Co-Chair: Omri Gillath, University of Kansas
Speakers: Juwon Lee, Mai-Ly Nguyen, Camilla S. Overup, Diane Felmlee

S-A7: WHO LEGITIMIZES THE SYSTEM? ANSWERS FROM DISTINCT THEORETICAL PERSPECTIVES
Room 208 – 210
Chair: Ellie Shockley, University of Chicago
Co-Chair: Mark Brandt, Tilburg University
Speakers: Mark J. Brandt, Andrew L. Stewart, Ellie Shockley, S. Alex. Haslam

S-A8: IS THERE A COMMON MECHANISM UNDERLYING THE THREAT-COMPENSATION LITERATURE?: EVIDENCE FOR INCONSISTENCY COMPENSATION AS CORE MOTIVATION
Room 211 – 213
Chair: Eddie Harmon-Jones, University of New South Wales
Speakers: Colin Holbrook, Johannes Klackl, Eddie Harmon-Jones, Travis Proulx

S-A9: THE EVOLUTION OF THE INTERACTIONIST PERSPECTIVE: ADVANCES IN RESEARCH INTEGRATING GENES, PERSONALITY, AND SOCIAL CONTEXTS
Room 220 – 222
Chair: Ilan Dar-Nimrod, University of Sydney and University of Rochester Medical Center
Speakers: Michael J. Poulain, Elliot Tucker-Drob, Ilan Dar-Nimrod, Bradley Verhulst

S-A10: EMERGING EVIDENCE FOR IMPLICIT IDENTITY: PREDICTORS, MODERATORS, AND CONSEQUENCES
Room 225 – 227
Chair: Melissa Ferguson, Cornell University
Co-Chair: Emily Rosenzweig, Cornell University
Speakers: Kristen Lindgren, Thierry Devos, Eric D. Knowles, Emily Rosenzweig

S-A11: A HAPPY AND A MEANINGFUL LIFE: CUTTING-EDGE RESEARCH ON TWO OF HUMANKIND’S MOST CHERISHED GOALS
Room R02
Chair: Kathleen D. Vohs, University of Minnesota
Speakers: Shigehiro Oishi, Sonja King, Sonja Lyubomirsky, Kathleen D. Vohs

11:00 am – 11:15 am

Coffee Break
Hall B1
Friday, January 18, 2013 (continued)

11:15 am – 12:30 pm
Symposium Session B and Data Blitz

S-B1: OPENNESS IN SCIENTIFIC REPORTING: POTENTIAL AND REACTION
Room R03 – R05
Chair: Roger Giner-Sorolla, University of Kent
Speakers: Brian A. Nosek, Heather M. Fuchs, Jeffrey Spies, Roger Giner-Sorolla

S-B2: BOUNDARIES OF SOCIAL HIERARCHY – STATUS, POWER AND THEIR SOCIO-CULTURAL MODERATORS
Room R01
Chair: Matthias S. Gobel, University College London
Co-Chair: Heejung Kim, University of California, Santa Barbara
Speakers: Aiwa Shirako, Cameron Anderson, Joni Y. Sasaki, Matthias S. Gobel

S-B3: THE MEANINGS JUSTIFY THE ENDS: THE EFFECTS OF GROUP IDENTITY AND SOCIAL MEANING ON ATTITUDES AND BEHAVIORAL CHOICES
Room R07 – R09
Chair: Timothy B. Hayes, University of Southern California
Co-Chair: Wendy Wood, University of Southern California
Speakers: Colin T. Smith, Daphna Oyserman, Timothy B. Hayes

S-B4: EMOTIONAL DISCLOSURE AND COGNITION
Room 206 – 207
Chair: Kent D. Harber, Rutgers University at Newark
Speakers: Adriel Boals, Crystal Park, Anita E. Kelly, Kent D. Harber

S-B5: THE KIDS ARE ALRIGHT! NEW INSIGHTS INTO THE MECHANISMS OF PERSONALITY MATURATION DURING EMERGING ADULTHOOD
Room 217 – 219
Chair: Wiebke Bleidorn, Tilburg University
Co-Chair: Erik Noftle, Willamette University
Speakers: Jule Specht, Erik E. Noftle, Dustin Wood, Wiebke Bleidorn

S-B6: THE SOCIAL SIDE OF SOCIAL POWER: SOCIAL POWER SHAPES CORE INTERPERSONAL DYNAMICS
Room 228 – 230
Chair: Maya M. Kuehn, University of California, Berkeley
Co-Chair: Serena Chen, University of California, Berkeley
Speakers: Nathanael J. Fast, Kyle E. Conlon, Sebastien Brion, Maya M. Kuehn

S-B7: BEYOND LIBERALISM VS. CONSERVATISM: THE CONTEXTUAL AND DYNAMIC NATURE OF IDEOLOGICAL CONSTRUAL
Room 208 – 210
Chair: Ian G. Hansen, York College, City University of New York
Speakers: Ariel Malka, Bernhard Leidner, Kate Jassin, Ian G. Hansen

S-B8: WHAT GOOD ARE MENTAL SIMULATIONS? MENTAL SIMULATIONS SHIFT MORAL JUDGMENTS, CHANGE FORECASTS OF FUTURE BEHAVIOR, AND DRAMATICALLY IMPROVE GOAL ATTAINMENT
Room 211 – 213
Chair: E. J. Masicampo, Wake Forest University
Co-Chair: Kathleen Vohs, University of Minnesota
Speakers: Joshua D. Greene, Lisa Libby, E.J. Masicampo, Gabriele Oettingen

S-B9: DATA BLITZ
Room 220 – 222
Chairs: Veronica Benet-Martinez, Pompeu Fabra University, Barcelona
Kathleen D. Vohs, University of Minnesota
Data Blitz Session (S-B9) features 12 up-and-coming scholars, each of whom will have 5 minutes to present an exciting research finding with no more than 4 slides and answer at least 1 question from the audience.

S-B10: TRANSCENDING RACE: HOW GENDER, STATUS, AND ESSENTIALISM HELP TO EXPLAIN THE EFFECTS OF RACE
Room 225 – 227
Chair: Adam D. Galinsky, Columbia University
Co-Chair: Erika Hall, Northwestern University
Speakers: Adam D. Galinsky, Erika V. Hall, Phillip J. Mazzocco, Melody M. Chao

12:30 pm – 1:30 pm
Box Lunch Offered
Hall B1

12:30 pm – 2:00 pm
Poster Session C
Hall B1

1:00 pm – 2:00 pm
Lunchtime Presentation and Discussion with Representatives from NIH
Room R02
Chairs: Alexandra Suppes, Weill Cornell Medical College
Speakers: Christopher T. Burke, Jane A. Skoyen, Kelly E. Rentscher, Alexandra Suppes

1:00 pm – 2:00 pm
GSC Mentoring Lunch
Room 203 – 205

1:00 pm – 2:00 pm
GASP Mentoring Lunch
Room 231 – 232

2:00 pm – 6:00 pm
Exhibit Hall Closed
Hall B1
### Friday, January 18, 2013 (continued)

#### 2:00 pm – 3:15 pm
**Presidential Address and Symposium Session C**

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<th>Speaker(s)</th>
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<td>PRESIDENTIAL ADDRESS</td>
<td>B. Keith Payne, Co-Chair:</td>
<td>University of North Carolina at Chapel Hill</td>
<td>C. Daryl Cameron, Chair:</td>
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<td>Daniel Wegner, Co-Chair:</td>
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<td>S-C2</td>
<td>OLD SYSTEMS, NEW TECHNOLOGY: HOW INTERNET USE AFFECTS BASIC SOCIAL,</td>
<td>Betsy Sparrow, Adrian F.</td>
<td>Diana I. Tamir, Kevin Lewis</td>
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<td>COGNITIVE, AND NEURAL PROCESSES</td>
<td>Ward, Co-Chair:</td>
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<td>S-C3</td>
<td>OTHER TYPES OF “WE”: DISCOVERING NEW FORMS OF COMMONALITIES</td>
<td>Sasha Y. Kimel, Co-Chair:</td>
<td>Daan Scheepers, Mirek Kofta, Elizabeth</td>
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<td>FOR IMPROVING INTERGROUP RELATIONS</td>
<td>Yulia E. Chentsova Dutton,</td>
<td>C. Pinel</td>
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<td>Stanford University</td>
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<td>S-C4</td>
<td>THE PULL AND PULL OF NEGATIVE EMOTIONS: CULTURAL AND INDIVIDUAL</td>
<td>Yulia E. Chentsova Dutton,</td>
<td>Maya Tamir, George A. Bonanno</td>
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<td>DIFFERENCES IN THE EFFECTS OF NEGATIVE EMOTIONS ON COMPASSION,</td>
<td>Daan Scheepers,</td>
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<td>ATTENTION, BEHAVIOR, AND PSYCHOLOGICAL ADJUSTMENT</td>
<td>Mirek Kofta, Elizabeth</td>
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<td>S-C5</td>
<td>FROM CRISIS TO CATALYST: THE NARRATIVE TRANSFORMATION OF</td>
<td>Jack J. Bauer, Co-Chair:</td>
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<td>DIFFICULTY INTO SELF DEVELOPMENT</td>
<td>Jonathan Adler, Co-Chair:</td>
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<td>S-C7</td>
<td>HAPPY PLACES, HAPPY PEOPLE. INTEGRATING INDIVIDUAL AND</td>
<td>Mike Luhmann, Co-Chair:</td>
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#### 3:15 pm – 3:30 pm
**Coffee Break**

North Skylight Area

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**3:30 pm – 4:45 pm**

**Symposium Session D**

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<td>S-D2</td>
<td>THE ROLE OF MENTAL TIME TRAVEL IN SELF PROCESSES</td>
<td>Frederick M. E. Grouzet, Co-Chair:</td>
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<td>Carsten W. D. De Dreu, Carlo</td>
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<td>FERTILITY, AND THE BRAIN</td>
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<td>Shaul Oreg, Co-Chair:</td>
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<td>THAT HAVE (ALMOST) NOTHING TO DO WITH SEX</td>
<td>Jennifer Crocker, Chair:</td>
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<td>Richard M. Ryan, Kirk Warren</td>
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<td>S-D5</td>
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<td>Andrea L. Meltzer, Co-Chair:</td>
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<td>James McNulty, Co-Chair:</td>
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<td>WHAT IS SO MORAL ABOUT FEELING MORAL? CLARIFYING THE RELATION</td>
<td>Paul Conway, Co-Chair:</td>
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<td>BETWEEN THE MORAL SELF AND MORAL THOUGHTS, FEELINGS, AND BEHAVIOR</td>
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<td>Wetherell, Jane O’Reilly,</td>
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<td>S-D8</td>
<td>HYPO-EGOIC STATES: INTERPERSONAL, MOTIVATIONAL, NEURAL, AND COGNITIVE</td>
<td>Mark R. Leary, Co-Chair:</td>
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<td>PROCESSES</td>
<td>Kirk Brown, Co-Chair:</td>
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<td>Jennifer Crocker, Richard M.</td>
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<td>Ryan, Kirk Warren Brown,</td>
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<td>Mark R. Leary</td>
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<td>S-D9</td>
<td>WHEN AND WHY WOMEN STEP BACK FROM STATUS: THE ENDURING AND</td>
<td>Melissa J. Williams, Co-Chair:</td>
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<td>SELF-REINFORCING POWER OF TRADITIONAL GENDER ROLES</td>
<td>Amanda M. Johnston</td>
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<td>Co-Chair:</td>
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**Friday, January 18, 2013 (continued)**

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<th>Time</th>
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<tbody>
<tr>
<td>5:00 pm – 6:30 pm</td>
<td>Block, Campbell and Distinguished Scholar Award Lectures</td>
<td>Room 225 – 227</td>
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<tr>
<td>5:00 pm – 6:30 pm</td>
<td>Jack Block Award Address</td>
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<tr>
<td>6:15 pm – 8:00 pm</td>
<td>Donald T. Campbell Award Address</td>
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<tr>
<td>6:30 pm – 8:00 pm</td>
<td>Distinguished Scholar Award Address</td>
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<tr>
<td>6:30 pm – 8:00 pm</td>
<td>Diversity and Climate Committee Reception</td>
<td>Room 231 – 232</td>
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**Saturday, January 19, 2013**

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>6:30 am</td>
<td>5K Run and Walk</td>
<td>World Trade Center - New Orleans Riverfront</td>
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<tr>
<td>7:30 am – 5:30 pm</td>
<td>On-Site Registration and Pre-Registration</td>
<td>Hall B1 Foyer</td>
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<tr>
<td>8:00 am – 8:30 am</td>
<td>Continental Breakfast</td>
<td>Hall B1</td>
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</tbody>
</table>
Friday, January 18, 2013 (continued)

S-E7: TURNING THE TABLES: SOCIAL PSYCHOLOGISTS AS SUBJECTS OF RESEARCH
Room 208 – 210
Chair: A. Janet Tomiyama, University of California, Los Angeles
Speakers: Andrew H. Ward, Traci Mann, Modupe Akinola

S-E8: MEANS ADOPTION IN SINGLE AND MULTIPLE GOAL CONTEXTS
Room 211 – 213
Chair: Edward Orehok, University of Pittsburgh
Speakers: Edward Orehok, Ayele Fishbach, Melissa J. Ferguson, Arie W. Kruglanski

S-E9: EXPLAINING THE EFFECTS OF THREATS ON CULTURAL WORLDVIEW DEFENSES: COMMON GROUND AMONG DIVERGENT PERSPECTIVES
Room 220 – 222
Chair: Immo Fritsche, University of Leipzig, Germany
Speakers: Daniel Sullivan, Ian McGregor, Justin Friesen, Immo Fritsche

S-E10: THE BENEFITS AND BURDENS OF CROSS-GROUP INTERACTIONS
Room 225 – 227
Chair: Marlene D. Henderson, University of Texas at Austin

S-E11: NEW ANSWERS TO OLD QUESTIONS: NOVEL APPROACHES TO THE STUDY OF HUMAN PROSOCIALITY
Room R02
Chair: Kristina Olson, Yale University
Co-Chair: Jamil Zaki, Stanford University
Speakers: Dave Rand, Jamil Zaki, Kristina Olson, Sarina R. Saturn

11:00 am – 11:15 am
Coffee Break
Hall B1

11:15 am – 12:30 pm
Symposium Session F and Data Blitz

S-F1: THE ANTECEDENTS AND CONSEQUENCES OF TRUST: COGNITIVE, DEVELOPMENTAL, AND CULTURAL PERSPECTIVES
Room R03 – R05
Chair: Anthony M. Evans, Brown University
Co-Chair: Daniel Balliet, VU University Amsterdam
Speakers: David Dunning, Ursula Athenstaedt, Thomas Mussweiler, Daniel Balliet

S-F2: THE SOCIAL COGNITION OF GLOBAL, MODERN DISASTERS: FINANCIAL MELTDOWNS, ENVIRONMENTAL CRises, AND VIRAL PANDEMICS
Room R01
Chair: Andrew Edward White, Arizona State University
Co-Chair: Virginia Kwan, Arizona State University
Speakers: Andrew Edward White, Aaron C. Kay, Kevin Kim-Pong Tam, Emily Chan

S-F3: THE NEUROSCIENCE OF PREJUDICE: CATEGORIZATION, CONTROL AND COPING
Room R07 – R09
Chair: Daan Scheepers, Leiden University
Co-Chair: Naomi Ellemers, Leiden University
Speakers: David M. Amodio, Jay Van Bavel, Felice Van Nunspeet, Neha John-Henderson

S-F4: EMOTIONAL EXPRESSIONS ARE UNIVERSALLY RECOGNIZED (EXCEPT WHEN THEY AREN’T): EVIDENCE FROM DEVELOPMENTAL, CROSS-CULTURAL AND CLINICAL POPULATIONS
Room 206 – 207
Chair: Nicole L. Nelson, Brock University
Speakers: Nicole L. Nelson, Sherri C. Widen, Mary Kayyal, Maria Gendron

S-F5: THE DYNAMIC NATURE OF PERSON PERCEPTION: FACTORS THAT AFFECT THE NATURE AND ACCURACY OF PERSONALITY IMPRESSIONS
Room 217 – 219
Chair: Erika N. Carlson, Washington University in St. Louis
Co-Chair: Nicole Lawless, University of Oregon
Speakers: William Fleeson, Anne-Marie B. Gallrein, Nicole Lawless, Erika N. Carlson

S-F6: THE WIND BENEATH MY WINGS OR THE ROCK THAT WEIGHS ME DOWN? REGULATORY BENEFITS AND COSTS OF CLOSE RELATIONSHIPS
Room 228 – 230
Chair: Jaye L. Derrick, University at Buffalo, The State University of New York
Speakers: Sarah C.E. Stanton, Jaye L. Derrick, Wilhelm Hofmann, Kathleen L. Carswell

S-F7: SITUATED ETHICS: HOW MORAL JUDGMENTS AND BEHAVIORS ARE CONTAMINATED BY SITUATIONAL CUES
Room 208 – 210
Chair: David K. Sherman, University of California, Santa Barbara
Co-Chair: Kimberly Hartson, University of California, Santa Barbara
Speakers: Gavin J. Kilduff, Niro Sivanathan, Kimberly A. Hartson, Peter H. Ditto

S-F8: WHAT DOES MONEY BUY? HAPPINESS, LOVE, STATUS, AND REPRODUCTIVE REWARDS
Room 211 – 213
Chair: Kristina M. Durante, University of Texas, San Antonio
Co-Chair: Vladas Griskevicius, University of Minnesota, Twin Cities
Speakers: Zoe Chance, Kristina M. Durante, Vladas Griskevicius, Douglas T. Kenrick

S-F9: DATA BLITZ
Room 220 – 222
Chairs: Veronica Benet-Martinez, Pompeu Fabra University, Barcelona
Kathleen D. Vohs, University of Minnesota
Speakers: Kris Mescher, Melanie Rudd, Sean P. Lane, Jonathan R. Weaver, Ravi Iyer, Ishani Banerji, Stacey J. Sasaki, Omid Fotuhi, Jennifer L. Howell, Oriana R. Aragon, Roberta Schriber, Jennifer Sheehy-Skeffington

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

S-F10: MANIPULATING PERCEPTIONS OF FIT: THE PERCEIVED IDENTITY COMPATIBILITY FOR WOMEN IN SCIENCE, TECHNOLOGY, ENGINEERING, & MATH (STEM)
Room 225 – 227
Chair: Sheana R. Ahlqvist, Stony Brook University
Speakers: Matthew S. McGlone, Sheana R. Ahlqvist, Mary C. Murphy, Jenessa R. Shapiro

S-F11: BIOLOGICAL COMPLEXITIES OF PROSOCIALITY AND WELL-BEING: NEW ACCOUNTS FROM GENETIC, NEUROPEPTIDE, PERIPHERAL PHYSIOLOGY, AND NEURAL PERSPECTIVES
Room R02
Chair: Aleksandr Kogan, University of Cambridge
Speakers: Heejung S. Kim, Aleksandr Kogan, Jennifer A. Bartz, Sylvia A. Morelli
### Saturday, January 19, 2013 (continued)

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>12:30 pm – 1:30 pm</td>
<td>Box Lunch Offered</td>
<td>Hall B1</td>
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<tr>
<td>12:30 pm – 2:00 pm</td>
<td>Poster Session F</td>
<td>Hall B1</td>
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<tr>
<td>1:00 pm – 2:00 pm</td>
<td>Lunchtime Presentation and Discussion with</td>
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<td>Representatives from NSF</td>
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<td>Room R03-R05</td>
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<td>Speakers: Sally Dickerson and Rosanna E. Guadagno, National Science Foundation</td>
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<td>Representatives from the National Science Foundation will be hosting a lunchtime discussion about current funding opportunities at NSF. This is a great opportunity to learn more about navigating the grant process at NSF and to gather tips for successful grant submissions. So join the discussion! Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.</td>
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<td>1:00 pm – 2:00 pm</td>
<td>GSC Mentoring Lunch</td>
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<td>2:00 pm – 6:00 pm</td>
<td>Exhibit Hall Closed</td>
<td>Hall B1</td>
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<td>2:00 pm – 3:15 pm</td>
<td>Symposium Session G</td>
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<tr>
<td>S-G1: AUTHENTICITY: ITS MEANING AND ATTAINMENT</td>
<td>Room R03 – R05</td>
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<tr>
<td>Chair: Letitia Slabu, University of Edinburgh</td>
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<td>Co-Chair: Alison Lenton, University of Edinburgh</td>
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<tr>
<td>Speakers: Joshua Knobe, William E. Davis, Letitia Slabu, Alison P. Lenton</td>
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<tr>
<td>S-G2: DEBIASING SOCIAL JUDGMENT: MOTIVATIONS, PROCESSES, AND CONSEQUENCES</td>
<td>Room R01</td>
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<tr>
<td>Chair: Carlee B. Hawkins, University of Virginia</td>
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<td>Co-Chair: Brian Nosek, University of Virginia</td>
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<tr>
<td>Speakers: Carlee B. Hawkins, E Ashby Plant, Jonathan Kunstman, Jeffrey W. Sherman</td>
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<tr>
<td>S-G3: GROUP INFLUENCES ON MIND PERCEPTION: NOVEL INSIGHTS INTO WHEN AND HOW WE SEE MINDS ACROSS GROUP DIVIDES</td>
<td>Room R07 – R09</td>
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<tr>
<td>Chair: Leor M. Hackel, New York University</td>
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<td>Co-Chair: Jay Van Bavel, New York University</td>
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<tr>
<td>Speakers: Leor M. Hackel, Adam Waytz, Jennifer N. Gutsell, Mina Cikara</td>
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<td>S-G4: BIOLOGICAL UNDERPINNINGS OF SOCIAL INTERACTION: INTERDISCIPLINARY APPROACHES</td>
<td>Room 206 – 207</td>
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<td>Chair: Lisa M. Jaremka, The Ohio State University College of Medicine</td>
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<tr>
<td>Speakers: Naomi I. Eisenberger, Baldwin Way, Margaret E. Kemeny, Lisa M. Jaremka</td>
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<td>S-G5: NARCISSISTIC AGGRESSION REVISITED</td>
<td>Room 217 – 219</td>
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<td>Chair: Zlatan Krizan, Iowa State University</td>
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<tr>
<td>Speakers: Christopher T. Barry, Brittany Gentile, Zlatan Krizan, W. Keith Campbell</td>
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<tr>
<td>S-G6: “LIFE IS AN ADVENTURE IN FORGIVENESS”: SURPRISING LESSONS IN GIVING AND GAINING FORGIVENESS</td>
<td>Room 228 – 230</td>
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<tr>
<td>Chair: Gili Freedman, University of Texas at Austin</td>
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<td>Co-Chair: Jennifer Beer, University of Texas at Austin</td>
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<tr>
<td>Speakers: Gili Freedman, Michael J.A. Wohl, Frank D. Fincham, James K. McNulty</td>
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<td>S-G7: THE ORIGINS OF MORAL COGNITION AND PRO-SOCIAL BEHAVIOR</td>
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<td>Chair: Carlee B. Hawkins, Harvard University</td>
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<td>Co-Chair: E Ashby Plant, Jonathan Kunstman, Jeffrey W. Sherman</td>
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<td>Speakers: Carlee B. Hawkins, E Ashby Plant, Jonathan Kunstman, Jeffrey W. Sherman</td>
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<td>S-G8: CHANGING YOUR IMPLICIT MIND: WHEN AND WHY DO IMPLICIT ATTITUDES FORM AND CHANGE?</td>
<td>Room 211 – 213</td>
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<td>Chair: Jeremy Cone, Williams College</td>
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<td>Co-Chair: Melissa Ferguson, Cornell University</td>
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<td>Speakers: Kurt Peters, Jeremy Cone, Robert Rydell, Pablo Britol</td>
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<td>S-G9: CHALLENGING THE WHITE MALE DEFAULT: AN ANALYSIS OF SOCIAL IDENTITY NORMS IN CONTEMPORARY SOCIETY</td>
<td>Room 220 – 222</td>
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<td>Chair: Erin L. Thomas, Yale University</td>
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<td>Co-Chair: Jessica Cundiff, Pennsylvania State University</td>
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<td>Speakers: Felicia Pratto, Jessica L. Cundiff, Susanne Bruckmüller, Erin L. Thomas</td>
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<td>S-G10: USING STRUCTURAL EQUATION MODELING TO ANALYZE DATA FROM EXPERIMENTAL DESIGNS</td>
<td>Room 225 – 227</td>
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<td>Chair: Alexander M. Schoemann, University of Kansas</td>
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<td>Co-Chair: Rick H. Hoyle, Alexander M. Schoemann, Stephen D. Short, Todd D. Little</td>
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<td>3:15 pm – 3:30 pm</td>
<td>Coffee Break</td>
<td>North Skylight Area</td>
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<td>3:30 pm – 4:45 pm</td>
<td>Symposium Session H</td>
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### Symposium Session I

**5:00 pm – 6:15 pm**

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

**Room R03 – R05**

**Chair:** Andrew E. Monroe, Brown University  
**Co-Chair:** Bertram Malle, Brown University  
**Speakers:** Thalia Wheatley, Andrew E. Monroe, Jonathan W. Schooler, Roy F. Baumeister

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

**Room R01**

**Chair:** Michael Gilead, Tel-Aviv University  
**Co-Chair:** Corinne Moss-Racusin, Yale University  
**Speakers:** Jane G. Stout, Corinne A. Moss-Racusin, Denise Sekaquaptewa, Judith Harackiewicz

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

**Room R07 – R09**

**Chair:** Jane G. Stout, University of Colorado Boulder  
**Co-Chair:** Corinne Moss-Racusin, Yale University  
**Speakers:** Jane G. Stout, Corinne A. Moss-Racusin, Denise Sekaquaptewa, Judith Harackiewicz

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

**Room R06 – R07**

**Chair:** Steven J. Heine, University of British Columbia  
**Co-Chair:** Michael Inzlicht, C. Nathan DeWall, Daniel Randles, Kyle Nash

#### S-I5: THE ROLE OF PAIN IN HUMAN BEHAVIOR: PAINFUL DISTRESS IS RELEVANT TO UNCERTAINTY, COGNITIVE CONTROL AND EMOTIONAL STABILITY

**Room R08 – R09**

**Chair:** Michael Inzlicht, C. Nathan DeWall, Daniel Randles, Kyle Nash  
**Co-Chair:** Steven J. Heine, University of British Columbia  
**Speakers:** Michael Inzlicht, C. Nathan DeWall, Daniel Randles, Kyle Nash


**Room R08 – R09**

**Chair:** James A. Coan, University of Virginia  
**Co-Chair:** Lane Beckes, University of Virginia  
**Speakers:** Lane Beckes, Tsachi Ein-Dor, Markus Quirin, Omri Gillath

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

**Room R01**

**Chair:** Fiery Cushman, Brown University  
**Co-Chair:** Jane Risen, University of Chicago – Booth School of Business  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room R07 – R09**

**Chair:** Sarah E. Gaither, Tufts University  
**Co-Chair:** Kristin Pauker, Tufts University  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 206 – 207**

**Chair:** Kathleen D. Vohs, University of Minnesota  
**Co-Chair:** Eli Tsukayama, Wake Forest University  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 217 – 219**

**Chair:** Eli Tsukayama, Wake Forest University  
**Co-Chair:** Michael L. Slepian, Stanford University  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 228 – 230**

**Chair:** Michael L. Slepian, Stanford University  
**Co-Chair:** E. J. Masicampo, Wake Forest University  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 208 – 210**

**Chair:** Benjamin S. Crosier, University of Florida  
**Co-Chair:** Gregory Webster, University of Florida  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 211 – 213**

**Chair:** Joanne Berger, University of Pennsylvania  
**Co-Chair:** Joanne Berger, University of Pennsylvania  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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**S-H9: NEW TAKES ON APPROACH AND AVOIDANCE**

**Room 220 – 222**

**Chair:** Christine Hosey, University of Chicago – Booth School of Business  
**Co-Chair:** Christine Hosey, University of Chicago – Booth School of Business  
**Speakers:** Robert Kurzban, Kyle Dillon, James Dungan, Jonathan Brown University

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

**Room 225 – 227**

**Chair:** Jennifer Eberhardt, Stanford University  
**Co-Chair:** Jennifer Eberhardt, Stanford University  
**Speakers:** Sophie Trawalter, Rebecca C. Hety, Courtney M. Bonam, George Lippsitz

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

**Room R02**

**Chair:** Thomas W. Schubert, Instituto Universitário de Lisboa, ISCTE-IUL  
**Co-Chair:** Winter Mason, Stevens Institute of Technology  
**Speakers:** Winter Mason, Thomas W. Schubert, Robert Wilson, Elizabeth A. Lee
Saturday, January 19, 2013 (continued)

S-17: MORAL EMOTIONS AND MORAL DECISIONS: ON THE AFFECTIVE INFLUENCES BEHIND MORAL BEHAVIORS, JUDGMENTS, AND FORECASTS
Room 208 – 210
Chair: Rimma Teper, University of Toronto
Speakers: Chen-Bo Zhong, Rimma Teper, Kendall J. Eskine, Yoel Inbar

S-18: COUNTERINTUITIVE CONSEQUENCES OF SUBSTITUTION IN SELF-REGULATION
Room 211 – 213
Chair: Tal Eyal, Ben Gurion University of the Negev
Co-Chair: Ayelet Fishbach, University of Chicago
Speakers: Peter M. Gollwitzer, Daniel A. Effron, Jens Förster, Tal Eyal

S-19: SHIFTING PROCESSES OF EVALUATION, AFFECT, AND MOTIVATION THROUGH BODILY AND METAPHORICAL CUES
Room 220 – 222
Chair: Janina Steinmetz, University of Cologne, Germany
Co-Chair: Spike Lee, University of Toronto
Speakers: Janina Steinmetz, Ping Dong, Mark J. Landau, Spike W.S. Lee

S-110: NO PROCESS IS AN ISLAND: RECIPROCAL INFLUENCES BETWEEN SOCIAL IDENTITY AND ENVIRONMENT
Room 225 – 227
Chair: Jonathan E. Cook, Columbia University
Co-Chair: Mark Hatzenbuehler, Columbia University
Speakers: Allecia E. Reid, John E. Pachankis, Valerie Purdie-Vaughns, Jonathan E. Cook

S-111: RECENT DEVELOPMENTS IN QUANTITATIVE METHODS FOR PERSONALITY AND SOCIAL PSYCHOLOGISTS
Room R02
Chair: Jacob Westfall, University of Colorado Boulder
Co-Chair: Charles Judd, University of Colorado Boulder
Speakers: Patrick E. Shrout, Jeremy C. Biesanz, David A. Kenny, Jacob Westfall

6:00 pm – 7:45 pm
Exhibits Open
Hall B1

6:15 pm- 7:45 pm
Poster Session G and Social Hour
Hall B1
**Poster Schedule**

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

The doors to the poster room will open at 6:30 pm on Thursday and at 7:45 am on Friday and Saturday for poster authors who are setting up their posters only. The room will not be open to the rest of the attendees until the exhibits open. You may post your materials on the board assigned to you starting at the scheduled “Set-up Begins” time shown below. Any posters not removed by the “Take-Down Complete” time will be discarded. **Please Note: the Exhibit Hall will be closed from 2:00 pm to 6:00 pm on Friday and Saturday.**

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

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

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

**Student Poster Hall of Fame**

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

Hosted by your Graduate Student Committee (GSC)

GSC Special Symposium
Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists
Co-Chairs: Kathryn Bollich and Jill Brown
Saturday, January 19, 8:15 am – 9:30 am, Room R07 – R09

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

GSC Mentoring Luncheon

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

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

New: The GSC “Speed Dating” Event
Thursday, January 17, 7:00 pm – 8:15 pm, Room 211 – 213

SPSP 2013 is a big event, and it can feel isolating if you don’t meet people quickly. Now there is a perfect way to do so: come to our brand-new event, “Speed Dating.” Based on the standard speed dating paradigm often used in relationship work, the GSC “Speed Dating” Event will afford you an opportunity to meet a number of your peers in rapid-fire succession, to learn a little about who they are and what kind of work they do, and to introduce yourself. Voila! Instant conference buddies. This is an excellent opportunity to find future collaborators, network with people who will be your colleagues for years to come, and perfect your “elevator speech.” Bear in mind this is not a romantic event—it is for meeting collaborators, peers, and colleagues. The event is Thursday night from 7:00 pm to 8:15 pm, so it will be a perfect chance to meet some new friends before heading to the GSC Social Event (see full event information below). Preregistration is required, as space will be limited.

GSC Social Event
Thursday, January 17, 8:30 pm, Republic

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

Graduate Student Lounge
Thursday, January 17 – Saturday, January 19, 7:30 am – 7:30 pm, Room 201

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

GSC and Training Committee Pre-conference
Building a Positive Career Trajectory: Skills that are Rarely Taught
Thursday, January 17, 8:00 am – 4:30 pm, Room 224

We all strive for a positive career trajectory. New challenges and new opportunities arise at each career stage, particularly during the transition between graduate studies and making a convincing case for tenure. The SPSP Training and Graduate Student Committees are pleased to collaborate on a pre-conference entitled “Building a positive career
trajectory: Skills that are rarely taught.” Nine 30-minute talks by experts such as Jessica Tracy, Bertram Gawronski, Nathan DeWall, and Norbert Swartz will cover the following topics: “Transitioning from graduate student to assistant professor,” “Succeeding at institutions that prioritize undergraduate education,” “Establishing a lab,” “Creating an effective presence,” “How to write a lot,” “Selecting and recruiting graduate students,” “Mentoring graduate and undergraduate students,” “Demonstrating an independent program of research,” and “Helping your students publish.” Preregistration is required.

GSC Poster

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

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

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

Graduate Student Poster Awards and Wall of Fame

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

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

Outstanding Research Award

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

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

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

**Home Page**
http://www.psych.utah.edu/gasp/

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

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

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**Contact Info**

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

**GASP Mentorship Luncheon**

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

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

Sponsored by the SPSP Diversity and Climate Committee

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

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

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

Ernest Morial Convention Center, Room 203-205

Sponsored by SPSP and Sage Publications

The 2012 Jack Block Award

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

The 2012 Donald T. Campbell Award

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

The 2012 Career Contribution Award

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

The 2012 Robert B. Cialdini Award

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

2012 Award Recipients

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

The 2012 Carol and Ed Diener Award in Personality Psychology

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

The 2012 Carol and Ed Diener Award in Social Psychology

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

The 2012 Distinguished Scholar Award

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

The 2012 Media Achievement Award

Claudia Hammond
This award honors a person, normally outside the SPSP community, who has a sustained and distinguished record for disseminating knowledge in personality or social psychology to the general public through popular media.
Sponsored by SPSP
The 2012 Book Prize for the Promotion of Social and Personality Science
James Pennebaker
This prize honors a book written by a psychologist that makes a distinctive and important contribution to the field by promoting an understanding of the science of social and personality psychology to the general public.
Sponsored by SPSP

The 2012 Media Prize
Benjamin Le, Gary Lewandowski, & Timothy Loving
For the foundation of ScienceofRelationships.com
This prize recognizes a person or persons, normally outside the SPSP community, providing the best piece or collection of pieces in popular media that represents the contributions of personality or social psychology to the general public in a given calendar year.
Sponsored by SPSP

The 2012 Methodological Innovation Award
David Kenny
This award recognizes an individual who has made a significant or sustained contribution to innovative methods in social and personality psychology. It recognizes contributions that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology. The emphasis of the award is on a contribution’s conceptual innovation and potential to motivate new research and further conceptual investigation.
Sponsored by SPSP

The 2013 SAGE Young Scholars Award
Joan Chaio
Wilhelm Hofmann
Ethan Kross
Elizabeth Levy Paluck
Gregory Walton
This award supports the research of junior colleagues and recognizes outstanding young researchers representing the broad spectrum of personality and social psychology research areas.
Sponsored by FPSP with the generous support of SAGE Publications

The 2012 SPSP Award for Distinguished Service to the Society
Monica Biernat
Chris Crandall
This award recognizes distinguished service, either in the form of a particular, significant activity or cumulative contributions over time, to the Society.
Sponsored by SPSP

The 2012 SPSP Award for Service on Behalf of Personality & Social Psychology
Claude Steele
This award recognizes distinguished efforts by individuals to benefit the field of social and personality psychology, including noteworthy efforts to support educational and research activities in the field, professional leadership, and achievements that enhance the reputation of the field.
Sponsored by SPSP

The 2012 Theoretical Innovation Prize
Tessa West & David Kenny
This prize recognizes the most theoretically innovative article, book chapter, or unpublished manuscript of the year. It honors theoretical articles that are especially likely to generate the discovery of new hypotheses, new phenomena, or new ways of thinking about the discipline of social/personality psychology.
Sponsored by SPSP

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

Diversity and Climate Committee Initiatives

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

Diversity Fund Travel Award

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

Undergraduate Diversity Registration Award

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

GASP Mentoring Luncheon

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

Diversity Symposium

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

Symposium S-A2

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

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

Chair: Krishna Savani, National University of Singapore

Diversity and Climate Committee Events

GASP Mentoring Luncheon

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

Diversity and Climate Committee Reception

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

Contributions

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

Registration

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

The registration area will be open:

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

On-Site Fees

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

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

Registration Cancellation and Refund

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

Audiovisual Equipment

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

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

Baggage Check

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

Business Center

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

Certificate of Attendance

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

Child Care

New Orleans Hilton Riverside, Melrose Room  
Phone: 504-586-4625  

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

Child Care Center Hours:

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

Drinking Policy

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

Exhibits and Poster Sessions

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

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

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

**Thursday**
Welcome Reception 7:00 pm – 8:00 pm

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

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

*Note: Available only if selected during registration.

Hotels

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

Internet

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

Lost and Found

Please contact the Meeting Management office in Lobby B.

Meeting Management Office

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

Phone: 504-670-4201

Hours of operation are as follows:
Thursday, January 17 8:00 am – 8:00 pm
Friday, January 18 7:30 am – 8:00 pm
Saturday, January 19 7:30 am – 8:00 pm

Meeting Rooms

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

Messages

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

Mobile Phones

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

Name Badges

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

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

Parking

**Hilton Riverside**
$34.00 USD per day
Valet parking: $40.00 USD per day

**Ernest N. Morial Convention Center**
$10.00 USD per day

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

Photography and Videotaping

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

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

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

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

Press Activities

Convention Center, Room 223

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

The Press Room, which will include Wi-Fi, will be open:
January 17, 2013 4:00 pm – 7:00 pm
January 18, 2013 8:00 am – 6:30 pm
January 19, 2013 8:00 am – 6:30 pm

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

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

On Twitter: @SPSPnews, #SPSP2013

Program

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

Smartphone APP

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

Social Events

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

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

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

Special Needs

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

Student Poster Award Hall of Fame

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

Transportation

Airport

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

Airport Shuttle

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

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


Public Transportation & Historic Trolley

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

New! The Science of Intimate Relationships

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

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

- Presents and integrates the latest findings in the fields of social psychology, evolutionary psychology, human sexuality, neuroscience and biology, developmental psychology, anthropology, and clinical psychology
- Summarizes the links among human nature, culture, and intimate relationships
- Online instructor materials will include PowerPoint slides and supplementary information for each chapter

“Fletcher and colleagues do an excellent job simplifying (but not oversimplifying) the sometimes very complex scientific literature on intimate relationships…The book is highly interdisciplinary and foreshadows an emerging integrative science of intimate relationships.”—Dr. Jon Maner, Florida State University

To learn more or to order an exam copy, visit www.wiley.com/go/relationships

WILEY

Taxicabs

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

Meeting Management Office – Convention Center, Exhibit Hall B Foyer
Tel: 504-670-4201
Thursday, January 17  8:00 am – 8:00 pm
Friday, January 18  7:30 am – 8:00 pm
Saturday, January 19  7:30 am – 8:00 pm

Registration & Information – Convention Center, Lobby B
Tel: 504-670-4200
Thursday, January 17  12:00 pm– 8:00 pm
Friday, January 18  7:30 am – 6:30 pm
Saturday, January 19  7:30 am – 5:30 pm

Exhibit Management Office – Convention Center, Exhibit Hall B Foyer
Tel: 504-670-4202
Thursday, January 17  8:00 am – 8:00 pm
Friday, January 18  7:30 am – 8:00 pm
Saturday, January 19  7:30 am – 8:00 pm

Audio Visual Office – Convention Center, Room 215-216
Tel: 504-670-4204
Thursday, January 17  7:00 am – 8:00 pm
Friday, January 18  7:00 am – 8:00 pm
Saturday, January 19  7:00 am – 8:00 pm

Childcare – Hilton Riverside Hotel – Melrose Room
Tel: 504-586-4625
Thursday, January 17  8:00 am – 8:30 pm
Friday, January 18  8:00 am – 8:00 pm
Saturday, January 19  8:00 am – 8:00 pm

Lost and Found – Convention Center, Exhibit Hall B Foyer
Tel: 504-670-4201
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Friday, January 18  7:30 am – 8:00 pm
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Friday, January 18  7:30 am – 8:00 pm
Saturday, January 19  7:30 am – 8:00 pm
Exhibit Hall Floor Plan
Hilton New Orleans Riverside Floor Plan

3rd Floor

Child Care - KiddieCorp

Poydras Street
New Orleans Downtown Map

1. Hilton New Orleans Riverside
2. Embassy Suites Hotel New Orleans
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Exhibiting Companies

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Exhibit and Poster Sessions

**Thursday, January 17**
- 6:30 pm – 8:30 pm  Exhibits Open

**Friday, January 18**
- 8:00 am – 2:00 pm  Exhibits Open
- 2:00 pm – 6:00 pm  Exhibits Closed
- 6:15 pm – 8:00 pm  Exhibits Open with Social Hour

**Saturday, January 19**
- 8:00 am – 2:00 pm  Exhibits Open
- 2:00 pm – 6:00 pm  Exhibits Closed
- 6:00 pm – 7:45 pm  Exhibits Open with Social Hour

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## Symposia and Special Session Grid

### Friday, January 18 - Morning Sessions

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<th>Session B 11:15 am – 12:30 pm</th>
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<td>APA Workshop: How to Publish Your Journal Manuscript Lindsay MacMurray</td>
<td>S-A3: Unpacking Gender Stereotypes: How Gender Cognitions Develop, Change, and Conflict from Childhood to Adulthood Alyssa Croft and Toni Schmader</td>
<td>S-B3: The Meanings Justify the Ends: The Effects of Group Identity and Social Meaning on Attitudes and Behavioral Choices Timothy B. Hayes and Wendy Wood</td>
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<td>Room 225 - 227</td>
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<td>S-A10: Emerging Evidence for Implicit Identity: Predictors, Moderators, and Consequences Melissa Ferguson and Emily Rosenzweig</td>
<td>S-B10: Transcending Race: How Gender, Status, and Essentialism Help to Explain the Effects of Race Adam D. Galinsky and Erika Hall</td>
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<td>S-C1: Presidential Address: Taking the Power of the Situation Seriously David Funder</td>
<td>S-D1: False Positive II: Effect Sizes Too Small, Too Large, or Just Right Leif D. Nelson</td>
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<tr>
<td>Room R07 - R09</td>
<td>S-C3: Other Types of “We”: Discovering New Forms of Commonalities for Improving Intergroup Relations. Sasha Y. Kimel and Tamar Saguy</td>
<td>S-D3: The Biological Bases of Intergroup Bias: Bridging Hormones, Genes, Fertility, and the Brain Bobby K. Cheon and Joan Chiao</td>
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<td>Room 228 - 230</td>
<td>S-C6: Compassion: Social Causes and Moral Consequences. C. Daryl Cameron and B. Keith Payne</td>
<td>S-D6: A Dyadic Perspective on Intimate Relationships and Health Andrea L. Metzler and James McNulty</td>
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## Symposia and Special Session Grid

### Saturday, January 19 - Morning Sessions

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<th>Session E 9:45 am - 11:00 am</th>
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| Room R03 - R05    |                                        | S-E1: Categories for Cooperation: The Interactive Role of Evolution and Experience  
* Leda Cosmides and Andrew Delton | S-F1: The Antecedents and Consequences of Trust: Cognitive, Developmental, and Cultural Perspectives  
* Anthony M. Evans and Daniel Balliet |
| Room R01          |                                        | S-E2: The Social Psychology of Privacy and Self-Disclosure  
* Andrew Edward White and Virginia Kwan |
| Room R07 - R09    | GSC Special Symposium – Looking Forward: Insights and Advice for the Upcoming Generation of Psychologists  
* Kathryn Bollich and Jill Brown | S-E3: How Much Inequality is Too Much Inequality? Exploring Attitudes Toward Disparities in Health, Wealth, Education, and Gender  
* Aneeta Rattan | S-F3: The Neuroscience of Prejudice: Categorization, Control and Coping  
* Daan Scheepers and Naomi Ellemers |
| Room 206 - 207    |                                        | S-E4: Beyond “Thanks”: Diverse Perspectives on the Antecedents, Behaviors, and Consequences of Gratitude  
* Annie M. Gordon and Sara Algoe | S-F4: Emotional Expressions Are Universally Recognized (except when They Aren’t): Evidence from Developmental, Cross-cultural and Clinical Populations  
* Nicole L. Nelson |
| Room 217 - 219    |                                        | S-E5: Influences on Personality Trait Stability and Change Across Time and Contexts  
* Daniel A. Briley | S-F5: The Dynamic Nature of Person Perception: Factors That Affect the Nature and Accuracy of Personality Impressions  
* Erika N. Carlson and Nicole Laless |
| Room 228 - 230    |                                        | S-E6: Not Everything Is Vanilla: Examining Non-monogamous Relationships Can Broaden Our Understanding of Relational Processes  
* Jay L. Derrick |
| Room 208 - 210    |                                        | S-E7: Turning the Tables: Social Psychologists As Subjects of Research  
* A. Janet Tomiyama | S-F7: Situated Ethics: How Moral Judgments and Behaviors Are Contaminated by Situational Cues  
* David K. Sherman and Kimberly Hartson |
| Room 211 - 213    |                                        | S-E8: Means Adoption in Single and Multiple Goal Contexts  
* Kristina M. Durncourt and Vladas Griskevicius |
| Room 220 - 222    |                                        | S-E9: Explaining the Effects of Threats on Cultural Worldview Defenses: Common Ground among Divergent Perspectives  
* Immo Fritsche | S-F9: Data Blitz  
* Veronica Benet-Martinez and Kathleen D. Volo |
| Room 225 - 227    |                                        | S-E10: The Benefits and Burdens of Cross-Group Interactions  
* Sneana R. Ailiqvist |
| Room R02          |                                        | S-E11: New Answers to Old Questions: Novel Approaches to the Study of Human Prosociality  
* Kristina Olson and Jamil Zaki | S-F11: Biological Complexities of Prosociality and Well-being: New Accounts from Genetic, Neuropedite, Peripheral Physiology, and Neural Perspectives  
* Aleksandr Kogan |
### Saturday, January 19 - Afternoon Sessions

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Letitia Slabu and Alison Lenton | S-H1: Telling More Than We Can Know? Remapping the Boundaries of the Unconscious  
Adam Halm and Bertram Gawronski | S-I1: Whatever You Think about Free Will, It’s Here in This Symposium:  
Diverse Views on the Psychology of Free Will  
Andrew E. Monroe and Bertram Malle |
| Room R01 | S-G2: Debiasing Social Judgment: Motivations, Processes, and Consequences  
Carlee B. Hawkins and Brian Nosek | S-H2: Morality for Self and Other: Connections and Dissociations  
Fiery Cushman | S-I2: The Neural Correlates of Abstraction and Psychological Distance  
Michael Gilead |
| Room R07 - R09 | S-G3: Group Influences on Mind Perception: Novel Insights Into When and How We See Minds Across Group Divides  
Sarah E. Gaither and Kristin Pauker | S-I3: New Interdisciplinary Perspectives on the Antecedents to and Remedies for the Gender Gap in STEM  
Jane G. Stout and Corinne Moss-Racusin |
| Room 206 - 207 | S-G4: Biological Underpinnings of Social Interaction: Interdisciplinary Approaches  
Lisa M. Jaremka | S-H4: Self-Control Does a Body Good? Evidence from the Brain, Heart, Liver, and Behavior  
Kathleen D. Vohs and William G. Inz | S-I4: The Role of Pain in Human Behavior: Painful Distress is Relevant to Uncertainty, Cognitive Control and Emotional Stability  
Steven J. Heine |
| Room 217 - 219 | S-G5: Narcissistic Aggression Revisited  
Zlatan Krizan | S-H5: Factors That Predict Self-Control Success and Failure Within a Person Across Situations: It’s More Than Just Trait Self-control Plus State Depletion  
Lara K. Kammrath | S-I5: Early Life Experiences and Later Life Outcomes: New Longitudinal Findings  
Tal Eyal and Jeffry S. Simpson |
| Room 228 - 230 | S-G6: “Life is an Adventure in Forgiveness”: Surprising Lessons in Giving and Gaining Forgiveness  
Gili Freedman and Jennifer Beer | S-H6: Concealment in Plain Sight: The Unseen Influence of Secrets in E-mails, Bodily Experiences, Social Interactions, and the Community  
Michael L. Stipan and E. J. Maslach | S-I6: New Frontiers in Attachment and Affiliation: Novel Neural and Behavioral Approaches Can Change the Way We Understand Relationships, the Brain, and the Mind  
James A. Coan and Lane Beckes |
| Room 208 - 210 | S-G7: The Origins of Moral Cognition and Pro-social Behavior  
Larissa Heiphetz | S-H7: Harvesting and Distilling Big Data in the Information Age: Applications and Advances in Social and Personality Psychology  
Benjamin S. Croser and Gregory Webster | S-I7: Moral Emotions and Moral Decisions: On the Affective Influences Behind Moral Behaviors, Judgments, and Forecasts  
Rimma Teper |
| Room 211 - 213 | S-G8: Changing Your Implicit Mind: When and Why do Implicit Attitudes Form and Change?  
Jeremy Cone and Melissa Ferguson | S-H8: Tweeting, Texting, and Talking: Technology’s Impact on Social Interaction  
Jonathan Berger | S-I8: Countertuitive Consequences of Substitution in Self-regulation  
Tal Eyal and Ayelet Fishbach |
| Room 220 - 222 | S-G9: Challenging the White Male Default: An Analysis of Social Identity Norms in Contemporary Society  
Erin L. Thomas and Jessica Cundiff | S-H9: New Takes on Approach and Avoidance  
Christine Hoey and Jane Risen | S-I9: Shifting Processes of Evaluation, Affect, and Motivation through Bodily and Metaphorical Cues  
Janina Steinmetz and Spike Lee |
| Room 225 - 227 | S-G10: Using Structural Equation Modeling to Analyze Data from Experimental Designs  
Alexander M. Schoemann | S-H10: How Race, Class and Stigma Are Embedded in Physical Space  
Courtney M. Bonham and Jennifer Eberhardt | S-I10: No Process Is an Island: Reciprocal Influences Between Social Identity and Environment  
Jonathan E. Cook and Mark Hatzenbuehler |
| Room R02 | S-G11: Recent Developments in Quantitative Methods for Personality and Social Psychologists  
Jacob Westfall and Charles Judd | | |
Symposia and Special Sessions

Opening Session and Presidential Symposium
Thursday, January 17, 5:00 pm – 7:00 pm
La Nouvelle Orleans Ballroom

Welcoming Remarks
Speaker: David Funder, University of California, Riverside, SPSP President

The First ‘P’ in SPSP
Chair: David Funder, University of California, Riverside

Personality Neuroscience and the Biological Basis of Traits
Speaker: Colin DeYoung, University of Minnesota

Personality and Health: Trait Association Over the Lifespan
Speaker: Sarah Hampson, Oregon Research Institute

Personality Psychology and the DSM-5
Speaker: Robert Krueger, University of Minnesota

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

The 2012 Awards Ceremony & Reception
Thursday, January 17, 7:00 pm – 8:15 pm
Room 203 – 205

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

Sponsored by SPSP and Sage Publications.

Early Morning Special Session
Friday, January 18, 8:15 am – 9:30 am

Media Training Session — How to Get Your Message Across
Room R03 – R05
Speakers: Claudia Hammond, presenter of All in the Mind and Mind Changers on BBC Radio 4 and Health Check on BBC World Service Radio, winner of the 2012 SPSP Media Achievement Award
Robin Tricoles, Science Communications Director, Federation of Associations in Brain and Behavioral Sciences (FABBFS) Foundation
Lisa M.P. Munoz, Public Information Officer, SPSP

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

APA Workshop
Friday, January 18, 8:15 am – 9:30 am

How to Publish Your Journal Manuscript
Chair: Lindsay MacMurray, American Psychological Association
Panelists: Laura King, University of Missouri
Jessica Tracy, University of British Columbia
Lindsay MacMurray, American Psychological Association
Room R07 – R09

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

Sponsored by the American Psychological Association
**Symposium Session A**  
Friday, January 18, 9:45 am – 11:00 am

**Symposium S-A1**  
WHAT I KNOW NOW THAT I WISH I’D KNOWN THEN  
Friday, January 18, 9:45 am – 11:00 am, Room R03 – R05  
Chair: Jon Maner, Florida State University  
Co-Chair: Stacey Sinclair, Princeton University  

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

**ABSTRACTS**

**IT TAKES A VILLAGE AND YOU ARE NOW THE CHIEF: MAKING THE TRANSITION FROM STUDENT TO PRINCIPAL INVESTIGATOR**  
Jennifer Richeson  
Northwestern University  

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

**WELCOME TO THE FUNHOUSE: ESTABLISHING AN ACADEMIC CAREER IN THE EARLY TWENTY-FIRST CENTURY**  
Charles Carver  
University of Miami  

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

**THE ZEN OF EMBRACING REJECTION**  
Douglas Kenrick  
Arizona State University  

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

**CULTIVATING THE DEVELOPMENT OF YOUNG SCHOLARS**  
Patricia Devine  
University of Wisconsin-Madison  

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

**Symposium S-A2**  
BEYOND CULTURAL DIFFERENCES: EXAMINING SITUATIONAL, AFFECTIVE, AND COGNITIVE PROCESSES INVOLVED IN ACCULTURATION AND CULTURAL LEARNING  
Friday, January 18, 9:45 am – 11:00 am, Room R01  
Chair: Krishna Savani, National University of Singapore  

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

**ABSTRACTS**

**LEARNING CULTURE FROM EVERYDAY SITUATIONS: SITUATIONAL CONSTRAINT AND SOCIAL PERCEPTIONS**  
Janetta Lun, Michele Gelfand  
University of Maryland at College Park  

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

**EMOTIONAL EXPERIENCE AS AN IMPLICIT MEASURE OF ACCULTURATION**  
Batja Mesquita, Jozefien Deleersnyder, Heejung Kim  
University of Leuven, University of California, Santa Barbara  

The more time immigrants spend in the host country, and the more contacts they have with members of the majority culture, the more similar their emotional experiences tend to be to those of the host culture; we have coined this phenomenon “emotional acculturation.” We report two studies in which we measured emotional acculturation by correlating immigrants’ ratings of emotions with the average ratings of members of the majority culture in comparable situations. Emotional acculturation was observed in Korean immigrant groups in the United States (Study 1), and in Turkish immigrant groups in Belgium (Study 1, Heejung Kim2, 1University of Leuven; 2University of California, Santa Barbara)
2). In both studies, the implicit emotion acculturation measures were unrelated to the traditional, explicit scales of acculturation. Moreover, in another study with Korean immigrants in the US (Study 3), psychological wellbeing was predicted by emotional acculturation, but not by traditional acculturation scores. Therefore, affective adaptation to new cultures might be more consequential than cognitive adaptation.

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

Yuri Miyamoto1, Amanda Taylor, Eggen1, Xiaoming Ma1
1University of Wisconsin, Madison

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

LEARNING NOVEL CULTURAL NORMS: ROLE OF METACOGNITION AND IMPLICIT PROCESSES

Michael Morris1, Krishna Savani2
1Columbia University; 2National University of Singapore

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

Symposium S-A3

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

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

Chair: Alyssa Croft, University of British Columbia
Co-Chair: Toni Schmader, University of British Columbia

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

ABSTRACTS

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

Alyssa Croft1, Katharina Block1, Andrew S. Baron1, Toni Schmader1
1University of British Columbia

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

MALLEABILITY OF IMPLICIT AND EXPLICIT ATTITUDES AND STEREOTYPES ACROSS DEVELOPMENT

Andrew S. Baron1, Dario Cvencek2
1University of British Columbia; 2University of Washington, Seattle

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

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

Amanda B. Diekman1, Mia Steinberg1
1Miami University

We explore the implicit and explicit processes involved in social role selection, particularly with regard to women’s decisions in science, technology, engineering, and mathematics (STEM) careers. Current stereotypes associate STEM fields with reduced opportunities to fulfill communal goals (e.g., working with or helping others), and these stereotypes might particularly deter women because of women’s high endorsement of communal goals. Both short-term and long-term experience with STEM as affording communal goals influences explicit and implicit cognitions. Specifically, those who experienced STEM as communal reported greater intent to pursue these fields, whether this communal experience came from long-term, naturalistic experience in science/mathematics courses or from short-term, experimentally-induced exposure to information portraying STEM as communal. Moreover, long-term quantity of experience in STEM is associated with reduced implicit stereotypic associations, particularly for women. Delineating the interplay of explicit and implicit cognitions offers insights into both the recruitment and the retention of women in STEM.
MANAGING IDENTITY CONFLICT BETWEEN PARENTAL AND PROFESSIONAL ROLES
Bernadette Park1, Allegra Hodges1
1University of Colorado at Boulder

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

Symposium S-A4
THE THREE FACES OF T: LINKING TESTOSTERONE TO SEX, EMPATHIC INACCURACY, AND MENTAL ILLNESS
Friday, January 18, 9:45 am – 11:00 am, Room 206 – 207
Chair: Eli Finkel, Northwestern University
Co-Chair: Robert A. Josephs, University of Texas at Austin

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

ABSTRACTS
ASSOCIATIONS BETWEEN TESTOSTERONE AND SOCIOSEXUALITY IN MEN AND WOMEN
Robin S. Edelstein1, William J. Chopik2, Natalie J. Lin3, Emily L. Kean1
1University of Michigan, Ann Arbor

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

TESTOSTERONE REACTIVITY IN RESPONSE TO MUTUAL ROMANTIC CONNECTION
Eli J. Finkel1, Benjamin R W. Yu1, Paul W. Eastwick2, Thomas W. McDade1
1Northwestern University; 2University of Texas at Austin

A speed-dating study examined the links between mating dynamics and testosterone reactivity. Approximately 200 heterosexual participants went on over 2,000 speed-dates, providing saliva samples before and after their event. They also provided saliva samples at the same times of day as these speed-dating samples, but one week earlier (four samples in total). Results for men and women revealed strong evidence that testosterone increases in response to mating opportunities, and, more importantly, that “mating opportunities” appears to mean something different from what scholars have long assumed. Testosterone was higher on the speed-dating day than the control day, and the standard diurnal decline in testosterone was smaller on the speed-dating day. Testosterone reactivity was associated with romantic connection (mutual “yesses”) at the speed-dating event, but not with romantic popularity (yesses received) or with romantic attraction (yesses given). In short, testosterone spikes in response to mating opportunities, especially when people experience mutual romantic connections.

WHEN WANTING TO LEAD ISN’T ENOUGH: TESTOSTERONE’S NEGATIVE RELATIONSHIP WITH EMPATHIC ACCURACY AND LEADERSHIP ABILITY
Richard Ronay1, Dana Carney2
1Columbia University; 2University of California, Berkeley

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

TESTOSTERONE, CORTISOL, AND THE TIME-COURSE OF ANXIETY DURING COMBAT DEPLOYMENT
Robert A. Josephs1
1University of Texas at Austin

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

Symposium S-A5
CLOSE RELATIONSHIPS FROM THE INSIDE AND OUTSIDE
Friday, January 18, 9:45 am – 11:00 am, Room 217 – 219
Chair: Simine Vazire, Washington University in St. Louis
Co-Chair: Brittany Solomon, Washington University in St. Louis

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

THE INFLUENCE OF COLLECTIVISM ON ROMANTIC RELATIONSHIPS: WHEN AND HOW DO FAMILIES FACTOR INTO RELATIONSHIP DECISIONS?
Laura VanderDrift1, Chris R. Agnew2
1Syracuse University; 2Purdue University

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

YOU ARE SO BEAUTIFUL TO ME: DO ROMANTIC PARTNERS HAVE KNOWLEDGE OF THEIR PARTNERS’ IDENTITY AND REPUTATION?
Brittany C. Solomon1, Simine Vazire1
1Washington University in St. Louis

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

IT’S NOT YOU, IT’S THIS TABLE: PHYSICAL INSTABILITY TRIGGERS RISK REGULATION PROCESSES IN ROMANTIC RELATIONSHIPS
Amanda L. Forest1, David R. Kille1, Joanne V. Wood1
1University of Waterloo

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

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

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

SYMPOSIUM S-A6
FACEBOOK: FRIEND OR FOE? EFFECTS OF ONLINE SOCIAL NETWORKS ON CLOSE RELATIONSHIPS
Friday, January 18, 9:45 am – 11:00 am, Room 228 – 230
Chair: Juwon Lee, University of Kansas
Co-Chair: Omri Gillath, University of Kansas

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

ABSTRACTS

THE EFFECT OF ONLINE SELF-DISCLOSURE ON RELATIONSHIPS
Juwon Lee1, Omri Gillath1, Emily Berman1, Melanie Canterberry1
1University of Kansas; 2Medical University of South Carolina

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

HOW DEPRESSIVE SYMPTOMS ARE LINKED TO TIME ON FACEBOOK AND FACEBOOK SOCIAL COMPARISON
Mai-Ly Nguyen1, Robert E. Wickham1, Linda K. Acitelli1
1University of Houston

Two studies investigated social comparison to peers through computer-mediated interactions on the social networking site, Facebook, and the potential impact of such interactions on user’s psychological health. Study 1 (N= 180) a cross-sectional study, revealed an association between time spent on Facebook and depressive symptoms for both men and women. However, results demonstrated that, for men only,
making non-directional Facebook social comparisons (FSC) mediated the link between time spent on Facebook and depressive symptoms. In study 2, a 14-day diary study (N=152), gender was not found to be a moderator. However, engaging in non-directional and upward FSC was a moderator between time spent on Facebook and depressive symptoms for all participants. Non-directional and upward FSC were also found to be a mediator between number of Facebook logins and depressive symptoms across all participants. Both studies provide evidence that the association between time on Facebook and depressive symptoms is mediated by FSC.

WEARING YOUR HEART ON YOUR FACEBOOK PAGE: HOW DISPLAYING ONE’S RELATIONSHIP ON FACEBOOK IS RELATED TO RELATIONSHIP QUALITY
Camilla S. Overyup1, Mai-Ly Nguyen1, Julie A. Brunson1, Linda K. Acitelli1
1University of Houston

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

A SOCIAL NETWORK ANALYSIS OF CYBER AGGRESSION
Diane Felmlee1, Robert Faris2
1Pennsylvania State University; 2University of California, Davis

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

Symposium S-A7
WHO LEGITIMIZES THE SYSTEM? ANSWERS FROM DISTINCT THEORETICAL PERSPECTIVES
Friday, January 18, 9:45 am – 11:00 am, Room 208 – 210
Chair: Ellie Shockley, University of Chicago
Co-Chair: Mark J. Brandt, Tilburg University

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

ABSTRACTS

WHO LEGITIMIZES THE SYSTEM? A CRITICAL TEST OF ENHANCED SYSTEM JUSTIFICATION AMONG THE DISADVANTAGED
Mark J. Brandt1
1Tilburg University

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

SUBORDINATION BEGETS REJECTION OF DOMINATION: CROSS-NATIONAL DOMESTIC, INTERNATIONAL, AND EXPERIMENTAL EVIDENCE
Andrew L. Stewart1, Felicia Pratto2, Fouad Bou. Zeineddine2, Eileen V. Pitipan1
1University of Connecticut

Social Dominance Theory predicts that people in subordinated positions will reject dominance more than people in dominant situations. We present three kinds of evidence consistent with this prediction, using various measures. First, a meta-analysis shows dominants are higher on Social Dominance Orientation than subordinates. Second, survey data show that people in 7 developing nations reject that either international or domestic political systems are fair more than people in 7 developed nations. Covariance analyses show this is accounted for by relative deprivation, political efficacy, and the perception that international power inequality is stable. Third, experimentally assigned subordinates felt more disempowered and perceived rules protecting subordinates and the use of violence/exploitation to overcome dependency to be more fair. In 2 international surveys and experiments demonstrate people in subordinated positions reject inequality and look for opportunities to change power structures.

DIMENSIONS OF BLACK IDENTITY PREDICT SYSTEM JUSTIFICATION AND SYSTEM REJECTION
Ellie Shockley1, Ashley Wynn1, Leslie Ashburn-Nardo2
1University of Chicago; 2Indiana University-Purdue University Indianapolis

System Justification (SJ) Theory implicates disadvantaged groups in the maintenance of sociopolitical arrangements; it proposes a motivation to perceive system legitimacy even at the expense of self-interest. As a disadvantaged group, African Americans (AAs) are important to study when examining American SJ. Notably, there is variation in Black identity, and we examine whether it predicts SJ. Using survey methodology and the Multidimensional Model of Racial Identity, we find the more AAs define themselves in terms of race, less SJ is endorsed. Additionally, the more AAs emphasize the compatibility of their culture with mainstream society, more SJ is reported. Lastly, when one believes AAs represent a unique group and one highly identifies with this group, less SJ is reported. However, when one perceives AAs as unique but does not identify with AAs, more SJ is endorsed. Altogether, stronger Black identity predicts system rejection.
WE’RE MAD AS HELL AND WE’RE NOT GOING TO TAKE IT ANY MORE: SOCIAL IDENTITY AND THE PROCESS OF SYSTEM DEJUSTIFICATION
S. Alexander, Haslam1, Stephen D. Reicher2
1University of Exeter; 2University of St Andrews
There is a general tendency for psychologists to focus on processes of oppression rather than resistance. This is exemplified and entrenched by interpretations of both the Stanford Prison Experiment and Milgram’s ‘Obedience to Authority’ Studies. On the basis of the standard reading of these classic studies, researchers have come to see domination, tyranny, and abuse as natural. Challenging this view, research suggests that where members of low-status groups are bound together by a sense of shared social identity this can be the basis for effective organization that allows them to counteract stress, secure support, challenge authority, and promote social change in even the most extreme of situations. This view is supported by a review of experimental research and case studies of rebellion against carceral regimes in Northern Ireland, South Africa, and Nazi Germany. This evidence is used to advance a Social Identity Model of Resistance Dynamics.

Symposium S-A8
IS THERE A COMMON MECHANISM UNDERLYING THE ‘THREAT-COMPENSATION’ LITERATURE?: EVIDENCE FOR INCONSISTENCY COMPENSATION AS CORE MOTIVATION
Friday, January 18, 9:45 am – 11:00 am, Room 211 – 213
Chair: Eddie Harmon-Jones, University of New South Wales
‘Threat-Compensation’ effects constitute a good deal of social psychological research, often dealing with identity, personal control, belongingness or human mortality. In this symposium, we present evidence that much of this literature can be understood from an inconsistency compensation perspective. Common neurocognitive markers and convergent compensation effects will be discussed.

ABSTRACTS
WORLDVIEW DEFENSE: COMPENSATORY AFFIRMATION OR UNCONSCIOUS VIGILANCE?
Colin Holbrook1
1University of California, Los Angeles
In the aftermath of subtle indications of threat, humans exaggeratedly laud cherished in-groups and derogate out-groups. This worldview defense dynamic has been interpreted within social psychology as reflecting a motivation to allay threat- anxiety by compensatorily affirming cultural values. In contrast, I will present evidence that worldview defense stems from an information-gathering system that accentuates sensitivity to affective (i.e., organismically relevant) stimuli upon detection of background cues of threat, reward, or outcome-discrepancy. This “unconscious vigilance” account suggests that manipulations which polarize ratings of cultural attitudes will analogously polarize ratings of arbitrary affective targets unrelated to cultural attitudes. Indeed, this pattern has now been documented in Northern Ireland, Tibet, and the United States. Also consonant with the unconscious vigilance hypothesis, non-threat manipulations involving reward or discrepancy have been observed to elicit worldview defense. These results will be synthesized with emerging neuroscientific perspectives on attention and unconscious alarm.

EXISTENTIAL NEUROSCIENCE: EXTANT FINDINGS AND FUTURE PROSPECTS FOR THE ‘THREAT-COMPENSATION’ LITERATURE
Johannes Klauck1, Eva Jonas1, Martin Kronbichler2
1University of Salzburg; 2Neuroscience Institute, Christian Doppler-Clinic, Paracelsus Private Medical University
The main goal of Existential Neuroscience is to use neuroscience techniques such as EEG or fMRI to study questions related to how people deal with fundamental existential concerns, including (but not limited to) mortality, uncertainty, uncontrollability, and meaninglessness. In this talk, I will summarize and integrate extant research (including my own) into a vulnerability-threat-regulation model. There is strong evidence that ERP components such as the Error-related negativity (ERN) and the late positive potential (LPP) are sensitive to existentially threatening information, especially if vulnerability towards existential concerns is high. Regulatory efforts have been related to activation in a prefrontal circuitry and the insula, and these regulatory efforts also seem to be dependent on individual differences in vulnerability. I will also talk about problems inherent in the Existential Neuroscience approach, such as the extensive reliance on reverse inference, and discuss various possibilities to address these problems.

REDUCING APPROACH MOTIVATION REDUCES DISSONANCE REDUCTION: SUPPORT FOR THE ACTION-BASED MODEL OF DISSONANCE
Eddie Harmon-Jones3, Cindy Harmon-Jones1, Tom F. Price1
1University of New South Wales
The motivation to reduce cognitive dissonance is a core motive in the ‘threat-compensation’ literature. The action-based model posits that dissonance is the result of conflicting action tendencies and that dissonance reduction occurs to facilitate effective behavior. As such, dissonance reduction should be influenced by variations in approach motivation, particularly in situations in which dissonance results from an individual’s commitment to a course of action. Across two experiments, utilizing the difficult decision and effort justification paradigms, we found that when individuals were placed into a lowered approach motivation state, they were less likely to reduce dissonance, as measured by attitude change. In both experiments, approach motivation was manipulated by placing individuals in an upright or supine body position; the latter has been found to reduce approach motivation. Taken together, these recent experiments support the hypothesis derived from the action-based model that decreases in approach motivation decrease the motivation to reduce dissonance.

UNDERMINED BY THE UNEXPECTED: UNDERSTANDING ‘THREAT-COMPENSATION’ AS INCONSISTENCY COMPENSATION
Travis Proulx1
1Tilburg University
Researchers continue to demonstrate the affirmation of cultural worldviews following experiences that threaten one’s sense of self, belongingness, personal control or remind people of their own mortality. More recently, we have demonstrated many of these same affirmation behaviours following the unconscious perception of anomalies, suggesting that ‘fluid-compensation’ processes may be palliative approach behaviours following the experience of inconsistencies, more generally. In support of this understanding, I will survey experimental findings that expand the boundaries of fluid compensation efforts, demonstrating that people will affirm explicit beliefs and goals following unrelated, implicit anomalies. Subliminally presented nonsense words will be shown to increase a desire for affiliation, as well as enhance effort on a variety of cognitive tasks. Photos with reversed facial features will be shown to heighten values affirmation, as well as increase preference for certain risky decisions. These findings provide convergent evidence for a general inconsistency compensation account of fluid compensation processes.

Symposium S-A9
THE EVOLUTION OF THE INTERACTIONIST PERSPECTIVE: ADVANCES IN RESEARCH INTEGRATING GENES, PERSONALITY, AND SOCIAL CONTEXTS
Friday, January 18, 9:45 am – 11:00 am, Room 220 – 222
Chair: Ilan Dar-Nimrod, University of Sydney and University of Rochester Medical Center
Increased scientific emphasis on biogenetics has opened up novel lines of genetically informed psychosocial research, which focus on interactionist perspective, demonstrating an evolution of the person-by-situation perspective in the genomic age. The present symposium brings together presentations that represent various methods, theoretical underpinnings, and outcomes of such interactionist research.
ABSTRACTS

INTERACTIONS BETWEEN PERSONALITY AND THE APOE GENOTYPE PREDICT COGNITIVE FUNCTION AND HEALTH OUTCOMES
Ilan Dar-Nimrod1,2

1University of Sydney; 2University of Rochester Medical Center

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

PERSONALITY MEDIATES GENE-BY-SOCIOECONOMIC INTERACTION ON ACADEMIC ACHIEVEMENT: EVIDENCE FROM MULTIPLE REPRESENTATIVE SAMPLES OF CHILDREN AND ADOLESCENTS
Elliot M. Tucker-Drob1, Daniel A. Briley2, Amanda K. Cheung2, Paige Harden1

1University of Texas at Austin

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

VASOPRESSIN RECEPTOR GENE (AVPR1A) MODERATES HEALTH BENEFITS OF TERRITORY IN HUMAN MALES
Michael J. Poulin3

3University of Buffalo

An evolutionary perspective suggests that resources that would have been of adaptive value to our ancestors may be calming during times of stress. Possessing territory is a valuable resource for most mammals, especially males, but its significance may differ across individuals, potentially as a function of the neurohormone vasopressin. In Study 1 (N = 835), stressful events predicted increased anxiety and depression over time among male non-homeowners, but not among male homeowners. In Study 2 (N = 424) stressful events predicted increased depression and anxiety over time among male non-homeowners, but not among homeowners. Moreover, this effect was moderated by individual differences in the vasopressin receptor gene AVPR1A. No similar effects were observed in females, and results were not accounted for by other markers of resources or status (e.g., age, race, income, or education). Territory may be stress-buffering for males, and this function may be regulated by vasopressin.

GENE BY AGE INTERACTIONS IN PERSONALITY TRAITS
Bradley Verhulst1

1Virginia Commonwealth University

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

SYMPOSIUM S-A10

EMERGING EVIDENCE FOR IMPLICIT IDENTITY: PREDICTORS, MODERATORS, AND CONSEQUENCES
Friday, January 18, 9:45 am – 11:00 am
Room 225 – 227
Chair: Melissa Ferguson, Cornell University
Co-Chair: Emily Rosenzweig, Cornell University

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

ABSTRACTS

DRINKER + ME: IMPLICIT DRINKING IDENTITY AS A PREDICTOR OF DRINKING OUTCOMES AND INTERVENTION TARGET
Kristen P. Lindgren1, Erin C. Westgate2, Melissa Gasser1, Bethany Teachman2, Clayton Neighbors2

1University of Washington; 2University of Virginia; 3University of Houston

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

MAPPING IMPLICIT MULTICULTURAL IDENTITIES: THEORETICAL AND EMPIRICAL INSIGHTS
Thierry Devos3

3San Diego State University

More and more individuals are likely to define themselves along multiple ethnic or cultural lines. Research on multicultural identities has relied almost exclusively on self-report measures. The aim of the present research was to develop a personalized and flexible
methodological approach suited to study aspects of multicultural identities operating outside of conscious awareness or control. In a series of studies, bicultural individuals indicated the two cultures they felt most connected to and completed implicit and explicit measures of cultural identification. Consistently, we found evidence for an asymmetrical implicit identification such that participants identified more strongly with the first culture listed than with the second. In addition, the overlap between implicit and explicit self-declarations was moderated by the extent to which participants perceived their two cultural identities as being in harmony or in conflict. The proposed framework affords the possibility to map structures and processes underlying implicit multicultural identities.

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

Eric D. Knowles*

*University of California, Irvine

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

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

Emily Rosenzweig1, Melissa J. Ferguson1, Travis Carter2

1Cornell University; 2University of Chicago

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

**Symposium S-A11**

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

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

Chair: Kathleen Vohs, University of Minnesota

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

**ABSTRACTS**

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

Shigehiro Oishi1, Ed Diener2

1University of Virginia; 2University of Illinois

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

**WHY DO WE NEED MEANING?**

Laura A. King1, Samantha J. Heintzelman2

1University of Missouri; 2University of Missouri, Columbia

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

**HOW SMALL AND SIMPLE POSITIVE ACTIVITIES PRODUCE MEANINGFUL INCREASES IN HAPPINESS**

Sonja Lyubomirsky1, Kristin Layous2

1University of California, Riverside

Happiness not only feels good; it is good. Happy people have more stable marriages, stronger immune systems, and higher incomes than their less happy peers. Our randomized controlled experiments have persuasively shown that people can intentionally increase their happiness through simple, self-administered activities, such as expressing gratitude or practicing kindness. We will present work that has located through systematic variation the optimal conditions for expressing gratitude or practicing kindness. We will present evidence for the subjectivity of meaning and that it is a subjective state of mind. We will present evidence for the subjectivity of meaning and that it is a subjective state of mind.

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

Kathleen D. Vohs1, Roy F. Baumeister2, Jennifer L. Aaker2, Emily N. Garbinsky2

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

Happiness and a sense of meaning are key to a worthwhile life but have different roots and implications. Our large multi-wave longitudinal survey revealed multiple differing predictors of happiness (controlling for meaning) and meaningfulness (controlling for happiness). Satisfying needs and wants increased happiness but was irrelevant to meaningfulness. Happiness was present-oriented, whereas meaningfulness involves integrating past, present, and future. Happiness was linked to being a taker rather than a giver, whereas...
meaningfulness went with being a giver. Higher levels of worry, stress, and anxiety were related to higher meaningfulness but lower happiness. In sum, being happy seems rooted in getting one’s needs and desires satisfied. Meaningfulness is more complex and involves integrative understanding of the self and circumstances across time and in relation to abstract values. The differences between the causes and consequences of a happy and meaningful life are rife — and ripe for study by personality and social psychologists.

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**Symposium Session B and Data Blitz**

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

**Symposium S-B1**

OPENNESS IN SCIENTIFIC REPORTING: POTENTIAL AND REACTION

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

Chair: Roger Giner-Sorolla, University of Kent

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

**Abstracts**

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

Brian A. Nosek

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

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

Jeffrey Spies

The Open Science Framework is a framework and repository for conducting science transparently and openly, reducing the gap between scientific practices and scientific values. The focus is on incentivizing openness within a system that, currently, actively discourages it. To gain acceptance in the scientific community, solutions must neither interfere with the scientists’ workflow nor create additional work. If openness interferes with productivity, then successful scientists will not adopt it. As an example of how incentives and workflow might be managed, I will describe a website (http://opencoreframework.org) and a set of accompanying tools. The tools will provide scientists with a shared infrastructure that makes it easy to collaborate as well as document, organize, and search the lifespan of a research project and its connections to other projects. The OSF website shows how state-of-the-art online resources can help our science meet the challenge of greater demands for transparency in research and reporting.

PSYCHOLOGISTS ARE OPEN TO CHANGE, YET WARILY OF RULES

Fuchs M. Heather1, Mirjam Jenny2, Susann Fiedler2

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

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

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

Roger Giner-Sorolla1

1 University of Kent

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

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**Symposium S-B2**

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

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

Chair: Matthias Gobel, University College London

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

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

**Abstracts**

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

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

1 New York University; 2 Cornell University

Perspective taking enables highly-ranked individuals to successfully navigate the complex tasks associated with hierarchical rank. This presents a paradox, since prior research suggests that highly-ranked individuals are relatively unlikely to take others’ perspectives. We
consider this paradox by distinguishing two dimensions of hierarchical rank—status and power—and empirically demonstrating that these dimensions have divergent effects on perspective taking. Extending prior research, we demonstrate that while high power decreases perspective taking, high status increases perspective taking (Study 1). Study 2 likewise reveals that high status increases one’s tendency to take others’ visual perspective, while high power decreases that tendency. Study 3 extends these results, revealing that high status increases affective perspective taking, while high power lowers affective perspective taking. Overall, these findings indicate that status and power exert differential effects on perspective taking: While one key dimension of holding higher rank may diminish perspective taking, other dimensions may increase it.

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

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

IS GOD A CONSERVATIVE? THE MODERATING ROLE OF POWER IN THE RELIGION-CONSERVATISM LINK
Joni Y. Sasaki¹, Heejung S. Kim²
¹York University; ²University of California, Santa Barbara

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

VISIBILITY OF THE (VERTICAL) SELF: CULTURAL DIFFERENCES IN SIGNALING AND PERCEIVING SOCIAL STATUS
Matthias S. Gobel¹, Heejung S. Kim², Daniel C. Richardson¹, William W. Maddux³
¹University College London; ²University of California, Santa Barbara; ³INSEAD

Cultures differ in the extent to which they foster social hierarchical differences between individuals (i.e. power distance). Study 1 reveals that characteristics related to a person’s socioeconomic heritage (e.g. parental education) are judged as more important in achieving social status in France (higher power distance) than the U.S. (lower power distance). In study 2, when watching thin-slice videos of community members talking about topics unrelated to identity, French estimated targets’ social status more accurately than Americans. Coding the nonverbal behavior of targets revealed that the accurate perception of status in France was due to increased dominance signaling as a function of status. Status was not associated with dominance signaling in the U.S. In Study 3, we eye-tracked participants while they watched videos of high or low status targets starring into the camera. French deferred to high status targets by avoiding their eyes. The opposite was true for Americans.

Symposium S-B3
THE MEANINGS JUSTIFY THE ENDS: THE EFFECTS OF GROUP IDENTITY AND SOCIAL ATTITUDES AND BEHAVIORAL CHOICES
Friday, January 18, 11:15 am – 12:30 pm
Chair: Timothy Hayes, University of Southern California
Co-Chair: Wendy Wood, University of Southern California

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

ABSTRACTS

RAPID ASSIMILATION: DOES POLITICAL IDENTITY CHANGE THE MEANING OF POLITICAL INFORMATION?
Colin T. Smith¹, Kate A. Ratliff², Brian A. Nosek²
¹University of Florida; ²University of Virginia

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

IDENTITY-BASED MOTIVATION: IMPLICATIONS FOR HEALTH AND HEALTH DISPARITIES
Daphna Oyserman¹
¹University of Michigan

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

BIAS SPEAKS LOUDER THAN WORDS: THE EFFECT OF GROUP IDEOLOGY AND MESSAGE MEANING ON POLITICAL ATTITUDES
Timothy Hayes¹, Wendy Wood²
¹University of Southern California
²University of Florida

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

Symposium S-B4
EMOTIONAL DISCLOSURE AND COGNITION
Friday, January 18, 11:15 am - 12:30 pm, Room 206 - 207
Chair: Kent Harber, Rutgers University at Newark
The benefits of disclosure on physical health are amply documented. But does emotional disclosure affect the mind as well as the body? The present research indicates that it does. Disclosure can enhance working memory, foster meaning-making and modify world-views, alter self-perception, and lead to more judicious judgments of others.

ABSTRACTS
THE EFFECTS OF EMOTIONAL DISCLOSURE ON WORKING MEMORY CAPACITY
Adriel Boals1
1University of North Texas
Although there has been a plethora of studies demonstrating the health benefits of emotional disclosure, there have been considerably fewer studies examining possible cognitive benefits. We conducted an experiment to test the effects of expressive writing on working memory capacity. Participants were randomly assigned to engage in expressive writing about a stressful event, positive event, or a neutral event. Working memory capacity was assessed pre-writing and again one week and six weeks post-writing. Participants who wrote about a stressful event evidenced significant increases in working memory, whereas scores for the two control groups remained stable. Increases in use of cognitive words during the writing were associated with greater increases in working memory. Increases in working memory capacity were mediated by decreases in intrusive thoughts. Expressive writing also led to increases in GPA the subsequent semester. This study was one of the first to demonstrate cognitive benefits of emotional disclosure.

CHANGES IN GLOBAL BELIEFS AND SITUATIONAL APPRAISALS AFTER WRITING ABOUT LOSS
Crystal Park1
1University of Connecticut
Studies of writing about stressful events are based on the notion that people make meaning through writing and come to see their events differently. Yet few studies have examined changes that writing produces in either participants’ global beliefs or their appraised meanings of stressors. This study examined whether writing about a stressful situation produced changes in both global and situational levels of beliefs in 180 students who wrote about a serious loss or a control topic four times over a month. For those writing about loss, global beliefs in the fairness and safety of the world and controllability increased relative to the control condition. Few changes in loss appraisals were experienced in either group. These results suggest that writing interventions may exert effects on well-being less through changes in the specific appraisals of a stressful event and more through promoting increasingly benign global beliefs.

HOW OTHER PEOPLE CAN ENHANCE (OR DETRACT FROM) THE BENEFITS OF EMOTIONAL DISCLOSURE
Anita Kelly1
1University of Notre Dame
Having witnesses for one’s disclosures can amplify the health effects of those disclosures. Studies 1 and 2 showed that inducing participants to believe that their written emotional disclosures were made public, versus kept private, caused them subsequently to experience fewer psychological symptoms. Study 3 showed that the more public, versus anonymous, participants’ previous disclosures had been, the fewer psychological symptoms participants were currently experiencing. Studies 4 and 5 showed that participants who were induced to disclose a secret to an accepting versus non-accepting confidant experienced fewer physical complaints in the weeks to follow. Study 6 showed that inducing participants to describe their upsets, versus talk about trivial events, caused them to rate themselves as more emotionally unstable. The author suggests that witnesses can put a spotlight on the positive or negative meanings one derives from disclosure and thus can enhance or detract from its health benefits.

EMOTIONAL DISCLOSURE AND SOCIAL PERCEPTION
Kent D. Harber2
2Rutgers University at Newark
Strong negative emotions can bias evaluations of others. For example, judgments are often harsher towards those who evoke distress. However, emotional disclosure resolves negative emotions. This suggests that disclosure leads to more equitable social perception. Four experiments where subjects disclosed or suppressed their emotions confirmed this is so. Studies 1 and 2 showed that disclosing negative thoughts and feelings about a past offence reduced hostility towards offenders, but not towards friends or strangers. Study 3 showed that disclosing the distress evoked by disturbing baby cries led to more moderate ratings of infant distress. Study 4 showed that emotional disclosure regarding a rape victim reduced the tendency to blame this person. These results suggest that we will see others better by resolving our own emotional states.

Symposium S-B5
THE KIDS ARE ALRIGHT! NEW INSIGHTS INTO THE MECHANISMS OF PERSONALITY MATURATION DURING EMERGING ADULTHOOD
Friday, January 18, 11:15 am - 12:30 pm, Room 217 - 219
Chair: Wiebke Bleidom, Tilburg University
Co-Chair: Erik K. Noftle, Willamette University
Normative personality development in emerging adulthood tends towards increasing psychological maturity. Now, second generation questions are being pursued that aim to identify potential mechanisms through which these changes are realized. The current talks move beyond description to explanation to consider reactive and active processes that may elucidate the developmental trends.

ABSTRACTS
DEVELOPMENT OF PERSONALITY TYPES IN ADULTHOOD: A LATENT PROFILE ANALYSIS IN TWO LARGE-SCALE PANEL STUDIES
Jule Specht1, Maike Luhmann2, Christian Geiser3
1University of Leipzig; 2University of Illinois at Chicago; 3Utah State University
Personality development has mainly been analyzed using variable-centered but not person-centered approaches. To fill this gap of knowledge, we analyzed personality types across adulthood. Two representative samples (N=23,000) of Germans and Australians provided longitudinal data on the Big Five personality traits. We identified the number and shape of personality types, analyzed differences in the number of individuals classified within each personality type across age, and examined longitudinal transitions in personality type classification. Latent profile analyses replicated the common three personality types (resilient, overcontrollers,
undercontrollers) in both data sets (with two types of overcontrollers in Australians) across all age groups with slight differences between men and women. Latent transition analyses revealed high stability of type membership but we nevertheless found personality maturation in early adulthood such that the likelihood to be classified as a resilient type increased whereas the likelihood to be classified as an undercontrolled type decreased with age.

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

Erik E. Noffle1
1Williamette University

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

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

Dustin Wood1, Jessica Wortman2
1Wake Forest University; 2Michigan State University

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

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

Wiebke Bleidom1
1Tilburg University

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

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

Friday, January 18, 11:15 am – 12:30 pm, Room 228 – 230
Chair: Maya Kuehn, University of California, Berkeley
Co-Chair: Serena Chen, University of California, Berkeley

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

THE INTERACTIVE EFFECTS OF POWER AND STATUS ON RELATIONSHIP CONFLICT

Nathanael J. Fast1, Eric Anicich2, Nir Halevy3, Adam D. Galinsky2
1University of Southern California; 2Columbia University; 3Stanford University

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

POWER AND ILLUSIONS OF ALLIANCE: OVERESTIMATING THE STRENGTH OF ALLIANCES

Sebastien Brion1, Cameron Anderson2
1IESE Business School; 2University of California, Berkeley

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

LONELY AT THE TOP? POWER REDUCES SOCIAL AFFILIATIVE MOTIVATION

Kyle E. Conlon1, Jon K. Maner2
1The Florida State University

Although people possess a strong desire for interpersonal connection, little research addresses the question of how the experience of power might influence this fundamental social motive. Power gives people the resources to control their own outcomes, and thus powerful people may be less inclined to seek out social connections. We tested the hypothesis that power reduces the strength of social affiliative motives. After being primed with power, participants reported their interest
in affiliating with others (Study 1), expressed their interest in a social connection service (Study 2), and completed a variety of measures assessing affiliative desire (Study 3). Relative to control and low power participants, high power participants expressed a lower desire for affiliation, experienced significant decreases in their affiliative desire, and were more likely to distance themselves physically from anticipated social partners. These results suggest that power reduces people’s level of affiliative motivation.

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

Maya M. Kuehn¹, Serena Chen¹, Amie M. Gordon¹ ¹University of California, Berkeley

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

**SYMPOSIUM S-B7**

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

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

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

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

**ABSTRACTS**

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

Ariel Malka¹, Michael Inzlicht², Yphatch Leikos² ¹Yeshiva University; ²University of Toronto; ³University of Amsterdam

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

**MORALITY SHIFTING IN THE CONTEXT OF INTERGROUP VIOLENCE**

Bernhard Leidner¹, Emanuele Castano² ¹University of Massachusetts Amherst; ²New School for Social Research

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

**POLITICAL CONFLICT AND THE ILLUSION OF SEPARATE MORAL WORLDS**

Kate Jassin¹, Jeremy Ginges² ¹New School for Social Research

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

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

Ian G. Hansen¹, Bennett Callaghan², Christina Partap¹, Jessenia Pena¹, Ra’chard Rogers¹, Kelly Borges¹ ¹York College, City University of New York; ²John Jay College of Criminal Justice, City University of New York

The relationship of conservative (vs. liberal) ideology to religiosity and policy positions has been found to vary with how one is led to construe an ideology (Malka et al, 2011). To examine whether this finding holds experimentally, two studies randomly assigned participants to familiarize themselves either with a moral divide between those who adopt more “liberal” vs. “conservative” moral stances. In both studies, later self-definition as conservative was positively related to religiosity only in the political divide condition. Also, in the moral divide conditions of both studies religiosity was, as in Malka & Soto (2011), a significantly negative predictor of support for torture, but this relationship was not reliable in the political divide conditions. The findings suggest that the meanings of “liberal” and “conservative” are both contextually variant and easily manipulable.
Simposium S-B8
WHAT GOOD ARE MENTAL SIMULATIONS? MENTAL SIMULATIONS SHIFT MORAL JUDGMENTS, CHANGE FORECASTS OF FUTURE BEHAVIOR, AND DRAMATICALLY IMPROVE GOAL ATTAINMENT
Friday, January 18, 11:15 am – 12:30 pm, Room 211 – 213
Chair: E. J. Masicampo, Wake Forest University
Co-Chair: Kathleen D. Vohs, University of Minnesota

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

ABSTRACTS
THE ENDS DON'T JUSTIFY THE MEANS, YOU SEE: VISUAL IMAGERY AND MORAL JUDGMENT
Joshua D. Greene1, Elinor Amit1
1Harvard University

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

FORECASTING DIFFERENT FUTURES FROM DIFFERENT POINTS OF VIEW: IMAGERY PERSPECTIVE DETERMINES THE IMPACT OF ASSOCIATIVE EVALUATIONS VERSUS PROPOSITIONAL SELF-BELIEFS
Lisa K. Libby1, Greta Valenti1, Karen A. Hines1, Richard P. Eibach2
1The Ohio State University; 2University of Waterloo

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

MAKING PLANS HELPS GOAL ATTAINMENT - BUT HOW? MENTAL SIMULATIONS ARE THE KEY
E.J. Masicampo1, Kathleen D. Vohs2, Andrew J. Vonasch2, Roy F. Baumeister1
1Wake Forest University; 2University of Minnesota; 3Florida State University

It is well-established that making specific plans facilitates goal attainment. But how? This question has not been answered. Our research points to mental simulations as central to that process. Study 1 found that specific plans are functionally similar to mental simulations. Plans and simulations helped goals to similar degrees, and combining the two strategies produced no additional benefits. Study 2 showed that people who tend not to visualize events vividly on their own most benefited by making plans, which suggests that plans especially help when goal simulation is unlikely. Study 3 revealed that plans ceased to help goal attainment if people were not given enough information to properly simulate the goal. These findings indicate that specific plans prompt people to simulate goal-directed actions. Plans may thus combine what the conscious and automatic systems do best—consciousness simulates future events so that the automatic system knows when and how to respond.

MENTAL CONTRASTING LEADS TO SMART GOAL PURSUIT BY CHANGING IMPLICIT COGNITION AND MOTIVATION
Gabriele Oettingen1,2
1New York University; 2University of Hamburg

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

Special Session S-B9
DATA BLITZ
Friday, January 18, 11:15 am – 12:30 pm, Room 220 – 222
Chair: Veronica Benet-Martinez, Pompeu Fabra University, Barcelona
Co-Chair: Kathleen D. Vohs, University of Minnesota

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

ABSTRACTS
SOCIAL CONSERVATISM AS AN EVOLUTIONARILY EVODED DISEASE-AVOIDANCE STRATEGY: A META-ANALYSIS
John A. Terrizzi, Jr.1, Natalie J. Shook1, Michael A. McDaniel1
1West Virginia University; 2Virginia Commonwealth University

The behavioral immune system (BIS) is a cluster of psychological disease-avoidance mechanisms. Recent evidence suggests that the BIS promotes avoidance of outgroup members, a historical source of contamination. One means by which the BIS may encourage avoidance of potentially contaminated outgroup members is the evocation of socially conservative value systems. That is, the BIS mechanisms may encourage the endorsement of socially conservative beliefs, which promote social exclusivity. The current study provides a systematic review and meta-analysis of 22 studies to evaluate the hypothesis that individual differences in BIS strength is predictive of social conservatism. The results indicate that behavioral immune strength, as indicated by fear of contamination and disgust sensitivity, is positively related to social conservatism (i.e., right-wing authoritarianism, social dominance orientation, religious fundamentalism, ethnocentrism, collectivism, and political conservatism). These findings provide initial evidence that socially conservative values may function as evolutionarily evoked disease-avoidance strategies.
THE VIRTUE OF VASTNESS
Paul K. Piff1, Dacher Keltner1
1University of California, Berkeley

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

GOING WITH THE FLOW VS. STICKING TO YOUR GOALS: SELF-UNCERTAINTY AND REGULATION OF MULTIPLE GOALS
Alysson E. Light1, Kimberly M. Rios1, Kenneth G. DeMarree2
1University of Oregon; 2Texas Tech University

Previous research suggests that people often value self-certainty and are unhappy when they feel uncertain about who they are. But what makes self-certainty so undesirable? The present research considers the possibility that self-uncertainty undermines goal pursuit in certain circumstances, specifically when multiple goals are mentally accessible. In three studies using a goal shielding paradigm, we showed that self-uncertainty diminished when they were primed with alternative goals. Thus self-uncertainty may increase the degree to which accessible goals are adopted and pursued, increasing performance when only one goal is accessible, but harming performance when distracting goals are salient.

DISCIPLINE AND DESIRE: THE MEANING OF VIRTUE IN DECISION MAKING
Jonathan Z. Berman1, Deborah A. Small2
1University of Pennsylvania; 2University of Pennsylvania

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

SELF-DISTANCING CAN CORRECT BIASED SOCIAL PERCEPTION
Ryan H. Bremer1, Ethan Kross2
1University of Michigan; 2University of Michigan

People are better at recognizing others’ biased social perceptions than their own. Particularly in contexts in which another is suspected to have acted in an exclusive or slighting manner, holding on to biased perceptions can have harmful social consequences. Here we tested whether self-distancing, a novel intervention that leads people to reflect on the self as separate from the self, would reduce people’s tendency to commit the fundamental attribution error. Self-distancing may help people escape their own “naive realism” -- their incorrect beliefs that their own thoughts are accurate, unfiltered representations of the social world. Two studies manipulated people’s tendency to self-distance versus self-immerses while processing social information. The studies converged in finding that the capacity to self-distance can correct biased social perceptions. By taking a step back from the immediacy and the compelling nature of our own thoughts, social misunderstandings can be corrected.

THE JOYS AND PERILS OF VICTIMHOOD
Patrycja Slawuta1, Magdalena Bobowik2, Noa Schori-Eyal3, Darío Paez2, Yechiel Klar4
1New School University; 2University of the Basque Country; 3University of Maryland; 4Tel Aviv University

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

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

AN INTERSECTIONAL APPROACH TO UNDERSTANDING WHITE AND BLACK WOMEN’S OUTCOMES IN STEM: THE ROLE OF IMPLICIT STEREOTYPES
Alison Blodorn1, Laurie T. O’Brien1, Glenn Adams2, Elliott D. Hammer2
1Tufts University; 2University of Kansas; 3Xavier University of Louisiana

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

EMOTIONAL PASTS, RATIONAL FUTURES: TIME PERSPECTIVE INFLUENCES PERCEIVED AND EXPERIENCED AFFECT
Ed O’Brien2
2University of Michigan

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

Matt Motyl1, Ravi Iyer2, Brian Nosek1, Shige Oishi3
1University of Virginia; 2University of Southern California

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

Prioritizing Positivity Benefits the Self and One’s Relationships

Lahanna I. Catalino1, Kimberly A. Coffey1, Barbara L. Fredrickson2
1University of North Carolina at Chapel Hill

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

Women’s Self-Sexualization: Balancing Motivations for Uniqueness and Group Acceptance

Jill M. Allen1, Sarah J. Gervais2
1University of Nebraska – Lincoln

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

Does Suppression Work? Consequences of Emotion Regulation on Impressions Among Strangers and Peer Networks

A. Daniel. Catterson1, Oliver P. John1
1UC Berkeley

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

Symposium S-B10

Transcending Race: How Gender, Status, and Essentialism Help to Explain the Effects of Race

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

Chair: Adam Galinsky, Columbia University
Co-Chair: Erika V. Hall, Northwestern University

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

Abstracts

Gendered Racial Imagery and the Predictive Power of Stereotypes

Adam D. Galinsky1, Amy J.C. Cuddy2
1Columbia University; 2Harvard University

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

Demographic Androgyny: Why Black Women and Asian Men Are More Likely to Achieve High-Status Positions

Erika V. Hall1, Katherine W. Phillips2
1Northwestern University; 2Columbia University

Given that race is gendered, social categories can be relatively androgynous (i.e. Black female, Asian male), or highly gendered (i.e. Asian female, Black male). Five experiments explored whether demographic androgyny confers an advantage in hiring contexts. We first established that high status business positions require a candidate that is moderately masculine, rather than highly masculine or highly feminine. The second set of experiments provides evidence for an optimal masculinity curve by demonstrating that a person’s overall gender (i.e., their sex and race) determines whether they are a good fit for the CEO position. Androgynous social categories were perceived to be more suitable and hirable for a CEO position, and were afforded more latitude to act dominantly, than highly-gendered social categories. A final study analyzed archival labor statistics and found that androgynous social categories – Black women and Asian men –
were more likely to attain high-status management positions than their highly-gendered counterparts.

DIRECT AND VICARIOUS CONSPICUOUS CONSUMPTION: IDENTIFICATION WITH LOW-STATUS GROUPS INCREASES THE DESIRE FOR HIGH-STATUS GOODS
Phillip J. Mazucco1, Derek D. Rucker2, Eric Anderson2
1Ohio State University-Mansfield; 2Northwestern University
The current research examines whether identification with a low-status group affects consumers’ desire for objects associated with status. Experiment 1 found that individuals who belonged to and identified with a social category associated with relatively lower status (Blacks) exhibited an enhanced desire for high-status products compared to Blacks who did not identify with their race or individuals who belonged to a social category associated with higher status (Whites). In Experiments 2 and 3, White participants led to vicariously identify through perspective-taking with Blacks (Experiment 2), or a low-status occupational group (Experiment 3) exhibited an increased desire for high-status products. Experiment 4 provided meditational evidence for our status-based explanation for the relationship between identification with a low-status group and a desire for high-status products. The present work provides evidence for one factor that might lead racial minorities to display greater conspicuous consumption and demonstrates that conspicuous consumption can be elicited vicariously.

NOT JUST FOR STEREOTYPING ANYMORE: RACIAL ESSENTIALISM REDUCES DOMAIN-GENERAL CREATIVITY
Melody M. Chao1, Carmit T. Tadmor2, Ying-yi Hong2, Jeffrey T. Polzer3
1The Hong Kong University of Science and Technology; 2Nanyang Technological University; 3Tel Aviv University; 4Harvard University
Past research has found that Individuals who believe that racial groups have underlying essences stereotype more. The current research explores whether this essentialist mindset also leads to less creativity. We suggest that the functional utility derived from essentialism induces a habitual closed-mindedness that transcends particular attitudes towards anyone race and hampers creativity. Across four studies, using both individual difference measures and experimental manipulations, we found that an essentialist mindset is indeed hazardous for creativity. Furthermore, this relationship between essentialism and reduced creativity was mediated by motivated close-mindedness. These results held across samples of majority cultural group members (Caucasian-Americans, Israelis) and minority group members (Asian-Americans) as well as across different measures of creativity (flexibility, association, insight). We discuss implications for understanding the connection between racial intolerance and creativity.

Symposium S-B11
WHAT OTHERS SAY, DO AND THINK: HOW PARTNER AND FAMILY SUPPORT, HEALTH VALUES AND INDIVIDUAL DIFFERENCES INFLUENCE MAJOR MEDICAL OUTCOMES THROUGHOUT LIFE
Friday, January 18, 11:15 am – 12:30 pm, Room R02
Chair: Alexandra Suppes, Weill Cornell Medical College
Thoughts and actions of close others will influence individual’s major medical outcomes. Using dyadic behavioral research in field and laboratory settings, four talks suggest mechanisms that explain the role of close others in health behavior across the lifespan and provide strategies to improve outcomes.

ABSTRACTS

SOCIAL SUPPORT RECEIPT, LOVING ACTS, AND RISK FOR POSTPARTUM DEPRESSION
Christopher T. Burke1, Christine Perndorfer3, Jessica Goren1
1Lehigh University
Pregnancy-related distress may increase risk for postpartum depression, but the mechanisms responsible remain unclear. Although some work suggests that perceived social support buffers against postpartum depression, the impact of support receipt has been relatively unexplored. Research from other domains shows that support receipt can sometimes increase distress, particularly in self-relevant contexts, suggesting that pregnancy-related support may carry unintended costs for expectant mothers. We conducted a three-wave longitudinal study spanning from the sixth month of pregnancy to six weeks postpartum. In each wave, women completed a general questionnaire prior to a two-week diary period. More negative reactions to pregnancy-related support receipt (but not pregnancy-unrelated support receipt) predicted higher depressive symptoms postpartum, adjusting for initial depressive symptoms. These costs were mitigated among women who reported more positive, but non-supportive, social interactions. These results highlight the complexity of the support process and suggest ways for close others to circumvent the costs of support.

THE INTERPLAY OF PARTNER INFLUENCE AND INDIVIDUAL VALUES PREDICTS DAILY FLUCTUATIONS IN EATING AND PHYSICAL ACTIVITY
Jane A. Skoyen1, Elaine Blank1, Shannon A. Corkery2, Emily A. Butler2
1University of Arizona
To investigate the interplay of social and individual factors contributing to health habits, sixty-two heterosexual couples reported on health values (HV) and completed daily diaries assessing food intake, physical activity, and the helpfulness of health-related influence from their partners. Dyadic daily analyses tested whether partner influence was associated with variations in eating and exercise and whether the associations were moderated by couples’ average HV or the differences between partners’ HV. Men in couples with high average HV ate less than usual in response to positive partner influence. Also, in such couples, thinner men engaged in more physical activity when positively influenced by their partners. However, thinner men in couples with low average HV engaged in less physical activity when influenced by partners. Women who valued health less than their partners responded to partner influence by eating healthier. These results suggest that both HV and partner influence contribute to health habits.

CORRELATES AND CONSEQUENCES OF ASYMMETRIC PARTNER WE-TALK IN COUPLES COPING WITH HEALTH PROBLEMS
Kelly E. Rentschler1, Michael J. Rohrbaugh1, Varda Shoham2, Matthias R. Mehl1
1University of Arizona
Automatic text analyses suggest that first-person plural pronoun use (we-talk) in couples may implicitly mark a communal style of coping associated with adaptive relationship functioning and individual health outcomes. The present study examined possible limits, or boundary conditions, of adaptive we-talk in three samples of couples coping with chronic heart failure (N=57), alcohol dependence (N=63), or nicotine addiction (N=26). While most couple pronoun research focuses on we-talk by individual partners, we hypothesized that an asymmetric dyad-level pattern – more we-talk by the spouse than the patient – will correlate with negative health and relationship indicators, concurrently and prospectively. Automatic text analysis of partners’ discussions generally supported this prediction. Across samples, asymmetric partner we-talk correlated with observed spouse-demand/patient-withdraw interaction after controlling total couple we-talk. Similar associations held for other health and relationship variables (e.g., patient non-adherence to medical regimen, negative couple communication), but were less consistent across samples and discussion topics.
HEALTH CARE PROXY ATTACHMENT ANXIETY INFLUENCES THEIR END-OF-LIFE DECISIONS
Alexandra Suppes1, Joseph J. Fins1
1Weill Cornell Medical College
Longstanding mental representations of self and other can influence end-of-life decisions. Attachment anxiety, known to organize individuals’ affect, cognitions and behavior in response to fear of interpersonal abandonment was predicted to influence family members’ coping, expectations of recovery and decision-making for patients with a disorder of consciousness following a coma. Family members with more attachment anxiety experienced more grief-related emotions, which negatively influenced their life satisfaction. Those anxiously attached family members also thought the patients were communicating better, suggesting a false perception that they remain connected to the patient. Finally, attachment anxiety predicted agreement to authorize the patient for high-risk brain surgery, suggesting that those with more attachment anxiety view a risky procedure as an opportunity to strengthen the bond they share. Attachment anxiety did not predict enrollment in a low-risk drug trial, suggesting that high-risk activated the attachment anxiety system, which subsequently can influence major medical decisions.

Lunchtime Presentation and Discussion with Representatives from NIH
Friday, January 18, 1:00 pm – 2:00 pm
Room R03 – R05
Speakers: William Klein and Rebecca Ferrer, National Cancer Institute, NIH
Join representatives from the National Institutes of Health for a lunchtime discussion focusing on current funding opportunities at NIH as well as data sets, toolkits, fellowship opportunities, and other resources made available by NIH to the research community. Boxed lunches (for those who chose the boxed lunch option during registration) will be available for pick up in the meeting room.

Symposium Session C and Presidential Address
Friday, January 18, 2:00 pm – 3:15 pm
PRESIDENTIAL ADDRESS S-C1
Friday, January 18, 2:00 pm – 3:15 pm, Room R03 – R05
Taking the Power of the Situation Seriously
Speaker: David C. Funder, University of California, Riverside
Social psychology is sometimes defined as the study of how situations affect behavior, while personality psychology focuses on traits. However, while many techniques are available for the assessment of traits, the assessment of situations has lagged far behind. Examination of how persons and situations interact requires both. My talk will introduce a new method for measuring the psychologically relevant attributes of situations, the Riverside Situational Q-sort (RSQ), and seek to demonstrate the unique insights that situational assessment can provide to the study of behavioral consistency, evolutionary psychology, cross-cultural comparison, and other topics.

Symposium S-C2
OLD SYSTEMS, NEW TECHNOLOGY: HOW INTERNET USE AFFECTS BASIC SOCIAL, COGNITIVE, AND NEURAL PROCESSES.
Friday, January 18, 2:00 pm – 3:15 pm, Room R01
Chair: Adrian Ward, Harvard University
Co-Chair: Daniel M. Wegner, Harvard University
In this symposium, we use data from neuroscience, social psychology, and sociology to illustrate the internet’s effects on various social, cognitive, and neural processes. Speakers will discuss the impact of internet use on creative problem-solving and self-esteem, mechanisms behind the appeal of social media, and large-scale consequences of internet-based dating.

ABSTRACTS
THE UPSIDE OF INFORMATION ACCESSIBILITY: OFFLOADING DETAILS ENHANCES CREATIVE PROBLEM SOLVING
Betsy Sparrow1
1Columbia University
The internet is a source of easily accessible transactive memory. The current research examines responsibility and control in transactive memory, accessibility and thinking creatively, and implicit memory activation in creative problem solving. In experiment 1, participants saw a series of Klondike problems, with additional (irrelevant) memorization details. Half of the participants believed the “details” would be accessible to them later and half did not. Participants in the inaccessible condition performed better on an explicit test of the details and participants in the accessible condition solved more Klondike problems. Two questions regarding control and responsibility found that responsibility mediated the relationship between accessibility and memory. We replicated these results, and included an implicit memory test. Increased implicit memory was found in the accessible condition and was positively correlated with creative problem solving. Memory in the age of the internet seems to be restructured in positive ways which enhances creative problem solving.

THE THIRD HALF OF YOUR BRAIN: GOOGLE EFFECTS ON COGNITIVE SELF-ESTEEM
Adrian F. Ward1, Daniel M. Wegner1
1Harvard University
Sergey Brin—co-founder of Google—has claimed that “we want Google to be the third half of your brain.” The current research investigates this possibility—that people may mistake information found using Google for information contained within their own minds. We provide evidence that accessing information on the internet leads to increases in Cognitive Self-Esteem (CSE), or the belief that one is good at thinking and was positively correlated with creative problem solving. Memory in the age of the internet seems to be restructured in positive ways which enhances creative problem solving.

DISCLOSING INFORMATION ABOUT THE SELF IS INTRINSICALLY REWARDING
Diana L. Tamir1, Jason P. Mitchell1
1Harvard University
Why are people motivated to disclose information about the self—for example, through Facebook, Twitter, blogging, and other social media? We propose that self-disclosure is a subjectively rewarding experience, and as such, should engage neural and cognitive mechanisms associated with value and reward. Using methods from cognitive neuroscience, we find that self-disclosure is strongly associated with increased activation in brain regions that form the mesolimbic dopamine system,
including the nucleus accumbens and ventral tegmental area. Using behavioral methods, we find that individuals are willing to forgo money for opportunities to self-disclose. Finally, these effects stem from the independent value that individuals placed on self-referential thought and on simply sharing information with others. Together, these findings suggest that the human tendency to convey information about personal experience may arise from the intrinsic value associated with self-disclosure.

THE TECHNOLOGY OF THE TIMELESS: HOW ONLINE DATING IS CHANGING MATE SELECTION
Kevin Lewis¹
¹University of California, San Diego
People often think of love as an indescribable but timeless social process that—one hopes—ultimately results in a lifetime of bliss. However, a specific contemporary technology—the online dating website—is fundamentally changing the way people engage in this ostensibly “timeless” process. Using data from OkCupid, I demonstrate how online dating is restructuring the process of finding a romantic partner and explore the implications these changes have for the individual; for the romantic relationships that are formed; and for society as a whole.

Symposium S-C3
OTHER TYPES OF “WE”: DISCOVERING NEW FORMS OF COMMONALITIES FOR IMPROVING INTERGROUP RELATIONS
Friday, January 18, 2:00 pm – 3:15 pm, Room R07 – R09
Chair: Sasha Kimel, University of Michigan, Ann Arbor
Cochair: Tamar Saguy, Interdisciplinary Center (Herzliya)
Emphasizing commonalities between groups is traditionally considered a highly effective tool for improving intergroup relations. Yet, emerging work suggests that the benefits of commonality-focused interventions are limited. Drawing on these understandings, this symposium offers four novel emphases on cross-group commonalities which can overcome typical limitations and generate effective intergroup outcomes.

ABSTRACTS

REDDUCING ETHNIC CONFLICT BY EMPHASIZING GENETIC COMMONALITIES: IMPLICATIONS FOR PROMOTING MIDDLE EAST PEACE
Sasha Y. Kimel¹, Rowell Huesmann², Eran Halperin²
¹University of Michigan, Ann Arbor; ²Interdisciplinary Center, Herzliya
Many of the bloodiest conflicts and genocides in human history have been driven by perceived genetic differences between ethnic groups. Yet, despite decades of research suggesting that highlighting similarities can foster greater intergroup harmony, researchers have not yet tested the impact of highlighting shared genetic heritages. Moreover, little is known about the effects of highlighting commonalities for reducing actual aggression and inter-ethnic conflict. In a series of three studies conducted with Jews and Arabs living in both the US and Israel, we increased the perception of genetic commonalities (via a news article reporting recent findings) while still acknowledging other group differences. Emphasizing genetic similarities (vs. genetic differences) between Jews and Arabs led to a reduction in negative intergroup attitudes and aggression while increasing support for peacemaking. Results are discussed in terms of the implications for theories related to intergroup relations as well as this new tool’s implications for promoting peace.

A SALIENT DUAL IDENTITY PROMOTES A CARDIOVASCULAR CHALLENGE RESPONSE DURING INTER-ETHNIC INTERACTIONS
Daan Scheepers¹, Tamar Saguy², John F. Dovidio³, Samuel L. Gaertner²
¹Leiden University; ²Interdisciplinary Center (Herzliya); ³Yale University; ⁴University of Delaware
Previous research has documented the benefits of a dual identity approach for improving intergroup relations. In this work we tested the prediction that when both majority and minority group members hold such approach (i.e., share the same identity representation), intergroup interactions become more effective and less threatening. Before engaging in a collaborative task with a Moroccan-Dutch confederate, native-Dutch participants studied the advantages of either a “one-group” representation (emphasizing their common Dutch nationality) or a “dual identity” representation (emphasizing different ethnic subgroups and their overarching “Dutch” nationality). During the task, cardiovascular indices of challenge and threat motivational states were assessed. A salient dual identity representation led to more benign cardiovascular arousal (i.e., challenge instead of threat), especially when the minority-group interaction partner also expressed preference for a dual identity. Results points to the advantages of a dual identity approach, particularly if that approach is shared across both minority and majority group members.

CULTURAL CLOSERNESS AND AWARENESS OF INGROUP CRIMES AS DETERMINANTS OF INTERGROUP ATTITUDES: THE CASE OF POLISH-JEWISH RELATIONS
Mirek Kofta¹, Patrycja Sławuta²
¹University of Warsaw, Poland; ²New School for Social Research
Here we address the role of collective memory of post-Holocaust crimes in contemporary Polish-Jewish relations by inducing feelings of cultural closeness. Specifically, we examined how reminding Polish participants of ingroup atrocities affects constructive as well as deconstructive attitudes and behavioral intentions towards Jewish victims. To modify the effects of these reminders on intergroup relations, cultural closeness was experimentally induced via a fictitious news article reporting similarity between Jews and Poles on values, norms, etc. Our two experiments suggest that perceived sharing of culture is a crucial factor for dealing constructively with the “problematic past” in intergroup relations. In the baseline condition (where perceived cultural closeness was low), reminders of ingroup atrocities activated group-defensive strategies resulting in more negative intergroup attitudes and dehumanization of Jews. In stark contrast, in the “culturally close” condition, reminders of ingroup atrocities actually resulted in more positive intergroup attitudes and humanization of Jews.

WHEN I’S MEET: SHARING SUBJECTIVE EXPERIENCE WITH SOMEONE FROM THE OUTGROUP
Elizabeth C. Pinel¹, Anson Long²
¹University of Vermont; ²Indiana University of Pennsylvania
Sharing subjective experiences (i.e., I-sharing) with outgroup members may help to bridge the intergroup divide (Pinel & Long, 2012). In our research, participants played a computerized game with two ostensibly others that implicated subjective experience. One presumably shared participants’ experience; one did not. Some participants shared an experience with an ingroup member; others with an outgroup member. Across two studies that looked at different social groups, sharing a subjective experience increased liking for outgroup members, even when the outgroup status of that person remained salient. A final study asked whether the effects of sharing a subjective experience trump those of value-sharing. People high in existential isolation based liking for their partners more on subjective experience sharing than on value sharing, and this occurred regardless of the sharers’ social identity. Sharing subjective experiences may enable people to improve their outgroup attitudes while still embracing their differing social identities.

Symposium S-C4
THE PUSH AND PULL OF NEGATIVE EMOTIONS: CULTURAL AND INDIVIDUAL DIFFERENCES IN THE EFFECTS OF NEGATIVE EMOTIONS ON COMPASSION, ATTENTION, BEHAVIOR, AND PSYCHOLOGICAL ADJUSTMENT
Friday, January 18, 2:00 pm – 3:15 pm, Room R07 – R07
Chair: Yulia Chentsova Dutton, Georgetown University
Co-Chair: Birgit Koopmann-Holm, Stanford University
The research presented here suggests that: (1) cultures and individuals differ in their views of negative emotions, and that (2) these different
views of negative emotions have effects on compassion, attention, behavior, and psychological adjustment. This work emphasizes the importance of considering context when studying the functions of negative emotion.

**ABSTRACTS**

**CULTURAL DIFFERENCES IN AVOIDED NEGATIVE AFFECT LEAD TO DIFFERENT COMPASSIONATE RESPONSES**

Birgit Koopmann-Holm1, Jeanne L. Tsai2

1Stanford University

When responding to others’ suffering, Americans focus on the positive more and on the negative less than do Germans. We predicted that these cultural differences are due to differences in how much the cultures want to avoid negative affect. We found support for this hypothesis in two studies. In Study 1, the more Americans and Germans wanted to avoid negative affect, the less comfortable they felt sending cards that contained negative content. In Study 2, participants were randomly assigned to either avoid negative affect or approach negative affect conditions. When responding to another’s suffering, participants in the avoid negative affect condition focused more on the positive than those in the approach negative affect condition. These findings suggest that responses to suffering (i.e., compassion) differ across cultures, and that the degree to which people want to avoid negative affect explains such differences.

**CULTURE AND PERCEIVED FUNCTIONS OF SADNESS**

Yulia E. Chentsova Dutton1, Gerrod Parrot1, Dmitry Lyusin2

1Georgetown University; 2Russian State University for the Humanities

Cultural contexts foster different models of negative emotions. Sadness is an emotion that is more likely to be accepted in the Russian relative to the North American cultural context. In three studies using structured interviews and self-report inventories, Russians were less likely than European Americans to describe sadness as an undesirable and dysfunctional. Although participants from both cultural contexts recognized that sadness is usually unpleasant, Russians were more likely to value this emotion and less likely to report that being sad negatively affected their attention, ability to stay positive, and sociability. In accordance with these beliefs, Russians were more likely to want to experience sadness, particularly when the laboratory tasks demanded attention or sociability. These results suggest that models of what it means to be sad differ across cultures. These beliefs are likely to have implications for emotion regulation and communication of emotional distress.

**EMOTION-BEHAVIOR LINKS AS SELF FULFILLING PROPHECIES**

Maya Tamir1

1The Hebrew University of Jerusalem

In this talk, I will suggest that the influence of emotions on behavior can be moderated by our expectations. In one study, participants were randomly assigned to expect anger to be useful or harmful for an upcoming negotiation. Participants who felt angrier did better in the negotiation if they were led to believe that anger is useful, whereas those experiencing less anger did worse in the negotiation if they were led to believe that anger is harmful. In another study, participants were led to expect anger to be useful or irrelevant to an upcoming negotiation. They were then randomly assigned to an anger or a neutral emotion induction. Participants did better in the negotiation when they were in an emotional state that they believed was useful for them. These findings suggest that how we think about our emotions may shape how we are influenced by them.

**FLEXIBILITY IN COPING AND EMOTION REGULATION**

George A. Bonanno1, Charles L Burton1

1Columbia University

The construct of flexibility accepts that every strategy/behavior carries both costs and benefits, and that successful adaptation depends on the flexibility to modify behaviors/strategies in accord with situational constraints. I describe an experimental measure of expressive flexibility (EF) and show that EF prospectively predicts better long-term adjustment among NYC college students following the 9/11 attacks. In another study, bereaved individuals with Complicated Grief exhibited deficits in EF ability compared to asymptomatic bereaved and married adults. The flexibility construct also informs successfully coping with trauma. I describe a recently developed questionnaire measure that assesses both the ability to focus on the thoughts and emotions associated with trauma and the ability to focus forward and away from the experience of trauma. I present data showing that both abilities are potentially adaptive and that the success of either ability depends on the type of event and the timing of the behavior.

**Symposium S-C5**

**FROM CRISIS TO CATALYST: THE NARRATIVE TRANSFORMATION OF DIFFICULTY INTO SELF DEVELOPMENT**

Jennifer Pals Lilgendahl1, Joseph Tan1, Rebecca Bass1, Nicolas Galef1, Marissa Plowden1

1Haverford College

This study examines how people use narrative to transform difficult experiences into self development. Four talks showcase a range of negative experiences (potential trauma, moral transgression, intergenerational conflicts), narrative patterns (e.g., exploration and resolution, agency negotiation, and mixed emotions), and methods (experiment, clinical interviews, multigenerational family sampling, and longitudinal design).

**ABSTRACTS**

**DOES TRANSFORMATIONAL PROCESSING OF DIFFICULT EVENTS CAUSE SELF-GROWTH? AN EXPERIMENTAL MANIPULATION**

Jennifer Pals Lilgendahl1, Joseph Tan1, Rebecca Bass1, Nicolas Galef1, Marissa Plowden1

1Haverford College

This study examined whether transformational processing – defined as first exploring the impact of a difficult event and then positively resolving it (Pals, 2006) - causes a greater sense of self-growth than either exploring or resolving alone. Participants (N = 75) wrote for 15 min/day for three days and were assigned to either the control group or to write about a personally significant, difficult event in one of three ways: explore only, resolve only, or combine (explore for two days, resolve on third day). Each day was coded for self-growth and analyzed for word use with LIWC. A significant interaction showed that the combination condition displayed significantly more self-growth and positive emotion words by day 3 than either resolve or explore alone. Thus, resolving a difficult event may be more growth-promoting if it is preceded by exploration, which opens a person up to new insights and ways of thinking about self.

**NARRATING WORngS WE DO TO OTHERS: RELATIONSHIPS WITH WELL-BEING AND MORAL DISENGAGEMENT**

Cade Mansfield1, Monisha Pasupathi1, Kiana Taheri1, Cecilia Wainryb1

1University of Utah

Resolving negative experiences with positive, agency-preserving meaning may be more difficult when narrating our own harm-doing, because harm-doing places the agentic self at odds with the good self. Narrating transgressions may also matter more for other-oriented aspects of personality than individual well-being. In this study, young adult participants (n=54) wrote narratives about six harm events and completed measures of well-being, attachment, moral disengagement, and trait agreeableness. Participants’ narratives were coded for the presence of 7 scripts and codes were summed. The three most common scripts were: 1) the victim was responsible; 2) harm was due to the narrator’s other goals; and 3) harm was inexplicable. Script use was uncorrelated with well-being, but moral disengagement was associated with greater use of the victim-responsible script and the inexplicable harm script. Implications of narrating harm-doing for adaptive functioning are discussed.
Individuals work to construct a narrative identity in negotiation with larger cultural master narratives, and this process is more challenging when one's personal experience is dissonant with these master narratives. Taking this model to the level of the family, this paper examines the construction of the family master narrative, and how adolescents negotiate their personal narrative identity around that family narrative. Analysis focuses on 22 families who had at least two children, one of whom was a high school senior, and participated in three assessments (one video-recorded family conversation, two survey follow-ups). Results reveal how family master narratives can constrain positive adolescents' identities via the stories constructed and repeated about them, and how that constraint can lead to increased individual identity processing, as well as to a particularly coherent and autonomous personal identity in emerging adulthood. Results are discussed in terms of the potential for personal growth from particularly dissonant experiences.


### MAKING MEANING WITH MIXED EMOTIONS LEADS TO INCREASES IN PSYCHOLOGICAL WELL-BEING IN PSYCHOTHERAPY

Jonathan M. Adler

*Franklin W. Olin College of Engineering*

The benefits of positive emotional experience and the drawbacks of negative emotional experience have been thoroughly documented. But Larson's (2003) coactivation model holds that experiencing positive emotions concurrently with negative emotions may detoxify them, transforming negative emotional experiences into fodder for enhanced well-being. The present study examined meaning-making processes in 47 adult psychotherapy clients over the course of treatment. At 12 assessment points, participants wrote personal narratives and completed measures of psychological well-being. Narratives were coded for the presence of eight specific emotions. HLM analyses revealed that the specific inclusion of concurrent happiness and sadness in clients' narratives was associated with improvements in their psychological well-being above and beyond the impact of personality traits or the independent effects of happiness and sadness. Time-lagged analyses revealed that these changes in mixed emotional meaning making preceded improvements in psychological well-being. This study demonstrates the importance of making meaning with mixed emotions.

### COMPASSION: SOCIAL CAUSES AND MORAL CONSEQUENCES

**Friday, January 18, 2:00 pm – 3:15 pm, Room 208 – 210**

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

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

Scholars have debated whether compassion is important for morality. The current symposium presents four talks that reveal social causes of compassion—including socioeconomic status, incidental inductions, and financial costs—and moral consequences of compassion, including utilitarianism, forgiveness, and dehumanization. Together, these talks underscore the relevance of compassion for morality.

### SOCIAL CLASS, COMPASSION, AND UTILITARIAN MORAL JUDGMENT

Stéphane Côté, Paul K. Piff, Rob Willer

*University of Toronto; University of California, Berkeley*

We investigate whether the tendency of upper-class individuals to feel less compassion makes them more likely to resist intuitionist options in moral dilemmas, instead favoring utilitarian choices that maximize the greatest good for the greatest number. In Study 1, upper-class participants were more likely than lower-class participants to choose the utilitarian option in the footbridge dilemma, which evokes relatively strong moral intuitions. In Study 2, upper-class participants were more likely to take resources from one person to benefit several others in an allocation task, and this association was explained by their lower compassion for the person whose resources were taken. In Study 3, the association between social class and utilitarian judgment was eliminated in a condition where compassion was induced, but not in a control condition, suggesting that reduced compassion helps account for the utilitarianism of upper-class individuals.

### THE POWER OF INCIDENTAL COMPASSION IN THE INTERPERSONAL DOMAIN

Paul Condon, David DeSteno

*Northeastern University*

Contemplative practices suggest that, through compassion for close others and reflecting on the commonality of all humans, one can transfer compassion to non-close others. Incidental emotion effects commonly reported in social psychology follow a similar logic. In this view, a feeling of compassion for one person may carry over to another, even someone who is disliked. This experiment provided a test of incidental compassion. Using orchestrated behaviors with confederates, this paper demonstrates that induced compassion mediated a reduction in punishment directed at a transgressor. When one individual cheated to earn a higher reward than others, participants directed heightened punishment toward the cheater. Among participants who were induced to feel compassion toward a separate individual, punishment of the cheater disappeared. Furthermore, the reduction in punishment was mediated by the amount of compassion participants experienced toward the separate individual. These results demonstrate that compassion can act as a causal force in moral decision-making.

### COMPELLING FOR ONE, COMPASSION FOR ALL

Piercarlo Valdesolo, Kelly Chen, Emma Jones

*Claremont McKenna College*

What is the most effective means for an organization to mitigate blame and punishment after instances of corruption? When individuals transgress, our desire to punish is often predicted by the degree to which we feel compassion (Condon & DeSteno). Consequently, we hypothesized that the extent to which individuals perceive institutions as like people (i.e. highly entitative) should predict the efficacy of compassion in tempering institutional blame. We presented participants with transgressions committed by actors associated with different institutions that were either high or low in perceived entitativity, and varied the institutions response (compassion inducing/ not). Compassion mitigated blame and punishment significantly more for high entitativity institutions compared to low entitativity institutions. A second study replicated this result with an experimental manipulation of entitativity. Implications for the efficacy of institutional responses in rebuilding trust after perceived corruption are discussed.

### THE COMPASSION COLLAPSE: WHY WE FEEL LESS FOR MANY THAN FOR ONE

C. Daryl Cameron, B. Keith Payne

*University of North Carolina at Chapel Hill*

People expect to feel more compassion when more people are suffering. Yet compassion tends to plummet as the number of victims in a crisis increases. We theorize that people are concerned about the costs of feeling compassion for many victims, and so take steps to down-regulate their compassion. First, we show that the collapse of compassion between one and eight victims only emerges when people expect to have to donate money, suggesting that it is motivated by financial costs. Second, the collapse of compassion only emerges for skilled emotion regulators, suggesting that it requires strategic emotion regulation. Third, the collapse of compassion emerges when people are told to regulate their emotions, but not when they are told to experience their emotions. Finally, we extend this work by showing that highly compassionate individuals will dehumanize even a single dislikeable victim. Implications for boundary conditions of compassion will be discussed.
HAPPY PLACES, HAPPY PEOPLE. INTEGRATING INDIVIDUAL AND SOCIOECOLOGICAL PERSPECTIVES ON SUBJECTIVE WELL-BEING

Friday, January 18, 2:00 pm – 3:15 pm, Room R02
Chair: Maike Luhmann, University of Illinois at Chicago
Co-Chair: Richard E. Lucas, Michigan State University
Where people live matters for their subjective well-being (SWB). This symposium brings together recent research on the relation between SWB and place, with a particular focus on the interactive dynamics between characteristics of the individual and characteristics of counties, states, or countries.

ABSTRACTS

EXTRAVERTS ARE HAPPIER IN NORTH AMERICA, BUT NOT IN GERMANY
Ulrich Schimmack1, Hyunji Kim1
1University of Toronto, Mississauga
Meta-analyses repeatedly show robust correlations between extraversion and life satisfaction in North American student samples. In contrast, the evidence from national representative samples in other nations is less consistent. This pattern of results suggests a personality by environment interaction. We present five studies with student and national representative samples from Canada, Germany, Britain, and the United States to examine the moderating role of culture in the relationship between extraversion and life satisfaction. We used structural equation modeling to examine the effect of extraversion on life satisfaction while controlling for random measurement error, rating biases, and the effect of other Big Five dimensions. Extraversion was a significant predictor of well-being in the Anglo-Saxon samples, but not in the German samples. We also show that age is not a moderator. We propose a theoretical model in which extraversion is more beneficial in individualistic, extraverted, and high-mobility countries with looser social connections.

SUBJECTIVE WELL-BEING ACROSS THE LIFESPAN WORLDWIDE
Mike Morrison1, Louis Tay2, Ed Diener3,4
1University of Western Ontario; 2Purdue University; 3University of Illinois at Urbana-Champaign; 4The Gallup Organization
Utilizing data from a Gallup World Poll that included 155 countries, we examined how patterns of subjective well-being differ across the lifespan, what sociocultural differences exist in these patterns and what are the best predictors of subjective well-being among different age groups. Subjective well-being was slightly lower among the elderly than younger individuals; however, individuals older than 65 fared relatively better in East Asian countries and older people across the world were highest among all age groups in past life satisfaction. Social relationships, pro-social behaviors, pride and satisfaction with living standards were predictive of subjective well-being for all age groups. Standard of living satisfaction was a stronger predictor of well-being for the middle aged than for other age groups and pride and pro-social behavior were stronger predictors for the elderly. The findings provide unique support and refinement of Erikson’s (1963) theory of psychosocial development and socioemotional selectivity theory (Carstensen, 2006).

NEUROTICISM MODERATES THE EFFECTS OF THE SOCIOECONOMIC CONTEXT ON SUBJECTIVE WELL-BEING
Maike Luhmann1, Louise C. Hawkley2, James C. Murdoch2
1University of Illinois at Chicago; 2University of Chicago
Using data from the Health and Retirement Survey (N = 6,528), we examined the extent to which the socioeconomic context (unemployment, poverty, crime, life expectancy) measured on the county and the state level affects the average levels of SWB in older adults and whether these factors have stronger effects on people high in neuroticism. On average, SWB was higher in counties with lower unemployment rates and in states with higher life expectancy. Moreover, high county-level poverty was associated with lower levels of SWB in people high in neuroticism, but not in people low in neuroticism. No significant effects were found for crime rate. These effects were independent of people’s individual socioeconomic circumstances. Together, these findings show that socioeconomic context matters even for those not directly affected by its characteristics, and that neuroticism is an important moderator of the effects of life circumstances on SWB.

LIFE SATISFACTION OF U.S. COUNTIES PREDICTS POPULATION GROWTH
Richard E. Lucas1
1Michigan State University
In a famous study, Schkade and Kahneman showed that focusing illusions lead respondents to make incorrect predictions about how happy people are in different regions of the United States. One potential implication of this finding is that people might make bad decisions (e.g., to move to a different location) based on these incorrect predictions. However, it is also possible that people base moving decisions not on predicted happiness but on other characteristics of a region (e.g., climate, employment opportunities, natural amenities) that actually do lead to greater happiness. If so, happier regions should attract more movers. We test this possibility by comparing population growth from 2000 to 2010 in U.S. counties to the reported life satisfaction of those counties, as assessed in a survey of over 2 million respondents from 2005 to 2010. Results show that happier counties grew at a faster rate, with a medium-to-large effect size.
of doing so by describing two cases of fraud I identified exclusively through statistical analysis of reported means and standard deviations. Analyses of the raw data provided important confirmation of the initial suspicions, ruling out benign explanations (e.g., reporting errors; unusual distributions), identifying additional signs of fabrication, and also ruling out one of the suspected fraudster’s explanations for his anomalous results. If we want to reduce fraud, we need to require authors to post their raw data.

**BETWEEN LIBERALS’ LIKING OF OBAMA AND OF LATTES: SETTING SAMPLE SIZE BY ANALOGY**

Joseph P. Simmons¹, Uri Simonsohn¹, Leif D. Nelson²
¹University of Pennsylvania; ²University of California, Berkeley

Experimenter sensibly emphasize the presence of an effect (Does X influence Y?) rather than the size of the effect (How much does X influence Y?). Nevertheless, scientists must estimate effect-sizes to determine sample sizes. Published research does not help. Small samples and selective reporting systematically overestimate effects. We offer a new tool for sample size determination. We solicited many social scientific relationships (e.g., the influence liberalism on liking for Obama) and measured those relationships in large samples (~350 participants per condition). A separate group of experienced researchers estimated effect size. The researchers were bad at estimating effect size (average deviation of Cohen’s d = .42), but good at estimating relative effect size (i.e., highly calibrated with reality). In combination this offers an opportunity. Researchers can correctly answer a plausible question (e.g., “Is my effect larger than the effect of liberalism on Obama-liking?”) and use the unbiased estimate to determine sample size.

**Symposium S-D2**

**THE ROLE OF MENTAL TIME TRAVEL IN SELF PROCESSES**

Friday, January 18, 3:30 pm - 4:45 pm, Room R01

Chair: Frederick Routledge, University of Victoria

This symposium highlights the importance of mental time travel for the self. Wilson and Peetz discuss the role of temporal landmarks. Quoidbach and Gilbert propose the history illusion. Routledge and his colleagues discuss the importance of revisiting the past, while Grouzet highlights the need for a balanced time travel.

**ABSTRACTS**

**THE POST-BIRTHDAY WORLD: MOTIVATIONAL CONSEQUENCES OF TEMPORAL LANDMARKS**

Anne E. Wilson¹, Johanna Peetz²
¹Wilfrid Laurier University; ²Carleton University

Temporal landmarks such as birthdays and significant calendar dates structure and organize the subjective perception of time. In five studies we show that a salient temporal landmark between two time points psychologically separates these time points. This temporal separation can affect temporal self-appraisals, motivation, and goal-directed behavior, by causing people to organize pre- and post-landmark selves into separate categories. For instance, when given a calendar in which common temporal landmarks (birthdays, holidays) were highlighted, participants judged their current self to be more different from a hoped-for future self than if given a calendar without salient landmarks. This contrast motivated participants to work towards achieving the hoped-for self. Finally, two studies showed that temporal landmarks are used spontaneously to induce psychological separation from undesirable selves. Participants were more likely to think of a separating landmark spontaneously to induce psychological separation from undesirable selves. Participants were more likely to think of a separating landmark spontaneously to induce psychological separation from undesirable selves. Participants were more likely to think of a separating landmark spontaneously to induce psychological separation from undesirable selves.

**THE END OF HISTORY ILLUSION**

Jordi Quoidbach¹, Daniel Gilbert²
¹Harvard University

At every stage of life, people make decisions that profoundly influence the lives of the people they become—and when they finally become those people, they aren’t always thrilled about it. The present research suggest that people make regretful decisions in part because their ability for mental time travel suffers a major illusion: they fundamentally misunderstand their future selves. Across seven studies with over 23,000 participants, we found consistent evidence indicating that at every stage of life, people underestimate how much they will change in the future. Although the magnitude of this illusion was sometimes greater for younger than older people, it was evident at every stage of adult life. Adolescents and grandparents both seem to think of the present as a watershed—the singular moment in their lives when they have finally become the people they will always be.

**A NOSTALGIC SELF IS A MEANINGFUL SELF**

Clay Routledge¹, Constantine Sedikides², Jamie Arndt¹, Jacob Juhl¹
¹North Dakota State University; ²University of Southampton; ³University of Missouri-Columbia

Perceiving one’s life as full of meaning and purpose is a hallmark of healthy psychological functioning. Nostalgia has been conceptualized as an existential emotion that bolsters the self, in part, by promoting perceptions of meaning. The current research explores the existential function of nostalgia. Studies 1-3 demonstrate that nostalgia increases meaning relative to other modes of temporal thought. Studies 4-6 indicate that nostalgia counters the negative psychological effects of diverse meaning threats and low trait meaning. Finally, Study 7 reveals that nostalgia reduces the heightened psychological distress experienced in a laboratory stressor task by individuals with meaning deficits. Potential mediators of the effect of nostalgia on meaning are also considered. This research suggests that nostalgia is an important weapon in the arsenal of self-defenses.

**MENTAL TIME TRAVEL, DAILY WELL-BEING AND LIFE ASPIRATIONS**

Frederick M.E. Grouzet¹
¹University of Victoria

Mental time travel is an important human capacity that enables people to revisit the past and plan the future while working on present activities. Individual differences (e.g., time perspective) and daily external demands influence the frequency and nature of thoughts about the past and the future, but also the valence (positive vs. negative) and the distance from the present (near vs. distant). In a series of four daily diary studies (N ranging from 30 and 120), the variation of daily mental time travel was analyzed using multilevel modeling while predicting daily well-being and changes in life aspirations (possible selves). Overall, the results showed important individual differences in daily mental time travel that is reflected into daily well-being and life aspirations. In addition, social context (Study 1-2) and random instructions (Study 3-4) influenced mental time travel during weeks and daily well-being. Changes in life aspirations were also observed.

**Symposium S-D3**

**THE BIOLOGICAL BASES OF INTERGROUP BIAS: BRIDGING HORMONES, GENES, FERTILITY, AND THE BRAIN**

Friday, January 18, 3:30 pm - 4:45 pm, Room R07 - R09

Chair: Bobby Cheon, Northwestern University
Co-Chair: Joan Chiao, Northwestern University

Intergroup bias is modulated by diverse contextual influences, but its biological regulation remains less clear. By examining the role of hormones, genes, fertility, and the brain within intergroup relations, this symposium offers an integrative perspective of the biological bases of intergroup bias, and their relationship with the broader social context.
OXYTOCIN PROMOTES IN-GROUP FAVORITISM AND PAROCHIAL ALTRUISM IN INTERGROUP CONFLICT
Carsten K. W. De Dreu¹
¹University of Amsterdam

Well-known for its role in reproduction, stress-regulation, and pair-bonding, recent work implicates the evolutionary highly preserved neuropeptide oxytocin also in social recognition, trust, and pro-social behavior more generally. An evolutionary perspective suggests that pro-social approach is parochial—it extends to close kin and kith and not, or to a lesser degree, to non-kin and kith. Indeed, male mice engineered to lack forebrain oxytocin receptors no longer discriminate between familiar and novel females, and humans given oxytocin rather than placebo extend trust towards protagonists with whom they shared positive interactions, and those who are displayed as relatively trustworthy. Here I present recent evidence from our own laboratory showing that intranasal oxytocin (versus placebo) motivates (i) in-group favoritism, but not out-group derogation, (ii) parochial altruism, and (iii) defensive aggression towards outsiders threatening vulnerable in-group members. I conclude with broader implications for social neuroscience research and theory on intergroup relations and conflict.

INTERGROUP BIAS IN EVALUATION AND MORAL JUDGMENTS AS A FUNCTION OF FERTILITY SHIFTS ACROSS THE MENSTRUAL CYCLE
Carlos D. Navarrete¹, Melissa McDonald ¹
¹Michigan State University

Research suggests that women’s wariness of unfamiliar or dangerous persons and situations changes as a function of fertility across the menstrual cycle. Along these lines, a link between reproductive fertility and intergroup bias has been documented, suggesting that women’s psychology may use group categorization as a “hazard heuristic” whose original function may have been to protect reproductive choice. We extend the evidence consistent with this perspective, and show that women’s psychological biases during the high fertility phase of the menstrual cycle may be patterned not only by an increase in negative mental representations of out-groups, but also by increased pro-group ideation. We find that conception risk is linked to an increase in pro-normative orientations regarding in-group worldviews, beliefs, and moral judgments, particularly among women with strong left or right political ideologies.

MINDING THE GAP: NARRATIVES ABOUT OTHERS’ MINDS REDUCE THE INTERGROUP EMPATHY GAP
Emile G. Bruneau¹, Mina Cikara¹, Rebecca Saxe²
¹Massachusetts Institute of Technology

In intergroup conflict, people feel less empathy for the fortunes and misfortunes of outgroup members. For example, in our experiments, Arab and Israeli participants report feeling less compassion for strangers from the other group than strangers from their own group. A key question is how to reduce this gap. We propose that intergroup empathy gaps can be reduced by getting participants to focus on the mental representations of outgroup members as individuals rather than group members, and on their mental rather than their physical individualizing qualities. We report here two kinds of evidence consistent with this proposal. First, when Arabs and Israelis read narratives about one another, reported compassion is correlated with activity in brain regions associated with perspective taking and theory of mind. Second, in competitive but arbitrary groups, the gap in empathy for outgroup members was reduced by narratives describing mental states but not by narratives describing physical traits.

GENE-ENVIRONMENT INTERACTIONS ON INTERGROUP BIAS: THE ROLE OF THE SEROTONIN TRANSPORTER POLYMORPHISM AND THREAT-SENSITIVITY
Bobby K. Cheon¹, Robert W. Livingston¹, Ying-Yi Hong², Joan Y. Chiao³
¹Northwestern University; ²Nanyang Technological University

Perceived outgroup threat (e.g., competition, infection, exploitation, physical harm) is a consistent antecedent of intergroup bias. The serotonin transporter polymorphism (5-HTTLPR) has been associated with individual differences in sensitivity to threatening contexts and stimuli. We examined whether those with the threat-sensitive genotype of 5-HTTLPR (possessing the S-allele) exhibit stronger intergroup bias when exposed to contextual cues of outgroup threat. Two studies supported this gene-environment interaction on intergroup bias. Those who experienced greater negative contact with either ethnic and minimal outgroups, or perceived greater danger from the social environment exhibited stronger negative outgroup evaluations and discriminatory behavior. Moreover, this relationship between perceived threat and intergroup bias was stronger among those who possessed at least one S-allele of 5-HTTLPR. These findings suggest that the propensity for intergroup bias may be transmitted and inherited through the interaction of social mechanisms (contextual cues of outgroup threat) and biological mechanisms (genetic predispositions towards threat).

MATING AND DATING INFLUENCE WHEN AND WHY PEOPLE TAKE FINANCIAL RISKS
Yexin J. Li¹, Steven L. Neuberg², Jill Sundie³, Douglas T. Kennick²
¹University of Kansas; ²Arizona State University; ³University of Texas at San Antonio

Mating motives may lead men to be financially risky for several reasons: Risky behaviors can signal to potential mates one’s genetic fitness, facilitate success in status competition with other men, and lead to more resources. Once in a relationship, however, the same financial risks may be problematic for males, potentially suggesting to partners an interest in (extra-curricular) mate-seeking and placing in jeopardy existing resources available to the partner. In four studies, we activated a mating motivation or no motivation in single and attached men and women, and measured preference for monetary risk. As predicted, mating motivation led single men to become more risky and attached men to become less risky. Interestingly, women exhibited the opposite pattern: Mating motives led single women to become less financially risky and attached women to become more risky. Possible explanations focus on the greater costs of signaling unrestrictedness for single versus attached women.

OUT WITH THE OLD AND IN WITH THE NEW: THE EFFECT OF OVULATION ON WOMEN’S VARIETY SEEKING
Ashley Arsenault¹, Kristina M. Durante¹, Vladas Griskevicius², Stephanie M. Cantu²
¹University of Texas at San Antonio; ²University of Minnesota, Twin Cities

Might desire for variety and novelty in consumer choice be influenced by the hormones associated with ovulation? Previous research finds that near ovulation women experience decreased commitment to their current partner and an increased desire for other men. This suggests that ovulation may increase women’s openness to novelty and variety. In a series of studies, we tested how women’s desire for variety and novelty in consumption changes depending on when such decisions
are made. Findings showed that ovulation increased women’s desire for novelty and variety in consumer choice domains. Additional findings show how the hormonally regulated effect on variety seeking appears to be driven by mate attraction goals. Consequently, minimizing the salience of these goals suppresses the ovulatory effect on variety seeking. These studies provide some of the first evidence of how hormones can influence economic and consumer decisions, which has important implications for marketers, researchers, and consumers.

**DON’T HATE ME BECAUSE I’M BEAUTIFUL: MATING-MOTIVES ELICIT INSPIRATIONAL COMPARISONS WITH SEXY ADVERTISEMENT MODELS**

Susan Jung Grant¹, Abigail B. Schneider², Ethan Pew³, Denise Buhrau²

¹Boston University; ²University of Colorado at Boulder; ³Stony Brook University

Although the use of highly attractive models in advertising is ubiquitous, the practice remains controversial because of the damage it may cause to women’s self-esteem. The current research demonstrates that viewing highly attractive models can also be empowering for women depending on model’s beauty-type and viewer’s mate-seeking status. In Study 1, women viewed sexy or classy models and reported days since ovulation. Results showed that non-ovulating women perceived the classy model and the product she advertised more favorably than the sexy model and the product she advertised (F(1,105)<.50, p>.45). In contrast, ovulating women perceived the sexy model and product just as favorably as the classy model and product (F(1,105)<.58, p>.45). Study 2 explicitly manipulated mating motives and found the same pattern of results. Results demonstrate that mating motivations lead women to perceive sexy models as being useful sources of mating-relevant information, thereby resulting in inspirational comparisons.

**SYMPOSIUM S-D5**

**IT TAKES TWO TO TANGO: PERSONALITY IN DYADIC INTERACTIONS**

Friday, January 18, 3:30 pm – 4:45 pm, Room 217 – 219

Chair: Noga Sverdlik, Ben-Gurion University of the Negev
Co-Chair: Shaul Oreg, The Hebrew University of Jerusalem

Little research addressed personality effects in dyadic interactions, which constitute some of the most meaningful contexts in people’s lives. In this symposium we bring together studies on different aspects of personality in different types of dyadic interactions, including in the work context, between romantic partners and in persuasion settings.

**ABSTRACTS**

**INHERENTLY RELATIONAL: INTERACTIONS BETWEEN PEERS’ AND INDIVIDUALS’ PERSONALITIES AFFECT INDIVIDUALS’ PERFORMANCE**

Amir Erez¹, Pauline Schilpzand², Keith Leavitt³, Andy Woolum¹, Timothy Judge³

¹University of Florida; ²Oregon State University; ³University of Notre Dame

The effects of interactions between peers and individuals personality traits on individuals’ performance were investigated in three studies. Study 1 results showed that introverts evaluated extraverted and disagreeable peers’ performance as lower than those of introverted and agreeable peers, but the personality of peers did not affect the evaluations given by extraverts. Similarly, Study 2 findings showed that introverts made less positive attributions and avoided interacting with extraverted and disagreeable peers but these effects were not observed for extraverts. Study 3 replicated the results of Studies 1 and 2 using a controlled experimental design and showed that attributions and negative arousal mediated the relationships between agreeableness and extraversion of peers and their performance ratings given by introverts. Overall, the results supported the tenants of arousal theory that introverts are more reactive to stimuli than extravert but not the predictions of interpersonal theory that opposites attract.

**SOURCE PERSONALITY AND PERSUASIVENESS: BIG-FIVE PREDISPOSITIONS TO BEING PERSUASIVE AND THE ROLE OF MESSAGE INVOLVEMENT**

Shaul Oreg¹, Noga Sverdlik²

¹The Hebrew University of Jerusalem; ²Ben-Gurion University of the Negev

In the present studies we incorporate a personality perspective to the study of the persuasion source. Specifically, we aimed to identify the personality characteristics of the persuasive individual and test the moderating role of target and source involvement. In three studies we found support for hypothesized relationships between source persuasiveness and extraversion, neuroticism and openness to experience. In a preliminary study (N=66) we demonstrated expected differences in the personality ratings assigned to a hypothetical persuasive versus non-persuasive individual. In Study 1 (N=95) we showed that source extraverted openness to experience were positively, and neuroticism negatively, associated with source persuasiveness. In Study 2 (N=148) we manipulated source and target involvement and replicated the results from Study 1, but, as hypothesized, only when involvement was low.

**BRINGING THE DYAD INTO FOCUS: THE ROLE OF REGULATORY ORIENTATIONS DURING PERSONAL GOAL DISCUSSIONS AMONG ROMANTIC PARTNER**

Heike Winterheld¹, Jeffry Simpson²

¹California State University, East Bay; ²University of Minnesota, Twin Cities Campus

Regulatory focus theory (Higgins, 1997) proposes two self-regulatory orientations: prevention focus (which emphasizes security needs) and promotion focus (which emphasizes advancement needs). In a behavioral observation study, romantic couples discussed personal promotion goals (hopes, aspirations) and prevention goals (responsibilities, challenges). Highly promotion-focused people’s perceptions of partner responsiveness increased when they believed their promotion goals were difficult to attain; moreover, when their perceptions of goal attainability were low, their partners extended more support to them, resulting in greater motivation to pursue their promotion goals. Highly prevention-focused people perceived greater partner responsiveness when their partners displayed less withdrawal/distancing behavior when discussing prevention goals. Finally, individuals reported greater control over their goals after having received support from highly prevention-focused (but not promotion-focused) partners. This study shows how a dyadic perspective can improve our understanding of self-regulatory processes and underscores the importance of studying both partners in the context in which support transactions occur.

**SEXUAL HEALING: CAN SEX REPAIR ATTACHMENT INSECURITIES?**

Moran Mizrahi¹, Gurlt Bimbaum², Gilad Hirschberger², Maria Mikulincer², Ohad Szepsenwol²

¹Bar-Ilan University; ²Interdisciplinary Center, Herzliya

Past research has provided substantial evidence about the role of attachment orientations in shaping sexual attitudes and behaviors. Yet, little has been done to explore the reverse direction. In the present research, we examined whether sexual desire reduced levels of attachment insecurities over time in emerging relationships. In an 8-month longitudinal study, we followed 61 newly dating couples across three measurement waves. At wave 1, couples discussed sexual aspects of their relationship and judges coded both partners’ expressions of sexual desire during the discussion. Furthermore, at each wave participants completed measures of relationship-specific attachment anxiety and avoidance. Results indicated that men’s expressions of desire predicted a decline in their partners’ relationship-specific anxiety. In contrast, women’s expressions of desire inhibited the decline in their partners’ relationship-specific anxiety and avoidance. These findings suggest that men’s sexual desire contributes to the development of emotional bonds, whereas women’s sexual desire inhibits relationship-promoting processes.
A DYADIC PERSPECTIVE ON INTIMATE RELATIONSHIPS AND HEALTH
Friday, January 18, 3:30 pm – 4:45 pm, Room 228 – 230
Chair: Andrea Meltzer, Southern Methodist University
Co-Chair: James K. McNulty, Florida State University

This symposium draws from a dyadic perspective to examine the way in which romantic relationship partners affect individuals’ health outcomes. Two talks describe the role of partners in predicting weight and two talks describe the role of partners in predicting physiological responses to stress.

ABSTRACTS

MARRITAL SATISFACTION PREDICTS WEIGHT GAIN IN EARLY MARRIAGE
Andrea L. Meltzer1, James K. McNulty2, Sarah A. Novak3, Emily A. Butler4, Benjamin R. Karney5
1Southern Methodist University; 2Florida State University; 3University of California, Los Angeles; 4University of California, Los Angeles; 5University of California, Los Angeles

Research suggests that marital satisfaction may impact weight gain over time because satisfied spouses may feel a decreased need to attract a new mate. To evaluate these perspectives, 169 newlywed couples reported their height, weight, marital satisfaction, and steps toward divorce biannually for four years. Within-person analyses supported the mating-market perspective: spouses gained more weight during periods when they or their partners were more satisfied with the marriage, and decreased thoughts of divorce mediated this association. These findings challenge the idea that quality relationships always benefit health, suggesting instead that satisfied spouses relax their efforts to maintain their weight when they do not perceive a need to remain attractive for alternative partners.

ROMANTIC PARTNERS AND WEIGHT MANAGEMENT: CONSIDERING PARTNER COMPARISON AND RELATIONSHIP QUALITY
Gianna M. Bowler1, Charlotte N. Markey2, Patrick M. Markey2, Jennifer Shukusky3
1Rutgers University, Camden; 2Villanova University

His research suggests that romantic partners contribute to individuals’ perceptions of their bodies and weight and that these perceptions may have relevance to obesity risk (Markey & Markey, 2011). This presentation will describe findings linking individuals’ weight status, their romantic partners’ weight status, and their relationship quality to their participation in healthy and unhealthy approaches to weight management. One hundred and six heterosexual couples and 72 lesbian couples participated in this research. Analyses provide evidence for the role of individuals’ weight status and their partners’ weight status in predicting weight management behaviors. These findings suggest that partners compare themselves to each other in making assessments of their own weight and in their attempts to manage their weight, regardless of the gender of their partners. Further, women who reported low relationship quality were vulnerable to participation in unhealthy weight management strategies.

SPOUSES’ ATTACHMENT PAIRINGS PREDICT NEUROENDOCRINE AND BEHAVIORAL RESPONSES TO MARRITAL CONFLICT
Lindsey A. Beck1, Paula R. Pietromonaco2, Casey J. DeBuse1, Sally I. Powers1, Aline G. Sayer1
1University of Massachusetts, Amherst

The present research examines how attachment processes in marriage shape physiological and behavioral stress responses, which predict emotional and physical well-being. We emphasize couples’ interdependence and focus on the interplay between spouses’ attachment orientations in predicting stress responses. Two hundred eighteen newlywed couples attempted to resolve a conflict. Spouses’ physiological responses were assessed via salivary cortisol before, during, and after the conflict. Husbands’ attachment avoidance, who were high in attachment anxiety (who desire excessive closeness) and husbands’ high in attachment avoidance (who are uncomfortable with closeness) showed distinctive physiological reactivity before conflict: Both spouses showed sharp increases in cortisol, followed by rapid declines. Both spouses also behaved less constructively during conflict. These findings suggest that particular attachment pairings predict distinctive physiological and behavioral patterns that may increase the risk of adverse emotional and physical health outcomes over time.

SYMPOSIUM S-D7
WHAT IS SO MORAL ABOUT FEELING MORAL? CLARIFYING THE RELATION BETWEEN THE MORAL SELF AND MORAL THOUGHTS, FEELINGS, AND BEHAVIOR
Friday, January 18, 3:30 pm – 4:45 pm, Room 208 – 210
Chair: Paul Conway, Western University Canada

The interplay between self and morality is complex; this symposium provides multiple perspectives in hopes of integration. Speakers will present findings suggesting the self provides impetus for moral judgments and motivates moral behavior—but some findings suggest it improves behavior and other findings the opposite. Moderating factors will be examined.

ABSTRACTS

WHEN DOES THE MORAL SELF IMPROVE BEHAVIOR? TWO MODERATORS OF THE RELATION BETWEEN FEELING MORAL AND ACTING MORAL
Paul Conway1, James M. Olson2, Mark J. Brandt2
1Western University Canada; 2DePaul University

Some findings in moral psychology suggest that moral self-perceptions improve prosocial behavior by providing motivational impetus for good deeds; yet, other findings suggest that moral self-perceptions reduce prosocial behavior by licensing the relaxation of moral strivings. The current work presents two moderators of the relation between moral self-perceptions and prosocial behavior: target characteristics and self-construal. Studies 1 (judgments) and 2 (behavior) demonstrate that priming morality makes participants more prosocial toward upstanding targets (e.g., schoolchildren), but less prosocial toward degenerate targets (e.g., criminals), and Study 3 shows that this effect is limited to moral primes regarding the self. Study 4 indicates that priming concrete moral behavior results in contrast effects (moral
self-perceptions reduce prosocial behavior), whereas priming abstract moral behavior results in consistency (moral self-perceptions increase prosocial behavior), and Study 5 shows that this moderation is unique to self-perceptions. These findings suggest moral psychology would profit from carefully considering moderation.

**MORALITY IS A PERSONAL MATTER**
Geoffrey Wetherell1, Mark J. Brandt1,2, Christine Reyna1  
1DePaul University; 2Tillburg University

Experiencing an attitude with moral conviction, the belief an attitude is universally right or wrong, leads to rejection of moral violators, altered perceptions of justice and fairness, and decreased perceived legitimacy of authority. Despite these important consequences, little research has investigated what leads people to experience attitudes as moral convictions. We propose that people feel morally convicted when attitudes are seen as a core part of the self, and we tested this hypothesis in three studies. Studies 1 and 2 demonstrate that importance and centrality are the strongest predictors of moral conviction regarding more than 20 attitudes above and beyond attitude extremity, certainty, and religious conviction. In Study 3, threatening participants’ ideological beliefs increased moral conviction regarding colorblind ideology, a potential way to protect deeply ingrained attitudes. These results suggest moral convictions arise when people experience an attitude as a core part of their sense of self.

**RIGHTING THE WRONG: THE ROLE OF MORAL IDENTITY IN WHITE THIRD PARTIES’ DEONIC REACTIONS TO RACIAL DISCRIMINATION**
Jane O’Reilly1, Issac H. Smith1, Karl Aquino2, Dan Freeman1  
1David Eccles School of Business; 2Sauder School of Business; 3Alfred Lerner College of Business & Economics

Why do some third parties seek to rectify discrimination against out-group others? We adopt a deonance perspective that theories a moral motive (as opposed to strictly instrumental) behind third-party reactions to discrimination. Specifically, white Americans with stronger moral identities reported stronger justice-related cognitions (study 1) and more negative emotions (study 2) in response to racial discrimination. These relationships were found to be mediated by the breadth of one’s circle of moral regard (studies 2 and 3). Moreover, circle of moral regard, deontic emotions, and deontic cognitive reactions were found to sequentially mediate the relationship between moral identity and support for helping victims and punishing perpetrators of discrimination (study 3). Finally, moral identity was found to moderate the positive relationship between individuals’ ideological beliefs regarding social equality and their support for helping victims and punishing perpetrators of discrimination—the relationship being stronger for individuals with weaker moral identities (study 4).

**MORAL CONSISTENCY, COMPENSATION, AND THE DYNAMIC MORAL SELF**
Jordan Jennifer1, Cornelissen Gert2, Gino Francesca 1, Michael Bashur4, Ann Tenbrunsel6, Julian Rode5, Marijke Leilveld2, Marc Le Menestrel2  
1University of Groningen; 2Université Pompeu Fabra; 3Harvard University; 4Singapore Management University; 5University of Notre Dame; 6Helmholtz Centre for Environmental Research

Recent research on the dynamics of moral behavior has demonstrated that ethical behavior can be followed by compensation actions (e.g., Sachdeva et al., 2009), that is, moral behavior follows immoral behavior and immoral behavior follows moral behavior. Jordan et al. (2011) suggest that fluctuations in one’s moral self-image are the mechanism behind these moral compensation effects. The current investigation provides the first empirical evidence of this mechanism by showing that (feedback about previous) moral behavior alters people’s moral self-images and that this alteration explains the compensatory effects.

**ABSTRACTS**

**THE SELF AND THE CONSTRUCTED SELF: INTERPERSONAL GOALS AND HYPO-EGOIC STATES**
Jennifer Crocker1  
1The Ohio State University

I propose that hyper-egoic states occur when people focus on the constructed self (i.e., beliefs about the self and images one wants to project to others) rather than the actual self. Self-image goals to get others to view the self in desired ways foster hyper-egoic states, whereas compassionate goals to support others may foster hypo-egoic states by shifting one’s focus away from the constructed self and directing attention to others’ needs. I will describe research showing that compassionate goals predict increased clear, peaceful, and connected feelings when interacting with others, increased non-zero-sum construals of the self in relation to others, decreased symptoms of anxiety and depression, and increased desires for personal growth. Compassionate goals also predict giving support to others, which others notice and reciprocate. Self-image goals, which focus attention on the constructed self, undermine these consequences of compassionate goals.

**MOTIVATION AND THE BRIGHTER SIDES OF HUMAN NATURE: RECENT EXPERIMENTS FROM SELF-DETERMINATION THEORY**
Richard M. Ryan1  
1University of Rochester

Human behavior ranges from selfish and malevolent to altruistic and generative, showing that there is more than one side to “human nature.” Self-determination theory (SDT; Ryan & Deci, 2000) suggests that which side of human nature we manifest is predicted by both developmental and situational supports for basic psychological needs. This presentation discusses recent experimental research on helping behaviors, ostracism, and the expression of prejudice and hostility based in SDT. Results from these various lines of research suggest that people are more prone to hypo-egoic behaviors when they are afforded supports for autonomy, whereas threats to autonomy and relatedness are antecedents of defensiveness and the darker sides of human behavior. In addition, research on life goals shows that when people pursue less egoistic aims their well-being benefits, a result mediated by the basic psychological needs fulfilled when they act in prosocial ways.

**MINDFULNESS PREDICTS NEURAL RESPONSES REFLECTING BENIGN APPRAISALS OF EMOTIONAL STIMULI**
Kirk Warren Brown1  
1Virginia Commonwealth University

Fundamental to hypo-egoic regulation is a present-focused attention upon events and experiences “as they are,” with minimal evaluative appraisal. One expression of this presence of mind is mindfulness, a receptive attention to moment-to-moment occurrences. Mindfulness has predicted more benign (less negative) emotional responses to egoic threats, and this presentation discusses recent research examining the functional neural bases of mindful processing of such threats. Building upon recent brain imaging research on this topic, the presentation focuses on a neural (electroencephalographic; EEG) marker reflecting very rapid evaluation of motivationally relevant stimuli, the late positive potential (LPP) of the event-related response to visual stimuli. More mindful participants showed lower LPP responses to high arousal.
unpleasant (and pleasant) images, reflecting more benign appraisals of those stimuli. Consistent with hypo-egoic regulation theory, this research suggests that mindful attention may reduce egoic threat responses through reduced evaluative processing of threat stimuli.

A COMPONENT ANALYSIS OF HYPO-EGOIC MINDSETS
Mark R. Leary
1Duke University

Hypo-egoic states—such as mindfulness, flow, compassion, and awe—are most likely to occur when people move out of their typical self-focused, egocentric, and egoic ways of thinking about themselves and instead (1) focus primarily on the present situation rather than past or future, (2) introspect minimally on their thoughts, motives, and feelings, (3) think about and evaluate themselves primarily in concrete ways, and (4) pay little attention to other people’s evaluations of them. Together, these features of the hypo-egoic mindset foster equanimity by reducing distressing self-thoughts, lower self-centeredness and a myopic focus on one’s own concerns, promote compassion and prosocial behavior, and lower ego-involvement and defensiveness. After describing a new model of hypo-egoic mindsets, data will be described that link these mindsets to a variety of hypo-egoic phenomena, including those discussed in the other presentations.

Symposium S-D9
WHEN AND WHY WOMEN STEP BACK FROM STATUS: THE ENDURING AND SELF-REINFORCING POWER OF TRADITIONAL GENDER ROLES
Friday, January 18, 3:30 pm – 4:45 pm, Room 225 – 227
Chair: Melissa Williams, Emory University

Female leaders are more visible than ever, but women nonetheless expect social penalties for exercising power (Brescoll) or pursuing quantitative interests (Master, Cheryan, & Meltzoff). Women may therefore choose to step back from high-status opportunities (Williams & Chen), choices that may be perceived as just and fair (Johnston & Diekman).

ABSTRACTS

WHEN “MOM’S THE BOSS”: CONTROL OVER DOMESTIC DECISION MAKING REDUCES WOMEN’S INTEREST IN WORKPLACE POWER
Melissa J. Williams1, Serena Chen2
1Emory University; 2University of California, Berkeley

Although men are typically considered to have more power than women, women are more likely than men to be primary decision makers in the household domain. We argue that the portrayal of women’s traditional domestic role as incorporating a form of decision-making power (albeit limited in scope) is widespread in popular culture, and that this power is perceived as desirable and providing a subjective sense of control (Study 1). Yet power over household decision making may also function to reduce women’s objections to a status quo in which they have less power overall, outside their traditional domestic role. Two experiments (Studies 2-3) found support for this hypothesis: wielding power over household decisions (but not merely carrying out domestic tasks) reduced women’s interest in achieving power in the workplace. Men’s interest in workplace power, on the other hand, was unaffected by the degree to which they wielded power at home.

WHO TAKES THE FLOOR AND WHY: GENDER, POWER, AND VOLUME IN ORGANIZATIONS
Victoria L. Brescoll
1Yale University

Although past research has recognized the importance of both power and gender for understanding volubility (i.e., talking time) in organizations, to date, identifying the unique contributions of power and gender to volubility has been elusive. Study 1 uses archival data from the United States Senate to show that there is a very strong, positive relationship between power and volubility for male senators, but a non-significant relationship for female senators. Study 2 replicates this effect in an experimental setting by priming the concept of power and shows that though men primed with power talk more, women show no effect of power on volubility. Mediation analyses indicate that this difference is explained by women’s concern that being highly voluble will result in negative consequences (i.e., backlash). Study 3 shows that powerful women are in fact correct in assuming that they will incur backlash as a result of talking more than others.

WHEN DO FEMALE ROLE MODELS MATTER? HOW STEREOTYPE THREAT SHAPES THE RECRUITMENT OF WOMEN INTO SCIENCE
Allison Master1, Sapna Cheryan2, Andrew N. Meltzoff3
1University of Washington

The lack of female role models is often cited as a barrier to the recruitment of young women into science, technology, engineering, and math (STEM) fields. In two studies, we investigated when female role models matter most for women. When told that men outperformed women in an introductory computer science course, women were significantly less interested in enrolling when the course had a male professor compared to a female professor. Moreover, reduced enrollment interest was predicted by women’s concerns about being negatively stereotyped, rather than by their own anticipated success. Yet when gender differences in course performance were not mentioned, women were equally interested in courses with male and female professors, and enrollment interest was predicted by anticipated success rather than stereotype concerns. Thus, when negative stereotypes about women’s ability in science are salient, a lack of female role models may prevent women from pursuing STEM careers.

PERCEIVING DESIRES, NOT DUTIES: BELIEVING WOMEN ARE IDEALLY MOTIVATED LEGITIMIZES THE EXISTING SYSTEM
Amanda M. Johnston1, Amanda B. Diekman2
1University of Houston; 2Clear Lake; 3Miami University

Our research demonstrates that gender roles are maintained not only by what traits men and women are believed to possess, but also why they are believed to possess them. Ideal motivation (i.e., desires) is related to situations of growth, whereas ought motivation (i.e., duties) to situations of security (Higgins, 1997). Consistent with substantial recent changes in women’s (more than men’s) social roles, we hypothesized that people would expect women to be more ideal-motivated (and less ought-motivated) than men (Study 1). We also hypothesized that gender differences in perceived ideal and ought motivations would provide support for the status quo, as gender stereotypes function as system-legitimizing beliefs (Jost & Kay, 2005). We found that exposure to information describing women as motivated by ideals led to greater endorsement of the existing social system (Study 2). Further, experiencing system threat resulted in greater ascription of ideal motivation to targets (Study 3).

Symposium S-D10
ON DOING AND HAVING: 10 YEARS OF ANSWERS TO “THE QUESTION” OF EXPERIENTIAL VERSUS MATERIAL CONSUMPTION
Friday, January 18, 3:30 pm – 4:45 pm, Room R02
Chair: Amit Kumar, Cornell University
Co-Chair: Thomas D. Gilovich, Cornell University

A decade has passed since Van Boven and Gilovich (2003) first demonstrated that experiential purchases tend to elicit a more durable happiness than material ones. What have we learned since then? This symposium explores recent empirical work investigating potential reasons for why experiences provide more lasting hedonic benefits than possessions.
IN PURSUIT OF HAPPINESS: WHICH PURCHASES LIVE UP TO EXPECTATIONS
Ryan T. Howell1, Paulina Pchelin1
1San Francisco State University

Though experiential, rather than material, consumption leads to greater happiness, sometimes people seek out material comforts. Therefore, we examined if people inaccurately forecast the hedonic, eudaimonic, emotional, and economic value of their experiential purchases. Across three studies, using cross-sectional and longitudinal designs found in the experiential and forecasting literatures, we find evidence that people anticipate and experience (i.e., accurately forecast) higher positive emotions and greater eudaimonic well-being for experiential purchases. However, individuals grossly underestimate the perceived economic value of experiential purchases. That is, though people forecast that experiential purchases will be associated with lower perceived economic value, in retrospect, people evaluate experiential purchases as having higher economic value. Thus, people may be inclined to buy material items when they are seeking to maximize their anticipated value. Conversely, when individuals are focused on increasing positive emotions and eudaimonia, they may consume life experiences.

ABSTRACTS

WE’LL ALWAYS HAVE PARIS: DIFFERENTIAL STORY UTILITY FROM EXPERIENTIAL AND MATERIAL PURCHASES
Amit Kumar1, Thomas D. Gilovich2
1Cornell University

Psychological research has shown that experiential purchases (a hike in the woods; a trip to Rome) bring us more happiness than material purchases (a designer shirt; a flat-screen television). The research presented in this talk investigates one potential explanation of this difference: that experiences prompt storytelling more than possessions do. Stories facilitate the re-living of the experience in question, they encourage embellishment, and they foster social connection—all of which serve to enhance enjoyment of the original event. Five studies demonstrate that people are more inclined to talk about their experiences than their material purchases and they derive more happiness from doing so; that taking away the ability to talk about experiences (but not material goods) would diminish the enjoyment they bring; and that being given the opportunity to talk about experiences (but not material goods) increases the satisfaction they bring.

I AM WHAT I DO, NOT WHAT I HAVE: THE CENTRALITY OF EXPERIENTIAL PURCHASES TO THE SELF-CONCEPT
Travis J. Carter1, Thomas D. Gilovich2
1University of Chicago Booth School of Business; 2Cornell University

One reason why experiences might ultimately prove more satisfying and beneficial than material possessions is that experiences, being intangible and only persisting in memory (as opposed to the physical and outside persistence of possessions), form a closer connection to the self. We tested this possibility in several studies, and found that compared with material purchases, participants drew their experiential purchases physically closer to the self, were more likely to mention them when telling their life story, and felt that a purchase described in terms of its experiential, rather than its material, qualities would overlap more with their sense of who they are. Participants also felt that knowing a person’s experiential purchases, compared to their material purchases, would yield greater insight into that person’s true self. Importantly, this stronger connection between experiences to the self-concept mediates the greater satisfaction people derive from experiences as compared to possessions.

IT’S THE COMPANY THAT COUNTS: ENHANCING THE VALUE OF DISCRETIONARY SPENDING THROUGH SOCIAL CONSUMPTION
Peter A. Caprario1, Harry T. Reis2
1State University of New York Stony Brook; 2University of Rochester

Recent evidence suggests that spending discretionary money on experiences makes people happier than spending discretionary money on material goods. We propose that experiences are more likely to be shared with others whereas material possessions are more prone to solitary use, and that this distinction may account for their differential effects on happiness. We present evidence that knowing a person’s experiential purchases, compared to their material purchases, would yield greater insight into that person’s true self. Importantly, this stronger connection between experiences to the self-concept mediates the greater satisfaction people derive from experiences as compared to possessions.
Symposium Session E

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

Room R07/08

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

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

Symposium Session E

Saturday, January 19, 9:45 am – 11:00 am

Symposium S-E1

CATEGORIES FOR COOPERATION: THE INTERACTIVE ROLE OF EVOLUTION AND EXPERIENCE

Saturday, January 19, 9:45 am – 11:00 am, Room R03 – R05

Chair: Leda Cosmides, University of California, Santa Barbara

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

Are important social concepts and categories—group, ally, cooperator, cheater—created through learning and induction or are they prepared in advance of experience by natural selection? Based on data collected worldwide, this session’s contributors affirm both answers: Evolution has created these categories but the local environment calibrates their operation.

ABSTRACTS

ERASING RACE IN BRAZIL: RACIAL CATEGORIZATION VARIES SYSTEMATICALLY WITH PATTERNS OF SOCIAL ALLIANCE ACROSS SEVEN BRAZILIAN STATES

Leda Cosmides1, Emilia Yamamoto2, Leonardo M. Cosentino4, Maria Lucia Seidl de Moura3

1University of California, Santa Barbara; 2Federal University of Rio Grande do Norte; 3Universidade do Estado do Rio de Janeiro; 4Universidade de São Paulo

According to a recent proposal, racial categorization is a (reversible) byproduct of mechanisms that evolved for detecting alliances. We have previously tested this by exposing participants to a single, brief social interaction in which race failed to predict alliances, but another visual cue did; this manipulation reduced racial categorization. But the amount of updating elicited by a single interaction should depend on how strongly and stably race predicts alliances across situations. To test this, we conducted similar tests in seven Brazilian states that differ radically in their racial composition. Social class is a major dimension along which alliances are formed, and these states differ in the extent to which race predicts social class. Across states, the decrease in racial composition in response to alliance cues was highly correlated (r = .97) with how strongly race in that state predicted that targets were of the same social class as the participants.

CATEGORIES IN THE EVOLVED MIND AND POLITICAL COGNITION

Michael B. Petersen1, Lene Aarøe1

1Aarhus University

How do individuals make sense of the complex dynamics of mass society? Here, we test the hypothesis that the mind understands largescale political issues in part by using universal, evolved categories. Such categories would have evolved for social life in ancestral face-to-face societies, not to deal with nations of millions. Focusing on cognition about social welfare, we present a series of cross-national experiments and representative surveys involving thousands of subjects. We provide cross-cultural evidence that (1) welfare recipients are tracked by mental categories tailored to represent free-riders and cooperators in situations of face-to-face help-giving, (2) the activation of these categories reduces attention to differences between face-to-face situations and mass political issues and (3) their activation prompts welfare opinions to converge across national populations despite lifetimes of exposure to different welfare institutions. We conclude that evolved categories designed for small-scale social interaction permeates modern individuals’ thinking about mass politics.

RACE AS COALITIONAL BYPRODUCT: THE STATE OF THE ART

David Pietraszewski1

1Yale University

Past work argues that sex, race, and age are fundamental categories of social cognition. Although likely true for sex and age, this is unlikely for race. Instead, recent work suggests race is a by-product of an evolved coalitional psychology and that racial categorization can be experimentally decreased in ways predicted by this hypothesis. Our goal is to more extensively test these predictions. We demonstrate that (1) crossing race with a novel coalitional alliance is sufficient to reduce categorization by race, (2) this effect can be augmented by, but does not depend on, visually-marking the coalitional alliance, (3) these same visual markings devoid of coalitional meaning have no effect, (4) the coalitional alliance need not involve antagonism, nor even explicit cooperation, (5) these manipulations have no impact on gender, accent, or age. These results reveal previously unknown features of coalitional psychology and challenge exclusively domain-general theories of social categorization.

ARE THERE SPECIALIZED SOCIAL CATEGORIES FOR COLLECTIVE ACTION? TESTING FOR AN EVOLVED FREE RIDER CONCEPT

Andrew W. Delton1

1University of California, Santa Barbara

A striking feature of human sociality is collective action: multiple individuals coordinating their behavior to produce a shared benefit. From co-op grocery stores to political parties to academic research centers, collective action permeates modern life. Despite the large benefits it creates, collective action is difficult to evolve and to sustain. Part of this is because free riders take collective benefits without contributing. To prevent free riders from destroying collective action, they must be avoided or punished. But how does the mind appropriately categorize people as free riders? Is this ability produced by specialized psychological mechanisms or by more general processes? Results from a series of six studies (Delton et al., 2012, JPSP) suggest that the mind has a specialized free rider concept, one that follows an evolved social logic but not the logic of economic rationality or of a general-purpose moral psychology.

Symposium S-E2

THE SOCIAL PSYCHOLOGY OF PRIVACY AND SELF-DISCLOSURE

Saturday, January 19, 9:45 am – 11:00 am, Room R01

Chair: Eyal Peer, Carnegie Mellon University

Co-Chair: Alessandro Acquisti, Carnegie Mellon University

Novel online technologies satisfy, and fuel, our innate desires for communication, interaction, and self-representation, but also raise complex issues of privacy. As broadcasts of sensitive information become easier, balancing privacy and self-disclosure becomes harder.
In this symposium, we demonstrate several social and psychological aspects of privacy and self-disclosure behavior.

**ABSTRACTS**

**AN EXPERIMENT IN HIRING DISCRIMINATION VIA ONLINE SOCIAL NETWORKS**

Alessandro Acquisti¹, Christina M. Fong²
¹Carnegie Mellon University
²University of Amsterdam

Anecdotal evidence and self-report surveys suggest that U.S. firms are using Web 2.0 and social networking sites to seek information about prospective hires. However, little is known about how the information they find online actually influences their hiring decisions. We present a series of controlled experiments of the impact that information posted on a popular social networking site by job applicants can have on employers’ hiring behavior. In two studies (a survey experiment and a field experiment) we measured the ratio of callbacks that different job applicants received as function of their personal traits. The experiments focused on sensitive traits that are either unlawful or risky for U.S. employers to inquire about during interviews, but which can be inferred from applicants’ online presences. We found evidence of discrimination based on sexual preference and religious affiliation, but not family status.

**WHAT HIDING REVEALS: IRONIC EFFECTS OF WITHHOLDING INFORMATION**

Leslie K. John¹, Michael Norton¹
¹Harvard Business School

Imagine being asked about your recreational drug habits by your employer, and knowing that if you are truthful you’ll have to admit that you have occasionally indulged. We show that people believe that the best way to deal with such situations is to opt out of answering at all – but that this strategy is costly, because observers can infer the very worst when we choose not to answer such questions about ourselves: “If he refuses to even answer this question, he must have a serious drug problem.” These results are particularly relevant given the increasingly frequent choices people make about whether or not to share sensitive personal information on online social networking websites.

**“I CHEATED, BUT ONLY A LITTLE”: FULL AND PARTIAL DISCLOSURES FOLLOWING AN UNETHICAL BEHAVIOR**

Eyal Peer¹, Alessandro Acquisti¹, Shaul Shalvi²
¹Carnegie Mellon University; ²University of Amsterdam

We examine individuals’ propensity to disclose their unethical behavior in a novel experiment that overcomes some shortcomings of previous research. The design measured the degree each individual participant cheated about his or her performance, and offered participants the option to confess to none, some, or all of their cheating. Thus, we were able to directly compare cheating behavior with confessions and to examine, for the first time, the propensity of cheaters to confess in full or in part, as a function of their degree of cheating. We found evidence of partial disclosures: admitting to some lying, but not all of it, especially among high-cheating participants who were more likely to only partially confess than to confess the full extent of their unethical behavior. Participants seem to restrict their honesty about their dishonesty, which presumably allows them to benefit from lying but still feel honest about themselves.

**ONLINE DISCLOSURES AND IMPRESSION FORMATION**

Laura Brandimarte¹, Francesca Gino²
¹Carnegie Mellon University; ²Harvard Business School

Intimate, embarrassing, even self-incriminating online disclosures have become common in social media. They can have long-lasting effects on individuals, because of the impressions others may form based on them. How will online disclosures affect each other’s impression formation over time - when everyone may have embarrassing records online? In three studies we show that people express harsh judgments of others, based on disclosed traits, actions, or behaviors, even though they have made similar disclosures themselves. We show that this is because people a) apply double standards to personal and others’ disclosures; b) apply a compensation principle that causes them to be judgmental of a disclosed trait they consider a personal strength, to compensate for another disclosed trait they consider a weakness; and c) specifically for unethical behaviors, people perceive their disclosure as a way to redeem themselves, licensing them to be then harsher towards others who committed similar unethical behaviors.

**SPREADING THE HEALTH: AMERICANS’ IDEAL DISTRIBUTION OF HEALTH(CARE) AND DEATH**

Michael I. Norton¹, Sorapop Piatkongsan²
¹Harvard Business School; ²Harvard Kennedy School of Government

Recent debates in the United States about universal health care – with some viewing the 2010 Patient Protection and Affordable Care Act (or “Obamacare”) as a moral imperative but others viewing it as a government intrusion – have highlighted differences in opinion about how health care should be distributed among poor and rich Americans. Using two metrics – life expectancy and access to healthcare – we assessed people’s understandings of how health outcomes are currently distributed among Americans, and their preferences for how health outcomes should be distributed. Importantly, we also explored whether Americans – rich and poor, liberal and conservative – showed consensus in their ideals. Estimated and ideal distributions of health and healthcare differed significantly for each metric: Americans across the political and economic spectrum preferred health(care) and death to be more equally distributed among the rich and poor.

**A CHOICE MINDSET INCREASES THE ACCEPTANCE AND MAINTENANCE OF WEALTH INEQUALITY**

Krishna Savani¹, Aneeta Rattan²
¹National University of Singapore; ²Stanford University

Wealth inequality has significant psychological, physiological, societal, and economic costs and has emerged as one of the most divisive issues in American society. We test whether the concept of choice, which is deeply valued by Americans, leads people to maintain and perpetuate wealth inequality. Choice, we argue, activates the belief that life outcomes stem from personal agency, not from societal factors, leading to the justification of wealth inequality. When choice was highlighted, people were less disturbed by facts about existing wealth inequality (Study 1), more likely to underestimate the role of societal factors in individuals’ successes (Study 2), less likely to support a more equal distribution of resources (Study 3), and less likely to tax the rich even to resolve the federal budget deficit crisis (Study 4). The findings indicate that the value Americans place on the cultural ideal of choice may obstruct attempts to rectify wealth inequality.

**THE DENIAL OF EDUCATION AS A FUNDAMENTAL RIGHT**

Aneeta Rattan¹, Krishna Savani², Carol S. Dweck¹
¹Stanford University; ²National University of Singapore

Forty-nine state constitutions include public education as a fundamental right. Despite this, the U.S. is rife with educational inequality. We hypothesized that people’s commitment to education as a right might be undermined by culturally pervasive beliefs about the unequal distribution of the potential for intelligence. The more Americans
believed that not everyone has the potential for high intelligence, the less they believed that education ought to be a fundamental right (Studies 1 and 2). Study 3 presented a case highlighting educational inequality, in which parents lied to enroll their children in a better school district. Participants exposed to the unequal distribution of the potential for intelligence rated these children as undeserving of the education they received and criminalized the parents’ actions by advocating for jail time. Thus, beliefs about the unequal distribution of the potential for intelligence contribute to the erosion of Americans’ commitment to the right to public education.

**LEGITIMIZING INEQUALITY IN STABLE, UNECHANGING SYSTEMS**
Kristin Laurin1, Danielle Gaucher2, Aaron Kay3
1Stanford Graduate School of Business; 2University of Winnipeg; 3Duke University: The Fuqua School of Business

Modern society is rife with inequality. People’s interpretations of these inequalities, however, vary considerably: People can explain group inequalities as being the result of systemic discrimination, or as being the fair and natural result of genuine differences between the groups in question. Drawing on broad theories of rationalization, we predicted that people who perceive their systems as stable and unchanging influences on their lives would be particularly likely to legitimize inequalities in those systems, presumably to avoid the uncomfortable feeling of being “trapped” in a subpar system. Participants who witnessed stability in the domain of gender relations (Study 1), or who were primed with the concept of stability (Study 2), subsequently legitimized inequality more strongly than other participants in the domain of poverty (Study 1) or gender equality (Study 2). These findings contribute to an emerging body of research aiming to identify conditions that promote and prevent system justifying tendencies.

Symposium S-E4
**BEYOND “THANKS”: DIVERSE PERSPECTIVES ON THE ANTECEDENTS, BEHAVIORS, AND CONSEQUENCES OF GRATITUDE**
Saturday, January 19, 9:45 am – 11:00 am, Room 206 – 207
Chair: Amie Gordon, University of California, Berkeley
Co-Chair: Sara B. Algoe, University of North Carolina at Chapel Hill

The past decade has witnessed a rapid increase in research on gratitude and its importance for both social and personal well-being. The current symposium showcases the latest research on the antecedents, behaviors, and consequences of gratitude. The speakers examine gratitude from social, personality, biological, and economic perspectives.

**ABSTRACTS**

**INDIVIDUAL DIFFERENCES IN GRATITUDE AND THEIR RELATIONSHIPS WITH WELL-BEING AND HEALTH**
Alex Wood1
1University of Manchester

In this talk, I overview a program of research examining gratitude as an individual difference, its causes and consequences, and underlying mechanisms. Specifically, I present several studies showing that (a) gratitude is conceptualized as a life orientation towards noticing and appreciating the positive in life; (b) gratitude longitudinally leads to less stress and depression and greater social support; (c) the relationship between gratitude and well-being persists after controlling for other personality traits (assessed with the 30 facets of the NEO-PIR big five measure); (d) gratitude operates through the existence of positive schemas; and (e) interventions to increase gratitude are as effective at improving depression, anxiety, and body image as the gold standard techniques used in clinical therapy. Together, this set of studies illuminates how gratitude develops, what it is related to, and the mechanism through which these relationships operate.

**EXPRESSION UNLOCKS GRATITUDE’S SOCIAL FUNCTIONS**
Sara B. Algoe1
1University of North Carolina at Chapel Hill

The find-remind-and-bind theory of gratitude (Algoe, Haidt, and Gable, 2008) positions gratitude as evolved to draw attention to benefactors who are particularly well-suited as relationship partners, and solidify connections between beneficiary and generous benefactor. Two recent studies highlight the important role of expressed gratitude in downstream relational consequences for each member of the dyad. Study 1 focuses on expressed gratitude between partners in a lab interaction, demonstrating that the impact of expressed gratitude from one partner to the other predicts increases in the benefactor’s relationship satisfaction over six months. Study 2 involves women with metastatic breast cancer. Evidence suggests that grateful people may receive personal benefits, such as improved perceptions of social support, but only by expressing their emotions to the benefactor. Discussion focuses on the key role of other-focus in triggering gratitude as well as in bringing benefits to the grateful beneficiary and thoughtful benefactor.

**TOO TIRED TO SAY THANKS? A MULTI-METHOD INVESTIGATION OF SLEEP AND GRATITUDE**
Amie M. Gordon1, Serena Chen1
1University of California, Berkeley

Gratitude is good—people who experience gratitude are happier, healthier, and more prosocial. But what factors influence whether or not people experience gratitude in their everyday lives? We conducted three studies to test the impact of a basic biological process—namely, sleep—on experiences of gratitude. In Study 1, poor sleep impaired people’s ability to feel more grateful after counting their blessings. In Study 2, people experienced decreases in felt gratitude following nights of poor sleep, and this was due in part to increased feelings of selfishness. In Study 3, people felt less grateful towards their romantic partners during a problem-solving discussion if their partners had slept poorly the previous night. In turn, people who slept poorly perceived this lack of gratitude from their partners and reported feeling less appreciated. Overall, these studies suggest the potentially important role that sleep (or lack thereof) plays in people’s experiences of gratitude.

**GRATITUDE INCREASES PROSOCIAL DECISION MAKING IN ECONOMIC EXCHANGE**
Jolie Baumann1, David DeSteno1, Monica Y. Bartlett2, Lisa A. Williams3, Leah Dickens1
1Northeastern University; 2Gonzaga University; 3University of New South Wales

We examined whether well-established links between the social emotion gratitude and prosocial behavior extend to a context where self-interest typically plays a decisive role: economic decision making. Findings demonstrate that gratitude functions to engender more cooperative economic exchange even at the expense of greater individual financial gains. Specifically, after real-time experimental inductions of gratitude, increased felt gratitude was shown to directly mediate increased monetary giving within the context of an economic game. This was true even where such giving increased communal profit at the expense of individual gains. Moreover, increased giving occurred regardless of whether the beneficiary was a known individual or complete stranger, thereby removing the possibility that it stemmed from simple awareness of reciprocity constraints. Such instances of pay it forward behavior stemming from the experience of gratitude likely contribute to the formation and maintenance of stable exchange relationships that help individuals build social and economic capital.

**GRATITUDE ANTICIPATES PAY IT FORWARD BEHAVIOR IN SITUATIONS OF INEQUITY**
Kristin Laurin1, Danielle Gaucher2, Aaron Kay3
1Northeastern University; 2University of Winnipeg; 3Duke University: The Fuqua School of Business

Modern society is rife with inequality. People’s interpretations of these inequalities, however, vary considerably: People can explain group inequalities as being the result of systemic discrimination, or as being the fair and natural result of genuine differences between the groups in question. Drawing on broad theories of rationalization, we predicted that people who perceive their systems as stable and unchanging influences on their lives would be particularly likely to legitimize inequalities in those systems, presumably to avoid the uncomfortable feeling of being “trapped” in a subpar system. Participants who witnessed stability in the domain of gender relations (Study 1), or who were primed with the concept of stability (Study 2), subsequently legitimized inequality more strongly than other participants in the domain of poverty (Study 1) or gender equality (Study 2). These findings contribute to an emerging body of research aiming to identify conditions that promote and prevent system justifying tendencies.

**PAY IT FORWARD FOR THE NEXT GENERATION? A CASE STUDY ON THE LEGITIMATION OF INEQUALITIES IN A COMMMUNITY OF THE PAST**
Alex Wood1
1University of California, Berkeley

In this talk, I overview a program of research examining gratitude as an individual difference, its causes and consequences, and underlying mechanisms. Specifically, I present several studies showing that (a) gratitude is conceptualized as a life orientation towards noticing and appreciating the positive in life; (b) gratitude longitudinally leads to less stress and depression and greater social support; (c) the relationship between gratitude and well-being persists after controlling for other personality traits (assessed with the 30 facets of the NEO-PIR big five measure); (d) gratitude operates through the existence of positive schemas; and (e) interventions to increase gratitude are as effective at improving depression, anxiety, and body image as the gold standard techniques used in clinical therapy. Together, this set of studies illuminates how gratitude develops, what it is related to, and the mechanism through which these relationships operate.

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Symposium S-E5
INFLUENCES ON PERSONALITY TRAIT STABILITY AND CHANGE ACROSS TIME AND CONTEXTS
Saturday, January 19, 9:45 am – 11:00 am, Room 217 – 219
Chair: Daniel Briley, University of Texas at Austin

What processes are at play in personality trait change and stability? This symposium offers three perspectives at specific developmental periods (childhood, transition to work, and old age) and a synthesis of longitudinal, behavior genetic studies across the lifespan. Emphasis is placed on developmental milestones, environmental transitions, and genetic predispositions.

ABSTRACTS

CONTINUITY OF GENETIC AND ENVIRONMENTAL INFLUENCES ON PERSONALITY TRAITS ACROSS THE LIFESPAN: A META-ANALYSIS OF LONGITUDINAL TWIN-ADOPTION STUDIES
Daniel A. Briley1, Elliot M. Tucker-Drob1
1University of Texas at Austin

The differential stability of personality is well-established at the phenotypic level. Although there is substantial re-ordering of individuals in childhood, test-retest correlations peak near the age of 30 and remain stable throughout adulthood. Several reviews have postulated that genetic influences are a driving force of personality stability in light of the large body of evidence which demonstrates that about half of personality trait variation at a single time point is driven by genetic influences. However, studies that link these two approaches are relatively rare, and an integrative analysis has not taken place. We meta-analyzed 24 longitudinal, twin-adoption studies from 21 unique samples comprising 21,057 twin or sibling pairs. The stability of genetic influences increases to near unity early in life, but the stability of environmental influences also increases with age and peaks much later. This indicates that both genetic and environmental influences are important determinants of increasing personality trait stability.

THE NATURE OF PERSONALITY TRAITS ACROSS THE LIFESPAN: A CONSTRUCT VALIDATION STUDY IN CHILDREN AND ADOLESCENTS
Jennifer L. Tackett1, Shauna Kushner2, Filip De Fruyt3, Ivan Mervielde3
1University of Houston; 2University of Toronto; 3Ghent University

The study of child personality is still in its infancy, with remaining questions about the nature of child personality traits holding both theoretical and methodological import for a better understanding of personality across the lifespan. Data on child personality, temperament, and problem behaviors were collected on a sample of 803 youth (48.4% male) ranging in age from 6-18. Analyses supported strong convergence and criterion validity of child personality traits and additional nuances regarding substantive differences across measures. Results will be discussed within a lifespan perspective of personality trait construct validity, from temperament traits in early life to personality traits in adulthood.

MILITARY EXPERIENCE AND PERSONALITY TRAIT CHANGE: DOES THE MILITARY MAKE THE MAN OR DOES THE MAN MAKE THE MILITARY?
Joshua J. Jackson1
1Washington University in St. Louis

This talk investigates whether the highly regimented training that military recruits endure can change personality traits. Determining whether military training—or any life experience—leads to personality change is difficult because life experiences are not completely random. To test the effect of military training, propensity score matching was employed using a large longitudinal sample of German males. This novel technique reduces selection biases inherent in observational studies to better replicate what would be found if randomized interventions could be performed. Results indicated that personality traits and other background factors prospectively predicted the decision to enter the military, indicating selection biases exist. After accounting for these confounds, military training was associated with changes in personality. Compared with a control group, military recruits had lower levels of agreeableness after training. These levels persisted 5 years after training, even after participants entered the labor market, suggesting that the military has a lasting influence.

NEW DIRECTIONS IN THE STUDY OF DIFFERENTIAL STABILITY OF PERSONALITY ATTRIBUTES ACROSS THE LIFE SPAN
M. Brent Donnellan1, Richard E. Lucas2, Jessica Wortman2
1University of Texas at Austin

The differential stability of personality attributes increases from childhood to adulthood. This talk will summarize efforts to extend this literature in terms of empirical research and the modeling of longitudinal data. First, we consider whether the pattern of stability coefficients has an inverted U-shape across the life span such that stability declines in old age. Evidence from two national studies both show a late-life decline in the differential stability of the Big Five traits in Germany (N = 20,434) and Australia (N = 13,134). Second, we describe how the STARTS model (e.g., Kenny & Zautra, 2001) provides an integrative framework for modeling differential stability. We use this model to clarify the stability of global self-esteem during the transition to adulthood using a longitudinal sample followed from ages 13 to 32 (N=451). We also discuss issues with the STARTS model in terms of research design and potential estimation difficulties.

Symposium S-E6
NOT EVERYTHING IS VANILLA: EXAMINING NON-MONOGAMOUS RELATIONSHIPS CAN BROADEN OUR UNDERSTANDING OF RELATIONAL PROCESSES
Saturday, January 19, 9:45 am – 11:00 am, Room 228 – 230
Chair: Jennifer Harman, Colorado State University

Value-laden judgments about monogamy have impacted psychological science, as most theories and psychological concepts have assumed dyadic relationships. This panel will present novel data on topics such as power, closeness, jealousy, and sexual health in non-monogamous relationships to provide insight into how the study of non-monogamy can change psychological research.

ABSTRACTS

SEXUAL NETWORK PARTNERS IN TANZANIA: LABELING, POWER AND SOCIAL IDENTITY
Jennifer J. Harman1, Michelle R. Kaufman2, Eric Aoki1, Carlie D. Trott1
1Colorado State University; 2Johns Hopkins School of Public Health

Non-monogamous relationships are normative in Tanzania, and there are strong double standards about how men and women in sexual networks are labeled. For both men and women, these labels communicate expectations and sanctions for behavior that align with and deviate from individualized gender roles. The current study explores how patriarchal power and dominance are reflected in the labels used to describe men and women engaged in multiple concurrent sexual partnerships. Transcripts from eight focus groups across 4 regions of Tanzania were thematically analyzed using a grounded theory analytic approach. Findings suggest that, for men, power-embedded labels promote non-monogamous relationship initiation and maintenance; whereas, power-embedded labels appear to subjugate women’s identities, undermine their agency, and serve to maintain gender inequalities. Discussion centers on how labeling of roles within sexual networks impacts perceptions and behaviors of individuals occupying such roles. Implications for social psychological theory on intimate relationships will also be discussed.
SEXUAL AND EMOTIONAL JEALOUSY IN POLYMORPHOUS RELATIONSHIPS
Bjarne M. Holmes1
1Champlain College

There is little research on jealousy outside monogamous relationships. Polyamory is defined as maintaining simultaneous committed relationships with multiple partners, with consent from all partners. Understanding jealousy within this unique population could advance theories within relational science. Evolutionary theorists propose gender differences in jealousy responses (Buss et al., 1992). Another factor that could influence jealousy in these minority relationships is the level of interaction between various partners. 196 participants (127w 69m, Mean age 41, SD 11.4, Range 26-72) in polyamorous relationships completed measures of emotional and sexual jealousy and questions about how much they interacted with their partner’s partner. Gender did not predict either emotional (β = -.10, p.ns) or sexual (β = .01, p.ns) jealousy. Instead, consistent with predictions, the more participants interacted with a partner’s partner, the less sexual jealousy they reported (β = -.42, p.<.001). Results were not significant for emotional jealousy or for interaction terms between gender and inclusivity.

SAFER SEXUAL HEALTH STRATEGIES AMONG CHEATERS AND NON-MONOGAMOUS INDIVIDUALS
Jes L. Matsick1, Amy C. Moors1, Ali Ziegler1, Terri D. Conley1
1University of Michigan

Monogamy is a behavior that many aspire to but find challenging to implement. Interestingly and despite evidence to the contrary, research suggests that individuals overwhelmingly view monogamous relationships as disease-free relationships (Conley et al., 2012). Safer sex behaviors were examined among 380 sexually unfaithful monogamous individuals and 411 consensually non-monogamous individuals (people who have mutually agreed with their partners to have other sexual/romantic partners). Sexually unfaithful individuals were less likely to use barriers during their extradyadic encounter, tell their partner about the encounter, and get tested for STIs than the consensually non-monogamous individuals. Moreover, sexually unfaithful individuals were more likely to make condom use mistakes, such as putting the condom on the wrong way than consensually non-monogamous individuals. These findings suggest that consensual non-monogamy may provide a safer avenue for sexual expression than failed attempts at monogamy. Implications for social and sexual health research will be discussed.

NEED FULFILLMENT IN POLYMORPHOUS RELATIONSHIPS
Melissa E. Mitchell1, Kim Bartholomew1, Rebecca J. Cobb1
1Simon Fraser University

Polyamorous relationships are characterized by simultaneous consensual romantic relationships with multiple partners. Polyamory allows individuals to fulfill their relationship needs with multiple romantic partners, yet researchers have not identified how having needs met in one romantic relationship may be related to relationship outcomes in a concurrent relationship. Polyamorous individuals (N = 1093) completed online measures of need fulfillment, relationship satisfaction, and commitment for two romantic relationships. Participants reported high levels of need fulfillment and satisfaction in both relationships. Need fulfillment with one partner negatively predicted approximately 1% of the variance in relationship satisfaction with the other partner; however, there was no association between need fulfillment with one partner and commitment to the other. These findings suggest that polyamorous relationships are relatively independent of each other. This study provides initial evidence that despite cultural norms that demand and privilege monogamy, polyamory may be a viable and fulfilling alternative relationship form.

HETEROGENEITY IN DISCRIMINATION?: A FIELD EXPERIMENT WITH UNIVERSITY FACULTY
Modupe Akinola1, Katherine L. Mlikman1, Dolly Chugh2
1Columbia Business School, Columbia University; 2The Wharton School, University of Pennsylvania; 3 Stern School of Business, New York University

We explored heterogeneity in discrimination by sending emails from fictitious prospective doctoral students to over 6,500 professors at top U.S. universities and examined response rates across 133 disciplines and 258 institutions. To manipulate students’ perceived ethnicity and gender, email signatories were randomly assigned identity-signaling names (Caucasian, Black, Hispanic, Indian, Chinese; male, female). Faculty response rates indicated that discrimination against women and minorities is far from evenly distributed in academia. Instead, discrimination varies meaningfully by discipline and is more extreme in higher paying disciplines and at private institutions. These findings documenting who discriminates most suggest where targeted efforts should be focused.

Here's a Crazy Idea: Negative Acknowledgment in Evaluative Contexts
Andrew H. Ward1, Brenner Lyle21
1Swarthmore College; 2University of Florida

Safer sexual health strategies among cheaters and non-monogamous individuals.
to reduce discrimination in academia are most needed and that similar research may help identify areas in other industries where programs designed to reduce bias should be focused. Further, these findings raise important questions for future research about how and why pay and institutional characteristics may alter the manifestation of bias.

Symposium S-E8
MEANS ADOPTION IN SINGLE AND MULTIPLE GOAL CONTEXTS
Saturday, January 19, 9:45 am – 11:00 am, Room 211 – 213
Chair: Edward Orehek, University of Pittsburgh
We will outline when a means attached to a single (vs. multiple) goal(s) is preferred, what means is preferred in single goal pursuit, how a means is adopted in a self-control dilemma, and how extremism and passion contribute to the adoption of a means that is detrimental to alternative goals.

ABSTRACTS
THE INFLUENCE OF SELF-REGULATORY MODES ON MEANS EVALUATION IN SINGLE GOAL AND MULTI-GOAL CONTEXTS
Edward Orehek1
1University of Pittsburgh
Some means of goal attainment are capable of attaining more than one goal at the same time. Such means have an advantage over means that serve a single goal because they attain greater overall value. However, they have the disadvantage (relative to single goal means) of reducing the association between the means and each of the goals (Zhang, Fishbach, & Kruglanski, 2007). In turn, reduced association strength is interpreted as decreased means instrumentality. Given the tradeoff between value (favoring multi-goal means) and instrumentality (favoring single goal means), the question is under what conditions one or the other would be selected. Based on regulatory mode theory (Higgins, Kruglanski, & Pierro, 2003; Kruglanski et al., 2000), it was predicted and found in five experiments that individuals operating in a locomotion self-regulatory mode prefer a single goal to multi-goal means, whereas individuals operating in an assessment mode prefer multi-goal to single goal means.

THE UNIQUENESS HEURISTIC: A PREFERENCE FOR UNIQUE OPTIONS FOR A SINGLE GOAL
Ayelet Fishbach1, Luxi Shen1
1University of Chicago Booth School of Business
This research identifies a “uniqueness heuristic” in goal-based choice: a preference for unique choice options for pursuing a single goal. Choosers prefer a unique option, including an option that is less frequent within its choice set (e.g., 100 red apples) and an option that is atypical to a category (e.g., an unusual ice cream flavor), when pursuing either Goal A alone or Goal B alone, but not when pursuing these goals together. This preference for unique options is the result of perceived high instrumentality of unique options for any single goal. Six experiments demonstrate the preference for uniqueness using various subtle methods of single versus multi-goal activation. They document a greater preference for unique choice options for single (rather than several) consumption opportunities, product uses, and beneficiaries of the choice.

THE TEMPORAL PROFILE OF SELF-CONTROL DECISIONS
Melissa J. Ferguson1
1Cornell University
We examined the continuous motor output (of the hand) within a choice paradigm. We asked people who had the goal to eat healthfully to choose between a healthy (e.g., salad) versus unhealthy (e.g., candy) option using the computer mouse. Participants were told to choose what they would most ideally want to eat according to their long-term goals. Although the vast majority of participants chose the healthy options, their hand trajectories showed significant, continuous curvature toward the unhealthy options. The competition between the two goals (health versus hedonic eating) was resolved in a continuous (vs. discrete) manner. There was also a significant relationship between characteristics of this curvature toward temptations and self-control variables, including motivation and skill. These data show that the act of controlling impulses for temptations is continuous, and that the dynamics of this control can predict individual differences relevant for the self-control domain.

ON COMMITMENT AND EXTREMISM: A GOAL SYSTEMIC ANALYSIS
Arie W. Kruglanski1, Kristen Klein1, Jocelyn Belanger1
1University of Maryland
The phenomenon of “extremism,” involved among others in political radicalization, militancy and the use of violence is explored in this paper. Extremism is conceptualized as “counterfinal means,” that while serving a given focal goal is detrimental to other objectives. Because of the attributional logic of the augmentation principle, a counterfinal means will be perceived as more instrumental to the focal objective than a unifinal means serving the focal objective only. Where the alternative ends to which the counterfinal means is detrimental are present, its use will be deemed “irrational,” and avoided. However, with increased commitment to the focal goal, these alternative ends will be suppressed and the tendency to use the counterfinal, extreme, means will increase. Empirical studies relevant to the present analysis will be presented including findings that individuals characterized by obsessive passion are more likely to view the extreme means as particularly instrumental than individuals with harmonious passion.

Symposium S-E9
EXPLAINING THE EFFECTS OF THREATS ON CULTURAL WORLDVIEW DEFENSES: COMMON GROUND AMONG DIVERGENT PERSPECTIVES
Saturday, January 19, 9:45 am – 11:00 am, Room 220 – 222
Chair: Immo Fritsche, University of Leipzig, Germany
Non-conscious threat effects on cultural worldview defenses are investigated from terror management, reactive approach-motivation, compensatory control, and group-based control perspectives. New research will illuminate commonalities and differences in the structural aspects and temporal dynamics of various threats and defenses. Integrative views of psychological threats and defenses are proposed.

ABSTRACTS
INTEGRATING RESEARCH BY EXAMINING THE EXISTENTIAL NATURE OF HUMAN MOTIVATION
Daniel Sullivan1, Thomas Pyszczynski2, Jeff Greenberg3
1University of Kansas; 2University of Colorado; 3University of Arizona
Experimental existential psychology proposes that humans are unique because they possess symbolic consciousness and temporal self-awareness. As a result, humans exist simultaneously in three phenomenological worlds: the symbolically mediated natural environment (Umwelt), the social world (Mitwelt), and the inner world of personal experience (Eigenwelt). The basic motives humans share with other organisms are transformed by their existence in these three worlds. In particular, terror management theory proposes that humans’ awareness of their impending mortality alters their effectance, epistemic, and social motives. The need for effectance is transformed into a motive for self-esteem. The need for epistemic certainty is transformed into a quest for particular meanings. And basic social needs are transformed into a desire for the approval of others and strong attachment. Existential threats to these three motives arouse the potential for death-related anxiety.
Recognizing how self- and death-awareness alter human motives has important implications for research and theory.
GOAL IMPEDANCE, ANXIETY, AND REACTIVE APPROACH-MOTIVATION FOR IDEALS AND WORLDVIEWS
Ian McGregor1, Kyle Nash2, Mike Prentice2, Chelsea Ferriday1, Kristin Laurin1, Aaron Kay3
1York University; 2University of Basel; 3Missouri University; 4Stanford University; 5Duke University

Threat-defense research guided by diverse theories has found that various threats (e.g., achievement, relationship, and mortality) cause reactive confidence in personal agency and ideals. Reactive approach-motivation research has demonstrated that this reactive confidence activates approach-motivated states that powerfully down-regulate the anxiety that arises from the goal impedance that is induced by the threats (e.g., McGregor, Nash, Mann, & Phillips, 2010; Nash, McGregor, & Prentice, 2011). Five studies demonstrate it is only highly approach-motivated people who react with heightened personal agency. Lows react with diminished personal agency and exaggerated defense of external sources of agency, instead. Exaggeration of personal vs. external agency appears to manifest in different forms of religious extremism, and to relieve anxiety in different ways. Differential findings in the literature may arise from use of more or less: a) idealistic vs. group based dependent variables, b) personal vs. external threats, and c) approach-motivated samples.

COMPENSATORY CONTROL AND THE PSYCHOLOGICAL ADVANTAGE OF HIERARCHY
Justin Friesen1, Aaron Kay2, Richard P. Elbach3, Adam D. Galinsky2
1University of Waterloo; 2Duke University; 3Northwestern University

In human societies hierarchies are ubiquitous. Partly this is because they provide functional benefits. Additionally, however, we propose that social hierarchies — being structured and orderly — are defended because they fulfill psychological needs for structure and order that are elicited when personal control is low (Kay et al., 2010). Across five studies we demonstrate that individuals prefer hierarchies in order to compensate for personal control threats: With low personal control, participants more strongly endorsed hierarchy-promoting ideology, preferred hierarchy-enhancing occupations, and saw more hierarchy occurring in ambiguous situations. A manipulation that framed hierarchy as unstructured — but beneficial in other ways — reversed the effect so that participants who experienced control threat now disliked social hierarchy. We suggest these findings integrate other theories of hierarchy defense, such as social dominance and system justification, suggesting both why hierarchies are preferred over other forms of social organization and why, once established, they are defended so vigorously.

GROUP-BASED CONTROL: THE UNIQUE EFFECTS OF CONTROL THREAT ON ETHNOCENTRISM AND COLLECTIVE ACTION TENDENCIES
Immo Fritzsche1, Eva Jonas2
1University of Leipzig; 2University of Salzburg

When people perceive personal control to be low, acting in terms of social identities — as group members — may symbolically restore their sense of general control. This is why ethnocentric tendencies (e.g., ingroup bias) and ingroup norm compliance might be increased when personal control is threatened. We tested this hypothesis in three experiments and one longitudinal study showing that control threat salience increased pro-ingroup behaviors (Studies 1 - 4). These effects were independent of parallel effects of uncertainty (Study 2) and were most pronounced when people were highly identified with their ingroup (Study 3). In addition, ingroup norms determined the direction of the effect with control threat increasing employees’ commitment to organizational change when an organizational change norm was made salient (Study 4). These findings support a model of group-based control and complement previous research on motivated intergroup behavior and socio-cognitive strategies to cope with deficits in personal control.
NEGATIVE INTERGROUP EXPERIENCES: (1) INTERGROUP CONFLICTS IN DAILY LIFE; (2) INTERGROUP INTERACTION THAT IS PERCEIVED AS HIGH-CONFLICT; (3) EXPERIENCES OF DISCRIMINATION. PEOPLE WITH NO CROSS-GROUP FRIENDS SHOWED SPILLAGE OF NEGATIVE AFFECT TO SUBSEQUENT SOCIAL INTERACTIONS AFTER AN INTERGROUP CONFLICT, AND THEY DISPLAYED MORE TENSE BEHAVIORS, PATTERNS OF PHYSIOLOGICAL THREAT, AND DAMPENED POST-STRESSOR RECOVERY AFTER NEGATIVE INTERGROUP INTERACTIONS AND AFTER RECALLING PAST DISCRIMINATION. AMONG PEOPLE WITH CROSS-GROUP FRIENDS, INTERGROUP CONFLICTS DID NOT IMPACT THE QUALITY OF SUBSEQUENT INTERACTIONS, AND PEOPLE WITH CROSS-GROUP FRIENDS SHOWED SPEEDY PHYSIOLOGICAL RECOVERY FOLLOWING NEGATIVE INTERGROUP EXPERIENCES IN THE LAB. THESE STUDIES FOCUS ON THE SUBJECTIVE PROCESSES THAT EXPLAIN HOW POSITIVE INTERGROUP RELATIONS CAN BE SUSTAINED IN THE FACE OF NEGATIVE INTERGROUP EXPERIENCES.

DISCRIMINATION, CROSS-ETHNIC FRIENDSHIPS, AND THEIR EFFECTS ON ETHNIC ACTIVISM: A LONGITUDINAL INVESTIGATION OF THREE ETHNIC MINORITY GROUPS
Linda R. Tropp1, Diata Hawi1, Colette Van Laar2, Shana Levin3
1University of Massachusetts Amherst; 2Leiden University; 3Claremont McKenna College

Recent survey research shows that positive contact with Whites can lead minorities to perceive less discrimination against their groups (Dixon et al., 2010; Wright & Lubensky, 2009) and that perceptions of discrimination can curb the potentially positive effects of contact (Tropp, 2007). The present longitudinal research extends this work, by examining relationships between cross-ethnic friendships and perceptions of discrimination over time among African American, Latino, and Asian American college students in the United States. Results indicate that, over time, greater friendships with Whites predicted both lower perceptions of discrimination and less support for ethnic activism. In addition, increases in perceptions of discrimination during college predicted fewer friendships with Whites. However, these trends were moderated by participant ethnicity, such that they were strongest among African American participants and weakest among Asian American participants. Implications of these findings for future research on intergroup contact, minority-majority relations, and ethnic group differences are discussed.

SYMPOSIUM S-E11
NEW ANSWERS TO OLD QUESTIONS: NOVEL APPROACHES TO THE STUDY OF HUMAN PROSOCIALITY
Saturday, January 19, 9:45 am – 11:00 am, Room R02
Chair: Kristina Olson, Yale University
Co-Chair: Jamil Zaki, Stanford University

Across four talks, we explore how today’s social psychological study of prosociality can benefit from neuroscience, genetic, behavioral, economic, and developmental insights. We demonstrate that adding these tools can result in a deeper understanding of when, why and how people help, cooperate with, and share with those around them.

ABSTRACTS

SPONTANEOUS GIVING AND CALCULATED GREED: INTUITIVE COOPERATION IN SOCIAL DILEMMAS
Dave Rand1
1Harvard University

Cooperation is central to human social behavior. Choosing to cooperate, however, requires individuals to incur a personal cost to benefit others. Why, then, are people often willing to cooperate, and how can we fundamentally selfish process of natural selection favor ‘altruistic’ cooperation? In this talk I explore the cognitive basis of cooperative decision-making in humans using a dual process framework: Are people predisposed toward selfishness, behaving cooperatively only through active self-control? Or are we intuitively cooperative, with reflection and prospective reasoning favoring ‘rational’ self-interest? I will present data from the economic ‘Public Goods Game’ to investigate this issue, from both correlation and manipulation studies and using both college undergraduates and the more diverse subject pool offered by Amazon Mechanical Turk. The results provide convergent evidence that intuition supports cooperation in social dilemmas, while reflection can undermine these cooperative impulses.

PROSOCIALITY AS A FORM OF REWARD-SEEKING
Jamil Zaki1
1Stanford University

Across the social sciences, prosociality is typically viewed as a “cool,” reflective class of behavior, which requires quelling more basic, “hot” impulses to maximize personal gain. However, a growing alternative model holds that individuals instead experience prosocial action as rewarding, and seek opportunities to act prosocially in the same manner as they pursue other classes of rewards. If this is the case, then prosocial behavior should evince the same neural and behavioral “signatures” associated with reward-seeking more generally. Here, I will describe converging evidence from two studies that support this prediction. In the first study, prosocial choices during a dictator game engaged neural structures associated with subjective value. In the second study, participants demonstrated similar levels of temporal discounting (i.e., impatience) when making choices about monetary prizes they would receive themselves and gifts they could allocate to others. Together, these data suggest that prosociality indeed parallels other forms of reward-seeking.

PATERNALISTIC HELPING: KNOWING BETTER THAN OTHERS WHAT’S BEST FOR THEM
Kristina R. Olson1, Alia Martin1
1Yale University

Helping others is often relatively straightforward—providing a beneficiary with something that is requested to help achieve a goal—and, as such, even infants and toddlers can do it. However, sometimes, the best way to help someone is by not providing what they request, for example, withholding cigarettes from a smoker, a phenomenon we term paternalistic helping. In this talk we present several new studies demonstrating that despite the complexity required to engage in paternalistic helping, children as young as 3 years of age will ignore an adult’s immediate request, providing instead the best means to help the adult accomplish his/her ultimate goal. We also explore children’s tendency to engage in paternalistic helping strategically, for example, depending on whether the person needing help is a good or bad person. These studies illustrate that prosocial tendencies are surprisingly sophisticated and flexible early in development.

GENETIC APPROACHES TO STUDying PROSOCIALITY: AN OXYTOCIN RECEPTOR GENETIC VARIATION RELATES TO FACETS OF THE BIG FIVE PERSONALITY DOMAINS
Sarina R. Satumb, Laura R. Saslow2, Walter T. Piper1, Oliver P. John3, Dacher J. Keltner1
1Oregon State University; 2University of California, San Francisco; 3University of California, Berkeley

Prosociality is hardwired into the nervous system and recent evidence has shown how genetic variants are associated with individual differences in other-oriented behaviors. Oxytocin is a neuropeptide with targets throughout the body and brain, and polymorphisms of the oxytocin receptor (OXTR) gene relate to an array of social and emotional profiles. For instance, compared to A-allele carriers for polymorphism rs53576, G-allele homozygotes display greater empathy and prosocial behaviors. Guided by these findings, we examined how this OXTR genetic variation relates to the Big Five. Results revealed a linear relationship with Openness, including its subscale of Openness to Ideas, and Agreeableness’ Altruism subscale. In addition, a similar linear relationship was discovered for individual differences including egalitarianism, spirituality, and vagal regulation of the heart. These results further suggest a biological basis for personality variations in the psychological and physiological phenomena OXTR supports, including prosociality and social sensitivity.
Symposium Session F and Data Blitz

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

Symposium S-F1

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

Saturday, January 19, 11:15 am – 12:30 pm, Room R03 – R05

Chair: Anthony Evans, Brown University
Co-Chair: Daniel Ballet, VU University Amsterdam

Trust has a dynamic role in interpersonal relationships, acting as both an outcome and cause of psychological processes. This symposium investigates how social norms and the development of perspective-taking skills promote trust among strangers; and how such feelings of trust (and distrust) shape thinking styles and economic behaviour.

ABSTRACTS

TRUST DRIVEN BY SOCIAL NORMS AND NOT EXPECTATIONS
David Dunning1, Thomas Schlosser2, Detlef Fetchenhauer2
1Cornell University; 2University of Cologne

Trust among strangers in economic games is surprisingly not driven by expectations that others will reward one’s trust. First, people trust strangers with their money even when they expect those strangers will keep that money rather than give it back with a profit—accepting odds of loss they would never tolerate elsewhere. Second, odds of reward significantly influence willingness to gamble in a lottery, but not willingness to trust another individual. Instead, decisions to trust are related more to social norms, that is, what people think they “should” do. Although people say they are doing what they “want” to do when they trust a stranger, they also think they “should” trust that stranger—and this perception explains why people trust strangers at a rate 20% higher than what makes sense given their expectations. Their emotional reactions also follow the logic of social norms.

DIFFERENTIATING THE DEVELOPMENTAL TRAJECTORIES OF TRUST AND ALTRUISM
Ursula Athenstaedt1, Anthony M. Evans2, Knueger I. Joachim2
1University of Graz; 2Brown University

Knowing when to trust is an essential skill, but relatively little is known about its cognitive development. Previous studies have found inconsistent trends in the development of trust, but no work has examined trust while controlling for age differences in altruism. We hypothesized that older children would be more likely to trust, and that this age-related increase would not reduce to an increase in altruism.

Three experiments compared the economic behavior of kindergarten (4-5 years) and elementary school (9-10 years) children. Age was associated with independent increases in both trust and altruism. We also investigated whether older children were more discerning in their decisions to trust, we hypothesized that they would be more sensitive to factors affecting the probability of reciprocity. However, we found that older children were not sensitive to changes in the game’s structure or the trustee’s characteristics, suggesting that decision-making in dilemmas of trust continues to develop through adulthood.

THE MENTAL LIFE OF SOCIAL GLUE – HOW DISTRUST ENHANCES CREATIVITY AND REDUCES STEREOTYPING
Thomas Mussweiler1, Jennifer Mayer1, Ann-Christin Posten1
1University of Cologne

Trust and distrust influence our basic social-cognitive functioning; Prior research has demonstrated that inducing an unspecified state of distrust leads individuals to rely more on non-routine strategies. We hypothesized that this distrust thinking style entails the activation of more remote associates and thus enhances creativity and reduces stereotyping. Three experiments examined this possibility. In Experiment 1, participants subliminally primed with distrust activated more remote associates than participants primed with trust. In Experiment 2, participants primed with distrust in a scrambled sentences task provided more creative solutions in a subsequent alternative uses task than participants primed with trust and control participants. In Experiment 3, participants primed with distrust were less influenced by stereotypes in a subsequent person judgment task than those primed with trust. Together these findings shed light on the cognitive underpinnings of trust vs. distrust. They demonstrate that distrust increases the breadth and flexibility of thinking.

TRUST, PUNISHMENT, AND COOPERATION ACROSS 18 SOCIETIES: A META-ANALYSIS
Daniel Ballet1, Paul A.M. Van Lange1
1VU University Amsterdam

Prior theorizing suggests cross-societal differences in trust plays a key role in determining the effectiveness of punishment, as a form of social norm enforcement, to promote cooperation. One line of reasoning is that punishment promotes cooperation in low-trust societies, primarily because people in such societies only expect their fellow members to contribute if there are strong incentives to do so. Yet another line of reasoning is that high trust makes punishment work, because in high-trust societies people may count on each other to make contributions to public goods and also enforce norm violations by punishing free-riders. We examined this puzzle of punishment in a quantitative review of 83 studies involving 7,361 participants from studies across 18 societies that examine the impact of punishment on cooperation in a public goods dilemma. The findings provide a clear answer: Punishment more strongly promotes cooperation in societies with high trust, rather than low trust.

Symposium S-F2

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

Saturday, January 19, 11:15 am – 12:30 pm, Room R01

Chair: Andrew White, Arizona State University
Co-Chair: Virginia S.Y. Kwan, Arizona State University

People today face a new set of global, often unseen, challenges, such as financial meltdowns, environmental crises, and viral pandemics. In this symposium, four speakers will discuss the unique ways in which humans perceive and evaluate these “modern” threats, and report recent empirical evidence on these topics.

ABSTRACTS

DOOMSDAY IS MORE DANGEROUS IN 7 DAYS THAN 1 WEEK: PSYCHOLOGICAL DISTANCE AND CONSTRUAL-LEVEL INFLUENCE PERCEIVED DANGER
Andrew E. White1, Virginia S.Y. Kwan1
1Arizona State University

In this research, we examine how subtle differences in communication influence psychological distance, construal-level, and the perceived danger of disastrous events. Across four experiments, we show that expressing measurements with larger numbers and smaller units (e.g., 7 days), relative to smaller numbers and larger units (e.g., 1 week), leads targets or events associated with those measurements to be perceived more concretely. Furthermore, we demonstrate that these shifts in concreteness affect how dangerous a threat is perceived to be: Using larger numbers/smaller units leads threats to be seen as more concrete and, as a result, more dangerous. Notably, these findings are consistent across two measures of distance (temporal and spatial) and three forms of danger (severe weather, a nuclear accident, and a viral pandemic). Together, our results show that a seemingly arbitrary
difference in communication, how one expresses measurement, can influence the perception of a life-threatening event.

**WHEN GOVERNMENT TRUST UNDERMINES PUBLIC INVOLVEMENT: THE MOTIVATED AVOIDANCE OF MODERN DISASTERS**

Aaron C. Kay, Steven Shepherd

To minimize the impact of global crises, people need to be willing to engage with them at an individual level. However, the very nature of some of the dire modern disasters may instigate psychological processes that lead to the exact opposite reaction – that is, less individual engagement and action. Specifically, because many modern disasters may be associated with existential and epistemic threats, they may increase system justifying tendencies and thereby lead people to increasingly turn to the government to deal with these issues and, as a consequence, decreasingly feel any need to alter their own behavior. In the contexts of crises surrounding energy, environmental, and economic issues, we present 4 studies demonstrating that as a disaster increases in severity or complexity, people, ironically, show less interest in learning about it and changing their behavior, and show more faith in the government’s ability to deal with it.

**INDIVIDUALS WHO ANTHROPOMORPHIZE NATURE FEEL MORE EFFICACIOUS IN RESOLVING THE ENVIRONMENTAL CRISIS**

Kevin Kim-Pong Tam

Environmentalists and lay people often anthropomorphize nature (e.g., likening the environmental crisis to human suffering, referring to nature as Mother Earth). In this research, we examine how this tendency influences perceptions of and responses to environmental crises. Three studies (using both student and non-student samples from two societies) show that: (1) individuals with stronger anthropomorphism of nature (AN) feel a stronger capacity in understanding and predicting the environmental crisis; (2) individuals with stronger AN feel a stronger sense of personal efficacy and humans’ collective efficacy in resolving the crisis; and (3) personal efficacy mediates the association between AN and conservation behavior. Practically, these findings highlight the potential role of anthropomorphism in motivating people to cope with the environmental crisis. Theoretically, it establishes links between anthropomorphism, environmental efficacy, and conservation behavior, and contribute to a greater understanding of the perception of modern dangers more generally.

**NOT ALL DISASTERS ARE EQUAL IN THE PUBLIC’S EYE: THE NEGATIVITY EFFECT OF WARMTH IN SOCIAL PERCEPTION**

Emily Chan, Nicolas O. Kervyn, Chris Malone, Adam B. Korpusik, Oscar Ybarra

Warmth and competence are fundamental dimensions used to characterize people, animals, and even corporations. We predict that environmental scandals perceived as having been caused by a lack of warmth would be more damaging to a corporation’s image than one perceived as having been caused by a lack of competence. Our results suggest that framing a local (Colorado Springs utilities sewage spill, Study 1) or national (Deepwater Horizon BP oil spill, Study 2) environmental scandal in terms of low-warmth resulted in harsher punishments than framing the same scandal in terms of incompetence. Study 2 also examined if scandal response strategies were more effective when they are warmth or competence-focused. Finally, a survey documented the impact of recent scandals on several brands by assessing the consequences of warmth vs. competence framing of the scandal. These results demonstrate how warmth and competence shape a corporation’s image in the wake of environmental crises.

**SYMPOSIUM S-F3**

**THE NEUROSCIENCE OF PREJUDICE: CATEGORIZATION, CONTROL AND COPING**

Saturday, January 19, 11:15 am – 12:30 pm, Room R07 – R09

Chair: Daan Scheepers, Leiden University
Co-Chair: Naomi Ellmers, Leiden University

The aim with this symposium is illustrating how neuroscience can foster our understanding of prejudice. Presenters will focus on specific aspects of prejudice (categorization, control, coping) using specific neuroscience methodologies (ERP, fMRI, neuro-endocrine) and discuss how their approach contributes to understanding specific pieces of the puzzle of prejudice.

**ABSTRACTS**

**INTERGROUP GOALS AFFECT HOW WE SEE FACES: EVIDENCE FROM NEURAL INDICATORS OF EARLY FACE PERCEPTION**

David M. Amodio

Intergroup goals, such as to favor the ingroup or protect against an outgroup, can bias the way we think about and act toward others. Research in my lab has tested whether intergroup goals may also change how we “see” faces of ingroup and outgroup members. I will present three studies examining the effect of intergroup goals on a neural marker of early face encoding—the N170 component of the event-related potential, which occurs 170 ms after face presentation. Results indicate that initial face encoding is enhanced for ingroup members in situations emphasizing ingroup favoritism (e.g., minimal groups). However, when outgroup threat is emphasized (e.g., in interracial situations), facial encoding of outgroup faces is enhanced, especially among implicitly biased and socially anxious perceivers. These early effects on visual perception may contribute to downstream biases in cognition and behavior, suggesting a new mechanism through which intergroup goals lead to discrimination.

**SOCIAL IDENTITY SHAPES AUTOMATIC SOCIAL PERCEPTION AND EVALUATION: EVIDENCE FROM BEHAVIORAL, ELECTROENCEPHALOGRAPHY AND NEUROIMAGING STUDIES**

Jay Van Bavel

I will review a series of behavioral, electroencephalography, and neuroimaging studies that demonstrate the dynamic influence of social identity on perception and evaluation. Across studies, we assigned people to one of two mixed-race minimal groups and had them respond to Black and White in-group and out-group members. This allowed us to compare the effects of a minimal social identity with a visually salient social category—race. Across methodologies, we found that assigning people to mixed-race minimal groups eliminated ostensibly automatic racial biases by leading people to categorize others on the basis of their minimal group membership rather than their race. This pattern was evident despite the fact that the intergroup distinction was arbitrary, there were no visual cues to distinguish groups, and exposure to the faces was equivalent and brief. The research suggests that automatic effects of race are not inevitable, but are sensitive to social identity concerns.

**MAKING A GOOD IMPRESSION: MORALITY AS A MOTIVATOR TO CONTROL IMPLICIT BIAS**

Felice Van Nunspeet

In previous behavioral and ERP research we showed that framing an implicit association test as indicative of people’s morality (versus competence), causes participants to control their bias towards Muslim women. Moreover, this control was associated with increased social categorization of (non-)Muslim women (indexed by the NI) and enhanced error monitoring (indicated by the ERN). Complementing this work, we tested whether this motivation to be moral is stronger when people present themselves towards a minimal in- vs. outgroup
member (based on a questionnaire ostensibly measuring personality styles). Results showed that participants in the morality versus competence condition inhibited their bias towards Muslim women (which was again associated with increased social categorization and error monitoring), but only when they were being evaluated by an ingroup member. These findings indicate that (and how) people control their implicit bias when this is a way to present themselves as a moral person within their ingroup.

CLASS-BASED STEREOTYPE THREAT AND IMPLICATIONS FOR IMMUNE SYSTEM FUNCTION

Neha John-Henderson\textsuperscript{1}
\textsuperscript{1}University of California, Berkeley

We report findings from two experiments to examine whether class-based stereotype threat also affects activation of inflammation processes that are implicated in numerous disease processes. In the first study differences in performance and activation of inflammatory processes (measured by levels of a proinflammatory protein Interleukin-6), varied as a function of social class background and diagnostic condition. Individuals from low social class backgrounds underperformed and exhibited greater inflammatory responses when the test was framed as diagnostic. In the second study, social class was primed before the exam by invoking performance comparisons based on relative social class. Activation of inflammation and performance varied as a function of comparison direction and current social class background. Class-based stereotype threat appears to adversely impact the immune system, resulting in heightened levels of inflammation. Our data suggest that individuals from low social class backgrounds are most vulnerable to these negative outcomes in situations with increased threat.

Symposium S-F4

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

Saturday, January 19, 11:15 am – 12:30 pm, Room 206 - 207
Chair: Nicole Nelson, Brock University

Basic Emotions theorists argue that universal recognition of emotional expressions can be verified by high recognition of specific expressions by children without access to language, and those from Non-Western cultures. However, our data, from developmental, clinical, and cross-cultural populations, refute universal recognition and provide alternative interpretations of the data.

ABSTRACTS

EMOTION EXPRESSION CATEGORIES: CHILDREN LET THE TARGET EXPRESSIONS IN BUT CAN'T KEEP THE NON-TARGET ONES OUT

Nicolette L. Nelson\textsuperscript{1}, James A. Russell\textsuperscript{2}
\textsuperscript{1}Brock University; \textsuperscript{2}Boston College

Children’s discrete emotion understanding has traditionally been demonstrated by asking children to match a target expression to a given emotion label (e.g. Izard, 1971). However, categorization involves both the inclusion of the expected target, and the exclusion of non-targets. Do children exclude non-target expressions from familiar emotion categories? When presented an array of expressions -- happiness, sadness and a novel expression -- 79% of 2-4 year-olds (N = 24) matched the label proud to the novel expression. In a second study, 90% of 5-10 year-olds (N = 24) matched the label jealous to the novel expression. Children failed to exclude novel, non-target expressions from familiar emotion categories, a finding that stands in contrast to claims that children recognize discrete expressions. Children’s emotion categories are over-inclusive, information likely obscured in prior research focusing on expression inclusion; whether children exclude novel, non-target expressions from a familiar category better reflects their expression knowledge.

FROM PRESCHOOL TO HIGH SCHOOL, STORIES SPECIFY EMOTIONS BETTER THAN FACIAL EXPRESSIONS

Sherri C. Widen\textsuperscript{1}
\textsuperscript{1}Boston College

Facial expressions have long been assumed to be the primary communicators of emotion -- even for children. But there are other aspects of emotion (causes, consequences, etc.) that children understand from an early age. In two studies (N=120, 4-10 years; N=90, 8-17 years), children attributed emotion to facial expressions and, separately, to brief emotion stories of basic and social emotions. From the youngest to the oldest children in both studies, emotion stories were stronger cues overall, especially for fear, disgust, embarrassment, and shame. This finding is contrary to the assumption that facial expressions are primary emotion communicators. Instead, even the youngest children are more likely to correctly label an emotion story than a facial expression, and this pattern does not shift, even in late adolescence.

SPONTANEOUS FACIAL EXPRESSIONS OF EMOTION ARE NOT UNIVERSALLY RECOGNIZED: METHODOLOGICAL AND SUBSTANTIVE ISSUES

Mary Kayal\textsuperscript{1}
\textsuperscript{1}Boston College

The claim that certain emotions are universally recognized from facial expressions is based primarily on the study of posed expressions and a forced-choice response format. The current study was of 18 spontaneous facial expressions predicted to convey exactly one emotion shown by aborigines in Papua New Guinea (Ekman, 1980). Response format allowed observers to endorse up to 12 emotion labels per face. Observers from Spain (n=54), China (n=147), Japan (n=143), South Korea (n=66), India (n=246), and Israel (n=60) endorsed the predicted emotion moderately, but observers saw more than the predicted one emotion -- on average, five -- in each face. For only 3 of the 18 faces was the predicted emotion the modal choice and most frequently endorsed. The emotion observers see in a face cannot be predicted with a single label.

EMOTION WORDS AS ELEMENTS IN EMOTION PERCEPTION

Maria Gendron\textsuperscript{1,2}, Lisa Feldman Barrett\textsuperscript{3}
\textsuperscript{1}Northeastern University; \textsuperscript{2}Boston College; \textsuperscript{3}Massachusetts General Hospital/Harvard Medical School

In this talk, we use experiments from three lines of work to support the claim that language provides a necessary top-down contextual element in emotion perception. When the meaning of the word “anger” is inaccessible, is it possible to see that two scowling faces indicate the same mental state? Is a scowl perceptually encoded in the same manner as when the word’s meaning is accessible? Without a common emotion vocabulary, will people of different culture perceive emotional faces in the same way? The answer to all three questions is “no.” Using three lines of research (patients with semantic dementia, laboratory studies of semantic satiation, and cross-cultural data from Namibia), we show that emotion words are a routine yet potent context that constrains how facial actions are perceived as emotions. Implications for a contextual approach to emotion perception will be discussed.

Symposium S-F5

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

Saturday, January 19, 11:15 am – 12:30 pm, Room 217 – 219
Chair: Erika Carlson, Washington University in St. Louis
Co-Chair: Nicole Lawless, University of Oregon

This symposium explores the dynamic nature of person perception by examining contextual, relational, and temporal factors that influence the nature and accuracy of personality perceptions. Results suggest that factors independent of personality can influence our perceptions of what people are like. Findings have implications for assessment, accuracy, and self-knowledge research.
ABSTRACTS

CHANGING SITUATIONS CHANGES AGREEMENT ABOUT BEHAVIOR
William Fleeson1, R. Michael Furr1
1Wake Forest University

Research has revealed that actors and observers agree on actors’ traits, and that traits differ in the level of agreement about them. However, in most agreement studies, actors act in only a single situation (or are rated “in general”, with no specific situation), despite the knowledge that situations affect how people act. In the current study, we tested whether different situations produce different levels of agreement between actors and observers. The same actors came to the lab on twenty different occasions and behaved in twenty different situations. Observers behind one-way mirrors rated the actors’ behavior, and agreement levels were calculated for each situation separately. Results revealed substantial differences between situations in level of agreement by trait. These findings have implications for the generalizability of past findings about person perception, the effects of situations on social perception processes, and the need for more situations in the study of person perception.

YOU SPY WITH YOUR LITTLE EYE: NORMATIVE AND DISTINCTIVE BLIND SPOTS IN SELF-PERCEPTION
Anne-Marie Gallrein1, Daniel Leising1
1Martin-Luther-Universität Halle-Wittenberg

This talk focuses on blind spots in self-perception. Specifically, we discuss the personality characteristics that others reliably attribute to us, but that we fail to attribute to ourselves. Sixty-two targets described their own personality and recruited as many informants as possible who also described them. Based on these ratings, we found blind spots for 1 normative characteristics (those attributed to the average target) and 2 distinctive characteristics (those attributed to particular targets). The normative blind spot included socially desirable characteristics, implying that the informants viewed the targets more positively than the targets viewed themselves and that targets do not always self-enhance. The distinctive blind spots were neutral in terms of social desirability. It turned out to be almost impossible for targets to obtain ratings of their personality by informants who viewed them critically, suggesting that most people may be systematically lacking negative (but possibly accurate) feedback about themselves.

THE INFLUENCE OF HIERARCHY STABILITY AND INDIVIDUAL RANK ON PERSONALITY PERCEPTION
Nicole Lawless1, Sanjay Srivastava1
1University of Oregon

Past work has shown that people’s behavior in social hierarchies is influenced both by their rank and by the stability of the hierarchy. The current study examines how individual rank and hierarchy stability affects interpersonal perceptions in small groups. One member of each group (n = 45) was randomly assigned a high-power role for a future task; the remaining members (n = 142) were assigned low-power roles. Subjects were told that these roles either would (unstable) or would not (stable) be assigned low-power roles. Results showed that hierarchy stability affected personality perceptions. High-power individuals in unstable hierarchies were perceived more negatively (e.g., less honest, more arrogant) than those in stable hierarchies. The extent to which these evaluations are accurate reflections of leaders’ behavior or the result of subordinates’ power motivation will be discussed.

YOU NEVER GET A SECOND CHANCE TO MAKE A FIRST IMPRESSION, BUT YOU DO GET A SECOND CHANCE TO MAKE A GOOD ONE
Erika N. Carlson1, Simine Vazire1
1Washington University in St. Louis

Some people make a positive (or negative) impression right off the bat and maintain this first impression whereas others become more likeable (or unlikeable) later on. Who maintains first impressions and who changes them? In two studies (N = 74; N = 85), small groups of undergraduates met weekly over the course of a semester and rated each member’s likeability and status several times. They also nominated informants who described their personality. Results suggested that specific personality profiles demonstrated unique trajectories of likeability and status. For instance, intelligent, extraverted individuals were liked and respected right off the bat and maintained these impressions over time, agreeable, funny individuals were liked and respected later on, and narcissistic individuals became less liked and respected over time. These findings highlight the dynamic nature of interpersonal perceptions and suggest that agentic and communal traits are valued at different points in the acquaintanceship process.

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

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

Do close relationships influence self-regulation? Across different methods, results show that positive relationship functioning enhances, whereas negative relationship functioning decreases, goal pursuit. Yet, even unsupportive others can boost goal commitment over time. These studies demonstrate the important, complicated, and sometimes counterintuitive effects that relationships have on self-regulation.

ABSTRACTS

CAN’T GET YOU OFF MY MIND: ATTACHMENT ANXIETY AND RELATIONSHIPS AS COGNITIVE LOAD
Sarah C. Stanton1, Lorne Campbell2
1University of Western Ontario

This research investigated the effects of romantic relationships, and the role of attachment anxiety therein, on cognition and attentional resources. Two studies demonstrated that, following activation of the attachment system, more anxiously attached individuals exhibited cognitive load effects. In Study 1, more anxious individuals in a relationship threat condition engaged in greater holistic processing on a shape categorization task compared to more anxious individuals in a control condition as well as less anxious individuals. In Study 2, more anxious individuals in a relationship threat condition were slower to indicate the color of words compared to more anxious individuals in a non-relationship threat condition and a control condition as well as less anxious individuals. This research suggests that once more anxious individuals start thinking about their partner and relationship it is difficult for them to stop, and has implications for regulatory functioning.

POSITIVE INTERACTION AND CONFLICT WITH FRIENDS, FAMILY, AND PARTNERS INFLUENCES GOAL PURSUIT
Jaye L. Derrick1, Denissen J A. Jaap2, Kühnel Anja2
1University at Buffalo, The State University of New York; 2Humboldt Universität zu Berlin

Previous research has demonstrated that rejection is depleting, but secure relationships are energizing. The current study extends this research to examine the effect of daily interactions with friends, family, and partners on goal pursuit. As part of the Berlin Daily Diary Study, approximately 2000 participants completed up to 25 daily reports. They described events in their close relationships, time spent pursuing goals, doubt about those goals, and mood. On days when participants experienced a fight with a close other, they spent less time working toward their goals and experienced greater doubt about those goals. On days when participants experienced a positive interaction with a close other, they spent more time working toward their goals and experienced less doubt about those goals. These associations were mediated by changes in deactivated mood. The results of this study are discussed in terms of the implications that social interactions have for self-regulation.
SELF-REGULATION IN CLOSE RELATIONSHIPS: AN EXPERIENCE SAMPLING STUDY
Wilhelm Hofmann1, Eli Finkel2, Grainne Fitzsimons2
1University of Chicago; 2Northwestern University; 3Duke University
How does being in a fulfilling (as compared to a less satisfying) relationship influence the pursuit of everyday self-regulatory goals? To address this question, we conducted a large-scale experience sampling study to closely monitor multiple parameters of everyday goal pursuit and relationship quality for a week in a sample of 100 couples. First analyses suggest that high rather than low state relationship satisfaction was associated with higher commitment and success expectancies with regard to current goal pursuits, higher levels of invested effort, and fewer reported instances of being conflicted and tempted by alternative courses of action. Moreover, high state relationship satisfaction was related to lower rates of stress, ego depletion, physical exhaustion, and higher levels of momentary happiness during goal pursuit. Taken together, these findings suggest that high relationship satisfaction may benefit self-regulation by supporting positive outcome expectancies and by bolstering against negative influences such as distraction and resource depletion.

WITH A LITTLE HELP FROM MY UNHELPFUL FRIENDS: THINKING ABOUT HOW A FRIEND UNDERMINES ONE’S GOALS BOLSTERS GOAL COMMITMENT
Kathleen L. Carswell1, Eli J. Finkel1, Gráinne M. Fitzsimons1, Nathaniel M. Lambert1, Preston Brown1, Frank D. Fincham1
1Northwestern University; 2Duke University; 3Brigham Young University; 4Florida State University
A longitudinal study investigated the impact of perceiving that a friend undermines one’s goal-pursuit on commitment to that goal. Although supportive significant others have traditionally been seen as beneficial, and unsupportive significant others as detrimental, toward goal pursuit (Brunstein, Dangelmayer, & Schultheiss, 1996; Feeney, 2004), the current research tested the counterintuitive hypothesis that significant others who are unsupportive may sometimes have a positive influence on goal pursuit. In particular, we suggest that perceptions of a close other as undermining of an important goal may cause individuals to enact goal shielding efforts to buffer against declining goal commitment over time. The results of this study are discussed as part of a broader integrative framework of the sometimes-counterintuitive self-regulatory influences of significant others on goal-pursuit.

GFEL S-F7
SITUATED ETHICS: HOW MORAL JUDGMENTS AND BEHAVIORS ARE CONTAMINATED BY SITUATIONAL CUES
Saturday, January 19, 11:15 am – 12:30 pm, Room 208 – 210
Chair: David Sherman, University of California, Santa Barbara
Co-Chair: Kimberly A. Hartson, University of California, Santa Barbara
These talks illustrate how moral evaluations often fail to be deliberative, contrary to what many believe, and instead are susceptible to “contamination” by situational cues such as rivalry, entitlement, gradual escalations, and self-image concerns. Together, these talks highlight the often unforeseen factors that determine individuals’ moral judgments and behaviors.

ABSTRACTS

WHATEVER IT TAKES: RIVALRY AND UNETHICAL BEHAVIOR
Gavin J. Kilduff1, Adam D. Galinsky2, Edoardo Gallo2, J. James Reade1
1New York University; 2Northwestern University; 3University of Oxford; 4University of Birmingham
We investigate rivalry as a uniquely relational form of competition that can lead to greater unethical behavior. We first distinguish it from general competition, both conceptually and in terms of its consequences for behavior. Then, across four experiments and one archival study, we find evidence that rivalry fuels greater unethical behavior than general competition. Specifically, rivalry was associated with increased Machiavellianism, over-reporting of performance, willingness to employ unethical negotiation tactics, and unsportsmanlike behavior. Further, these effects carried over to subsequent situations that occurred outside of the rivalrous relationship itself, suggesting that rivalry activates a mindset that can subsequently influence unrelated decisions and behaviors. These findings highlight the importance of rivalry as a widespread, powerful, and yet largely unstudied psychological phenomenon with important implications. Further, they help to inform when and why people behave unethically, and ultimately suggest that the nature of competition is dependent upon actors’ relationships and prior interactions.

WINNER TAKE(S) ALL SOCIETY: THE TRAP OF ENTITLEMENT
Niro Sivanathan1, Nathan Pettit2
1London Business School; 2New York University
Social standing is commonly established through winner take-all arrangements—where disproportionate resources are afforded to an elite few “winners.” In contrast to work focused on the inequity produced through such arrangements; we explored the psychological and behavioral consequences for those who rise to the apex of these contests. Specifically, three studies demonstrated that winner take-all arrangements produce among its winners a sense of entitlement: a sense of self-deservingsness that justifies all means (Study 3), and armed with this inflated self-view, winners embezzled funds from the experimenter (Study 1), deceived fellow participants (Study 2), and misrepresented their achievements (Study 3), all in the service to take further wealth for themselves. These results both highlight the unintended transformative effects of these hyper-contests and the practical implications for its omnipresent use in social ordering.

GRADUAL ESCALATION: THE ROLE OF CONTINUOUS COMMITMENTS IN PERCEPTIONS OF GUILT
Kimberly A. Hartson1, David K. Sherman1
1University of California, Santa Barbara
We examine how gradual escalations affect the moral judgments of observers of immoral behavior. Across four studies, participants read a scenario describing an instance of immoral behavior that gradually built in severity. In Study 1, female participants perceived a perpetrator as less guilty when his behavior gradually escalated to rape after explicitly committing to the appropriateness of his initial morally ambiguous behavior. Inducing a categorical mindset can counteract this reduction in perceptions of guilt (Study 2) even in the absence of gradually escalating behavior (Study 3). Finally, Study 4 extended these findings from the prior studies to a sample of both men and women and investigated the effect of the mindset manipulation on general perception processes. Together, these studies demonstrate that the potency of gradual escalations to induce acquiescence to immoral behavior may inhere in their ability to create initial commitments to and continuous perceptions of morally ambiguous behavior.

MORAL INTUITIONISM AND THE POLITICS OF SELF-ENHANCEMENT
Peter H. Ditto1, Sean P. Wojcik1
1University of California, Irvine
People typically perceive moral evaluations as deliberative, especially evaluations that underlie complex judgments like political opinions. Moral intuitionism, however, highlights the implicit, affective determinants of moral judgments. If moral judgments are generated intuitively, they should be susceptible to “contamination” by other affective concerns, such as self-serving motivations. We present evidence that moral opinions associated with economic conservatism flow from the desire to maintain a positive self-image. In a large internet sample, the tendency to exaggerate one’s positive qualities predicted both self-identified economic conservatism and a host of specific morally-relevant opinions associated with economic conservatism (e.g., endorsement of individual/property rights, believing that government favors unproductive people, support for the Tea Party, opposition to tax increases, favoring Romney over Obama for President). Endorsement of conservative economic-moral opinions fully mediated the relation between the tendency to self-enhance and economic conservatism, suggesting that moral evaluations and political affiliations may often serve self-serving goals.
**Symposium S-F8**

**WHAT DOES MONEY BUY? HAPPINESS, LOVE, STATUS, AND REPRODUCTIVE REWARDS**

**Saturday, January 19, 11:15 am – 12:30 pm, Room 211 – 213**

Chair: Kristina Durante, University of Texas, San Antonio  
Co-Chair: Vladas Griskevicius, University of Minnesota, Twin Cities

Money buys food, shelter, and protection from the elements. Yet people across cultures crave money to spend on things that are not survival necessities. What more can money really buy us? Four papers reveal that spending money can buy us everything from happiness and love to status and reproductive rewards.

**ABSTRACTS**

**FEELING RICHER BY HAVING LESS: GENEROSITY, HAPPINESS, AND SUBJECTIVE WEALTH**

Zoe Chance1, Michael I. Norton2  
1Yale University; 2Harvard Business School

Past research has found that having more money doesn’t always lead to more happiness. Here we examine a strategy for how money can increase happiness: giving the money away. Five studies examined the relationship between donating money and happiness. We show that giving money away can increase feelings of happiness as much as receiving a monetary windfall of equal size. Donations appear to increase a person’s sense of power, leading people to feel happier because donations fulfill a deeper desire to signal wealth. In fact, donating money diminished people’s desire to signal wealth in other ways, such as through wasteful conspicuous consumption. Overall, we show that giving money away not only leads people to feel happier, but that having less also can also lead people to feel richer.

**EFFECTS OF THE MONTHLY OVULATORY CYCLE ON WOMEN’S SPENDING AND FINANCIAL DECISIONS**

Kristina M. Durante1, Stephanie M. Cantu1, Jeffry A. Simpson2  
1University of Texas, San Antonio; 2University of Minnesota, Twin Cities

Each month millions of women experience an ovulatory cycle that regulates fertility. Past research has shown that hormonal fluctuations associated with the cycle influence women’s mating psychology. But might this biological event also change how women spend money? Four studies examined how women’s spending and their psychology of money change in the 1-week ovulatory phase of the menstrual cycle. During the ovulatory phase when women are most fertile, women spent more money on products that improved their relative standing compared to other women. Because ovulation leads other women to be seen as rivals, ovulating women prioritized purchases that increased their relative status. However, ovulating women did not become more competitive with men, instead becoming more generous and helpful to the opposite sex. Additional studies also found how these ovulatory effects could be suppressed. Overall, the ovulatory cycle leads women to spend in ways to outcompete other women.

**THE FINANCIAL CONSEQUENCES OF TOO MANY MEN: HOW SEX RATIO INFLUENCES SPENDING, SAVING, AND BORROWING**

Vladas Griskevicius1, Joshua M. Tybur2, Joshua M. Ackerman3, Andrew W. Delton4, Theresa E. Robertson4, Andrew E. White5  
1University of Minnesota, Twin Cities; 2VU University Amsterdam; 3Massachusetts Institute of Technology; 4University of California, Santa Barbara; 5Arizona State University

The ratio of males to females in a population is known to be an important factor in determining behavior in animals. But how might the ratio or men and women influence human behavior? Using both historical data and experiments, we examined how sex ratio influences people’s saving, borrowing, and spending. Findings show that male-biased sex ratios (a scarcity of women) lead men to discount the future and desire immediate rewards. For example, a scarcity of women decreased men’s desire to save for the future, while increasing their willingness to incur debt for immediate expenditures. A scarcity of women also led men to spend more money on courtship, such as by paying more for engagement rings and Valentine’s Day gifts. Overall, not only does sex ratio subconsciously influence human behavior, but a scarcity of women leads men to spend more money to impress and attain a romantic partner.

**DEEP RATIONALITY: THE HIDDEN WISDOM OF SEEMINGLY SENSELESS SPENDING**

Douglas T. Kenrick6, Yexin J. Li7, Jill M. Sundie6  
6Arizona State University; 7University of Kansas; University of Texas at San Antonio

Economic models assume that people make decisions in ways to enhance utility – to maximize their pleasure. From an evolutionary perspective, however, this basic assumption is actually wrong. Rather than being designed to maximize expected pleasure, humans, like all animals, evolved to make decisions to promote evolutionary goals. Here we examine people’s spending choices from an evolutionary psychological perspective, taking a closer look at seemingly irrational behaviors such as conspicuous consumption and seemingly irrational biases such as loss aversion. Although conspicuous consumption and loss aversion might be irrational from an economic perspective, we present a series of experiments showing that each one follows a deeper ancestral logic. Although people are often not aware of the evolutionary reasons for their spending behavior, humans make monetary choices in ways that ultimately serve to enhance their reproductive fitness.

**Special Session S-F9**

**DATA BLITZ**

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

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

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

**ABSTRACTS**

**REACTIONS TO GENDER EGALITARIAN MEN: PERCEIVED FEMINIZATION DUE TO STIGMA-BY-ASSOCIATION**

Kris Mescher1, Laurie A. Rudman1, Corinne A. Moss-Racusin2  
1Rutgers University – New Brunswick; 2Yale University

Gender egalitarian men are vital for women’s progress, yet attitudes toward and beliefs about them are under-investigated. In three experiments, women liked gender egalitarian men more than men did, but both genders stigmatized them as more feminine, weak, and likely to be gay, compared with control male targets. This was true even when the gender egalitarian was an actual presidential candidate for the APA (Experiment 3). We examined whether stigmatization was due to (1) gender egalitarians’ presumed affiliations with women and/or gay men (stigma-by-association); (2) the gay male feminist stereotype; or (3) a threat to men’s gender identity. Results supported stigma-by-association, but only for affiliations with women (not gay men). The gay male feminist stereotype was robust, but did not account for stigmatization, and men’s reactions to male gender egalitarians were independent of their gender identity. Implications of these findings for gender equality are discussed.

**WANT TO HAVE MORE TIME, MAKE WISER DECISIONS, AND BE MORE SATISFIED WITH LIFE? EXPERIENCE AWE!**

Melanie Rudd1, Kathleen D. Vohs2, Jennifer Aaker2  
1Stanford University; 2University of Minnesota

How often do you feel that you are rich in time? Not often, research and daily experience suggest. Three experiments uncovered an antidote to being “time starved” — bringing people into an awe state. Relative to
other emotions, participants feeling awe reported that their lives had more time available (Experiments 1 and 3) and felt less impatience (Experiment 2). Participants who experienced awe were also more willing to volunteer their time to help others (Experiment 2), preferred experiences over material goods (Experiment 3), and experienced greater life satisfaction (Experiment 3). Mediation analyses revealed that awe’s effects on decision making and well-being were due to its ability to alter the subjective experience of time. Experiences of awe bring people into the present moment, and being in the present expands time perception, alters decisions, and makes life feel more satisfying.

DOES DISTANCE ALWAYS MAKE THE HEART GROW FONDER? THE EFFECTS OF PERCEIVED DISTANCE ON CLOSE OTHER EVALUATIONS.
Sean P. Lane1, Yaacov Trope1, Patrick E. Shrut2
1 New York University

Couples experience distance in many forms while navigating their close relationships. They regularly face physical separation from each other, they ponder their past and future selves, they try to relate across social and economic gaps, and they seek to recover from betrayals or infidelities. Drawing from Construal Level Theory (Trope & Liberman, 2010), we argue that individuals’ experience of distance impacts what aspects of their partners are salient, coloring subsequent evaluations. We show that as distance increases, qualities that are important (i.e. central) to individuals are evaluated more extremely. This supports the popular expression, “absence makes the heart grow fonder,” such that important positive qualities are evaluated more positively from a distance, but it also reveals a darker side such that important negative qualities are evaluated more harshly. We describe how this framework is useful for understanding and informing many different relationship processes including idealization, conflict, commitment, and attachment.

INTREPID, IMPRUDENT, OR IMPETUOUS?: THE EFFECTS OF GENDER THREATS ON MEN’S FINANCIAL DECISIONS
Jonathan R. Weaver1, Joseph A. Vandeloo2, Jennifer K. Bosson1
1 University of South Florida

Among the conjectured causes of the recent U.S. financial crisis is the hypermasculine culture of Wall Street that promotes extreme risk-taking. This “mine is bigger than yours” mentality is consistent with evidence that manhood is seen as a precarious state that requires continual proof and validation. In two experiments, we explored the connection between threatened masculinity and financial decision-making. In Experiment 1, men placed larger bets during a gambling game after a gender threat as compared to men in an affirmation condition. In Experiment 2, after a gender threat, men pursued an immediate financial payoff rather than waiting for interest to accrue, such that important positive qualities are evaluated more positively from a distance, but it also reveals a darker side such that important negative qualities are evaluated more harshly. We describe how this framework is useful for understanding and informing many different relationship processes including idealization, conflict, commitment, and attachment.

THE JUSTICE MOTIVE IN LIBERTARIANS
Ravi Iyer1, Spassena Koleva1, Jesse Graham1, Peter Ditto2, Jonathan Haidt3, Matt Motyl1, Sean Wojcik2
1 University of Southern California; 2 University of California, Irvine; 3 New York University

Current models of moral judgment highlight affective processes that lead to varied justice motivations. Moral outrage increases the desire for punishment, while empathy is associated with forgiveness. The desire to reduce dissonance leads individuals to justify current distributions of wealth. In this talk, we show that libertarians are a unique group, characterized by a more rational, as opposed to emotional, disposition, and evidenced by self-reported emotion, performance on common moral dilemmas, and their ability to solve logic problems. These dispospositions lead libertarians to simultaneously be less forgiving, attributing more responsibility and free will to bad actors, and less outraged by injustice, such as inequality or unpunished crimes. Finally, using our uniquely large sample that has completed diverse sets of variables used in justice research, we show how adding a third group to current models of liberal-conservative differences provides convergent evidence for existing theories of justice motivation.

“I KNOW WHAT YOU’RE FEELING”: SPONTANEOUS INFERENCE OF SPECIFIC EMOTIONS
Ishani Banerji1, Edward Hirt1
1 Indiana University

Behavioral information has been reliably shown to lead to spontaneous trait inferences. Interestingly, a majority of the research on spontaneous inferences has been done on dispositional features. However, one of the critical tasks we engage in daily and automatically as social beings is identifying how others are feeling. There is considerable research on how facial expressions, vocalizations, touch, etc. are used to identify emotions. However, we argue that specific emotion states can also be inferred from behavioral information that is similar to those used to infer traits. We use two well established paradigms—the probe task and savings-in-relearning—to show that individuals do indeed infer specific positive (e.g., overjoyed) and negative (e.g., scared) emotions from behavioral stimuli. Moreover, the research results indicate that similar to other types of spontaneous inferences, emotion inferences are made without intention or awareness and even when doing so would be detrimental to task performance.

WHEN THERE IS NO NEED TO JUSTIFY: PRIMING SYSTEM INEFFECTIVENESS LEADS TO POSITIVE INTERGROUP INTERACTION
Stacey J. Sasaki1, Jacqueline D. Vorauer2
1 University of Manitoba

Individuals often defend social systems in order to maintain the belief that the world is fair. This often involves seeing intergroup inequality as legitimate and holding generally negative attitudes toward minority groups. How such system threat affects intergroup interaction dynamics, however, is unknown. Across two studies, priming dominant group members with system ineffectiveness (versus system effectiveness) led to more positive intergroup interaction behavior. Specifically, perceived system ineffectiveness led dominant group members to express more positive other-directed remarks during an interaction setting leads dominant group members away from the tendency toward derogation and, instead, toward exhibiting more positive behavior to minority group members that benefits both parties involved. Implications for social change initiatives are discussed.

CONTINGENT SELF-AFFIRMATION: ACTIVATING SELF-AFFIRMATIONS ONLY WHEN THE BEHAVIOR IS CONSISTENT WITH DESIRED HEALTH GOALS
Omid Fotuhi1, Steven J. Spencer2, Christine Logel2, Geoffrey T. Fong1
1 University of Waterloo; 2 Renison University College, University of Waterloo

Smokers regulate their emotions with cigarettes by increasing their smoking when they are stressed (Parrott, 1995). Equipping them with coping strategies, such as a values affirmation, might lead to reductions in smoking frequency. However, efficacy rates of quit-smoking interventions are notoriously low (Fiore, Jaen, & Baker, 2008); and two past affirmation studies did not reduce smoking (Harris et al., 2007; Armitago et al., 2008). We created a “contingent affirmation” that links the self-affirming value to close others who support quitting. Thus, smokers can only experience the stress-reduction of the affirmation if they act in accordance with the shared quitting-goal. Smokers (N=120) in the contingent affirmation condition were less likely to be observed smoking after the study than smokers in the traditional affirmation or control conditions. One month later, only those in the contingent affirmation condition were more likely to have successfully quit or reduced their smoking frequency.
POWER ON MY SIDE: APPROACH ORIENTATION TRACKS THE POWER OF SCHOOL CATEGORIZATION

Jennifer Sheehy-Skeffington

Department of Psychology, Harvard University

This paper presents the first evidence that the psychological effects of power can be experienced indirectly through shared group membership. In Study 1, participants reported feeling more approach-oriented when they read about a member of their ethnic group gaining power, even when the power had no impact on them personally. This effect went away when the character described was a member of another ethnic group. Study 2 replicated this pattern with students reading about students from their own versus a rival university, while Study 3 suggests that this power-by-group interaction can be triggered at even lower levels of social categorization: university dorms. The last two studies present evidence that increases in approach orientation occur even when participants are exposed to the power of others implicitly. Participants unscrambled sentences that varied in the use of power-related words and group-related names, and experienced predicted changes in self-efficacy, which in turn affected approach-orientation.

Symposium Session F and Data Blitz

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

Symposium Session F and Data Blitz

ABSTRACTS

CAN PROMOTING A NONCONFORMIST IDENTIFY ENCOURAGE GIRLS’ INTEREST IN COLLEGE STEM MAJORS?

Matthew S. McGlone, Joshua Aronson

The University of Texas at Austin; New York University

Recent research has demonstrated the utility of priming an achieved identity to reduce stereotype threat associated with an ascribed gender identity (McGlone & Aronson, 2006). The reported study extends the logic of “identity manipulation” to students’ consideration of a college major. Middle- and high-school students completed questionnaires purportedly measuring their attitudes toward behavioral conformity (identity manipulation) or toward college cafeteria food (control) before or after attending a college information fair. Female participants who had the chance to reject conformity prior to attending the college fair, rather than after, were more than twice as likely to choose a major about STEM majors. Post-test probes also indicated that females reported more positive attitudes toward STEM study when they characterized themselves as non-conformists prior to making brochure selections. Our findings suggest that invoking the desirable “nonconformist” identity using a self-reflection exercise prompted female participants to make choices and report attitudes that violated gender stereotypes.

HOW AN UNSTABLE STEM IDENTITY UNDERMINES THE SUCCESS OF WOMEN IN STEM

Sheana Reiss Ahlqvist, Bonita London, Lisa Rosenthal

Stony Brook University; Yale University

We examine whether declines in subjective engagement and academic performance among women in STEM majors could be predicted by individual differences in the tendency to perceive subtle forms of bias. Participants reported the perceived compatibility between their gender identity and their STEM identity (a) just prior to college, (b) for 14 weeks during their second semester, and (c) upon beginning their second year. We found that STEM women higher in Gender-based rejection sensitivity (Gender RS) had greater intra-individual variability in their perceived identity compatibility over the course of their second semester. This instability went on to predict lower STEM engagement at the beginning of the following semester, lower academic performance in STEM (but not non-STEM) classes, and mediated the relationship between Gender RS and those outcomes at follow-up. Lag analyses confirmed that negative academic (but not social) experiences preceded a decline in STEM identity compatibility from the prior week.
Symposium Session F and Data Blitz Saturday, January 19, 11:15 am – 12:30 pm

EXPERTS’ LAY THEORIES SHAPE WOMEN’S EXPERIENCES OF STEM SETTINGS

Mary C. Murphy1, Lara D. Mercurio2, Julie Garcia1, Sabrina Zirkel1
1Indiana University; 2University of Illinois at Chicago; 3California Polytechnic State University, San Luis Obispo; 4Mills College

Previous research has illuminated the role that women’s own lay theories of intelligence play in their STEM performance (Good et al., 2003). Extending that work, the present studies examined whether others’ lay theories—course instructors and experts in STEM fields— affect women’s STEM engagement and outcomes. Results revealed that an expert-endorsed entity theory significantly reduced women’s math performance relative to an expert-endorsed incremental theory. In addition, an experience sampling study found that when students perceived their STEM instructors to hold more fixed (compared to malleable) theories of intelligence, they experienced more threat in that instructor’s classroom and participated significantly less in that class. These findings suggest that STEM instructors may be able to increase women’s participation, comfort, and performance in the classroom by adopting and communicating more incremental theories of STEM intelligence.

WHEN ARE IDENTITY INTERVENTIONS EFFECTIVE? A MULTI-THREAT APPROACH TO TAILORING STEM INTERVENTIONS

Jenessa R. Shapiro1, Amy M. Williams1, Mariam Hambarchyan1, Christine Chu1
1University of California, Los Angeles

Although there have been great strides in gender equity, many barriers remain in science, technology, engineering, and math (STEM). For example, women still only earn 25% of the PhDs in the physical sciences and 15% in engineering. Researchers argue that stereotype threat—the distracting concern about confirming negative stereotypes—may account for women’s reduced interest and performance in STEM. Traditionally, stereotype threat has been treated as a one-dimensional construct and interventions have been considered interchangeable. In contrast, the Multi-Threat Framework identifies different forms of stereotype threats and different interventions that would best address them. The present research tests the efficacy of role model and self-affirmation interventions for protecting junior women college students’ stereotype threat-induced lack of interest in pursuing STEM majors/careers and women STEM majors’ stereotype threat-induced performance decrements on quantitative tests. Consistent with the Multi-Threat Framework, these interventions were only successful in reducing specific forms of stereotype threats.

Symposium S-F11

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

Saturday, January 19, 11:15 am – 12:30 pm, Room R02

Chair: Aleksandr Kogan, University of Cambridge

Emerging evidence suggests that biological systems are related in highly complex, non-linear ways to prosociality/well-being contrary to previous models which have suggested simple linear relationships. In the present symposium, we present evidence of these biological complexities at the gene, neuropeptide, peripheral physiology, and neural levels.

ABSTRACTS

GENE-CULTURE INTERACTION AND PSYCHOLOGICAL WELL-BEING

Heejung S. Kim1
1University of California, Santa Barbara

Culture and genes interact to produce social behaviors and psychological tendencies. Across domains, we have found support for gene-culture interaction. In particular, individuals with G allele of oxytocin receptor polymorphism (OXTR) rs53576, who are found to be more socio-emotionally sensitive, embody culturally normative patterns of psychological tendencies more strongly, compared to non-carriers. G allele carriers from the U.S. seek emotional support to cope with stress, a culturally normative coping strategy, more than non-G allele carriers, whereas G allele carriers from East Asia, where emotional support seeking is not normative, do not show such pattern. Furthermore, we investigated how OXTR and culture impact psychological well-being. Mirroring the pattern of results on support seeking, we found that G allele carriers from the U.S. have greater psychological well-being than non-G allele carriers, but not for those from East Asia. These findings suggest that individuals’ psychological well-being may also be shaped by gene-culture interaction.

FROM VIRTUE TO VICE: CARDIAC VAGAL TONE’S NON-LINEAR RELATIONSHIP WITH ACTUAL AND PERCEIVED PROSOCIALITY

Aleksandr Kogan1
1University of Cambridge

Emerging theoretical and empirical evidence has implicated the vagus nerve as a potential physiological system that supports prosociality. However, as Aristotle observed long ago, even virtues can turn to vices when taken to extremes. Applying Aristotle’s framework to the vagus nerve, we theorized that cardiac vagal tone (CVT)—a non-invasive measure of vagus nerve activity—might be non-linearly associated (inverted-U shape) with prosociality. That is, we predicted that individuals with moderate CVT would be more prosocial than individuals with very low or very high levels of CVT. We found that CVT was non-linearly associated with self-reported prosociality (Study 1), experience of prosocial emotions (Study 2), and how prosocial complete strangers perceived individuals to be from 20-second silent videos (Study 3). Thus, too much or too little vagus nerve activity appears to be detrimental to prosociality, suggesting a simple linear characterization of the link between the vagus nerve and prosocial is inaccurate.

OXYTOCIN, ATTACHMENT, AND THE SELF IN RELATION TO OTHER

Jennifer A. Bartz1
1McCann University

Research investigating the social effects of oxytocin (OT) has shown that OT can promote prosocial behavior in those who are less socially engaged (avoidantly attached), but can exacerbate interpersonal insecurities in those who are preoccupied with closeness (anxiously attached). One theory to explain these opposing observations is that OT induces a motivational shift from self to other. Becoming other-oriented should be helpful to those who focus on the self to the exclusion of others, but could be hurtful to those who are overly other-focused but have little sense of self. We administered intranasal OT/placebo to 31 males and measured agency (self-orientation) and communion (other-orientation). OT increased self-conceptions of communal traits (warm, caring), especially for avoidant individuals. There was no main effect of OT on agency; however, anxious participants showed a selective decrease in agency (independent, self-confident) following OT. These data explain the beneficial, and potentially harmful, effects of OT.

THE NEURAL COMPONENTS OF EMPATHY: PREDICTING DAILY PROSOCIAL BEHAVIOR

Sylvia A. Morelli1, Lian T. Rameson1, Matthew D. Lieberman1
1University of California, Los Angeles

Previous neuroimaging studies on empathy have not clearly identified neural systems that support the three components of empathy: affective congruence, perspective-taking, and prosocial motivation. These limitations stem from a focus on a single emotion per study and lack of prosocial motivation assessment. In the current investigation, 32 participants completed an fMRI session assessing empathic responses to individuals experiencing painful, anxious, and happy events, as well as a 14-day experience sampling survey that assessed real-world helping behaviors. The results demonstrate that empathy for positive and negative emotions selectively activates regions associated with positive and negative affect, respectively. In addition, the septal area, previously linked to prosocial motivation, was the only region that was commonly activated across empathy for pain, anxiety, and happiness. Septal activity during each of these empathic experiences was predictive of daily helping. These findings suggest that empathy...
produces affect-congruent activations and results in septally-mediated prosocial motivations.

**Lunchtime Presentation and Discussion with Representatives from NSF**

Saturday, January 19, 1:00 pm – 2:00 pm

Room R03 – R05

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

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

**Symposium Session G**

Saturday, January 19, 2:00 pm – 3:15 pm

**Symposium S-G1**

**AUTHENTICITY: ITS MEANING AND ATTAINMENT**

Saturday, January 19, 2:00 pm – 3:15 pm, Room R03 – R05

Chair: Letitia Slabu, University of Edinburgh
Co-Chair: Alison Lenton, University of Edinburgh

This symposium presents recent research findings investigating authenticity’s meaning and attainment. The speakers draw upon various theoretical perspectives (e.g., trait vs. state) and methods (e.g., experimental, correlational, diary) and, in so doing, offer a dynamic and diverse overview of authenticity that they hope will stimulate conceptual development and future research.

**ABSTRACTS**

**THE NORMATIVE NATURE OF THE TRUE SELF**
Joshua Knobe1, George E. Newman1, Paul Bloom1
1Yale University

The belief that people have a “true self” plays an important role in many areas of psychology and popular culture. But what is the true self? Here we test the hypothesis that people believe that an agent’s true self is that which they themselves perceive to be morally good. Experiments 1 and 2 find that people posit such a morally good true self even when the agent does not engage in any behaviors that would provide evidence for it. Experiments 3-5 find that individual differences in normative values explain differences in beliefs about the nature of the true self. That is, when conservatives and liberals are given the same vignette, conservatives tend to say that the agent’s true self is drawing her toward conservatism, while liberals tend to say that the agent’s true self is drawing her toward liberalism.

**AUTHENTICITY AND SELF-ESTEEM ACROSS TEMPORAL HORIZONS**
William E. Davis2,2, Joshua A. Hicks1, Rebecca J. Schlegel1, Christina M. Smith1, Matthew Vess2
1Texas A & M University; 2Ohio University

Research on self-esteem distinguishes between a secure, authentic form resistant to threats and a fragile form maintained through self-protective biases and positive illusions (Kernis, 2003). One pervasive self-protective bias is unrealistic optimism about the future. When individuals are less able to maintain unrealistic optimism about the future (e.g., when future time is perceived as limited), people with fragile self-esteem may find themselves vulnerable to reduced feelings of self-worth, whereas individuals high in authenticity should have a stable sense of self-esteem and be relatively unaffected. Three studies tested this hypothesis by examining the interactive effect of future time perspective and authenticity on self-esteem. We predicted that authenticity would be more strongly related to self-esteem when time was perceived as limited vs. open-ended. This prediction was supported in two studies using short-term and long-term daily diary methodologies in college student samples, and a cross-sectional online study with older adults.

I DON’T FEEL BAD, THEREFORE I FEEL ‘REAL’: THE EFFECT OF MOOD ON STATE AUTHENTICITY
Letitia Slabu1, Alison P. Lenton1, Constantine Sedikides2, Katherine Power1
1University of Edinburgh; 2University of Southampton

Most empirical studies of authenticity portray this construct as a stable personality trait. Challenging this view, recent research conceives of authenticity as being sensitive to the context; thus, it is also a state. We extended this latter line of enquiry by investigating how mood influences the feeling of authenticity. Across three experiments, we used both implicit and explicit procedures to modulate participants’ mood (between-subjects) in order to assess the causal role of affect in the subjective experience of authenticity. We found consistent evidence that participants in a negative mood felt less authentic than those in a positive mood. The results also suggested that changes in negative affect (rather than in positive affect, self-esteem, self-consciousness, or self-concept accessibility) explained the effect of mood on state authenticity. Results are discussed with respect to the Affect Infusion Model and Personality Systems Interaction theory.

ARE ANY NEEDS NECESSARY? NEED SATISFACTION AND STATE AUTHENTICITY
Alison P. Lenton1, Letitia Slabu1, Constantine Sedikides2
1University of Edinburgh; 2University of Southampton

It is only recently that authenticity has been investigated from a state, rather than trait, perspective. The research presented in this talk adds to this growing body of literature by examining whether both long-standing and momentary need satisfaction contribute to a sense of authenticity and, if so, which needs are critical. The results of several studies indicate that enduring need satisfaction – of autonomy, relatedness, competence, self-esteem, pleasure, and meaning – is associated with increased state authenticity. Two experiments further found that enduring (trait) need satisfaction moderates the effects of momentary need satisfaction on state authenticity; i.e., whether a temporary change in need satisfaction affected participants’ felt authenticity depended on their typical level of general need satisfaction. These findings were consistent across both a need deficit and need enhancement perspective. Results are discussed with respect to self-determination theory and in terms of the findings’ support for the sensitivity, deficiency, versus accommodation hypotheses.

**Symposium S-G2**

**DEBIASING SOCIAL JUDGMENT: MOTIVATIONS, PROCESSES, AND CONSEQUENCES**

Saturday, January 19, 2:00 pm – 3:15 pm, Room R01

Chair: Carlee Hawkins, University of Virginia
Co-Chair: Brian A. Nosek, University of Virginia

Biases and heuristics have a pervasive influence on judgments and behavior. At the same time, people think of themselves as objective and value being unbiased, evidenced by denial of having biases and attempts to overcome them. This symposium will articulate debiasing motivations and processes, and their success or failure.
A DISPOSITIONAL MOTIVATION FOR ACCURACY
Carlee B. Hawkins1, Brian A. Nosek1
1University of Virginia
Motivated reasoning to reach favorable conclusions for the self or ingroups is pervasive. Situational factors, such as accountability and outcome dependency, can decrease reasoning biases. We investigated whether variation exists in dispositional motivations for accuracy, even at the cost of self or ingroups. The newly developed Motivation for Accuracy Questionnaire (MAQ) measures endorsement of accuracy over directional goals. In Study 1, the MAQ demonstrated convergent validity with Internal Motivation to Respond without Prejudice and Need for Cognition and divergent validity with Close-Mindedness and Social Desirability. The MAQ also predicted accuracy judgments in scenarios with forced accuracy/directional tradeoffs. In Study 2, the MAQ moderated the ‘party over policy’ effect (Cohen, 2003) –partisans high in accuracy motivation were less influenced by which political party proposed a welfare policy than partisans low in accuracy motivation. Individuals vary in dispositional motivation to be accurate and unbiased, and this is associated with debiased judgments.

FEELING IN WITH THE OUTGROUP: OUTGROUP ACCEPTANCE AND THE INTERNALIZATION OF THE MOTIVATION TO RESPOND WITHOUT PREJUDICE
E. Ashby Plant1, Jonathan Kunstman2, Kate Zielaskowski1
1Florida State University; 2Miami University
Ten years of research illustrates the benefits of internal motivation to respond without prejudice (IMS) for bias regulation and high quality intergroup contact. However, to date, it was unclear how this motivation develops. The current work tested whether perceived outgroup acceptance facilitates the development of IMS. Longitudinally, feeling accepted by outgroup members predicted increases in IMS across a 4 month period (Study 1). Experimental manipulations of outgroup acceptance also increased IMS toward racial outgroups (Studies 2 & 3). Compared to controls, those who felt accepted by outgroup members not only reported a greater personal commitment to bias regulation, they were also more willing to pay money to increase their opportunities for interracial contact (Study 2). Further, this pattern of responses held for both majority and minority-group members. The present research demonstrates one pathway through which the fulfillment of fundamental needs influences bias regulation and motivated intergroup processes.

WHY ARE YOU BEING NICE TO ME? PERCEIVED MOTIVATION TO CONTROL PREJUDICE GUIDES RESPONSES TO POSITIVE MAJORITY GROUP FEEDBACK
Jonathan Kunstman1, Brenda Major2, Pamela Sawyer2
1Miami University; 2University of California Santa Barbara
Although norms that punish overt discrimination have reduced racism in society, they have also created a unique problem for racial minorities when interpreting positive responses from Whites. Is Whites’ positive feedback inspired by egalitarianism, or motivated by fear of appearing prejudiced? Two studies revealed that minority-group members’ responses to positive treatment by majority-group members were shaped by their beliefs about Whites’ motivations for non-prejudiced behavior. In interracial interactions (compared to ingroup controls), the more minorities believed that Whites were motivated by concerns with appearing biased (i.e., external motivation), the more they attributed positive majority-group feedback to prejudice and evinced a physiological threat response (Study 1). For these individuals, positive majority-group feedback actually decreased self-esteem and increased cardiovascular threat reactivity more than negative feedback (Study 2). These studies suggest that for some minority group members, ambiguity surrounding Whites’ motives can make positive treatment more threatening than negative treatment.

DE-BIASING IMPLICIT SOCIAL JUDGMENT
Jeffrey W. Sherman1, Jimmy Calanchini2, Regina Krieglmeyer2
1University of California, Davis; 2University of Würzburg
We summarize research on the processes people use to de-bias responses on implicit measures of bias. Our work with the Quad model (Sherman et al., 2008) has identified two distinct processes (Detection and Overcoming Bias) that work to control the expression of implicit biases. We provide evidence that each process reflects both task variance that cuts across content domains and content-specificity. We also show that personal and situational variation in implicit bias, as well as effects of training on implicit bias, is associated with the extent of these processes. Finally, we discuss recent research aimed at separating the contributions of stereotype activation and application within the Stereotype Misperception Task (SMT; Krieglmeyer & Sherman, 2012). Though the SMT possesses important features of implicit measures, the extent to which an activated stereotype influences judgments in the task is determined by a stereotype application process that can override or even reverse stereotypic priming.

GROUP INFLUENCES ON MIND PERCEPTION: NOVEL INSIGHTS INTO WHEN AND HOW WE SEE MINDS ACROSS GROUP DIVIDES
Saturday, January 19, 2:00 pm – 3:15 pm, Room R07 – R09
Chair: Leor Hackel, New York University
Co-Chair: Jay J. Van Bavel, New York University
Four presentations demonstrate how group contexts and concerns—including collective identification, out-group threat, and intergroup conflict—shape how people perceive and respond to the minds of others. This symposium will present evidence ranging from lower-level perceptual thresholds and motor resonance to higher-level mind attribution and empathic responses.

SOCIAL IDENTITY ALTERS THE THRESHOLD FOR MIND PERCEPTION
Leor M. Hackel1, Christine E. Looser2, Jay J. Van Bavel1
1New York University; 2Dartmouth College
Social identities shape how we perceive the social world. In a series of experiments, we examined how social identity influences the threshold for mind perception, using a continuum of morphs between human and doll faces randomly labeled as in-group or out-group members. Participants had lower (i.e., more lenient) thresholds for perceiving minds behind in-group faces, both in minimal (Experiment 1) and real-world groups (Experiment 2). In other words, in-group members required less humanness in their faces to be perceived as having minds. However, Experiment 3 demonstrates that out-group threat moderates this phenomenon, such that Democrats and Republicans who perceived out-group threat had lenient thresholds for perceiving out-group minds. These experiments suggest that perceiving a mind behind a face depends not only on bottom-up, physical cues to humanness but also on top-down, context-specific effects of social identities.

THE OUTGROUP EFFECTANCE HYPOTHESIS: WHEN WE SEE MIND BEHIND ENEMY LINES
Adam Waytz1, Liane Young2
1Northwestern University; 2Boston College
Although outgroup dehumanization is a well-established phenomenon, the present research characters key conditions under which people do (and do not) attribute minds to outgroups. Five studies demonstrate that effectance motivation—motivation for mastery—is associated with mind perception toward outgroups. Studies 1 and 2 directly illustrate that effectance motivation predicts attribution of mind to outgroups, for Americans evaluating the Taliban, and Democrats and Republicans evaluating the opposing party. Study 3 examines two primary dimensions of mind—agency and experience—and links effectance motivation and the attribution of agency to outgroups.
A FUNCTIONAL APPROACH TO GROUP BIASES IN MOTOR RESONANCE

Jennifer N. Gutsell1, Michael Inzlicht1
1University of Toronto

Similar neural circuits are activated during action and action observation. Such motor resonance is said to support action understanding and interpersonal coordination, reflecting perception of mind and mental states. Motor resonance, however, has been shown to be influenced by group biases and is restricted to the ethnic ingroup. Using the suppression of electroencephalographic (EEG) mu oscillations during action observation as an index of motor resonance, we explored facilitating conditions for cross-group motor resonance. Studies 1 and 2 show that cross-group motor resonance increases after the observer has taken the perspective of an outgroup member and when the observer believes in high genetic overlap between individuals, respectively. Study 3 shows that cross-group motor resonance is also increased for threatening outgroup behavior. How much people resonate with outgroup members, thus, is malleable, and seems to depend on the motivational significance of the target person, and the behavior in question.

THE ROOTS OF INTERGROUP EMPATHY BIAS: INTERGROUP COMPETITION AND DIFFERENTIATION SHAPE EMPATHY TOWARD IN-GROUP AND OUT-GROUP MEMBERS

Mina Cikara1, Emile Bruneau2, Jay J. Van Bavel3, Rebecca Saxe2
1Carnegie Mellon University; 2Massachusetts Institute of Technology; 3New York University

We explore the effects of competition and intergroup differentiation—relatively greater identification with one’s in-group—on empathic responses to mental states of in-group and out-group members. In 5 experiments, we manipulate competition among arbitrary groups and measure collective identification with in-group and out-group. When teams are set in competition, intergroup differentiation is correlated with greater empathy for in-group than out-group targets (Experiment 1). This empathy bias is characterized not only by dampened empathy toward out-group members but also by increased counter-empathic responses (e.g., Schadenfreude). Comparing in-group and out-group to unaffiliated targets suggests that the bias is better characterized as out-group antipathy than extraordinary in-group empathy (Experiment 2). The intergroup empathy bias is extremely flexible (empathy completely reverses after participants change teams; Experiment 3) and robust. However, creating a cooperative task structure between teams (Experiment 4) or providing visual evidence of reduced group entitativity (Experiment 5) attenuates the bias.

Symposium S-G4
BIOLLOGICAL UNDERPINNINGS OF SOCIAL INTERACTION: INTERDISCIPLINARY APPROACHES

Saturday, January 19, 2:00 pm – 3:15 pm, Room 206 – 207
Chair: Lisa Jaremka, The Ohio State University College of Medicine

Although much is known about the health consequences of positive and negative social interactions, the biological correlates of social processes are only beginning to unfold. Accordingly, Jaremka, Kemeny, Way, and Eisenberger present data about the physiological underpinnings of social interaction utilizing research from social neuroscience, psychoneuroimmunology, psychoneuroendocrinology, and social psychology.

ABSTRACTS

SOCIAL NEUROSCIENCE AND HEALTH: USING THE BRAIN TO UNDERSTAND THE LINKS BETWEEN SOCIAL PROCESSES AND HEALTH

Naomi I. Eisenberger1
1University of California Los Angeles

It is well-established that lacking social ties increases the risk of morbidity and mortality, whereas having social ties reduces this risk. However, the neurocognitive mechanisms that translate perceptions of social disconnection or connection into health-relevant physiological changes are not well-understood. This talk outlines two neural systems that may mediate the relationship between social ties and health. I will first review several studies showing that experiences of social disconnection may trigger health-relevant sympathetic and inflammatory responding through neural regions involved in physical and social pain. I will then suggest that experiences of social connection may relate to health through reward-related activity, which can inhibit threat-related responding. Specifically, I will review two studies showing that the threat-reducing effects of both receiving and giving social support rely on reward-related regions that are associated with reductions in threat-responding. Implications of this framework for understanding the links between social ties and health will be discussed.

SOCIAL INTERACTIONS AND NEUROTRANSMITTERS

Baldwin Way1
1The Ohio State University

Social and health psychology have a long tradition of measuring hormonal and psychophysiological changes resulting from social interactions, which has more recently been supplemented by neuroimaging approaches. In order to understand how social interactions affect physiology, it is critical to understand the ways in which neurotransmitters both trigger and moderate neural, psychophysiological, and hormonal responses to social encounters. Differences in neurotransmitter function can be probed with both genetic and pharmacological approaches. Data will be presented demonstrating that genetic variation in the serotonin system affects responsivity to social support in romantic relationships. This will be supplemented with data showing that pharmacological alteration of the serotonin system also affects reactivity to social interactions in unacquainted dyads. Together, these findings demonstrate that the neurotransmitter serotonin is a critical moderator of emotional reactivity to social interactions and is likely to be critically involved in eliciting the health benefits derived from social relationships.

SOCIAL STATUS THREATS AND THE INFLAMMATORY SYSTEM: THE ROLE OF SOCIAL PERCEPTIONS

Margaret E. Kemeny1, Elizabeth Hopper1, Julie Dinh1
1University of California San Francisco

While many forms of interpersonal interaction can affect health relevant biological systems, one form that appears to show consistent psychobiological correlates in humans and other animals involves threats to social status. Preserving social status is a central motive and threats to one’s status or value through negative social evaluation, rejection, or stigmatization can have a variety of psychological and physiological effects, which, if chronic, can result in health risk. Findings will be presented from experimental, case-control, and longitudinal studies demonstrating that social status threats can affect the hypothalamic pituitary adrenal axis, the inflammatory system, and the interaction between these two systems. The social psychological processes underlying these relationships will be described. Findings indicating whether or not early life experience with social status threat, in the form of perceived racial discrimination, can impact adult inflammatory processes will be highlighted.

Study 4 demonstrates that Americans preferentially dehumanize an enemy outgroup (Iran) versus an ally outgroup (Canada), in terms of experience, but not agency. Finally, Study 5 reveals that specifically groups that pose a credible threat elicit effectance motivation, and hence mind perception. These findings suggest people do not uniformly dehumanize enemies but rather engage in robust and systematic mind perception.

ABSTRACTS

SOCIAL NEUROSCIENCE AND HEALTH: USING THE BRAIN TO UNDERSTAND THE LINKS BETWEEN SOCIAL PROCESSES AND HEALTH

Naomi I. Eisenberger1
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1The Ohio State University

Social and health psychology have a long tradition of measuring hormonal and psychophysiological changes resulting from social interactions, which has more recently been supplemented by neuroimaging approaches. In order to understand how social interactions affect physiology, it is critical to understand the ways in which neurotransmitters both trigger and moderate neural, psychophysiological, and hormonal responses to social encounters. Differences in neurotransmitter function can be probed with both genetic and pharmacological approaches. Data will be presented demonstrating that genetic variation in the serotonin system affects responsivity to social support in romantic relationships. This will be supplemented with data showing that pharmacological alteration of the serotonin system also affects reactivity to social interactions in unacquainted dyads. Together, these findings demonstrate that the neurotransmitter serotonin is a critical moderator of emotional reactivity to social interactions and is likely to be critically involved in eliciting the health benefits derived from social relationships.

SOCIAL STATUS THREATS AND THE INFLAMMATORY SYSTEM: THE ROLE OF SOCIAL PERCEPTIONS

Margaret E. Kemeny1, Elizabeth Hopper1, Julie Dinh1
1University of California San Francisco

While many forms of interpersonal interaction can affect health relevant biological systems, one form that appears to show consistent psychobiological correlates in humans and other animals involves threats to social status. Preserving social status is a central motive and threats to one’s status or value through negative social evaluation, rejection, or stigmatization can have a variety of psychological and physiological effects, which, if chronic, can result in health risk. Findings will be presented from experimental, case-control, and longitudinal studies demonstrating that social status threats can affect the hypothalamic pituitary adrenal axis, the inflammatory system, and the interaction between these two systems. The social psychological processes underlying these relationships will be described. Findings indicating whether or not early life experience with social status threat, in the form of perceived racial discrimination, can impact adult inflammatory processes will be highlighted.
Narcissistic aggression revisited

Saturday, January 19, 2:00 pm – 3:15 pm, Room 217 – 219

Chair: Zlatan Krizan, Iowa State University

Narcissism is an important predictor of aggressive behavior. This symposium gathers cutting-edge research that examines both narcissistic grandiosity and vulnerability as antecedents of various forms of aggression. Taken together, the findings indicate that both narcissism dimensions facilitate aggressive behavior, yet do so under different circumstances and for different reasons.

Abstracts

Adolescent narcissism and aggression: extending the scope to grandiosity and vulnerability

Christopher T. Barry 1, Rebecca L. Kauten 1

1The University of Southern Mississippi

Research has clearly demonstrated that adolescents and adults with narcissistic tendencies respond aggressively to ego threats in laboratory settings. Initial evidence with adolescents indicates that narcissism assessed via a youth version of the Narcissistic Personality Inventory is related to self-reported aggression. However, relatively little is known about how well this association applies to different forms of narcissism and of aggression. This study investigated the relationship between aggression (i.e., reactive, proactive, overt, and relational) and three dimensions of adolescent narcissism (i.e., Vulnerable, Grandiose, and Normal Narcissism). In a sample of 190 at-risk adolescents ages 16-18, vulnerable and normal narcissism were each correlated with all forms of aggression examined. Further results suggest that exploitativeness and a sense of entitlement may drive some of these associations, whereas a tendency to aggrandize oneself by helping others may be tied to lower aggression. The implications for the conceptualization of adolescent narcissism will be discussed.

Aggression in the face of rejection: the role of grandiose and vulnerable narcissism

Brittany Gentile 1, Lauren Wilson 1, Joshua D. Miller 1, Amos Zeichner 1

1University of Georgia

There is increasing evidence to suggest that narcissism is a heterogeneous construct composed of two independent forms: grandiose and vulnerable. A primary difference between grandiose and vulnerable narcissists is the method each uses to self-enhance. Whereas grandiose narcissists seek admiration, vulnerable narcissists seek social approval. In the present study we examined how feelings of ostracism, induced by a computer “ball-tossing” game, would affect participants’ willingness to administer electrical shocks to the person that rejected them. The type of rejection was manipulated such that participants were told that the goal of the ball-tossing game was either to compete with the other participants and control play, or to cooperate and share the ball equally. Results showed that grandiose narcissists were more likely to aggress within the competitive, but not the cooperative, context. Vulnerable narcissism, on the other hand, had a much smaller association with aggression across both conditions.

Holding it in and taking it out: narcissistic vulnerability, rumination, and aggression

Zlatan Krizan 1, Omesh Johar 1

1Iowa State University

In a series of studies that examined narcissistic grandiosity and vulnerability as antecedents of targeted and displaced aggression, we identified vulnerability as a powerful and more far-reaching facilitator of aggressive behavior. In Study 1 involving community adults, the vulnerability factor extracted from a set of narcissism measures was a stronger predictor of trait aggressiveness (particularly hostility and anger) than was the grandiosity factor. Self-reports from Study 2 revealed that distrust and angry rumination were key attributes accounting for the link between narcissistic vulnerability and both targeted and displaced aggression (with entitlement playing a smaller role). Preliminary data from Study 3 utilizing a behavioral measure of aggression (within an improved hot-sauce paradigm) indicate vulnerable narcissists are more likely to respond to provocation with aggression, even toward an innocent party. Taken together, this evidence reveals a need to adopt a broader view of narcissistic aggression.

Grandiose and vulnerable narcissism: investigating antisocial outcomes

W. Keith Campbell 1, Joshua D. Miller 1

1University of Georgia

Research and theory have described two forms of narcissism: a grandiose form that is more extraverted and a vulnerable form that is more broadly neurotic. In the present research we examine the predictive power of both forms of narcissism against a spectrum of anti-social outcomes. Result from several studies showed that both forms of narcissism were related to elevated aggressive cognition and game-playing love styles. Grandiose narcissism was associated with self-reported aggressive behavior potential, crime and gambling, whereas vulnerable narcissism was associated with self-harm. Overall, these data show a pattern of anti-social outcomes for both forms of narcissism, with grandiose narcissism being typically more antisocial. Furthermore, grandiose narcissism is more externalizing while vulnerable narcissism is more internalizing. Discussion focuses on the utility of trait models to explain these differences.

Symposium S-G6

“Life is an adventure in forgiveness”: surprising lessons in giving and gaining forgiveness

Saturday, January 19, 2:00 pm – 3:15 pm, Room 228 – 230

Chair: Gili Freedman, University of Texas at Austin

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

This symposium highlights the complicated nature of interpersonal and intergroup forgiveness. The presentations draw on experimental, longitudinal, and real-world political and romantic relationship data to unveil the surprising ways in which apologies undermine forgiveness and the surprising ways in which prayer and agreeableness interact with forgiveness.
ABSTRACTS

THE ART OF SOCIAL REJECTION: APOLOGIES DO NOT PROMOTE FORGIVENESS
Gilli Freedman1, Erin M. Burgoo1, Jason D. Ferrell1, James W. Pennebaker1, Jennifer S. Beer2

How can people socially reject others in a way that will encourage forgiveness? Does it help to apologize? Is it best to keep the rejection short and sweet? Research has robustly established that social rejection is painful for rejectors but has been silent on recommendations for rejectors. What do rejectors do to avoid hurting the rejectee’s feelings and jeopardizing their own social reputation—and are their strategies successful? Four studies asked university and community samples (N = 1096) to generate rejections for everyday interpersonal situations. Content coding identified a number of strategies people believe are a “good” way to reject. Independent rater analyses show that while some of these strategies have the desired effect, some have the opposite effect. To promote forgiveness, rejectors should avoid apologizing and instead use more words, provide positive regard toward the rejectee, and an alternative to the rejectee’s request.

COLLECTIVE GUILT ASSIGNMENT MODERATES EXPECTED OUTCOMES OF AN INTERGROUP APOLOGY AND WILLINGNESS TO FORGIVE: A TEST OF THE STAIRCASE MODEL OF INTERGROUP APOLOGY EFFECTIVENESS
Michael J.A. Wohl1, Matthew Hornsey2, Kim Matheson2, Nyla Branscombe2, Hymie Anisman1

It is widely assumed that intergroup apologies promote intergroup forgiveness. A growing body of literature, however, suggests this assumption is overly optimistic. Using data collected at the time of the Canada’s apology for the head tax on Chinese immigrants as well as one-year later, we provide evidence for the staircase model of intergroup apologies effectiveness (Wohl, Hornsey, & Philpot, 2011). Aligned with prediction from the first floor of the model, Chinese Canadians who assigned collective guilt expected the apology would yield improved relations with European Canadians and were more prepared to forgive. Consistent with fifth floor predictions, one year following the apology, Chinese Canadians who assigned more collective guilt at the time of the apology were less convinced their expectations of improved relations were met. Not surprisingly, intergroup forgiveness also waned. We discuss the need for perpetrator group post-apology engagement to facilitate and maintain intergroup forgiveness and positive intergroup relations.

PRAYER AND FORGIVENESS IN CLOSE RELATIONSHIPS
Frank D. Fincham1
1Florida State University

Forgiveness has a rich history in religion but the link to religious behavior has received little attention in scientific research on forgiveness. This presentation therefore explores the link between forgiveness in close relationships and one religious behavior practiced by most religious faiths, prayer. A theoretical framework linking prayer to forgiveness in relationships will be briefly described before presenting data relevant to its evaluation. Several studies will be summarized that document a link between praying for the well-being of a partner and forgiveness displayed towards the partner. In doing so mechanisms linking prayer and forgiveness are described and evaluated. Two initial studies document concurrent and longitudinal associations between partner-focused prayer and forgiveness. As these studies leave direction of effects unclear, data from experimental studies conducted in the laboratory and in the field are introduced next. Finally, to address the limitations of self-report, data regarding observed reactions to partner transgressions are introduced.

FORGIVE AND FORGET, OR FORGIVE AND REGRET? WHETHER FORGIVENESS LEADS TO LESS OR MORE OFFENDING DEPENDS ON OFFENDER AGREEABLENESS
James K. McNulty1, V Michelle. Russell1
1Florida State University

Three studies indicate that the association between forgiveness and partner reoffending depends on partner agreeableness. In Study 1, relatively agreeable participants were less likely to compete against a dating partner in a prisoner’s dilemma game when they were randomly assigned to believe that partner was “very forgiving.” relativley disagreeable participants were more likely to compete against a forgiving partner. In Study 2, relatively agreeable spouses were less likely to perpetrate psychological aggression over time against more-forgiving partners; relatively disagreeable spouses were more likely to perpetrate against more-forgiving partners. Study 3 replicated these effects on physical aggression and demonstrated the mechanism of each one; relatively agreeable people reported having engaged in fewer acts of physical aggression against more-forgiving partners because they felt obligated to reciprocate those partners’ kindness; relatively disagreeable people reported having engaged in more transgressions against more-forgiving partners because they perceived the opportunity to offend without experiencing undesirable repercussions.

Symposium S-G7
THE ORIGINS OF MORAL COGNITION AND PRO-SOCIAL BEHAVIOR
Saturday, January 19, 2:00 pm – 3:15 pm, Room 208 – 210
Chair: Larisa Heiphetz, Harvard University

This symposium examines the development of moral cognition and pro-social behaviors. Four papers investigate moral judgments and pro-social actions using behavioral and imaging evidence. These presentations illuminate the early origins of moral cognition and underscore the importance of pro-sociality across development.

ABSTRACTS

THE DEVELOPMENT OF INTENT-BASED MORAL JUDGMENT
Fiery Cushman1, Rachel Sheketoff2, Sophie Wharton1, Susan Carey2
1Brown University; 2Harvard University; 3New York University

From 4-8 years, children increasingly make moral judgments on the basis of an actor’s intent, as opposed to the outcome that the actor brings about. Does this developmental change reflect conceptual reorganization specific to the moral domain, as suggested by Piaget, or instead derive exclusively from changes outside the moral domain, such as the development of theory of mind, as emphasized in more recent research? We probe the moral judgments of 293 children aged 4-8 and found that (1) developmental change is restricted to the judgment of accidental harms (bad outcome, no intent), but is not present for the judgment of attempted harms (no outcome, bad intent), and (2) developmental change originates in judgments of the naughtiness of an actor, which subsequently constrains judgments of deserved punishment. These findings indicate that the outcome-to-intent shift reflects a conceptual reorganization within the moral domain and sharpens our understanding of its structure.

THE RELATIONSHIP BETWEEN RELIGIOUS BELIEFS AND MORAL JUDGMENT
Larisa Heiphetz1, Elizabeth S. Spelke1, Mahzarin R. Banaji2
1Harvard University

Children and adults use actors’ intentions to judge behaviors; for example, harming purposefully is deemed more immoral than harming accidentally. We examined the ways in which religion—a belief system associated with morality—influenced attributions and evaluations of behaviors. In Study 1, 6-9 year old children (N=81) preferred characters who shared their religious, factual, and preference-based beliefs but attributed moral behaviors only to those who shared their religious...
views. Study 2 examined the reverse: Might children differentially evaluate identical behaviors if only one is motivated by religion? Religious 5-10 year old children evaluated religiously-motivated moral behaviors more positively than identical secularly-motivated behaviors, whereas only older secular children showed the reverse pattern (N=190). These findings suggest that children link pro-social behaviors with religion in some contexts and this link’s strength diminishes as secular children mature. These results support the idea that young children may find religious ideas intuitively compelling.

NEURAL ORIGINS OF PRO-SOCIAL BEHAVIOR
Jason P. Mitchell1, Jamil Zaki2
1Harvard University; 2Stanford University
Standard models within behavioral economics and evolutionary biology assume that individuals seek to maximize their personal well-being, will consistently act selfishly, and seemingly pro-social acts usually reflect selfish attempts to protect one’s reputation or avoid retribution. Recently, we have used functional neuroimaging to support an alternate account of human pro-sociality that suggests that people act altruistically because doing so is experienced as a source of intrinsic reward. This work has capitalized on a rich body of neuroscience research demonstrating that activity in mesolimbic dopaminergic targets strongly correlates with subjective value in both humans and other animals. In our recent work, we have consistently observed that these brain regions can be engaged by yet another type of event: opportunities to act generously to others, even at a material cost to the self. Such observations suggest that pro-social behavior represents a powerful source of motivation for many people.

FREE WILL AND MORAL ACCOUNTABILITY
Azim Shariff1
1New York University Abu Dhabi
Recent research within our field has intensified longstanding debates about the existence and social significance of free will. Moreover, these debates appear to be trickling down from the ivory heights into public consciousness. Given the connection between free will beliefs (FWBs) and moral accountability, any change in the former may deeply affect the latter. I will present new data my collaborators and I have collected on how the erosion of FWBs affects attitudes about forgiveness, punishment and pride. These studies show that (a) stronger FWBs predict more forgiveness, lower punishment and lower pride, and (b) that various ways of experimentally diminishing FWBs lead to higher levels of forgiveness, and lower willingness to punish. Together, the findings highlight the role of FWBs in moral accountability, and portend the changes society may see if mechanistic views of human behavior see further endorsement among the general public.

Symposium S-68
CHANGING YOUR IMPLICIT MIND: WHEN AND WHY DO IMPLICIT ATTITUDES FORM AND CHANGE?
Saturday, January 19, 2:00 pm – 3:15 pm, Room 220 – 222
Chair: Jeremy Cone, Williams College
Co-Chair: Melissa Ferguson, Cornell University
With over two decades of research on implicit attitudes, we still do not know very much about how they form and change over time. The speakers present findings on the formation of novel implicit attitudes and their developmental trajectory over time, identifying factors that influence their formation and revision.

ABSTRACTS
ARE WE PUPPETS ON A STRING? COMPARING THE IMPACT OF CONTINGENCY AND VALIDITY ON IMPLICIT AND EXPPLICIT EVALUATIONS
Kurt Peters1, Bertram Gawronski2
1Norwich University; 2The University of Western Ontario
Research has demonstrated that implicit and explicit evaluations of the same object can diverge. Explanations of such dissociations frequently appeal to dual-process theories, such that implicit evaluations are assumed to reflect object-valence contingencies independent of their perceived validity, whereas explicit evaluations reflect the perceived validity of object-valence contingencies. Although there is evidence supporting these assumptions, it remains unclear how dissociations can arise in situations in which object-valence contingencies are judged to be true or false during the learning of these contingencies. Challenging dual-process accounts that propose a simultaneous operation of two parallel learning mechanisms, results from three experiments showed that the perceived validity of evaluative information about social targets qualified both explicit and implicit evaluations when validity information was available immediately after the encoding of the valence information; however, delaying the presentation of validity information reduced its qualifying impact for implicit, but not explicit, evaluations.

INSTANT AND IMPLICIT: HOW GOAL RELEVANCE INFLUENCES IMPLICIT ATTITUDE FORMATION AND REVISION
Jeremy Cone1, Melissa J. Ferguson2
1Williams College; 2Cornell University
It is widely assumed that implicit attitudes are slow to develop and resistant to change once formed, and yet little empirical research has tested this claim. In two studies, we examined whether participants could rapidly form and then revise their implicit attitudes towards novel attitude objects. In Study 1, participants were assigned to an implicit using a minimal group paradigm and their group assignment was subsequently reversed after a purported mistake in the computer feedback. In Study 2, participants played a short video game in which the evaluative implications of a novel attitude object shifted between rounds of the game. Across both studies, people quickly formed implicit attitudes towards novel attitude objects, and then revised these attitudes in the face of new, countervailing information. The role of the self-relevance of the attitude objects in the context of these effects is discussed.

THE ROLE OF NEGATION SALIENCE IN ATTITUDE FORMATION
Robert J. Rydell1, Kathryn L. Boucher1
1Indiana University
Most attitude models posit that negation (invalidating or mentally reversing information’s meaning) is an important process for understanding evaluation. However, people are notoriously bad at correctly encoding negated information and can form associations that are inconsistent with the information provided during encoding. This may be why research has shown that negations often have very little impact on implicit attitude measures (e.g., Deutsch et al., 2006). In this work, we provide evidence that making negations more visually salient (presented in extremely huge font) during attitude formation leads people to attend to those negations and properly encode the information presented (e.g., encode “not warm” as “cold”), leading implicit attitude measures to more closely track the valence of that information. Consistent with past work on negation and cognitive resources, the impact of visual salience on forming associations is reliant on effortless processing of attitude-relevant information during encoding; cognitive load eliminates these salience effects.

DYNAMIC IMPLICIT BALANCE: CHANGING ONE ELEMENT IN A COGNITIVE SYSTEM PRODUCES RELATED CHANGE
Pablo Briñol1, Richard Petty2, Javier Horcajo1
1Universidad Autónoma de Madrid; 2The Ohio State University
Making connections to the self has increased the value of everything from coffee mugs to stigmatized groups and occurs on both explicit and implicit measures. Although there are several explanations for these effects, one possibility is psychological balance (Greenwald et al., 2002). If balance is responsible for more positive evaluations of objects that are linked to the self, then connecting objects to the self should only increase their value when the self is liked, and the reverse should occur if self-esteem is low. Furthermore, if the self is held in high regard, then increasing the value of any object should increase its linkage to the self. We report two studies providing support for these ideas using implicit measures (IAT) of self-esteem, self-object linkage, and object evaluation.
**Symposium S-G9**

**CHALLENGING THE WHITE MALE DEFAULT: AN ANALYSIS OF SOCIAL IDENTITY NORMS IN CONTEMPORARY SOCIETY**

**Saturday, January 19, 2:00 pm – 3:15 pm, Room 225 – 227**

**Chair:** Erin Thomas, **Yale University**  
**Co-Chair:** Jessica L. Cundiff, **Pennsylvania State University**

Certain identities in our society are privileged as the implicit standard to which all other identities are compared. This symposium addresses the contributing factors, manifestations, and consequences of positioning some social identities as normative and others as deviating from prevailing norms.

**ABSTRACTS**

**EXPLAINING WHY AMERICANS=WHITE**

Felicia Pratto$, Peter Hegarty$, Anthony F. Lemieux$  
$University of Connecticut; $University of Surrey; $Georgia State University

Four experiments investigated why White Americans implicitly assume that Whites are normal and Blacks are not. Relying on norm theory, we examined which race participants focused on in their explanations for interracial differences. Experiment 1 showed that Blacks are less psychologically normative than Whites, especially when they are the numerical minority but also when they do not fit expectations about “Americans.” Experiment 2 showed that the race that failed to conform to general expectations—rather than to its previous behavior—was less normative. Experiment 3 showed that failing to conform to an unexpected but moral norm led Blacks but not Whites to be considered non-normative. Experiment 4 induced expectancies in a new domain and showed that Blacks but not Whites were non-normative when they did not meet the expectancy. The interplay between information about groups, cognitive processes, and how these produce essentialism is discussed.

**COMMUNICATING NON-NORMATIVE STATUS THROUGH ASYMMETRICAL GENDER MARKING: IMPLICATIONS AND CONSEQUENCES**

Jessica L. Cundiff  
$Pennsylvania State University

Asymmetrical gender marking, or referencing the gender of one group (typically women) but not the other group (typically men), is quite common. Although such linguistic practices may seem relatively harmless, asymmetrical gender marking may be consequential in perpetuating gender inequalities. To test this notion, participants read about an occupation in which either feminality or maleness was marked or no gender was marked. They then rated the gendered nature of the occupation (Study 1 & 2) and the appeal of the occupation (Study 2). Results suggest that marking gender asymmetrically communicates stereotypic information about who naturally belongs in the occupation (Study 1), which in turn influences the extent to which women and men find the occupation appealing (Study 2). This research highlights what is implicitly communicated when gender is asymmetrically marked and how that information may influence the career preferences of women and men in ways that reproduce gender inequalities.

**SINGLED OUT: HOW BEING & “THE EFFECT TO BE EXPLAINED” AFFECT COLLECTIVE SELF-ESTEEM**

Susanne Bruckmüller  
$University of Exeter

In communication about intergroup differences, people tend to focus on how non-normative (untypical and/or stigmatized) groups differ from normative groups. Three experiments examined how this affects collective self-esteem (CSE). In two experiments, single participants felt worse about being single when they read (Study 1) or wrote (Study 2) about how singles differ from coupled people than when they read or wrote about how coupled people differ from singles - independent of the evaluative content of the group differences that they wrote about. In Study 3, left-handed participants indicated lower CSE after writing about how right-handers differ from left-handers than after writing about how right-handers differ from left-handers. The CSE of coupled and of right-handed participants was unaffected by the framing of group differences. In sum, being marked as different and having to explain one’s group identity negatively affected the CSE of members of non-normative, but not of normative, groups.

**THE CONSEQUENCES OF DOUBLE NON-NORMATIVITY: EVIDENCE FOR THE COGNITIVE AND MOTIVATED PRECURSORS OF INTERSECTIONAL INVISIBILITY**

Eri L. Thomas$1, John F. Dovidio$1  
$1Yale University

Society is both androcentric and ethnocentric; thus, Black men are prototypical Blacks and White women are prototypical women. In contrast, Black women may experience social invisibility as a result of their intersectional non-normativity. Two experiments reveal two distinct antecedents of this intersectional invisibility. Study 1 utilized a speeded categorization task to reveal Black female non-normativity. Participants were slower to associate Black women versus Black men with the category “Black” and Black women versus White women with the category “woman.” Study 2 demonstrated that Black women may also experience invisibility because they are perceived to be less relevant to perceivers’ personal outcomes. Participants in a competitive economic game allocated fewer resources to White male opponents (vs. themselves) than to White female or Black male opponents. Participants awarded the most resources to Black female opponents, presumably because Black women were perceived as the least viable threats to participants’ economic outcomes.

**Symposium S-G10**

**USING STRUCTURAL EQUATION MODELING TO ANALYZE DATA FROM EXPERIMENTAL DESIGNS**

**Saturday, January 19, 2:00 pm – 3:15 pm, Room R02**

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

Structural Equation Modeling (SEM) has become a popular data analysis tool for social and personality psychology researchers. However, SEM has rarely been used to analyze data from experimental designs. In this symposium we present four talks detailing advantages of using SEM to analyze data across experimental designs.

**ABSTRACTS**

**BEYOND GLM: BENEFITS OF STRUCTURAL EQUATION MODELING FOR EXPERIMENTAL DATA**

Rick H. Hoyle  
$Duke University

The primary statistical strategy for hypothesis testing in social and personality psychology using experimental data is analysis of variance (ANOVA). When continuous variables are present as independent, mediating, or moderating variables, multiple regression analysis is used. These instances of the general linear model (GLM) are appropriate and effective, but they sometimes fail to fully exploit experimental data. Structural equation modeling (SEM) is an alternative, more general strategy that offers intriguing benefits over GLM. I first show how ANOVA and multiple regression analysis are special cases of SEM. I then provide an overview of means-focused hypothesis testing in SEM using multiple-indicator multiple-cause and multiple-group models. Building on this foundation, I describe capabilities afforded by SEM for hypothesis testing using experimental data. In addition to offering the prospect of more powerful and precise hypothesis tests, these additional capabilities suggest ways to increase the yield of experimental data in social and personality psychology.
EFFECT SIZES AND POST-HOC TESTS WHEN ANALYZING EXPERIMENTAL DESIGNS WITH SEM
Alexander M. Schoemann
1University of Kansas

Structural Equation Modeling (SEM) provides many advantages when testing mean differences across conditions in experimental designs. However, analyses are not complete when a hypothesis test is conducted. This talk describes two important follow-up procedures: computing effect sizes and post-hoc testing. Popular effect sizes for experimental designs (e.g., Cohen’s d, R2), can be easily computed when data from experimental designs are analyzed using SEM. Furthermore, effect sizes from SEM will be greater than or equal to effect sizes computed from analysis of variance. When analyzing data from an experimental study with three or more levels, planned contrasts and post-hoc tests are important tools for understanding the effects of experimental condition. I demonstrate how planned contrasts and popular post-hoc tests (e.g., Tukey’s HSD) can test mean differences using SEM. SEM provides many advantages to analyzing data from experimental designs, while still allowing social and personality psychologists to use familiar tools to interpret results.

EXAMINING FACTORIAL DESIGNS WITH STRUCTURAL EQUATION MODELING (SEM)
Stephen D. Short1, Alexander M. Schoemann1
1University of Kansas

Factorial designs are a popular experimental design in social and personality psychology. The analysis of variance (ANOVA) framework has been the traditional method for examining mean differences in factorial designs, but ANOVA requires several assumptions (e.g., homogeneity of variances, measurement invariance, lack of measurement error in the dependent variable) that are minimized when structural equation modeling (SEM) techniques are used to examine mean differences. The present talk introduces a technique to analyze factorial designs using multiple groups modeling within SEM to examine differences in latent means (i.e., Structured Means Modeling; SMM). The series of steps a researcher may conduct to examine main effects and interactions are provided with example data for popular 2 x 2 and 3 x 3 designs. These steps can be applied to between, within, and mixed subjects designs. Furthermore, the SMM approach can easily accommodate multiple constructs and covariates.

MOVING BEYOND TESTING MEANS: USING MACS MODELING TO TEST GROUP DIFFERENCES IN VARIANCES AND COVARIANCES
Todd D. Little1, Hal S. Shorey2
1University of Kansas; 2Widener University

Mean and covariance structures (MACS) modeling is a powerful tool to analyze multivariate experimental data. MACS modeling allows researchers to go beyond testing group differences in means and to test differences in variances and covariances as well. Using 3 (group) by 2 (repeated-measures) design, this study demonstrates MACS modeling to test whether the mode of data acquisition (online, lab, classroom) influences the nature of the data collected. 300 undergraduates completed affect measures online and in a (randomly assigned) 1 week follow-up either online again, individually in a lab, or in a classroom with other participants. Results indicate a main effect of time for the means of Negative Affect (it decreased in all three conditions) and an interaction for the standard deviation of negative affect (the variance was reduced in the classroom condition). MACS modeling provides social and personality psychologists the ability to move beyond theorizing and testing mean differences.

IMPLICIT DOES NOT EQUAL UNAWARE – INTROSPECTION OF IMPLICIT ATTITUDES
Adam Hahn1, Charles M. Judd2, Holen K. Hirsh3, Irene Blair2
1University of Western Ontario; 2University of Colorado Boulder

This talk addresses the general assumption that people do not have introspective access to their implicit attitudes, as commonly measured. This assumption appears to be based in large part on low correlations between measures of implicit and explicit attitudes. We took a different approach by directly asking participants to predict their results on five future IATs. We consistently found that participants were fairly accurate in their predictions, regardless of whether the IATs were described as revealing true attitudes or cultural associations, regardless of whether predictions were in the form of specific response patterns (“ease of responding”) or conceptual responses (“your implicit attitude”), and regardless of how much experience or explanation participants received before making their predictions. Even as participants accurately predicted their implicit attitudes, they reported distinct explicit attitudes. These results fit dual process models on attitudes, and they have several theoretical and practical implications.

WHAT WE THINK WE KNOW ABOUT OUR OWN IMPLICIT BIAS
Keith Payne1
1University of North Carolina

Does implicit bias reflect intentional animus that is hidden, or unintended impulses that people cannot control? Does it reflect personal attitudes or cultural stereotypes? Questions like these are central to understanding the nature of implicit bias. I argue that the answers depend on how individuals construe their own affective responses. Experiences of intent and ownership are confabulations, constructed as people attempt to craft explanations for their own responses. In four experiments we manipulated or measured how people construed their implicit attitudes toward gay men. When participants construed their bias as their own attitude (vs. cultural stereotypes) bias was more likely to be expressed on a personalized IAT and on explicit measures. Construing bias as intentional (vs. unintentional) made subjects explicitly endorse prejudice. Defining features of implicit attitudes may not be found in static attitude representations, but in the constructive process by which people make sense of their feelings.

SEEING WITH YOUR HEART: CAN YOU FEEL WHAT YOU CONSCIOUSLY DO NOT NOTICE?
Piotr Winkielman1, Boris Bornemann2
1University of California, San Diego; 2Max Planck Institute for Human and Cognitive Brain Science

Psychologists and laypeople believe that feelings can provide introspective access to processes that elude the rational and conscious mind. This notion of seeing with your heart finds support in...
IMMORAL ACTIONS AND THE AVERSION TO HARM
Kyle Dillon¹, Fiery Cushman¹
¹Brown University
We judge others’ behaviors not just by the outcomes they cause, but also according to the action they perform. In particular, up-close, personal actions elicit enhanced moral condemnation. Might our focus on the “act itself” when judging others ultimately derive from self-regulatory processes? We tested whether mere action—absent any harmful outcome—was sufficient to elicit self-regulatory affect by asking people to engage in pretend harmful behaviors, such as discharging a fake gun into an experimenter’s face. Performing pretend harmful actions increased peripheral vasoconstriction, an index of aversion, more than 1) simply witnessing one experimenter perform the same pretend harmful action on another experimenter or 2) performing a metabolically matched non-harmful, non-moral action, such as pulling the trigger of an empty spray bottle. These data indicate self-regulatory affect that responds to actions, above and beyond outcomes, and thus may explain the origins of our action-based moral judgments of others.

DISTINCT MORAL CONCERNS FOR SELF AND OTHER
James Dungan¹, Alek Chakroff², Liane Young¹
¹Boston College; ²Harvard University
Recent efforts to partition the space of morality focus on the descriptive content of moral domains (e.g., harm versus purity). Here, we present behavioral and neural evidence for a model in which a novel dimension interacts with domain content to determine our intuitive moral judgments: whether the action targets the self or another. We present studies demonstrating that purity norms function to protect ourselves from impurities (e.g., contamination), while harm norms function to protect others from interpersonal harms. Furthermore, other-directed actions are processed as harmful irrespective of their domain content. Finally, judgments of impurity uniquely predict moral judgments of self-directed actions, while judgments of harm uniquely predict moral judgments of other-directed actions. These findings are discussed in relation to research showing that cognitive processes (e.g., theory of mind) are recruited differently across moral domains, suggesting distinct functions for distinct moral norms.

DO WHAT I SAY, NOT WHAT I DO: THE DEVELOPMENT OF MORAL EXPECTATIONS AND MORAL BEHAVIOR
Jonathan Phillips¹, Paul Bloom¹
¹Yale University
While there has been an impressive amount of research on the development of moral cognition and its relation to behavior, there has been surprisingly little, if any, research on how moral cognition influences expectations of other people’s behavior over the course of development. Yet, these two aspects of moral cognition are both fundamental to successfully interacting with others. We consider this unexplored topic in a series of studies using simple, modified economic games. The present studies examine both the first-person issue of how children and adults behave themselves while comparing their behavior to third-person measures of how they expect others to behave. Additionally, we collected data on children and adult’s expectations of their own behavior. The comparisons of the developmental trajectory for these first- and third-person items provide evidence that separate psychological processes may underlie these two aspects of moral cognition.

SYMPOSIUM S-H3
SHIFTING DEMOGRAPHICS: FACTORS THAT HINDER AND PROMOTE CHANGES IN RACIAL BELIEFS IN THE FACE OF A GROWING MULTIRACIAL POPULATION
Saturday, January 19, 3:30 pm - 4:45 pm, Room R07 - R09
Chair: Sarah Gaither, Tufts University
Co-Chair: Kristin Pauker, University of Hawaii
The multiracial demographic is estimated to become 21% of the population by 2050, yet research has not explored how this change may transform
EXPOSURE TO UNIQUE FACETS OF DIVERSITY FACILITATES FLEXIBLE PERCEPTIONS OF RACE
Kristin Pauker1, Max Weisbuch2, Nalini Ambady3
1University of Hawaii; 2Denver University; 3Stanford University

Given the predicted burgeoning multiracial population, it is imperative to understand how exposure to this unique facet of diversity (e.g., features that challenge the current racial classification system) impacts our perceptions and beliefs about race. We explored whether exposure to multiracial faces could alter racial essentialism and ultimately affect race-based categorization, attention, and memory. We hypothesized that exposure to multiracials who challenge essentialist thinking may facilitate flexible lay theories of race. Results show that participants who report more exposure to biracial individuals endorsed racial essentialism less. Furthermore, participants in regions with a high prevalence of multiracial individuals (i.e., Hawaii) also exhibited more flexible perceptions of race than those in regions with fewer multiracial individuals (i.e., the mainland U.S.). Lastly, experimental manipulation of exposure to social environments populated by multiracials also led to less essentialism and consequently facilitated attention towards and memory for multiracial faces.

SOCIAL BELONGING THREAT MOTIVATES CATEGORIZATION OF RACIALLY-AMBIGUOUS FACES
Sarah E. Gaither1, Kristin Pauker2, Michael L. Slepian1,3, Samuel R. Sommers1
1Tufts University; 2University of Hawaii; 3Stanford University

Multiracial individuals are projected to be the fastest growing demographic in the US over the next 40 years. Given that this population challenges traditional either/or perceptions of race, the current work examines factors that motivate how multiracials are categorized. Two studies tested the hypothesis that social motivation to protect or restore social belonging with an important group (i.e., your racial ingroup) shapes categorization of racially-ambiguous faces in self-serving ways. Study 1 examined the effects of social exclusion on ambiguous categorization while Study 2 investigated ambiguous categorization after a threat to one’s racial identity. Both studies highlight that social threats toward belonging motivate the adoption of stricter boundaries between the ingroup and outgroup, causing White participants to be more likely to categorize racially-ambiguous faces as outgroup. Results also demonstrate that this motivated categorization can be mitigated through self-affirmation, illustrating the malleability of social categorization and its dependency on serving self-relevant goals.

Racial perceptions and beliefs. This symposium addresses questions concerning what social motivations affect perceptions of mixed-race individuals and how exposure to multiracials alters racial beliefs.

STATUS BOUNDARY ENFORCEMENT AND THE CATEGORIZATION OF BLACK-WHITE BIRACIALS
Arnold K. Ho1, Jim Sidanius2, Amy J.C. Cuddy3, Mahzarin R. Banaji4
1Colgate University; 2Harvard University; 3Harvard Business School

Individuals who qualify equally for membership in more than one racial group are not judged as belonging equally to both of their parent groups, but instead are seen as belonging more to their lower status parent group. Why? The present paper begins to establish a motivational basis for hypodescent, the process of assigning multiracials the status of their relatively disadvantaged parent group. In two studies, we found that individual differences in social dominance orientation (SDO)—a preference for group-based hierarchy and inequality—interacts with perceptions of socioeconomic threat to influence the use of hypodescent in categorizing Black/White biracial targets. Although SDO is unrelated to hypodescent when the extant status hierarchy is perceived to be stable, perceptions of intergroup threat, either chronically held (Study 1) or experimentally manipulated (Study 2), lead to a robust relationship between SDO and hypodescent. These results suggest that hypodescent can function as a “hierarchy-enhancing” social categorization.

THE SELF-CONTROL HABIT?: TRAINING-INDUCED CHANGES IN SELF-CONTROL NETWORK ACTIVATION
Elliot T. Berkman1, Junaid S. Merchant1, Lauren E. Kahn1
1University of Oregon

The Strength model predicts that self-control is amenable to change through training. Some behavioral data are available, but no studies have used neuroscience to establish the underlying pathways through which behavioral improvements in self-control are made. We conducted a training study to investigate which neural systems, if any, show plasticity in association with improvements in behavioral self-control. Fifty participants were randomly assigned to a three-week self-control training versus a control training that did not involve self-control. Brain activation during a self-control task was assessed pre- and post-training. The pattern of results is consistent with the Strength model: activation in regions associated with effortful control decreased in the training group (relative to controls), but was positively related to improvement in task performance. These results begin to uncover the neural pathways for training-based improvements in self-control, and provide evidence for the notion that self-control strength can indeed accumulate with use.

SELF-CONTROL DOES A BODY GOOD? EVIDENCE FROM THE BRAIN, HEART, LIVER, AND BEHAVIOR
Chair: Kathleen Vohs, University of Minnesota
Co-Chair: William Hedgcock, University of Iowa

This symposium will cover the latest discoveries about how self-control affects the brain and body. The research describes how self-control depletion disturbs brain activity, why self-control puts the body’s peripheral organs on pause, and how self-control training strengthens the brain’s self-control neural network.

SOFTWARE ACTIVATION
Chair: Kathleen Vohs, University of Minnesota

Saturday, January 19, 3:30 pm – 4:45 pm, Room 206 – 207

Chair: Kathleen Vohs, University of Minnesota
Co-Chair: William Hedgcock, University of Iowa

This symposium will cover the latest discoveries about how self-control affects the body and brain. The research describes how self-control depletion disturbs brain activity, why self-control puts the body’s peripheral organs on pause, and how self-control training strengthens the brain’s self-control neural network.

Do visually ambiguous and biracially identified individuals serve as natural challenges to essentialist views of race? Previous research has demonstrated that when given time and the option, perceivers can categorize racially-ambiguous individuals as multiracial and that racial identification can serve as a categorization guide for ambiguous targets. Using a one-time exposure experimental paradigm, this research begins to untangle the impacts of visual ambiguity (“looking” biracial) and biracial identity (explicitly claiming biracial status) on deliberate and complex racial categorization, subsequent target perceptions, and essentialist beliefs. Results demonstrate that perceptions of targets are independently influenced by both visual and identity cues. Furthermore, perceivers who are exposed to racially-ambiguous, biracially-identified targets also show reductions in their essentialist thinking about race, while perceivers exposed to racially-ambiguous, monoracially-identified targets show increases in their essentialist beliefs. This research also considers social perceptions as potential mechanism through which essentialist beliefs are altered.

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RECONSTRUCTING THE SELF-CONTROL HABIT?: TRAINING-INDUCED CHANGES IN SELF-CONTROL NETWORK ACTIVATION
Elliot T. Berkman1, Junaid S. Merchant1, Lauren E. Kahn1
1University of Oregon

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REDUCING SELF-CONTROL DEPLETION EFFECTS THROUGH ENHANCED SENSITIVITY TO IMPLEMENTATION: EVIDENCE FROM FMRI AND BEHAVIORAL STUDIES
William M. Hedgcock1, Kathleen D. Vohs2, Akshay R. Rao2
1University of Oregon; 2University of Minnesota

The Strength model suggests self-control relies on a limited set of resources that become diminished by use. Recent theories posit two stages of self-control: recognizing the need for control and implementing controlled responses. We conducted an fMRI experiment and intervention experiment to investigate whether one or both stages were affected by the prior exercise of self-control. Results
from both experiments indicated that the implementation stage was most affected. Experiment 1 showed that participants’ brain activity in the right middle frontal gyrus, an area related to implementation of controlled processes, was diminished after a depleting task. Experiment 2 demonstrated further support for implementation decrements after depletion. Results showed that self-control was increased by an intervention designed to boost implementation more than an intervention that spurred recognition to control one’s responses. These data offer insights into the mechanism of self-regulatory resource depletion and promises for how to overcome depletion’s deleterious effects.

I’M TIRED AND YOU LOOK DELICIOUS: SELF-REGULATORY DEPLETION LEADS TO INCREASED REWARD RELATED NEURAL RESPONSES TO APPETITIVE STIMULI
Dylan D. Wagner, Todd F. Heatherton
Dartmouth College

The strength model of self-regulation has generally assumed that self-control failure occurs due to a lack of top-down control over impulses. Recently, it has been argued that self-regulatory depletion may also serve to increase the strength of emotions and impulses. Here, we present results from three functional neuroimaging studies in which brain responses to appetitive or emotional stimuli are measured following self-regulatory depletion. Study 1 examined the effects of depletion on responses to emotional scenes. Studies 2 and 3 examined reward-related brain activity to appetizing foods (Study 2) or attractive faces (Study 3). Across all three studies, depleted participants exhibited increased affect (Study 1) or reward-related (Studies 2 & 3) brain activity to appetitive stimuli compared to control participants. This work suggests that self-regulatory depletion disrupts self-control by increasing the strength of emotions and impulses thereby making it more difficult to exert top-down control to inhibit them.

EFFECTS OF SELF-REGULATION ON PERIPHERAL PHYSIOLOGY
Suzanne C. Segerstrom
University of Kentucky

Adaptive physiological regulation means that the body must alter its metabolic priorities in response to situational and internal demands. The act of self-regulation may have a distinct physiological profile, which we call “pause and plan”. Three laboratory studies support this model in demonstrating that during or after high self-regulatory effort, energy-intensive organs – namely, the heart, immune system, and liver – showed slower functioning compared with times or people characterized by low self-regulatory effort. Furthermore, key individual differences predicted organ function during high self-regulatory effort: high optimism, which has been associated with greater effort aimed at self-regulation, predicted less robust immune response to challenge after a self-regulatory task; low trait self-control, also associated with low self-regulatory effort. Effortful personal actions (that benefit oneself) also predict effortful social actions (that benefit someone else). Effortful social actions are an important class of self-regulatory behavior, yet, surprisingly, have rarely been studied from a self-regulatory perspective. In three studies, we examined the role of both trait self-control, a domain-general self-regulatory trait, and trait agreeableness, a specialized social self-regulatory trait, as predictors of effortful action. Across studies, we manipulated whether the effortful behavior being performed benefitted the self or someone else. In all studies, only trait agreeableness predicted effortful social action, while only trait self-control predicted effort in the personal domain. Implications for the domain specificity of self-regulation are discussed.

BEYOND WILLPOWER: HABITS ARE A CORNERSTONE OF GOAL ADHERENCE
Pei-Ying Lin, Wendy Wood, John R. Monterosso
University of Southern California

People reach goals through multiple regulatory processes. Habits are a largely unrecognized mechanism of goal adherence. Especially when people lack willpower to make choices, they fall back on good habits (e.g., greater gym attendance in habitual exercisers) as well as bad ones (e.g., greater snacking in habitual snackers). Because most habits in daily life are goal-congruent (Ouellette & Wood, 1998), habits in general promote goal adherence. We show that people with low willpower rely more on good (and bad) habits that develop naturally (Neal, Wood, & Drolet, 2012), relative to people with high willpower. We show in a chocolate eating experiment that participants who believed chocolate was unhealthy fell back on their habitual response tendencies when willpower was low—they ate more chocolate in the habitual eating group and ate less chocolate in the habitual avoidance group. Thus, people may benefit from habits that outsource behavior control to the environment.
PREDICTING THE UPS AND DOWNS FROM ACTING OUT AND AVOIDING TEMPTATION
Hiroki Kotabe1, Wilhelm Hofmann1
1The University of Chicago Booth School of Business

In this research, we examine the social cognitions associated with behavioral decision-making in a self-control situation. Specifically, we investigate affective forecasting – what emotions do people think they will feel after they resist a temptation or after they succumb to it? And how do people’s affective forecasts change when they are in different (depleted vs non-depleted, low construal vs high construal) psychological mindsets? In Study 1, we show that depleted participants, in comparison with non-depleted participants, expect to feel less guilt for acting on temptation. Additionally, expected guilt was less predictive of enactment likelihood in those participants and they also predicted the pleasure of enactment and the frustration of nonenactment to decay more slowly. In Study 2, we show that high construal, in comparison with low construal, is associated with less predictiveness of pleasure on enactment likelihood, less predictiveness of frustration on expected happiness judgments, and higher nonenactment happiness.

Symposium S-H6
CONCEALMENT IN PLAIN SIGHT: THE UNSEEN INFLUENCE OF SECRETS IN E-MAILS, BODILY EXPERIENCES, SOCIAL INTERACTIONS, AND THE COMMUNITY
Saturday, January 19, 3:30 pm – 4:45 pm, Room 228 – 230
Chair: Michael Slepian, Stanford University
Co-Chair: E. J. Masicampo, Wake Forest University

We showcase the latest research on concealment, demonstrating the effects of secrets on e-mail content and frequency, the way secrets burden as if comprising actual weight, how one’s secrets affect others’ mental and physical performance, and stresses related to preoccupation with and disclosure of stigma in a diverse community sample.

ABSTRACTS

MAJOR LIFE SECRETS CAN PROMOTE RELATIONSHIP ENGAGEMENT RATHER THAN SOCIAL WITHDRAWAL: TRACKING SECRET-KEEPING IN EMAILS
Yia R. Tausscki2, Cindy K. Chung1, James W. Pennebaker2
1The University of Texas at Austin

This study tracked the impact of keeping a major life secret on an individual’s social network. Changes in emailing frequency and word use between 61 secret keepers and their contacts were identified from before and during secret keeping. Surprisingly, there was no evidence for social withdrawal during secret keeping. Instead, we found the opposite—secret keepers communicated more frequently and exhibited more engagement with others. These data support a hypervigilance hypothesis: Secret keepers may engage others in order to monitor their interactions. Most striking was that secret keeping led to deeper social bonds between secret keepers and confidants. These results highlight the powerful role that archival emails and other social media may play in revealing naturally occurring social phenomena.

THE PHYSICAL BURDENS OF SECRECY
Michael L. Slepian1, E.J. Masicampo2, Negin Toosi3, Nalini Ambady1
1Stanford University; 2Wake Forest University; 3Columbia University

People often speak of secrets as burdens. The present work examined whether people might actually experience secrets as felt weight. We assessed whether secrets influence perception and action in the same way that physical burdens do. Four studies examined people who harbored important secrets (e.g., infidelity, sexual orientation). People who recalled, were preoccupied with, or suppressed important secrets showed the same effects known to occur among people carrying physical weight—secret holders estimated hills to be steeper and distances to be farther away. We also examined the social and behavioral consequences of this effect. People burdened with secrets estimated that physical tasks would require more effort and were therefore less likely to help others by performing them. The more burdensome the secret and the more thought devoted to it, the more perception and action were influenced as if people were carrying physical weight. Secrets—like physical burdens—weigh people down.

CONCEALING SEXUAL ORIENTATION CAN HARM THE PERFORMANCE OF OTHERS
Benjamin A. Evertz1, Margaret J. Shih3
1University of California, Los Angeles

The current social climate is one in which many gay and lesbian individuals do not feel comfortable disclosing their sexual orientation. Some policies, such as “Don’t Ask, Don’t Tell”, have even required gays and lesbians to conceal their sexual orientation. But what are the social implications of concealment? We examined how interacting with an individual concealing his gay identity might affect the performance of others. In three experiments, participants completed either a cognitive (math test) or sensorimotor (Wii video game) task with a gay confederate. The results revealed that participants performed worse when the confederate’s sexual orientation was concealed compared to when it was disclosed. These studies suggest that social pressures or policies that promote the concealment of sexual orientation can have harmful consequences. Overall, while some policy makers argue that working with openly gay individuals can undermine performance, we found precisely the opposite to be true.

CONCEALING THE SELF: EFFECTS OF PREOCCUPATION, ANTICIPATION OF STIGMA, AND OUTNESS
Diane M. Quinn1, Michelle K. Williams1, Francisco Quintana2, Valerie A. Eamshaw1
1University of Connecticut; 2Yale University

What aspects of stigmatized identities are linked to psychological distress? The current research examined multiple predictors of distress in a diverse community sample of low SES adults. The sample included people who reported they were concealing current or previous substance abuse (N = 101), current or previous diagnosed mental illness (N= 101), and people who experienced childhood abuse (N = 74). After controlling for demographic variables, regression analyses showed that for the mental illness and the childhood abuse groups, worries about being stigmatized and greater salience of the stigmatized identity predicted more distress; whereas greater outness predicted less distress. For the substance abuse group, only salience predicted distress. This research sheds light on when concealing a culturally stigmatized identity might become particularly burdensome. Ironically, frequent thoughts and worries about concealed identities were linked to greater distress—yet actually being out to others predicted less of it.

Symposium S-H7
HARVESTING AND DISTILLING BIG DATA IN THE INFORMATION AGE: APPLICATIONS AND ADVANCES IN SOCIAL AND PERSONALITY PSYCHOLOGY
Saturday, January 19, 3:30 pm – 4:45 pm, Room 208 – 210
Chair: Benjamin S. Crosier, University of Florida
Co-Chair: Gregory D. Webster, University of Florida

Whereas social-personality psychologists once faced a dearth of data, with advent of the information age, they now face a deluge of “big data.” This symposium provides an overview of the possibilities of big data for social-personality psychology’s future with a sample of cutting-edge research that uses web-based data (Facebook, Foursquare).
THE INTERNET IS ONE MASSIVE FIELD STUDY
Adam D.I. Kramer1
1Facebook, Inc.
The advent of the World Wide Web has generated an unprecedented quantity of social interaction data for analysis: millions if not billions of data points, collected entirely unobtrusively, and provided for free (in return for provision of a useful or entertaining service). These new data sources, however, require new research methodologies at every step of the process: Not only must computer programs replace research assistants for the purposes of running studies, entering data, and coding it (and who will write those programs?), but the resulting data are noisy (which accounts are “fake?”), oddly distributed (the Poisson distribution reigns), and overabundant (can you load a million data points into SPSS? How about a billion?). I discuss the life cycle of “computational social psychology” research, and reframe our basic methodological heuristics accordingly.

DO FACEBOOK NETWORKS REFLECT REAL SOCIAL NETWORKS? CORRESPONDENCE BETWEEN ONLINE AND OFFLINE SOCIAL NETWORK STRUCTURE
Benjamin S. Crosier1, Keivan Zolfaghari2, Gregory D. Webster1
1University of Florida
With nearly one billion users, the social networking website Facebook has provided novel ways for people to socialize and for social-personality psychologists to study behavior. Nevertheless, a key question remains: Do Facebook networks necessarily reflect real-world social networks? To answer this question, we collected egocentric social network data from 500 undergraduates using both Facebook and self-report (via recall of alters), and calculated structural metrics for both types of social networks (Facebook vs. real). Results indicated positive associations between Facebook and real social networks in terms of network density (actual ties per possible ties), centrality (importance/influence), and brokerage (friends that bridge disparate groups of friends). Structure metrics for both Facebook and real social networks were related to extraversion. Collectively, these findings suggest that personality shapes social network structure, regardless of whether they are online or offline. We discuss methodological issues and future directions including optimal approaches for acquiring comprehensive social network data.

MANIFESTATIONS OF PERSONALITY IN ONLINE AND OFFLINE ENVIRONMENTS
Lindsay T. Graham1, Samuel D. Gosling1, Corey Reese2
1University of Texas; 2Trumpet Technologies
Individuals spend large amounts of time working, playing, and socializing in various virtual domains. So, it is important to understand how individuals express themselves in these environments. Here, we examine the overlap between online and offline personalities in two virtual environments: the massively-multiplayer-online-role-play game World of Warcraft (WoW) and the location-based social networking site, Foursquare. Study 1 found consensus among judges of impressions of WoW players based on their screen names, but there was little evidence for the accuracy of those impressions. Study 2 found surprisingly strong inter-judge consensus about the ambiance and typical clients of bars and cafes in Austin, based only on the Foursquare user profile photos of the people who frequent those places. Study 2 also found evidence for convergence between those profile-based impressions and impressions made of patrons at the actual locations. We discuss the potential processes driving personality expression across virtual and physical environments.

WHAT SOCIAL NETWORK ANALYSIS CAN REVEAL ABOUT HIRING DECISIONS IN SOCIAL PSYCHOLOGY
Gregory D. Webster1, Adam Dzedzy2, Benjamin S. Crosier1
1University of Florida
We used social network analysis (SNA) to describe hiring decisions among universities. SNA integrates information about universities (nodes) and hiring relationships (ties; who hires whom). We assessed correlations among measures of psychology department productivity (citation indexes [Nosek et al., 2010], JPSP articles published [Quinones-Vidal et al., 2004]), peer-rated prestige (U.S. News rankings), and network centrality that describe an institution’s hiring-network influence. We examined 62 member institutions of the American Association of Universities (AAU). Using psychology departments’ websites, we recorded information about social psychology professors’ PhD-conferring institutions and PhD year, resulting in 457 ties. SNA showed that centrality measures correlated positively with productivity (citations, JPSP publications) and peer-rated prestige (ranking scores) measures, suggesting strong convergent validity. Additionally, the hiring gender gap decreased significantly over time (1949-2011); women are now the majority of new hires among AAU social psychology programs. We discuss SNA as a new tool for modeling relational data.

TWEETING, TEXTING, AND TALKING: TECHNOLOGY’S IMPACT ON SOCIAL INTERACTION
Saturday, January 19, 3:30 pm – 4:45 pm, Room 211 – 213
Chair: Jonah Berger, University of Pennsylvania
Rather than just communicating face-to-face, people can now tweet, text, and talk through a host of channels. How do these different modalities impact the nature and consequences of social interaction? This session integrates various methodologies and research perspectives to illuminate both the upsides and downsides of technology’s impact on communication.

CONNECTING VERSUS SELF-PROTECTING: SELF-ESTEEM AND SELF-DISCLOSURE ON FACEBOOK
Joanne V. Wood1, Amanda L. Forest1, Daniel Machado1
1University of Waterloo
Self-disclosure is crucial to close relationships. But people with low self-esteem (LSEs) face a dilemma: Disclosing their true feelings would require sharing negative emotions—which they experience more than people with high self-esteem (HSEs)—yet expressing negativity is socially risky, and LSEs desperately want to avoid rejection. Normally, LSEs’ self-protectiveness inhibits their self-disclosures. Would LSEs feel safer expressing themselves on Facebook? On Facebook one’s disclosures are broadcast to hundreds of other people, but unlike in-person interactions, one can avoid others’ potentially disapproving faces. Two studies showed that LSEs expressed less positivity and more negativity than HSEs in their Facebook status updates. A third study that manipulated the communication medium—online vs. face-to-face—suggested that LSEs do express themselves more freely online. Yet LSEs’ negativity brings about the very rejection that they fear. This research illustrates how social media provide new ways to test theories about self-esteem and relationship processes.

HOW COMMUNICATION CHAINS SHAPE WHAT PEOPLE TALK ABOUT
Jonah Berger1, Raghhu Iyengar2
1University of Pennsylvania
How does the channel people communicate through (e.g., face-to-face or online) shape what they talk about? Using a multi-method approach (analysis of over 21,000 everyday conversations, as well as controlled experiments) we demonstrate that the channel people communicate through influences what gets discussed by influencing conversation synchronicity. Asynchronous communication channels (e.g., online posts or text) naturally provide pauses between conversational turns, allowing people to select and craft what they say. Consequently, interesting things are talked about more than boring ones. Along these lines, experimental evidence indicates that merely encouraging participants to pause before communicating leads more interesting things to be discussed. Synchronous communication channels (e.g., face-to-face or phone), however, do not provide such time, and as a
result, how interesting things are to talk about has less of an impact on whether they get mentioned. These findings shed light on how communication channels shape what people discuss.

NEUROENDOCRINE RESPONSES TO ONLINE COMMUNICATION IN CHILDREN
Leslie J. Seltzer, Toni E. Zeigler, Seth D. Pollack
1University of Wisconsin–Madison
There is no shortage of stories in the popular media about the deleterious mental and emotional effects of overmuch internet use, especially in children. The actual effects of online social communication on the living human brain, however, are almost wholly unknown. Here, we examine the neuroendocrine effects of online social communication in girls aged 8–12 years after a stressful event. In particular, we examine the effects of instant messaging on the hormones oxytocin, which is released following warm interpersonal contact, vasopressin, which is involved in both the stress response and social aggression, and lastly cortisol, a “stress hormone”. Our results indicate that in-person or verbal social interaction releases more oxytocin, and less cortisol and vasopressin, than instant messaging. While more research is needed to clarify the effects of social communication on the brain, it is evident that online social interactions cannot provide the same biological experience as direct human contact.

THE HUMANIZING VOICE
Nicholas Epley, Juliana Schroeder
1University of Chicago
Humanness is typically defined, both intuitively and philosophically, by the presence of mind. Human beings can think, feel, reason, and have conscious experiences. These mental capacities, however, are inherently invisible. In a series of experiments, we find that spoken language is critical for communicating the presence of mind. Target participants talked about a decision that either turned out well or poorly (Experiment 1), about either a positive or negative emotional experience (Experiment 2), or about a contentious political issue (Experiment 3). Observers then read transcripts, listened to the audio, or watched a video (with audio) of these speeches. In each, targets were rated as possessing weaker mental capacities—less agency, less experience, less basic human nature, and less uniquely human traits—in the transcript condition than in the audio (or audiovisual) conditions. Voiceless mediums may make people appear less mindful, and thereby less human as well.

Symposium S-H9
NEW TAKES ON APPROACH AND AVOIDANCE
Saturday, January 19, 3:30 pm – 4:45 pm, Room 220 – 222
Chair: Christine Hosey, University of Chicago - Booth School of Business
Co-Chair: Jane Risen, University of Chicago - Booth School of Business
Approach and avoidance motor movements influence how people understand and evaluate their environment. This symposium highlights recent findings that extend the effects of approach and avoidance to the development of superstitious rituals, impression formation and face memory, and the use of approach movements as training to reduce prejudice.

ABSTRACTS
REVERSING ONE’S FORTUNE BY PUSHING AWAY BAD LUCK
Christine Hosey, Yan Zhang, Jane Risen
1University of Chicago - Booth School of Business; 2National University of Singapore
Across cultures, people try to “undo” bad luck with superstitious rituals such as knocking on wood, spitting, or throwing salt. These rituals may reduce the perceived likelihood of negative outcomes because they involve avoidant actions that simulate pushing away bad luck. Participants tempt fate and then engage in avoidant actions that are either superstitious (Study 1, knocking on wood) or non-superstitious (Study 2, throwing a ball). Participants who knock down (away from themselves) or throw a ball believe a jinxed outcome is less likely than participants who knock up (toward themselves) or hold a ball. Study 3 demonstrates that after tempting fate, avoidant actions prompt less clear mental representations for the jinxed event. Study 4 finds that performing an avoidant action –not creating distance– is critical for reversing the perceived effect of the jinx. Although superstitions are often culturally defined, the psychological processes that underlie them may be shared cross-culturally.

APPROACH AND AVOIDANCE STATES INFLUENCE FACE PERCEPTION AND MEMORY
Steven G. Young, Michael L. Slepian, Nalini Ambady
1Fairleigh Dickinson University; 2Tufts University; 3Stanford University
Approach and avoidance are fundamental motives, yet little work has examined how these motivations influence person perception. The current work addresses this question by examining the influence of embodied approach and avoidance on impression formation and person memory. In Experiment 1, approach/avoidance influenced a critical distinction in how people were perceived, with approaching leading others to be judged as trustworthy, while avoidance led others to seem untrustworthy. This relation was found to be reciprocal in Experiment 2, as faces pre-rated as trustworthy potentiated approach. In Experiment 3, faces that participants approached were better remembered than faces they avoided. Experiment 4 included both same-race and other-race faces and found that during approach, same-race recognition is superior, but this same-race bias is eliminated during avoidance due to a decrease in same-race recognition. These novel results illustrate that approach/avoidance impacts critical person perception processes, including how impressions are formed and faces are remembered.

HOW TO APPROACH AVOIDANCE: REDUCING PREJUDICED BEHAVIOR USING APPROACH TRAINING
Annemarie Wennekers, Rob Holland, Daniel Wigboldus, Ad van Knippenberg
1University of Amsterdam; 2Radboud University Nijmegen
The present research aims to enhance understanding of the behavioral processes related to implicit prejudice and prejudice reduction. We investigated both how implicit prejudice predicts approach/avoidance tendencies, and how repeated approach of out-group targets reduces prejudiced behavior. As hypothesized from the link between prejudice and fear, Study 1 showed that implicit prejudice predicted faster avoidance responses toward out-group as compared to in-group targets, but was unrelated to the speed of approach movements. Study 2 showed that repeated approach reduced avoidance behavior of highly prejudiced people toward an out-group male, while it did not affect avoidance behavior of less prejudiced people. These effects were particularly present for female participants, potentially because the fear component is especially important in their intergroup bias. In conclusion, the current findings suggest that repeated approach decreases avoidance behavior of relatively highly prejudiced individuals. We discuss the results in light of recent work on embodiment and prejudice.

Symposium S-H10
HOW RACE, CLASS AND STIGMA ARE EMBEDDED IN PHYSICAL SPACE
Saturday, January 19, 3:30 pm – 4:45 pm, Room 225 – 227
Chair: Courtney Bonam, University of Illinois Chicago
Co-Chair: Jennifer Eberhardt, Stanford University
Increasingly social psychologists are examining physical context as an important factor shaping social processes. Our symposium examines how person-space interactions can perpetuate and ameliorate race and class inequalities in education, exposure to polluted environments, and segregation. Together these talks highlight how race, class, and stigma are embedded in physical space.

Society for Personality and Social Psychology – 2013 Annual Meeting
SPACE FOR DIVERSITY? USE OF PUBLIC SPACE AND SENSE OF PLACE IN HIGHER EDUCATION
Sophie Trawalter\textsuperscript{1}  
\textsuperscript{1}University of Virginia

Research has shown that students from historically stigmatized groups feel “out of place” in higher education. The present research examines the importance of public spaces on university campuses. It demonstrates that the way stigmatized students use public spaces on campus contributes to their feeling “out of place.” Specifically, Study 1 reveals that, relative to high-SES students, lower-SES students use less public space on campus. Study 2 extends this finding; it finds that lower-SES students feel “out of place” at the University to the extent that they prefer smaller, more private spaces on campus, high-SES students feel “at home” at the University to the extent that they prefer larger, more public spaces on campus. Finally, Study 3 provides experimental evidence that empowering students to use public space on campus can boost students’ sense of place at the University. Altogether, these studies have implications for disparities in educational outcomes.

WHAT RESIDENTIAL SPACE CAN SIGNAL ABOUT RACE: DESCRIPTIVE NORMS, RACE ESSENTIALISM, AND PREFERENCES FOR SAME-RACE NEIGHBORS
Rebecca C. Hetey\textsuperscript{1}, Jennifer L. Eberhardt\textsuperscript{1}  
\textsuperscript{1}Stanford University

Forty-five years after racial residential segregation was outlawed, we might expect America’s neighborhoods to be fully integrated. Segregation, however, persists. Across three studies, We explore how the prevalence of segregation can fuel its own perpetuation by setting powerful descriptive norms. When participants were exposed to information about high rates of residential segregation in the United States, they conformed and expressed significantly stronger preferences for same-race neighbors than those exposed to low rates of segregation. Further, this normative information changed individuals’ conceptions of race. Learning that segregation is common, rather than uncommon, caused participants to endorse a more essentialized view of race. This view of race was itself significantly associated with preferences for same-race residential contact. This work illustrates that physical arrangements of racial groups within residential spaces can shape preferences for social contact with members of different races and can signal how essential race is as a category.

SPACE-FOCUSED STEREOTYPES AND THEIR DOWNSTREAM CONSEQUENCES FOR DEVALUING BLACK LOCALES
Courtney M. Bonam\textsuperscript{1}, Jennifer L. Eberhardt\textsuperscript{1}, Jack Glaser\textsuperscript{1}  
\textsuperscript{1}University of Illinois Chicago; \textsuperscript{1}Stanford University; \textsuperscript{1}University of California Berkeley

Do racial stereotypes take the form of physical space characteristics, ultimately shaping perceptions and judgments of racially imbued space? Three studies examine this question. Qualitative analyses establish the specific content of Black space-focused stereotypes, revealing a blighted and impoverished image of Black areas (Study 1). A go no-go association task shows that the mere presence of Black people automatically and implicitly activates this blighted image (Study 2). A final experiment demonstrates downstream consequences (Study 3). All participants read the same information about a middle-class neighborhood, as well as a proposal to build an industrial plant there. Participants assume the neighborhood is lower class and has lower property values when it is majority Black vs. White. Also assuming it to be more industrial, participants feel less connected to the Black neighborhood and are less opposed to building an industrial plant nearby. Implications for wealth, health, and environmental inequality will be discussed.

HOW RACISM TAKES PLACE
George Lipsitz\textsuperscript{1}  
\textsuperscript{1}University of California Santa Barbara

Individual perceptions about racialized space take place within a structural context in which relations between races are often experienced as relations between places. People of different races in the United States generally are relegated to different physical locations by housing and lending discrimination, by school district boundaries, by policing practices, by zoning regulations, and by the design of transit systems. The racial demographies of the places where people live, work, play, shop, and travel expose them to a socially shared system of exclusion and inclusion that shapes stereotypical perceptions about neighborhoods as sites of danger or refuge. In this talk, I describe the key mechanisms from the past and the present that spatialize race and racialize space.

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

Chair: Thomas Schubert, Instituto Universitário de Lisboa, ISCTE-IUL  
Co-Chair: Winter Mason, Stevens Institute of Technology

Using expensive and proprietary technology in research hinders replication and unconventional sampling. We showcase four examples that overcome this difficulty by using open source and publicly available technology: Two online response time measurement tools, one smartphone-based event sampler, and posture measurement with force plates.

AN OPEN SOURCE IAT IMPLEMENTATION FOR ONLINE DATA COLLECTION
Winter Mason\textsuperscript{1}  
\textsuperscript{1}Stevens Institute of Technology

Replication is fundamental to the scientific method. As social psychologists increasingly use software tools to conduct research, it therefore becomes crucial to share these tools as freely as possible to facilitate replication. In this interest, I created a version of the Implicit Association Test (Greenwald, McGhee, and Schwartz, 1998) that is freely available and modifiable; that is, an open source IAT. It uses HTML5 and runs in all modern browsers, with no plugins needed. I will describe the software, demonstrate how it can be easily used for both online and offline research, and show example results obtained with the software. I will conclude by describing the way the software is shared and point to additional open source resources for social psychologists.

SCRIPTINGRT: AN OPEN SOURCE TOOL FOR MEASURING RESPONSE LATENCIES ONLINE
Thomas W. Schubert\textsuperscript{1}, Elizabeth Collins\textsuperscript{1}, Carla Murteira\textsuperscript{1}, Diniz Lopes\textsuperscript{1}  
\textsuperscript{1}ISCTE-IUL, Lisboa

Online research has become a standard tool of psychological research. However, collecting reaction time data online currently requires specialized programming skills or proprietary software. ScriptingRT is a free open source software library that supports the development of online reaction time studies. ScriptingRT was developed using Adobe Flex. Experiments are programmed in an XML-based syntax, run as Flash applications in any Internet browser with a Flash plugin, and can be integrated in HTML surveys. Three studies tested the performance of ScriptingRT. Standard effects (e.g. Stroop, Simon) were reliably replicated using ScriptingRT, when run in the lab and online. In direct comparison to desktop specialized software, effect sizes were slightly smaller; we present estimates on how many additional participants or trials are necessary to reach the same test power. The results confirm the validity of ScriptingRT (http://reactiontimes.wordpress.com/) to measure reaction times.
It remains unclear, however, exactly why the illusion exists and what
Decades of empirical research have shown that free will -- defined as
the illusion of conscious free will, and promise of belief in free will. The discussion will range from
offering qualitatively different perspectives on the myth, reality, perils,
This symposium features Wheatley, Monroe, Schooler, and Baumeister
Chair: Andrew Monroe, Brown University
Saturday, January 19, 5:00 pm – 6:15 pm, Room R03 – R05
This symposium features Wheatley, Monroe, Schooler, and Baumeister
offering qualitatively different perspectives on the myth, reality, perils,
and premise of belief in free will. The discussion will range from
examining why people believe in free will despite it being an illusion
to identifying how free will might work.
ABSTRACTS
FREE WILL IS AN ILLUSION. NOW WHAT?
Thalia Wheatley
Dartmouth College
Decades of empirical research have shown that free will -- defined as
my conscious self could have chosen to do otherwise -- is an illusion.
It remains unclear, however, exactly why the illusion exists and what
role it plays in social behavior and judgment. In this talk I will 1) briefly
summarize the research from Wertheimer to Wegener that dismantles
lay views of conscious free will, 2) discuss my own research using
hypnosis and 3) suggest how social psychology and neuroscience can
and should move the debate from do we have free will? to why do we
have the illusion? and discuss whether science itself should care about
any (potential) moral consequences of this knowledge.
MYTH AND REALITY OF PEOPLE’S BELIEF IN FREE WILL
Andrew E. Monroe1, Kyle D. Dillion2, Bertram F. Malle2
1Brown University
We examine the empirical basis for the following argument: (1)
People’s concept of free will relies on metaphysical beliefs about
nondeterminist causation and the workings of a soul. (2) Such beliefs
are contradicted by science, so the concept of free will is illusory and
invalid. (3) Free will undergirds people’s moral practice of blaming,
purifying, and punishing others. (4) Because the free will concept is
invalid, this entire moral practice is invalid as well. We present a
program of research that examines empirical premises (1) and (3),
using reaction time, vignette, and debate methodologies. We show (a)
that people’s concept of free will is neither metaphysical nor invalid
but rather grounded in the folk concept of intentionality, and (b) that
people’s moral judgments do not rely on an assumption of special free
will but on the basic assumptions of intentionality and freedom from
coercion.
WHY DOES DISCREDITING FREE WILL AFFECT BEHAVIOR?
Jonathan W. Schooler2, Kathleen D. Vohs2, Eddy Nahmias3, Thomas
Nadelhoffer4
1University of California, Santa Barbara; 2University of Minnesota; 3Georgia
State University; 4College of Charleston
Recently there has been accumulating evidence that challenging
people’s belief in free will can significantly affect behavior in a variety
of different contexts including, cheating, over paying oneself, pro-
social behavior, forgiveness, and creativity. Although there have
been a variety of robust demonstrations that anti-free will sentiments
have broad effects on behavior, the mechanism underpinning these
effects remain unresolved. This talk will review several potentially
overlapping accounts of why discouraging a belief in free will
influences behavior, including: 1) It provides an excuse for actions
that otherwise would be inappropriate; 2) It undermines will power
in a manner similar to ego depletion; 3) It challenges people’s world
view and activates meaning maintenance processes; 4) It undermines
related metaphysical constructs (e.g. belief in a soul). Drawing on a
combination of experimental and survey-based approaches, this talk
will weigh the empirical evidence in support of each of these accounts.
FREE WILL AS SELF-CONTROL, RATIONAL CHOICE, AND MORAL
RESPONSIBILITY: BELIEF AND REALITY
Roy F. Baumeister2
1Florida State University
Psychology can best contribute to the free will debate by elucidating
the social and causal processes linked to action control, moral responsibility,
and beliefs about others. Ordinary people understand free will as
involving making choices, resisting temptation, planning and pursuing
goals, being moral, and being free from external constraints. This talk
provides an overview of my recent research program. Findings include
the following: (1) self-control, intelligent thought, rational choice,
and initiative all draw on the same energy resource; (2) belief in free
will is linked to moral responsibility, and belief in free will increases
when people are motivated to blame others for destructive and
antisocial actions; (3) disbelief in free will undermines some patterns
of action (including helping, thinking for oneself, learning lessons
from misdeeds, and engaging in counterfactual thinking) that are useful for
maintaining human social life and culture.
THE NEURAL CORRELATES OF ABSTRACTION AND PSYCHOLOGICAL DISTANCE

Saturday, January 19, 5:00 pm – 6:15 pm, Room R01
Chair: Michael Gilead, Tel-Aviv University

In recent years, an attempt has been made to integrate neuroscience with social psychological theories. The work presented in this symposium will try to look at diverse neuroscientific findings from a unifying theoretical perspective of Construal-Level Theory (CLT; Liberman and Trope, 2008; Trope and Liberman, 2010).

ABSTRACTS

NEURAL CORRELATES OF CONCRETE AND ABSTRACT MINDSETS
Michael Gilead1, Anat Marili2, Nira Liberman1
1Tel-Aviv University; 2the Hebrew University of Jerusalem

Much work in the field of social cognition shows that adopting an abstract (vs. concrete) mindset alters the way people construe the world, thereby exerting substantial effects across innumerable aspects of human behavior. In order to investigate the cognitive and neural basis of these effects, we scanned participants as they performed two widely-used tasks that induce high-level vs. low-level construal mindsets. Specifically, participants: (1) indicated why they perform certain activities (which entails abstraction) vs. how they are performed (which entails concretization); (2) generated superordinate categories (abstraction) vs. subordinate exemplars (concretization). We conducted a conjunction analysis of the neural activity associated with abstraction vs. concretization. The results showed that concrete mindsets were associated with activation in fronto-parietal regions implicated in goal-directed action; abstract mindsets were associated with activity within posterior regions implicated in visual imagery. We discuss these findings in light of construal-level theory’s notion of abstraction.

ACTIVATION OF THE MENTALIZING SYSTEM WITHOUT MENTAL STATE INFERENCES
Frank Van Overwalle1, Kris Baetens2
1Vrije Universiteit Brussel

The dorsomedial prefrontal cortex (dmPFC) is consistently involved in mental state processing. Some have suggested that this region is exclusively engaged in social cognition, yet there is research demonstrating its involvement in tasks that do not involve mental state inferences. We hypothesized that the dmPFC might subserve a more general process of abstraction, defined as the formation of concepts or ideas by ignoring non-essential features of stimuli, irrespective of the social or non-social nature of the abstraction process. We presented pictures of persons in action (social stimuli) or objects (non-social stimuli), and manipulated abstraction by instructing participants to generate personality traits of these persons or to generate higher-order categories to which these non-social objects belonged. The results demonstrated strong involvement of the dmPFC in abstraction with substantial overlap across social and non-social stimuli and support the notion that the mentalizing system has a broader role than processing mental states.

FAMILIARITY MODULATES MIRROR NEURON AND MENTALIZING REGIONS DURING INTENTION UNDERSTANDING
Sook-Lei Liew1, Shihui Han1, Lisa Aziz-Zadeh1
1University of Southern California; 2Peking University

Inference of others’ intentions from their observed actions is supported by two neural systems: the human putative mirror neuron system (MNS) supports simulations of observed actions, and the mentalizing system provides reasoning of others’ perspectives. In the current fMRI study, we show how familiarity with an action and with the race of an actor uniquely modulates these two systems. Chinese participants were asked to infer the intentions of actors performing symbolic gestures. We manipulated actor’s race and participants’ level of experience with the gestures. Observing gestures compared to still images was associated with increased activity in both the MNS and mentalizing systems. Observations of one’s same race generated greater activity in the posterior MNS-related regions and the insula than observations of a different race. Surprisingly, familiar gestures more strongly activated regions associated with mentalizing, while unfamiliar gestures more strongly activated the posterior region of the MNS.

ACTIVATION OF VENTRAL VISUAL CORTEX SUPPORTS DISTANCE REPRESENTATION
Elinor Amit1, Eyal Mehoudar2, Yaacov Trope2, Galit Yovel1
1Harvard University; 2Tel-Aviv University; 3New York University

Scenes and objects elicit a selective response in specific brain regions in the ventral visual cortex. An inherent difference between these categories is their perceived distance from the observer (i.e. scenes are distal whereas objects are proximal). The current study aimed to test the extent to which scene and object selective areas are sensitive to perceived distance information independently from their category-selectivity and retinotopic location. We conducted two studies that used a distance illusion (i.e., the Ponzo lines) and showed that scene regions (the parahippocampal place area and transverse occipital sulcus) are biased toward perceived distal stimuli, whereas the lateral occipital object region is biased toward perceived proximal stimuli. These results suggest that the ventral visual cortex plays a role in representing distance information, extending recent findings on the sensitivity of these regions to location information. More broadly, our findings imply that distance information is inherent to object recognition.

NEW INTERDISCIPLINARY PERSPECTIVES ON THE ANTECEDENTS TO AND REMEDIES FOR THE GENDER GAP IN STEM

Saturday, January 19, 5:00 pm – 6:15 pm, Room R07 – R09
Chair: Jane Stout, University of Colorado Boulder
Co-Chair: Corinne Moss-Racusin, Yale University

In light of the persistent STEM gender gap, we present an interdisciplinary program of research offering new explanations for women’s underrepresentation in STEM and interventions to expand women’s participation. Our work identifies novel internal and external forces contributing to women’s underrepresentation, as well as successful interventions addressing the gender gap.

HOW WOMEN’S ENDORSEMENT OF GENDERED SCIENCE STEREOTYPES CONTRIBUTES TO THE GENDER GAP IN STEM PARTICIPATION
Jane G. Stout1, Tiffany A. Ito1, Noah D. Finkelstein2, Steven J. Pollock2
1University of Colorado Boulder, Department of Psychology and Neuroscience; 2University of Colorado Boulder, Department of Physics

A great deal of research indicates that feeling a secure sense of belonging in academic settings is critical to students’ achievement. We present data collected over multiple semesters of a calculus-based introductory physics class (N = 1277) indicating that women feel a lower sense of belonging than men in physics. Structural equation modeling indicated that although a strong sense of belonging in physics positively predicted women and men’s course performance as well as the degree to which they saw the value of physics in their daily life (i.e., utility value), women’s (but not men’s) sense of belonging was hampered by the degree to which they endorsed negative stereotypes about women’s ability in physics. Together, this work suggests that one potential antecedent of women’s lower sense of belonging in physics and, by extension, lower participation in STEM than men is women’s tendency to endorse negative cultural beliefs about women’s ability therein.
Stereotypic Attribution Bias (SAB) is a negative attribution style in which internal explanations are spontaneously generated for women's science failures and men's science successes, and external explanations generated for men's science failures and women's science successes. We introduced an intervention designed to reduce SAB at the beginning of a semester to female science and engineering undergraduates. The intervention included videotaped footage of female engineering students modeling a more positive attribution style (e.g., attributing women's science success to high ability and recognizing the external influences on women's science failures); it also included persuasive information regarding the positive attribution style (e.g., research articles documenting external influences on academic failures). Results showed that compared to a no-intervention control group, intervention group participants showed less SAB and more positive academic outcomes (e.g., seeking additional guidance on coursework), suggesting that a negative attribution style can be reversed to improve academic outcomes among women in engineering.

Reducing Stereotypical Attribution Bias Among Women in Science and Engineering Using a Role Model/Teaching Intervention

Denise Sekaquaptewa1, Garrett Marks-Wilt1
1Department of Psychology

Helping Parents to Motivate Adolescents in Math and Science: Gender Differences in the Effects of a Utility-Value Intervention

Judith Harackiewicz1, Christopher Rozek1, Chris Huileman2, Janet Hyde1
1Department of Psychology, University of Wisconsin, Madison; 2Department of Psychology, University of Virginia

A foundation in STEM education is critical for students' college and career advancement, but U.S. students are failing to take math and science classes in high school. Research has neglected the role of parents in enhancing student motivation in STEM courses. Harackiewicz et al. (2012) documented an increase in teens' STEM course-taking by using a simple intervention designed to help parents convey the importance of mathematics and science courses to their high school-aged children. We extend this research by investigating gender differences in the effectiveness of the intervention. We found that our intervention was most effective in increasing STEM course-taking for high-achieving daughters and low-achieving sons (measured in terms of high school GPA). Because this intervention was aimed at parents, with indirect effects on their adolescents' course-taking behavior, it is important to consider how parents' expectations and values moderated their use of the intervention materials with their daughters and sons.
with experiencing surreal, uncertainty-inducing or existentially bothersome material. Across two studies, participants showed a typical compensatory affirmation response after viewing a surrealistic film clip or writing about their death, but showed no such reaction if they had consumed acetaminophen. One implication of these findings is that the common distress associated with pain and rejection may actually be a signal that the person has made a predictive error leading to unexpected consequences.

**NEURAL MARKERS OF SELF-CONTROL IN RESPONSE INHIBITION, SOCIAL DECEPTION, AND EMOTIONAL REGULATION**

Kyle Nash¹, Lorena Gianotti¹, Thomas Baumgartner¹, Daria Knoch¹

¹University of Basel

Self-control is primarily initiated in response to psychological conflict or distress. Thus, neural areas involved in psychological conflict (and prefrontal regions that implement self-control) may be engaged whether trying to stop an incorrect finger movement, inhibit conflicting goals, or control bothersome emotions. Hyper-sensitivity to psychological conflict, however, may disable self-control processes. We find that a neural marker of self-control to motor-response conflict (localized to the ACC and PFC) predicted strategic lying in a social trust game. In a second study, a disposition associated with poor emotion regulation was linked to chronic activation in the neural area involved in psychological conflict (the ACC). In sum, these studies suggest that self-control of social behavior may involve the same neural processes associated with detecting psychological conflict (the ACC) and implementing self-control (the PFC) of motor responses. However, emotional control may be hampered if the neural area sensitive to distress is chronically active.

### Symposium S-I5

**EARLY LIFE EXPERIENCES AND LATER LIFE OUTCOMES: NEW LONGITUDINAL FINDINGS**

**Saturday, January 19, 5:00 pm – 6:15 pm, Room 217 – 219**

**Chair:** Vivian Zayas, Cornell University

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

A perennial issue in psychology is to identify the psychosocial processes that profoundly shape the individual. Grounded in different theoretical perspectives and methodologies, this symposium presents recent longitudinal findings on the key environmental (caregiving, unpredictability) factors that influence later life outcomes (sexual activity, risky behaviors, attachment, competency).

### Abstracts

**ROOTS OF ADULT ATTACHMENT: MATERNAL CAREGIVING AT 18 MONTHS PREDICTS ADULT PEER AND PARTNER ATTACHMENT**

Vivian Zayas¹, Walter Mischel², Yuichi Shoda², J. Lawrence. Aber³

¹Cornell University; ²Columbia University; ³University of Washington; ⁴New York University

It is widely assumed that, within the context of a stable developmental environment, relationship experiences in early life influence later ones. To date, however, there has been no longitudinal empirical evidence for the hypothesis that early maternal caregiving predicts adult attachment dynamics with peers and partners. The present longitudinal study shows that quality of maternal caregiving experienced at 18 months of age predicted the extent to which the same participants more than 20 years later (age M = 22) were uncomfortable relying on partners and peers (avoidance) and experienced relational worries with partners (anxiety). These findings provide new empirical support that early maternal caregiving predicts later adult attachment patterns with peers and partners. Moreover, consistent with attachment theory, they suggest that the influence of maternal caregiving experienced in early life is not limited to this first attachment relationship but operates more generally in other attachment relationships.

**THE LEGACY OF EARLY EXPERIENCES IN DEVELOPMENT: FORMALIZING ALTERNATIVE MODELS OF HOW EARLY EXPERIENCES ARE CARRIED FORWARD OVER TIME**

R. Chris Fraley², Glenn I. Roisman⁴

¹University of Illinois

Psychologists have long debated the role of early experience in social development. However, traditional approaches to studying this issue are not well positioned to address this debate. The authors present simulations, which indicate that the associations between early experiences and later outcomes should approach different asymptotic values across time, given alternative assumptions about the developmental significance of early experience. To test the predictions of alternative developmental models, the authors examine data from the NICHD Study of Early Child Care and Youth Development on maternal sensitivity in the first three years of life, the association with social competence through age 15. Across multi-method, multi-informant outcome data, results suggest that there may be enduring effects of early caregiving experiences in social development.

**EVOLUTION, STRESS, AND SENSITIVE PERIODS: THE INFLUENCE OF UNPREDICTABILITY IN EARLY VERSUS LATE CHILDHOOD ON SEX AND RISKY BEHAVIOR**

Jeffry A. Simpson¹, Vladas Giskevicius², Sally I-Chun. Kuo³, Sooyeon Sung¹, W. Andrew. Collins³

¹University of Minnesota

Growing up in harsh versus unpredictable environments should have unique effects on life history strategies and behavior in adulthood. Using data from the Minnesota Longitudinal Study of Risk and Adaptation, we tested how harshness and unpredictability experienced in early childhood (age 0-5) versus later childhood (age 6-16) predicted sexual and risky behavior at age 23. The strongest predictor of sexual and risky behavior in early adulthood was exposure to unpredictable environments between the ages of 0-5. Individuals exposed to more unpredictable, rapidly changing environments during the first five years of life displayed a “faster” life history strategy at age 23 by having more sexual partners, engaging in more aggressive and delinquent behaviors, and having more association with criminal activities. Exposure to either harsh environments or experiencing unpredictability later in childhood (age 6-16) was not related to these adult outcomes.

**INDIVIDUAL DIFFERENCES IN AUTONOMIC NERVOUS SYSTEM FUNCTIONING MODERATE ASSOCIATIONS BETWEEN FAMILY ENVIRONMENT AND ADOLESCENT SEXUAL ACTIVITY**

Lisa M. Diamond², Susan Bonner³

¹University of Utah

Following the differential susceptibility model (Belsky & Pluess, 2009), we examined whether individual differences in autonomic nervous system functioning moderated associations between family environment (family structure, relationship quality, and attachment history), assessed at age 14 and sexual behavior/history as assessed at age 18 in a sample of 64 adolescents. The results demonstrate that youths’ with different patterns of tonic and stress-induced ANS functioning show different degrees of linkage between family factors and sexual behavior. The pattern of results differed for boys versus girls. Among girls the association between growing up in a single-mother household and the age of first oral sex was stronger in girls with greater sympathetic nervous system reactivity to stress. Among boys the association between growing up in a single-mother household and having a larger number of oral sex partners by age 18 was stronger among those who showed greater parasympathetic withdrawal in response to stress.
Symposium Session I Saturday, January 19, 5:00 pm – 6:15 pm

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

**Saturday, January 19, 5:00 pm – 6:15 pm, Room 228 – 230**

Chair: James Coan, University of Virginia
Co-Chair: Lane Beckes, University of Virginia

New frontiers in attachment and affiliation research are emerging out of neuroscience and group centered approaches. This symposium will explore how these ideas may change the way we think about the origins, mechanisms, and meanings of attachment and affiliation in adult relationships.

**ABSTRACTS**

**SOCIAL-REGULATION VS. SELF-REGULATION: NEURAL EVIDENCE THAT SECURE INDIVIDUALS SWITCH EMOTION REGULATION STRATEGIES DURING SOCIAL CONTACT**

Lane Beckes1, James A. Coan1
1University of Virginia

Social contact diminishes the neural response to threat. The social facilitation of self-regulation hypothesis argues that social contact enhances self-regulation through ventro-medial prefrontal cortex (vmPFC) down-regulation of threat. Using fMRI we scanned participants during the threat of shock while alone and while holding a friend’s hand. Psychophysiological interaction analysis indicated a pattern opposite of that predicted by the social facilitation hypothesis. While alone participants showed the typical self-regulation pattern of activation in which the vmPFC was negatively correlated with threat responsive regions of the brain, whereas during hand-holding this correlation was positive. Moreover, the correlation between vmPFC and threat regions was also positively correlated with security scores from the Adult Attachment Interview in mid-adolescence. Results demonstrate very different neural processes support social versus self-regulation and imply a neural marker of attachment security.

**SCARED SAVIORS: EVIDENCE THAT PEOPLE HIGH IN AFFILIATION ANXIETY ARE MORE EFFECTIVE IN DETECTING THREATS AND ALERTING OTHERS TO THEM**

Tsachi Ein-Dor1
1IDC Herzliya

Attachment-related anxiety has repeatedly been associated with poorer adjustment in various social, emotional, and behavioral domains. Building on social defense theory, I will present possible advantages of having some group members who score high on attachment anxiety – such as a heightened ability to detect threats and alert others to them. Specifically, I will show that anxious people are quicker in detecting signs of infidelity than more secure people, and that priming separation anxiety further improves their ability to detect infidelity. Next, I will show that anxious people are better at detecting lies, and that groups high in anxiety detect cheaters better than more secure groups. Finally, I will show that anxious people are better at detecting non-social threats, and benefit the group by alerting others to such threats. Results are discussed in relation to the possible adaptive functions of certain personality characteristics often viewed as undesirable.

**IS LOVE RIGHT? AFFILIATION MOTIVE PREDICTS FRONTAL ALPHA ASYMMETRY**

Markus Quirin1, Thomas Gruber1, Julius Kuhl1, Rainer Düsing1
1University of Osnabrück

Previous research on relationships between personality and hemispheric asymmetries in resting frontal alpha as documented by electroencephalography (EEG) has focused on individual differences in motivational direction (approach vs. withdrawal) or behavioral activation. The present study investigated frontal alpha asymmetry as a function of individual differences in the affiliation motive and explored the brain source thereof. In line with our hypothesis we found relative right frontal activity (low alpha power) being associated with the affiliation motive. Source localization of the scalp pattern of correlations between the affiliation motive and resting alpha power identified a cluster within the right ventromedial prefrontal cortex (PFC). The present results are discussed with respect to differential roles of the two hemispheres in social motivation.

**ATTACHMENT SECURITY PRIMES, OXYTOCIN LEVELS, AND REACTIONS TO STRESS**

Omin Gilath1, Sarah D. Pressman1, Lora Black1, Alexander M. Schoemann1, Jackob Moskovitz1, Dean Stetler1
1University of Kansas

Having close supportive relationships contributes to well-being and health. Given its role in bonding and in the attenuation of stress, oxytocin (OT) has been proposed as a pathway by which relationships influence these outcomes. We examined whether reminding people of their close relationships (attachment security prime) interacts with OT levels to predict reactions to stress. Undergraduates were primed and then experienced a stressor. Multi-level-modeling analysis revealed that prime and OT interacted to predict stress response and recovery as measured by respiratory sinus arrhythmia. Individuals exposed to the security prime and high on OT showed the steepest stress response and the steepest recovery (hence experienced stress for the shortest amount of time) compared to individuals who received control primes or were low on OT. These results suggest that together attachment security and OT benefit stress responses via more adaptive parasympathetic (relaxation) nervous system activity.

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**Symposium S-I7**

**MORAL EMOTIONS AND MORAL DECISIONS: ON THE AFFECTIVE INFLUENCES BEHIND MORAL BEHAVIORS, JUDGMENTS, AND FORECASTS**

**Saturday, January 19, 5:00 pm – 6:15 pm, Room 208 – 210**

Chair: Rimma Teper, University of Toronto

We discuss the affective processes involved in moral decision-making. Specifically, we explore the effect that the perception of somatic states has on moral behavior, how such states dissociate behavior from forecasting, why exposure to organic foods influences moral behaviors and judgments, and the importance of guilt as a moral emotion.

**ABSTRACTS**

**LISTEN TO YOUR HEART: WHEN FALSE SOMATIC FEEDBACK SHAPES MORAL BEHAVIOR**

Chen-Bo Zhong1, Jun Gu2, Elizabeth Page-Gould1
1University of Toronto; 2Monash University

A pounding heart is a common symptom people experience when confronting moral dilemmas. The authors conducted 4 experiments using a false feedback paradigm to explore whether and when listening to a fast (vs. normal) heartbeat sound shaped ethical behavior. Study 1 found that perceived fast heartbeat increased volunteering for a just cause. Study 2 extended this effect to moral transgressions and showed that perceived fast heartbeat reduced lying for self-gain. Studies 3 and 4 explored the boundary conditions of this effect and found that perceived heartbeat had less influence on deception when people are mindful or approach the decision deliberatively. These findings suggest that the perceived physiological experience of fast heartbeats may signal greater distress in moral situations and hence motivate people to take the moral high road.

**CAN YOU FEEL IT? WHY EMOTIONS DISSOCIAZE MORAL FORECASTS FROM MORAL ACTIONS**

Rimma Teper1, Michael Inzlicht1, Elizabeth Page-Gould1
1University of Toronto

Can people accurately predict their behavior in moral dilemmas? In Study 1, we found that individuals in a moral action condition...
gave significantly more money to a confederate in a Dictator Game than participants in a moral forecasting condition predicted. Study 2 replicated this effect by showing that individuals cheated less on a math task than their counterparts in a forecasting condition predicted cheating, and that this effect was mediated by affective physiological arousal. Study 3 found that participants who engaged in moral forecasting with their eyes closed predicted cheating less on a job interview than did counterparts in a control condition. This effect was moderated by the extent to which individuals were able to emotionally immerse themselves in the situation. This research suggests that the emotions present during real-life moral dilemmas may not be fully engaged during forecasting, and that this may explain why individuals make moral forecasting errors.

WHOLESALE FOODS AND WHOLESALE MARRIAGES? PSYCHOLOGICAL CONSEQUENCES OF EXPOSURE TO ORGANIC FOOD
Kendall J. Eskine1

Recent research has revealed that specific tastes can influence moral processing, with sweet tastes inducing prosocial behavior and disgusting tastes harnessing moral judgments. Do similar effects apply to different food types (comfort foods, organic foods, etc.)? After viewing a few organic foods, comfort foods, or control foods, participants who were exposed to organic foods volunteered significantly less time to help a needy stranger, and they judged moral transgressions significantly harsher than those who viewed non-organic foods. Further, those who were primed with moral pride (as opposed to moral guilt) showed an increased preference for organic foods relative to non-organic foods. Together, these results suggest that exposure to organic foods may lead people to affirm their moral identities, which attenuates their desire to be altruistic. Implications for moral-emotional decision making and food marketing are discussed.

HOW TO DEAL WITH A GUILTY CONSCIENCE
Yoel Inbar1, David A. Pizarro2, Thomas Gilovich3, Dan Ariely4

Negative emotions generally fade more quickly than positive emotions (the so-called “fading affect bias”), but in two studies we found that guilt is an exception. We asked participants to recall emotionally-evocative events and found that guilt persisted more over time than other negative emotions, and that persistence of guilt was strongly predicted by concerns about negative evaluation by third parties. We then examined one unusual way in which people might signal contribution to others: by harming themselves physically. People who recalled a guilt-inducing event subsequently inflicted more intense electric shocks on themselves than did those who recalled a sad or neutral event. The stronger the shocks that guilty participants administered to themselves, the more their feelings of guilt were alleviated. I will discuss how this method of atonement relates to other methods examined in previous research and implications for the view of guilt as a morally motivating emotion.

ABSTRACTS

COMPENSATING FOR INCOMPLETE IDENTITY GOALS: ARE ETHICAL STANDARDS JETTISONED?
Peter M. Gollwitzer1, Michael K. Marquardt2

Symbolic self completion theory (SCT) postulates that people committed to identity goals (e.g., being a lawyer, manager) strive for goal attainment by collecting respective indicators of completeness (e.g., relevant achievements, material possessions). Thus, when the possession of an aspired-to identity becomes threatened, people impulsively engage in self-symbolizing to reestablish completeness. This compensatory response is observed even when it makes people less popular, but does it also override ethical standards? Three studies with participants committed to different identities (i.e., excellent student, lawyer, and businessman) tested this question; incompleteness was induced by negative bogus feedback. Incomplete participants showed compensatory self-symbolizing pertaining to self-descriptions (Study 1), behaviors (Study 2), and decisions (Study 3) even when these efforts clearly qualified as unethical. Results are discussed with respect to SCT, impression management, and morality research.

MAKING MOUNTAINS OUT OF MOLEHILLS IN PURSUIT OF MORAL CREDENTIALS
Daniel A. Effron1

Northwestern University

The present studies demonstrate that when people anticipate falling short of a moral goal, they will exaggerate the extent to which a prior behavior proves their morality. Participants who expected to commit a prejudiced action were more confident than control participants that their behavior in a prior task would be attributed to a non-racist disposition (Study 1) – an effect that was eliminated when participants could reassure themselves of their racial egalitarianism in a different way (Study 2). This effect arose because the anticipation of acting prejudiced lowered participants’ standards for concluding that their prior behavior was sufficiently remarkable to prove their racial egalitarianism (Study 3). Additional results illustrated how this phenomenon can lead actors to overestimate how virtuous they appear to observers. I discuss how this strategic construal of one’s past behavior can create an illusion of progress towards moral goals, thereby reducing one’s compunction about transgressing.

HOW PEOPLE FIND OR CREATE NEW MEANS TO GOAL ATTAINMENT: THE ROLE OF HIGH-LEVEL CONSTRUALS
Jens Förster1

University of Amsterdam

When people fail to reach a goal, they may 1) search for alternative means in memory or 2) may create other ones. In both situations, high-level construals and global processing support the activation of superordinate goals and enhance creative thought, eventually supporting goal attainment. To illustrate, our recent research shows that a focal goal of aggressing towards a person can be substituted by means of peaceful conflict solution if the higher order goal of retaliation is activated. Moving to a higher level in the goal hierarchy seems to provide a broader range of alternative means. Moreover, a different series of studies shows that obstacles in the way to goal pursuit lead to an automatic activation of higher level construals, at least for highly engaged people. They start globally processing information in order to create new means. We show that such global processing eventually supports creative thought and thus goal attainment.

WHEN “WE” HAVE SUCCEEDED, I CAN COAST: SUBSTITUTING GROUP PROGRESS FOR INDIVIDUAL PROGRESS
Tal Eyal1, Benjamin A. Converse2, Ayelet Fishbach3

Ben Gurion University of the Negev; 2University of Virginia; 3University of Chicago

We propose that group achievements can substitute for individual goal pursuit even when the individual has not directly contributed to the group’s achievements and the group’s achievements have

Symposium S-I8
COUNTERINTUITIVE CONSEQUENCES OF SUBSTITUTION IN SELF-REGULATION
Saturday, January 19, 5:00 pm – 6:15 pm, Room 211 – 213
Chair: Tal Eyal, Ben Gurion University of the Negev
Co-Chair: Ayelet Fishbach, University of Chicago

Substitution in self-regulation may occur when the individual encounters obstacles and thus searches for alternative means to a goal or when a group’s action vicariously fulfills personal striving. This symposium presents new theoretical approaches and research methods to investigate the underlying mechanisms as well as counterintuitive consequences of the phenomenon.

Symposium Session I
Saturday, January 19, 5:00 pm – 6:15 pm
Symposium S-I8
no real impact on the individual’s goal pursuit. We suggest that for this “group-action substitution” to occur individuals must identify with the group and the group’s achievement must be attributable to actions that are conceptually relevant to one’s own independent goals. Three studies tested group-action substitution and found that fans of victorious teams made less ambitious workout plans than fans of losing teams (Study 1), but only when the teams’ victories were attributable to fitness (relevant to one’s own goal) rather than strategy (irrelevant to one’s goal; Study 2). In addition, only high-identifiers substituted their group’s achievement for their own. This ironically suggests that pulling for a losing team may pay its benefit in enhancing the motivation for one’s cherished goals.

**Symposium S-19**

**SHIFTING PROCESSES OF EVALUATION, AFFECT, AND MOTIVATION THROUGH BODILY AND METAPHORICAL CUES**

*Saturday, January 19, 5:00 pm – 6:15 pm, Room 220 – 222*

Chair: Janina Steinmetz, University of Cologne, Germany
Co-Chair: Spike W.S. Lee, University of Toronto

Embodiment and metaphor research is progressing from the demonstration of surprising effects to an understanding of the underlying processes. This symposium highlights the impact of bodily and metaphorical cues on evaluative, affective, and motivational processes and their consequences for social perception, emotional coping, academic performance, and relationship satisfaction.

**ABSTRACTS**

**HANDS TOGETHER: HOW MOVING YOUR ARMS AFFECTS SELF-EVALUATION**

Janina Steinmetz1, Thomas Mussweiler2
1University of Cologne, Germany
2University of Michigan

Body movements and spatial metaphors can induce corresponding psychological phenomena. Physical closeness, for instance, fosters similarity perception. We therefore expect symbolic movements of increasing closeness (distance) to activate an embodied similarity (dissimilarity) focus and thereby also affect social comparisons. In Study 1, gym members who were using an exercise machine to pull their arms together (apart) showed a stronger (lower) similarity focus. In Study 2, participants practiced alleged Tai Chi exercises, either moving their hands together or apart. In a subsequent social comparison task, having practiced the similarity exercise (arms together) led participants to assimilate self-perceptions towards the comparison standard. However, having practiced the dissimilarity exercise (arms apart) led them to contrast away from the standard. We demonstrate that physical body movements activate psychological processes of similarity perception and assimilative social comparison consequences. These findings corroborate research on spatial metaphors and on contextual influences on similarity perception and self-evaluation.

**FACE-SAVING ILLUSION: HOW PRODUCTS HELP PEOPLE GET RELIEF AFTER EMBARRASSMENT**

Ping Dong1, Irene Xun Huang1, Robert S. Wyer1
1The Chinese University of Hong Kong

The concept of face represents the public and social aspect of the self-concept, and can be maintained, enhanced and lost in interpersonal interaction. Failure to have one’s face preserved often leads to negative feelings of embarrassment. Based on the assumption that a metaphorical link exists between embarrassment and “losing face”, we propose and demonstrate effects of symbolically hiding versus repairing one’s face on reactions to embarrassment. Specifically, people either passively cope with embarrassment by favoring face-blocking products (e.g. sunglasses; Experiment 1A & 1B) or actively repair their face by choosing face-brightening products (e.g., cosmetics; Experiment 2). Moreover, we found that these two coping strategies have different recovery consequences. Symbolically repairing one’s face eliminates aversive feelings of embarrassment and restores willingness to be exposed to public, whereas symbolically hiding one’s face has no such effects (Experiment 3). Theoretical implications for the role of metaphors in emotional coping are discussed.

**ON THE ROAD: IDENTITY-BASED MOTIVATION, CONCEPTUAL METAPHOR, AND ACADEMIC ENGAGEMENT**

Mark J. Landau1, Daphna Oyserman2, Lucas A. Keefer1
1University of Kansas; 2University of Michigan

Prior work on identity-based motivation shows that students become more academically engaged when they perceive their current identity as congruent with their possible academic identity -- their image of themselves in the future as academically accomplished. We integrated this work with conceptual metaphor perspectives, which posit that people perceive meaningful connections between temporally remote aspects of their self-concept by representing them metaphorically as steps along a physical path. Priming college students to represent their possible academic identity using the PATH metaphor (compared to alternative metaphors or no metaphor) increased both self-reported and behavioral interest in academic achievement (Study 1), and improved their performance on standardized tests (Study 2). Furthermore, the effect of priming a path-metaphorical representation on academic engagement was mediated by increased perceptions of academic identity continuity (Study 3), and held particularly under conditions of doubt about one’s ability to achieve academic success (Study 4).

**JUDGMENTAL EFFECT OF METAPHORICAL FRAMING IS MODERATED BY TIMING OF FRAME ACCESSIBILITY AND MEDIATED BY HIGHLIGHTING: WHEN AND WHY IT HURTS TO THINK WE WERE MADE FOR EACH OTHER**

Spike W.S. Lee1, Norbert Schwarz2
1University of Toronto; 2University of Michigan

Conceptualizing an abstract domain using alternative metaphorical frames (e.g., love-as-unity vs. love-as-journey) produces distinct psychological consequences. These consequences are uniquely predicted by the metaphorical perspective on social cognition (Landau, Meier, & Keefer, 2010), but their properties and processes have not been well-specified. We propose that the basic principles of knowledge activation offer important insights into the emergence of metaphorical framing effects and the underlying process: (1) incidental activation of metaphors is sufficient to produce downstream consequences on judgment, but (2) only if the metaphors are accessible at the encoding stage; (3) the framing effect is driven by a process of highlighting. Testing these predictions in the domain of love, three studies show that recalling relational conflicts hurts relationship satisfaction when the primed frame is love-as-unity (but not love-as-journey), provided the frame is accessible at encoding. The effect is mediated by the highlighting of partner dissimilarities.

**Symposium S-110**

**NO PROCESS IS AN ISLAND: RECIPROCAL INFLUENCES BETWEEN SOCIAL IDENTITY AND ENVIRONMENT**

*Saturday, January 19, 5:00 pm – 6:15 pm, Room 225 – 227*

Chair: Jonathan Cook, Columbia University
Co-Chair: Mark L. Hatzenbuehler, Columbia University

Social identity processes are based on interactions between people and their environment. Until recently, however, the “environment” in psychological research has usually been the laboratory. This symposium presents novel research that conceptualizes environmental influences more broadly, highlighting new measurement strategies and a systems approach to investigating social identity.
STIGMA IN THE AIR: THE INFLUENCE OF COMMUNITY-LEVEL STIGMA ON INTERVENTIONS TO IMPROVE AFRICAN AMERICANS’ HEALTH
Allecia E. Reid1, Blair T. Johnson2, John F. Dovidio3
1Yale University; 2University of Connecticut
Interventions to improve public health may benefit from consideration of how environmental context interacts with social identity processes. We conducted a meta-analysis to examine whether efficacy of interventions for improving African Americans’ condom use was moderated by Whites’ attitudes toward African Americans in the communities where interventions occurred. Whites’ attitudes were drawn from the nationally representative, American National Election Studies, and matched to interventions in time and location. Improvements in condom use among African Americans were smaller in locations where Whites’ attitudes toward African Americans were more negative ($t = 2.56, p = 0.01$). As time since interventions elapsed, Whites’ attitudes eroded intervention improvements in behavior (interaction: $t = 2.21, p = 0.03$). Tailoring content to participants’ values and needs, which may reduce mistrust among African Americans, buffered against the negative influence of Whites’ attitudes on condom use (interaction: $t = 3.20, p < 0.01$). Results highlight the importance of social identity and environment in perpetuating intergroup disparities.

THE SOCIAL DEVELOPMENT OF CONTINGENT SELF-WORTH IN SEXUAL MINORITY YOUNG MEN: AN EMPIRICAL INVESTIGATION OF THE “BEST LITTLE BOY IN THE WORLD” HYPOTHESIS
John E. Pachankis1, Mark L. Hatzenbuehler2
1Yeshiva University; 2Columbia University
The present study examined whether achievement-related contingent self-worth (A-CSW) serves as an adaptation to stigmatizing social environments (i.e., state-level policies and attitudes that stigmatize homosexuality) among sexual minority (e.g., gay, bisexual) men and whether this adaptation produces negative health outcomes. Sexual minority men ($n = 136$) reported that their self-worth is more contingent on achievement-related success, namely in academics ($d = 0.33$), appearance ($d = 0.33$), and competition ($d = 0.35$), than heterosexual men ($n = 56$). Sexual minority men living in stigmatizing social environments were more likely to report A-CSW in these domains. A-CSW predicted domain-specific negative health outcomes (e.g., social isolation, problematic eating) across a 9-day experience sampling study. This study shows that stigmatizing social environments can influence the development of A-CSW among young sexual minority men. Further, although A-CSW may function to protect against stigma, it can also produce negative health consequences for stigmatized individuals.

PUBLIC AND PRIVATE CONTEXTS SHAPE THE ARCHITECTURE OF THE SELF: CONCEALABLE STIGMA AND THE DEVELOPMENT OF PUBLIC AND PRIVATE SELVES
Valerie Purdie-Vaughns1, Richard P. Eibach2, Rainer Romero-Canayas1, Alexandra Sedlowska3
1Columbia University; 2University of Waterloo; 3Yale University
Five experiments show that for people with stigmatizable concealable identities, public and private environments represent meaningful contexts that, over time, shape the architecture of the self-concept and influence psychological functioning. We measured public and private self-schemas by measuring how quickly participants sorted and classified people into public and private identities (Study 3) and to the experimental activation of concealable versus conspicuous stigmatized identities (Study 4). Study 5 shows that workplaces where expression of identity is costly results in public-private schematization. Implications for how social contexts and "the self" develop through dynamic processes of reciprocal causality are discussed.

RESHAPING CONTEXT THROUGH THE INDIVIDUAL: LEVERAGING SOCIAL PSYCHOLOGY TO REDUCE INTERGROUP DISPARITIES
Jonathan E. Cook1, Valerie Purdie-Vaughns1, Geoffrey L. Cohen2
1Columbia University; 2Stanford University
Social psychological interventions that help members of negatively stereotyped groups cope with threatening environments can set in motion a bottom-up process that ultimately changes the environment. Three studies provide converging evidence. Study 1 shows how African American college students’ overall grade point average (GPA) improved following a values-affirmation intervention administered in the lab. Study 2 shows how African American middle school students’ overall GPA improved following a role-model intervention administered in the field. Study 3 shows how a lab-based, values-affirmation intervention reduced the proportion of clinically overweight Latino college students two years after the experiment. If psychological interventions improve outcomes for enough individuals in an environment, intergroup disparities decline and the environment begins to change. Preliminary data suggest that dominant group members respond to such change by altering their expectations and assumptions about members of stereotyped groups, reinforcing and amplifying intervention effects. Implications for research design and measurement are discussed.

SYMPOSIUM S-111
RECENT DEVELOPMENTS IN QUANTITATIVE METHODS FOR PERSONALITY AND SOCIAL PSYCHOLOGISTS
Saturday, January 19, 5:00 pm – 6:15 pm, Room R02
Chair: Jacob Westfall, University of Colorado Boulder
Co-Chair: Charles M. Judd, University of Colorado Boulder
In this symposium we discuss recent advances in quantitative methodology relevant to researchers in personality and social psychology. The topics we consider include issues in longitudinal data analysis, the assessment of accurate social perception in group data, testing of mediational models, and analyzing data involving multiple, crossed random factors.

ABSTRACTS

EFFECTS OF MEASUREMENT ERROR ON ANALYSES OF DIARY DATA
Patrick E. Shrof4, Sean P. Lane1
1New York University
It is well known that measurement error in predictor variables leads to biased estimates of regression coefficients. For cross sectional studies using regression the observed effect is reduced by a factor of $R$, where $R$ is the reliability of the independent variable. We show that analogous patterns are found for results from longitudinal studies, but that the size of the bias is a function of two different reliability coefficients. Different effects are seen at the between-person and within-person levels. We also show that measurement error can create lagged effects, whereby today’s outcome seems to be affected by both yesterday’s and today’s processes. This second pattern of bias occurs when the independent variable or the measurement errors are correlated over time. Findings are illustrated using simulated data as well as data from a five week diary study of the association of relationship moods with undifferentiated moods.

THE SOCIAL ACCURACY MODEL OF INTERPERSONAL PERCEPTION: ASSESSING INDIVIDUAL DIFFERENCES IN PERCEPTIVE AND EXPRESSIVE ACCURACY
Jeremy C. Bisantz5
5University of British Columbia
The social accuracy model of interpersonal perception (SAM) is a confirmatory model that estimates accurate interpersonal perception for perceivers and target effects of different components of accuracy across traits simultaneously. For instance Jane may be generally accurate in her perceptions of others and thus high in perceptive accuracy – the extent to which a particular perceiver's
impressions are more or less accurate than other perceivers on average across different targets. Just as well, Jake may be accurately perceived by others and thus high in expressive accuracy – the extent to which a particular target is accurately perceived on average across different perceivers. SAM represents an integration of Cronbach’s componential approach with Kenny’s social relations model. Key findings include reliable individual differences in several specific aspects of interpersonal perceptions. Recent findings using SAM are reviewed including strong relationships with adjustment, novel gender effects, as well as perceptions of attractiveness and confidence.

**DATATOTEXT: USING THE R PACKAGE TO ESTIMATE AND TEST MEDIATIONAL MODELS**

David A. Kenny

DataToText is a project that has researchers tell a computer program what sort of analyses to do and then using a macro the program conducts those analyses and then creates a text file that describes the results from those analyses. Described is a new macro written in R that conducts a mediational model. The macro provides the researcher with many potential warnings (e.g., non-linearities and outliers), a description of the assumptions of the mediational analysis, a power analysis, and the estimates of the mediational model, including the indirect effect with a bootstrapped confidence interval. Moreover a diagram of the mediational model is also produced. Creating a macro in R has several advantages. First, there is no cost to the user of the macro. Second, because R is open source, users can adapt the macro to meet any special need that they might have.

**TREATING STIMULI AS A RANDOM FACTOR IN SOCIAL PSYCHOLOGY: A NEW AND COMPREHENSIVE SOLUTION TO A PERVERSIVE BUT LARGELY IGNORED PROBLEM**

Jacob Westfall, Charles M. Judd, David A. Kenny

Throughout social psychology, participants are routinely asked to respond in some way to experimental stimuli that are thought to represent categories of theoretical interest. For instance, in measures of implicit attitudes, participants are primed with pictures of specific African American and White stimulus persons that are sampled in some way from possible stimuli that might have been used. Yet seldom is the sampling of stimuli taken into account in the analysis of the resulting data, in spite of numerous warnings about the perils of ignoring stimulus variation. We present a comprehensive solution using mixed models for the analysis of data with crossed random factors (e.g., participants and stimuli). We show the substantial biases inherent in analyses that ignore one or the other of the random factors and we illustrate the substantial advantages of the mixed models approach with both hypothetical and actual, well-known datasets in social psychology.
Poster Session A

Close Relationships/Belonging/Rejection

A36
Poster withdrawn.

A37
LOVE ACTUALLY? AN EXPLORATION OF INDIVIDUAL'S LOVE FOR POSSESSIONS
Noel Albert1
1Euromed Management
This research examines the concept of brand love. Across three qualitative and quantitative studies (N=2351), I examine the structure of brand love and compare it to the literature on interpersonal love. Results suggest that interpersonal love theories cannot fully explain other types of love (e.g., love of objects, activities, etc.).

A38
IMPLIED REAFFILIATION: EXCLUSION REDUCES INDIVIDUALS' IMPLICIT, BUT NOT EXPLICIT, NEGATIVE PERCEPTIONS OF EXCLUDERS
Jason F. Anderson1, Vivian Zayas1
1Cornell University
Reaffiliation is an important survival response to exclusion. In an online ball-tossing game we investigate reaffiliation strategies following subtle social exclusion. We found that subtle exclusion reduces implicit, but not explicit, negative perceptions of excluders. Specifically, participants inhibit associations to negatively valenced stimuli following excluder-primes, providing evidence for implicit reaffiliation.

A39
DEATH AND FORGIVENESS: MORTALITY SALIENCE AND THE MOTIVATION TO REPAIR TROUBLED RELATIONSHIPS
Stephanie M. Anglin1
1Rutgers University
The present study investigated whether mortality salience increases relational strivings toward troubled close relationship partners. Mortality salience increased avoidant participants’ expectations for improvement and future relationship satisfaction, and high self-esteem women’s expectations for improvement and ratings of importance of their troubled relationships.

A40
ACUTE PAIN, ATTACHMENT ANXIETY, & SOCIAL SUPPORT
Charles J. Arayata1, Carol L. Wilson2
1Towson University; 2The Pennsylvania State University, Erie
N=42 undergraduates were randomly assigned to view supportive or neutral photographs while wearing an inflated blood pressure cuff. As expected, both the support prime and lower scores on attachment anxiety were associated with lower perceptions of subjective pain.

A41
FROM PERSONAL RELATIONSHIPS TO OUTGROUP COMPASSION: THEORY AND THEORY-BASED INTERVENTIONS BEYOND THE LAB
Arthur Aron1, Stephen Wright2, Kristin Davies3, Jennifer Eberhardt4, Shelly Zhou4
1Stony Brook University; 2Simon Fraser University; 3York College, City University of New York; 4Stanford University; 5Stony Brook University
We describe the latest intergroup-context version of the inclusion-of-others-in-the-self model; then, preliminary findings from ongoing theory-based experiments outside the lab: interventions aimed at police-community relations in a tense suburban area and at inter-ethnic relations with entering freshman classes at three universities.

A42
RELATIONAL EFFICACY PROMOTES HEDONIC AND EUDAIMONIC WELL-BEING IN CLOSE RELATIONSHIPS
Ryosuke Asano1, Toshikazu Yoshida2
1Japan Society for the Promotion of Science; 2Nagoya University
This study investigated how relational efficacy would influence well-being of both close relationship partners. Multilevel analysis results showed that romantic couples and pairs of same-sex friends with higher relational efficacy had greater hedonic and eudaimonic well-being, but individuals with higher relational efficacy had greater only in hedonic well-being.

A43
SACRIFICING FOR AVOIDANCE GOALS? IT MAY NOT BE BAD IF YOU ARE HIGHLY INTERDEPENDENT
Behzad Asyabi1, Emily Impett1
1University of Toronto
We investigated how having an interdependent self-construal shapes the personal and relationship outcomes of sacrificing in pursuit of avoidance goals in romantic relationships. Whereas avoidance goals predicted lower authenticity and well-being for people low in interdependence, individuals high in interdependent self-constructs were buffered against experiencing these negative outcomes.

A44
ASSOCIATIONS BETWEEN MARITAL IDEALIZATION AND MARITAL SATISFACTION AMONG LONG-WED COUPLES OVER TIME
Nicolette M. Atkins1, Norm O’Rourke2, Natalia Polchenko2
1Portland State University; 2Simon Fraser University
Marital idealization predicts marital satisfaction for both husbands and wives. Using a sample of long-wed couples, this study assessed possible longitudinal reciprocal and iterative dynamics between marital idealization and marital satisfaction over time. Results indicate a complex interplay between marital idealization and marital satisfaction within long-wed couples over time.

A45
REACTIVITY AND RESILIENCE TO NEGATIVE RELATIONSHIP EVENTS: THE DIFFERENTIAL EFFECTS OF RELATIONSHIP IDENTIFICATION ON SPECIFIC AND GLOBAL RELATIONSHIP APPRAISALS
Emilio Auger1, Danielle Menzies-Toman1, John E. Lydon1
1McGill University
A diary study examining whether relationship identification predicts reactivity to negative relationship events revealed that on days when a partner transgressed, highly identified individuals reported more negative relationship appraisals than on less negative days. However, cumulative negative events predicted lower global relationship appraisals for low but not highly identified individuals.

A46
ADDING INSULT TO INJURY: EFFECTIVENESS OF PARTNER-REGULATION STRATEGIES DEPENDS ON PARTNER’S DEPRESSION
Levi R. Baker1, James K. McNulty1
1Florida State University
Should partners criticize one other for relationship problems? Results from a longitudinal study demonstrate that criticism is positively associated with constructive problem-solving behavior and negatively associated with changes in problem-severity among newlyweds with partners low in depression, but the opposite among newlyweds with partners high in depression.
A47
THE ROLE OF PHYSICAL ATTRACTIVENESS, STATUS, AND ATTACHMENT STYLE IN ROMANTIC PARTNER SELECTION
Alison Baren1, Claudia C. Brumbaugh1
1Queens College

In this study we investigated the role of evolutionarily desirable features in the selection of insecurely attached romantic partners. We found that men preferred physical beauty over security. Regardless of sex, people preferred attachment security over status. These findings help explain how people sometimes end up with insecure mates.

A48
WHAT HAVE YOU DONE FOR ME LATELY? CURRENT RELATIONSHIP SATISFACTION MODERATES THE EFFECT OF REJECTION ON MOOD
Matthew G. Barstead1, Josephine H. Shih1
1Saint Joseph’s University

According to the multimotive model of rejection, maladaptive responses to interpersonal rejection should be mitigated by relationship quality. In support of this theory, rejected participants low in relationship satisfaction reported a larger drop in positive/energetic mood than rejected participants high in satisfaction and control participants regardless of satisfaction.

A49
SWEET PROTECTION: USING SWEETS TO MANAGE RELATIONSHIPS
Joshua T. Beck1, Ann E. Schlosser2
1University of Washington
2University of Hawai‘i at Manoa

Managing relationships can be motivated by connection and/or self-protection goals. Sweets, which carry prosocial associations, are often given as gifts to manage relationships. But are they given to build connections or self-protect? Two experiments offer evidence that giving sweets, thus showing one is sweet, works to self-protect in close relationships.

A50
TWO PEOPLE JUST MAKE IT BETTER: THE PSYCHOLOGICAL DIFFERENCES BETWEEN PARTNERED ORGASMS AND SOLITARY ORGASMS
Lisamarie Bensman1, Elaine Hatfield2, Leonidas A.A. Doumas2
1Hilbert College; 2University of Hawaii at Manoa

Do laboratory findings on the role of context (partnered or solitary) in the subjective experience of orgasm exist in nature? Naturalistic data from a diary study (participants completed one rating form per orgasm) suggests orgasm descriptions do vary by sexual context and intense descriptions correlate with higher overall orgasm ratings.

A51
SOCIAL EXCLUSION AND PAIN SENSITIVITY: EMOTIONAL AND PHYSICAL PAIN RESPONSES TO SEVERE AND LESS SEVERE EXCLUSIONS
Michael J. Bernstein1
1Pennsylvania State University, Abington

In four studies, we examined the moderating role of exclusion paradigm on emotional/physical pain responses to social exclusion. In two studies, we found that future-life resulted in emotional numbing while Cyberball led to emotional pain. Studies 3 and 4 showed this translated to physical pain.

A52
WHAT IF ONE HAS ALREADY BEEN ANTICIPATING REJECTION? THE MODERATING ROLE OF REJECTION SENSITIVITY IN THE NORMATIVE BELIEFS-ROMANTIC RELATIONSHIP COMMITMENT ASSOCIATION
Engi Besikci1, Christopher R. Agnew2, Asiya Yildirim2
1Purdue University; 2Maltepe University

With data from 188 undergraduates from two universities in Turkey, we tested the moderating role of rejection sensitivity in the association between normative beliefs regarding one’s romantic relationship and commitment to that relationship. Hierarchical regression analyses revealed that rejection sensitivity significantly moderated the association between normative beliefs and relationship commitment.

A53
LONGITUDINAL DEVELOPMENT OF DENIAL AND ITS EFFECT ON MARITAL STABILITY
Karen E. Bittner1, Daniel Lannin1, Frederick O. Lorenz1
1Iowa State University

We hypothesized that denial in the family of origin leads to denial, negative problem solving, and ultimately marital instability in marriages. Results supported this, suggesting that denial may be an enduring vulnerability from the family of origin that erodes marital stability due to the decreased tendency to address marital problems.

A54
PERCEIVED SOCIAL SUPPORT FOR RELATIONSHIPS AS A PREDICTOR OF RELATIONSHIP WELL-BEING, MENTAL AND PHYSICAL HEALTH IN SAME-SEX AND MIXED-SEX RELATIONSHIPS: A LONGITUDINAL INVESTIGATION
Karen L. Blair1,2, Caroline F. Pukali2
1University of Utah, Salt Lake City, Utah; 2Queen’s University, Kingston, Ontario, Canada

What role does approval for intimate relationships play in predicting the quality of relationships and the mental and physical health of the individuals within the relationship? A multi-year longitudinal study investigated this question and found approval to be positively linked to satisfaction, stability, and health in same-sex and mixed-sex relationships.

A55
WHO ARE ROMEO & JULIET? IDENTIFYING INDIVIDUAL DIFFERENCES AMONG THOSE WHO EXHIBIT THE ROMEO & JULIET EFFECT
Abigail D. Blaney1, H. Colleen. Sinclair1
1Mississippi State University

Participants were separated into those exhibiting the Romeo and Juliet effect (low parental support, high romantic passion) and those exhibiting the Social Network effect (high parental support, high passion) for comparison. Results showed the Romeo and Juliet effect participants were higher on indices of individualism, independent self-construal, and independent reactance.

A56
SELF-KNOWLEDGE AND FEEDBACK: THE EFFECT OF EXPLICIT FEEDBACK FROM close OTHERS ON SELF-VIEWS
Kathryn L. Bollich1, Jennifer L. Howell1, Simine Vazire1
1Washington University in St. Louis; 2University of Florida

To assess the influence of feedback from close others on self- and meta-perceptions, we provided participants with close others’ ratings of their personality. We found that following feedback, self- and meta-perceptions became more congruent with close others’ perceptions and that these effects were stronger for meta-perceptions.

A57
DOES SHARING EXPERIENCES MAKE THEM BETTER?
Erica Boothby1, Margaret Clark1, John Bargh1
1Yale University

We tested whether sharing experiences with other people changes the quality of those experiences by improving them. Our results suggest that sharing experiences causes the objects experienced (e.g. a refreshing drink) to be rated as better than objects experienced alone. This effect is specific to pleasant experiences.

A58
CAUSAL UNCERTAINTY EFFECTS IN CLOSE FRIENDSHIPS
Eliane M. Boucher1, Tyler Bassett2
1Providence College; 2University of Texas of the Permian Basin

This study examined causal uncertainty (CU) effects on people’s perceptions of their closest friendship. High CU participants reported...
more uncertainty, less support, and more conflict within these friendships. Interestingly, mediation analyses indicated that high CU participants’ heightened uncertainty accounted for their perceptions of support, but not conflict.

**A59**
**STRESS, EMOTIONAL SUPPORT, AND LINGUISTIC COORDINATION OF CLOSE RELATIONSHIP PARTNERS**
Jeffrey Bowen¹, Lauren Winczewski², Molly Metz³, Cynthia Khan¹, Nancy L. Collins¹
¹University of California, Santa Barbara

One member of a couple performed either high- or low-stress laboratory tasks while his/her partner observed remotely. Physiological assessments were taken throughout the study. Following the task, partners exchanged brief messages, which were analyzed for supportive language and stylistic similarity. Both were found to be greater following the high-stress task.

**A60**
**EXAMINING THE ASSOCIATION BETWEEN SIBLING RELATIONSHIP QUALITY AND HAPPINESS**
Rielly C. Boyd¹, Demir Meliksah¹
¹Northern Arizona University

The role of sibling relationship quality in happiness was examined while taking personality into account. An association with happiness was found, but the underlying mechanism to explain the relationship had not been explored. A model suggesting that need satisfaction mediates the relationship between sibling relationship quality and happiness was tested and supported.

**A61**
**THANK GOODNESS FOR GRATITUDE: DYADIC EFFECTS OF ADULT ATTACHMENT ON GRATITUDE DURING THE TRANSITION TO PARENTHOOD**
Margaret P. Boyer¹, Britney M. Wardecker², William J. Chopik¹, Natalie J. Lin¹, Amy C. Moore¹, Emily L. Kean¹, Robin S. Edelstein¹
¹University of Michigan

Although the birth of a first child can be a stressful experience, our findings suggest that many first-time expectant couples adopt an increasingly grateful outlook during the transition to parenthood. However, gratitude may be less common for individuals with high levels of attachment-related anxiety and among those with anxious partners.

**A62**
**EFFECT OF ATTACHMENT PRIMES ON FORGIVENESS: THE MODERATING ROLE OF SELF-ESTEEM**
Sara M. Bozeman¹, Carolin J. Showers¹
¹University of Oklahoma

We investigated forgiveness outcomes following both secure and insecure attachment primes. An interaction between priming condition and self-esteem revealed that individuals with high self-esteem in the insecure attachment condition feel less guilt, responsibility and self-esteem revealed that individuals with high self-esteem in the insecure attachment condition feel less guilt, responsibility and increased need for apology, which suggests defensive responding to being wronged by close others.

**A63**
**INCLUSION OF COLLEGE COMMUNITY IN THE SELF: A LONGITUDINAL STUDY OF SELF-EXPANSION**
Brittany Brand¹, Debra Mashek², Laura Wray-Lake¹, John Coffey¹
¹Claremont Graduate Institution; ²Harvey Mudd College

As part of a three-year longitudinal study of liberal arts college students, we tested whether predictions from the self-expansion model hold in the college context. We find that participation in student groups during sophomore year predicted increases in inclusion of the college community in the self. Consequently, satisfaction in the college experience increased.

**A64**
**HUMOR AND FERTILITY IN RATING “GOOD GENES” VS. “GOOD DADS” TRAITS**
Rebecca J. Brand¹, Abbye Bonatsos², Brittany K. Jakubiak¹
¹Villanova University

Adults rated the importance of 53 partner traits. For short-term relationships, fertile women rated “good dad” traits as less important than non-fertile women but retained high standards for “good genes” traits. We found that sense-of-humor factors with “good genes” for fertile women, but with “good dads” for non-fertile women.

**A65**
**CHASING PRINCE CHARMING: PARTNERING CONSEQUENCES OF HOLDING UNREALISTIC STANDARDS FOR A SPOUSE**
Carrie A. Bredow¹
¹Hope College

Data collected from 502 unmarried individuals and their peer informants demonstrated that the attainability of people’s mate standards is linked to their ability to successfully partner. Specifically, holding less realistic spousal standards predicted greater difficulty establishing satisfying relationships, lower expectations to marry one’s current partner, and lower investment in marrying.

**A66**
**REJECTION SENSITIVITY AND VULNERABILITY TO SELF-HARMFUL COGNITIONS FOLLOWING REJECTION**
Juliana Breines¹, Ozlem Ayduk¹
¹University of California, Berkeley

Extending research on the link between rejection sensitivity and hostility, we examined the hypothesis that rejection increases explicit and implicit self-harmful cognitions in rejection sensitive people. Results from one correlational study and two experiments supported this hypothesis.

**A67**
**INTERRACIAL DATING IN A “COLOR-BLIND” SOCIETY: ROMANTIC ATTRACTION AND IDEOLOGIES AMONG COLLEGE MEN**
James E. Brooks¹
¹University of Illinois, Urbana - Champaign

The current research seeks to expand our understanding of interracial romantic relationships by examining basic components of romantic attraction in conjunction with knowledge about intergroup dynamics. More specifically, the influence of perceived similarity, and familiarity and proximity are understood in the context of men’s ideologies about intergroup interactions.

**A68**
**PAST, PRESENT, FUTURE: HOW COGNITIVE FACTORS IN PAST RELATIONSHIPS INFLUENCE CHOICE OF CURRENT RELATIONSHIP PARTNERS**
Julie A. Brunson¹, Camilla S. Overup¹, Linda K. Acitelli¹
¹University of Houston

Participants completed measures assessing both past and current relationships. Results suggest that both cognitive factors regarding the previous partner and similarity of the previous partner and the self relate to aspects of the current partner. We concluded that characteristics of both the self and previous partners affect future relationship choices.

**A69**
**STRESS SPILLOVER IN EARLY MARRIAGE: THE ROLE OF SELF-REGULATORY DEPLETION**
April A. Buck¹, Lisa A. Neff¹
¹University of Texas at Austin

Quasi-signal detection analyses of daily diary data collected from married couples revealed that on days of greater stress, spouses’ reports of their partners’ positive and negative relationship behaviors were characterized by more negative false alarms and more positive misses. Daily depletion and mood may account for these effects.
A70
INCOCITO LIBIDO: INTRODUCING THE SEXUAL FALSE SELF SCALE
Christopher T. Burris
1 St. Jerome’s University

Carnes (1983) and others suggested that hypersexual individuals develop a “false self” to insulate them from destructive consequences of their sexual behavior. The Sexual False Self scale presented here assesses self-reported motivation to conceal one’s sexual thoughts and desires in anticipation of the social stigma were one exposed.

A71
IMPROVING RELATIONSHIPS THROUGH EDUCATION: THE IMPACTS OF SEX EDUCATION PROGRAMS ON COMFORT WITH SEXUALITY
Sarah E. Butler
1 The Sage Colleges

Individuals that report feeling more sexual comfort report more satisfaction with their relationships and engage in safer sex practices. This research examines how characteristics of formal sexuality education courses impact comfort talking about sexual issues, comfort with one’s own sexuality, and comfort with the sexuality of others.

A72
UPRIGHT AND LEFT OUT: POSTURE MODERATES THE EFFECTS OF OSTRACISM
Samantha M. Cain, Stephanie E. Loomis, Nicholas Jones, Keith M. Welker, Justin M. Carré
1 Wayne State University

The present research investigated the effects of posture on responses to social exclusion. In two studies, participants were assigned to hold upright or slouching postures in response to social exclusion. Participants holding upright postures showed more negative mood and higher fundamental needs when socially excluded.

A73
CONSTRUCTIVE APPROACHES TO PROBLEMS IN CLOSE RELATIONSHIPS: PREDICTORS AND CONSEQUENCES
Amy Canevello, Jennifer Crocker
1 University of North Carolina, Charlotte; 2 The Ohio State University

We examined predictors and consequences of constructive approaches to relationship problems cross-sectionally, in a roommate diary study, and in a lab study of married couples. Interpersonal goals predicted approaches to problems, which predicted both people’s outcomes. Through their goals, people create how they approach problems and their and others’ experiences.

A74
QUANTITY OR QUALITY? LONGITUDINAL ASSOCIATIONS BETWEEN EARLY ADULT SOCIAL ACTIVITY AND MIDLIFE ADJUSTMENT
Cheryl L. Camichael, Harry T. Reis
1 Brooklyn College; 2 University of Rochester

Measures of social interaction quantity and quality obtained from event-contingent diaries collected during early adulthood were combined into longitudinal structural models predicting midlife adjustment. College interaction quantity, but not quality, was associated with enhanced midlife well-being. At age-30, interaction quality, but not quantity was associated with better midlife outcomes.

A75
TEXTING TO SECURITY
Kathy Carnelley, Lorna Otway, Angela Rowe
1 University of Southampton; 2 University of Bristol

We repeatedly primed attachment-security, first in the lab followed by three text (SMS) primes sent on three days. Secure (versus neutral) primed participants reported higher felt-security after the lab prime, after the third text-prime and one day after the last text-prime, suggesting we can successfully use texts to increase security.

A76
MANAGING MOTIVATIONAL CONFLICT: HOW SELF-ESTEEM AND EXECUTIVE RESOURCES INFLUENCE SELF-REGULATORY RESPONSES TO RISK
Justin V. Cavallo
1 Wilfrid Laurier University

Interdependent relationships often present ‘risky’ situations that afford opportunities to pursue self-protective goals or to connect with relationship partners. I present a series of studies indicating that self-esteem and executive control interact to determine how people regulate this goal conflict. Implications for risk regulation theory are discussed.

A77
PREDICTING SUCCESSFUL ROMANTIC RELATIONSHIP INITIATION: AN EXPLORATORY STUDY
Marie B. Cheibling, Arthur Aron
1 Stony Brook University

This study is the first to systematically explore predictors of romantic relationship initiation. Participants were interviewed about their current romantic relationship and a past experience of unsuccessful relationship initiation. Preliminary analyses found that “successful” target interactions were more likely to be described as involving “fun” and perceived reciprocal liking.

A78
THE WAY I MAKE YOU FEEL: MANAGING OTHERS’ EMOTIONS AS A STRATEGY FOR RECONNECTION FOLLOWING SOCIAL EXCLUSION
Elaine O. Cheung, Wendi L. Gardner
1 Northwestern University

We investigated whether excluded individuals would manage others’ emotions as a strategy for reconnection. In an online pen pal exchange, excluded individuals wrote letters that contained more words relevant to managing their pen pal’s emotions. Additionally, their letters were rated to be more effective at managing their pen pal’s emotions.

A79
COMMITMENT TO NON-EXISTENT OBJECTS AS A FUNCTION OF EXPERIMENTER’S RELIGIOSITY
Rick M. Cheung
1 CUNY Brooklyn College and Graduate Center

“Our faith is faith in someone else’s faith” (James, 1897). The current research demonstrates this truism in a novel way, as it shows that the experimenter’s apparent religiosity can affect participants’ self-reported religious knowledge, observance, and behavioral commitment, with regards to the concepts, rituals, and text that were experimentally created.

A80
CLEAR SKIES AHEAD: FAIR WEATHER CONDITIONS ARE ASSOCIATED WITH RELATIONSHIP STATUS AND COMFORT WITH INTIMACY
William J. Chopik, Nansook Park, Christopher Peterson
1 University of Michigan

Great relationships can be like sunshine on a cloudy day. This study of weather, relationship status, and attachment orientation provides a real-world assessment of research equating intimacy and temperature. Fair weather conditions were associated with lower avoidance and a greater percentage of the population being married across 51 US cities.

A81
SOCIAL EXCLUSION OF WOMAN WITH IN-BETWEEN ORIENTATIONS: THE EFFECTS OF MONOGAMOUS PARTNER GENDER ON SOCIAL NETWORKS
Tara J. Collins, Kelly Crowe
1 Winthrop University; 2 University of Kansas

Women with “in-between” orientations reported on their social networks during different relationships. Women indicated feeling closer to LGBTQ individuals during a same-sex relationship and less close during an other-sex relationship, some of these effects were...
mediated by the degree of “outness” to each individual. Implications for in-between individuals are discussed.

A82 WHEN VARIETY IS NOT THE SPICE OF LIFE: THE INFLUENCE OF SELF-EXPANSION MOTIVATION ON VARIETY SEEKING
Stacey Finkelstein¹, Xiaomeng Xu²
¹Stacey R. Finkelstein, Columbia University; ²Alpert Medical School, Brown University and The Weight Control and Diabetes Research Center of Miriam Hospital; ³City University London, Columbia University, Alpert Medical School, Brown University and The Weight Control and Diabetes Research Center of Miriam Hospital

This research investigates how Self-expansion (SE) motivation affects preference for more or less variety in product consumption. In two studies, we predict and find that high-SE individuals would seek less variety in their consumption choices in an effort to deepen the “relationships” they had with their favorite brands.

A83 EMOTION EXPRESSION IN THE SELF-FULFILLING PROPHECY FEARING NEGATIVE EVALUATIONS
Christina M. Cooley¹, A. Daniel Catterson¹, Oliver P. John¹
¹University of California, Berkeley

We examined emotion expression in the relationship between fear of negative evaluation (FNE) and actual negative evaluation by others. When describing themselves to a potential new roommate, participants who FNE used more negative (and less positive) emotion words, which explained the negative relationship between FNE and observer-rated liking and closeness.

A84 EXPECTING EXCLUSION: THE RELATIONSHIP BETWEEN FREQUENT EXPERIENCES OF EXCLUSION AND EXCLUSION TYPICALITY
Douglas P. Cooper¹, Jamie L. Goldenberg², Tiina Ojanen³
¹Johnson C. Smith University; ²University of South Florida

The present study examined whether reported experiences of exclusion would mediate changes in exclusion typicality. Results revealed that changes in the perception that exclusion is typical of social experiences was mediated by the degree to which one felt that they had experienced a higher frequency of exclusion experiences.

A85 MALE WAIST-TO-CHEST RATIO AND PERCEPTIONS OF ATTRACTIVENESS
Anthony E. Coy¹, Jeffrey D. Green², Michael E. Price²
¹Virginia Commonwealth University; ²Brunel University

Lower waist-to-chest ratios in men are seen as more attractive, but research has not addressed explanations for this link. A path model based on data from 150 women found that this relationship was mediated by perceptions of physical dominance, fitness and protection ability.

A86 “HEY, GUESS WHAT?” WHY MY FRIENDS’ REACTIONS TO MY LIFE EVENTS INFLUENCE MY LEVEL OF HAPPINESS
Emily B. Craddock¹, Meliksah Demir²
¹Northern Arizona University

The experience of capitalization (i.e., sharing a life event with a friend) is associated with happiness. The underlying mechanism to explain the relationship has not been explored. We tested and found support in two samples for a model suggesting that perceived mattering mediates the relationship between capitalization and happiness.

A87 CLARIFYING THE MEASUREMENT OF PERCEIVED PARTNER RESPONSIVENESS
Dev J. Crasta¹, Michael R. Maniaci¹, Ronald D. Rogge¹
¹University of Rochester

In order to clarify measurement of perceived partner responsiveness (PPR), 246 items derived from 22 putative responsiveness measures were administered along with 13 boundary measures to 668 respondents. Principal Axis Factoring of item parcels revealed factors related to PPR distinct from boundaries. Implications for responsiveness research and theory are discussed.

A88 DISPOSITIONAL FACTORS THAT PREDICT THE USE AND SUCCESS OF NEGATIVE SHORT-TERM MATING STRATEGIES
Erin E. Crecelius¹, William D. Marellich¹
¹California State University, Fullerton

The objective of this study was to investigate dispositional factors that predict the use of negative short-term mating strategies (e.g., teasing, ignoring, humiliating/degrading a partner). Specifically, those individuals who reflect Machiavellianism, narcissism, and psychopathy (i.e., the Dark Triad), and individuals who view women with hostility, will employ such tactics.

A89 USING PERSONALITY AS A PREDICTOR OF THE USE OF POSITIVE ILLUSIONS IN RELATIONSHIPS
Jodi L. Creech¹, Eliane Boucher²
¹University of Texas of the Permian Basin; ²Providence College

The current study explored if the Big Five personality traits are related to positive illusions within romantic relationships. Participants higher in conscientiousness, agreeableness, and emotional stability were more likely to rate their partner as close to the ideal partner, whereas openness and extraversion were not significantly related to positive illusions.

A90 DISSOCIATING YOUR MIND DISTRESSES YOUR BODY: THE NEGATIVE IMPACT OF DISTRACTION ON CORTISOL RESPONSES IN NEWLYWED COUPLES
Erin E. Crockett¹, Lisa A. Neff², Timothy J. Loving²
¹Southwestern University; ²The University of Texas at Austin

We tested the short-term and long-term effectiveness of two different types of distraction (i.e., self-distraction and substance use). We found that although using substances was associated with healthier cortisol slopes immediately, it was associated with unhealthy cortisol slopes long-term. Further, the use of self-distraction was never beneficial.

A91 RECEIVING FORGIVENESS REDUCES VICTIM BLAMING AND ENCOURAGES TAKING RESPONSIBILITY
Kimberly A. Daubman¹
¹Bucknell University

Forty-one male and female participants recalled an event in which they harmed someone who either forgave or did not forgive them. After controlling for closeness of relationship and amount of harm inflicted, those in the forgiveness condition took more responsibility, blamed the victim less, and engaged in more relationship repair.

A92 TO SACRIFICE OR NOT TO SACRIFICE? HOW SELF-CONSTRUAL INFLUENCES DECISIONS TO SACRIFICING IN ROMANTIC RELATIONSHIPS
Lisa C. Day¹, Bonnie M. Le¹, Emily A. Impett¹
¹University of Toronto

We investigated whether self-construal influences willingness to sacrifice for a spouse. Individuals with an independent self-construal were less willing to sacrifice if they perceived sacrifices to be more costly to themselves, while those with an interdependent self-construal were more willing to sacrifice if they perceived greater benefits for their partner.
A93
THE REALITY, PERCEPTION, AND MISPERCEPTION OF SEXUAL PREFERENCES WITHIN COUPLES
David C. de Jong1, Harry T. Reis1
1University of Rochester

Relationship maintenance strategies influencing partner perception in the sexual domain were investigated. Couples rated 29 sexual activities for own enjoyment, other’s enjoyment, and reflected appraisal. Couples were similar, complementary, accurate, and they projected similarity, complementarity, and accuracy. Projection consistently predicted sexual satisfaction for both actors and partners; similarity did not.

A94
YES, NO, MAYBE SO: DOES UNCERTAINTY INCREASE ATTRACTION?
Haylee K. DeLuca1, Suzanne M. Thomas1, Cassondra M. Faiella1, Bridget P. Lynch1, R. Matthew. Montoya1
1University of Dayton

These studies examined the relation of reciprocated liking to uncertainty. In three studies, participants indicated interest in opposite-sex individuals and affiliative desires and motivations were recorded. Results consistently revealed certainty, compared with uncertainty, was preferred, but uncertainty may produce attraction in certain circumstances.

A95
CONGRUENCE BETWEEN SPOUSES’ PERCEPTIONS AND OBSERVERS’ RATINGS OF RESPONSIVENESS: THE ROLE OF ATTACHMENT ORIENTATIONS
Cassandra C. DeVito1, Lindsey A. Beck1, Alysia M. Boyle1, Paula R. Pietromonaco1, Sally I. Powers1
1University of Massachusetts Amherst

We investigated how spouses’ attachment orientations and behavior during conflict predict perceptions of responsiveness. Avoidant husbands perceived themselves as less responsive when observers rated them as more responsive. When wives were avoidant, both husbands and wives perceived their partners as less responsive when observers rated their partners as less responsive.

A96
EYES ON ME: JEALOUSY INDUCTION IS PREDICTED BY ATTACHMENT STYLE, SELF-ESTEEM, AND RELATIONSHIP SATISFACTION
Theresa E. Dillanot1, Caitlin M. Winkler2
1Loyola University Maryland

We tested whether certain factors predict the use of jealousy-inducing tactics. Results from this correlational study of 93 individuals in romantic relationships supported our expectations: anxiety, avoidance, self-esteem (inversely), and relationship satisfaction (inversely) were significant predictors, reinforcing the idea that jealousy induction is a negative relationship maintenance strategy.

A97
EGO-INVOLVED REACTIONS IN RESPONSE TO VIOLATIONS OF SOCIAL EXCHANGE RULES
Kate J. Diebel1, Mark R. Leary1
1Duke University

Participants described and answered questions about situations in which they did or did not become “ego-involved.” Analyses indicated that participants became ego-involved not when events threatened their egos but rather when they perceived that others had violated important rules of social exchange, whether or not those violations had tangible consequences.

A98
Haley M. Dillon1
1Kansas State University

The current work examined mate value within romantic relationships, examining reports of discrepancies in mate value within a couple, i.e. “settling.” Mate value and settling were shown to be affected by biological sex, mating intelligence, narcissism, life history strategy, and operational sex ratio.

A99
OSTRACISM’S IMPACT ON ANTISOCIAL BEHAVIORAL INCLINATIONS IMPROVES OVER TIME FOR IN-GROUP BUT NOT OUT-GROUP OSTRACIZERS
Alison A. Dingwall1, Candice M. Wallace1, Lloyd R. Sloan1
1Howard University

Research indicates the temporal effect of group-based ostracism on antisocial behaviors and reconnection. While time did not impact reconnection, participants reported less anti-social behaviors directed at in-group members but not out-group members over time.

A100
PERSONALITY ATTRIBUTES OF LONG-TERM SINGLES
Megan B. Donnelly1, Kimberly McAdams1
1Boise State University

This study examines how personality dimensions are related to the presence or absence of intimate, committed relationships in young adulthood. Data from self-report questionnaire reveals that singles experience higher levels of loneliness than individuals in romantic relationships. Loneliness was positively correlated with negative emotionality and negatively correlated with positive emotionality.

A101
SELF-CONTROL, ROMANTIC CONNECTION, AND SEXUAL DESIRE
Caitlin W. Duffy1, Eli J. Finkel1, Paul W. Eastwick2
1Northwestern University; 2University of Texas at Austin

This symposium explores contextual influences on attraction. Four contextual factors are discussed in these papers: a new acquaintance’s responsiveness, color cues (specifically, the color red), changes in fertility across the ovulatory cycle, and self-control processes. Together, these studies show that sexual interest is, like most other social behaviors, contextually determined.

A102
THE ASSOCIATION OF COMMON PARTNER AGGRESSION WITH DEPRESSION AND ANXIETY IS UNCOMMON
Maayan Dvir1, Kaleigh J. Sands2, Ximena B. Arriaga1
1Purdue University

This study found that verbal aggression by a current partner was uniquely associated with psychological distress (i.e., more depression and anxiety) above and beyond couple functioning and physical partner aggression, thus underscoring that the impact of even “minor” aggression is damaging and not merely the result of a dysfunctional relationship.

A103
HOW STRONGLY DO PHYSICAL ATTRACTIVENESS AND EARNING PROSPECTS PREDICT ROMANTIC EVALUATIONS FOR MEN AND WOMEN? A META-ANALYSIS
Paul W. Eastwick1, Laura B. Luchies2, Eli J. Finkel1, Lucy L. Hunt1
1University of Texas at Austin; 2Reedemer University College; 3Northwestern University

A meta-analysis (N = ~75,000) examined whether physical attractiveness and earning prospects inspired romantic evaluations.
(e.g., attraction, love) differently for men and women. Both physical attractiveness and earning prospects predicted romantic evaluations, \( r = -0.40 \) and \( r = -0.10 \), respectively. However, sex differences in these correlations were nonsignificant \( (r = -0.03) \).

**A104**

**CHIVALRY OR SEXISM?: NON-EGALITARIAN DATING SCRIPTS PERSIST, THANKS IN PART TO CHIVALRY BELIEFS**

Chelsea N. Ellithorpe\(^1\), Hunter Bruce\(^1\), H. Colleen Sinclair\(^2\)

\(^1\)Mississippi State University

We examined which beliefs (chivalry vs. sexism) influenced endorsement of traditional dating scripts. Participants (n=354) completed evaluations of daters within one of twelve vignettes and chivalry and sexism measurements. Participants high in chivalry rated the daters more positively when traditional gender roles were followed. Sexism was not a significant predictor.

**A105**

**ABSTRACTION MAKES THE HEART GROW FONDER: CONSTRUAL LEVEL, CLOSERNESS, AND ROMANTIC RELATIONSHIP QUALITY**

Lydia F. Emery\(^1\), Jamie Field\(^1\), Jonathan Williams\(^2\), Benjamin Le\(^2\)

\(^1\)Haverford College

We applied construal level theory to close relationships in an Investment Model framework. Abstract thinking predicted relationship satisfaction, past intangible investments, past tangible investments, planned tangible investments, fewer alternatives, and willingness to sacrifice. Relationship closeness partially or fully mediated these associations, suggesting a unique function of abstract thinking in relationships.

**A106**

**HOW I LOVE THEE (OR ME?)**: MOTIVATIONS UNDERLYING ROMANTIC COMMUNICATIONS OF AFFECTION

Marie Joelle Estrada\(^1\), Mark R. Leary\(^1\)

\(^1\)University of Rochester; \(^2\)Duke University

How I Love Thee (or Me?): Motivations Underlying Romantic Communications of Affection Four motivations for enacting romance were identified: normative, self-serving, expressive and extravagant. Analyses revealed that partner and self motivations predicted each person’s relationship quality. Partners’ abilities to detect the other person’s motivation varied as a function of gender.

**A107**

**THE IMPACT OF ADOLESCENT ROMANTIC RELATIONSHIPS ON ATTACHMENT WORKING MODELS**

Allison K. Farrell\(^1\), Jeffry A. Simpson\(^1\)

\(^1\)University of Minnesota

Adolescent romantic relationships, the first forays into this relationship context, may be impactful in shaping working models. Romantic relationship quality at 19 predicted avoidance in adulthood, and relationship quality at 16 and 19 predicted anxiety in adulthood. This suggests that adolescence is a critical time for attachment working model formation.

**A108**

**WARMTH, PROXIMITY, AND SOCIAL ATTACHMENT: THE EMBODIED PERCEPTION OF A SOCIAL METAPHOR**

Adam J. Fay\(^1\), Jon K. Maner\(^1\)

\(^1\)Florida State University

Physical warmth metaphorically signals that a source of social affiliation is nearby. Participants perceived a warm cup as physically closer than a cold cup (Study 1) and displayed greater self-reported affiliative motivation in response to a warm heating pad (Study 2). In both studies, effects were moderated by attachment style.

**A109**

**RECONCILIATION OR REVENGE?: MOTIVATIONS FOR POST-BREAKUP BEHAVIOR**

Benjamin Fay\(^1\), H. Colleen Sinclair\(^1\)

\(^1\)Mississippi State University

Two studies asked participants about post-breakup unwanted pursuit behaviors (UPB) to examine the extent to which the behaviors were motivated by a desire for revenge or reconciliation. Both studies found evidence for three groups of UPB: pursuit (motivated by relational goals), aggression (motivated by retaliation), and surveillance (with mixed motives).

**A110**

**EXAMINING THE LIKELIHOOD OF PARTNER DISCOVERY IN SEXUAL EXTRADYADIC INTENTION**

Priscilla Fernandez\(^2\)

\(^2\)Saint Louis University

The likelihood of a partner discovering an extradycadic involvement was hypothesized to predict intention to engage in sexual extradycadic behavior. Males were more likely to be sexually unfaithful than females, \( t(318)=6.82, p \)

**A111**

**BIAS, ACCURACY, AND SEX DIFFERENCES IN EARLY MATE SELECTION CONTEXTS**

Garth Fletcher\(^1\), Patrick Kerr\(^2\)

\(^1\)Victoria University Wellington; \(^2\)Auckland University

This study examined randomly paired heterosexual couples having short conversations. Based on self and observer reports individuals were not positively biased, rated their partners accurately on attractiveness/vitality, and based their romantic interest on perceptions of attractiveness/vitality. Results suggest a rational and functional process undergirds the early stages of selection.

**A112**

**TOO CLOSE FOR COMFORT OR NOT CLOSE ENOUGH? DETERIMENTAL EFFECTS OF CLOSERNESS DISCREPANCIES IN CONJUGATING COUPLES**

David M. Frost\(^1\), Allen J. LeBlanc\(^2\)

\(^1\)Columbia University; \(^2\)San Francisco State University

Individuals differ widely in the degree of closeness they desire with romantic partners. Discrepancies between actual and desired experiences of closeness may be detrimental to relational well-being, and based their romantic interest on perceptions of attractiveness/vitality. Results suggest a rational and functional process undergirds the early stages of mate choice.

**A113**

**THE EFFECT OF PARENTAL CONFLICT ON EVALUATIONS OF ROMANTIC RELATIONSHIPS**

Amber L. Garcia\(^1\), Heidi R. Riggio\(^2\), Milena Mauric\(^3\)

\(^1\)The College of Wooster; \(^2\)California State University, Los Angeles

This research explores differences between individuals from high-conflict and low-conflict families in their evaluations of romantic relationships. Participants completed a parental conflict measure and were then randomly assigned to evaluate a couple. Those with low parental conflict rated the high-conflict couple more negatively than participants with high parental conflict.

**A114**

**FIXED THEORIES OF EMOTION AS PREDICTORS OF SEXUAL ESTEEM AND DEPRESSION**

Vicent E. Garcia\(^1\), Elizabeth L. McKinney\(^1\), Steve D. Seidel\(^1\)

\(^1\)Texas A&M University-Corpus Christi

College students (N = 233) completed surveys measuring implicit theories of emotion, relationship conflict, sexual attitudes, and relationship satisfaction. Students with more fixed theories of emotion were found to experience higher sexual esteem and greater sexual depression. Implicit theories of emotion failed, however, to predict relationship conflict and satisfaction.
A115
TEMPORAL PERSPECTIVE MODERATES SELF-REPORTED REACTIONS TO SOCIAL REJECTION
Amy M. Garzynski1, Christina M. Brown1,2, Richard D. Harvey1
1Saint Louis University; 2Arcadia
This study tested Williams (2007) temporal, multi-stage theory of ostracism. Participants played Cyberball and then completed Basic Needs and self-esteem measures in the past or present tense. Rejected participants reported feeling more positive when asked in the present tense than the past tense. This supports a multi-stage theory of ostracism.

A116
DYADIC GOAL CONFLICT AS A COMMON FATE VARIABLE: ASSOCIATIONS WITH RELATIONSHIP SATISFACTION AND SUBJECTIVE WELL-BEING
Judith Gore1; Ulrich Schimmack2
1Penn State University; 2University of Toronto Mississauga
Relationship partners often have to resolve their conflicting interests. We examine the association between goal conflict at the dyadic level, relationship satisfaction, and subjective well-being with dating couples. Results indicate that the level of goal conflict between partners is associated with lower relationship satisfaction and lower subjective well-being.

A117
IN THE WAKE OF TRANSGRESSIONS: WHAT DO VICTIM-SENSITIVE INDIVIDUALS DO?
Tanja M. Gerlach1,2, Dmitrij Agroskin3, Jaap J.A. Denissen1,2
1Technical University Darmstadt; 2International Max Planck Research School LIF; 3Salzburg University; Tilburg University; Humboldt University Berlin
Being victim sensitive is linked to strong unforgiving motivations. Focusing on the trait’s behavioral implications, a scenario-based (N=191) and a transgression recall study (N=225) revealed victim sensitivity to be associated with vengeful reactions as well as assertive relational negotiation behaviors. Patterns were differently mediated by anger-/fear-related emotions and (un-)forgiving motivations.

A118
ASSOCIATION BETWEEN LINGUISTIC MARKERS OF COGNITIVE PROCESSING AND RELATIONSHIP SATISFACTION
Nicole German1, Amanda Collier1, Richard Mattson1
1Auburn University
Word use when writing about an intimate relationship associates with relationship outcomes (Slatcher & Pennebaker, 2006). This study examines the factor structure of cognitive processing word usage and how factors associate with relationship satisfaction. Results support a two-factor structure and suggest that one factor, choice distinction, predicts relationship satisfaction.

A119
LATE TO THE PARTY: THE SOCIAL CONSEQUENCES OF BEING ROMANTICALLY AND SEXUALLY INEXPERIENCED IN ADULTHOOD
Amanda N. Gesselman1, Gregory D. Webster1
1University of Florida
This study examined the consequences of being a “late bloomer” in romantic and sexual experience. Participants reported their experiences, their ideal partner preferences, and the age at which lack of experience is considered abnormal. Results suggest being a “late bloomer” is associated with negative perceptions and fewer relationship opportunities.

A120
GOAL STRUCTURES IN RISKY INTERPERSONAL SITUATIONS
Sarah Gomillion1, Sandra Murray1
1University at Buffalo, SUNY
A study of the effect of rejection threat on the competing goals of connection and self-protection found that all participants were faster to approach connection targets after the competing goal to self-protect was primed, but only high self-esteem participants were quicker to avoid self-protection targets after connection was primed.

A121
DEVELOPING A NEW DEVICE FOR MEASURING PREFERRED BODY SHAPES
Wind Goodfriend1, Ian LaForge1
1Buena Vista University
This study developed and validated a new electronic device to measure preferred body shapes in potential mates, including waist-to-hip and waist-to-shoulders ratios. The device was found to be a valid measure of participants’ preferences. Implications and directions for future research, including implementations of the device, are discussed.

A122
GENDER-SERVING BIAS AND CHEATING EXPERIENCE PREDICT JUDGMENTS OF INFIDELITY
Matt J. Goren1, Desiree Sharpe2, Andrew S. Walters2
1University of California, Berkeley; 2University of Georgia
Do men really judge infidelity less harshly than women? We presented participants with one vignette of a man or woman committing infidelity and asked them to judge that character’s behavior. For both men and women, we found a gender-serving bias for infidelity judgments, but only for people with past infidelity.

A123
TIRED OF HELPING: THE EGO-DEPLETING EFFECTS OF SOCIAL SUPPORT PROVISION
Courtney L. Gosnell1, Shelly L. Gable1
1University of California, Santa Barbara
In a 14-day diary study participants reported greater feelings of depletion and poorer interpersonal and intrapersonal behaviors (e.g., snapping at partners, overeating) on days when they provided support to partners. As predicted, greater concerns over support effectiveness and emotion regulation while providing support were associated with greater depletion.

A124
NETWORKS OF CLOSE RELATIONSHIPS: THE IMPACT OF NETWORK COMPOSITION ON THE LIKELIHOOD TO REPORT BALANCED RELATIONSHIPS
Rita C. Gouveia1
1Institute of Social Sciences, University of Lisbon; 2Institute of Social Sciences, University of Lisbon
Individuals engage in emotional and cognitive interdependencies within their networks of close relationships. To avoid inconsistency, they tend to perceive them as highly connected and with no conflicts. Our hypothesis is that different compositions of close relationships will impact on this likelihood to over-estimate the connectedness, especially among those with family-based networks.

A125
SOCIAL EXCHANGE AND SOCIAL/PHYSICAL TOPOGRAPHY OF ONE-NIGHT STANDS IN COLLEGE-AGED STUDENTS
William D. Marelich1, Jamie L. Graham1,2
1SPSP; 2APS
The study addressed the topography and explanations for single-night sexual encounters in college-aged students. A qualitative approach using in-depth personal interviews was performed with individuals who recently had a one-night stand. Thematic analysis of the interviews demonstrated evidence of social exchange patterns of interaction. Topographic perspectives and implications are addressed.
CHRONIC APPROACH/AVOIDANCE GOALS AND CONTEXTUAL CUES PREDICTING RELATIONSHIP INITIATION EXPECTANCIES
Benjamin M. Greve1, M. Joy McClure1, Claudia C. Brumbaugh2
1Columbia University; 2Queens College, CUNY
We examined the effect of chronic approach/avoidance goals and contextual cues of acceptance/rejection on relationship initiation expectancies using an online dating profile paradigm. Approach goals were associated with positive expectations, while avoidance goals interacted with contextual cues such that they predicted both negative (no-prime) and positive (acceptance prime) expectations.

LESS ABOUT ME, MORE ABOUT YOU: SELF-DETERMINATION AND GOAL ORIENTATIONS IN ROMANTIC RELATIONSHIPS
Benjamin W. Hadden1, C. Raymond Kneel1, Maryam Unia1
1University of Houston
Research has shown that autonomous motivation for being in one’s relationship is associated with lower levels of ego-involvement during relationship interactions. The current research examines how autonomous motivation is also associated with an increased focus on one’s partner by examining the link between motivations, goal orientations, and relationship satisfaction.

PROSPECTIVELY MEASURED ATTACHMENT PREDICTS UNEXPLAINED PHYSICAL SYMPTOMS FOLLOWING A NATURAL DISASTER
Ian Sherwood1, Steven Allon1, James C. Hamilton1
1University of Alabama
Anxious interpersonal attachment has been linked to unexplained medical complaints in cross-sectional studies. We demonstrate that prospectively measured attachment predicts changes in unexplained medical complaints, and the effect is mediated through the perception of poor social support.

RELATIONAL BOREDOM AND THE ASSOCIATION WITH EXPECTATIONS FOR GROWTH AND SECURITY IN ROMANTIC RELATIONSHIPS
Cheryl Harasymchuk1
1Carleton University
The association between relational boredom and people’s expectations for growth and security in relationships was examined. Larger discrepancies between ideal and actual growth properties— but not security ones—were associated with increased relational boredom. The results are discussed in the context of an appetitive-aversive framework of relationship processes.

DO YOU KNOW WHO YOUR FRIENDS ARE? : A LONGITUDINAL STUDY OF FRIENDSHIP RECIPROCITY
Kelci J. Harris1, Mitchell J. Prinstein2
1Washington University in St. Louis; 2University of North Carolina at Chapel Hill
This study investigates changes in friendship reciprocity rates for adolescents, as well as how social status and aggression might predict these changes. Overall, reciprocity rates increased over time. Social preference and physical aggression scores at Time 1 were positively and negatively, respectively, related to reciprocity rates at Time 4.

FERTILE MINDS: THE EVOLUTIONARY PSYCHOLOGY OF CHANGES IN ATTRACTION ACROSS THE OVULATORY CYCLE
Martie G. Haselton1, Kelly Gildersleeve1
1University of California, Los Angeles
This symposium explores contextual influences on attraction. Four contextual factors are discussed in these papers: new acquaintance’s responsiveness, color cues (specifically, the color red), changes in fertility across the ovulatory cycle, and self-control processes. Together, these studies show that sexual interest is, like most other social behaviors, contextually determined.

BOLSTERING JUST-WORLD BELIEFS IN RESPONSE TO SOCIAL EXCLUSION
Yanine D. Hess1, Alison Ledgerwood2
1University of California, Davis
Can social exclusions strengthen just-world beliefs due to their unexpected nature? Two studies provided evidence that excluded (vs. included) participants showed greater endorsement of meritocratic beliefs, and that this effect was explained by the unexpectedness of the social exclusion. These results suggest that social exclusion can impact general worldviews.

THE EFFECTS OF INDIVIDUAL DIFFERENCES ON FRIEND NOMINATION AND RESPONSE RATE FOR INFORMANT SURVEYS
Sarah A. Heuckeroth1, Kathryn L. Bollich1, Simine Vazire1
1Washington University in St. Louis
We examined what individual differences predict informant nomination and informant response rate in personality studies. We found that people high in life satisfaction and low in loneliness nominated more friends as informants, and that participants low in narcissism and self-esteem had more informants respond.

GROWING TOGETHER VERSUS FALLING APART: THE IMPACT OF PARTNER SUPPORT ON RELATIONSHIP SATISFACTION DURING INFERTILITY TREATMENT
Sarah R. Holley1, Lauri A. Pasch2, Maria E. Bleil2, Nancy E. Adler2, Patricia K. Katz2
1San Francisco State University; 2University of California, San Francisco
In a sample of couples receiving treatment for infertility, those who perceived their partner as supportive reported that fertility problems had an overall positive effect on their relationship. Conversely, those who perceived their partner as unsupportive reported that fertility problems had an overall negative effect on their relationship.

APPROACH GOALS PREDICT SLEEP QUALITY IN FRESHMEN TRANSITIONING TO COLLEGE
Elizabeth A. Hopper1, Shelly Gable1
1University of California, Santa Barbara
To further examine the association between social relationship quality and sleep quality, social motives were assessed in a study of new college students; sleep quality was assessed 6 months later. As hypothesized, the strength of approach social goals was positively associated with sleep quality, which was mediated by positive affect.

I KNOW YOU DON’T WANT TO SUPPORT ME: HOW HAVING AN ANXIOUSLY ATTACHED SUPPORT PROVIDER BIASES PARTNER PERCEPTIONS AND REACTIONS TO THE SUPPORT CONTEXT
Maryhope Howland1, Jeffry Simpson1
1University of Minnesota
Research suggests that insecurely attached individuals provide less support to their partners and do so less altruistically. Over time, this may impact partners’ support perceptions and outcomes. Couples participated in a social interaction study, and recipients’ perceptions of providers’ mood were examined in relation to provider attachment and support received.
A137
ROMANTIC REJECTION ACTIVATES ENDOGENOUS OPIOID PAIN PATHWAYS
1University of Michigan; 2Marquette University; 3Oregon Health & Science University; 4The Ohio State University

In 18 healthy volunteers, rejection by potential romantic partners triggered reductions in μ-opioid receptor availability in vivo, reflecting activation of the endogenous opioid system. Activation of the endogenous opioid system may promote emotional resilience during social rejection.

A138
A CROSS-ETHNIC STUDY OF PHYSICAL INTIMACY AND RELATIONSHIP QUALITY IN ROMANTIC COUPLES
Justin R. Huft, Chuansheng Chen, Ellen Greenberger, Karen Wu
1University of California, Irvine

To learn more about the role intimacy plays in relationships across ethnicities, we examined ethnic differences in levels of sexual and nonsexual intimacy, as well as how ethnicity moderated the association between intimacy and relationship satisfaction. Results showed differences in frequency and satisfaction among East Asians, Hispanics and Caucasians.

A139
THE MANHATTAN EFFECT: HIGHLY COMMITTED INDIVIDUALS UNDERMINE THEIR PARTNER’S GOAL PURSUIT WHEN THE PURSUIT IS RELATIONSHIP-THREATENING
Chin Ming Hui, Eli J. Finkel, Graline M. Fitzsimons, Madoka Kumashiro
1Northwestern University; 2Duke University; 3Goldsmiths, University of London

The present research examines partner-supporting behaviors in a novel set of interpersonal situations in which interests of the relationship and the partner are in conflict. The initial studies showed that relationship commitment does not promote (and sometimes even undermine) partner-supportive behaviors in these situations.

A140
YOU CAN’T MAKE ME BELIEVE: PARENTS’ RELIGIOUS FUNDAMENTALISM AND CHILDREN’S SPIRITUAL WELL-BEING AND DEFENSIVE THEOLOGY
Alisa Huskey, Alicia Limke
1University of Central Oklahoma; 2Southern Nazarene University

The goal of the current study was to examine the link between parents’ religious fundamentalism and adult children’s spiritual well-being and defensive theology. As parental religious fundamentalism increased, religious spiritual well-being (but not experiential spiritual well-being) decreased. Similarly, as fundamentalism increased, defensive increased.

A141
IT’S NOT JUST WHAT BUT HOW: NEWLYWEDS’ COGNITIVE STRUCTURE PREDICTS MARITAL QUALITY AND LONGEVITY
Grace L. Jackson, Benjamin R. Kamey
1UCLA

Partners in relationships must integrate each new experience of each other within an existing representation. Data from 169 newlywed couples reveals that, independent of the content of partner perceptions, the way partners integrate new information predicts their own and their partner’s satisfaction and likelihood of divorce over four years.

A142
NOT THE FAIREST OF THEM ALL?: HOW SAME-SEX SOCIAL COMPARISONS INFLUENCE MATING ASPIRATIONS
Brittany K. Jakubiak, Rebecca J. Brand
1Villanova University

We investigated whether same-sex social comparisons inform mating aspirations by providing participants with randomized social comparison feedback on mate-relevant and mate-irrelevant dimensions. We expected state self-esteem to mediate this relationship. Results showed that women, but not men, utilize social comparisons, but state self-esteem did not mediate this relationship.

A143
THE JOYS OF GENUINE GIVING: MOTIVATION FOR SACRIFICE AND AUTHENTICITY IN DATING AND MARRIED RELATIONSHIPS
Leyla Javam, Emily Impett
1University of Toronto

In this research we demonstrated that when people sacrifice for approach goals they feel more authentic, in turn contributing to greater personal and relationship well-being, whereas when they sacrifice for avoidance goals, they feel less authentic, in turn detracting from their personal and relationship well-being.

A144
WHEN FEELING BAD LEADS TO BEING GOOD: THE BENEFITS OF GUILT PROVENESS FOR ROMANTIC RELATIONSHIPS
Samantha Joel, Emily A. Impett, Geoff MacDonald
1University of Toronto

Three studies examined the effects of guilt proneness on transgressions committed against romantic partners. We found that more guilt prone people were less likely to commit transgressions, were more likely to make reparations for transgressions, and were more motivated to work at their relationships after thinking about past transgressions.

A145
PREDICTORS OF NEGATIVE INTERPERSONAL EXPERIENCES ON FACEBOOK
Melissa A. Johnson, Carolyn Cutrona
1Iowa State University

We hypothesized that the nature of the information posted on Facebook would predict frequency of relationship difficulties as a result. Results supported this, suggesting that people who use Facebook more and believe they have a larger audience disclose more personal and inappropriate information and report more online interpersonal conflict.

A146
DEAL-BREAKERS: FOUR STUDIES ILLUSTRATING WHAT INDIVIDUALS DO NOT WANT IN MATES
Peter K. Jonason, Justin R. Garcia, Norman P. Li, Helen E. Fisher
1University of Western Sydney; 2Indiana University; 3Singapore Management University; 4Rutgers University

We examined what individuals do not want in their mates (i.e., deal-breakers). The primary deal-breakers centered around undesirable personality traits, an unhealthy lifestyle, and a divergent mating strategy. Men and women did not differ appreciably in what was a deal-breaker or how the introduction of such info altered mate-choice.

A147
EFFECTS OF SPIRITUAL EXCLUSION ON COGNITIVE PROCESSES
Charles E. Jones
1Regent University

This study extends the research literature of social exclusion to spiritual exclusion, or exclusion from God. Participants completed a relationship with God scale, were assigned to spiritual exclusion/inclusion/misfortune conditions, and then completed either reasoning or recall questions. Significant results are discussed and compared to research on social exclusion.
A148
IMPLICATIONS OF SELF-PRESENTATIONAL MOTIVES FOR THE QUALITY OF RELATIONSHIPS WITH PARENTS AND FRIENDS
Katrina Jongman-Sereno1
1Duke University
Participants rated themselves, indicated how they wanted their parents and friends to view them, and were rated by parents, male friends, and female friends. Wanting to convey impressions to close others that were consistent with their self-image was associated with lower relationship quality as judged by both participants and informants.

A149
MISMATCHED COUPLES AND POACHING POTENTIAL: INVESTIGATING PRIME CIRCUMSTANCES WHERE MATE-POACHING IS TRIGGERED
Chantele T. Joordens1, Danu Stinson1
1University of Victoria
Upon presentation of couples mismatched in physical attractiveness, male and female participants attempt to poach the under-benefitted partner through derogation of their competition. Specifically, men derogate other men’s social commodities (SCs), while women derogate other women’s SCs. These results have implications for equity theory, evolutionary theory, and motivated cognition literature.

A150
THE EFFECT OF SELF-DISCLOSURE ON SLEEP BEHAVIOR IN COUPLES
Heidi S. Kane1, Slatcher B. Richard2, Bridget Reynolds2, Rena Repetti2, Theodore Robles2
1Wayne State University; 2University of California Los Angeles
This study examined the association between sleep behavior, self-disclosure and perceived partner responsiveness among parents (n=27 families) using a daily diary methodology (56 days). Results revealed that for mothers, but not fathers, daily fluctuations in self-disclosure were associated with sleep outcomes. Perceived partner responsiveness was examined as a mediator.

A151
INSTRUMENTAL OBJECTIFICATION IN RESPONSE TO SUBJECTIVITY UNCERTAINTY: ATTACHMENT ANXIETY MOTIVATES OBJECTIFYING PERCEPTIONS OF CLOSE OTHERS
Lucas A. Keer1, Mark J. Landau1, Daniel Sullivan1, Zachary K. Rothschild1
1University of Kansas
Recent research suggests that people sometimes adopt objectifying perceptions of others when they desire positive relations with a target, yet feel incapable of managing their subjectivity. We show that this process underlies objectifying perceptions of relationship partners and that ironically a desire for intimacy may motive objectification in close relationships.

A152
Poster withdrawn.

A153
RESPONDING TO THE NEEDS OF OTHERS: COMMUNAL STRENGTH AND PSYCHOLOGICAL, BEHAVIORAL, AND PHYSIOLOGICAL RESPONSES
Cynthia M. Khan1, Nancy L. Collins1, Molly A. Metz2
1University of California, Santa Barbara
In a laboratory study of couples (N = 84), couple members observing their partner’s stress tasks who were high in communal strength exhibited greater attentional deficits and lower blood pressure during their partner’s stress tasks and more emotional support provision and satisfaction with support provision after their partner’s stress tasks.

A154
ASSOCIATIONS BETWEEN ROMANTIC OUTCOMES AND SIMILARITY OF PARTNERS ON MORAL ATTITUDES ARE DIFFERENT FOR LIBERALS AND CONSERVATIVES
John S. Kim1, Jeffrey A. Simpson1
1University of Minnesota
We explored how moral attitudinal similarity between romantic partners was associated with romantic relationship outcomes, and if this association was different for liberals versus conservatives. Liberals who endorsed individualizing moral foundations were more satisfied with their relationships when partners endorsed individualizing moral foundations, and conservatives likewise for binding moral foundations.

A155
DO VIRGINS HAVE BETTER SEX? VIRGINITY STATUS AND SEXUAL SATISFACTION
Kathryn M. Klement1, Beth A. Venke2
1Northern Illinois University; 2Concordia University Chicago
Married participants reported their virginity status at marriage and their level of marital sexual satisfaction. No significant relationship was found between virginity status and sexual satisfaction (t(305) = 2.55, p = .01). These results suggest that individuals’ virginity status at marriage has no effect on later marital sexual satisfaction.

A156
BIASED JUDGMENTS OF INTERPERSONAL DISTANCE FOLLOWING SOCIAL REJECTION
Megan L. Knowles1, Alicia Weidel2, Allison Green3
1Franklin & Marshall College; 2University of Baltimore School of Law; 3New York City, NY
Across four studies, we examined whether rejection motivates individuals to distance themselves from sources of rejection and draw near those who are accepting. Findings revealed that (1) individuals estimated inclusive others as being closer than exclusive others, (2) only rejected individuals estimated social targets as being closer than nonsocial targets.

A157
THE IMPACT OF PARENTAL DIVORCE ON RELATIONSHIP ATTITUDES AND ATTITUDE CERTAINTY
Anne M. Koenig1, Katherine Kupfer2
1University of San Diego
In our sample, students with divorced parents held less positive attitudes toward marriage but equivalent attitudes toward divorce compared to students with married parents. However, students with divorced parents reported higher certainty in their attitudes toward divorce, suggesting attitude certainty may be an important outcome of experience with parental divorce.

A158
THE MORAL COMPASS OF INSECURITY: ADULT ATTACHMENT AND MORAL JUDGMENT
Sena Koleva1, Dylan F. Selterman2, Peter Ditto2, Ravi Iyer3, Jesse Graham1
1University of Southern California; 2University of Maryland, College Park; 3University of California at Irvine
Two large studies (N = 14,658) examined the association between relational adult attachment and moral judgment. Study 1 showed that attachment-related anxiety and avoidance are uniquely and differentially associated with moral concerns. Study 2 replicated these findings and showed that these effects are mediated by differences in empathy and

A159
SELF-RESPECT AND CONSIDERATE PURSUIT OF PERSONAL GOALS
Madoka Kumashiro1, Michael K. Coleson2
1Goldsmiths, University of London; 2Shippensburg University
Self-respect has been previously associated with pro-relationship motives. A 1-year longitudinal study of 86 romantic couples showed...
that self-respect, but not self-esteem, was associated with behaving in a considerate manner towards partners in pursuing challenging long-term goals. Findings from multilevel modeling revealed strong across-partner effects.

**A160**
**AN EXPERIMENTAL EXAMINATION OF SHARED LAUGHTER BETWEEN FRIENDS**
Laura E. Kurtz¹, Sara B. Algoe¹, Barbara L. Fredrickson¹
¹University of North Carolina at Chapel Hill

Shared laughter was manipulated among same-sex friend pairs prior to their engagement in a self-disclosure task. Results show significant differences on level of disclosure and emotional response within the task. They are discussed in terms of potential mechanisms through which shared laughter may facilitate relationship growth.

**A161**
"HERE'S (TO NOT) LOOKING AT YOU KID": DIRECTED ATTENTION AND RELATIONSHIP REGULATION
Veronica Lamarche¹, Sandra L. Murray¹
¹University at Buffalo, SUNY

We examined whether people automatically regulate their attention towards or away from the partner in times of relationship uncertainty. As expected, people high in self-esteem directed attention away from negative partner traits, showing an automatic tendency to protect their relationship. No effects emerged for low self-esteem. Implications are discussed.

**A163**
SEX ROLES MATTER: UNCOVERING ITS IMPACT ON ASSOCIATIONS BETWEEN POWER, PATRIARCHAL AND EGALITARIAN BELIEFS IN ROMANTIC RELATIONSHIPS
Yuning Le¹, Sining Wu¹, Jennifer J. Harman¹
¹Colorado State University

The current study validated a relationship power measure developed in Spain with a U.S. sample. Power, sex roles, and patriarchal and egalitarian beliefs were assessed. The way the pattern of associations between power, patriarchal and egalitarian beliefs differs across genders with different sex roles (e.g., androgynous versus traditional) is discussed.

**A164**
WHAT MAKES A SIREN SULTRY: EXAMINING PARTNER SELECTION AND VOCAL PERFORMANCE FROM A RISK REGULATION PERSPECTIVE
Sadie Leder¹, John Purcell¹
¹High Point University

The current work examines partner preference and vocal performance from a risk regulation perspective. In line with previous findings, results revealed that rejection plays a role in target evaluations. When primed with rejection, participants balanced connection and protection drives by failing to show a preference for the most attractive target.

**A165**
HURTING OTHERS HURTS: OSTRACIZING OTHERS IS PSYCHOLOGICALLY COSTLY BECAUSE IT THwarts BASIC PSYCHOLOGICAL NEEDS
Nicole Legate¹, Cody DeHaan¹, Netta Weinstein¹, Richard Ryan¹
¹University of Rochester; ²University of Essex

It is well established that victims of ostracism suffer, but this work shows those who comply with ostracizing others also incur psychological costs. This process is similar for victims and perpetrators: Ostracism hurts because it thwarts people’s basic psychological needs. Findings bear on outcomes of those pressured to harm others.

**A166**
PEER INFLUENCE AND ATTRACTION TO INTERRACIAL ROMANTIC RELATIONSHIPS
Justin J. Lehmiller¹, William G. Graziano², Laura E. VanderDrift³
¹Harvard University; ²Purdue University; ³Syracuse University

Two experiments examined the effect of peer influence on attraction to same and different race romantic targets. Positive social comparison information led participants to report greater attraction to a given target than negative information, regardless of target race. These results highlight the important role of social influence in attraction processes.

**A167**
THE (SUBJECTIVE) TIMES OF OUR LIVES: RELATIONSHIP SATISFACTION AND THE SUBJECTIVE DISTANCE OF PAST RELATIONAL EVENTS
Scott A. Leith¹, Kassandra Cortes¹, Anne E. Wilson¹
¹Wilfrid Laurier University

Three studies examined how management of relational memories relates to relationship satisfaction. Satisfied (but not dissatisfied) partners kept happy relational events subjectively recent and subjectively distanced transgressions, leading to shifts in perceived current importance of events. In turn, subjective distance of past events moderated their effect on current relationship satisfaction.

**A168**
RESPONSIVENESS-DRIVEN DIAGNOSTICITY
Edward P. Lemay¹, Michael C. Melville¹
¹University of New Hampshire

This research demonstrated that people see situations as diagnostic of their partner’s care when they have communicated their needs. However, when perceivers are motivated to see the partner as caring, they downplay the diagnosticity of their partner’s unresponsive behavior by constructing communication barriers, including inadequate disclosure and partner understanding.

**A169**
EXAMINING THE VALIDITY OF MATE PREFERENCES IN LIVE-INTERACTION CONTEXTS: GOING LOW SO THAT SEX DIFFERENCES SHOW
Norman P. Li¹, Jose C. Yong³, Oliver Sng³, William Tov³, Katherine A. Valentine¹, Daniel Balliet³
¹Singapore Management University; ²Arizona State University; ³Free University of Amsterdam

Although it has been established across decades and cultures that men value physical attractiveness more than women and women value social status more than men in potential mates, recent speed-dating studies have indicated (at best) mixed evidence for whether people’s sex-differentiated mate preferences predict actual mate choices.

**A170**
PARENTS’ RELIGIOUS BELIEFS BACKFIRE REGARDING CHILDREN’S RELATIONSHIPS WITH GOD: LINKS BETWEEN PARENTAL RELIGIOUS FUNDAMENTALISM AND ATTACHMENT TO GOD
Alicia Limke¹, Alisa Huskey²
¹Southern Nazarene University; ²University of Central Oklahoma

The goal of the current study was to examine the link between parents’ religious fundamentally beliefs and children’s relationships with God. Among those not extremely defensive about their religious beliefs, parental fundamentalism predicted attachment anxiety towards God, such that as parents’ religious fundamentalism increased, attachment anxiety towards God increased.

**A171**
SAVING “I'M SORRY” TWICE: FORGIVENESS AFTER A REPEATED TRANSGRESSION
Anson E. Long¹, Anna Eyerer¹
¹Indiana University of Pennsylvania

Two studies examined forgiveness after a repeated transgression according to whether an apology was offered after each offense.
Forgiveness was highest when an apology was offered only after the second offense. This suggests that apologies are most effective the first time they are offered, and their effectiveness fades when repeated.

A172
(De)VALUING THE ROOMMATE RELATIONSHIP: SATISFACTION IN ROOMMATE RELATIONSHIPS PREDICTS IMPLICIT ROOMMATE REGARD AFTER CONFLICT
Julie Longua Peterson, Beth N. Giguere
*University of New England*

We explored the relation between roommate satisfaction and implicit evaluations of a roommate following a conflict manipulation. In the conflict condition, people who were less (vs. more) satisfied in their roommate relationship reported more negative implicit evaluations of their roommate. This pattern was not evident in the control condition.

A173
HOW DO I LOVE THEE? LET ME PLOT THE WAY
Laura B. Luchies, Erica B. Sloter, Eli J. Finkel
*Redeemer University College; Villanova University; Northwestern University*

We compared dating and married individuals’ love. Although dating and married participants experienced similar amounts of love at study onset, married participants’ love more closely approximated empty love than dating individuals’ love. On average, married participants retained only 90% of their love over two years; dating participants’ love remained stable.

A174
SELF-ESTEEM INFLUENCES AFFECTIVE RESPONSES TO COMPLIMENTS FROM ROMANTIC PARTNERS
Zhenni Wu, Anna Luerssen, Olem Ayduk
*University of California, Berkeley*

We found that participants with low self-esteem (SE) anticipate feeling more anxious than those with high SE when imagining their romantic partner giving them a compliment. Future work will evaluate whether this anticipatory anxiety is related to avoidance of positive feedback, behavior that low SE individuals indeed evidence.

A175
LOVE AND SUPPORT AT WORK: LEADERS AND COLLEAGUES AS ATTACHMENT FIGURES
Michelle A. Luke, Katherine B. Camelley, Constantine Sedikides
*University of Sussex; University of Southampton*

Is an attachment perspective applicable in the workplace? Do employees form attachments in the office? We tested whether colleagues and supervisors (alongside partners, mothers, fathers, siblings, and friends) are viewed as attachment figures. This was indeed the case, although colleagues and supervisors were least likely to fulfill attachment functions.

A176
ROMANTIC REJECTION WITHIN FICTIONAL COUPLES AND THE RESULTING RISK REGULATION EFFECTS FOR REAL RELATIONSHIPS
Shannon P. Lupien, Cheryl L. Kondrak, Lindsey M. Streamer, Mark D. Seery, Shira Gabriel, Sandra L. Murray
*University at Buffalo, SUNY*

After participants read about romantic rejection within a fictional couple from a well-liked novel, results revealed typical risk regulation effects. Specifically, as though the rejection had come from one’s own romantic relationship, people with high self-esteem drew closer to their own partners than people with low self-esteem.

A177
SUBJECTIVE FAMILIARITY, FRIENDS’ ATTRACTIVENESS, AND THEIR LONGITUDINAL ASSOCIATION
Makiko Nishiiura, Ikuo Daibo
*Osaka University; Tokyo Future University*

This study explored how subjective familiarity with friends, friends’ attractiveness, and their association change during the friendship process. As friendships develop, subjective familiarity increased, but friends’ attractiveness remained unchanged. Further, people with high familiarity with their friends rated them as more secure over three time points in a year.

A178
INTERACTION GOALS MODERATE THE ASSOCIATION BETWEEN FAMILIARITY AND ATTRACTION
Michael R. Maniaci, Harry T. Reis
*University of Rochester*

We examined the effects of familiarity on attraction by experimentally manipulating both the amount of interaction between pairs of strangers and their interaction goals. Familiarity increased attraction when a locomotion mindset (e.g., enjoying the interaction) was activated but not when an assessment mindset (e.g., evaluating the other person) was activated.

A179
Moved to F332 (page 291).

A180
WHERE IS THE LOVE? AVOIDANT ATTACHMENT AND EMPATHIC ACCURACY IN ROMANTIC CONVERSATIONS
Jessica A. Maxwell, Geoff MacDonald, Emily A. Impett, Bonnie M. Le
*University of Toronto; University of Toronto, Mississauga*

Two studies examined how avoidant attachment moderates empathic accuracy during positive couple interactions. When their partners expressed love, avoidantly attached individuals were less accurate at detecting their partner’s positive emotions, and overestimated their partner’s negative emotions. These misperceptions may be a strategic defense avoidant individuals use to maintain emotional distance.

A181
IT’S LIKE TALKING TO A WALL: PHONOLOGICAL BEHAVIOR IS TIED TO PHYSICAL SETTINGS
Benjamin R. Meagher, Carol A. Fowler
*University of Connecticut*

Whether phonological behavior is influenced by physical environments was tested by having participants complete a dyadic task, changing one’s room and/or partner midway through the experiment. As hypothesized, word duration showed a negative linear pattern for those remaining in the same setting, but a cubic pattern for those changing rooms.

A182
THE ROLE OF COMMITMENT AND IMPLICIT THEORIES OF RELATIONSHIPS IN PREDICTING RESPONSE TO RELATIONSHIP CONFLICT
Michael C. Melville, Edward P. Lemay, Jr.
*University of New Hampshire*

Conflict behaviors were examined among 117 romantic couples who had a 10-minute interaction about a recent source of significant relationship conflict. Relationship growth beliefs and relationship commitment interacted to predict constructive problem-focused behaviors. This research integrates prior research and theory on implicit theories, relationship commitment, and self-regulation.

A183
SEXUAL MOTIVES IN CASUAL VERSUS COMMITTED RELATIONSHIPS: WHICH MOTIVES PREDICT SATISFACTION?
Sal Meyers, Andrea Niebuhr, Bethany Mullenax, Stephanie O’Neill, Lauren Sebek
*Simpson College*

Sexual motivations and satisfaction were examined in committed versus casual relationships. People’s sexual motives were fairly similar except intimacy was more important in committed than casual relationships. Both approach and avoidance motives predicted satisfaction in committed relationships; however, only approach motives predicted satisfaction in casual relationships.
A184
MEDIATORS OF THE RELATIONSHIP BETWEEN CAUSAL UNCERTAINTY AND SOCIAL REJECTION
Alessia Milano1, Jill A. Jacobson1, Jennifer Passey2
1Queen’s University; 2University of Alberta

In the current research, we tested the potential mediators of the causal uncertainty-social rejection relationship. Replicating previous research, greater causal uncertainty was uniquely associated with greater social rejection. This relationship was mediated by causally uncertain people’s tendency to engage in less self-disclosure with and feel less intimacy towards their roommates.

A185
SOCIAL SUPPORT FROM FACEBOOK FRIENDS: IS “FRIENDS” A MISNOMER?
Rowland S. Miller1, Terra J. Bowen1
1Sam Houston State University

Do Facebook “friends” provide meaningful social support? Here, 298 young adults (who had an average of 560 “friends”) rated the practical, informational, and emotional support they received from their best friends and four people randomly selected from their Friends list. Facebook contacts were generally useless and were not genuine friends.

A186
WORKING MEMORY CAPACITY MEDIATES THE EFFECTS OF SOCIAL EXCLUSION ON REDUCED COGNITIVE AND SOCIAL TASK PERFORMANCE
Dominik Mischkowski1, Jennifer Crocker1
1The Ohio State University

Reduced working memory capacity (WMC) may be a central mechanism underlying the impairing effects of social exclusion. Across three studies, we found that social exclusion reduced WMC, and bootstrapping tests indicated that reduced WMC accounted for the effects of social exclusion on intellectual performance and prosocial behavior.

A187
ETHICAL AGREEMENTS TO AVOID MONOGAMY: ATTACHMENT AND CONSENSUAL NON-MONOGAMY
Amy C. Moore1, Terri D. Conley1, Robin S. Edelstein1, William J. Chopik1
1University of Michigan

We will present novel data linking attachment with attitudes toward consensual non-monogamy (CNM), willingness to engage in CNM, and actual engagement in CNM. Avoidance was robustly linked to positive attitudes toward CNM relationships and willingness to engage in them. However, avoidant individuals were less likely to actually engage in CNM.

A188
COGNITIVE COMPLEXITY BUFFERS SPOUSES AGAINST NEGATIVE PHYSIOLOGICAL RESPONSES TO MARITAL CONFLICT
Taylor A. Morgan1, Elizabeth Keneski1, Neff A. Lisa1
1The University of Texas at Austin

To examine whether the organization of partner knowledge predicts physiological responses to marital conflict, couples completed a six-day diary task assessing daily marital conflict and diurnal cortisol slopes. On days of greater conflict, spouses exhibited less healthy cortisol slopes. This association was weaker for spouses with more integrative cognitive structures.

A189
THE DEVELOPMENT OF DECEPTION DETECTION ABILITY: HOW DO CLOSE FRIENDS IMPROVE AT DETECTING EACH OTHER’S DECEPTION OVER TIME?
Wendy L. Morris1, R. Weylin Stenglanz2, Matthew E. Ansfield1, D. Eric Anderson9, Bella M. DePaulo1, Jillian H. Snyder1
1McDaniel College; 2Nova Southeastern University; 3Lawrence University; 4University of California, Santa Barbara; 5University of Virginia

Participants (“judges”) watched both friends and strangers (“senders”) who displayed truthful and faked affect in response to movie clips. Judges’ decoding ability increased over time for their close friends; this effect was driven largely by a change in the way senders in close friends communicated over time.

A190
PREDICTING LONELINESS: IMPACT OF THE BELIEF THAT MANY FACEBOOK FRIENDS EQUATES TO POPULARITY
Dirk Oliver. Mügge1
1University of Innsbruck

A correlational study tested the assumption that the subjective belief that the number of Facebook friends equates to popularity predicts loneliness over and above the number of Facebook friends. Regression analyses confirmed the hypothesis. Results suggest that subjective beliefs about data are better predictors than the data itself.

A191
GETTING IT ON VERSUS GETTING IT OVER WITH: A DYADIC PERSPECTIVE ON SEXUAL MOTIVATION, DESIRE AND SATISFACTION IN INTIMATE BONDS
Amy Muise1, Emily A. Impett1
1University of Toronto Mississauga

How does engaging in sex to feel closer to a partner vs. to avoid upsetting a partner impact the partner? In two dyadic daily experience studies, approach sexual goals enhanced, whereas avoidance sexual goals detracted from a partner’s desire and satisfaction.

A192
PARTNER ANGER MODERATES THE RELATIONSHIP BETWEEN ATTACHMENT ANXIETY AND SUBMISSIVE VERSUS DOMINANT REACTIONS TO CONFLICT WITH ROMANTIC PARTNERS
Valerie M. Murphy1, Tara K. MacDonald1
1Queen’s University

Attachment anxiety is related to two contradictory conflict styles: submission and dominance. In this 10-day diary study we introduced the role of rejection-related threat in the form of partner anger to demonstrate that partner anger moderates submissive versus dominant reactions to real life conflicts with romantic partners.

A193
WHO’S YOUR DADDY? FAMILY STRUCTURE DIFFERENCES IN ATTACHMENT TO GOD
Maurice S. Murunga1, Alicia Limke1, Ronald W. Wright1
1Southern Nazarene University

In the current study, among children of married parents (but not children of divorced parents), attachment avoidance towards God was associated with greater causal uncertainty was uniquely associated with greater social rejection. This relationship was mediated by causally uncertain people’s tendency to engage in less self-disclosure with and feel less intimacy towards their roommates.

A194
THE EFFECT OF PROACTIVE COPING ON STRESS-RELATED GROWTH AFTER INTERPERSONAL STRESS EVENT
Makoto Nakayama1, Shiori Fukuda1, Toshikazu Yoshida1
1Nagoya University

This study examines the relationships between stress-related growth following interpersonal stress, proactive coping and social support. Results showed that proactive coping was a partial mediator of the effect of support on stress and that this stress was associated with higher growth. Additionally, stress mediated the relationship between coping and growth.
A195
DISCREPANCIES IN RELATIONSHIP PARTNERS’ REPORTS OF FAMILY PLANNING: RELATIONSHIP WITH GENDER ATTITUDES AND DECISION-MAKING POWER
Christine H. Naya1, Mariana A. Preciado2, Jessica Gipson1
1University of California, Los Angeles

Couples often offer disparate reports on basic facts about their relationship, including the use of family planning (Miller, Zulu, & Watkins, 2001). We analyzed the relationship between discrepancies in reports of family planning use and partners’ gender attitudes and decision-making power within the relationship.

A196
THE INTERNET AS A TOOL: IMPROVING RELATIONSHIP QUALITY THROUGH LONGITUDINAL INTERVENTION STUDIES
Elizabeth A. Necka1, John T. Cacioppo1
1University of Chicago

In two longitudinal intervention studies, internet use to facilitate face-to-face interactions increased the proportion of participants’ friends that they considered confidants, and increased their satisfaction with confidants, but had no effect on loneliness. Results suggest that the internet can be a tool to improve social relationships if interactions occur offline.

A197
IT’S NOT WHAT YOU MIGHT EXPECT: A STRANGER’S REJECTION MAY HURT MORE THAN THAT OF A CLOSE OTHER
Lyndsay A. Nelson1, Heather M. Jackson1, Shelly L. Rasnick1, Ginette C. Blackhart1
1East Tennessee State University

In two studies we examined how reactions to being accepted and rejected differ depending on whom the source of rejection/acceptance is. Findings suggest that acceptance by strangers results in higher self-esteem than by close others and rejection by strangers is generally experienced more negatively than rejection by close others.

A198
PARTNER AVOIDANT ATTACHMENT PREDICTS JEALOUSY AND PERCEIVED PARTNER COMMITMENT
Melissa A. Newberry1, Paul E. Etcheverry2
1Southern Illinois University Carbondale

Both own and romantic partner anxiety and avoidance were used to predict jealousy and perceived partner commitment. Partner avoidance was positively associated with jealousy. Both one’s partner’s and one’s own avoidance were negatively associated with perceived partner commitment. This research supports the collection of couple level attachment data.

A199
IMPROVING RECALL OF ATTACHMENT-RELEVANT INFORMATION BY MANIPULATING RELATIONAL BELIEFS
Sebastien Nguyen1, Mark W. Baldwin1
1McGill University

The present study explored the influence of beliefs in the improbability of relational security on memory for attachment-sensitive information. Results revealed that participants reporting higher levels of anxiety and lower levels of avoidance in close relationships recalled more information when primed with a growth belief than with a fixed belief.

A200
CAN’T BUY ME LOVE?: ANXIOUS ATTACHMENT AND MATERIALISTIC VALUES
Ian Norris1, Nathaniel Lambert2, Nathan DeWall3, Frank Fincham4
1Murray State University; 2Brigham Young University; 3University of Kentucky; 4The Florida State University

Anxiously attached individuals desire but fear social rejection. As money eases the pain of rejection, we hypothesized that such individuals may be more materialistic. This was confirmed in two large samples.

A201
THE EFFECT OF PHOTOGRAPHS ON MEMORIES OF PAST EXPERIENCED INFIDELTY
Eliz Nouri1, Travis S. Crone1
1University of Houston-Downtown

Participants wrote about an act of infidelity while viewing a picture of either themselves, the cheater, both together, or no picture. Participants report more negative affect after viewing the photograph with both individuals. Participants also report experiencing more fear and sadness related affect when viewing the picture of the couple.

A202
THE INFLUENCE OF COMMUNAL MOTIVATION ON ATTRIBUTIONS ABOUT PARTNERS' ANGER
Sarah Noyes1, Juejin Pan1, Stephanie Lemp1, Chana Pederson1, Jannelle Zapanta1, Shannon Rice1, Jessica Kolber1, Leigh Smith1, Seung Hee Yoo1
1San Francisco State University

Two studies examined whether communal motivations affect people’s attributions about their relationship partners’ expressions of anger. In both studies, participants with low communal motivation made more negative attributions than those with high motivation. These negative attributions were related to their negative evaluations of the angry partner.

A203
MOMMY DEAREST? DIFFERENTIAL EVALUATIONS OF MATERNAL AND PATERNAL RELATIONSHIPS
Catherine E. Nylin1
1Claremont Graduate University

Comparing adult children’s evaluations of their maternal and paternal relationships, maternal relationships were more satisfying, good, positive, healthy, and close (all p’s

A204
THE ROLE OF RELIGION AND FAITH ON FAMILIAL RELATIONSHIPS
Rebekah One1, Priscilla Diaz2, Delia Saenz2
1Azusa Pacific University; 2Arizona State University

Relationships are formed from different family structures and the effects of these families change over time. The present study investigated family structure, religious faith, and familial relationships. Results indicated that children felt more rejection from their father in step-families as well as better relationships with both parents as their faith in God increased.

A205
DIFFERENTIATING REJECTION: A CONTINUED ANALYSIS OF THE THREATS OF REJECTION TYPES
Lawrence K. Perko1, Amanda Howell2, Colleen H. Sinclair1
1Mississippi State University

In this 2 (Internal vs. External attribution) x 3 (Controllable, Uncontrollable, and Neither attribution) experiment, participants read relationship termination vignettes manipulating the reason for being rejected. Measures of perceived threats to basic needs followed. Internal attribution reductions yielded the highest threats to self-esteem.

A206
THE PERILS OF PASSIONATE LOVE
Chelcie Piasio1, Gary W. Lewandowski Jr.1
1Monmouth University

This study examines how passionate, companionate, or the combination of both love types relate to positive and negative relationship experiences. Data from 143 participants in relationships ranging from 1 month to 37 years revealed that companionate love relates to more positive experience, while passionate love relates to more negative experiences.
A207
BEYOND PERSONAL RELATIONSHIPS: HOW GROUP MEMBERSHIP ADDS VALUE IN ACHIEVING BELONGINGNESS AND WELL-BEING
David R. Pillow1, Glenn P. Malone1, Willie J. Hale1
1University of Texas at San Antonio
Via the belongingness hypothesis, we argue that individuals require close relationships that provide frequent, non-aversive, and stable interactions. We’ve classified each participant’s personal relationships using 7 criteria to substantially predict variance in perceived belongingness and well-being, and here demonstrate that these criteria have similar value in assessing one’s group memberships.

A208
ATTACHMENT AND INFORMATION SEEKING STRATEGY PREFERENCE IN ROMANTIC RELATIONSHIPS
Jennifer C. Pink1, Lorne Campbell2
1Simon Fraser University; 2University of Western Ontario
Two studies examined how highly anxious individuals seek information in relationship-threatening situations. Results revealed that these individuals were more likely to endorse indirect information-seeking strategies in response to a hypothetical scenario (Study 1), whereas in a live threat scenario highly anxious individuals reported greater desire to directly seek information (Study 2).

A209
DO STAND SO CLOSE TO ME: A DOWNSTREAM MOTIVATED PERCEPTUAL EFFECT OF REJECTION
Shane Pitts1, John Paul Wilson2, Kurt Hugenberg2
1Birmingham-Southern College; 2Miami University
Our research demonstrates a unique motivated perceptual effect of ostracism. Across three studies, rejected relative to non-rejected perceivers saw sources of reconnection as being over 2-feet closer to them and under-threw a beanbag toward their partners. The effect was not shown for non-social targets (life-sized cardboard person cut-outs).

A210
DOES JUSTIFICATION CHANGE PERCEPTIONS OF INFIDELITY?
Neal G. Pollock1, Abigail L. Harris1, Beth A. Siegel1, Helen C. Harton1
1University of Northern Iowa
This study investigated perceptions of the “other person” and “cuckold” within infidelity when justifications for cheating were given. Preliminary analyses suggest that justification did not matter for men of either cheating status (i.e., “other person” or “cuckold”), however for women, a significant interaction between cheating status (i.e., “other person” or “cuckold”) within infidelity when justifications for cheating were given. Perceived sources of reconnection were caused by the rejection of the partner, men’s self-esteem decreased, but women’s increased after rejection, suggesting that potential relationships may buffer against rejection for women, but not for men.

A213
HAPPILY GIVING THEM THE BENEFIT OF THE DOUBT: POSITIVE EMOTIONS AND BENEVOLENT ATTRIBUTIONS IN CLOSE RELATIONSHIPS
Thery Prok1, Shelly Gable1
1University of California at Santa Barbara
Three studies examined whether positive emotions are associated with interpreting partners’ behavior in a benevolent manner. Results from a daily experience study comparing partners’ behaviors with reported behavior and two laboratory studies examining manipulated emotions on attributions suggest that positive emotions benefit relationships through the benevolent encoding of routine interactions.

A214
THE BUFFERING EFFECT OF POTENTIAL RELATIONSHIPS ON WOMEN’S (BUT NOT MEN’S) SELF-ESTEEM FOLLOWING REJECTION
Sara K. Quinn1, John E. Lydon1
1McGill University
We examined how men and women respond differently to rejection. Following rejection or control threat, participants considered potential dating partners and completed a self-esteem scale. Results revealed that men’s self-esteem decreased, but women’s increased after rejection, suggesting that potential relationships may buffer against rejection for men, but not for women.

A215
EMPATHY FOR FICTIONAL CHARACTERS MEDIATES THE RELATIONSHIP BETWEEN ATTACHMENT ANXIETY AND PARASOCIAL INTERACTION TENDENCIES
Marina Rain1, Raymond A. Mar1
1York University
We explored how empathy mediates the association between attachment anxiety and parasocial interaction (PSI) tendencies. Fantasy (the tendency to identify with fictional characters and to become absorbed in narratives) partially mediated the relationship between attachment anxiety and PSI tendencies, whereas perspective-taking, empathic concern, and personal distress did not.

A216
AVOIDANT ATTACHMENT AND RELATIONSHIP CLOSENESS: DOES SELF-DISCLOSURE MEDIATE THE CONNECTION?
Danney D. Rasco1, Rebecca M. Warner1
1University of New Hampshire
Undergraduates (N = 487) in dating relationships reported avoidant attachment (Fraley, Waller, & Brennan, 2000) and relationship closeness (Fletcher, Simpson, & Thomas, 2000; Pierce, Sarason, & Sarason, 1991). Self-disclosure (Miller, Berg, & Archer, 1983) was assessed as a mediator using SEM. Effects of avoidance were partially mediated by self-disclosure.

A217
ATTACHMENT ANXIETY AND LONELINESS AFFECT PHYSICAL PERCEPTIONS OF AMBIGUOUS FIGURES
Erica J. Relfing1, Adam Heenan1, Nikolaus F. Troje1, Tara K. MacDonald1
1Queen’s University
We examined how attachment anxiety and feelings of loneliness interact to influence perceptions of an ambiguous point-light walker. Analyses revealed that participants high (vs. low) in attachment anxiety were more likely to perceive the figure as walking toward them, but this difference disappeared when participants were primed with loneliness.

A218
MEETING YOUR MATCH OR MATCHING AFTER YOU MEET? ATTITUDE ALIGNMENT PREDICTS ATTRACTION BETTER THAN SIMILARITY
Chelsea A. Reid1, Jody L. Davis1, Jeffrey D. Green1
1Virginia Commonwealth University
Participants were told a disagreeing partner who was 25%, 50%, or 75% similar shifted their opinion toward agreeing with the participant or...
did not shift. More similar partners and partners who shifted toward agreement were rated as more attractive, and similarity and shifting interacted to predict attraction.

A219
OSTRACISM PROMPTS RE-HUMANIZATION
Dongming Ren1, Haotian Zhou2, Kipling D. Williams1
1Purdue University; 2University of Chicago
Because ostracism threatens a sense of humanness, will ostracized people try to fortify their undermined humanness? Our study indicates that ostracized participants tend to reclaim humanness by selecting the non-default option over the equally-attractive-default one in a binary choice task, suggesting that ostracism prompts the targets to engage in re-humanization.

A220
TRANSgressors' GUILT AND SHAME: A LONGITUDINAL EXAMINATION OF FORGIVENESS SEEKING
Blake M. Riek1, Lindsey Root-Luna2, Chelsea A. Schnabelrauch3
1Calvin College; 2Hope College; 3Kansas State University
The current study examines forgiveness from the perspective of the transgressor using a longitudinal design. Participants completed measures of transgression characteristics, feelings of guilt/shame, and forgiveness-seeking behaviors. It is demonstrated that characteristics such as responsibility and severity are related to increases in guilt which then increases forgiveness-seeking behavior over time.

A221
ME OR YOU? THE ROLE OF SELF-CONTROL IN FACING THE DAILY DILEMMAS OF SACRIFICE
Francesca Righetti1, Catrin Finkenauer2, Eli J. Finkel2
1Vrije Universiteit Amsterdam; 2Northwestern University
This work assessed the role of self-control in willingness to sacrifice in close relationship relationships. Four studies showed that people with low self-control reported greater willingness to sacrifice for close others than people with high self-control.

A222
LINGUISTIC INDICATORS OF PATIENT, COUPLE, AND FAMILY ADJUSTMENT FOLLOWING BREAST CANCER
Megan L. Robbins1, Matthias R. Mehl1, Hillary L. Smith2, Karen L. Wehls3
1University of Arizona; 2University of Washington
We examined how emotional and social language during a breast-cancer-related discussion relates to family adjustment. Results suggest that important information about how a family copes after breast cancer can be obtained by paying attention to sons’ and daughters’ emotional language and couples’ personal pronoun use.

A223
UNSETTLED ABOUT SETTLING: THE PERILS OF LOW SELF-ESTEEM WHEN RESPONDING TO THE ROMANTIC OVERTURES OF DESIRABLE AND UNDESIRABLE OTHERS
Kelley J. Robinson1, Jessica J. Cameron1
1University of Manitoba
Do perceptions of poor dating prospects motivate low self-esteem individuals to eagerly seize any acceptance-secured dating opportunity? Three experiments show that lower self-esteem individuals have difficulty deciding whether to accept or reject any target’s advances, whereas high self-esteem individuals more appropriately react based on the desirability of the target.

A224
THE REPRODUCTION OF MOTHERING REVISITED: AGE AT BIRTH AS A MODERATOR OF THE TRANSMISSION OF ATTACHMENT FROM MOTHERS TO DAUGHTERS
Lindsey K. Rodman1, Alicia Limke1, Paul C. Jones3
1Southern Nazarene University
The goal of this study was to investigate moderating role of age of mothers at daughters’ births on the link between mothers’ and daughters’ attachment styles. Findings suggest that the link between mothers’ romantic attachment anxiety and daughters’ attachment anxiety towards them decreases as moms’ age at daughters’ births increases.

A225
TITLE: EXPLORING THE ROLES OF HUMOR IN ROMANTIC RELATIONSHIPS: DEVELOPMENT AND VALIDATION OF THE LAUGHTER IN MARRIAGE – A FUNCTIONAL ASSESSMENT OF OBJECTIVES (LMFAO) SCALE
Ronald D. Rogge1, Silvia D. Marin1, Michael R. Maniaci1
1University of Rochester
EFA and IRT analyses (N=2400) developed a measure of humor roles: 1) to bond, 2) to validate, 3) to diffuse conflict, 4) to relieve stress, 5) to shift perspectives, 6) to tease, 7) to express anger, 8) to insult/hurt, and 9) to avoid conversations. Roles demonstrated unique 3-month predictive validities.

A226
IF YOU'RE HAPPY AND I KNOW IT: RELATIONAL EXPECTANCIES FOLLOWING AN EMOTION-SUPPRESSION CONTINGENT RELATIONSHIP PRIME
Maya Rossignac-Milon1, Sara Ethchison1, Mark W. Baldwin1
1McGill University
We examined the implicit cognitive repercussions of priming relationships in which acceptance is contingent on emotion suppression. Participants visualized contingent or non-contingent relationships and completed a lexical decision task. For those low in avoidance, the contingent prime increased the accessibility of acceptance and rejection following positive and negative emotion cues.

A227
"I FORGIVE YOU, BUT DON'T DO IT AGAIN!" FORGIVENESS COMBINED WITH PARTNER REGULATION IS ASSOCIATED WITH POSITIVE INTERPERSONAL OUTCOMES
V. Michelle Russell1, Levi R. Baker1, James K. McNulty1, Nickola C. Overall2
1Florida State University; 2University of Auckland
How can intimates maximize the positive interpersonal effects of forgiveness without encouraging future transgressions? Two studies demonstrated that the interpersonal implications of forgiveness depend on whether forgivers also regulate the offenders’ behavior using direct negative strategies.

A228
SIBLING ATTACHMENT, PARENTAL ATTACHMENT, AND PERCEIVED DIFFERENTIAL TREATMENT
Tiffany D. Russell1, Alicia Limke2
1University of Central Oklahoma; 2Southern Nazarene University
The goal of the current study was to examine the relationships between sibling attachment, parental attachment, and perceived differential treatment by parents. Most notably, perceived parental differential affection (but not control) predicted attachment anxiety and avoidance towards siblings.

A229
THE EFFECTS OF INTRAGROUP POWER BALANCE ON GROUP REJECTION AND ACCEPTANCE: FOCUSING ON AUTHORITY AND COERCIVE POWER
Ryuichi Tamai1, Hiroyuki Yoshizawa2
1Nagoya University; 2Gifu Shotoku Gakuen University
We examined that the effects of intragroup coercive/authority power balance on rejection/acceptance tendency of the group. The results supported our hypothesis and indicated that rejection tendency was influenced by the intragroup power balance, while acceptance tendency was not.
Poster Session A — Close Relationships/Belonging/Rejection

A230
PERCEPTION OF RELATIVE DISTANCES BETWEEN NONSOCIAL OBJECTS INFLUENCES PERSONAL Basics NEED SATISFACTION
Donald F. Sacco1, Michael J. Bernstein2, Kurt Hugenberg3
1The University of Southern Mississippi; 2Penn State-Abington; 3Miami University
Studies 1 and 2 demonstrated that the perception of greater physical distance between two objects (points on a Cartesian plane) decreased participants' empathy for less basic needs satisfaction, independent of mood and task difficulty. Study 3 indicated that physical, but not conceptual, object distance produces this effect.

A231
FELT SECURITY REACTIVITY TO PARTNER’S QUARRELSOME BEHAVIOR AND SATISFACTION WITH ROMANTIC RELATIONSHIP
Gentiana Sadikaj1, D. S. Moskowitz1, David C. Zuroff2
1McGill University
The effect of felt security reactivity to partner’s quarrelsome behavior on relationship satisfaction was examined. Using event-contingent recording, couples reported on their felt security and quarrelsome behavior during 20 days. Results indicated that person’s greater felt insecurity to partner’s quarrelsome behavior was related to decline in relationship satisfaction over time.

A232
CONDOMS AND TRUST: AN EXPERIMENTAL DEMONSTRATION OF THE CAUSAL EFFECT OF ATTACHMENT ON EXPLICIT AND IMPLICIT ATTITUDES TOWARD CONDOM USE
John K. Sakaluk1
1University of Kansas
This is the first research to demonstrate a causal relationship between attachment and attitudes toward condom use/nonuse. Attachment was manipulated by random assignment to a written priming task. Security- and anxiety-primed participants preferred condom use/nonuse more than avoidance- and control-primed participants, based on both explicit and implicit (IAT) measures.

A233
ACUTE SOCIAL EXCLUSION AND REACTIONS TO PAIN: EXCLUSION HISTORY AS A MODERATOR
Sarah Savoy1, Luis E. Aguirreverede1, Myka Cruz1, Braydon K. Howard1, Shaan Shahabuddin2, Haley Harris2, Shelby Smith1
1Austin State University
We examined effects of acute social exclusion on pain reactions and whether exclusion history moderated these effects. For included participants, imagined chronic pain led to more somatization, but for excluded participants it led to less somatization. This buffering effect only occurred among participants who reported elevated histories of exclusion.

A234
SATIETY ATTENUATES ATTENTIONAL BIAS TOWARDS REJECTING FACES AMONG PARTICIPANTS WITH HIGH ATTACHMENT ANXIETY
Natsumi Sawada1, John E. Lydon1
1McGill University
Research suggests comfort food alleviates loneliness. We hypothesized that satiety may attenuate attentional biases towards rejecting threat among the anxiously attached. Participants with high attachment anxiety showed an attentional bias towards rejecting faces in a dot-probe task. This bias was absent among anxiously attached participants immediately after eating a meal.

A235
THE LONG-TERM ATTRACTIVENESS OF WIDowers
Cory R. Scherer1
1Penn State Schuylkill
Two experiments looked at the potential attractiveness of widowers. Experiment one had women rate a potential date in terms of attractiveness. The widower, when compared to a single and divorced man, was rated as more attractive as a long-term mate. Experiment two replicated one experiment one with a non-college sample.

A236
IT GOES BOTH WAYS: AN ATTACHMENT-THEORETICAL PERSPECTIVE ON PERCEIVED PARTNER RESPONSIVENESS AND SEXUAL DESIRE
Noam Segal1, Gurit E. Bimbaum1, Chen Granovsky1, Harry T. Reiss2
1Interdisciplinary Center (IDC) Herzliya; 2University of Rochester
Two experiments examined the bi-directional link between perceived partner responsiveness and sexual desire. Results indicated that the mutual effects between responsiveness and desire were moderated by attachment and gender. These studies suggest intimacy and desire are intricately linked and that the nature of their connection depends on one’s interpersonal goals.

A237
PERCEIVED PARTNER RESPONSIVENESS PREDICTS INCREASED EXPLORATION: A DAILY EXPERIENCE STUDY
Emre Selcuk1, Gul Gunes2, Cindy Hazan1, Michael O’Donnell2
1 Cornell University; 2University of California, Berkeley
Does perceived partner responsiveness (PPR) provide benefits in domains other than relationship functioning? This daily experience study showed that high PPR was associated with increased curiosity and exploration, even after controlling for personality traits, stress, and health problems. The association between PPR and exploration was partially mediated by positive affect.

A238
FORGET THEN FORGIVE? THE POTENTIAL ROLE OF DIRECTED FORGETTING IN THE FORGIVENESS PROCESS
Andrea J. Sell1
1University of Kentucky
We test the idea that directed forgetting can be useful in the forgiveness process. Participants instructed to “forget” the target conflict sentence of a story were more likely to 1) report nothing to forgive, and if they remembered the conflict, 2) report greater likelihood to forgive the offender.

A239
JUDGMENTS OF BEHAVIORS IN CLOSE RELATIONSHIPS AS MORAL VIOLATIONS
Dylan F. Selterman1, Sena Koleva2
1University of Maryland, College Park; 2University of Southern California
Two studies probed the “wrongness” of morally ambiguous relational behaviors, including emotional threats, friendship boundaries, sexual threats, and privacy violations. Attachment avoidance was associated with permissiveness toward emotional threats and friendship boundaries but harsher judgments for privacy violations; attachment anxiety was associated with the opposite pattern.

A240
ATTACHMENT SECURITY AND AUTHENTIC VS. INAUTHENTIC MORALITY
Philip R. Shaver1, Marlo Mikulincer2
1University of California, Davis; 2Interdisciplinary Center (IDC) Herzliya, Israel
Attachment security was related to honesty and authenticity, and subliminal security priming increased authenticity and reduced dishonesty and cheating. The results will be discussed in terms of attachment security and the distinction between authentic and inauthentic morality.

A241
SOCIAL REJECTION IMPROVES PERFORMANCE ON SOCIAL REASONING TASKS
Aaron A. Shilling1, Christina M. Brown2
1Saint Louis University; 2Arcadia University
We reinterpret research showing intellectual impairments following social rejection as a strategic redistribution of mental resources, with rejected individuals directing their energy toward activities promoting
social inclusion. We found that rejected participants performed better on analytical reasoning tasks that were social in nature, contrary to a “general depletion” explanation.

**A242**

**PLEASURE AND PAIN IN OUTPERFORMING OTHERS**

Shunsuke Shimoda

1Toyo University

In line with Exline & Lobel (1999) and Beach & Tesser (1995), this study investigated the affective responses of people who outperform others. Results revealed that better relationships were associated with less private pleasure and more empathic distress in the high other-relevance domain, and with more empathic joy in the low other-relevance domain.

**A243**

**RELATIONSHIP INTIMACY AND COMMITMENT IN LESBIAN WOMEN: THE ROLE OF GENDER IDENTITY**

Jennifer A. Shukusky1, Gianna M. Bowler2, Charlotte N. Markey1

1Rutgers University, Camden

This study explores the roles of lesbian women’s comfort with their sexuality (i.e., “outness”), self-esteem, and gender identity as predictors of relationship intimacy and commitment. Correlation and regression results revealed that gender identity, specifically femininity, consistently and uniquely predicted women’s intimacy and commitment in their relationships.

**A244**

**TOUCHING OTHERS: WHEN CLOSENESS MEANS GRATITUDE**

Claudia Simão1, Beate Seibt2

1CIS/ISCTE-IUL

One study examining touch, communal feeling and gratitude found that participants who were touched by a confederate felt more general gratitude than those not touched. This link was mediated by communal feeling. We discuss the importance of closeness for feelings of generalized gratitude.

**A245**

**BUFFERING THE EFFECTS OF AVERTED EYE GAZE WITH ACCEPTANCE: THE ROLE OF ATTACHMENT SECURITY**

Hayley M. Skulborstad1, Anthony D. Hermann2, James H. Wirth3

1Miami University; 2Bradley University; 3University of North Florida

Participants wrote about an unconditionally accepting or neutral relationship prior to being ostracized in an averted eye-gaze paradigm. The acceptance essay buffered basic psychological needs only for securely attached participants in the averted condition, while the essay induced higher needs among insecure participants when eye gaze was not averted.

**A246**

**THE IMPACT OF SUBSTANCE ABUSE ON SIBLING RELATIONSHIPS**

K. Rachelle Smith1, Erin M. Logue1, Susan S. Hendrick4

1University of North Dakota

This study investigated 312 college students’ sibling relationships and how their experiences differ depending on whether their sibling abuses drugs. Having a sibling who abuses substances (SAS) was related to greater interaction with that sibling, earlier onset of drug use, and attitudes and behaviors related to drugs and alcohol.

**A247**

**COMMUNAL RESPONSIVENESS IS HIGHER IN RELATIONSHIPS WITH WOMEN**

Leigh K. Smith1, Erica Boothby2, Margaret Clark1

1Yale University

A diverse community sample of participants reported providing more responsiveness to—and receiving more responsiveness from—the women in their social networks as compared to the men in their social networks. Having at least one female in a close relationship is likely to increase the communal strength of that relationship.

**A248**

**COMPARING TO FRIENDS AND ENEMIES**

Stephanie M. Smith1, Keith D. Markman1

1Ohio University

Participants prefer to compare themselves to a friend who does better than themselves versus worse. However, participants prefer to compare themselves to an enemy who does worse than themselves versus better. Therefore, upward comparisons are favored for friends and downward comparisons for enemies.

**A249**

**SETTLING FOR LESS OUT OF FEAR OF BEING SINGLE**

Stephanie S. Spielmann1, Geoff MacDonald2

1University of Toronto

Those who fear being single may lower their relationship standards without realizing it. Controlling for anxious attachment and neuroticism, fear of being single predicted dependence on unsatisfying relationships and romantic interest in less responsive and less attractive dating targets. However, fear of being single did not predict self-reported dating standards.

**A250**

**AN EXPERIMENTAL INVESTIGATION OF THE ROLE OF RECIPROCAL SELF-DISCLOSURE IN PROMOTING LIKING IN INITIAL INTERACTIONS**

Susan Sprecher1, Stanislav Trego2, Joshua D. Wondra3, Kevin Wallpe4, Nicole Hilaire1

1Illinois State University; 2DePaul University; 3University of Michigan; 4Kansas State University

In an experiment that involved pairs of unacquainted individuals participating in a structured self-disclosure activity, we manipulated the degree of self-disclosure reciprocity. Participants who disclosed reciprocally reported greater liking, perceived similarity, closeness, and enjoyment. We concluded that turn-taking disclosure reciprocity is beneficial in the acquaintance process.

**A251**

**FAMILY STRESS, SUPPORT, AND COPING AMONG SEXUAL MINORITY IMMIGRANTS**

H. Kate St. John1, Allen Omoto1, Sarah C. Boyle1

1Claremont Graduate University

This study investigated perceptions of familial support among Latino and Asian sexual minority immigrants to the U.S. Familial rejection due to sexual minority status and how individuals coped differently based on familial rejection emerged as prominent themes. In general, participants who reported family support also seemed to use constructive coping strategies.

**A252**

**FEELING LESS ALONE: BENEFITS OF RELATIONSHIP REMINDERS AND INTIMACY PROMOTION FOR AVOIDANTLY ATTACHED INDIVIDUALS**

Sarah C. E. Stanton1, Jennifer C. Pink2, Lorne Campbell1

1University of Western Ontario; 2Simon Fraser University

Four studies investigated the effects of subtle relationship reminders and intimacy promotion on affect, cognition, and behavior for more avoidant individuals. Results revealed that simple intervention techniques can have both immediate benefits (e.g., greater connection) and long-term benefits (e.g., greater self-disclosure over time) for more avoidant individuals and their relationships.

**A253**

**LIVING IN HER SHADOW: PUBLIC AND PRIVATE STRATEGIES FEMALES USE WHEN OUTPERFORMED BY A FRIEND IN SOCIAL LIFE**

Alicia C. Stedman1, Kelsey Bing2, Beth A. Pontari1

1Furman University

Single females and same-sex friends participated in speed dating with attractive or unattractive males who preferred or did not prefer the friend. Outperformed females publicly and privately devalued the attractive male pair but only subtly altered their public behavior toward their friends and privately devalued some aspects of their friendship.
**A254**

**MINDFULNESS PREDICTS COMPASSIONATE AND SELF-IMAGE GOALS**
Kate L. Stewart1, Anthony H. Ahrens1, Kathleen Gunt hurl1
1American University

In two studies, the mindfulness facet of acting with awareness positively predicted compassionate goals, and nonjudgment of experience negatively predicted self-image goals. Further, acting with awareness predicted increases in compassionate goals, and nonjudging of experience marginally predicted decreases in self-image goals over time. Perhaps mindfulness training can change interpersonal goals.

**A255**

**A LIWC ANALYSIS OF UNREQUITED LOVE EMOTIONS**
Ariel E. Sticklus1, Tamara J. Rowatt1, Wade C. Rowatt1
1Baylor University

This study analyzes the difference in emotions between rejectors and would-be-lovers in unrequited love. Participants described their emotions in such an experience and their responses were analyzed using Linguistic Inquiry Word Count (LIWC). Rejectors used more positive emotion words with no significant difference in number of negative emotion words used.

**A256**

**ATTACHMENT ANXIETY AND AVOIDANCE PREDICTING PARENTING BEHAVIORS AMONG AMERICAN AND TURKISH MOTHERS**
Nebi Sumer1
1Middle East Technical University, Turkey

The associations between attachment anxiety and avoidance, and parenting behaviors including psychological control, monitoring, and knowledge among American and Turkish mothers were investigated. Attachment anxiety predicted psychological control and knowledge, and attachment avoidance predicted monitoring in both cultures. Attachment anxiety was stronger predictor of parenting in the USA than Turkey.

**A257**

**STAND BY ME: THE PRESENCE OF A CLOSE FRIEND BUFFERS AGAINST THE EFFECTS OF SOCIAL EXCLUSION**
Gizem Surenkoko1, Vivian Zayas1
1Cornell University

Although social exclusion has been shown to have immediate detrimental effects on individuals, our study revealed that presence of a close friend buffer these effects. In an online ball tossing game, all the individuals detected that they were excluded but their needs were not threatened if a friend was present.

**A258**

**AN APPLICATION OF THE INVESTMENT MODEL IN A NATIONAL SAMPLE OF LGB COLLEGE STUDENTS**
Kateryna M. Sylaska1, Katie M. Edwards1
1University of New Hampshire

The investment model (IM) was explored among 347 LGB college students. We found that minority stress variables (e.g., outness) were related to IM variables. Leaving intentions were predicted by the IM for both dating violence victimized and non-victimized groups. Discussion explores the implications of the IM in adolescent same-sex relationships.

**A259**

**FATAL SUPPRESSION: THE DETERIMENTAL EFFECT OF SEXUAL DEACTIVATION WITHIN ROMANTIC RELATIONSHIPS**
Ohad Szepsenwold1, Moran Mizrahi1, Gurit E. Bimbaum1
1Interdisciplinary Center Herzliya

The effects of sexual deactivation were examined on a longitudinal sample of newly dating couples. Sexual deactivation had negative actor and partner effects on relationship and sexual satisfaction. Men’s sexual deactivation predicted less relationship satisfaction only when accompanied by high attachment anxiety among men or high attachment avoidance among women.

**A260**

**HOW’S IT GOING TO BE? EXPERIENCED EASE OF RETRIEVAL AND FUTURE ROMANTIC INVESTMENTS**
Yu Yang K. Tan1, Christopher R. Agnew1
1Purdue University

We conducted experiments to investigate ease of retrieval on future romantic plans. Results indicated that individuals who experienced greater ease of retrieval perceived greater relationship quality, but only when they were high in need for cognition, suggesting that in romantic relationships, the influence of ease occurs under high elaboration.

**A261**

**THE ASSOCIATION BETWEEN FAMILY ACTIVITIES AND PARENTING SATISFACTION: THE ROLE OF PARTNER INCLUSION**
Patrick S. Tennant1, Marc E.J. Gleason1, Timothy J. Loving1
1The University of Texas at Austin

We extend self-expansion theory to the domain of families by examining whether participation in novel, fun, and exciting family activities increases parenting satisfaction. 309 participants responded to a survey on family activities and parenting satisfaction. Results indicate associations between the number of activities reported, who was involved, and parenting satisfaction.

**A262**

**WHAT’S MOTIVATION GOT TO DO WITH IT?: A LOOK AT THE ROLE OF MOTIVATION IN UNDERSTANDING LOVE**
Maria S. Tetro1, John K. Rempel2
1University of Waterloo; 2St. Jerome’s University

We tested the hypothesis that love is a motive by having participants rate the degree to which various statements would be logically inconsistent with love when positive emotions, attitudes, or motives were absent. Results showed that statements with motives absent were rated as most contradictory to love.

**A263**

**I FEEL CLOSER WHEN YOU ARE INFERIOR: ATTACHMENT AVOIDANCE AND SOCIAL COMPARISONS BETWEEN ROMANTIC PARTNERS**
Sabrina Thai1, Penelope Lockwood1, Samuel Y. Chen1
1Sabrina Thai/University of Toronto

We examined the influence of attachment avoidance in dating and married participants’ responses to recalled intrarelationship comparisons. Attachment avoidance moderated individuals’ responses to the comparison. Avoidant dating individuals reported feeling closer to inferior partners than superior partner. There was no effect of avoidance for married participants.

**A264**

**PREDICTING ROMANTIC RELATIONSHIP FATE USING NONVERBAL CUES**
Stefanie M. Tignor1, Krista M. Hill1
1Northeastern University

The present studies investigated the abilities of lay people to predict future relationship status in heterosexual dating couples. In Study 1 (N=70), judges as a group demonstrated target-dependent levels of accuracy. Study 2 (N=135) suggests that judges are most accurate when attending to nonverbal cues.

**A265**

**THE IMPORTANCE OF PARTNER SUPPORT FOR SELF-EXPANSION DURING THE TRANSITION TO RETIREMENT**
Brooke C. Feeney1
1Carnegie Mellon University

We investigate a mechanism, “support for self-expansion,” which helps explain why some people flourish after retirement and others falter. Results from a sample of recently retired couples suggest that partner support for self-expansion is strongly linked to relationship satisfaction, which predicts self-growth goals, leading to overall satisfaction, post-retirement adjustment, and better health.
A266
SOCIAL RECONNECTION AND GROUP MEMBERSHIP
Kenta Tsumura1, Koji Murata1
1Hitotsubashi University
Ostracized people would try to reconnect with others. However, people high in social anxiety might shrink from reconnecting with outgroup members because they fear about the interaction. As predicted, when anxiety was high, ostracized participants in the outgroup condition show less willingness to reconnect than those in the ingroup condition.

A267
ENDOWMENT EFFECTS IN HUMAN RELATIONSHIPS
Hannah M. Tuller1, Nicholas Christenfeld1, Christine R. Harris1
1University of California, San Diego
We explored human partnership preferences using the economic model for the endowment effect. Subjects randomly paired with confederate partners expressed a significant preference to retain their original partners when given the opportunity to switch, suggesting that human relationships can be explained by the same processes underlying relationships with consumer products.

A268
HOW MUCH SELF-MONITORING IS GOOD IN A MARRIAGE? THE NONLINEAR ASSOCIATION BETWEEN SELF-MONITORING AND MARITAL SATISFACTION
Bulent Turan1, Asuman Buyukcan Tetik2
1University of Alabama at Birmingham; 2VU University Amsterdam
Research indicated a linear negative association between self-monitoring and dating satisfaction. We tested this relationship in married individuals. Considering beneficial effects of self-monitoring up to a level on marital qualities, we expected and found a nonlinear relationship: a positive relationship below moderate levels and a negative relationship above moderate levels.

A269
A POTENTIAL FRIEND WHEN YOU NEED IT MOST: SOCIAL EXCLUSION STIMULATES THE PERCEPTION OF SELF-OTHER SIMILARITY
Taylor Tuscherer1, Heather Mercer Claypool1
1Miami University
Exclusion may stimulate cognitive distortions to facilitate re-affiliation. Accordingly, excluded participants saw themselves as more similar to the subject of an inquiry than did included or control participants. This effect was fully mediated by exclusion’s impact on participants’ fulfillment of the basic needs of belongingness, self-esteem, control, and meaningful existence.

A270
IT TAKES TWO TO FORGIVE: THE INTERACTIVE ROLE OF COMMITMENT AND EXECUTIVE CONTROL
Reine C. van der Wal1, Johan C. Karremans1, Antonius H N. Cillessen1
1Radboud University Nijmegen
We examined how motivational (i.e. commitment) and capacity factors (i.e. executive control) interact towards promoting forgiveness. Results of three studies demonstrated that executive control was positively associated with forgiveness towards close others, but not towards non-close others. These findings highlight the crucial role of executive control in maintaining long-term bonds.

A271
ABSTRACT MEANS NEVER HAVING TO SAY YOU ARE SORRY (WHAT YOU SAY DOES NOT MATTER ANYWAY) - TRUSTOR CONSTRUAL LEVEL MINDSET DETERMINES EFFECTIVENESS OF TRUST REPAIR ATTEMPTS
Gis G. Van Houwelingen1, David De Cremer2,3, Marius Van Dijke1
1Rotterdam School of Management, Erasmus University; 2China Europe International Business School (CEIBS)
Trust is repaired more effectively if the trustee attributes a trust-violation to unstable and uncontrollable causes external to the trustee. However, we show that such attributions are only likely to be effective if the trustee construes information about the trustor on a concrete and not on an abstract level.

A272
THE EFFECTS OF ADULT ATTACHMENT STYLE ON POST-TRANSGRESSION RESPONSE
Elizabeth van Monsjou1, Careen Khoury1, Joshua R. Guiffoyle1, C. Ward. Struthers1
1York University
The purpose of this research was to examine the role of adult attachment style in post-transgression response. Two studies supported the unique response patterns predicted within and between adult attachment style.

A273
CHICKEN OR THE EGG? THE LONGITUDINAL ASSOCIATIONS BETWEEN MARITAL SATISFACTION AND PHYSICAL HEALTH
Alice Verstaen1, Sarah R. Holley1, Claudia M. Haase1, Robert W. Levenson1
1University of California, Berkeley; 2San Francisco State University
We examined links between marital satisfaction and physical health in a 20-year longitudinal study of married couples. Within-spouse results showed bidirectional relationships between health (musculoskeletal and cardiovascular symptoms) and satisfaction for both husbands and wives. Cross-spouse results showed that higher cardiovascular symptoms in wives predicted decreases in satisfaction for husbands.

A274
CURING LONELINESS WHILE ALONE: SELF-HUGS AND IMAGINING LOVED ONES REDUCE LONELINESS
Andrew J. Vonasch1, Roy F. Baumeister2
1Florida State University
In two experiments, participants who hugged themselves after a rejection manipulation felt less lonely than those who did not. Self-huggers spontaneously thought more about other people. When instructed to think about loved ones, self-huggers felt less lonely, but when instructed to think about a calming place, self-hugs were less effective.

A275
I’LL WATCH YOU UNTIL THE END: PERCEIVED EFFORT AND INVESTMENTS IN PARASOCIAL RELATIONSHIPS
Katheryn B. Votaw1, Christina M. Brown2
1Saint Louis University; 2Arcadia University
Individuals sometimes form “parasocial relationships” with personalities on TV. The current study examined whether those who engage in a parasocial relationship with a favorite TV personality also perceived relational investments in that character. Additionally, mediators were examined including effort and techniques used to watch favorite show.

A276
THREATENED OSTRACISM PRODUCES PROSOCIAL RESPONDING TOWARD INGROUP (BUT NOT TO ESTABLISHED OUTGROUP) OSTRACIZERS
Candice M. Wallace1, Alison A. Dingwall1, Lloyd R. Sloan1
1Howard University
Research indicates the negative impacts of group-based ostracism however, the effects of group-based ostracism threat are unknown. Using a sample of Black women, the current study suggests threatened ostracism impairs social well-being and leads to negative source evaluations but, prosocial behaviors are only directed toward in-group members.

A277
GENDER DIFFERENCES AND EXPERIENCES WITH CYBER-BULLYING
Theodora Walsh1, Kate Bryan1, Matt Newman1
1Arizona State University
Responses to a survey exploring personal experiences with both in-person and cyber-bullying reveal significantly greater experiences with cyber bullying for females than for males. However, there was
no significant difference between males and females and which type of bullying they felt was worse.

**A278**
**DYADIC EFFECTS OF PRENATAL COPING ON RELATIONSHIP ADJUSTMENT, STRESS, AND CORTISOL AMONG EXPECTANT PARENTS**
Britney M. Wardecker¹, Robin S. Edelstein¹, William J. Chopik¹, Natalie J. Lin¹, Amy C. Moors², Emily L. Kean²
¹University of Michigan

Dyadic effects of prenatal coping were examined throughout the course of pregnancy. Using the Actor-Partner Interdependence Model, we found that prenatal coping influenced changes in relationship adjustment, stress, and cortisol. Findings contribute to the identification of factors leading to postnatal changes in relationship adjustment.

**A279**
**QUALITY AND QUANTITY OF SOCIAL RELATIONSHIPS AS PREDICTORS OF WELL-BEING**
Rebecca M. Warner¹,², Danney Rasco¹,²
¹SPSP; ²University of New Hampshire

Measures of support and conflict in two close relationships (mother and best friend) significantly predicted well-being in regression analyses (N = 850) that controlled for gender, extraversion, neuroticism, presence of a dating relationship, and network size. Quality and quantity of social relationships are both related to subjective well-being.

**A280**
**EXPLORING AN INTERGENERATIONAL TRANSMISSION OF INFIDELITY BEHAVIOR**
Dana A. Weiser¹, Daniel J. Weigel¹
¹University of Nevada, Reno

SEM was utilized to test a social learning model of intergenerational infidelity patterns. Results revealed that parent infidelity was positively associated with offspring infidelity behavior. Overall, support was found for the model as family communication about infidelity and offspring infidelity beliefs mediated the relationship between parent and offspring infidelity behaviors.

**A281**
**PROXIMAL PREDICTORS OF ALCOHOL USE AMONG JAPANESE COLLEGE STUDENTS**
Staci J. Wendt¹, Cynthia D. Mohr¹, Mo Wang²
¹Portland State University; ²University of Florida

The current study investigated the daily negative social events, drinking refusal self-efficacy and social self-efficacy as predictors of Japanese college-student drinking. Individuals drank more with friends following days when they experienced an increase in negative social events; DRSE significantly and negatively and SSE significantly and positively predicted drinking with others.

**A282**
**DOES RESPONSIBILITY INFLUENCE ostracism of burdensome group members?**
Eric D. Wesselmann¹
¹Illinois State University

Recent research demonstrated individuals were willing to ostracize (ignore and exclude) a burdensome group member. I extended this research by manipulating information about the target confederate’s responsibility for being burdensome. Responsibility attributions did not reduce how much participants ostracized a burdensome confederate, but did influence their self-reported motives for ostracism.

**A283**
**INTERDEPENDENCE THEORY AND THE ACTOR-PARTNER INTERDEPENDENCE MODEL: WHERE THEORET AND METHOD CONVERGE**
Robert E. Wickham¹, C Raymond Knee¹
¹University of Houston

The association between interdependence theory (IT) and the actor-partner interdependence model (APIM) are discussed. Connections are drawn between central concepts in IT (i.e., source matrices, the outcome matrix and distribution, combination ratios) and statistical parameters estimated in the APIM.

**A284**
**HOW MUCH SHOULD I INVEST AND FOR HOW LONG? A REEXAMINATION OF THE SHORT-TERM VS. LONG-TERM DISTINCTION IN EVOLUTIONARY PSYCHOLOGY**
Brian M. Wilkie¹, Paul W. Eastwick¹
¹University of Texas-Austin

Participants rated their experience with relationships that varied in potential for investment (high vs. low) and time orientation (near vs. distant future), and they also rated their desire, commitment, bondedness, and satisfaction with partners in those relationships. Two dimensions contributed independently to participants’ relationship evaluation variables, suggesting their orthogonality.

**A285**
**THE EXPERIENCE OF GIVING AND RECEIVING COMPASSIONATE LOVE DURING TIMES OF DISTRESS**
Lauren A. Winczewski¹, Jeffrey Bowen¹, Cynthia Khan¹, Molly Metz¹, Collins L. Collins¹
¹University of California, Santa Barbara

Studies suggest that compassionate love for a romantic partner is associated with self-reported prosocial tendencies. The present study investigated prosocial behaviors among romantic partners when participating in a stressful laboratory experiment. As predicted, participants with partners high in compassionate love perceived greater responsiveness and support following the stress task.

**A286**
**SOCIAL PRESSURE SPOILS THE FUN: HIGHER SOCIAL NORMS PREDICT LOWER ACTIVITY ENJOYMENT, PARTICULARLY WHEN MOTIVATION IS LOW**
Molly P. Wolosky¹, Gertraud Stadler¹, Niall Bolger¹
¹Columbia University

The link between self-regulation and social regulation in a sample of 74 young adults with low motivation was investigated. Those who felt greater social pressure reported lower activity enjoyment. The relationship was moderated by self-efficacy; social pressure was especially detrimental for participants with low self-efficacy.

**A287**
**SEX ON HIS MIND: RECENT SEXUAL BEHAVIORS MODERATE MEN’S (BUT NOT WOMEN’S) CORTISOL RESPONSES TO A PASSIONATE LOVE PRIME**
Brittany L. Wright¹, Timothy J. Loving¹
¹The University of Texas at Austin

The present study reveals that men who engage in more (vs. less) sexual behaviors with their romantic partners experience increased cortisol when they reflect on their romantic relationships. These higher cortisol levels are likely indicative of greater general arousal, suggesting frequent sexual behaviors stimulate excitement towards the relationship for men.

**A288**
**FULFILLING THE NEED TO BELONG: DEPRESSIVE SYMPTOMS PREDICT HIGHER RELATIONSHIP QUALITY AFTER SOCIAL FEEDBACK**
Karen Wu¹, Ellen Greenberger¹, Chuansheng Chen¹
¹University of California, Irvine

Individuals differ in the support they require from intimate partners. Undergraduates were randomly assigned to receive either verifying or disconfirming feedback on their social traits and personal attributes. Depressive symptoms predicted higher self-reported relationship quality in response to feedback on social traits than to feedback on personal traits.
A289
CAN CHANGE IN ADULT ATTACHMENT BE MEASURED RELIABLY? COMPARING TWO MEASURES USING GENERALIZABILITY THEORY
Joy H. Xu1, Patrick E. Shout1
1University of Virginia
We examined whether implicit and explicit measures of adult attachment were reliably correlated over time. We found that the State Adult Attachment Measure and the Experiences in Close Relationships scale could capture change in attachment over time. We found the SAAAM to be more reliable and efficient measure when the goal is to assess attachment change.

A290
A MATCH MADE IN SELF-HELP HEAVEN? SELF-ESTEEM, SOCIAL MOTIVATIONS, AND THEIR CONGRUENCE WITH DATING SELF-HELP STRATEGIES
Alexa R. Yakubovich1, Kelley J. Robinson1, Jessica J. Cameron1
1University of Victoria
We investigated whether implicit relationship beliefs vary based on self-esteem. We assessed participants’ self-esteem, dating experiences and beliefs, and responses to dating self-help messages. In line with their differing motivations, lower self-esteem individuals favored avoidance-oriented messages more than higher self-esteem individuals. Implications for self-help authors and consumers are discussed.

A291
INDIVIDUALISTS PERCEIVE GREATER SELF-OTHER OVERLAP IN INTIMATE RELATIONSHIP THAN COLLECTIVISTS
Junko Yamada1, Mie Kito2, Masaki Yuki1
1Hokkaido University; 2JSPS, Hokkaido University
Do individualistic or collectivistic cultures foster greater perceived self-other overlap in intimate relationships? We found that Canadians reported greater overlap than those from Japan. We discuss cultural differences in self-other overlap.

A292
PREDICTIVE ABILITIES OF SELF-SILENCING, SELF-CONCEALMENT, AND SELF-SPLITTING ON HAPPIENESS
Ashley Yttredahl1, Melikşah Demir1, Daniel Weidler1
1University of Minnesota
This study investigated the predictive ability of self-silencing, self-concealment, and self-splitting on happiness. Results suggest that higher levels of these three self-variables, self-concealment and self-splitting in particular, significantly predict lower levels of overall happiness.

A293
THE FUNCTION OF GRATITUDE IN COLLEGE STUDENTS’ FRIENDSHIPS
Tricia J. Yurak1, Sterling E. Cordy1
1Rowan University
Forty-five students reported about stressful situations, a time when a friend did something nice for them, their feelings of gratitude, and their friendship quality. The combination of variables was significantly related to gratitude. Bivariate correlations were significantly positive, however, only the partial correlation between friendship function and gratitude was significant.

A294
FORGIVENESS EMPOWERS VICTIMS AFTER CONFLICT
Xue Zheng1, Ryan Fehr2, Kenneth Tai4, Jayanth Narayanan4, Michele Gelfand1
1Erasmus University; 2University of Washington, Seattle; 3University of Maryland, College Park; 4National University of Singapore
In the wake of conflict, victims frequently report a sense of disempowerment. Philosophical and lay notions suggest that victims can re-empower themselves by withholding forgiveness or even by aggressing against offenders. Seven experiments provide empirical support for the opposite hypothesis – that post-conflict empowerment is best achieved by forgiving one’s offenders.

A295
CHOOSING A JUICE: DEMAND AND CHOICE OPTIONS IN THE HOT SAUCE PARADIGM
Susanne Beier1, Mandy Hütt1, Florian Kutzner1
1University of Heidelberg
In two studies with the Hot Sauce Paradigm, a commonly used aggression research paradigm, we demonstrated a validity impairment due to providing cues in the instructions and a validity improvement by providing non-aggressive choice options to the participants.

A296
GENDER DIFFERENCES IN AGGRESSION ACROSS FACE, DIGNITY, AND HONOR CULTURES
Anna Bogner1, Sara Prot1, Edward L. Swing1
1Iowa State University
In order to expand the research on gender and aggression across cultures, the current study explored gender differences of 2202 men and women in face, dignity, and honor cultures. Men reported significantly higher levels of aggression in all three cultures.

A297
GENDER DIFFERENCES IN AGGRESSION IN FACE, DIGNITY, AND HONOR CULTURES
Bogner Anna1, Prot Sara1, Edward L. Swing1
1Iowa State University
In order to expand the research on gender and aggression across cultures, the current study explored gender differences of 2202 men and women in face, dignity, and honor cultures. Culture did not moderate the effects of gender on aggression. Men reported significantly higher levels of aggression in all three cultures.

A298
WHEN HURTING IS PLEASURABLE: BEHAVIORAL EVIDENCE FOR EVERYDAY SADISM
Erin E. Buckels1, Paulhus L. Delroy1
1University of British Columbia
This study introduces “everyday sadism” as a unique dark personality. When aggression was easy, sadism, psychopathy, narcissism, and low empathy predicted white-noise aggression. However, only sadists worked to hurt innocents. Sadism independently predicted aggression when controlling for the Dark Triad. Results support incorporating sadism into the Dark Tetrad of personality.

A299
SOCIAL STATUS MODERATES THE ASSOCIATION BETWEEN FACIAL STRUCTURE AND AGGRESSION
Justin M. Carré1, Stefan MM. Goetz2, Robert M. Miller2, Elianna Lozoya2
1Wayne State University
Recently, a number of studies have emerged indicating that variability in facial structure predicts evolutionarily important behaviors including cooperation, cheating and aggression. We examined the extent to which subjective social status would moderate the association between facial structure and aggressive behavior.

A300
THE IMPACT OF COLLEGE MEN’S INTERPERSONAL PROBLEMS ON PHYSICAL, PSYCHOLOGICAL, AND SEXUAL PARTNER VIOLENCE PERPETRATION
Kristiana J. Dixon1, Katie M. Edwards1
1University of New Hampshire
The present study examined the association between interpersonal problems and intimate partner violence (IPV) perpetration among college men. Findings suggest that the same interpersonal problems (i.e., domineering, vindictive, and intrusive) are correlated with...
physical, psychological, and sexual IPV. However, intrusiveness appears to be the best predictor of IPV perpetration.

**A301**
**AGGRESSIVE MOTION SENSING GAMING PRIMES AGGRESSIVE THINKING**
Erin C. Dupuis¹, Kendall J. Eskin², Alexander Watters¹
¹Loyola University New Orleans
This research examined embodiment of aggressive acts and facilitation of aggressive thinking. Participants played a motion sensing aggressive game (embodied condition), a motion sensing non-aggressive game (embodied control condition), or a regular controller non-aggressive game (control condition). The hypothesis, aggressive-specific movements would increase access to aggressive thoughts, was supported.

**A302**
**THE ROLE OF MISATRIBUTION IN THE EFFECTS OF VIOLENT VIDEO GAMES ON AGGRESSIVE BEHAVIOR**
Christopher R. Engelhardt¹, John S. Saults¹, Bruce D. Bartholow¹
¹University of Missouri
Traditional priming models posit that violent media exposure increases aggression via heightened accessibility of aggressive thoughts. Here, continued exposure to violent game content following short-term violent game play caused reduced aggression relative to a control condition. Findings support a misattribution account of violent video game effects on aggression.

**A303**
**TOXIC TEAMMATES: THE EFFECTS OF DARK TRAITS ON PERCEPTIONS OF WORKGROUP OSTRACISM AND DEVIANT BEHAVIOUR**
John Fiset¹, Emanuela Chemolli², Joseph Carpini¹
¹Concordia University, John Molson School Business; ²Suffolk University, Sawyer Business School
Results of a cross-sectional survey study of business students (n = 215) highlights the role of personality, specifically psychopathy, in the ability for individuals to make sense of ostracizing experiences. Additionally, this study emphasizes the potentially toxic effects of ostracized members on production deviance and personal aggression in teams.

**A304**
**NORMATIVE INFLUENCES ON DEVIANT WORKPLACE BEHAVIORS**
Anabel Fonseca¹, Markus Brauer²
¹Universite Blaise Pascal Clermont-Ferrand; ²University of Wisconsin-Madison
Deviant workplace behaviors cause businesses lose money. In a study conducted with employees, we show that the effect of the relationship with one’s manager on deviant workplace behaviors is mediated by perceived procedural fairness. We suggest too that these behaviors may be reduced by modifying the normative structure of attitudes.

**A305**
**IT’S NOT JUST FOR KIDS: A PROFILE OF CYBERBULLYING BEHAVIOR IN A COLLEGE SAMPLE**
Zebbedia G. Gibb¹, Paul Devereux¹
¹University of Nevada, Reno
Over half of respondents to an online survey about cyberbullying reported engaging in, or being a victim of, cyberbullying during college, and reported higher levels of support for statements indicative of two subclinical personality traits. Profiles of perpetrators and victims and implications for cyberbullying at the college level are discussed.

**A306**
**THE PROSOCIAL AND AGGRESSIVE DRIVING INVENTORY (PADI): DEVELOPING A SELF-REPORT MEASURE OF SAFE AND UNSAFE DRIVING BEHAVIORS**
Paul B. Harris¹, John M. Houston¹, Jose V. Perez², Jannan A. Smithere¹, Daniel A. Sachau³, Amanda Harms³
¹Rollins College; ²University of Central Florida; ³Minnesota State University, Mankato
Survey data supported the reliability and validity of the Prosocial and Aggressive Driving Inventory (PADI). Prosocial drivers tended to be female, older, agreeable, conscientious, open, neurotic, and less easily bored and hostile. Aggressive drivers tended to be female, competitive, sensation seeking, hostile, extraverted, and less conscientious, agreeable, and open.

**A307**
**CRIMINAL COGNITIONS: ARE WE ASSESSING ATTITUDES TOWARDS CRIME?**
Chantal A. Hermann¹, Kevin L. Nunes¹
¹Carleton University
In forensic psychology, a wide variety of cognitive constructs are referred to as attitudes. Using exploratory factor analysis, we examined the extent to which a popular measure of criminal cognition (MCAA) assesses attitudes towards crime. Our findings suggest only some items of the MCAA are actually measuring attitudes towards crime.

**A308**
**THE HIDDEN IMPLICATIONS OF RADICAL GROUP RHETORIC: INTEGRATIVE COMPLEXITY AND TERRORISM**
Shannon C. Houck¹, Laura J. Gornick¹, Lucian G. Conway III¹
¹The University of Montana
Two terrorist groups were compared to ideologically-similar non-terrorist groups on integrative complexity, dialectical complexity, and elaborative complexity. Results suggested: (1) Terrorist group rhetoric was simpler than comparison groups, and (2) violent acts were preceded by a pattern of complex thinking associated with defensive thinking (higher elaborative and lower dialectical complexity).

**A309**
**PASSIONATELY OBSESSED: LOVE STYLES AND THE LIKELIHOOD TO STALK A ROMANTIC PARTNER AFTER A REJECTION**
Amanda Howell¹, Lawrence Perko¹, H. Colleen Sinclair¹
¹Mississippi State University
We applied the I3 model to examine the link between love styles and stalking. In study one’s survey, we found that eros inhibited aggression, especially when mania is low. Study two added an experimental rejection manipulation. Eros inhibited aggressive responses to rejection, but not when mania was present.

**A310**
**DISENGAGING FROM MORAL DISENGAGEMENT: SCANT EVIDENCE FOR A POPULAR THEORY**
Lydia E. Jackson¹, Daniel C. Batson², Lowell A. Gaertner²
¹Allegheny College; ²University of Tennessee
The oft-ignored assumption that moral disengagement (Bandura, 1999) precedes immoral behavior was tested across four studies. Though participants violated their standards, results were largely inconsistent with predictions of disengagement theory and suggest that alternative mechanisms are at work in the execution of (relatively benign) moral violations.
A311
TRAIT ANXIETY MODERATES THE EFFECT OF COMPETITION OUTCOME ON TESTOSTERONE REACTIVITY
Stephanie E. Loomis1, Samantha Cain1, Jocelyn Campbell1, Elianna Lozoya1, Stephan M.M. Goetz2, Keith M. Welker1, Justin M. Carré1
1Wayne State University
The current research found that anxiety moderates the effect of competitive outcome on testosterone reactivity. Specifically, in men, differences in T reactivity were found only within participants that had low trait anxiety. Also, trait anxiety moderated the mediating effects of T reactivity on the relationship between competitive outcome and aggression.

A312
PROTECTIVE AND RISK FACTORS FOR AGGRESSION AMONG THOSE WITH REJECTION SENSITIVITY
Rosemary O. Nelson-Gray1, Stephanie Skinnerρ
1University of North Carolina at Greensboro
The study examined whether self-regulation and impulsivity influences aggression among those with rejection sensitivity. The interaction between rejection sensitivity and self-regulation lowered aggression, suggesting that self-regulation is a protective factor against aggression. The interaction between rejection sensitivity and impulsivity increased aggression, suggesting that impulsivity is a risk factor for aggression.

A313
TESTING ASSUMPTIONS ABOUT CYBERBULLYING: PERCEIVED DISTRESS ASSOCIATED WITH ACTS OF CONVENTIONAL AND CYBER BULLYING
Matt L. Newman1, Sheri A. Bauman2
1Arizona State University; 2University of Arizona
Experts have speculated that cyberbullying is more harmful than conventional bullying, but this has not been tested. This study examined distress associated with bullying delivered via cyber or conventional means. Findings suggest that the distress of being bullied depends on its context and severity, rather than its method of delivery.

A314
THE EFFECTS OF VALUE DISSIMILARITY AND INGROUP IDENTIFICATION ON VICARIOUS RETRIBUTION
Brittany Nielsen1, William C. Pedersen2, Stephanie Arriago1, Denise Barragan1, Emily Jamison1, Stefanie Northover2, Emma Vaughn3
1California State University, Long Beach
The current study is the first to examine the buffering effect of value dissimilarity on the relationship between ingroup identification and vicarious retribution. Results showed that higher levels of ingroup identification led to more vicarious retribution when value dissimilarity was high, but produced less vicarious retribution when dissimilarity was low.

A315
THINKING CLEARLY ABOUT VIOLENT COGNITIONS: EXPLORATORY FACTOR ANALYSIS OF SCALES DESIGNED TO MEASURE ATTITUDES TOWARDS VIOLENCE
Kevin L. Nunes1, Chantal A. Hermann2
1Wayne State University
We examined whether existing self-report measures designed to assess attitudes towards violence actually do assess evaluation of violence. Participants were 765 undergraduate male and female students. Our results suggest that these measures assess something other than evaluation of violence and that evaluation of violence is independently associated with violent behavior.

A316
SALIENCE OF INTERPERSONAL IMPACT LIMITS THE NEGATIVE EFFECT OF COGNITIVE DEPLETION ON SOCIALLY DESIRABLE BEHAVIORS
Marko Pitesa1, Stefan Thau2, Madan M. Pillutla2
1Grenoble Ecole de Management; 2London Business School
Cognitive control is primarily required to enact socially desirable behavior in situations in which the impact of one’s actions on another person is not salient. When the impact on another person is salient, moral intuitions motivate socially desirable responses and cognitive depletion does not lead to less socially desirable behavior.

A317
PRACTICING WHAT YOU PREACH: SELF-CONTROL MEDIATES THE ASSOCIATION BETWEEN RELIGIOSITY AND DECREASED AGGRESSION
Richard S. Pond, Jr.1, C. Nathan DeWall1, Michael E. McCullough2, Peggy S. Kellerρ
1University of Kentucky; 2University of Miami
Religion is a global phenomenon associated with promoting peace and altruism. The current work examined whether religious commitment was negatively related to aggression. Across three methodologically diverse studies, religious commitment consistently predicted less aggression. Moreover, trait and daily reports of self-control significantly mediated the associations between religious commitment and aggression.

A318
EXPOSURE TO NEWS ABOUT TERRORISM AND AGGRESSIVE ATTITUDES
Sara Prot1, Muniba Saleem2, Stephani L. Anderson2
1Iowa State University; 2University of Michigan-Dearborn
Associations between exposure to terrorism-related news and aggressive attitudes were explored in a survey study with a sample of 400 students. News exposure predicted more positive attitudes towards harsh interrogation tactics and an also had an indirect effect on support for aggressive actions towards Arabs via general attitudes towards violence.

A319
PARTNERS IN CRIME: THE MORALITY OF IN-GROUP LOYALTY AND COLLABORATIVE CHEATING
Caroline J. Pulfrey1, Fabrizio Butera1
1University of Lausanne, Switzerland
This research investigates how adherence to moral values of benevolence, promoting ingroup loyalty, predicts collaborative cheating in competitive contexts. Four studies, carried out with college students, revealed that specifically in normative contexts promoting competition and an outcome-orientation benevolence value adherence predicted positive attitudes towards collaborative cheating among friends.

A320
ANGER IN RESPONSE TO SOCIAL EXCLUSION IS INFLUENCED BY VARIATION IN THE MONOAINE OXIDASE A GENE
Ian D. Roberts1, Sara DeMaria1, Baldwin M. Way2
1The Ohio State University
In this study, genetic variation in the monoamine oxidase A gene (MAOA-uVNTR) was associated with increased anger reactivity in response to social exclusion during a game of Cyberball. This finding suggests that low expressing variants of this polymorphism increase aggression via greater emotional reactivity to social rejection.

A321
THE PREDICTION OF AGGRESSION BASED ON THE INTERACTION BETWEEN AN EGO THREAT AND FRAGILE HIGH SELF-ESTEEM
Stephanie Skinner2, Rosemary Nelson-Gray1
1University of North Carolina at Greensboro
The study examined whether high explicit and low implicit self-esteem predicted aggression, using an ego-threat. Multiple regression showed that high explicit self-esteem predicted aggression. The interaction
between explicit self-esteem, implicit self-esteem, and ego threat failed to predict aggression. Further research is needed to clarify how self-esteem influences aggression.

**A322**

**THE INFLUENCE OF PEER VICTIMIZATION AND CO-RUMINATION ON INTERNALIZING PROBLEMS**

Samantha K. Steere1, Maria E. Guarneri-White1, Jordan T. Irvin1, Lauri A. Jensen-Campbell1

1University of Texas at Arlington

The present study is concerned with the mental and physical health outcomes associated with peer victimization and co-rumination in an adolescent sample. Victimization was significantly related to depression at mean and high levels of co-rumination, indicating that victimized children that over-discuss negative events are at greater risk for internalizing problems.

**A323**

**TRANSPORTATION INTO A VIDEO GAME WORLD INCREASES AGGRESSIVE BEHAVIORS**

Paul Stermer1

1Oklahoma State University

This study examined the effects of transportation and presence of blood on aggressive behaviors. Transportation increased aggressive behaviors, but only when blood was present in the game. This study offers investigation of the impact of transportation and emphasizes the importance of transportation within video game research.

**A324**

**FACIAL WIDTH-TO-HEIGHT RATIO AS ‘MASCULINITY’: WIDER FACED MEN ARE MORE EXPLOITATIVE INTERPERSONALLY, PHYSICALLY MORE ROBUST, BUT MORE SELF-SACRIFICING IN COMPETITIVE GROUPS**

Michael Stirrat1, David I. Perrett1

1University of St. Andrews

We tested the relationship between the economic behavior of men in groups and their facial width-to-height ratio. We shall discuss the results in the context of current work on face perception and ‘masculine’ stereotyping as well as recently published results showing that wider faced men appear to be less likely to die from contact violence.

**A325**

**MORAL DISENGAGEMENT AS A MEDIATOR OF SOCIAL DOMINANCE ORIENTATION AND RIGHT WING AUTHORITARIANISM IN PREJUDICE AND AGGRESSION**

Marnie L. Sutton1,2, Debra M. McCallum1,2

1University of Alabama; 2Institute for Social Science Research

Two-hundred seven students were surveyed. SDO and RWA predicted prejudice, but MD wasn’t a mediator. SDO predicted aggression; RWA didn’t. The relation between SDO and aggression was mediated by MD. Aggression against those who threaten resources may be perceived as justified by the perpetrators as somehow deserved by the victims.

**A326**

**DEMON OR ANGEL? HOW BELIEF IN PURE EVIL AND BELIEF IN PURE GOOD AFFECT EVALUATIONS OF PERPETRATORS AND DO-GOODERS**

Russell J. Webster1, Donald A. Saucier2

1Gustavus Adolphus College; 2Kansas State University

We demonstrated that beliefs in pure evil (BPE) and pure good (BPG) influenced perceptions of others’ harmful and helpful actions. Specifically, people higher in BPE more severely punished criminals whether or not they displayed “purely evil” traits, while people higher in BPG only favored do-gooders who displayed “purely good” traits.

**A327**

**THE PERILS OF AN EXPANSIVE POSTURE: THE EFFECT OF EVERYDAY, INCIDENTAL POSTURE ON STEALING, CHEATING AND PARKING VIOLATIONS**

Andy J. Yap1, Abbie S. Wazlawik2, Brian J. Lucas2, Amy J. C. Cuddy2, Dana R. Camery4

1Columbia University; 2Northwestern University; 2Harvard University; 4University of California, Berkeley

Can posture lead to unethical behavior? This research proposes that the expansiveness of one’s posture, which is incidentally shaped by the constraints of one’s environments, can lead to corrupt acts. Specifically, three studies conducted in the lab and field found that expansive postures lead to stealing, cheating and parking violations.

**A328**

**THE HOW AND WHEN OF ATTENTIONAL BIAS OF AGGRESSORS: EVIDENCES FROM CHINESE OFFENDERS**

Feng Yu1, Yongyu Gao2, Tingting Han1, Kaiping Peng1,2, Yang Bai2

1Tsinghua University; 2University of California, Berkeley; 2central china normal university; 2Beijing Normal University

This study tried to verify that aggressors’ interpretation appeared prior to attention. Three experiments using dot-probe, cue-target and emotional Stroop task showed that, although violent offenders may prefer to aggressive cues, at the very early stage of information processing, they tend to prefer nonaggressive cues according to their hostile interpretation.

**Social Support**

**A329**

**WHY PEOPLE SEEK SUPPORT FROM BAD SUPPORTERS: SUBJECTIVE WELL-BEING AFFECTS SUPPORTER SELECTION DECISIONS**

Benjamin F. Armstrong III1, Lara K. Kammrath1

1Wake Forest University

Researchers have yet to systematically study how people make choices about who to seek for support among their many potential supporters. We wanted to know whether there are people who consistently seek low-quality supporters. The results of our longitudinal study indicate that people low in subjective well-being do exactly this.

**A330**

**THE EFFECTS OF FACEBOOK IMAGES ON STRESS AFTER A NATURAL DISASTER**

Joan M. Barth1, Yang “Lydia” Yang1, Nicole Mucanell1, Rosanna E. Guadagno2, Melissa Goodwin1

1University of Alabama; 2National Science Foundation

How are images posted on Facebook related to undergraduates’ stress levels after a natural disaster? Students’ were “friended” and images were recorded from their Facebook pages after a tornado that struck their town. Measures of stress after the tornado were collected. Participants who posted images reported higher stress levels.

**A331**

**CAN FAMILIAL BONDS PROTECT YOU AGAINST THE REPERCUSSIONS OF OSTRACISM?**

Ashley F. Begley1,2, Joan R. Poulsen2, Anna F. Carmon2

1Columbia University; 2Northwestern University; 3Harvard University; 4University of California, Berkeley

Previous research provides merit for investigating the relationship between exclusion and people’s first existing social bond, family. This study investigated interactions between family contact, family exclusion, depression and optimism, suggesting that family support is a good marker of mental well-being until that bond is harmed, via familiar exclusion.
A332
SHARING THE PAST WITH A PARTNER: THE ROLE OF SOCIAL SUPPORT FOR AUTOBIOGRAPHICAL NARRATIVES
Kimberly S. Bowen1, Monisha Pasupathi1, Kate McLean2, Katherine Steinquist3
1University of Utah; 2Western Washington University
This study examined couples’ social support while sharing autobiographical narratives, because support is often studied only in current stressful or support-seeking contexts. Support’s functions for the past differed at times from traditional support functions, but were important predictors of relationship (e.g. satisfaction) and support (e.g. responsiveness) variables.

A333
STRESS AND COPING STRATEGIES FOR KOREAN WILD GEESE FATHERS
Mahl Geum C. Choi1, Soohyun Lee2
1University of Minnesota at Twin Cities; 2Yonsei University
This study employed in-depth interviews with 17 Korean “Wild geese fathers” who lived apart from their families for children’s better education. The difficulties they experienced while they lived apart and various strategies they adopted to cope with such stresses were explored through qualitative analysis.

A334
TRAJ PECIEVED CHOICE MODERATES THE EFFECT OF SOCIAL SUPPORT ON AFFECTIVE REACTIVITY TO AN ACUTE LABORATORY STRESSOR
Jeffrey P. Craw1, Niall Bolger1
1Columbia University
This study investigated the interaction of perceived choice with support receipt to predict adjustment to a lab stressor. Participants (N=148) were randomly assigned to receive autonomy, controlling, or no support as they prepared for an impromptu speech. Results show perceived choice moderated the effect of support receipt on positive affect.

A335
SURVIVING THE TRANSITION TO COLLEGE: BOTH CHRONIC AND TIME-LIMITED SOCIAL SUPPORT PROMOTE POSITIVE MENTAL HEALTH
Julia L. Goldmark1, Joy H. Xu2, Kenzie A. Snyder1, M. Joy McClure1, Patrick E. Shrout2
1Columbia University; 2New York University
We examined the effects of social support on mental health during the college transition, in monthly assessments (July-December), seeking to differentiate between inter- and intra-individual effects. Higher levels of support improved outcomes both between- and within-persons. The intra-individual effects highlight the opportunity to improve the transition via positive social experiences.

A336
SUPPORTIVE INTERACTIONS BETWEEN CLOSE OTHERS: PHYSIOLOGICAL AND SELF-REPORTED REACTIONS TO SUPPORT RECEIPT VARY BY CONTEXT
Jessica Goren1, Christopher T. Burke1
1Lehigh University
The present work examines how the self-relevance of a stressor shapes physiological reactions to support receipt. Research indicates that individuals react more negatively to support receipt in self-relevant vs. peripheral domains. We found partial support for this hypothesis in physiological measures. However, self-report measures presented a different pattern.

A337
WILL ANY PORT DO IN A STORM? THE DIFFERING EFFECTS OF LONELINESS AND NEGATIVE SUPPORT
Maria E. Guarneri-White1, Brandy M. Bundy1, Lauri A. Jensen-Campbell1
1University of Texas at Arlington
The current study examined the impact of loneliness and negative support on depression in adolescents. While the former was not a unique contributor to depressive symptoms, negative support from parents did predict depression. This suggests adverse social support may be more damaging to mental health than no support at all.

A338
THE IMPACT OF SOCIAL CONSTRAINTS ON ADJUSTMENT FOLLOWING THE DISSOLUTION OF A ROMANTIC RELATIONSHIP
Abby B. Harvey1, Andrew Karpinski2
1University of California, Irvine; 2University of Kansas
I investigated the impact of social constraints on the emotional recovery and adjustment of participants (N=174) who recently experienced a romantic breakup. Results indicated that social constraints were associated with greater distress. Furthermore, avoidance partially mediated the relation between social constraints and psychological distress as levels of social support decreased.

A339
DO TEXT MESSAGES HELP OR HINDER STRESS REACTIVITY?
Emily D. Hooker1, Sarah D. Pressman2
1University of California, Irvine; 2University of Kansas
To determine the effects of receiving text messages on physiological stress responses, male partners sent either 1) supportive messages, 2) neutral messages, or 3) no messages before his female partner completed a stress task. Females who received neutral messages showed lower SBP than the No Text and Support groups.

A340
SOCIAL SUPPORT BENEFITS DURING THREAT: AN INVESTIGATION OF PREPARED SAFETY STIMULI
Erica A. Hornstein1, Naomi I. Eisenberger2
1University of California, Los Angeles
Can people form fear associations with their social support figures? Research focuses on whether social support reminders interfere with fear learning such that individuals less easily associate fear with close others. Findings indicate that social support figures act as prepared safety stimuli—naturally signaling safety and inhibiting fear learning processes.

A341
EFFECTS OF SOCIAL SUPPORT VISIBILITY ON CARDIOVASCULAR AND EMOTIONAL RESPONSES TO STRESS
Julie A. Kirsch1, Barbara J. Lehman2
1Western Washington University
Visible (acknowledged) social support can exacerbate laboratory stress responses. The cost of visible support may be related to negative social evaluation. Negative emotional and cardiovascular responses were measured as participants anticipated a speech task, with visible or invisible support. Unconfounded social support conditions attenuated cardiovascular responses, regardless of support visibility.

A342
THE SOCIAL BASIS OF INDIVIDUAL STRIVING: CROSS-CULTURAL AND EXPERIMENTAL EVIDENCE
David S. Lee1, Oscar Ybarra2, Richard Gonzalez1, Phoebe C. Ellsworth1
1University of Michigan
People’s effectiveness in life depends on the pursuit of two distinct values: distinguishing the self from others by fulfilling personal goals and being a good group member by fulfilling social obligations. The present studies—investigating the relationships between these seemingly opposing values—demonstrate that individual striving has a social basis.
**A343**

**DO ASIAN AMERICANS ALWAYS SEEK LESS SUPPORT FROM INTIMATE PARTNERS THAN ANGLOS? RESULTS FROM A DAILY DIARY STUDY**

Chen Li¹, Patrick E. Shrout¹, Niall Bolger²

¹New York University; ²Columbia University

We examined cultural differences in daily support seeking from intimate partners across four classes of stressors in a five-week diary study. In comparison with Anglos, Asians sought less support. For practical support the difference was larger on days with interpersonal tensions, but smaller on days with demands and health problems.

**A344**

**EMPTY NEST BUT NOT EMPTY HEART: GIVING EMOTIONAL SUPPORT TO ADULT CHILDREN LOWERS MORTALITY RISK IN OLDER ADULTS**

Mary Y. Liu¹, Sara Konrath¹, Andrea Fuhrer-Forbis ¹

¹University of Michigan; ²University of Rochester Medical Center

We examined whether giving and receiving emotional support to children, parents, siblings, other relatives, and friends was associated with mortality risk among older adults. Findings suggest that giving support to adult children lowers mortality risk 17 years later, even after controlling for other support transactions, demographic, health, and risk factors.

**A345**

**THE PSYCHOLOGICAL IMPACT OF SUPPORT INTERACTIONS AS A FUNCTION OF RELATIONSHIP TYPE**

Molly A. Metz²

²University of California, Santa Barbara

The present study used diary methods to analyze daily support interactions as a function of event type and relationship type. Preliminary results indicate that although support-seeking patterns do not appear to shift with event type, the relative influence of positive and negative interactions on well-being does vary with relationship type.

**A346**

**SWEAT YOUR WAY TO BETTER HEALTH: SOCIAL INFLUENCES ON REGULAR EXERCISE**

Lindsay C. Morton¹, Rebekah L. Layton¹, Teresa Faulkner¹, Annamarie Rivieccio¹, Mark Muraven¹

¹University at Albany, State University of New York

A new measure of social support, as assessed through specific help and hindrance exchanges for exercise, was validated through exploratory factor analysis and confirmatory factor analysis. The relationships between exercise behavior, self-efficacy and self-regulation, and help and hindrance were examined in a third sample.

**A347**

**WAXING AND WANING OF SOCIAL SUPPORT FOLLOWING SPINAL CORD INJURY**

Danay C. Novoa², Christopher G. Davis²

²Carleton University

Following trauma, people reach out to help, but support tends not to last long. In a 3-wave longitudinal study, we demonstrate that declines in perceived support over the first year following a spinal injury is associated with declines in well-being. Those most well-adjusted tended to maintained high levels of support.

**A348**

**REACTIVITY TO SUPPORT RECEIPT DURING PREGNANCY AND POSTPARTUM**

Christine Perndorfer³, Christopher T. Burke¹

¹Lehigh University

In a daily diary study of 27 pregnant women, receiving pregnancy related support led to greater increases in evening distress than did receiving pregnancy-unrelated support. Level of depressive symptoms moderated this effect. More depressed women exhibited greater prenatal benefits of pregnancy-unrelated support, but greater postpartum costs of pregnancy related support.

**A349**

**DOES FREE CHOICE REMOVE THE BENEFITS OF A POSITIVE WORKING MODEL OF OTHERS? AN EVALUATION OF THE EFFECT OF ATTACHMENT STYLES ON COLLEGE STUDENT ATTRITION**

Aldo S. Torres Salinas¹, Harish Sujan², Mita Sujan², Manish Kacker²

¹Tecnológico de Monterrey; ²Tulane University; ³McMaster University

The seeking of social support alleviates attrition among university students. We find that under free choice, the university was chosen by the student not influencers, attachment styles do not affect the seeking of social support but in the absence of free choice a positive working model of others matters more.

**A350**

**LONG-TERM CONSEQUENCES OF SAFE HAVEN AND SECURE BASE SUPPORT PROVISION AMONG NEWLYWEDS: TWO SIDES OF THE SAME COIN OR TWO UNIQUE RELATIONSHIP FUNCTIONS?**

Meredith Van Vleet¹, Brooke C. Feeney¹

¹Carnegie Mellon University

Secure base and safe haven support are theorized to be important and distinct functions of relationships. However, no research has compared outcomes of these two support forms. Couples were followed over one year to identify outcomes and mechanisms underlying safe haven and secure base support provision. Implications will be discussed.

**A351**

**FROM THE CROWD TO THE COMPETITION: WHITE ATHLETES’ RESPONSE TO RACISM DIRECTED AT A TEAMMATE OF COLOR**

Colin A. Westcott², Kendrick T. Brown²

²University of Arizona; ³Macalester College

Few studies have investigated how observers of racism respond in sports settings. Racism perpetrator, sport type, and interracial contact were analyzed to understand how White athletes respond to racism directed at a teammate of color. Participants used direct responses to racism from opposing players and indirect responses with opposing fans.
B1
THE LIKELIHOOD OF PUBLICLY LABELING DISCRIMINATION: THE ROLE OF PERCEIVED COMMON FATE
Nina D. Acosta1, Donna M. Garcia1, Nyla R. Branscombe2
1California State University, San Bernardino; 2University of Kansas
We found that perceived “common fate” (mutually-experienced discrimination) influenced women’s labeling of discriminatory treatment in front of another woman. Women who received sexist test feedback attributed their experience more to discrimination than to ability in front of another woman (rather than privately) who had the same “sexist” (versus different) evaluator.

B2
WARM AND COMPETENT HASSAN = COLD AND INCOMPETENT ERIC: A HARSH EQUATION OF REAL-LIFE HIRING DISCRIMINATION
Jens Agerskrøm1, Fredrik Björklund2, Rickard Carlsson2, Dan-Olof Rooth3
1Linnaeus University; 2Lund University
In a field experiment, we sent out 5,636 job applications varying how Swedish (in-group) and Arab (out-group) applicants presented themselves in terms of warmth and competence. The results revealed substantial discrimination as Arabs need to appear warmer and more competent than Swedes to be invited to a job interview.

B3
MISSED CONNECTIONS: STEREOTYPE THREAT AND MIMICRY IN ACADEMIC AND PROFESSIONAL SOCIAL INTERACTIONS
Lauren J. Aguilar1, Geraldine Downey2, Robert Krauss2, Gregory M. Walton3
1Stanford University; 2Columbia University
In many settings, career advancement depends on both developing positive workplace relationships and job performance. Two studies examined the potential for stereotype threat to undermine both outcomes. Discussion addresses how stereotypes disturb subtle interpersonal processes between men and women in important professional settings and strategies to improve these interactions in the field.

B4
SEXIST RACISM AND RACIST SEXISM: HOW GROUP EXEMPLARS OBSCURE INTERSECTIONAL DISCRIMINATION
Jooree Ahn1, Kawita S. Reddy2, Phillip Atiba. Goff1
1University of California, Los Angeles
If Black identity is represented by Black men and female identity is represented by White women, then racism may be conceptualized as a Black man’s experience and sexism as a White woman’s experience. Findings from the present research support this hypothesis and suggest the marginalization of discrimination against Black women.

B5
THE IAT AS A MEASURE OF PERSONAL ATTITUDES OR CULTURAL ASSOCIATIONS: GENERALIZED IMPLICIT PREJUDICE
Nazar Akrami1, Robin Bergh1
1Uppsala University
Is the implicit association test a measure of personal or cultural associations? Examining this question in terms of generalized explicit and implicit prejudice, three studies suggest that contextual aspects matters more for the latter kind.

B6
WALKING IN THE SHOES OF ONE’S FUTURE SELF: FRAMING-BASED DECREASED PSYCHOLOGICAL DISTANCE FROM ‘ELDERLY’
Tyler J. Allen1, Eric Splan1, Charlotte Tate1, Avi Ben-Zeev1
1San Francisco State University
Young adults’ attempt to quell existential threat has been theorized to create psychological distancing from older adults. We provide evidence that framing ‘elderly’ as a future-self serves to reduce such psychological distancing, using a modified picture-word Stroop task (adapted from Bar-Anan, Liberman, Trope, & Algom, 2007).

B7
MODELING THE MAINTENANCE AND EFFECTS OF STEREOTYPES: IMPLICATIONS FOR STEM WOMEN
Mary Jean Amon1, Emily M. O’Bryan1, Rachel W. Kallen1
1University of Cincinnati
A model is proposed linking multiple theories of stereotyping, to explain the maintenance of stereotypes, its effects, and points of intervention for women in STEM (e.g. Steele, 1997; Eagly & Karau, 2002). Data addresses relationships between model components, and results of intervention efforts to improve leadership aspirations in STEM women.

B8
GETTING TO THE HEART OF THE MATTER: TWILIGHT PUTS SEXISM AT STAKE
Angela Andrade1
1Oklahoma State University
This research examines the consequences of reading immersive, sexist books. Participants read a section from a sexist text or a non-sexist text, and were then assessed for levels of sexism. Results revealed that women showed a significant increase in hostile sexism in comparison to women who read the non-sexist text.

B9
LESS RACIST THAN MYSELF
Angela C. Bell1, Melissa Burkley1
1Oklahoma State University
The present study examined how social comparisons influence judgments on racist behavior when the comparison other is constructed from an individual’s own self-report. Findings demonstrate a “Better Than Myself Effect” and provide insight into the judgment process that occurs when people are asked to estimate their own prejudices.

B10
PSYCHOLOGICAL ESSENTIALISM AND CONSENSUS ESTIMATION
Nobuko Asai1
1Kyoto-Bunkyo University; 2Nagoya University
The present study examined how social comparisons influence judgments on racist behavior when the comparison other is constructed from an individual’s own self-report. Findings demonstrate a “Better Than Myself Effect” and provide insight into the judgment process that occurs when people are asked to estimate their own prejudices.

B11
THE EFFECT OF GENDER STEREOTYPE ACTIVATION ON NEGOTIATION PERFORMANCE IN JAPAN
Akio Asakawa1, Takashi Oka1
1Nihon University
This study was the cross-cultural replication of the findings by Kray, Galinsky, & Thompson (2001). Results suggested that Japanese had the same gender stereotypes on negotiation as U.S. residents and that Japanese women experienced stereotype reactance in the same way as U.S. women.
B12
I THINK I CAN, BUT MAYBE I SHOULDN’T: SELF-EFFICACY AND THE CONFRONTATION OF RACIAL PREJUDICE
Leslie Ashburn-Nardo1, Gina A. Seaton1, Kathryn A. Morris2, Stephanie A. Goodwin3
1Indiana University - Purdue University Indianapolis; 2Butler University; 3Wright State University

In two experiments, participants who varied in confrontation self-efficacy (CSE) witnessed a racist remark and had an opportunity to confront the perpetrator. Findings suggest that although CSE can promote prejudice confrontation, it may also inhibit it through sensitivity to confrontation costs, particularly in situations involving outcome dependency with the perpetrator.

B13
POST-ENCODING FACTORS CAN ATTENUATE CROSS RACE BIASES IN FACE MEMORY
Jordan Axt1, Sophie Traylor1, Kimberly Quinn2
1University of Virginia; 2Depaul University

Current accounts of the Cross Race Effect (CRE) emphasize encoding factors; namely, expertise and motivation. The present work demonstrates that post-encoding factors also matter. Specifically, in two studies, participants exhibited the CRE only when making binary memory judgments, not when making graded, more continuous judgments.

B14
THREAT PERCEPTION AS JUSTIFICATION FOR PREJUDICE
Angela J. Bahns2
1Wellesley College

Two experiments tested the hypothesis that prejudice causes threat perception, by creating negative affective associations with unfamiliar groups. Conditioned prejudice increased perceived threat, except when information that the group is non-threatening was provided. Ambiguity about the group’s characteristics is necessary for threat to serve as justification of prejudice.

B15
CONFRONTING BIAS IN THE DOCTOR’S OFFICE: THE ROLE OF PROVIDER BIAS, STIGMA CONSCIOUSNESS, AND HEALTH AGENCY IN PREDICTING HOW HISPANIC PATIENTS ADDRESS DISCRIMINATION IN HEALTH CARE
Meghan G. Bean1, Jeff Stone1, Rebecca Covarrubias1
1University of Arizona

We examined Hispanics’ bias reduction strategy preferences when interacting with a low v. high bias doctor. Participants preferred to facilitate a positive interaction when bias was low but preferred to directly address high bias. Stigma consciousness predicted desire to address bias, whereas agency predicted desire to facilitate a positive interaction.

B16
ME BUT NOT US: PARADOXICAL EFFECTS OF SOCIAL CLASS ON INDIVIDUAL AND GROUP ENTITLEMENT AND TRUST
Courtney Beams2, Susan T. Fiske1, Miguel Moya2
1Princeton University; 2Universidad de Granada

In a series of studies, participants’ objective and manipulated socioeconomic status correlated positively with feelings of individual, but not group-level, entitlement. Paradoxically, all participants attributed more entitlement to lower-class people as a group and trusted them most. Protestant work ethic mediates individual but not group-level entitlement.

B17
ATTRIBUTIONS OF CONTROLLABILITY AND STABILITY PREDICT PREJUDICE TOWARDS THE LGB COMMUNITY
Adam J. Beavers1, Allison A. Vaughn1, Stacy A. Teeters1, William G. Stewart1
1San Diego State University

Attribution theory proposes that the controllability and stability of stigmatized characteristics are central variables determining reactions to stigmatized groups. An online survey explored prejudice towards lesbians, gay men and bisexuals (LGB). Analyses reveal that the controllability of sexual minority status was most predictive of prejudice towards LGB.

B18
THE COMPONENTS OF ANTI-MUSLIM PREJUDICE
Christopher L. Beck1, E. Ashby Plant1
1Florida State University

We explored the factors that predicted anti-Muslim prejudice and stereotyping. Non-Muslims who were high in right-wing authoritarianism and high in social dominance orientation reported more negative attitudes and stereotypes about Muslim people. After controlling for these effects, more religious and patriotic participants reported significantly less prejudice and stereotyping of Muslims.

B19
WHEN SEXUAL CONSENT IS AMBIGUOUS AND THE COUPLE IS INTERRACIAL: RACE MATTERS
Or’Shaundra Benson1, Midge Wilson1
1DePaul University

Using ambiguous sexual consent narratives, two studies were conducted to explore how a couple’s racial composition (White/Black vs. White/Asian dyads) and participant gender affect attributions of sexual consent. As predicted, clear gender differences emerged (both studies). However, only interracial couples consisting of White/Black dyads experienced differential perceptions of consent.

B20
MAKING MOUNTAINS OF MOLEHILLS: OPPORTUNITIES FOR JUSTIFICATION IN AN EMERGENCY INTERRACIAL HELPING SITUATION
Bernard L. Donte1, McManus L. Jessica1, Saucier A. Donald1
1Kansas State University

Discrimination occurs in helping situations. Participants (high/low racism) competed against confederates (White/Black vs. White/Asian dyads) and participant gender affect attributions of sexual minority status. Findings demonstrate that post-encoding factors also matter. Specifically, in two studies, participants exhibited the CRE only when making binary memory judgments, not when making graded, more continuous judgments.

B21
SUPPORT FOR COGNITIVE ABILITY TESTS REPRESENT SOCIAL DOMINANCE CONCERNS
Christopher M. Berry1, Anita Kim1
1Texas A&M University

In two samples, we found evidence that support for the use of cognitive ability tests (e.g., SAT) represents Social Dominance desires for hierarchical stratification. Moreover, arguments about the validity of tests mediate the relationship. When informed of the issues surrounding testing, the effect still held in a third adult sample.

B22
WOMEN’S IMPLICIT ASSOCIATIONS BETWEEN SCIENCE AND UNFEMININITY: IMPLICATIONS FOR EFFECTIVE ROLE MODELS
Diana E. Betz1, Kelsey M. Martin1, Denise Sekaquaptewa1
1University of Michigan

A single-category Implicit Association Test revealed that college women nonconsciously associated science with unfeminine appearance. The stronger this stereotype, the less interest and perceived science ability they reported. Exposure to stereotypic role models (feminine-looking women in humanities) exacerbated this relationship, but
counterstereotypic role models (feminine-looking women in science) reversed it.

B23
WHEN SUCCESS FAILS TO INSPIRE: PERFORMANCE FEEDBACK’S IMPACT ON SUBSEQUENT PERFORMANCE FOR WOMEN UNDER STEREOTYPE THREAT
Kathryn L. Boucher1, Robert J. Rydell1, Edward R. Hirt1, Samuel M. Harding1
1Indiana University
We examined how receiving performance feedback when under stereotype threat impacted women’s performance on a subsequent mathematical task. Women not under stereotype threat performed worst after receiving negative feedback, while women under stereotype threat performed worst after receiving positive feedback. These performance differences were seemingly due to self-handicapping.

B24
DECREASED RESPONSE TIME IN CATEGORIZING A WEAPON HELD BY AN AFRICAN-AMERICAN
Adam Brady1, Erin McReynolds1, Robert D. Mather1
1University of Central Oklahoma
Of the stereotypes associated with Blacks, applicable associations refer to traits such as aggressiveness, implications of danger and criminality. Participants took a weapon identification simulation to examine the effects of stereotypes when evaluating a weapons threat. Results demonstrate a significant difference in reaction times toward Blacks with weapons and Blacks without weapons.

B25
INCREASING PERCEIVED VARIABILITY REDUCES PREJUDICE AND DISCRIMINATION
Markus Brauer1,2, Abdelatif Er-Rafiy2
1University of Wisconsin-Madison; 2University of Poitiers, France; 3Clermont University, France
We showed that increased perceived variability of an out-group leads to less intense affect, i.e., to less positive affect toward a positively evaluated group and to less negative affect toward a negatively evaluated group. Affective intensity mediates the effect of increased perceived variability on the reduction of prejudice.

B26
FREETOCHOOSE, FREETODISLIKE: PERCEPTIONS OF HOMOSEXUALITY AS A CHOICE MEDIATE THE RELATIONSHIP BETWEEN BELIEF IN FREE WILL AND ATTITUDES TOWARD PEOPLE WHO IDENTIFY AS HOMOSEXUAL
Lauren E. Brewer1, Roy F. Baumeister2
1Florida State University
Belief in free will predicts many prosocial behaviors. However, holding this belief implies that actions are the result of choices. Across three studies, we tested the hypothesis that perception of homosexuality as a choice mediates the relationship between belief in free will and positive attitudes toward people who are homosexual.

B27
THE INVISIBLE MAN: SOCIAL GOALS MODERATE INATTENTIONAL BLINDNESS TO BLACKS
Jazmin L. Brown-Iannuzzi1, Kelly M. Hoffman2, B. Keith Payne1, Sophie Trawalter1
1University of North Carolina Chapel Hill; 2University of Virginia
Social goals determine whether Blacks go seen or unseen. Using an inattentional blindness paradigm we found that as social goals became more personal, participants failed to notice a Black man. When no social goal was primed, the Black man was more likely to be seen than the White man.

B28
HOW STEREOTYPE CONTENT MEDIATES THE RELATIONSHIP BETWEEN RWA, SDO, AND PREJUDICE TOWARD VARIOUS OUT-GROUPS
Thomas L. Budesheim1, Gary K. Leak1, Laura L. Finken1
1Creighton University
We examined how stereotype content (groups’ perceived warmth and competence) interacts with personality differences (RWA and SDO) to affect prejudice toward a variety of groups. Results showed significant differences in how stereotype content mediated the relationship between RWA and SDO and prejudice, depending on the nature of the target group.

B29
"JUST A PHASE": BISEXUALITY IS PERCEIVED AS LESS STABLE AND MORE CONTROLLABLE THAN OTHER SEXUAL ORIENTATIONS
Sara E. Burke2, Marianne LaFrance2
1Yale University
Straight participants perceived bisexual orientations, relative to heterosexual and homosexual orientations, as uniquely likely to be temporary and choice-based. These results provide some of the first comparative evidence that stereotypes which discount the identities of bisexual people represent a key distinction between anti-bisexual and anti-homosexual sentiments.

B30
CURB YOUR PREJUDICE: EFFECTS OF BIAS REDUCTION STRATEGIES ON INTERGROUP EVALUATIONS
Mason D. Burns1, Laura Ruth M. Parker1, Margo J. Monteith1
1Purdue University
Participants were trained in self-regulation learning or counterstereotyping and then evaluated an essay by a White or Black author. Results showed that self-regulation inflated positive evaluations regardless of author race, and counterstereotyping removed race bias from the evaluations. Implications for teaching people strategies for curbing prejudice are discussed.

B31
THE DOUBLE-EDGED NATURE OF ANTIGAY PREJUDICE
CONFRONTATION: CONFRONTING ANTIGAY PREJUDICE IS EFFECTIVE BUT COMES AT A COST
Jonathan Cadieux1, Alison L. Chasteen1
1University of Toronto
We found that confronting antigay bias is double-edged. Whereas confrontation increased awareness that prejudice occurred, and this awareness mediated the relation between confrontation viewing and participants’ own intention to confront, confronters are perceived as more gay (a stigmatized identity), even if declared heterosexual. This could be a deterrent for confrontation.

B32
A VALUES-AFFIRMATION INTERVENTION REDUCES BODY MASS IN AFRICAN AMERICAN MEN
Nicholas P. Camp1,2, Dingyun Chan2, Jonathan E. Cook2, Valerie Purdie-Vaughns1, Geoffrey L. Cohen1
1Stanford University; 2Columbia University
African American undergraduates were randomly assigned to values-affirmation or control conditions and their waist-to-height ratio (WHtR) was compared across conditions and to control White students 8-months later. No differences in WHtR emerged for women by race or condition, but the intervention eliminated a significant racial gap in WHtR for men.
THE AMERICAN DREAM: THE EFFECT OF MERITOCRACY BELIEFS ON FUTURE EXPECTATIONS OF PREJUDICE
Sarah Carper¹, Catherine E. Seta¹
¹Wake Forest University

We examined the effects of endorsing or rejecting meritocracy beliefs on women's predictions of future sexism. Women predicting future sexism outside of the manipulation context relied solely on their worldview. Within the manipulation context, individual differences in meritocracy beliefs differentially predicted how targets of prejudice predict future discrimination.

HOW DOES COGNITIVE DEPLETION AFFECT BLACKS' AND WHITES' BIAS DETECTION?
Evelyn R. Carter¹, Mary C. Murphy¹, Destiny Peeny², Jennifer A. Richeson³
¹Indiana University; ²Duke University; ³Northwestern University

Participants completed the Attention Network Task and watched a videotaped interracial interaction. Black participants always perceived blatant cues as prejudiced, but only perceived subtle cues as prejudiced when not depleted. Whites always perceived blatant cues as prejudiced whether depleted or not, but did not perceive subtle cues as prejudiced.

THE IMPORTANCE OF VISUAL VS. NARRATIVE RACIAL CONTEXT IN EVALUATIONS OF MIXED-RACE PEOPLE
Lindsey A. Cary¹, Alison L. Chasteen¹
¹University of Toronto

Biracial people are often stereotyped as cold and socially awkward. Two experiments assessed the influence of visual and narrative racial context on the application of these stereotypes. A visual stimulus created effects of racial context. A narrative stimulus created relationship but not race effects.

THREATENING INTELLECTUAL ENVIRONMENTS AFFECT WOMEN STEM MAJORS' LONG-TERM ACADEMIC OUTCOMES
Bettina J. Casard¹, Abidil J. Flores¹, Delisa N. Young¹, Amy M. Arambulo¹, Erika Estrada¹, Marissa M. Salazar¹, Rachelle L. Webb¹, Deanna Prall¹, Rianne Connor¹, Sara Reinoso¹, Timothy Yande Krol¹, Robin Blauvelt¹, Dana Peralta¹
¹California State Polytechnic University, Pomona; ²California State University, Los Angeles; ³San Diego State University

Threatening environments discourage women from pursuing STEM education and careers. A longitudinal study found that negative environmental cues predict less commitment to STEM and lower academic engagement six months later.

IMAGINED MORAL LICENSING: DOES PLANNING TO DO GOOD LATER ALLOW YOU TO BE BAD NOW?
Jessica L. Cascio¹, E. Ashby Plant¹
¹Florida State University

We demonstrate that when people plan to perform a moral behavior in the future, it creates licensing effects in the present, which we term imagined moral licensing. Participants who agreed to a moral request expressed more prejudice than participants who agreed to a non-moral request or control participants.

IN THE EYES OF THE BEHOLDER: THE EFFECT OF INGROUP STATUS AND COMPETITIVENESS ON STEREOTYPE CONTENT
Anjana Chandran¹, Susan T. Fiske²
¹Dubai, U.A.E; ²Princeton University

Not only outgroup societal location, as previously shown, but also Ingroup status and competitiveness affect perceived outgroup warmth and competence. 521 Indians rated outgroup warmth and competence given manipulated ingroup and outgroup competitiveness and status (2x2x2x2). Low-status groups perceive greater outgroup warmth except when both are competitive.

AN EMPIRICAL TEST OF STEREOTYPE THREAT INTERVENTIONS ON WOMEN'S MATH PERFORMANCE AND MOTIVATION
Justin P. Chase¹, Jessi L. Smith²
¹SUNY; ²Montana State University

This project examined the effectiveness of stereotype threat interventions on college women's math performance and motivation. All interventions enhanced attitudes toward STEM, but only value affirmation (a writing activity focusing on the targets self-values) improved performance (p < .05) and motivation (p < .01) of women under threat.

EVEN THE DOMINANTS FAIL: STEREOTYPE THREAT AND ANXIETY IN MEN COMPLETING A SPELLING TASK
Cindy Angélique. Chateignier¹, Peggy Chekroun¹, Amnelle Nugier²
¹Université Paris Ouest Nanterre; ²Université Blaise Pascal, Clermont Ferrand

We hypothesize that 1) the stereotype threat situation triggers anxiety even in groups known as dominant such as men who though usually feel less anxiety in evaluative situations and 2) anxiety mediated the effect on performance. Results support our hypothesis and are discussed in terms of anxiety's avoidance action tendency.

MINDFULNESS AND MOTIVATION TO CONTROL PREJUDICE MODERATE THE CORRESPONDENCE BETWEEN IMPLICIT AND EXPLICIT MEASURES OF PREJUDICE
Clara Michelle Cheng¹, Russell E. Phillips III², Joshua L. Clark²
¹Carlow University; ²University of Pittsburgh at Greensburg; ³American University

In this study, individuals high in mindfulness showed a significant correspondence between scores on implicit and explicit prejudice measures, so long as they were also low in motivation to control prejudice. In addition, those highly motivated to control prejudice but low in mindfulness were unable to override their prejudiced responses.

THE BENEFITS OF NEUROBIOLOGY IN LOWERING MENTAL ILLNESS STIGMA
Zhen Cheng¹,2, Galen V. Bodenhausen²
¹University of Oregon; ²Northwestern University

Recent efforts have emphasized the the genetic origin of mental illness as a way to reduce mental illness stigma. We experimentally tested whether a neurobiological explanation (i.e., imbalance of brain chemicals) will eliminate some of the negative effects of a genetic explanation (e.g., avoidance of people with a mental illness).

THE RELATIONSHIPS BETWEEN SOCIAL SUPPORT AND THREE FORMS OF SEXISM: CAN SOCIAL SUPPORT ALLEVIATE THE EFFECTS OF SEXISM?
Po-Sen Chu¹, Donald A. Saucier¹
¹Kansas State University

We hypothesized that receiving a supportive message after experiencing sexism would buffer the negative effects of sexism. The results indicate that women who experienced modern sexism reported an increase in hostile affect if they did not receive social support.

IS BUDDHA TOLERANT? EASTERN RELIGIOSITY AS RELATED TO LOW PREJUDICE
Magali Clobert¹, Vassilis Saroglou¹
¹Université catholique de Louvain

Does the association between religiosity and high prejudice also hold for Eastern religions? This question was addressed through two studies. In
Study 1, religiosity among Taiwanese predicted low prejudice against various religious outgroups. In Study 2, Western Buddhists primed with Buddhist words reported less Islamophobia and prejudice against various outgroups.

**B45 INTERSECTING FORMS OF PREJUDICE: THE INFLUENCE OF GENDER AND DISABILITY STEREOTYPES ON SOCIAL JUDGMENT**

Jill M. Coleman¹, Amy B. Brunell², Ingrid Haugen³, Angelica Klebsch¹, Jadah Stephens²
¹Roosevelt University; ²Ohio State University Mansfield

The present study was designed to examine how gender and disability stereotypes interact to influence social judgments. Participants reported significantly less desire for social distance from physically disabled women than from intellectually disabled women, while their social distance judgments of disabled men did not vary by disability type.

**B46 STEREOTYPE FORMATION AS ASSIMILATION AND CONTRAST**

Brandon Cosley¹
¹University of South Carolina Beaufort

Framing stereotypes to emphasize ability may legitimize the social system. In two studies, the present research demonstrates how framing stereotypes in absolute terms, as opposed to relative terms, leads targets who endorse these stereotypes to value ability more than effort (study 1) and perceive the system as more legitimate (study 2).

**B47 PREJUDICE TOWARD ONE OR PREJUDICE TOWARD ALL: ASSESSING THE RELATIONSHIP BETWEEN OUTGROUP ATTITUDES**

Corey J. Columb¹, E. Ashby Plant¹
¹Florida State University

We propose that the magnitude of the relationship between outgroup attitudes depends on whether situations activate differential or similar underlying attitude sources. As a demonstration, activating physical threat, stereotypically associated with Black people, decreased the correlation between attitudes toward Black people and poor people as compared to control participants.

**B48 GROUPS AS A MECHANISM BEHIND RACE STEREOTYPING**

Brian Collisson¹, John R. Chambers¹
¹University of Florida

Can people form stereotypes about novel social groups, by virtue of comparisons made with other groups? Participants made inferences about an unknown group after being provided with information of a comparison group. Findings show people assimilate (contrast) information when group membership is (im)permeable or when groups are in cooperation (competition).

**B49 THE INFLUENCE OF PHENOTYPIC VARIATION ON CRIMINAL JUDGMENT**

Jacque-Corey Cornier¹, Amy Hackney¹, Adam Bosser²
¹Georgia Southern University

The purpose of this study was to investigate the influence of phenotypic variation on criminal judgment. The most prototypical defendant was more likely sentenced to prison time followed by a period of probation and to serve approximately six more years in the adult correction system than the least or average prototypical defendants.

**B50 CONSEQUENCES OF RELATIVE VERSUS ABSOLUTE STEREOTYPES FOR SYSTEM JUSTIFICATION**

Brandon Cosley¹
¹University of South Carolina Beaufort

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B57  THE EFFECT OF LABELS, INFORMATION, AND INTERPERSONAL RELATIONSHIPS ON RATINGS OF SOCIAL ACCEPTABILITY OF CHILDREN WITH AUTISM AND ADHD
Laura M. DeLustro1, Doris Bazzini2, Kyle Richardson1, Jocelyn Dantini2, Alexandra Dezii2
1Appalachian State University
This study examined the effects of a label on ratings of social attractiveness. The target child was labeled as having Autism, ADHD, or as being a normally developing child. The effects of providing information about the disorders or having previous interaction with someone with the disorders were also assessed.

B58  THE PROBLEM WITH “PREJUDICE”: IMPLICATIONS FOR PREJUDICE REDUCTION
Patricia G. Devine1, Patrick S. Forscher1
1University of Wisconsin-Madison
As a multi-faceted construct, “prejudice” has multifarious meanings, creating confusion among researchers and lay people alike and concomitant challenges for people interested in measuring and reducing prejudice. Researchers should strive for greater clarity in both language and theory by looking beyond their own values and adopting a participants-eye view on the bias-reducing experience.

B59  LOVING SEXISM: ROMANTIC RELATIONSHIP EXPERIENCES AND BENEVOLENT SEXISM
Karen R. Dickson1, Victoria M. Esses1
1University of Western Ontario
This study explored the relation between traditional gender role experiences in romantic relationships and benevolent sexism. Benevolent sexism was associated with beliefs that women are dependent on partners, men having greater power in relationships, and men’s chivalrous behaviour. Thus, there is a connection between gender role experiences and benevolent sexism.

B60  VISUALIZING MENTAL REPRESENTATIONS FROM THE UNCONSCIOUS MIND
Ron Dotsch1, Ran R. Hassin2, Alexander Todorov3
1Radboud University Nijmegen; 2Hebrew University; 3Princeton University
A powerful method – reverse correlation – has recently been applied to visually reconstruct social mental representations (Dotsch et al. 2008). Here, we adapted this procedure to visualize the contents of the unconscious mind. The results show that unconscious semantic constructs carry with them unconscious visual images.

B61  THINKING GOOD AND DOING GOOD: MAKING GOOD INTENTIONS MATTER IN INTERGROUP RELATIONS
John F. Dovidio1, Kerry Kawakami2, Adam R. Pearson3, Sylvia Perry1, Louis A. Penner4, Samuel L. Gaertner5
1San Francisco State University
This presentation considers the importance of understanding the dynamic relations among implicit and explicit attitudes, as well as personal standards and motivation in the reduction of intergroup bias. Specifically, we emphasize how positive motivations play a critical role in limiting the negative impact of unintended biases on intergroup orientations.

B62  HOW DOES STIGMA SPOIL RELATIONSHIPS? EVIDENCE THAT PERCEIVED DISCRIMINATION HARMs ROMANTIC RELATIONSHIP QUALITY THROUGH IMPAIRED SELF-IMAGE
David M. Doyle1, Lisa Molix1
1Tulane University
Two cross-sectional studies with racial and sexual minorities tested the mediating role of self-image in the negative association between perceived discrimination and romantic relationship quality. Results from bootstrapping analyses confirmed the proposed indirect effects. Implications of social identity threats for the romantic relationships of members of stigmatized groups are discussed.

B63  GENDER DIFFERENCES IN PREJUDICE: A META-ANALYSIS
Nerisa Dozo1, Eric J. Vanman1, Aarti Iyer1
1The University of Queensland
The Gendered Theory of Prejudice proposes that racism and ethnocentrism should be viewed as a gendered phenomenon. We conducted a meta-analysis of over 200 studies finding a significant effect of gender. Moderators of this effect were also considered including target gender, target of prejudice and measure of prejudice.

B64  WHAT IS GOOD ISN’T ALWAYS FAIR: FRAMING DIVERSITY AS GOOD (VS. FAIR) BROADENS DEFINITIONS OF DIVERSITY AND INCREASES RACIAL BIAS
Sara Driskell1, Sophie Trawalter2, Martin Davidson1
1University of Virginia
Many promote diversity as good (i.e., not as fair). We found that framing diversity as being good (vs. fair) broadens people’s definitions of diversity (Studies 1 and 2) and leads to deprioritizing an African American job candidate (Study 2). Thus, framing diversity as good (vs. fair) may have unintended consequences.

B65  INCOME INEQUALITY AND PREJUDICE TOWARDS AFRICAN AMERICANS IN THE US
Marina Drus1, Robert R. Hughes1
1University of Kansas
The American National Election Studies (1986-2008) were analyzed to find the association between symbolic racism and (1) income inequality (Gini coefficient) and (2) the perceived income gap between rich and poor. As income inequality increased, so too did racial prejudice.

B66  "WOMEN BELONG IN THE HOUSE...AND THE SENATE": STEREOTYPE THREAT AND GENDER ESSENTIALISM
Erica Duggan1, Liz Scharnetzki1, Katerina Catania1, Avi Ben-Zeev1
1San Francisco State University
The extent to which men and women are perceived to have different “essences” that are causally implicated in gender differences (hormones and logic) has been linked to stereotyping. We show evidence that under stereotype threat, gender essentialism increases, but that imparting knowledge about threat helps to protect against this consequence.

B67  THE POWER OF THE N-WORD: NEGATIVE EVALUATIONS OF SPEAKERS WHO MISTYPE RACIAL SLURS
Zahra H. Elkhafafi1, Alex M. Czopp2, Halim Moore1
1Western Washington University
The perceived unacceptability of racist language may be powerful enough to influence judgments of accidentally racist statements (e.g., typos). Participants read a transcript of an online conversation and consistently rated a speaker who accidentally typed a racial slur more negatively than when a non-slur typo or no-typo was made.
**B68**

**ORGANIZATIONAL LAY THEORIES MODERATE STEREOTYPE THREAT UNDERPERFORMANCE**

Katherine T. U. Emerson, Mary C. Murphy

*Indiana University*

An experiment examined whether organizational lay theories of intelligence impact motivation and performance. Black and Latinos participants’ motivation and performance were diminished relative to Whites’ in the entity organization but was similar to Whites’ in the incremental organization. Implications for underrepresented groups and their outcomes in organizations are discussed.

**B69**

**THE CONTENT OF THE NATIVE AMERICAN CULTURAL STEREOTYPE IN COMPARISON TO OTHER RACIAL GROUPS**

Ryan S. Erhart, Deborah L. Hall, Richard Grove

*Arizona State University*

Cultural stereotypes of Native Americans were explored in comparison to stereotypes of other racial groups. Native American stereotypes were significantly less favorable than Asian American stereotypes, but significantly more favorable than African American stereotypes. Native Americans were also rated less competent and lower in status than Asian and African Americans.

**B70**

**PERSONALITY PREDICTORS OF PERCEIVED SOCIAL CAPITAL AND INTRARRACIAL CONTACT QUALITY**

Emily L. Fisher

*Hobart & William Smith Colleges*

Perceived social capital—an individual’s beliefs about the social norms regarding trust and reciprocity within a defined community—is higher among more extroverted, conscientious, and emotionally stable participants. Interracial contact quality is higher among those with high perceived social capital, and those with low SDO and high NFC.

**B71**

**EXAMINING THE DETRIMENTAL EFFECTS OF CLASS-BASED THREAT**

Abdiel J. Flores, Rianne E. Connors, Erica L. Decker, Melody LeBaron, Hovsep K. Agop, Tanya A. Chavez, Bettina J. Casad

*California State Polytechnic University, Pomona*

This study examined the effects of stereotype threat among low-vs. high-income students. Compared to high-income students in the experimental condition, low-income students had lower academic performance, increased negative affect, greater evaluation apprehension, lower academic self-perceptions, lower self-esteem, lower self-efficacy, decreased self-regulation, and greater doubts about their intellectual ability.

**B72**

**A TARGET’S USE OF HUMOR REDUCES BIAS WHEN IT ACKNOWLEDGES HIS OUT-GROUP MEMBERSHIP AND PUTS THE HIGHLY PREJUDICED AT EASE**

Elizabeth S. Focella, Jeff Stone

*University of Arizona*

Two experiments show that an ethnic outgroup member can reduce bias among prejudiced perceivers when he uses humor that acknowledges his ethnicity, over humor alone, or when he does not use a strategy. The effectiveness of the joke was mediated by how much it put prejudiced perceivers at “ease.”

**B73**

**RECRUITERS’ INTERPERSONAL SENSITIVITY INCREASES THE LIKELIHOOD OF HIRING STEREOTYPE-INCONGRUENT APPLICANTS**

Denise Frauendorfer, Marianne Schmid Mast

*University of Neuchatel*

We tested whether recruiters’ interpersonal sensitivity influences hiring decisions after a job interview when applicants’ gender was either stereotype-congruent or -incongruent with the job. Increased recruiter interpersonal sensitivity was related to more favorable evaluation of stereotype-incongruent applicants but unrelated to evaluations of gender stereotype-congruent positions.

**B74**

**ARE CIGARETTE SMOKERS BAD PEOPLE? CURRENT SMOKERS, FORMER SMOKERS, AND NON-SMOKERS EVALUATE THE AVERAGE SMOKER**

Michael A. Frechen, Mark D. Alicke

*Ohio University*

Participants made judgments about cigarette smokers. Compared to current smokers, non-smokers and former smokers evaluated the average smoker as disgusting, socially unattractive, and unhealthy, but only non-smokers evaluated the average smoker as immoral. Former smokers judged the average smoker less immoral as the amount of time since quitting smoking increased.

**B75**

**SYSTEM-JUSTIFYING EFFECTS OF BELIEF IN WOMEN’S INTUITION**

Danielle Gaucher, Justin Friesen

*University of Winnipeg; University of Waterloo*

We hypothesized that stereotypes about women’s intuition—although ostensibly positive—might serve a system-justifying function. In three studies, using correlational and experimental evidence, we show that chronic and manipulated belief in women’s intuition is associated with endorsement of traditional gender roles and results in discrimination against female targets.

**B76**

**CAN A VALUES-AFFIRMATION INTERVENTION IMPROVE MINORITY PERFORMANCE ON THE LAW SCHOOL ADMISSION TEST? PRELIMINARY RESULTS**

Adriana L. Germaino, Valerie Purdie-Vaughns, Jonathan E. Cook

*Columbia University*

Members of intellectually stereotyped groups are underrepresented in law school, partly because of underperformance on the Law School Admission Test (LSAT). Social identity threat may be one cause. Preliminary data from an LSAT preparation course for underrepresented students indicates that a values-affirmation intervention improved performance on the end-of-term practice LSAT.

**B77**

**MULTIDIMENSIONALITY OF ETHNIC AND GENDER STEREOTYPES**

Negin Ghavami, Anne Peplau, David O. Sears

*University of California, Los Angeles*

What is the nature of gender and ethnic stereotypes? Participants generated stereotypes associated with Asian, Black, Latino, Middle Eastern and White and the men and women of those groups. Results showed that stereotypes were complex comprising of 17 distinct domains with physical descriptors appearing early in stereotype generation phase.
B80 SCIENCE ≠ ALONE? THE EFFECTS OF IMPLICIT SCIENCE ATTITUDES, STEREOTYPES AND CONSTRUALS ON PURSUITS OF SCIENCE
Jin X. Goh, Rebecca Bell-Gurwitz, Greta Tsolova, Kristin A. Lane
1Northeastern University; 2Bard College

In our study, the more women implicitly associated science with ‘together,’ the more they implicitly liked science and the less they associated science with ‘male.’ Stronger associations of science with ‘together’ predicted increased science pursuit for both gender, but this was disintegrated for women after controlling for implicit attitudes and stereotypes.

B81 OBSERVER REACTIONS TO CONFRONTATIONS OF BENEVOLENT SEXISM
Jessica J. Good, Diana T. Sanchez
1Davidson College; 2Rutgers University

Participants listened to job interview featuring a female applicant either accepting or confronting a benevolent sexist interviewer’s treatment. Results showed that observers who evaluated the interviewer favorably rated the applicant as less competent and hireable. Importantly, when the applicant confronted benevolent sexism, female observers evaluated the applicant as more competent.

B82 EVALUATIVE CONSEQUENCES OF DISCLOSING AN INVISIBLE STIGMA
Jeffrey A. Goodman, Aly Burton, Lizette Castillo, Claire Hakim
1University of Wisconsin - Eau Claire; 2University of Arkansas

We considered the evaluative consequences of disclosing an invisible stigma. Compared to a control condition, evaluations of a target became less favorable when he disclosed an invisible stigma, but not when the disclosure came from a third-party. Perceptions of psychological health mediated the effect of disclosure on target evaluation.

B83 TWO DEGREES OF RACIAL PREJUDICE: THE IMPACT OF DISTAL CROSS-RACE TIES ON WHITES’ RACIAL ATTITUDES
Nicolas Govea, John M. Rohrbach, Rebecca S. Bigler
1The University of Texas at Austin

Individuals in our extended social network have an unexpected and substantial influence on our behaviors and attitudes. We examined the role of extended cross-race friendships on Whites’ valuing of diversity. Findings suggest Whites with more racially homogeneous extended networks tend to undervalue diversity. This relationship was mediated by White identity.

B84 UNJUSTIFIED STIGMA AND INACCURATE PERCEPTIONS OF SEXUAL HEALTH
Kelly C. Grahl, Deepti Joshi, Judith Zatkin, Jes L. Matsick, Amy C. Moors, Terri D. Conley
1University of Michigan, Ann Arbor

The present research evaluates whether the stigma surrounding sexually transmitted infections and unprotected sex with a partner of unknown HIV status is warranted. Results suggest that sexual activities are perceived as unduly risky compared to other risky (non-sexual) activities and outcomes (e.g., chances of being in a fatal car accident).

B85 WALK A MILE IN HER SHOES: THE IMPACT OF POWER(LESSNESS) ON BLAMING THE VICTIM
Claire R. Gravelin, Monica Biemat
1The University of Kansas

This research examined the effects of social power on endorsement of rape myths and the tendency to blame the victim of sexual assault. Priming males to feel powerless in a decision making context reduced their tendency to blame the victim, an effect that was mediated by rape myth acceptance.

B86 TRADITIONAL VALUES UNDERLIE THE RELIGION-RACIAL PREJUDICE EFFECT
Richard C. Grove, Deborah L. Hall, Wendy Wood, Ryan S. Erhart
1Arizona State University; 2University of Southern California; 3SPSP

We investigated whether traditional values mediate the tendency for people with specific religious orientations to show racial prejudice. In support, extrinsic and fundamental religiosity were associated with greater racism. Furthermore, valuing tradition and social conformity fully mediated the relationship between each of the religious orientations and racial prejudice.

B87 WHAT MAKES AFFIRMATIVE ACTION PROGRAMS SEEM (UN)FAIR? A TEST OF AN IDEOLOGICAL EXPLANATION FOR FAIRNESS JUDGMENTS
Jun Gu, Brent McFerran, Karl Aquino, Tai Gyu Kim
1University of British Columbia; 2University of Michigan; 3Korea University

Research explains Whites’ opposition to Affirmative Action (AA) with meritocratic beliefs and social-identification. In three studies, however, we vary whether AA disadvantages an Asian or White and found Whites who oppose to equality (OEQ) perceived more unfairness when a White was harmed, whereas low OEQ whites perceived the opposite.

B88 SELF-OTHER CONNECTIONS AND INTERGROUP PREJUDICE: THE POWER OF A SINGLE POTENT LINK
Jill E. Gulker, Margo J. Monteith
1Purdue University

We investigated the effects of establishing and reinforcing a potent link with a single outgroup member. We found that establishing a link with an outgroup member reduces explicit prejudice via enhanced self-other overlap. We also found that conditioning the self-other link reduces implicit prejudice.

B89 THE EFFECTS OF RELIGIOUS FUNDAMENTALIST VALUES AND SELF-AFFIRMATION EXCERSES ON THE EXPRESSION OF IMPLICIT GENDER BIAS
Daniel E. Gustavson, Leigh E. Wagenknecht, Akira Miyake
1University of Colorado at Boulder

Ninety-nine women completed one of three self-affirmation exercises (family values, innovation, or control) and a gender Implicit Association Test. High fundamentalist values were associated with greater gender stereotypes, but competing self-affirmation exercises reduced the strength of this relationship, whether the affirmation concerned traditional or nontraditional values.

B90 THE EFFECTS OF RACIAL ATTITUDES ON THE DYNAMICS OF RACIALLY DISCORDANT MEDICAL INTERACTIONS
Nao Hagiwara, Louis A. Penner, Richard Gonzalez, Susan Eggly, John F. Dovidio, Samuel L. Gaertner, Tessa West, Terrance L. Albrecht
1Virginia Commonwealth University; 2Karmanos Cancer Institute/Wayne State University; 3University of Michigan; 4Yale University; 5University of Delaware; 6New York University

A secondary analysis of a study of Black patients who interacted with non-Black physicians revealed physician implicit bias and patient...
perceived discrimination affected physician social control (physician to patient relative talk time) during medical interactions and that physician social control was positively associated with subsequent patient adherence to physicians' recommendations.

**B91 MAINTAINING INTOLERANCE: THE ROLE OF RIGHT-WING AUTHORITARIANISM AND SOCIAL DOMINANCE ORIENTATION IN RESISTING TOLERANT NORMS**

Katherine Hairfield¹, Benjamin H. Walker¹, H. Colleen Sinclair²  
¹Mississippi State University  
²Texas A&M University-Commerce; Transylvania University

Right-Wing Authoritarianism and Social Dominance Orientation were used to predict conformity and attitude change among anti-gay rights individuals who were outnumbered by a pro-gay rights majority in a group discussion. Individuals higher in social dominance resisted conforming to tolerant group norms and maintained discriminatory attitudes, particularly when low in RWA.

**B92 ATTITUDES TOWARDS HOMOSEXUALITY: INGROUP HETEROSEXUAL IDENTIFICATION LEADING TO HIGHER SATISFACTION WITH LIFE**

Tana N. Hall¹, Stephen Reysen¹, Iva Katsarska-Miller²  
¹University of British Columbia  
²Texas A&M University

We examined the association between immutability of sexual orientation with attitudes toward gays and lesbians. The results suggest that for heterosexuals, holding the belief that sexual orientation is a choice boosts self-esteem and life satisfaction through prejudice toward gays and lesbians.

**B93 ENGINEERING EQUALITY: HOW NEGATIVE INTERACTIONS UNDERMINE THE HEALTH AND WELL-BEING OF MALE AND FEMALE ENGINEERS**

William M. Hall¹, Toni Schmader¹, Elizabeth Croft¹  
¹University of British Columbia

The present survey study examined how interpersonal connections in the workplace contribute to professional engineers' health and well-being. Negative interpersonal experiences were the strongest predictor of health symptoms regardless of gender. Among women, but not men, negative interpersonal experiences also predicted lower organizational commitment and life satisfaction.

**B94 REDUCING PREJUDICE AND PROMOTING PEACE THROUGH DIRECT AND INDIRECT EMOTION REGULATION**

Eran Halperin¹  
¹Interdisciplinary Center, Israel

In recent years the study of emotions has become a necessary component of every attempt to investigate the psychological roots of intergroup conflicts and their resolution. The main goal of the current talk is to present a general framework to the study of emotions and emotion regulation in intergroup conflicts.

**B95 WEIGHT OF ACCEPTANCE: HEAVIER ASIAN AMERICANS ARE PERCEIVED AS MORE AMERICAN AND FACE LESS ANTI-FOREIGN PREJUDICE**

Caitlin S. Handron¹, Jennifer Wang², Sapna Cheryan²  
¹University of Washington; ²University of Wisconsin, La Crosse

Despite commonly leading to stigma, being heavier might ironically strengthen recognition of Asian Americans' American identity and reduce encounters of anti-foreign prejudice. Heavier Asian American targets were perceived as more American (Study 1) and less likely to be in the U.S. illegally than lower-weight Asian American targets (Study 2).

**B96 THE SERIOUS SIDE OF RAPE HUMOR: COLLEGE STUDENTS' RESPONSES TO JOKES, METAPHORS, AND SCENARIOS INVOLVING RAPE**

Chantalle L. Hanschu¹, Jericho M. Hockett¹, Megan L. Strain³, Donald A. Saucier¹  
¹Kansas State University

Prejudice norm theory posits disparagement humor—e.g., rape humor—may increase prejudice expression. We found that rape metaphors were perceived as less disparaging than rape jokes and less aversive than neutral jokes, but resulted in greater negative affect than neutral jokes. Tolerance of rape varied with rape myth acceptance by condition.

**B97 RACISM AND POLITICS: EFFECTS ON VOTING BEHAVIORS WHEN BLACK AND WHITE CANDIDATES EXPRESS SYMBOLICALLY RACIST BELIEFS**

Edward J. Hansen¹, Lisa M. Finkelstein¹  
¹Northern Illinois University

Social dominance orientation and symbolic racism are constructs that illustrate how people think about various social issues. This study examines how SDO and SR impact evaluations of black and white candidates running for political office and the effects of a candidate's platform being consistent with the four themes of SR.

**B98 A “RAPE VICTIM” BY ANY OTHER NAME: THE EFFECTS OF LABELS ON INDIVIDUALS’ RAPE-RELATED PERCEPTIONS**

Jericho M. Hockett¹, Lora K. McGraw¹, Donald A. Saucier¹  
¹Kansas State University

Based on feminist theories of power, three studies found differences in perceptions of “rape victims” versus “rape survivors.” Participants associated more negative characteristics with “victims” (Study 1), spontaneously used the “victim” label more (Study 2), and blamed “victims” more than “survivors” and “women who have been raped” (Study 3).

**B99 TATOO PREJUDICE: THE RELATIONSHIP WITH HOMOPHOBIA, FAT PREJUDICE, AND RELIGIOSITY**

Braydon K. Howard¹, Lora L. Jacobii, Sarah C. Savoy³  
¹Stephen F. Austin State University

The current research utilized psychometrically-sound measures to determine the relationship between participants' tattoo prejudice, as measured by the Attitudes Regarding Tattoos (ART), and other forms of prejudice for which targets deviate from the “norm.” Negative attitudes towards tattoos were significantly related to homophobia, fat prejudice, and high levels of religiosity.

**B100 EXAMINING THE CROSS-RACE EFFECT AND PROCESSING STYLE IN LINEUP ADMINISTRATION**

Simon R. Howard¹, Samuel R. Sommers¹  
¹Tufts University

No studies to date have attempted to improve eyewitness performance in the context of cross-race identification. Attempting to improve cross-race identifications, the present studies manipulated participants’ processing strategies. We examined the effects of global and local processing on lineup performance. Findings demonstrated global processing can improve recognition of other-race faces.

**B101 OVERPROTECTION FROM STEREOTYPE THREAT: SOCIAL DISTRACTION AS AN INSULATING BUT SELF-HANDICAPPING COPING STRATEGY**

William L. Howard¹  
¹St. Mary’s College of Maryland

Previous research supports the effectiveness of affirmation processes in attenuating stereotype threat effects among minority students. However, self-affirming goals may divert attention and resources away
from academic-related behaviors. Minority college students under threat overprotected via social distraction and yielded positive and negative consequences.

**B102**
**THE IMPACT OF BICULTURAL IDENTITY INTEGRATION ON THE IMPLICIT PREJUDICE OF ASIAN AMERICANS**
Yu-Wei Hsu1, Robert Livingston1
1Northwestern University

This study examined how cultural cues and bicultural identity integration (BII) influenced the implicit attitudes of biculturals. We found that high BII individuals showed significantly greater favoritism toward Asians when exposed to Asian primes versus American primes. In contrast, low BII individuals showed a reversed trend on their implicit attitudes.

**B103**
**THE “NOT-SO-WISE” LATINA: ASSOCIATIONS BETWEEN ETHNICITY, SEX ROLE AND ETHNIC BIAS WITH SPONTANEOUS STEREOTYPE PRODUCTION FOR MEXICAN AMERICAN AND WHITE WOMEN**
Libier Issa1, Cynthia Willis-Esqueda2
1University of Nebraska-Lincoln

Latino/as and Whites (N = 152) provided stereotypes for Mexican American (MAW) and White (WW) women, sex-roles, and Mexican American attitudes. Results indicated Whites gave more negative responses for MAW and positive and competency responses for WW. Attitudes about sex-roles and Mexican Americans influenced extended stereotypes about MAW and WW.

**B104**
**THE FRIENDS WE KEEP: IMPLICIT BIAS AS A PREDICTOR OF EXTENDED CONTACT**
Drew Jacoby-Senghor1, Stacey Sinclair1, Colin Smith2
1Princeton University; 2University of Florida

When rating Whites paired with Black friends, White participants’ implicit Black bias predicted evaluations, which in turn was mediated by perceived similarity in worldview between participants and the White targets. Additionally, ecological evidence was found for the role of implicit bias in predicting participants’ extended contact with Blacks.

**B105**
**BLACK DEFENDANTS INCREASE MOCK JURORS’ SUPPORT FOR THE DEATH PENALTY AND CAPITAL CASE ELIGIBILITY**
Rik D. Jeffery1, Katherine Spencer1, Jack Glaser1
1SPSP; 2spsp

Subjects who were randomly assigned to evaluate defendants with Black-sounding names showed significantly more support for the death penalty than those assigned defendants with White-sounding names. Subjects evaluating Black defendants were more likely to be death qualified than subjects evaluating Black Defendants.

**B106**
**RACE AND THE SELF-VALIDATION HYPOTHESIS**
India R. Johnson1, Richard E. Petty2
1Elon University; 2The Ohio State University

We examine self-validation when evaluating White vs. Black job candidates. Consistent with previous research, for the White candidate nodding enhanced persuasion, and shaking undermined it. For the Black candidate, we found that shaking enhanced persuasion relative to nodding, and that this effect was driven by those high in implicit prejudice.

**B107**
**DIVERGENT EFFECTS OF SOCIAL IDENTIY THREAT ON RISK-TAKING BEHAVIOR AMONG MEN AND WOMEN**
Arunima Kapoor1, Kaylie Tse1, Leyla Bagheri, Sonia K. Kang1, Nicola Lacetera2, Mario Macis2, Robert Slonim3
1University of Toronto; 2Johns Hopkins University; 3University of Sydney

Following gender threat manipulations in which narratives about experiences of discrimination were coded for severity, men and women played a lottery with six pairs of increasingly risky options. As discrimination severity increased, women made less risky choices, while there was a trend for men to make more risky choices.

**B108**
**THE CHANGE WE BELIEVE IN: CHANGE/STABILITY STEREOTYPES OF BLACK AND WHITE POLITICAL CANDIDATES**
Jarrod T. Kelly1, Elizabeth R. Brown2, Amanda B. Diekman3, Monica C. Schneider3
1University of Pittsburgh; 2Montana State University; 3Miami University

The 2008 presidential election hinged upon the theme of change. Underrepresented groups might be more associated with change; indeed, this has already been established for female leaders (Brown, Diekman, & Schneider, 2011). We investigated and found that Black political candidates, compared to White candidates, were associated with change versus stability.

**B109**
**EXTENDED CONTACT THROUGH FILM: REDUCING PREJUDICE AGAINST GAY MEN**
Andreana C. Kenrick1, Elizabeth L. Paluck2
1Princeton University

We tested whether people could experience extended contact through a felt friendship with an in-group film character. Inducing feelings of friendship with a heterosexual male character yielded feelings of overlap and similarity to him(her).

**B110**
**MAKING AN EFFORT: 1/f NOISE IN A RACIAL BIAS TASK CORRELATES WITH EXECUTIVE FUNCTION AND MOTIVATION TO CONTROL PREJUDICE**
Geoffrey T. Kerr1, Lee J. Altamirano2, Naomi P. Friedman1, Akira Miyake1, Joshua Correll1-2, Bruce D. Barlowe1, Tiffany A. Ito1
1University of Colorado Boulder; 2University of Chicago; 3University of Missouri

1/f noise is a nonrandom variation in reaction times associated with effort. Greater executive function ability and greater external motivation to control prejudice were both associated with less 1/f noise on a racial bias task. In addition, reduced 1/f noise was associated with more bias on subsequent racial bias tasks.

**B111**
**ROLE-PLAYING RACES: SHOOTER BIAS IS MODERATED BY THE ASSUMED RACE OF POLICE OFFICER BEING PLAYED**
Hyun Jung Kim1, Sang Hee Park1
1CHUNGBUK NATIONAL UNIVERSITY

Participants played the role of a Black or White police officer and made quick decisions whether to shoot Black/White armed/unarmed targets on screen (Shooter Task: Correll et al., 2002). Those in the Black police officer condition showed less racial bias, indicating that beliefs about others’ stereotypes can influence spontaneous discriminatory behavior.

**B112**
**IDENTIFICATION WITH WOMEN AS A PREDICTOR OF AFFECTIVE REACTIONS TO SEXIST HUMOR**
Annie O. Kochersberger1, Thomas E. Ford2, Julie A. Woodzicka3
1University of California, Davis; 2Western Carolina University; 3Washington and Lee University

The present research examined variables influencing perceptions of sexist humor. We found identification with women was a predictor of women’s affective reactions to sexist humor when controlling for sexist
attitudes, but not men’s, and that identification with feminists caused both women and men to react more negatively to feminist jokes.

**B113**
**IMPLICIT BEHAVIORAL CONFIRMATION IN JOB INTERVIEWS: MALE RECRUITERS’ IMPLICIT GENDER STEREOTYPES (BUT NOT ATTITUDES) DECREASE PERFORMANCE SELF-EVALUATIONS OF FEMALE APPLICANTS**

Ioana M. Latu1, Marianne Schmid Mast1, Tracie L. Stewart2
1University of Neuchatel; 2University of Mississippi

Male recruiters’ implicit competence stereotypes of women predicted female applicants’ self-evaluated performance following a mock job interview. The more male recruiters implicitly associated women with incompetence, the less competent the female candidate evaluated herself. Female recruiters’ implicit stereotypes of women did not produce behavioral confirmation effects.

**B114**
**DOES OUTGROUP BIAS FUNCTION TO MEET SELF-ESTEEM NEEDS?: A META-ANALYSIS**

Valerie L. Laws1, Luis M. Rivera1
1Rutgers, the State University of New Jersey, Newark

A meta-analysis of 58 effect sizes that measured self-esteem and outgroup bias (independent of ingroup evaluations) supported a self-protection hypothesis – low self-esteem individuals express greater outgroup bias than high self-esteem individuals (r mean = -.140 [-.155, -.125]). This effect was moderated by self-esteem type, group status, and other psychological and methodological factors.

**B115**
**BIOLOGICAL EXPLANATIONS FOR PSYCHOPATHOLOGY REDUCE EMPATHY AMONG MENTAL-HEALTH CLINICIANS**

Matthew S. Lebowitz1, Woo-kyoung Ahn1
1Yale University

Mental-health clinicians read vignettes describing fictitious patients whose symptoms had either biological or psychosocial causes. Across disorders, clinicians presented with the biological explanation showed significantly less empathy (considered the bedrock of therapeutic alliances) toward the patient. Considering the increasing prevalence of biological understandings of psychopathology, this finding is particularly alarming.

**B116**
**PERCEPTIONS OF CRIME IN THE MEDIA: DO STEREOTYPES DIFFER AMONGST ETHNICITIES?**

Melinee A. Ledbetter1, Carolyn B. Murray1
1University of California, Riverside

Negative stereotypes about minorities and crime are deeply entrenched in society. This study examines whether stereotypical associations of Blacks and criminal behavior are congruently internalized in ethnic groups. Participants’ (N=280) responses to a Black or White suspect in a violent crime scenario were examined and results supported all predictions.

**B117**
**EFFECTS OF STEREOTYPE CONTENT ON INTERGROUP COOPERATION**

Yan-mei Li1, Cheng-xi Zhai1,2
1Institute of Psychology, Chinese Academy of Sciences; 2Graduate University of Chinese Academy of Sciences

Two studies investigated how the content of stereotypes associated with intergroup cooperation. Both studies showed that the warmth dimension predicted intergroup cooperation and the competence dimension set a boundary for this effect, more specifically, high-warmth stereotypes only facilitated intergroup cooperation when competence of these stereotypes was low.

**B118**
**CONTEXTUAL EFFECTS ON CHILDREN’S IMPLICIT ATTITUDES**

Corey Lipman1, Jennifer Steele1, Amanda Williams1
1York University

In this study we examined the contextual variability of children’s implicit racial biases. Children (N=135) demonstrated a pro-White bias on an IAT when smiling Black and neutral White targets were categorized by race, but this bias was completely reversed when the same targets were categorized by emotional expression.

**B119**
**“SHOULD I OR SHOULDN’T I TAKE COLLECTIVE ACTION?”: BEHAVING (IN)CONSISTENTLY WITH PREFERRED SELF-ESTEEM DEFENSE STRATEGY**

Stephanie G. Luca1, Joseph Hayes2, Mindi D. Foster1
1Wilfrid Laurier University; 2Colby College

In response to discrimination, self-esteem can be defended by taking collective action or by denying discrimination exists. We examined behavior that that was (in)consistent with individuals’ preferred defensive self-esteem strategies and its effects on psychological well-being. Our results were consistent with regulatory focus and fit theories.

**B120**
**POST-RACIAL AMERICA? RECIPROCAL RELATIONS BETWEEN RACIAL AND NON-RACIAL POLITICAL ATTITUDES UNDER THE OBAMA ADMINISTRATION**

Kristjen B. Lundberg1, B. Keith. Payne1, Josh Pasek2, Jon A. Krosnick3
1University of North Carolina at Chapel Hill; 2University of Michigan; 3Stanford University

How are perceptions of President Obama and his handling of important issues related to racial attitudes? Evidence suggests a complex interplay where prejudice colors views of the Obama presidency and the state of the nation; racial attitudes, however, are simultaneously influenced by evaluations of the president’s performance.

**B121**
**PLEASE LAY YOUR CARDS ON THE TABLE: AUTHORITARIANS REACT POSITIVELY TO DISCOVERING A POTENTIAL FRIEND’S HOMOSEXUALITY IF DISCLOSED EARLY (VS. LATE)**

Cara C. MacInnis1, Hodson Gordon1
1Brock University

The timing of outgroup membership disclosure in cross-group friendships was experimentally examined. Heterosexuals learned of a new potential friend’s homosexuality before or after an (ostensible) online interaction. Authoritarians learning of the friend’s homosexuality early (vs. late) reported more positive attitudes toward the friend and homosexuals generally. Mediating variables are discussed.

**B122**
**DEHUMANIZATION OF THE YOUNG AND ELDERLY: “HUMANITY” GAINED AND LOST**

Mary H. MacLean1, Cara C. MacInnis1, Gordon Hodson1
1Brock University, St. Catharines, Canada

We examined dehumanization of age groups across the lifespan. Young and elderly age groups were attributed less humanness than adolescent and adult age groups. Effects differed somewhat for uniquely human versus human nature characteristics. Perception of humanness does not vary only by social group (e.g., ethnicity) but also by age.

**B123**
**EMOTIONAL REACTIONS TO NON-EGALITARIAN PAYMENT IN STRATIFIED SOCIETIES**

Angela Maitner1
1American University of Sharjah

When people expect ethnicity to influence salary, endorsing meritocracy beliefs may increase resilience or vulnerability depending on the amount of mobility perceived within the system.
individuals perceived an opportunity for advancement, endorsement of meritocracy beliefs decreased anger responses; however, when no opportunity for advancement existed, meritocracy beliefs increased shame.

**B124**
**KILLING TWO BIRDS WITH ONE STONE: CAN A RACIAL CONFRONTATION ALSO REDUCE BIAS TOWARD OTHER MINORITY GROUPS?**
Aimee Mark¹
¹University of Southern Indiana

The current experiment examines whether a confrontation concerning racism (against African Americans) can also reduce others’ bias toward other minority group members. Participants interacted with either a White or Black partner and were either confronted or not. Findings suggest that racial confrontations can positively affect one’s attitudes toward Muslims.

**B125**
**DEHUMANIZATION, EMOTIONS AND BEHAVIORAL TENDENCIES**
Rocio Martinez¹, Rosa Rodriguez-Bailon¹, Miguel Moya¹, Tendayi Viki²
¹University of Granada; ²University of Kent

The present study showed how animalistic and mechanistic dehumanization impact on behavioural intentions, negative emotions, and interpersonal closeness towards different groups. It also highlights the importance of intergroup anxiety as mediator between the dehumanization and both the behavioural tendencies and interpersonal closeness towards dehumanized others.

**B126**
**IMPLIED AND EXPLICIT AGEISM AMONG MIDDLE-AGED PEOPLE IN JAPAN**
Masumi Takeuchi¹, Kaori Karasawa¹
¹University of Tokyo

This study attempted to clarify the implicit ageism among middle-aged people in Japan using the Implicit Association Test (IAT), and examining the differences in implicit and explicit ageism between different age groups and the association between traditional values and ageism.

**B127**
**THE ROLE OF WEIGHT STIGMA IN PATIENTS’ HEALTH CARE DECISIONS: PREJUDICE AGAINST OBESE HEALTH CARE PROVIDERS**
Kimberly J. McClure Brenchley¹, Eileen V. Pitpitan², Diane M. Quinn³
¹St. John Fisher College; ²University of California, San Diego; ³University of Connecticut

A series of experiments examined the role of weight stigma in patients’ health care decisions. Participants viewed profiles of potential professionals. Overall, obese professionals were less likely to be selected, to have their advice taken, and were viewed as less legitimate than non-obese professionals. Implications for health care are discussed.

**B128**
**POLICY AND PREJUDICE: ESTABLISHING A NEW SCALE OF PREJUDICE TOWARDS MEXICAN IMMIGRANTS**
David McLean¹, Rachael Carroll¹, Andrew Novotny², Courtney Sparks¹, H Colleen Sinclair³
¹Mississippi State

The present study 1) established a reliable measure of prejudice towards Mexican Immigrants, 2) examined the relationship between prejudice toward Mexican immigrants and policy attitudes, 3) found the link between prejudice and policy attitudes were contingent upon wording (i.e., whether “Mexicans,” “undocumented immigrants,” or “illegal aliens” were the target group).

**B129**
**BELIEF IN FREE WILL AND OUTGROUP BIAS**
Meghan C. McLean¹, Jason A. Nier²
¹Rutgers University; ²Connecticut College

Three studies were conducted to explore the relationship between belief in free will and racial bias. Results suggest that a perpetrator’s race can automatically activate a deterministic or free will based perspective that can influence whether the offense is perceived as intentional.

**B130**
**CONSEQUENCES OF PRACTICALITY IN HELPING NATURAL DISASTER VICTIMS: A COMPARISON OF THE 2011 JAPANESE TSUNAMI AND JOPLIN, MISSOURI TORNADO**
Jessica L. McManus¹, Donte L. Bernard¹, Donald A. Saucier¹
¹Kansas State University, Manhattan KS

In 2011, a tsunami in Japan and tornado in Joplin, Missouri created needs for help. Participants thought it was more practical to help in Joplin. Greater perceived practicality predicted giving money, items, and time in Joplin, but not Japan. Perceived practicality is introduced as an influential factor in helping decisions.

**B131**
**WHEN A PICTURE ISN’T WORTH A THOUSAND WORDS: THE EFFECTS OF TWO TYPES OF IMPLICIT BIAS EDUCATION**
Melissa McManus Scircle¹, Nilanjana Dasgupta¹, Linda R. Tropp¹
¹University of Massachusetts, Amherst

The current study investigated the effects of two different types of implicit bias education messages (video vs. text) on individuals’ emotions, behaviors, and attitudes. Results suggest that the way in which implicit bias education is presented may have important ramifications for individuals’ emotional reactions and prejudiced behavior.

**B132**
**ONLINE DATING IN LATER LIFE: RELATIONAL GOALS AND EXPECTATIONS**
Josephine A. Menkin¹, Theodore F. Robles²
¹University of California, Los Angeles

Participants reported how much they thought an average young or old, male or female target would value different characteristics in a potential romantic partner. Participants expected older adults to value passionate love less than young adults, and to value companionate love (vs. passionate love) more than young adults.

**B133**
**HOW PERCEIVED LAY THEORIES OF INSTRUCTORS IMPACT STUDENTS’ EXPERIENCE AND OUTCOMES IN STEM CLASSROOMS**
Lara D. Mercurio¹, Mary C. Murphy¹, Sabrina Zirkel¹, Julie Garcia¹
¹University of Illinois at Chicago; ²Indiana University; ³Mills College; ⁴California Polytechnic State University, San Luis Obispo

In an experience sampling study, college students experienced significantly more threat in STEM classrooms when they believed their instructor held a relatively fixed (vs. malleable) view of STEM abilities; this relationship was stronger for women than men. Furthermore, experience of threat was itself associated with significantly decreased classroom participation.

**B134**
**PRIMED TO ADJUST: AN INVESTIGATION OF CHRONIC COLLECTIVIST SOCIAL TUNING**
Satia A. Miller¹, Melissa H. Paris¹, Jeanine L. Skorinko¹, Janetta Lun²
¹Worcester Polytechnic Institute; ²University of Maryland

Recent research on social tuning, the aligning of one’s attitudes with others, suggests that this phenomenon which usually requires motivation, may also occur chronically in collectivist cultures. The present research asserts that the collectivistic tendency to adjust to others may be an underlying factor leading to chronic social tuning.
**B135**
SEEING THE THREAT IN THE AIR: MEASURING INDIVIDUAL DIFFERENCES IN THE PROPENSITY TO MAKE ATTRIBUTIONS TO PREJUDICE
Stuart S. Miller¹, Satoris S. Culbertson², Jericho M. Hockett¹, Donald A. Saucier¹
¹Kansas State University
The propensity to make attributions to prejudice scale (PMAPS) is designed to measure individual differences in seeing prejudice in others’ behavior. In the current poster, we discuss the PMAPS factor structure, reliability, and construct validity, as well as the measure’s application for studying issues related to identifying prejudice.

**B136**
APPLYING MY PERSONAL STANDARDS TO YOU: INFERRING SEXISM FROM BEHAVIOR
Chelsea Mitamura¹, Patricia G. Devine³
¹University of Wisconsin-Madison
People may use the standards they set for themselves to evaluate the behavior and character of others. Our study demonstrates that people with personal standards to be nonsexist (high IMS people) need to evaluate fewer ambiguously sexist behaviors than low IMS people to conclude that an actor is sexist.

**B137**
STUDENTS’ GOAL ENDORSEMENT PREDICTS PERCEIVED FIT IN STEM FIELDS
Amanda K. Montoya¹, Allison H. Master¹, Sapna Cheryan¹
¹University of Washington
Endorsement of communal goals (greater among women than men) negatively predicted perceived fit in male-dominated STEM fields, like computer science, but positively predicted perceived fit in female-dominated STEM fields, like biology. Students’ rating of fields showed a perception that female-dominated fields assist in achieving communal goals more than male-dominated fields.

**B138**
ASSESSING THE CONFRONTATION SITUATION: HOW NON-TARGETS AND TARGETS DIFFER
Aaron Moss¹, Leslie Ashburn-Nardo¹
¹Indiana University-Purdue University Indianapolis
White and minority participants read a vignette about confrontation and responded to items measuring several factors. Findings suggest White participants miss opportunities to confront because they believe the situation isn’t urgent, and minorities are more responsible and competent confronting than themselves, despite research suggesting White confronters may be particularly effective.

**B139**
‘REASONABLE SUSPICIONS’ AND THE ‘TRUE’ AMERICAN: CONSTRUCTIONS OF NATIONAL IDENTITY AND IMMIGRATION LEGISLATION
Sahana Mukherjee¹, Ludwin E. Molina², Glenn Adams²
¹University of Kansas
Across two studies, we find that support for tough immigration legislation reflects ethno-centric exclusion rather than identity-neutral enforcement of law. This pattern is most evident for those defining American identity in terms of assimilation to dominant, Anglo-centric cultural values (e.g., to be ‘truly’ American one must have knowledge of English).

**B140**
NECESSITY FOR MULTIPLE DISGUST MEASURES IN SEXUAL PREJUDICE RESEARCH
Steve M. Newell¹
¹University of Florida
Recent research identifies disgust as a central component of attitudes toward gay men. However, individuals vary in their sensitivity to disgust and attitudes toward gay men. Disgust sensitivity measures predict individual differences in these attitudes but the predictive ability of the scales vary depending on the dimension of attitude measured.

**B141**
COULD “STIGMA BUSTING” MESSAGES ABOUT MENTAL ILLNESS BACKFIRE?
Leonard S. Newman¹, Daria A. Bakina¹, Ying Tang¹
¹Syracuse University
Participants read either a message emphasizing the uncontrollability and widespread nature of mental illness or a control version not emphasizing those ideas. Participants without strong Just World beliefs perceived the control message to be more personally relevant than those with such beliefs, but the standard stigma-busting message eliminated that difference.

**B142**
RECALIBRATING THE DYNAMICS OF PERSON PERCEPTION: SHIFTING PROTOTYPICAL THOUGHTS ABOUT SOCIAL TARGETS
Christelle T. Ngonoumen¹, Yufang S. Sun¹, Mahzarin R. Banaji¹
¹Harvard University
Exposure to photographs of Africans, Caucasians, Chinese, Indians, homosexuals, and females re-calibrated participants’ face spaces such that these groups started looking more desirable over time. The study sought to observe how this affects subsequent perceptions of the respective groups regarding various social dimensions (e.g., trustworthiness; competence) and implicit prejudice.

**B143**
ABERSIVE PREJUDICE AGAINST VETERANS: HIREABILITY, MENTAL HEALTH STEREOTYPE, WARMTH, AND COMPETENCE
S. Casey O’Donnell¹, Emily Chan¹, Jessica Copeland¹, Sarah Lukens¹
¹Colorado College
Aversive prejudice against veterans emerges from the strong normative message to be grateful and admiring toward veterans and the contrasting portrayals of veterans as “at-risk” and “damaged.” Three studies documented the stereotype’s content, and how the out-group (people without military ties) but not the in-group exhibited aversive prejudice in hiring.

**B144**
ACTIVATION OF STEREOTYPES AND RESOURCE DEPLETION IN PREPARATION FOR INTER-IDEOLOGICAL INTERACTION
Irma Olcaysoy Okten¹, Selahattin Adil. Saribay¹
¹Bogazici University
Conservative and liberal Turkish university students were led to anticipate an interaction with an opposing-view other. Conservatives relied on negative stereotypes of opposing ideology more than liberals. As participants’ outgroup and ingroup stereotypes became more accessible, they experienced less resource depletion, showing the energy-saving function of stereotypes in inter-ideological interactions.

**B145**
IS YOUR OPENING DOORS FOR ME HAZARDOUS TO MY HEALTH? BENEVOLENT SEXISM AND HEALTH EFFECTS
Elizabeth A. Pascoe¹
¹University of Northern Colorado
This research investigated whether benevolent sexism is related to negative health outcomes. Participants completed an online survey assessing their endorsement of and experience with hostile and benevolent sexism, their current psychological and physical health, and their regular participation in health-related activities.
**Poster Session B — Stereotyping/Prejudice**

**B146**
**MIND PERCEPTION AND GROUPS**
Christina Pedram¹, Eric D. Knowles¹
¹University of California, Irvine

Recent research suggests that attributing or denying mental states to other people may depend on perceived stereotypes of the target's group. This study explores the differences in how we perceive the minds of ingroup and outgroup members, and consequently in our moral judgments involving those individuals.

**B147**
**THE PROTECTIVE ROLE OF JUSTIFICATIONS FOR THE SELF-ESTEEM OF PERPETRATORS OF DISCRIMINATORY BEHAVIORS**
Cicero Roberto Pereira¹, Susana Lavado¹, Rui Costa-Lopes¹, Jose Luis Alvaro², Jorge Vala³
¹University of Lisbon; ²Complutense University of Madrid

Addressing the old (but understudied) issue of whether people need to legitimize their discriminatory behavior for self-presentation reasons, in two experiments we analyzed whether unjustified discrimination reduces the self-esteem of the perpetrator of discriminating behaviors.

**B148**
**THE SPACES BETWEEN US: INCREASING ASSOCIATIONS BETWEEN THE SELF AND BLACKS WITH APPROACH BEHAVIOURS**
Curtis Phillips¹, Kerry Kawakami¹
¹York University

Three studies investigated the impact of training to approach outgroup social categories on self-outgroup merging. In all studies approach training increased self-outgroup merging compared to avoidance or neutral training. A fourth study examined the mediational role self-outgroup merging plays in reducing prejudice following approach training.

**B149**
**THE MORAL FOUNDATIONS OF PREJUDICE: RELATING PURITY AND RELIGIOSITY TO PREJUDICE**
Anna R.D. Pope¹, Ruth H. Warner¹
¹Saint Louis University

This study investigated the effects of priming moral purity on discrimination towards a homosexual job applicant. Though applicant ratings did not depend on applicant sexuality or morality priming, moral foundation endorsement and religiosity predicted applicant ratings and prejudice scores. Implications are discussed for the study of moral foundations and prejudice.

**B150**
**HIRING DISCRIMINATION: WHO CONFRONTS AND HOW DO THEY DO IT?**
Jennifer S. Pratt-Hyatt¹, Isis H. Settles²
¹Northwest Missouri State University; ²Michigan State University

Three studies aimed to identify predictors of discrimination confrontation. Participants completed a hiring task with a partner who made a racist/sexist hiring decision. Predictors of confronting behavior included participant race, state negative affect, Big Five traits, just World Belief, and identification with one’s own race and gender.

**B151**
**I DON'T SEE RACE: AN INVESTIGATION OF THE PERCEPTIONS OF MULTICULTURAL AND COLORBLIND INDIVIDUALS**
Corin Ramos¹, Stephanie Quezada¹, Scott Frankowski¹, Michael Zarate¹
¹University of Texas at El Paso

Endorsement of colorblind ideology by participants predicted negative attitudes toward characters that endorsed multicultural ideology and positive attitudes toward those characters who endorsed colorblind ideology. Colorblind participants viewed multicultural characters as less honest, warm, similar to themselves, and more racist than colorblind characters.

**B152**
**JUSTIFYING POLICE VIOLENCE AGAINST SOCIAL MINORITIES IN BRAZIL AND SPAIN**
Ana Raquel Rosas Torres¹, Jose Luis Alvaro², Thiago Morais³, Alicia Garrido⁴, Leoncio Camino¹
¹Federal University of Paraíba; ²Complutense University of Madrid

This study aimed at to investigate whether the acceptance of police violence is influenced by the victim’s social and racial-ethnic background. 114 Brazilians and 207 Spanish university students took part in the study and overall, results showed that violence was much more accepted when the victim was a woman.

**B153**
**RACIAL AMBIVALENCE AND RESPONSES TO MESSAGES THAT VICTIMIZE THE MAJORITY**
Shannon M. Rauch¹, Silvia Carvalho¹, Kate Zitelli¹, Katherine Hawkins¹, Mark Stambush¹
¹Providence College; ²Harvard University; ³Muskkingum University

We hypothesized that messages that present the White majority as oppressed would be viewed positively, particularly by those with ambivalent racist attitudes. White participants completed racial ambivalence measures and were later exposed to various race-related messages. Favorability toward the victim message (but not the other messages) increased with racial ambivalence.

**B154**
**THE PARADOX OF IDENTITY PERFORMANCE IN RESPONSE TO STIGMA AND STEREOTYPING: HELP-SEEKING IN CEREBRAL PALSY**
Stuart A. Read³, Thomas A. Morton¹, Michelle K. Ryan¹
¹University of Exeter

This research qualitatively investigated how stigma and stereotyping create an identity performance paradox for adults with cerebral palsy when help-seeking. Participants felt they had to perform their need for support when they did not fit the disability stereotype; but also felt concerned about the associated stigma of confirming this identity.

**B155**
**IT’S NOT WHAT YOU SAY IT’S WHO YOU ARE: HOW COMMENT TYPE AND PERPETRATOR OF SEXIST COMMENTS AFFECT WOMEN**
Abigail R. Riemer¹, Stephenie R. Chaudoir¹, Valerie A. Earnshaw²
¹Bradley University; ²College of the Holy Cross; ³Yale University

We examined how women perceive sexist comments. Women imagined a scenario where a boyfriend, boss, or stranger said a hostile sexist, benevolent sexist, or objectifying comment. Hostile sexist comments were rated as sexist and uncomplimentary; however, when the perpetrator was a boyfriend, no comments were rated as sexist or uncomplimentary.

**B156**
**THE ROLE OF SOCIAL STATUS ON STEREOTYPE VULNERABILITY: GENDER AND HEIGHT TWO IDENTITIES HAVING GREATER INFLUENCE THAN IT SHOULD**
David Rigaud¹, Vincent Pillaud¹, Alain Clémence¹
¹UNIL

We assumed that social status, gender (Study 1 and 2) and height (Study 3), would influence stereotype vulnerability. We consistently found that low-status group was more affected – in congruence with stereotype’s valence – as compared to the high-status group. Thus, considering social status could be interesting to better understand stereotype vulnerability.

**B157**
**WHITES CROSS-RACE FRIENDSHIPS (BUT NOT BEHAVIOR) PREDICT RACIAL ATTITUDES**
John M. Rohrbach¹, Rebecca S. Bigler¹
¹University of Texas at Austin

Are Whites’ social networks or behavior in cross-race interactions indicative of their racial attitudes? We tested the utility of Whites’
behavior in cross-race interactions and the diversity of their social network for predicting racial attitudes. Results indicated that the diversity of Whites' social networks—rather than behavior during cross-race interactions—predicted Whites' racial attitudes.

**B158**

**WOMEN AS A SOCIAL MINORITY: STATUS OVERRIDES BASE RATES IN PERCEPTIONS OF "OTHER"**

Liz Schametzi1, Curtis Shelton1, Jordan Seliger1, Avi Ben-Zeev1  
1San Francisco State University

The question of whether women are perceived as a social minority despite women’s approximately equal numerical representation; a possible conflation between status and base rates, has been surprisingly understudied. We report data to that effect, including people’s tendency to perceive common gender-neutral English nouns as significantly more male than female.

**B159**

**DECONSTRUCTING THE FUNNY FAT GIRL: EXPLORING COMPENSATORY STRATEGIES IN RESPONSE TO WEIGHT STIGMA**

Maggie G. Schauer1, Jill Allen1, Sarah J. Gervais1  
1University of Nebraska-Lincoln

To combat the negative consequences and discrimination that often accompanies weight stigma, many obese women engage in compensatory behaviors such as presenting themselves as more sociable or likable. We found that the effects of optimal distinctiveness on compensatory behaviors depended on weight-based rejection sensitivity for socially excluded women.

**B160**

**INTERGROUP CONTACT ON FACEBOOK: INVESTIGATING A NOVEL SOCIAL ENVIRONMENT**

Anne K. Schwab1, Tobias Greitemeyer1  
1University of Innsbruck, Austria

A correlational study has been conducted to test the assumption that having outgroup members as friends on Facebook will result in less intergroup prejudice. Revealing a negative relationship moderated by intimacy, results supported the hypothesis. Further investigations to confirm our findings experimentally are being outlined.

**B161**

**EFFECTS OF HAPTIC TEMPERATURE EXPERIENCES ON SOCIAL COGNITION AND BIAS**

Kay L. Schwader1, Shane Schweitzer2, John A. Bargh1, John F. Dovidio1  
1Yale University; 2University of Maryland, College Park

Warm primes and cold primes (as compared to no prime) significantly increased participants’ explicit attitude ratings of and reaction times (of approach-avoidance) toward social groups. These findings suggest that physical temperature experiences heighten preparedness to engage in social cognition. Moreover, temperature-priming effects may be more nuanced that previously thought.

**B162**

**REDUCING PREJUDICE WITH LABELS: SHARED GROUP MEMBERSHIPS ATTENUATE IMPPLICIT BIAS**

W. Anthony Scroggins1, Diane M. Mackie1  
1University of California, Santa Barbara

Our previous research has shown that making a shared group membership salient attenuates implicit bias. The current study was designed to investigate why this occurs. Results showed that attributing ingroup membership reduces implicit bias because Blacks sharing an ingroup membership (i.e. Black UCSB students) are seen more positively than Blacks.

**B163**

**PREJUDICE IN JAPAN: COMPARING EXPLICIT AND IMPPLICIT METHODS**

Miriam Seel1, Sarah Teige-Mocigemba2  
1Nagoya University; 2University of Freiburg

In a Japanese sample (N = 85), prejudice towards Koreans was assessed using several indirect measures (i.e., the IAT and a new variant of the AMP) and direct measures. Results revealed evidence for prejudice in indirect measures, but not in direct measures. We discuss implications and limitations of the results.

**B164**

**STEREOTYPE THREAT, MENTAL ARITHMETIC, AND THE MERE EFFORT ACCOUNT**

Allison E. Seitchik1, Stephen G. Harkins1  
1Northeastern University

Mere Effort argues that stereotype threat motivates stigmatized participants to perform well, which potentiates the prepotent response. Consistent with this account, when the prepotent response to horizontal mental subtraction problems was compatible with a manipulation of direction of digit-entry, threatened females’ performance was facilitated, but when inconsistent, it was debilitated.

**B165**

**EVALUATING THE CONTRIBUTIONS OF MEMBERS OF MIXED-SEX WORK TEAMS: RACE AND GENDER MATTER**

Amanda K. Sesko1, Monica Biernat1  
1University of Alaska Southeast; 2University of Kansas

Participants read about a pair of employees assigned to work together on a “masculine” task on which they succeeded (Study-1) or failed (Study-2). Mixed-sex teams included White pairs, Black pairs, or mixed race pairs. In both studies, pro-male gender bias was evident only in the white male-white female work pair.

**B166**

**FOSTERING DIVERSE FRIENDSHIPS: THE ROLE OF NEIGHBORHOOD DIVERSITY AND BELIEFS ABOUT THE VALUE OF DIVERSITY**

Monica A. Setuaddin1, Lauren S. Springer1, Carla Thé1, Simonetta Gramolini1, Angela J. Bahn1  
1Wellesley College

In two field studies, we investigated how neighborhood diversity and beliefs about the value of diversity affect attitudinal similarity within friendship dyads. Friends were more similar in racially and politically diverse boroughs of NYC and friends were less similar in Boston neighborhoods that placed high value on diversity.

**B167**

**STIGMA AND CERVICAL CANCER**

Melissa A. Shepherd1, Mary A. Gerend1  
1Florida State University

People who know that human papillomavirus (HPV)—a sexually transmitted infection—causes cervical cancer are more likely to stigmatize women with cervical cancer. Participants who read about a patient with cervical cancer caused by HPV rated her as dirty, dishonest, and unwise and felt morally disgusted, “grossed out,” and unsympathetic.

**B168**

**THE DUAL PROCESS MODEL OF IDEOLOGY AND PREJUDICE: A LONGITUDINAL TEST DURING A GLOBAL RECESSION**

Chris G. Sibley1, John Duckitt1  
1University of Auckland

This study tested the complete set of predicted (and non-predicted) pathways between personality, social worldviews and ideology proposed by Dual Process Model of ideology and prejudice in 2008 and 2009. This study provides the most comprehensive longitudinal test of the model to date. Results supported the key predicted paths.
B169
CONFRONTING SEXISM VERSUS CONFRONTING RACISM: DO BOTH STRATEGIES REDUCE PREJUDICE?
Stefanie Simon1, Henrietta Matheson1, Datonye Charles1, Laurie T. O’Brien1
1Tulane University

The present research examined how perpetrators respond to confrontations of sexism (Study 1) and racism (Study 2). Both types of confrontations led participants to report greater threat, lower self-esteem, and less liking for the confrontee. However, confronting racism led to a reduction in prejudice, whereas confronting sexism did not.

B170
IS TEXT MESSAGING FUELING H8?
Lisa Sinclair1, Ro Mills1
1University of Winnipeg

The impact of text messaging on prejudice was investigated. Experimental participants answered questions with the experimenter either verbally or by texting. Control participants did not answer questions. All participants then completed an evaluation thermometer to measure prejudice. Participants who texted had higher prejudice scores compared with the other two groups.

B171
MASQUERADING AS PRAISE: THE NEGATIVE ECHO OF POSITIVE STEREOTYPES
John Oliver Siy1, Sapna Cheryan1
1University of Washington

Asian Americans and women who heard a positive stereotype stated by an outgroup member were more likely to believe the outgroup member held negative stereotypical views about them than those who did not. Positive stereotypes may thus be threatening because they convey to targets negative stereotypes are not far behind.

B172
AMBIVALENT SEXISM AND ATTITUDES TOWARD FEMALE DRIVERS
Allison L. Skinner1, Margaret C. Stevenson2
1University of Nebraska-Lincoln; 2University of Evansville

We investigated the relationship between ambivalent sexism and perceptions of female drivers involved in civil automobile accident trials. As expected, we found that responsibility attributed to the female defendant was moderated by hostile sexism under competitive driving conditions and benevolent sexism under dangerous icy road conditions.

B173
PERCEPTIONS OF PREJUDICE AND EMOTIONAL RESPONSES IN GROUP INTERACTIONS
Samantha H. Snyder1, Jennifer Walsh1, Ashley B. Allen1
1University of North Florida

Interactions with strangers can be distressing particularly when either party believes that there is prejudice involved. After imagining a scenario, participants revealed more negative emotions and temptations when they felt they were the targets of prejudice, while those concerned with appearing prejudiced experienced more positive emotions and prosocial temptations.

B174
IDEOLOGY, PREJUDICE, AND PRESERVATION OF THE STATUS QUO: AN EXAMINATION OF UNDERGRADUATE STUDENTS’ AMBIVALENCE ABOUT DIVERSITY INITIATIVES IN HIGHER EDUCATION
Tammy L. Sonnenstag1, Stuart S. Miller1, Donald A. Saucier2
1Kansas State University

We examined undergraduates’ support for university diversity initiatives. Students’ ideologies, beliefs, and motivations combined to predict their support for diversity programming (Study 1). Students’ generally expressed support for egalitarian values, while simultaneously tending to trivialize diversity initiatives, advocate racial colorblindness, and appeal to principles of fairness and individualism (Study 2).

B175
MIND THE PAY GAP: FEMALE MANAGERS ARE PENALIZED FOR LEADING WOMEN
Kerry E. Spalding1, Cheryl R. Kaiser1
1University of Washington

Are female managers penalized for leading other women? When reviewing a male or female manager who was a candidate for promotion in a male-dominated field, male but not female participants suggested lower salaries for female managers who led other women. Male managers were not penalized.

B176
SEXISM AND “SISTER-SCHOOLS”: DIFFERENCES IN PERCEIVED WARMTH AND COMPETENCE
Bettina Spencer1, Carla Leal1
1Saint Mary’s College, Notre Dame

Participants from a mixed-sex college and a women’s college read about a student at one of the colleges and completed measures of perceived warmth/competence and benevolent/hostile sexism. An interaction effect between college attended and condition demonstrated that mixed-sex college participants rated the women’s college student as lower in competence.

B177
QUAD MODEL ANALYSIS OF IMPLICIT MOTIVATION TO CONTROL PREJUDICE
Katherine B. Spencer1, Jeffrey W. Sherman2, Jack Glaser1
1University of California, Berkeley; 2University of California, Davis

Individuals with high levels of implicit motivation to control prejudice (IMCP) show less implicit bias than those without. The quadruple model of implicit task performance (Quad model) was used to examine this difference. Comparisons between Quad model component correlates of IMCP and other motivational constructs are discussed.

B178
WHEN AN EDUCATED BLACK MALE IS REMEMBERED AS “WHITER”: BEHAVIORAL AND ERP DATA UNCOVER A SKIN TONE MEMORY BIAS
Eric D. Splan1, Tara C. Dennehy2, Robin I. Goodrich3, Sierra P. Niblett1, Mark W. Geisler1, Avi Ben-Zeev1
1San Francisco State University; 2University of Massachusetts, Amherst; 3University of California, Davis

We offer evidence for the existence of a skin tone memory bias. Participants were primed subliminally, with a counter-stereotypic stereotype word followed by a Black male face. A memory recognition task for target and lures (lighter/darker variations) showed the counter-stereotypic prime elicited more memory errors with respect to lighter lures.

B179
REDUCING PREJUDICE TOWARD STIGMATIZED GROUPS VIA MENTAL IMAGERY: IMAGINED CONTACT VERSUS PERSPECTIVE-TAKING
Sofia Stathi1
1University of Greenwich

Negative perceptions of stigmatized groups are associated with severe problems for individuals and for the positive development of societies. We provide evidence that prejudice-reduction techniques based on mental imagery (specifically, imagined contact and perspective taking) can help improve attitudes toward stigmatized groups, via affective and cognitive routes.

B180
EFFECTS AND MECHANISMS OF EXPOSURE TO ALCOHOL-RELATED CUES ON RACIAL PREJUDICE
Elena V. Stepanova1
1Florida Gulf Coast University

Participants previously primed with alcohol-related (but not neutral) images showed greater facilitation in a lexical decision task for negatively valenced targets than for positively valenced targets when...
preceded by the “BLACK” primes. Exposure to alcohol-related primes increases racial biases and operates through affective, generalized racial prejudice rather than stereotypic prejudice.

**B181**  
**IMPLICIT INDICES OF EXPLICIT STIGMA: APPROACH-AVOIDANCE AND SOCIAL DISTANCE FROM INDIVIDUALS WITH SCHIZOPHRENIA**  
Ryan M. Stolier1, William Stewart1, Kimberly E. Kaye1, Melody S. Sadler2  
1San Diego State University  

Approach and avoidance reactions times towards mentally healthy and schizophrenic targets were compared. While a fear induction had no effect, participants were faster to avoid schizophrenic targets; no approach difference was found. The avoidance difference was marginally correlated with explicit social distance, suggesting an embodied component of such bias.

**B182**  
**IMPLICIT STEREOTYPING OF HISPANIC PATIENTS: NONCONSCIOUS EXPECTATIONS FOR MEDICAL NONCOMPLIANCE AND RISKY HEALTH BEHAVIOR**  
Jeff Stone1, Meghan G. Bean2, Gordon B. Moskowitz2, Terry Badger1, Elizabeth S. Focella3  
1University of Arizona; 2Lehigh University  

Hispanic Americans face disparities in health outcomes compared with Whites. This research found that medical and nursing students explicitly report negative stereotypes about Hispanic patients related to medical noncompliance and risky health behaviors. Further, these stereotypes can be activated outside of conscious awareness upon exposure to Hispanic individuals.

**B183**  
**“THAT’S SO GAY”: EFFECTS OF EXPOSURE TO GAY JOKES, STATEMENTS, AND METAPHORS ON THE EXPRESSION OF SEXUAL PREJUDICE**  
Megan L. Strain1, Donald A. Saucier2  
1Kansas State University  

Humor may provide a cover for prejudice. Testing prejudiced norm theory (Ford & Ferguson, 2004), participants read gay or neutral jokes, statements, or metaphors, and petitions to fund a GLBT speaker. Individuals exposed to gay metaphors were less likely to sign petitions, indicating these metaphors activated non-serious mindsets, increasing discrimination.

**B184**  
**AWE’S EFFECTS ON PERCEPTIONS OF OTHERS**  
Daniel C. Strassburger1, Megan C. Haggard1, Megan J. Shen2, Wade C. Rowatt1  
1Baylor; 2Mount Sinai School of Medicine  

Prior research suggests that participants who experience awe become less self-focused and become more focused toward things on a grander scale. This shift from focusing on the self toward focusing on others could be an important link in the continued efforts to understand perceptions of others.

**B185**  
**SHARED STEREOTYPES AND THE SHIFTING STANDARDS PHENOMENON**  
Yui SUH1,2, Minoru KARASAWA1  
1Nagoya University; 2Japan Society for the Promotion of Science  

When people judge someone, they shift evaluative standards based on stereotypes of the target person. However, this phenomenon should only occur when stereotypes are shared. We found evidence for the shifting standards phenomenon when common ground for stereotypes existed between a sender and recipient.
**B191**

**FACE FIRST: RACIAL STEREOTYPICALITY AFFECTS EARLY NEURAL ATTENTION TO BLACK AND WHITE FACES**

Thomas P. Tibbett¹, Julie Kittle², Cheryl Dickter²

¹Texas A&M University; ²The College of William and Mary

Participants viewed racially ambiguous faces differing by skin tone and stereotypical facial structure. Early attentional event-related brain potentials were sensitive to stereotypicality of the facial structure rather than skin tone of digitally-created faces, illustrating how the timecourse of attentional processing is affected by the structure of racially ambiguous faces.

**B192**

**VERTICALITY AND FACIAL EXPRESSION PREDICT WARMTH AND ENVY**

Caroline Tipler¹, Tara Van Bommel¹, Janet B. Ruscher²

¹Tulane University

An embodiment perspective on the Stereotype Content Model examined vertical position (status) and facial expression (warmth). Frowners high in participants’ visual fields were seen as warm, while frowners low in the visual field were inferred to believe participants had received unfair advantages. Presumably, frowns of low status individuals signaled envy.

**B193**

**FAITH IN INTUITION MODERATES THE EFFECTS OF POSITIVE AFFECT ON GENDER STEREOTYPING**

Jason Trent¹, Laura A. King¹

¹University of Missouri - Columbia

Whether a person’s own faith in intuition (FI) would moderate positive affect’s (PA’s) effect on stereotyping was tested. After inducing mood, participants rated the likelihood of either a female or male (described exactly the same) to chose particular majors. PA led to stereotyping for only high FI participants, confirming predictions.

**B194**

**A DEHUMANIZATION INFLUENCE ON THE MORALITY JUDGMENT OF AN ENVIRONMENTAL ISSUE**

Saori Tsukamoto¹, Atsunobu Suzuki¹, Minoru Karasawa¹

¹Nagoya University

One’s attitude toward environmental issues can be influenced by exposures to media information. The present study illustrated that such information does not directly influence attitude but rather the effect is mediated by perceived “humanness” of the actors being depicted. Implications of dehumanization on attitude formation are discussed.

**B195**

**DISENTANGLING THE ROLES OF INTERNALIZED STIGMA AND DEPRESSION IN WOMEN’S ENROLLMENT IN HIV CARE IN KENYA**

Janet M. Turan¹, Bulent Turan¹, Marciacanah Onono², Elizabeth A. Bukusi², Abigail Hatcher³, Craig R. Cohen¹

¹University of Alabama at Birmingham; ²Kenya Medical Research Institute; ³University of California San Francisco

Is HIV-related stigma an important barrier to engagement in HIV care independent of depression? 165 pregnant HIV-positive Kenyan women were interviewed during pregnancy and after the birth. After adjusting for depression and other predictors, internalized stigma remained significantly associated with reduced enrollment into HIV care, while postnatal depression was not.

**B196**

**PREJUDICE TOWARDS GYPSIES IN ANDALUSIA: OUTGROUP PROTOTYPICALITY AND COMMON IDENTITY**

Ana Urbiola¹, Josefa Ruiz-Romero¹, Guillermo B. Willis¹, Miguel Moya³

¹Universidad de Granada, Spain

We examined the conditions in which the inclusion of Gypsy and non-Gypsy Andalusians in a superordinate category (Andalusians) could increase prejudice towards Gypsies. Results showed that when Andalusian identity was salient or when Gypsies were portrayed as more prototypical of Andalusian group, non-Gypsies participants showed greater prejudice towards Gypsies.

**B197**

**HIGHER VERTICAL POSITIONS STRENGTHEN IMPlicit POSITIVE ASSOCIATIONS**

Tara Van Bommel¹, Janet B. Ruscher²

¹Tulane University

Vertical positions attempted to influence typical ageist associations (i.e., young-is-good/old-is-bad). Participants gazed up, straight ahead, or down at a computer monitor while completing implicit and explicit ageist attitude measures. Gazing upward strengthened implicit associations to goodness regardless of age; gaze did not affect associations to badness or explicit attitudes.

**B198**

**FOR BETTER OR WORSE? COMPETITION CAN IMPAIR PERFORMANCE BY EVOKING STEREOTYPE THREAT**

Katie J. Van Loo¹, Robert J. Rydell¹, Boucher L. Kathryn¹

¹Indiana University

We found evidence that competition can induce stereotype threat. Women primed with competition worried more about the “women are bad at math” stereotype and exhibited worse math performance than men; however, these gender differences did not obtain for women not primed with competition and women told the test was gender-fair.

**B199**

**FAILURE AND SHIFTING STANDARDS: HOW FAILURE CAN POSITIVELY AFFECT SUBJECTIVE EVALUATIONS OF STEREOTYPED GROUP MEMBERS**

Adrian J. Villlicana¹, Michelle Fabros², Donna M. Garcia³, Monica Biernat¹

¹University of Kansas; ²California State University, San Bernardino

Using the shifting standard model, we investigated the positive influence failure has on subjective – but not objective – evaluations of stereotyped group members. After failing to prepare lunch, a father was rated higher in parenting traits relative to a mother yet was awarded less parental custody after a hypothetical divorce scenario.

**B200**

**STEREOTYPE THREAT TRANSFERENCE: DOES MINORITY SEXUAL ORIENTATION INCREASE CONCERNS ABOUT NEGATIVE RACIAL STEREOTYPES?**

Ryan M. Walker¹, Jonathan E. Cook¹, Rebecca Mohr¹, Valerie Purdie-Vaughns¹

¹Columbia University

Data from a self-report measure of race-based stereotype threat were analyzed with a 3 (race) x 2 (sexual orientation) ANOVA. Results indicated main effects of race and sexual orientation but no interaction. Threat from sexual orientation appears to increase sensitivity to negative racial stereotypes, independent of one’s own race.

**B201**

**REDUCTION OF AUTOMATIC STEREOTYPING THROUGH SITUATIONAL ATtribution TRAINing is ROBUST TO INDIVIDUAL DIFFERENCES IN SOCIAL DOMINANCE ORIENTAtion AND TESTING DELAY**

Seamus P. Walsh¹, Tracie L. Stewart¹, Ioana M. Latu²

¹University of Mississippi; ²University of Neuchatel

Situational Attribution Training (SAT) – intensive training to “consider the situation” rather than make stereotypic judgments of behaviors – has been found to reduce automatic racial stereotyping. A new study found these effects persisted 24 hours after training. SAT effects were weaker, but still significant, for participants higher in Social Dominance Orientation.
IF I NEED HELP, I WILL ASK FOR IT: CONSEQUENCES OF CONFRONTING PATRONIZING TREATMENT
Katie Wang1, Arielle Silverman2, Jason D. Guynn2, John F. Dovidio1
1Yale University; 2University of Colorado, Boulder
Blind individuals were perceived as less warm and likeable when they confronted benevolently patronizing, rather than hostile, treatment. These findings highlighted the challenge that people with disabilities face as they navigate the balance between maintaining good interpersonal relationships with the nondisabled public and promoting social change.

EFFECTIVE OUTGROUP ROLE MODELS: THE IMPACT OF ROLE MODEL GENDER AND COMPARISON RELEVANCE ON WOMEN’S MATH PERFORMANCE UNDER STERETYPE THREAT
Bradley M. Weisz1, Emily S. Shaffer2, David M. Marx1
1San Diego State University; 2Tulane University
The current research found that under certain conditions female role models could be as effective as female role models at protecting women’s performance under stereotype threat. Additionally, these findings indicate that role models protect performance by allowing stereotype-threatened individuals to shift their focus away from their negatively stereotyped identity.

INCLUDING OUTGROUPS IN THE SELF: THE ROLE OF TRAIT AGREEABLENESS AND SELF-DISCLOSURE
Keith M. Welker1, Richard B. Slatcher1, Arthur Aron2
1Wayne State University; 2Stony Brook University
The current research investigated the effects of cross-group contact, finding that actor trait agreeableness was a strong predictor of perceived outgroup closeness in cross-race, but not same-race dyads. Furthermore, in cross-race dyads, this effect was mediated by partners’ self-disclosure. Implications for cross-group contact are discussed.

THE SALIENCE OF WEIGHT: IMPACT OF CLASSROOM SEATING ON ACADEMIC PERFORMANCE & LEARNING GOALS
Joseph D. Wellman1, Ellen E. Newell2, Lauren M. Hawthorne2, Shannon K. McCoy2
1Wesleyan University; 2University of Maine
The current research examines academic performance (GPA) and learning goals when overweight and average weight individuals are placed in fixed (weight salience) vs. non-fixed desks. Overweight individual were found to demonstrate poorer performance and report lower learning goals in fixed-desks. Implications for stereotype threat are discussed.

WHITES’ PERCEPTION OF RACIAL PROGRESS IS SELF-PROTECTIVE
Clara L. Wilkins1, Michael Inkelas1, Katherine D. Schad1
1Wesleyan University
White students reported lower levels of implicit self-worth after learning they lost a competition to a Black student. After making attributions for their loss, however, White Americans primed with racial progress at their university experienced a rebound in implicit self-worth compared to Whites in the control condition.

THE POWER OF ONE: HOW A SINGLE PREJUDICED OR TOLERANT PERSON CAN AFFECT THE ENDORSEMENT OF SYMBOLIC PREJUDICE
William T. Cockrell1, Christina Rhodes1, H. Colleen. Sinclair4
1Mississippi State University
We examined the power of social influence on a person’s willingness to support discriminatory policies. Results indicated that participants in conditions with a single bigoted confederate cast more biased votes than when with a single ally, but the presence of a single ally promoted rejecting discrimination across conditions.

RACE SALIENCE MODERATE CHILDREN’S IMPLICIT RACIAL BIASES
Amanda Williams1, Jennifer R. Steele1
1York University
We examined whether individual differences in race salience moderates children’s (N = 117; aged 5 to 12 years) implicit racial biases. We found support for this possibility; children high in race salience showed greater pro-White (versus Black) bias on a race-ch-IAT than those low in race salience.

IT HURTS TO STOOP: HOW STATUS AND RACE IMPACT THE COGNITIVE AND AFFECTIVE COSTS OF SEEKING HELP
Brooke A. Williams1, Stuart S. Miller2, Brandon A. Yohn1, Paige A. Threlkeld4, Donald A. Saucier5
1Kansas State University
We examined how one’s status and race affect psychological reactions to help seeking. College students imagined themselves in authority or subordinate positions relative to a Black or White potential helper. When the helper was Black, higher affective costs were anticipated if help was to be sought in the authority condition.

TRACKING THE IMPACT OF EXPLICIT AND IMPLICIT STEREOTYPE THREAT: A PILOT STUDY
DeWayne P. Williams1, Baldwin Way1, Julian F. Thayer1
1The Ohio State University
We examined the psychological differences between implicit and explicit stereotype threat (ST). Preliminary results revealed that minority participants scored higher on measures of stigma and discrimination following an implicit ST manipulation when compared to explicit and control groups – suggesting that prejudice ambiguity is a vital component of the ST puzzle.

PREJUDICE TOWARDS ATHEISTS IN SPAIN
Guillermo B. Willis1, Rocío V. Villena1, Josela Ruiz-Romero1
1Universidad de Granada, Spain.
In two studies we examined the pervasiveness of prejudice towards atheists in Spain. Using a correlational (Study 1) and an experimental (Study 2) approach we found that non-atheists participants displayed greater prejudice towards atheists than against other discriminated minorities, and this was stronger when participants were high in religious identity.

STIGMA, COPING, AND MENTAL HEALTH AMONG SURVIVORS OF RECENT RAPE IN SOUTH AFRICA
Lauren H. Wong1, Gail E. Wyatt2, Christine Dunkel Schetter2
1UCSF; 2UCLA
This study investigated the effect of self and public stigma on mental health among South African women (17-50 years) reporting rape within past 6 months (N=173). Higher self- and public stigma was related to both PTSD and depressive symptoms. Greater avoidance coping mediated the relationship between public stigma and PTSD.

WOMEN IN STEM: DO SUCCESSFUL COUNTERSTEREOTYPIC EXEMPLARS HELP OR HARM?
Anna Woodcock1
1California State University, San Marcos
Women are underrepresented in STEM. Female undergraduate STEM majors (N=128) were exposed to a series of women who had excelled in STEM careers – presented as either superstars or average students. Both were perceived as inspirational, but had a detrimental effect on implicit math-gender stereotype activation and implicit math identity
**Poster Session B — Stereotyping/Prejudice—Intergroup Relations**

**B214**

**MEN’S LIKELIHOOD TO DISCRIMINATE AGAINST WOMEN BASED ON (DIS)APPROVAL OF SEXIST HUMOR**

Julie A. Woodzicka1, Thomas E. Ford2, Abbie Caudill1, Vanessa Ndege1, Julia Prey2
1Washington and Lee University; 2Western Carolina University

We examined men’s likelihood to discriminate against women after watching humorous sexism or neutral videoclips with an approving or disapproving confederate. Participants watching sexist videos with an approving confederate gave significantly less money to a pro-women group than those with a disapproving confederate, no confederate, or those watching neutral clips.

**B215**

**THE RELATIONSHIP BETWEEN THE FORMATION OF SUBTYPES AND PARADOXICAL EFFECTS IN STEREOTYPE SUPPRESSION**

Mana Yamamoto1, Takashi Oka1
1Nihon University

We examined the possibility that the formation of subtypes led to less paradoxical effects in stereotype suppression. The results indicated that stereotype suppression led to paradoxical effects and that people who had formed subtypes had less stereotypical images about females than those who had not formed subtypes.

**B216**

**THE ATTITUDES TOWARD TRANSGENDER SPECTRUM IDENTITIES SCALE (ATSIS): MEASURING GENDER BIAS AGAINST TRANS MEN, TRANS WOMEN, AND GENDERQUEER TARGETS**

Cris P. Youssouf1, Charlotte Chuck Tate1
1San Francisco State University

We developed a new scale to precisely examine prejudice toward transgender targets by asking separately about transgender men, transgender women, and genderqueer persons. Results showed a two-factor, 20-item scale with high internal reliability, convergent validity with transphobia and sexism measures, and divergent validity with self-experienced gender constructs (e.g., gender typicality).

**B217**

**EFFECTS OF TARGET CONSTRAUL ON ACTIVATING CONFLICT AVOIDANCE AND POSITIVE GROUP TREATMENT MOTIVES AND INFLUENCING SOCIAL JUDGMENTS**

Kevin L. Zabel1, Michael A. Olson1
1University of Tennessee

Two motivational orientations differentially led to automatic prejudice correction depending on target construal level. As hypothesized, in two studies utilizing impression formation tasks, automatic prejudice correction was predicted solely by conflict avoidance motives in individual-level construal contexts and by positive group treatment motives in category-level construal contexts.

**B218**

**SOCIAL SUPPORT AND THE EMOTIONAL EFFECTS OF GENDER DISCRIMINATION**

Carla A. Zimmerman1, Donna M. Garcia2
1Texas A&M; 2California State University, San Bernardino

Following an experience of sexism, women rated their positive and negative affect, self-esteem, and social support from friends, family, and significant others. Results found higher levels of social support from a significant other only were correlated with higher positive affect and self-esteem, and negatively related to sadness and shame.

**B219**

**PERCEPTIONS OF RACIAL CONFRONTATION: THE ROLE OF COLOR BLINDNESS AND AMBIGUITY**

Linda X. Zou1, Cheryl L. Dickter1
1The College of William and Mary

An investigation of perceptions of a Black individual’s confrontation of a White individual’s prejudicial comment revealed that White participants’ perceptions of the Black confronter and the confrontation’s reasonableness differed as a function of both individual racial color blind ideology and the ambiguity of the prejudicial comment.

**Intergroup Relations**

**B220**

**LOOKING BEYOND THE IVORY TOWER: LONGITUDINAL EFFECTS OF COLLEGE ROOMMATE DIVERSITY ON POST-GRADUATE INTERETHNIC ATTITUDES**

Jan Marie R. Alegre1, J. Nicole Shelton1, Joan S. Girgus1, Thomas J. Espenshade2
1Princeton University

White and ethnic minority undergraduates (N=244) were surveyed about diversity-related experiences and attitudes upon starting college, during junior year, and two years post-graduation. Hierarchical regression analyses show that among students who have less diverse contact prior to college, freshman-year roommate diversity predicts improvements in interethnic attitudes two years after graduation.

**B221**

**NOT ONLY SKIN DEEP: THE CONSEQUENCES OF ETHNIC BULLYING**

Allyson A. Arana1, Brandy M. Bundy1, Samantha Steere1, Priya Iyer1, Maria Guarneri-White1, Lauri A. Jensen-Campbell1
1University of Texas, Arlington

This study examined possible ethnic differences in peer bullying. White, Black and Hispanic adolescents completed measures of victimization, health, and ethnic bullying. Victimization was related to health problems, which did not differ by ethnicity. Ethnic bullying predicted physical and psychological health problems, with Blacks reporting more than Whites or Hispanics.

**B222**

**ETHNIC GROUP MEMBERSHIP INFLUENCES EMOTIONAL REACTIONS TO INFORMAL SOCIAL CONTROL**

Amelie Nugier1, Marlene Oppin1, Chekroun Peggy2
1Clermont Université Blaise Pascal, France; 2Université Paris Ouest Nanterre La Défense, France

Research demonstrates that the perceived legitimacy of social control (e.g., reaction to deviance) based on the ethnic group membership of the social controller has profound effects on emotions and behaviors intended by the deviant.

**B223**

**IT WAS BETTER THE WAY IT WAS: IDEOLOGICAL IMPLICATIONS OF NOSTALGIA FOR THE STATUS QUO**

Matthew Baldwin1, Chris Goode1
1University of Kansas

We explored the functions of status quo nostalgia (SQN) — the longing for “the way things were”. We found that SQN is positively related to dominant ideologies and negatively related to progressive ones. Furthermore, SQN predicts feelings of personal control. However, these effects were moderated by perceptions of future economic success.

**B224**

**REGULATORY FOCUS FRAMING APPEALS DIFFERENTIALLY TO IN-GROUPS AND OUT-GROUPS**

Sarah Banchefsaky1, Amanda Diekman2, Amanda Johnston2
1University of Colorado; 2Miami University; 3University of Houston-Clear Lake

Efforts supporting controversial social change (e.g., affirmative action) can be justified in terms of achieving gains (promotion) or avoiding losses (prevention). Framing appeals differentially to in- and out-group members; out-groups find the change less discriminatory, more justified, and worthy of support if framed by prevention, whereas in-group members prefer promotion.
B225
THE INFLUENCE OF COMMON AND DUAL IDENTITIES ON WHITES’ PERCEPTIONS OF AND WILLINGNESS TO PROTEST DISCRIMINATION AGAINST BLACKS
Jillian C. Banfield1, John F. Dovidio1
1Yale University
We examined how representations of group identities of White and Black Americans affect Whites’ recognition of discrimination against Blacks and their willingness to protest discrimination. Inducing a common-group representation reduced Whites’ recognition of subtle discrimination and willingness to protest. Inducing a dual identity facilitated Whites willingness to protest blatant discrimination.

B226
PRIMING PATRIOTISM AND NATIONALISM: BEYOND INDIVIDUAL DIFFERENCES
Kelly L. Barnes1, Victoria M. Esses1
1University of Western Ontario
This study primed nationalism versus patriotism, and measured attitudes toward immigrants. Results indicate that priming nationalism leads to negative attitudes toward immigrants while priming patriotism leads to positive attitudes. The ability to induce different forms of national attachment and thus change attitudes toward immigrants has important implications for intergroup relations.

B227
COMPARING ASSIMILATION INDICATORS FOR HISPANICS AND AFRICAN AMERICANS
Tatiana Basáñez1, Yusuke Shono1, Coral Bruni2, William D. Crano1, Alan Stacy1
1Claremont Graduate University
This study compared assimilation indicators for Hispanics and African Americans. Results suggest it was easier to associate low social class images with Latino Americans than with African Americans.

B228
IMPRESSIONS OF CONCEALABLE STIGMAS DIVERGE WHEN BASED ON VISUAL VERSUS VERBAL INFORMATION
Nadia Y. Bashir1, Nicholas O. Rule1, Alison L. Chasteen1
1University of Toronto
We examined perceivers’ evaluations of targets with concealable stigmas when perceivers received visual versus verbal target information. Perceivers based their impressions on extra-stigmatic instead of stigma-related visual information. Furthermore, exposure to visual target information reduced stigmatizing judgments of novel group members for whom visual information was unavailable.

B229
IMAGINE A BETTER WORLD: IMAGINED INTERGROUP CONTACT REDUCES PREJUDICE TOWARDS MUSLIMS
Charles J. Bergeron1, Jordan P. LaBouff1
1University of Maine
Two studies investigated imagined intergroup contact among ideologically intolerant individuals. Local and national participants imagined a positive interaction with a Muslim and completed implicit and explicit measures of anti-Muslim attitudes. Results indicate that imagined contact is effective in improving attitudes, even when simultaneously controlling for ideological intolerances and preexisting prejudice.

B230
QUESTIONING THE VICTIM: HOW CONTEMPORARY SEXISM MANIFESTS IN CONVERSATIONS
Ilana-Ruth Bевan1, Phillip Atiba. Goff1
1University of California, Los Angeles
Why don’t people confront sexism? Previous research suggests that women fear overt retaliation when reporting sexist behavior (Swim & Hyers, 1999), and in our present study participants often responded by discounting and questioning the sexist attribution. High levels of benevolent sexism predicted these harmful, yet subtle behaviors.

B231
DEFINING “US”: CONSEQUENCES OF INGROUP PROJECTION FOR INTERGROUP BEHAVIOR
Mauro Bianchi1, Sven Waldez1
1ISCTE - University Institute of Lisbon
Ingroup projection, that is, the tendency to use ingroup instead of outgroup features to define an inclusive category, influences intergroup evaluations. In two studies, we test whether the projection of ingroup instead of outgroup traits to an inclusive category affects intergroup behavior (e.g., approach and avoidance immediate motor behavior).

B232
THE THREAT OF APPEARING SEXIST: IMPLICATIONS FOR CROSS-GENDER JOB INTERVIEWS
Lisa M. Bitacola1, Nina E. Jauernig1
1Simon Fraser University
The present study (N=134) explores the impact of raising the stereotype of sexism in a cross-gender interview. Analyses indicate that simply raising the interpersonal stereotype of male sexism can lead males to feel more socially skilled in the job interview compared to those who were not reminded of the stereotype.

B233
PERCEPTIONS OF MEN’S AND WOMEN’S GENDER IDENTITY CENTRALITY, THEIR HOSTILE AND BENEVOLENT BELIEFS, AND THEIR PERSONAL AND PROFESSIONAL DESIRABILITY
Eliza Bivolaru1, Zoe Kinnias1
1INSEAD
Four studies investigated perceptions of male and female targets’ gender identity centrality, perceptions of their hostile and benevolent beliefs about the other gender group, and their personal and professional desirability. Women and men believe strongly identified men hold hostile sexist beliefs and see strongly identified men as professionally undesirable.

B234
THREAT BY ASSOCIATION: FROM DISTANT THREATS TO LOCAL INTOLERANCE
Thijs Bouman1, Martijn van Zomeren1, Sabine Otten1
1University of Groningen
Because many intergroup threats are distant and imposed by groups most of us never encounter (e.g., al-Qaeda), it is relevant to know whether reactions to these threats carry over to nearby groups (e.g., Arab Americans). Our studies show this carry-over effect for symbolic threats, indicated by intolerance toward local outgroups.

B235
OVERLOOKING DISCRIMINATION: WHEN DIVERSITY STRUCTURES PREVENT WOMEN FROM SEEING SEXISM
Laura M. Brady1, Cheryl R. Kaiser1, Brenda Major1
1University of Washington; 2University of California, Santa Barbara
Women perceived a company with (vs. without) a diversity structure (e.g., diversity policy) as less likely to discriminate against women. Perceptions that the company was procedurally just for women mediated this relationship. The presence of diversity structures may make detecting injustice more difficult, even among those most affected by discrimination.
**B236**

**DOES A COMMON INGROUP IDENTITY REDUCE WEIGHT BIAS? ONLY WHEN WEIGHT DISCRIMINATION IS SALIENT**

Paula M. Brochu\(^1\), Jillian C. Banfield\(^1\), John F. Dovidio\(^1\)

\(^1\)Yale University

This research examined the effectiveness of a common ingroup identity in reducing weight bias. Results revealed that a common ingroup identity reduced weight bias only when weight discrimination was salient. This study demonstrates that discrimination salience, via moral outrage, is an important boundary condition of the common ingroup identity model.

**B237**

**REHABILITATING CIVILIAN VICTIMS OF WAR: AN EVALUATION OF A PSYCHOSOCIAL INTERVENTION IN SIERRA LEONE**

Leonardo Capozza\(^1\), Ushma Mughal\(^1\), Diego Caracas\(^1\), Susan Ayers\(^1\)

\(^1\)Morehead State University

An evaluation of an intervention in Sierra Leone aiming to reduce war trauma symptoms. Those in Intervention had lower PTSD symptoms and scored lower on Ingroup Anxiety than those in Control. Intergroup Anxiety partially mediated the intervention’s effects. The effectiveness of the intervention was moderated by national identification.

**B238**

**PERCEPTIONS OF ETHNIC OUTGROUPS AMONG SLOVAK STUDENTS**

Peary Brug\(^2\), Ivana Skerlikova\(^1\)

\(^1\)St. Mary’s University College

This study examined Slovakian students’ perception of two outgroups. Students were randomly assigned to a condition and asked to administer a punishment for a hypothetical Gypsy or Czech offender. Less leniency was shown towards the Gypsy offender. In addition, students showed greater negative cognition and behaviour towards the Gypsy outgroup.

**B239**

**MOTIVATION AND POSITIVE INTRAGROUP CONTACT: A LONGITUDINAL EXAMINATION**

David A. Butz\(^3\), Aaron E. Haas\(^1\), Kathleen A. Klik\(^1\)

\(^1\)Morehead State University; \(^2\)East Tennessee State University; \(^3\)Washington State University

A longitudinal study examined the role of motivation in positive intergroup contact. Internal motivation to respond without prejudice led to higher quality intergroup contact initially and 9-12 weeks later, whereas external motivation led to unpleasant interactions. Internal motivation predicted the quality of future interactions above and beyond prior contact experiences.

**B240**

**THE ROLE OF BELIEVING IN ABSOLUTE EVIL IN SUPPORT FOR VIOLENT POLICIES**

Maggie Campbell\(^1\), Johanna Ray Vollhardt\(^1\)

\(^1\)Clark University

Two online studies were conducted to conceptually distinguish belief in absolute evil from measures of rigid cognitive style and established psychological constructs that predict intergroup violence (RWA, SDO, belief in a dangerous world, and religious fundamentalism). Belief in absolute evil predicted support for violent policies above and beyond these constructs.

**B241**

**MENTAL IMAGERY AS A MODERATOR OF THE EFFECTS OF IMAGINED CONTACT**

Dora Capozza\(^1\), Emilio Paolo Visintin\(^1\), Irene Favara\(^1\), Rossella Falvo\(^1\), Elena Trifiletti\(^1\), Gian Antonio Di Bernardo\(^1\)

\(^1\)University of Padova

An experiment investigated the moderator role of the individual inclination to use mental imagery on the relationship between imagined contact and prejudice. The target of imagined contact was a mentally disabled person. This moderator role of imagery was demonstrated both when dependent variable was attitude and when it was empathy.
B247  
SEEING THREAT IN DIVERSITY: WHITES’ REACTIONS TO BECOMING A MINORITY  
Felix Danbold1, Yuen Huo1  
1University of California, Los Angeles  
A study of 190 White American adults examined perceptions of demographic change, prototypicality threat, and assimilation attitudes. The extent to which Whites perceived their share of the population to be decreasing predicted endorsement of cultural assimilation. This relationship was mediated by threat concerning loss of status as prototypical Americans.

B248  
PERCEIVED SIMILARITY AND CONFLICT, AND THE (UN)PREDICTABILITY OF INTERGROUP INTERACTIONS  
Chad M. Danyluck1, Elizabeth Page-Gould1  
1University of Toronto  
Participants completed two essays priming similarity or dissimilarity and conflict or harmony before an intergroup interaction, during which physiological, behavioural, and subjective responses were recorded. The results suggest that context can guide perceptions of similarity and conflict, and focusing on the similarities and harmony between groups can encourage cross-group friendship.

B249  
AN INVESTIGATION OF LANGUAGE ACCENT AS A SYMBOLIC INTERGROUP THREAT  
Mark D. Davis1, Craig Warfield2, Alexis C. Hewitt1, Kelly Pivik1  
1The University of West Alabama; 2Kansas University  
Two studies investigated the relationship between accents and threat. Study 1 tested accent as a predictor of symbolic threat. Study 2: Tested the effects of listening to language accents on facial EMG. Accents serve as a predictor of symbolic threat. Greater corrugator activity results when accents are perceived as threatening.

B250  
AFFECTION RESPONSES TO INGROUP AND OUTGROUP EMOTIONAL EXPRESSIONS ARE SENSITIVE TO RELATIONS BETWEEN THE GROUPS  
Derek DeBellis1, Dominic Packer2  
1University of Vermont; 2Lehigh University  
Using an affective priming paradigm, we measured affective responses to emotional expressions of members of novel ingroups and outgroups with varying intergroup dynamics (competition vs. cooperation). Results suggest that the emotional system rapidly tunes responses to emotional expressions as a function of social category membership and relationship between the groups.

B251  
THE BLAME GAME: THREAT MOTIVATES BLAMING REFUGEES TO RESTORE BELIEF IN A JUST WORLD  
Amanda N. DeVau1-Fetters1, James M. Olson1, Victoria M. Esses1  
1University of Western Ontario  
This study examined Just World Theory by manipulating justice threat (high/low) and asking participants to assess a refugee claimant. High threat resulted in more favorable responses to the refugee, especially by foreign-born participants. These data suggest that people can use different strategies to maintain a belief in the just world.

B252  
NEGOTIATING HISTORY: HOW BLACKS ENGAGE WHITES WITH THE HISTORY OF SLAVERY  
Ruth Dittrich1, Valerie Purdie-Vaughns2, John Dovidio2  
1Yale University; 2Columbia University  
In three studies Blacks who are motivated to act as agents of social change (individuals high in “implicit-power”; Winter, 1994) responded to representations of slavery by successfully engaging Whites with the topic. We explore and discuss their successful communication strategies.

B253  
POWER AND SOCIAL CONSENSUS: AN ANALYSIS OF DIFFERENTIAL COMMUNICATION  
Kristin N. Donnelly1, Ryan Nicholls1, Radmila Prislin1  
1San Diego State University  
Our investigation used the LIWC (Linguistic Indicator Word Count) to evaluate differential communication style and word choice as a function of numerical size and power.

B254  
PRO-DIVERSITY MESSAGES AND DISCRIMINATION CONCERNS FOR MAJORITY AND MINORITY GROUP MEMBERS  
Tessa L. Dover1, Brenda N. Major1, Cheryl R. Kaiser2  
1University of California, Santa Barbara; 2University of Washington  
We assessed how pro-diversity recruitment materials affect Whites and Minorities during a hiring simulation. Compared to pro-individuality recruitment materials, pro-diversity materials led Whites high in system-justifying beliefs (SJBs) and Minorities low in SJBs to have greater worries about receiving discriminatory treatment, suggesting an ironic effect of pro-diversity cues.

B255  
SUPPORTIVE OUTGROUP FRIENDS MATTER: THE ROLE OF EMOTIONAL SHARING IN MOTIVATING COLLECTIVE ACTION  
Lisa Droogendyk1, Stephen C. Wright1, Winnifred R. Louis2  
1Simon Fraser University; 2University of Queensland  
Female participants nominated a male friend who was supportive, a little supportive, or unclear in his stance towards women’s rights. Thinking of supportive friends increased collective action via shared emotions, but lowered collective action overall. Results speak to pathways by which cross-group friendships may be fostered without undermining collective action.

B256  
A FRIENDSHIP STUDY: AN INVESTIGATION ON THE BENEFITS OF SELF-EXPANSION VERSUS SELF-MAINTENANCE ENGAGEMENT MOTIVES IN CROSS-GROUP INTERACTIONS  
Odilia Dys-Steenbergen1, Stephen C. Wright1  
1Simon Fraser University, Burnaby, B.C. Canada; 2Simon Fraser University, Burnaby, B.C. Canada  
This Friendship Study consisted of two subsequent sessions. Participants were primed with either a Self-expansion (SE) or Self-Maintenance (SM) engagement motive and interacted with a partner from a different ethnic group. Both sessions showed that the SE prime resulted in more positive individual and interpersonal/intergroup outcomes than the SM prime.

B257  
THE POLITICS OF AFFIRMATION THEORY: WHEN GROUP-AFFIRMATION LEADS TO GREATER IN-GROUP BIAS  
Gaven A. Ehrlich1, Richard H. Gramzow1  
1Syracuse University  
This research examines the effects of various group-affirmation tasks on biased political attitudes. Participants who affirmed their political-party identity showed greater bias favoring that party, whereas those who affirmed an unrelated group identity showed no increase in bias (relative to a no-affirmation control). This pattern was moderated by party identification.

B258  
SPEAKING WITHOUT WORDS: NONVERBAL DISCOMFORT WHEN ANTICIPATING INTRA- AND INTERGROUP INTERACTIONS  
Malika Erickson1, Sang X. Do1, Christopher K. Marshburn1, Eric D. Knowles2,1  
1University of California, Irvine; 2New York University  
Explored which specific expressions of nonverbal discomfort White participants display when anticipating discussing a racially-tinged topic with a partner. Results suggest that Whites anticipating such an instance widened and averted their eyes, fidgeted, frowned, and
B259
INGROUP GAIN OR OUTGROUP LOSS: WHICH GIVES GREATER PLEASURE?
Meghan L. Ferreira1, Yufang S. Sun1, Mahzarin R. Banaji2
1Harvard University
To examine the relationship between ingroup-love and outgroup-hate, we asked Bostonians their pleasure taken from Red Sox gains vs. Yankee losses. Participants equated greater monetary values to and opted more frequently to read the Yankee loss events. Results suggest that outgroup hate trumps ingroup love under conditions tested.

B260
SELF-INTEREST RULES: ASSESSING THE PERSUASIVENESS OF GAY RIGHTS ARGUMENTS FROM LIKELY AND UNLIKELY SOURCES
Andrew G. Finnegan1, William T. Cockrell2, H. Colleen. Sinclair2
1Mississippi State University
We applied the self-interest rule to predict the persuasiveness of gay rights arguments. Both pro and anti-gay rights participants rated arguments as being more effective when the source of the message argued against their self-interest. Least effective was a gay student advocating for gay rights.

B261
A META-ANALYTIC ASSESSMENT OF INTERVENTIONS TO CHANGE IMPLICIT INGROUP BIAS
Patrick S. Forscher1, Patricia G. Devine1
1University of Wisconsin–Madison
We conducted a meta-analytic review of 104 published and unpublished studies reporting interventions to change implicit intergroup bias. The 241 study effect sizes differed considerably by a broad array study, sample, methodological, and conceptual characteristics. Our results provide structure to the chaotic field of interventions to change implicit intergroup bias.

B262
SELF-EXPANSION MOTIVES, INCLUSIVENESS, AND OPENNESS TO INTERGROUP INTERACTION
Karen Gonsalkorale1, Marliyn B. Brewer2, Andrea van Dommelen1
1University of Sydney; 2University of New South Wales
We examined the effects of self-expansion motives on inclusiveness and openness to intergroup interaction. Although a high need for self-expansion did not lead to greater inclusiveness in categorising others as part of the ingroup, it did promote warmth toward ethnic outgroup members and greater willingness to interact with them.

B263
EFFECTS OF GUILT EXPRESSIONS AND A FUTURE COMMITMENT FROM A PERPETRATOR GROUP ON GUILT ASSIGNMENT
Nobuhiko Goto1,2, Minoru Karasawa2
1Japan Society for the Promotion of Science; 2Nagoya University
The present research demonstrated that Japanese guilt assignment on current Americans concerning the atomic bombing was lower when Americans expressed a commitment to not using nuclear weapons again than when only expressed guilt for the atomic bombing or expressed nothing. We discuss communicative functions of guilt feeling at intergroup levels.

B264
ATTITUDES OF THE RELIGIOUS AND THE NON-RELIGIOUS TOWARD INTERFAITH AND INTRAFAITH COUPLES
Brooke C. Gougeon1, Reeshma Haji2
1Laurentian University
Intergroup attitudes of Christian and non-religious participants revealed results contrary to the hypothesis that the interfaith couple would pose more threat than the outgroup couple. Non-religious participants expressed more prejudice towards a Christian couple, whereas the Christian participants did not discriminate.

B265
INSIDE OUTSIDE: THE EFFECT OF INTRAGROUP POWER AND BELONGING ON INTEGRGUP ATTITUDES
Kristin E. Henkel1, Erin K. Joyce1, Chelsea E. Sullivan1, Felicia Pratto2
1Central Connecticut State University; 2University of Connecticut
This study explores how a loss of individual power within a group or a loss of belonging to a group affects ratings of devalued groups. Effects were moderated by Social Dominance Orientation and Collective Self-Esteem Contingency- Competition. Implications of these findings are discussed.

B266
WHAT DOESN'T KILL YOU MAKES YOU STRONGER? ASSUMPTIONS ABOUT LIFE HARDSHIP COLORS PERCEPTIONS OF OTHERS' PAIN
Kelly Marie. Hoffman1, Sophie Trautwaer 1
1University of Virginia
People assume that Blacks feel less pain than do Whites. This work examines one potential mechanism: perceptions of hardship. In 2 studies, participants’ estimates of a target person’s pain were lower if the target was disadvantaged and Black (vs. privileged or White), suggesting that people assume hardship confers physical toughness.

B267
YOU THINK YOU KNOW, BUT... ASYMMETRIES IN UNDERSTANDING IN INTERRACIAL INTERACTIONS
Deborah Son. Hololen1, J. Nicole Shelton1
1Princeton University
Do Whites’ good intentions actually undermine interracial interactions? Our research documents asymmetries in understanding between Whites and Blacks when discussing racism. Whites’ desire to affiliate with Blacks causes them to feel they understand Blacks’ experiences more so than Blacks feel understood. Ironically, Whites’ affiliative desire may hinder positive interracial interactions.

B268
THE ROLE OF HUMOR IN REDUCING PREJUDICE AND INCREASING SUPPORT FOR EQUAL RIGHTS
William Howard1, Yula Palay2, Geoffrey L. Cohen1
1Stanford University
Can humor reduce prejudice by fostering open-mindedness towards a stigmatized group? We demonstrate that humor, even compared to compassion, facilitated support for equality for gay people, but this support was diminished when coupled with information suggesting others found it funny, potentially because this shared appreciation turned kind humor into disparagement.

B269
MERE ACKNOWLEDGMENT: SUBTLE CUES OF INCLUSION AND FEELINGS OF BELONGINGNESS
Lauren C. Howe1, Christopher Bryan2, Gregory M. Walton1
1Stanford University; 2University of California, San Diego
‘Mere acknowledgment,’ casual social interactions across racial barriers, can be powerful signals of inclusion. Students were approached by a majority group member and asked for directions, or observed the person asking the experimenter instead. For minority students, being asked for directions bolstered feelings of belongingness at the university.

B270
THE PSYCHOLOGICAL MECHANISM OF IN-GROUP SERVING BIAS OF CAUSAL INERENCE OF FUTURE INDIVIDUAL FAILURE IN THE INTERGROUP CONFLICT SITUATION
Takehiko Ito1, Kaori Karasawa1
1The University of Tokyo
This study aims to construct a psychological model to explain the in-group serving bias of causal inference of future individual failure
in intergroup conflict situation from the viewpoint of self-protection motivation of self-esteem with a questionnaire survey of Japanese university students about a hypothetical job hunting scenario.

**B271**

**EXPLORING THE RELATIONSHIP BETWEEN BLACKS’ PERCEPTIONS OF WHITES’ MOTIVATIONS TO BE NONPREJUDICE AND INTERGROUP EXPERIENCES**

Yelena Johnson1, Stefanie Simon1, Laurie T. O’Brien1, Brenda Major2
1 Tulane University; 2 University of California, Santa Barbara

The present research examined whether Blacks’ perceptions of Whites’ motivations to be nonjudged are an important predictor of interracial attitudes and experiences. Blacks’ perceptions of Whites’ internal motivations were an important predictor of self-reported interracial experiences and perceptions of Whites’ racial attitudes, while perceptions of external motivations were not.

**B272**

**DEADLY CONSEQUENCES: THE MODERATING EFFECTS OF ENVIRONMENTAL AND PHYSICAL CUES ON DECISIONS TO SHOOT**

Kimberley B. Kahn1, Paul G. Davies2
1 Portland State University; 2 University of British Columbia

Three studies demonstrate how environmental, social, and physical cues interact with target race and moderate decisions to shoot a target (e.g., shooter bias). Using quick shoot/don’t shoot decision-making simulations, results confirmed that factors associated with safety reduced racially biased decisions to shoot African American targets.

**B273**

**THE EFFECTS OF DISPARAGING LANGUAGE ON SOCIAL DOMINANCE**

Dina M. Karafantis1
1 New York Institute of Technology

SDO relates to race/ethnicity, empathy, gender and gender identity. Similarly, those identifying as superior misuse terms such as rape, gay, and retarded. Do participants induced with disparaging phrases have higher levels of SDO versus those who were not? Experimental group participants demonstrated higher levels of SDO than control group participants.

**B274**

**PRIMING NATIONAL IDENTITY DIMINISHES THE ACCESSIBILITY OF POLITICAL IDENTITIES**

Peter Kardos1, David Kidd1, Emanuele Castano1
1 New School for Social Research, New York

Accessibility of one’s superordinate identity as an American may calm partisan fervor and promote cooperation by reducing the salience of divisive political identities. We found that subliminal exposure to the American flag indeed reduced the accessibility of words related to partisan political identities, regardless of the participants’ political affiliations.

**B275**

**THE EFFECTS OF SELF-DISCLOSURE ON REDUCING INTER-GROUP PREJUDICE**

Aryeh Kashdan1, Ishani Banerji2, Diane M. Mackie1
1 University of California, Santa Barbara; 2 Indiana University

Past research suggests that intergroup self-disclosure is important for prejudice reduction. However, is it better for an in-group member to self-disclose to the out-group, or the opposite? Significant decreases in implicit prejudice occurred only when self-disclosure was sent to an out-group member.

**B276**

**THE RELATIONSHIP BETWEEN RELIGIOUS AFFILIATION AND ETHNIC PARTNER PREFERENCES**

Jazmin E. Kelly1, Alyssa Lee2, Penny McNatt Devine3, Crystal Tse1, Stephen Reysen1, Steven Spencer3, Lisa M. Brown1
1 Austin College; 2 UT Southwestern; 3 University of Waterloo; 4 Texas A&M University - Commerce; 5 Florida State College at Jacksonville

We studied romantic partner preferences and religious affiliation. Religious affiliation was correlated with preferring partners of one’s own ethnicity. The relationship between ingroup preference and religious affiliation was moderated by religious longevity. That is, the preference was stronger among people whose religious upbringing and current affiliation were the same.

**B277**

**EARTHQUAKES TO TERRORISM: THE TRANSFERENCE OF MORTALITY THREAT TO PREJUDICE AND DISCRIMINATION AGAINST MUSLIMS AND ARABS**

Saera R. Khan1, Michael Stagnaro1
1 University of San Francisco

Thinking about earthquakes was predicted to increase prejudicial responses against Muslims and Arabs but only when participants were high in authoritarianism. A 2 way interaction was found between prime condition and authoritarianism for predicting prejudice against Muslims and Arabs. Right wing authoritarianism produces irrational responses towards vulnerable and stigmatized groups.

**B278**

**TO ACT OR NOT TO ACT: TAKING A MOTIVATIONAL APPROACH ON SLACKTIVISM AND ITS EFFECTS FOR OFFLINE ACTIVISM**

Olivier Klein1, Sandy Schumann1
1 Université Libre de Bruxelles, Belgium

How does participation in online group based activities influence participation in offline collective action on behalf of one’s group? Across two studies, we find that expressing support for one’s group online fulfilled individual- and group-enhancing motives. The latter reduced the users’ willingness to participate in actions for their group offline.

**B279**

**EFFECTS OF REMINDERS OF LOW STATUS ON OUT-GROUP FAVORITISM**

Tomoyuki Kobayashi1
1 Doshisha University

The present study investigated the effects of reminding relatively low status of the own group on intergroup biases. Without explicit reminders, participants displayed in-group favoritism across explicit, implicit, and behavioral measures, despite their relatively low status. Interestingly however, with reminders of the low status, out-group favoritism emerged on behavioral measures.

**B280**

**ECONOMIC SCARCITY ALTERS THE VISUAL REPRESENTATION OF RACIAL MINORITY FACES**

Amy R. Krosch1, David M. Amodio1
1 New York University

Economic scarcity exacerbates racial discrimination in resource allocation. We tested whether economic scarcity alters visual representations of racial minorities in a way that could facilitate such discrimination. We found that, indeed, scarce (vs. abundant) economic contexts led White subjects to represent Black faces as darker and more “stereotypically Black.”
**B281**

1. **NEGGOTIATING HIERARCHY: THE WILLINGNESS TO NEGOTIATE AMONG MEMBERS OF HIGH AND LOW POWER GROUPS**

Tamar Saguy1, Jim Sidanius1, Donald Taylor2
1 Harvard University; 2 McGill University; 3 Yale University

We examined the interaction between group power and the proposed agenda on the willingness of group in conflict to negotiate. Whereas low power groups favor agendas prioritizing the most consequential issues, high power groups chose to delay such issues, stalling discussion of issues central to their power advantage.

**B282**

2. **ENLIGHTENED OR JUST LESS THREATENED: HIGHER EDUCATED PEOPLE DON’T LIKE EDUCATED IMMIGRANTS**

Toon Kuppens1, Russell Spears1, Tony Manstead1
1 Cardiff University

Higher educated people have more negative attitudes toward skilled immigrants than toward unskilled immigrants, especially when job threat is made salient. These results question the popular ‘moral enlightenment’ explanation for the lower prevalence of prejudice of the higher educated, and suggest the education effect is due to labor market competition.

**B283**

3. **A BRIEF ONLINE SURVEY-BASED IMPLICIT ASSOCIATION TEST FOR INTERGROUP ATTITUDES**

Jordan P. LaBouff1
1 University of Maine

Three studies investigate a brief online survey-based Implicit Association Test (IAT) to measure relative intergroup attitudes towards homosexual persons and Muslims. The brief online IAT corresponded with both traditional IAT measures and explicit measures of the same constructs. These methods allow the quick and inexpensive collection of implicit attitude data.

**B284**

4. **EFFECT OF LOW POWER ON READING COMPREHENSION**

Micah R. Lattanner1, Michael W. Asher1, Laura S. Richman1
1 Duke University

In two studies, one experimental and one correlational, we examined the effect of power on reading comprehension and daily failures of attention and memory. Participants occupying a position of low-power performed worse on a reading comprehension task and power was negatively related to daily cognitive failures.

**B285**

5. **EFFECTS OF SYMBOLIC AND REALISTIC THREAT ON MORAL EXCLUSION FROM THE SCOPE OF JUSTICE**

Dana C. Leighton1, Caitlin Baker2, Savannah E. Clay2, Rachel Ricca2, Traci Shelden2
1 Marywood University; 2 University of Arkansas

How are perceived symbolic and realistic threats related to moral exclusion? Two studies measured and manipulated symbolic and realistic threat to discover predictive and causal relationships with moral exclusion. Both symbolic and realistic threats predicted moral exclusion and symbolic threat was a causal factor in moral exclusion.

**B286**

6. **EXPLORING THE ROLE OF SCHANDENFREUDE IN INTERGROUP CONFLICT**

Mengao Li1, Kristin Lane2, Thomas Keenan2, Bernhard Leidner1
1 University of Massachusetts Amherst; 2 Bard College

This research explores the role of group-based schadenfreude - the pleasure in another group’s misfortune - in intergroup conflict. More specifically, our empirical study showed that experiences of schadenfreude were positively related to the dehumanization of victims in the context of an outgroup’s misfortune.

**B287**

7. **WHEN THE PERSONAL Merges INTO THE COLLECTIVE: THE MODERATING ROLE OF GROUP STATUS**

Fabio Lorenzi-Cioldi1, Vincenzo Iacoviello1
1 University of Geneva, Switzerland

Current social identity perspectives stress a conflictual relationship between personal and collective aspects of an individual’s identity. The present research consists of four studies demonstrating that status hierarchies moderate this relationship. Personal identity fades away to the benefit of the collective in low-status groups, but not in high-status groups.

**B288**

8. **MIND THE GAPS: THE CURVILINEAR RELATIONSHIP BETWEEN ATTITUDE MORALIZATION AND INTERPERSONAL EMPATHY**

Brian J. Lucas1, Adam Waytz1
1 Northwestern University

Across 3 studies we explored the relationship between social issue moralization and interpersonal responses to issue-opposing others. High and low moralizers (compared to moderate moralizers) gave less empathy and perceived more bias in an issue-opposing other. High moralizers showed relatively less concern for the welfare of the issue-opposing other.

**B289**

9. **AN EXPERIMENTAL TEST OF THE EXTENDED CONTACT HYPOTHESIS AND INGROUP IDENTITY SALIENCE**

Patricia A. Lyons1, Jared B. Kenworthy1
1 Mountain View College; 2 University of Texas at Arlington

An experiment examined the extended contact hypothesis’ (Wright, Aron, McLaughlin-Volpe, & Ropp, 1997) assumption that in-group identity salience facilitates extended contact in the context of Americans’ attitudes toward Arab immigrants. Pre- and post-experimental comparisons revealed that a shared in-group membership had a significant effect on attitudes after experimental manipulation.

**B290**

10. **MEASURING AN ATYPICAL SOCIAL NETWORK: GROUP ORGANIZATION, INCLUSIVE RELATIONSHIPS, AND CLUSTERING CHARACTERISTICS**

Kimberly Macdonald1, Kevin Lanning1
1 Wilkes Honors College, Florida Atlantic University

We examined a social network at a small public liberal arts college to determine whether typical grouping variables (e.g., academic concentration) predicted network organization, inclusive relationships, and clusters. “Member” nominations were largely interconnected with some central participants serving as “bridges.” We also visually and descriptively investigated observed vs. expected clusters.

**B291**

11. **RESPECT AND LIKING GOALS EXPLAIN VARIABILITY IN WOMEN’S INTENDED RESPONSES TO SEXUAL HARASSMENT**

Robyn K. Mallett1, Kala J. Melchion1
1 Loyola University Chicago

Using Woodzicka and LaFrance’s (2001) interview paradigm, respect is more accessible after women imagine sexually-harassing, compared to surprising, questions (Study 1). A respect prime produces assertive response intentions, resembling assumptions of how women should respond, whereas a liking prime produces non-assertive intentions, resembling women’s typical response to sexual-harassment (Study 2).

**B292**

12. **IMPORTANCE OF BEING NON-PREJUDICED INCREASES SUSCEPTIBILITY OF DISPLAYING PREJUDICE TO SOCIAL INFLUENCE**

Eric W. Mania1, Eric Hehman2, Samuel L. Gaertner2
1 Quinsigamond Community College; 2 University of Delaware

Importance of being non-prejudiced moderated how expressions of prejudice are affected by social influence. Whites high in importance of being non-prejudiced reacted more harshly to a Black defendant when
obtaining information that others wanted him treated harshly. This did not occur among Whites low in importance of being non-prejudiced.

**B293**

**EMOTIONAL CONSEQUENCES FOR LEARNING ABOUT SLAVERY IN THE U.S.: HOW LEARNING ABOUT HISTORICAL OPPRESSION MIGHT IMPACT INDIVIDUALS DIFFERENTLY**

Dustin E. Mars1, Laurie T. O’Brien1

1 Tulane University

This research used intergroup emotions theory to examine Black and White Americans’ responses to learning about slavery. White Americans responded with more intergroup guilt, which was related to a desire to approach Blacks. Conversely, Black Americans responded with more intergroup fear, which was related to a desire to avoid Whites.

**B294**

**SOCIAL-DOMINANCE MOTIVES WHEN IDENTIFYING INSTANCES OF RACISM**

Christopher K. Marshburn1, Eric D. Knowles1

1University of California, Irvine

Investigated whether Whites with high social dominance orientation—anti-egalitarianism—are motivated to identify instances of racism only when such acknowledgement serves to protect Whites’ dominant social status. Results suggest that high SDO Whites perceive more institutional and individual racism when it impacts Whites, but not when it impacts Blacks.

**B295**

**THE PROTOPYICALITY OF GENOCIDE: EFFECTS ON MEMORY AND POLICY PREFERENCES**

Lucas B. Mazur1, Johanna Ray, Vollhardt1

1Clark University

A prototypicality approach was used to examine the features lay people associate with genocide. Three studies demonstrate that people understand genocide in a manner consistent with prototype theory. A fourth study examines the implications of this prototypical structure for evaluations of mass violence and policy preferences related to intervention strategies.

**B296**

**IMAGINING THE SELF VERSUS ANOTHER AS THE TARGET OF SEXUAL HARASSMENT AFFECTS ACCESSIBILITY OF RELATIONSHIP-RELATED THOUGHTS**

Kala J. Melchiori1, Robyn K. Mallett1

1Loyola University Chicago

When women imagine themselves in a job interview, sexually-harassing questions increase respect-related thought accessibility (Study 1). When women imagine another woman in a job interview, we find the opposite pattern (Study 2). Therefore sexual harassment differentially activates thoughts of respect depending on whether it targets the self or another woman.

**B297**

**“STANDING” AGAINST PREJUDICE: THE EFFECTS OF PERCEIVER AND RESPONDER CHARACTERISTICS ON EVALUATIONS OF DISCRIMINATION RESPONDERS**

Jordan Mickens1, Jennifer R. Crosby1

1Williams College

We examined how the group membership and apparent standing of an individual who responds, or fails to respond, to discrimination affect evaluations of the individual. Black responders to discrimination were evaluated more positively than White responders, and Black participants liked responders more than non-responders, regardless of the racial group membership.

**B298**

**ERACING AMERICA’S SEGREGATION HISTORY: IMPLICATIONS OF HISTORICAL PHOTOGRAPHS ON INTERGROUP RELATIONS**

Ludwin E. Molina1, Phia S. Salter1, Luyn Thai1

1University of Kansas; 2Texas A&M University

We explore the impact of obscuring America’s racial segregation history by digitally erasing “Jim Crow” imagery from historical photographs. Does erasing segregation imagery affect participants’ intergroup relations attitudes? The original photo condition had higher levels of collective guilt and more positive feelings toward Asians/Latinos compared to the edited photo condition.

**B299**

**MINORITY AUTHORITY: RACE-BASED DISPARAGEMENT HUMOR AND OUTGROUP SOCIAL INFLUENCE**

Shane R. Moulton1, Markus Kemmelmeier1

1University of Nevada, Reno

Two experiments examined whites’ responses to racial disparagement humor as a function of another audience’s race and reaction. The minority authority hypothesis was supported. Black audiences’ reactions were more influential than Whites’ in shaping white participants’ recognition of bias, though some effects were moderated by concerns with social justice.

**B300**

**BETWEEN YOU AND ME: THE POWER OF SOCIAL CONNECTION AND OTHER FOCUSED COMPARISONS TO IMPROVE INTERGROUP RELATIONS**

Daniel A. Nadolny1, David Crir1, Steven J. Spencer1

1University of Waterloo

Self-other overlap with an outgroup leads to many positive effects. We show that creating overlap while thinking how the self is like the other results in friendlier interactions, more interest in the other’s culture and concern about racism against outgroup members than considering how the other is like the self.

**B301**

**POSITIVE INTERGROUP RELATIONS BETWEEN MINORITY GROUPS: THE ROLE OF INCLUSIVE VICTIM CONSCIOUSNESS**

Rashmi Nair1, Johanna Ray . Vollhardt1

1Clark University

This poster focusses on the relationship between inclusive victim consciousness (i.e., perceived similarities between groups’ experiences of collective victimization) and prosocial attitudes between different minority groups in India. Furthermore, we examine socioeconomic status and personal experiences suffering as moderators of these effects. Theoretical and practical implications are discussed.

**B302**

**STATUS AND PERCEPTION OF EMOTIONAL FACES: SELECTIVE ATTENTION TO ANGER**

Tiffanie Ong1, Ana Guinote1

1University College London

The current research examines how social status affects perception of emotional faces. Results from three studies, in which status was experimentally manipulated, provide novel evidence that status affects perception of angry faces at a controlled, strategic level of attentional processing. More specifically, low-status increases sensitivity towards social signals of threat.

**B303**

**MORAL DISENGAGEMENT, IN-GROUP GLORIFICATION, ESSENTIALISM & SYSTEMS JUSTIFICATION IN POST-WAR SRI LANKA**

Kulani S. Panapitiya Dias1

1Clark University

The psychosocial mechanisms by which individuals selectively disengage themselves from moral self-sanctions against inhumane conduct were investigated in post-war Sri Lanka. Moral disengagement...
and in-group glorification centering on the cognitive restructuring of inhumane conduct through justification by competitive victimhood, advantageous comparison and diffusion/displacement of responsibility among other mechanisms were found.

B304
THE MORALIZATION OF SOCIAL GROUPS: CONSEQUENCES FOR INTERGROUP RELATIONS AND SOCIAL IDENTITY
Michael T. Parker¹, Ashley Totten¹, Ronnie Janoff-Bulman¹
¹University of Massachusetts Amherst
Two studies investigated the effects of moralization on social identity and intergroup evaluations. Moralized ingroups were evaluated less positively than non-moralized ingroups. Moralization also eliminated the relationship between identification and positive ingroup evaluation. These studies suggest moralization has the potential to shift motivations for prejudice and change social identification processes.

B305
ANXIETY APPRAISAL IN INTERGROUP INTERACTION: THE GOOD, THE BAD, AND THE UGLY
Adam R. Pearson¹, Tessa V. West², Chadly Stern²
¹Pomona College; ²New York University
Intergroup interactions are often anxiety-provoking, which can lead members of majority and minority groups to avoid contact. In three experiments, we demonstrate that the mere perception of anxiety in others can undermine interest in intergroup interaction, even when the anxiety can be attributed to an irrelevant source.

B306
TARGETED SOCIAL REFERENCING: CONSEQUENCES FOR PERCEIVERS AND TARGETS
Jennifer Randall Crosby¹, Kenneth Savitsky¹
¹Williams College
We examined targeted social referencing – looking to, and being influenced by, members of relevant target groups when making determinations of discrimination. Concern with prejudice and perceived target-group knowledge affect the likelihood of referencing. In addition, perceived social referencing affects how members of potential target groups experience intergroup interactions.

B307
SHARED HISTORY CREATES SHARED HUMANITY: A THEORY OF WHAT MAKES HISTORICAL NARRATIVES IMPORTANT TO INTERPERSONAL AND INTERGROUP RELATIONS
Kavita S. Reddy¹, Phillip Atiba. Goff¹
¹University of California, Los Angeles
People often fight to protect their history and make it known. The present research explores the motivation for this by focusing on the role of history in communicating “humanity” to others. Results suggest that historical narratives may serve the psychological purpose of “humanizing” others, which has implications for intergroup relations.

B308
DERAILING THE LINK BETWEEN “BLACK” AND “DANGEROUS”: AMBIGUOUS CATEGORIES INFLUENCE AUTOMATIC AND CONTROLLED RESPONSES TO OBVIOUS CATEGORIES
Jessica D. Remedios¹, Alison L. Chasteen², Sonia K. Kang³, Nicholas O. Rule², Jason E. Plaks⁴
¹Tufts University; ²University of Toronto; ³Rotman School of Management, University of Toronto
The activation of negative stereotypes in response to Black targets is one of the best-documented effects in stereotyping research. We show, however, that impressions of Black targets are quite nuanced. Black straight, but not Black gay faces facilitate categorizations of Black-stereotypic words. Ambiguous categories therefore weaken Black stereotypes.

B309
EXPERIENCING PAST RACIAL DISCRIMINATION FROM THE TARGET’S PERSPECTIVE: THE ROLE OF NARRATIVE VOICE IN PROMOTING INTERGROUP UNDERSTANDING
Janet J. Rha¹, Lisa K. Libby¹, Geoff F. Kaufman²
¹The Ohio State University; ²Dartmouth College
Whites read a threatening or non-threatening story about a historical racial injustice written in first-person or third-person voice. Non-defensive Whites who read the threatening story in first-person voice rated present-day racism as greater than defensive Whites. Defensive and non-defensive Whites did not differ in their ratings when threat was mitigated.

B310
DIVERSITY STATEMENTS AND PERCEIVED ADMISSIONS BIAS AMONG MAJORITY AND MINORITY GROUP MEMBERS
Michelle L. Rheinschmidt¹, Victoria C. Plaut¹, Kimberly Rios⁴
¹University of California, Berkeley; ²University of Chicago
We varied the presence and type of diversity (narrow, expansive, or none) mentioned in the personal essay prompt of a mock graduate application. Latinos expected the Expansive application to yield no distinct ethnicity-based advantages, whereas Whites found only the No-Diversity application unbiased. Perceived outgroup advantage also differed by condition.

B311
EVERY ROSE HAS ITS THORN: NEGATIVE CONSEQUENCES OF CROSS-ETHNIC FRIENDSHIP
Patrick F. Rock¹, Jaana Juvonen¹
¹University of California: Los Angeles
We examined the relationship between cross-ethnic friendship and social status among same-ethnic peers, using two measures of social status (liking and social integration). Youth with many cross-ethnic friendships were less liked and less socially integrated with same-ethnic peers. Longitudinally, youth with many cross-ethnic friendships experienced decreased integration among same-ethnic peers.

B312
FORMING FIRST IMPRESSIONS: EXAMINING ACCURACY IN INTERGROUP INTERACTIONS
Katherine H. Rogers¹, Jeremy C. Biesanz²
¹University of British Columbia
Participants (N=408) met in pairs for brief face-to-face interactions before rating their personality. We analyzed dyadic interactions by group membership. Following the social accuracy model (Biesanz, 2010) we examined accuracy of impressions. Participants viewed ingroup members with more distinctive accuracy (individuating). Outgroup members were viewed with more normative accuracy (positivity).

B313
THE EFFECT OF INGROUP WRONGDOING ON MEMORY, COLLECTIVE GUILT, AND REPARATIONS
Katie N. Rotella¹, Jennifer A. Richeson¹
¹Northwestern University
American participants had their American identity increased (or not), then read about negative treatment of American Indians by either early Americans or European settlers. Memory for the information decreased when the perpetrators were framed as ingroup members, further, in this condition, if American identification was primed collective guilt also decreased.
This research examined whether stereotypes or individuating information dominate social perception. Participants evaluated the competence of Black and White individuals about whom they learned either a large or small amount of individuating information, or they evaluated the racial groups. Individuating information eliminated or reversed explicit but not implicit stereotype bias.

B315
CAN YOU GUESS YOUR RACE? SIMILARITIES AND DIFFERENCES IN RACIAL CATEGORIZATION IN BRAZIL
Airi M. Sacco1, Maria Clara P. de Paula Couto1, Yarrow Dunham2, Silvia H. Koller3
1Federal University of Rio Grande do Sul, Brazil; 2Princeton University
Racial categorization in Brazil is complicated by the presence of a third (mixed-race) category. This study explored how diversity affects categorical perception by examining race categorization in participants from a primarily-White and a primarily-mixed-race Brazilian state. Findings confirmed that diversity affects categorization, especially the use of the third, mixed-race category.

B316
HOW DO BYSTANDERS REACT WHEN THEY ENCOUNTER GROUP-BASED INEQUALITY?
Alexander K. Saeli1, Aarti Iyer4, Winnifred R. Louis1
1The University of Queensland
Current collective action research focuses on disadvantaged and advantaged groups’ responses to group-based inequality, yet external – bystander – groups may react differently. We found stronger intentions for action in bystander than disadvantaged participants after reading that normative (e.g., petition) action had already been taken by the disadvantaged group.

B317
AMERICAN OR MUSLIM? MUSLIM-AMERICANS’ REACTIONS TOWARDS THREAT FROM EACH OF THEIR IDENTITIES
Muniba Saleem1, Angela Maltnre2, Cleotilde Gonzalez2
1University of Michigan-Dearborn; 2American University of Sharjah; 3Carnegie Mellon University
Muslim-American participants read one of the following proposals: Americans threaten Muslims or Muslims threaten Americans. Next, participants gave their appraisals, emotions, and action tendencies towards the proposal. Appraisals and reactions towards the American threat were more negative than the Jeddah threat. Additionally, both American and Muslim identification moderated these effects.

B318
RE-ASSESSING THE COMMON PRACTICE OF MEASURING PUBLIC RATHER THAN PERSONAL INTERGROUP PERCEPTIONS: EVIDENCE FROM STATUS DIFFERENTIATION PATTERNS IN A COMPLEX, NOVEL INTERGROUP SYSTEM
Jessica Salvatore1, Elizabeth A. Carbone1
1Amherst College
In intergroup research, it is common to measure public perceptions as a substitute for personal perceptions. The intention is to avoid biased responding in the latter; however, the former, as meta-perceptions, are subject to biases as well. Our findings from a novel intergroup system call this practice into question.

B319
METAPERCEPTIONS AND META-ACCURACY IN MIXED-SEX GROUPS
Alecia M. Santuzzi1
1Northern Illinois University
Meta-perception accuracy in mixed-sex groups was examined using the Group Actor-Partner Interdependence Model. Women in mixed-sex groups formed less accurate meta-perceptions of others depending on the sex of the specific partner and sex composition of surrounding group members. Meta-accuracy among men was not affected by the presence of women.

B320
A DYNAMIC CONCEPTION OF AMERICAN IDENTITY PROMOTES RECEPTEIVENESS TO FUTURE DEMOGRAPHIC CHANGE
Takuya Sawaoka1, Nalini Ambady2
1Stanford University
Many Americans resist the ongoing growth of ethnic diversity in the United States. Across two studies, White Americans who were (vs. were not) led to consider past instances of societal change were less resistant to future increases in diversity. Reminders of past societal change promote receptiveness to future societal change.

B321
WHAT IS THE SOURCE OF INTERGROUP BIAS IN NORM ENFORCEMENT - INGROUP LOVE OR OUTGROUP HATE?
Bastian Schiller1, Thomas Baumgartner2, Daria Knoch1
1University of Basel
Norm enforcement by third-parties is fundamental for social order. Third-parties do not punish impartially, i.e. ingroup perpetrators are treated differently than outgroup perpetrators. By including an unaffiliated perpetrator in a game with real social interactions we found that this intergroup bias is driven by both outgroup hate and ingroup love.

B322
THE DOWNSIDE OF BECOMING AWARE OF OTHERS: FOCUSING ON THE SELF VERSUS OTHERS AND THE CONSTRUAL OF POWER AS RESPONSIBILITY OR OPPORTUNITY
Annika Scholl1, Kai Sassenberg1, Naomi Ellemers2, Daan Scheepers2
1Knowledge Media Research Center Tubingen; 2Leiden University
Power can be construed as opportunity to achieve own goals or as responsibility for others. Our studies demonstrate that heightening powerholders’ awareness of others (versus the self) does not promote responsibility, but instead makes powerholders even more aware of the possibilities the powerless provide thereby promoting selfish power misuse.

B323
SHOOTING THE MESSENGER: HOW CLAIMANT RACE AND MESSAGE CONTENT AFFECT RESPONSES TO DISCRIMINATION
Jennifer R. Shultz2, Keith B. Maddox1
1Tufts University
This experiment examined whether perceivers’ reactions to a claim of discrimination differed by the claimant’s race, perceicer’s race, and argument quality. White perceivers more negatively evaluated Black (vs. White) claimants when they used low quality arguments. Non-White perceivers’ impressions, however, depended on argument quality but not the

B324
EXAMINING THE INFLUENCE OF AUTONOMY SUPPORT OR CONTROL AND CONTACT-RELATED ANXIETY ON INGROUP BIAS
Emily S. Shaffer1, Brooke Rappaport1, Lisa Molix1
1Tulane University
This study examined whether autonomous or controlling contexts influence the relationship between contact-related anxiety and ingroup bias. Results showed that those who reported high contact-related anxiety showed more ingroup bias regardless of setting. Participants
who reported low contact-related anxiety showed less ingroup bias in autonomous settings compared to controlled settings.

**B325**
**RELIGIOUS RITUAL, GROUP THREAT AND THE EMERGENCE OF SACRED VALUES**  
Hammad Sheikh¹, Jeremy Ginges³  
¹New School for Social Research

Group conflicts may become intractable when the involved communities transform the disputed issues into non-negotiable values (sacred values). It is crucial to understand how such sacred values emerge. In a series of correlational and experimental studies, we find that religious ritual plays a role in this process.

**B326**
**CULTURAL DIFFERENCES IN PREJUDICE: ASSOCIATIONS BETWEEN INDIVIDUAL- AND GROUP-ORIENTED NORMS AND VALUES AND TARGETS OF PREJUDICE**  
Hyeyoung Shin², John Dovidio²  
²University of Maryland; Yale University

The present research investigated associations between norms/values and targets of prejudice. 610 US and Korean participants rated various norms/values and outgroups. We found that particular cultural norms/values are associated with specific targets of prejudice in a specific culture (e.g., uniqueness was negatively associated with non-normal outgroups only in the US).

**B327**
**EXPLORING LAY DEFINITIONS AND THE ACKNOWLEDGMENT OF GOSSIP BEHAVIOR**  
Jamie S. Snider¹, Stephen Reysen²  
¹Texas A&M University - Commerce

We explored lay definitions of gossip, acknowledgment of gossip behavior, and gender differences in gossip. With no gender discrepancy, the results showed that the majority of participants defined gossip as negative talk about absent third parties, and admitted to gossip behavior. However, many participants offered justifications for why they gossiped.

**B328**
**MIGRATION MOTIVES AND ATTITUDES AMONG CANADIANS: EXPLORING MOTIVES FOR ONE’S OWN MIGRATION AND ATTITUDES TOWARD INTERNATIONAL AND INTER-PROVINCIAL MIGRANTS**  
Monika Stelzl¹, Victoria M. Esses¹, Richard Y. Bourhis³  
¹St. Thomas University, Canada; ²The University of Western Ontario, Canada; ³Universite du Quebec a Montreal, Canada

This study examines Canadians’ attitudes toward migrants and one’s own motives to move to a different Canadian province. Motives to migrate reflect ‘pull factors’ such as finding a job and ‘push factors’ such as escaping discrimination. This research expands our understanding of intergroup relations in culturally and linguistically diverse countries such as Canada.

**B329**
**EFFECTS OF INTERGROUP AND INTRAGROUP STATUS ON OUTGROUP DEROGATION: INTERGROUP RELATION AS A MODERATOR**  
Hitomi Sugiuira¹,², Kiriko Sakata¹  
¹Hiroshima University; ²JSPS Research fellow

We examined whether intergroup relations moderated the interaction between intergroup and intragroup status on outgroup derogation. Results showed that low intragroup status members in high status groups and high intragroup status members in low status groups showed outgroup derogation, only in competitive situations. We discussed in terms of social comparison.

**B330**
**THE ROLE OF GENDER IN INTERRACIAL INTERACTIONS: META-ANALYTIC FINDINGS**  
Negin R. Toosi¹, Laura G. Babbitt², Nalini Ambady³, Samuel R. Sommers²  
¹Columbia University; ²Tufts University; ³Stanford University

How does gender impact outcomes of interracial interactions? Results from a meta-analysis demonstrate that participants in mixed-sex pairs experienced more negative affect in interracial versus same-race interactions, but this difference was mitigated in same-sex pairs. Furthermore, task structure moderated women’s and men’s nonverbal behavior.

**B331**
**MEMBERS IN THE COOPERATIVE GROUP FEEL SUSCEPTIBLE TO OUT-GROUP ATTACKS**  
Sho Tsuboi¹, Motoki Watabe²  
¹Kyoto University; ²Waseda University

We found that participants in a cooperative group predicted more severe out-group attacks than those in non-cooperative group. By contrast, actual degrees of attack by out-group were not significantly different between cooperative and non-cooperative group conditions. Results suggest that members in a cooperative group feel more susceptible to out-group attacks.

**B332**
**IMAGINED INTERGROUP CONTACT: THE ROLE OF CATEGORIZATION**  
Loris Vezzali¹, Dino Giovannini¹, Giulia Bergamini¹, Gaia Davolio¹, Laura De Zorzi Poggioli², Margherita Righi¹, Paola Spagnoli¹  
¹University of Modena and Reggio Emilia, Italy

We tested whether imagined intergroup contact can improve intergroup behavior among elementary school children. Results revealed that Italian children who imagined an intergroup encounter displayed more positive prosocial behavior than those in a control condition. Moreover, this effect was strengthened when a superordinate categorization during the imagery task was salient.

**B333**
**ARE MEN’S RESPONSES TO IMAGINED CONFRONTATIONS DRIVEN BY THE DESIRE TO BE RESPECTED OR LIKED?**  
Dana E. Wagner¹, Robyn K. Mallett¹, Rachael L. Peterson¹  
¹Loyola University Chicago

Respect and liking goal-pursuit explains men’s variable responses to imagined confrontation. Men more quickly identify liking-related words after sexist confrontation than gender-neutral confrontation (Study 1). However, men seek more respect in written responses after sexist confrontation than gender-neutral confrontation (Study 2). Thus, liking and respect-related concerns exist after sexist confrontation.

**B334**
**MOTIVATIONAL UNDERPINNINGS OF ETHNOCENTRISM: INGROUP PROJECTION CAN BE HEURISTIC OR STRATEGY**  
Sven Woldzus¹, Miriam Rosa¹, Thomas W. Wolfgang¹  
¹ISCTE-IUL

Three experiments found that high status groups are more ethnocentric when they process information heuristically in stable intergroup relations, or when processing systematically in unstable intergroup relations. We conclude that ethnocentric judgments (ingroup projection) can result either from use of cognitive heuristics or from a defense motivated strategy.

**B335**
**GENERATIONAL DIFFERENCES IN VULNERABILITY TO IDENTITY DENIAL: THE ROLE OF GROUP IDENTIFICATION**  
Jennifer Wang¹, Sapna Cheryan¹, Camden Minervino²  
¹University of Wisconsin - La Crosse; ²University of Washington; ³Stanford University

Being denied one’s national identity generated greater negative emotions among 2nd+ generation compared to 1st generation
Asian Americans. Negative emotions in response to identity denial were mediated by American identification, specifically greater self-stereotyping as American, among 2nd+ generation Americans.

B336
SPEAKING ESSENTIALIST: WHAT DO I THINK ABOUT YOU WHEN YOU TALK ABOUT THEM?
Nate Way¹, Brenda Major¹
¹UCSB
We investigated how essentialist language is interpreted by a third-party listener. When describing a group, a speaker’s use of essentialist language affected beliefs that third-party listeners had about how that speaker felt about the group described. Participant, speaker, and target group membership also affected how essentialist language was interpreted.

B337
EFFECTS ON OUTGROUP ATTITUDES OF A CLOSENESS INDUCTION WITH A SAME- OR CROSS-ETHNIC STRANGER AT FRESHMAN ORIENTATION
Shelly C. Zhou¹, David Reuman¹, Arthur Aron¹
¹Stony Brook University; ²Trinity College
This research examined effects of minority-majority-group friendships on feelings towards the other’s group. Participants completed friendship-making activities with someone of their own or another ethnicity. Cross-ethnic partners had greater increases in positive feelings towards the other’s group from pre- to post-activity, with similar effects for majority and minority participants.

B338
MERITOCRACY BELIEFS AND PERCEPTIONS OF THE AMERICAN SYSTEM
Jennifer Zimmerman¹, Vanessa Zavala², Christine Reyna¹
¹DePaul University; ²University of California, Los Angeles
The current studies examined the relationship between meritocracy beliefs and perceptions of the American system. People believed that meritocracy should exist more than they thought that it actually exists. Perceiving this discrepancy in meritocracy predicted system dysfunction and pessimism about the future, suggesting that system legitimacy depends on both beliefs.
C1
INDIVIDUAL DIFFERENCES IN PERCEIVED SUPERIORITY AND CONTTEMPT TOWARDS OTHERS
Beatrice Alba
1Macquarie University
Previous research has suggested that contempt is an emotion directed towards those viewed as inferior and incompetent. Participants were exposed to scenarios designed to elicit contempt towards a target character, and a moderate positive correlation was consistently found between contempt and individual differences in general feelings of one’s own superiority.

C2
WHY NEGATIVE THINGS ARE REMEMBERED AND POSITIVE THINGS FEEL FAMILIAR - STIMULUS DENSITY PREDICTS SENSITIVITY AND RESPONSE BIAS IN RECOGNITION MEMORY
Hans Alves1, Christian Unkelbach1, David Vaughn. Becker2
1University of Cologne; 2Arizona State University
According to the density hypothesis (Unkelbach et al., 2008), inter-stimulus similarity is higher for positive than for negative information. In two experiments we show that this asymmetry affects recognition memory in the way that sensitivity is higher for negative information and response biases (“old””) are stronger for positive information.

C3
AWE YEAH! FEELINGS OF AWE ARE ASSOCIATED WITH INCREASED CURIOSITY
Craig L. Anderson1, Dacher Keltner1
1University of California, Berkeley
Awe has been described as an emotion related to knowledge and seeking new information (Keltner & Haidt, 2003). However, the epistemic function of awe has not yet been empirically examined. The current investigation suggests that awe, compared to other discrete positive emotions, is associated with higher levels of curiosity.

C4
POLITICALLY DIVIDED EMOTIONS: LIBERALS AND CONSERVATIVES VALUE AND REGULATE DIFFERENT AFFECTIVE STATES TO MAINTAIN CONSISTENT ATTITUDES
Olga Antonenko Young1, Matthew Feinberg1, Clayton Critcher1, Robb Willer1
1University of California, Berkeley
In two related studies, we examine the relationship between political orientation and attitudes towards moral emotions underlying political attitudes. We demonstrate that, while liberals value sympathy in others, conservatives value moral disgust and pride. Furthermore, liberals and conservatives spontaneously regulate emotions that are inconsistent with political values.

C5
NONVERBAL EXPRESSIONS OF PRIDE, HUBRIS, JEALOUSY, AND ENVY IN JAPAN
Kohki Arimitsu1
1Komazawa University
Japanese participants (n = 53) labeled the expression including a half smile with a raising chin and a condescending look as hubris (82.1%). Photographs that were most highly rated as expressing jealousy and envy had a nihilistic smile with the head turned aside, a saucy glance and an erect posture.

C6
WHEN SOURNESS INCREASES FUNNINESS - LANGUAGE SPECIFIC EMBODIMENT EFFECTS
Giti Bakhshi1, Thorsten M. Erle1, Sascha Topolinski1, Fritz Strack1
1University of Wuerzburg
Most embodiment effects concern body-concept associations that are ecologically established and are assumed to be valid across languages. We tested whether embodiment effects can rely on language-specific associations, e.g., the German saying: “sour makes funny”. Participants who ate sour candies evaluated stimuli as funnier than participants who ate sweet candies.

C7
IDENTIFYING COMPLEX EMOTIONS IS DISRUPTED BY SOCIAL ANXIETY
Maria Barth1, Steven G. Young2, Nalini Ambady2
1Tufts University; 2Fairleigh Dickinson University; 3Stanford University
Social anxiety is associated with biases in identifying emotional basic emotion expressions. In the current work, we use the Reading-the-Mind-in-Eyes task and show that social anxiety also disrupts the identification of complex emotions conveyed by the eyes, but only when stimulus exposure is truncated.

C8
VALIDATION OF THE IMPLICIT MEASURE OF EMOTIONAL STATES (IMES)
Gregory Bartoszek1, Daniel Cervone1
1University of Illinois at Chicago
To validate an implicit measure of discrete emotions, we asked participants to rate emotions expressed in abstract paintings. When anger was induced experimentally, participants judged paintings as expressing more anger, but not more sadness or fear. An explicit measure failed to detect this specific change in anger.

C9
PHYSICAL PAIN AND GUILTY PLEASURES
Brock Bastian1, Jolanda Jetten1
1University of Queensland
Experiencing physical pain facilitates indulgence in guilty pleasures because concepts of punishment are embodied within the experience of pain. Two studies show that pain leads to self-reward but only when pain is experienced as ‘unjust’. Painful experiences allow people to take liberty with pleasures that otherwise arouse feelings of guilt.

C10
BEING ENVIED BY OTHERS: THE GOOD, THE BETTER, AND THE BEST
Elise Bausseron1, Susan E. Rivers1
1University of Queensland; 2Yale University
An exploratory study investigated the emotional implications of being envied by others at school and work as well as the coping strategies employed. Contrary to predictions, results indicate that being envied is predominately associated with positive emotions, coping strategies, and perceptions of both the self and the envier.

C11
DOES REGRET FIXATE PEOPLE ON AN ALTERNATIVE OPTION?
Denise R. Beike1
1University of Arkansas
Does regret entail ruminating about an alternative option, fixing it in mind? Participants listed features of two options in a choice they regret or are satisfied with, at two different times. Contrary to predictions, features listed for the unchosen option in a regretted choice were the least stable over time.
C12
THE INFLUENCE OF SOCIAL GROUP AND INTERPERSONAL CONTEXT ON FACIAL MIMICRY
Christophe Blaiso, Ursula Hess
Humboldt-University, Berlin
The contextualized view of mimicry argues that people automatically mimic facial expressions when no social context information is provided, yet, it also argues that even minimal social context may modulate facial mimicry. We report facial mimicry studies that manipulated group status on one hand and interpersonal context on the other.

C13
AFFECTION RESPONSES TO DISRESPECT: A DUAL PATHWAY ANALYSIS
Sarai Bilincea
Longwood University
This study explored disrespect as a threat to inclusion and status. Participants were disrespected by a confederate during a problem-solving task and then completed measures of emotion and aggression. Threat to inclusion, particularly for female participants who worked with a female confederate, was associated with more anger, sadness, and aggression.

C14
THE RELATIONSHIP EFFECT ON FACIAL MIMICRY
Heidi Blocker, Daniel McIntosh
University of Denver
Participants (N = 80) observed positive, neutral or negative individuals smiling, while under cognitive load or no load. EMG recorded zygomaticus major activity. Under load, participants mimicked smiles of positive individuals but not of neutral or negative individuals. However, participants not under load showed the least mimicry of negative individuals.

C15
ETHNIC AND GENDER SIMILARITIES AND DIFFERENCES IN THE SOCIALIZATION OF CHILDREN’S PRIDE
Julia E. Brinton, Kevin A. Leary, Amy G. Halberstadt
North Carolina State University
This study examined the association between parental emotion socialization beliefs and children’s pride. Mother-child dyads completed separate questionnaires assessing their children’s social skills and their propensity to feel and express pride, respectively. Results suggest cultural differences in the socialization of pride and the parental beliefs that underlie such differences.

C16
1. THIS TOO SHALL PASS: THE EMOTION-REGULATORY BENEFITS OF TEMPORAL DISTANCING FROM STRESSFUL LIFE EVENTS
Emma L. Bruehlman-Senecal, Oziem Ayduk
University of California, Berkeley
Participants who reflected on a recent stressful event from a temporally distant perspective believed the event would have a lesser impact on their future than those who immersed. They also reported less emotional distress and better coping capabilities. This suggests that temporal distancing may serve an important emotion regulatory function.

C17
THE RELATION OF TIME PERSPECTIVE TO THE EXPERIENCES OF HOPE AND OPTIMISM
Patricia Bruininks
Whitworth University
Being future oriented predicts experiencing the positive anticipatory states of optimism and hope. In addition, having a negative view of the past is negatively correlated with optimism but positively correlated with hope. Thus, a negative perspective on past experiences may inhibit optimism for a future outcome, but not hoping.

C18
THE EMOTION-COGNITION REGRET (ECR) SCALE: CONFORMATORY FACTORY ANALYSIS AND CRITERION VALIDATION
Joshua Buchanan, Amy Summerville
Miami University
Regret has both maladaptive and functional outcomes. The present research identifies two forms of regret that differentially predict these outcomes: emotion-focused regret and cognition-focused regret, respectively. Through confirmatory factor analysis, we create a new measure, the Emotion Cognition Regret (ECR) scale, that discriminates between these forms of regret.

C19
IMPROVING TPB: THE ROLE OF ANTICIPATED EMOTIONS AND PERSONAL EXPERIENCE
Amparo Caballero, Pilar Carrera, Dolores Muñoz, Itziar Fernández
Universidad Autonoma de Madrid; Universidad Nacional de Educación a Distancia (UNED)
We tested whether anticipated emotional profiles improve TPB predictions related to behavioral expectation (BE) and behavioral intention (BI). We test how anticipated emotions interact with personal experience to effect improvements of predictions from TPB on behavioral intention (BI) and behavioral expectation (BE) for excessive drinking.

C20
HOW TO OVERCOME THE BLINDING EFFECT OF STRONG HABITS - THE ROLE OF AFFECTIVE STATE
Julia S. Cada, Kuhbandner Christo, Reinhard Pekrun
University of Munich
Humans are often blind for more efficient solutions when less efficient solutions have been practiced before. We demonstrate that affect experienced during a break plays an important role for overcoming blindness effects of habits because happy participants were more likely to gain insight into more efficient solutions than sad participants.

C21
BEYOND HAPPY AND SAD: MORE DIRECT EVIDENCE THAT POLAR OPPOSITE EMOTIONS CAN CO-OCCUR
Adam Cann, Jenna Chang, Jeff Larsen
Texas Tech University
Circumplex models contend that polar opposite emotions are mutually exclusive. Evidence for such mixed emotions has been reported, but alternative interpretations remain. Using a modified version of Russell et al.’s (1989) affect grid that lets people check multiple boxes, we provided more direct evidence that polar opposite emotions can co-occur.

C22
COMING FACE-TO-FACE WITH STATUS: EFFECTS OF PERCEIVER POWER ON SPONTANEOUS FACIAL MIMICRY
Evan W. Carr, Piotr Winkelman, Christopher Oweis
University of California, San Diego
With facial electromyography (fEMG), we demonstrated with the current project that (1) subjective feelings of high- and low-power lead to distinct changes in spontaneous facial mimicry, an index of interpersonal rapport, and (2) these effects are impacted by the perceived status of the mimicry target.

C23
WHEN THE GOING GETS TOUGH, ANGER MOTIVATES: TRAIT ANGER AS AN INDICATOR OF PERSISTENCE
Christopher A. Chai, Benjamin M. Wilkowski
University of Wyoming
Although anger is typically thought to result in negative consequences, several theories suggest that it can lead to persistent goal pursuit when obstacles arise. Consistent with this, the current study (N = 125) found...
that high trait anger participants persisted longer at a difficult (but not easy) anagram-solving task.

C24
IMPLICITLY CUEING SOCIAL CONTEXTS AND SOCIAL ANXIETY
Elise Chaperon1, Stephanie Dandeneau1
1Université du Québec à Montréal
A social exclusion or social acceptance context was implicitly cued in people with low and high social anxiety. Results suggest that it is possible to condition a neutral cue to experiences of positive and negative social contexts and that the implicit cueing of such social contexts influences people’s emotional reactions.

C25
BRINGING POSITIVITY BACK TO THE FUTURE: THE EFFECT OF NOSTALGIA AND FANTASY PRONENESS ON OPTIMISM
Wing Yee Cheung1, Erica G. Hepper2, Tim Wildschut1, Constantine Sedikides1, Jamie Arndt1, Ad Vingerhoets1
1University of Southampton; 2University of Surrey; 3University of Missouri, Columbia; 4Tilburg University
There is mounting evidence on the positive psychological functions of nostalgia (e.g., increase in self-regard, strengthening of social bonds). Does nostalgia also influence the future? Results from five studies revealed that nostalgia elevates optimism. This pattern is especially prominent among people high in fantasy proneness.

C26
PERCEIVED INGROUP GAIN AND LOSS MEDIATE SCHADENFREUDE IN RESPONSE TO OUTGROUP MINOR OR SEVERE MISFORTUNE AND GLÜCKSCHMERZ FOLLOWING RECOVERY
Chelsea M. Cooper1, Charles Hoogland1, D. Ryan Schurtz1, David Combs1, Richard H. Smith1
1University of Kentucky; 2Stevenson University; 3US Naval Research Laboratory
Highly identified ingroup members often experience joy over an outgroup’s misfortune (schadenfreude), and unhappiness or pain following an outgroup’s good fortune or recovery (glückschmerz). An experimental study suggested that these links do not depend on misfortune severity, and are mediated by perceived ingroup gain and loss, respectively.

C27
FAMILIARITY DETERMINES THE INFLUENCE OF POSER RACE ON THE HAPPY CATEGORIZATION ADVANTAGE
Belinda M. Craig1, Kimberley M. Mallan2, Ottmar V. Lipp1
1The University of Queensland; 2Queensland University of Technology
Whether facial cues of race affect the happy categorization advantage, the faster categorization of happy than angry emotional expressions, is a matter of debate. We demonstrate that stimulus type (computer generated vs. photographic), presentation duration, and most importantly stimulus familiarity determine the influence of race on emotion categorization.

C28
THE ROLE OF ASSESSMENT PROCESSES AND OUTWARD ANGER EXPRESSION TENDENCIES IN ANGER-RELATED APPROACH MOTIVATION
Sarah E. Crowe1, Benjamin M. Wilkowski1
1University of Wyoming
Recent theory suggests that anger motivates individuals to approach interpersonal confrontations. Consistent with this, we found that individuals high in anger-out approached angry (rather than neutral) expressions more quickly only when consciously categorizing the expressions. These results indicate that assessment processes and anger-out are critically involved in anger-related approach motivation.

C29
WHAT CATCHES THE ENVIOUS EYE? ATTENTIONAL CONSEQUENCES OF BENIGN AND MALICIOUS ENVY
Jan Crusius1, Jens Lange1
1University of Cologne
We show differential effects of benign and malicious envy on automatic attention allocation. In dot-probe tasks, the attention of maliciously envious participants was biased toward reminders of superior others but not toward their superior fortunes. In contrast, benignly envious participants were equally biased toward superior others and their superior fortunes.

C30
POSITIVE EMOTIONS AND RECOGNITION OF DETAILS FROM A “GOING OUT TO DINNER” STORY
Alexander F. Danvers1, Michelle “Lani” N. Shiota1
1Arizona State University
This study compared effects of four positive emotions on recognition of details from a story about a familiar situation. Pride appeared to increase overall signal detection accuracy, whereas awe led to a more conservative bias in identifying details as present. Implications for theories of positive emotion and cognition are discussed.

C31
EMOTION AND COGNITIVE CONTROL INTERACTIONS AND INDIVIDUAL DIFFERENCES IN BIS PREDICT NEGATIVE REACTIVITY
Nicole A. Davidson1,2, Chelsea F. Dahl1, Justin Storbeck2,1
1The Graduate Center, CUNY; 2Queens College, CUNY
Selective effects of emotion on working memory protected high BIS individuals from negative reactivity. Self-reported negative affect was correlated with high BIS following a self-control task when emotion was not selective for working memory task demands; however, when emotion was selective for working memory BIS failed to predict negative affect.

C32
INTERPERSONAL EFFECTS OF EMOTIONS IN MORALLY-CHARGED NEGOTIATIONS
Morteza Dehghani1, Jonathan Gratch1, Peter Carnevale1
1University of Southern California
We investigate the impact of facial displays of discrete emotions, specifically anger and sadness, in a morally-charged multi-item negotiation task. We show that displays of anger may backfire if one of the parties associates moral significance to negotiation objects, whereas displays of sadness promote higher concession-making.

C33
POSITIVE EMOTION AND EMPATHY: CAN FEELING GOOD BE BAD FOR UNDERSTANDING OTHERS?
Hillary C. Devlin1, Jamil Zaki2, June Gruber1
1Yale University; 2Stanford University
This study compared the effects of self-focused and other-focused positive emotion on empathic processes. As hypothesized, self-focused positive emotion led to reduced perspective-taking – specifically toward targets sharing negative events – whereas other-focused positive emotion did not. Findings suggest that different forms of positive emotion may have divergent effects on social processes.

C34
AWE IN VIVO: A NATURALISTIC EXAMINATION OF AWE AND THE PSYCHOLOGICAL SENSE OF ENTITLEMENT
Pia Dietze1, Paul K. Piff1, Delia Fuhrmann1, Dacher Keltner1
1University of California, Berkeley; 2University of St. Andrews
An in-vivo manipulation of awe tested the effects of awe on feelings of entitlement. Across two studies, awe exerted a diminishing effect on the self-concept and decreased feelings of entitlement. Specifically, participants experiencing awe reported a reduced sense of size vis-à-vis others and a decreased sense of psychological entitlement.
C35
ELICITORS OF FEELING AWE AND FEELING MOVED
Jennifer A. Dobson1, Ian R. Newby-Clark2
1University of Guelph
Participants (N = 119) were randomly assigned to write about a time when they either felt awe or felt moved. Awe was most often elicited by nature; feeling moved was most often elicited by social situations. Awe was elicited by positive events, whereas feeling moved was elicited by negative events.

C36
CONTEXTUAL EFFECTS ON EMPATHIC ACCURACY AMONG STANGERS
Katarzyna J. Doniec1, Alexandr Kogan1
1The University of Cambridge
The present study examines situational factors that affect empathic accuracy—the degree to which an individual accurately perceives another’s emotional state—between unacquainted strangers. Results indicate that empathic accuracy was greatest (a) during conversations about uplifting events rather than suffering, and (b) being the talker rather than the listener.

C37
THE ROLE OF EMOTION PROFILES IN EMOTION REGULATION
Adrienne N. Dougherty1, Oscar Ybarra2
1University of Michigan
Using two distinct emotion categories, in two studies we demonstrated that the emotion itself helps determine the emotion regulation approach people report, namely to reappraise or suppress. Thus, the emotion matters in emotion regulation. With their distinct regulation profiles, people are apt to regulate emotions differently across situations.

C38
ANGER NARROWS ATTENTIONAL SCOPE: THE INFLUENCE OF MOTIVATIONAL INTENSITY ON LOCAL-GLOBAL ATTENTION
Leah Dunkel1, Cayce Savage1, Bryan D. Poole1, Philip A. Gable1
1The University of Alabama
Past research suggests that motivational intensity narrows attentional scope. The current experiments tested whether anger would also narrow attentional scope. Across three studies, anger narrowed attentional scope relative to a neutral state, similar to positive and negative states high in motivational intensity. Attentional narrowing was associated with trait approach motivation.

C39
“IT’S SO CUTE I WANT TO SQUISH IT!” HOW CUTENESS LEADS TO VERBAL EXPRESSIONS OF AGGRESSION
Rebecca L. Dyer1, Oriana R. Aragon1, Chelcie Piastio2, Margaret S. Clark1, John A. Bargh1
1Yale University; 2Monmouth University
Two studies investigated the phenomenon where viewing cute stimuli leads to verbal expressions of aggression. Results showed that ratings of cute (not funny/neutral) animals predicted endorsement of aggressive statements (mediated by loss of control). After viewing cute images, participants were more likely to choose aggressive responses to end ambiguous stories.

C40
CULTURE AND EMOTION REGULATION: ASIAN-WHITE DIFFERENCES ARE DUE TO ACCULTURATION AND MEDITATED BY INDEPENDENT SELF-CONSTRUALS
Josh S. Eng1
1UC Berkeley
Research has found that East Asians suppress the expression of their emotions to a greater extent than Westerners. The present studies tested whether self-construal processes can explain this finding. Results suggest the cultural difference in suppression is driven more by Westerners’ greater independence than by East Asians’ greater interdependence.

C41
DO RACIAL/ETHNIC CUES AFFECT PERCEPTIONS OF UNDOCUMENTED IMMIGRANTS’ EMOTIONAL LEGITIMACY?
Carla España1, Alem Tcde1, Victoria C. Plaut1, Kathryn Abrams1
1University of California, Berkeley
We examined whether racial/ethnic cues affect perceptions of emotional legitimacy—the extent to which someone finds another person’s emotions to be reasonable and valid. In our research, participants’ perceptions of the legitimacy of an undocumented immigrant’s anger varied depending solely on the racial/ethnic cues presented (Latino versus European).

C42
ARTISTIC EXPRESSION COUNTERACTS THE EFFECTS OF EMOTIONAL SUPPRESSION
Katherine E. Evarts1, Steven M. Graham2
1Antioch University New England; 2New College of Florida
A 2X2 between-subjects design showed that emotionally suppressing during a distressing film clip significantly raised anxiety and negative affect and significantly lowered mood and positive affect. Afterwards, an artistic task produced improved mood and affect relative to a filler task. Artistic expression therefore counteracts symptoms of emotional suppression.

C43
CLAIMING VALUE IN NEGOTIATIONS: THE EFFECT OF ANGER, TESTOSTERONE, CORTISOL, TRAIT DOMINANCE, AND NEGOTIATION ROLE
Emma C. Fabiannon1, Thomas F. Denson1
1University of New South Wales
We investigated how affect, hormones, and traits jointly interact to determine value claiming in negotiations. Angry and neutral affect was manipulated and participants negotiated a job contract. A significant 4-way interaction between testosterone, cortisol, anger, and dominance was found. The dual-hormone hypothesis was supported for angry participants with low dominance.

C44
TOWARD AN INTEGRATION OF ATTACHMENT AND EMOTION-REGULATION RESEARCH
Jennifer Fillo1, Nora K. Keenan2,1
1University of Minnesota, Twin Cities; 2Zablocki VA Medical Center
To provide a platform for future work integrating mainstream emotion-regulation and attachment literatures, the present study examined the relations between attachment insecurity (anxiety, avoidance) and four well-established emotion-regulation measures. Results support the hypothesis that anxiety and avoidance are each associated with a unique constellation of emotion-regulation tendencies and difficulties.

C45
HOW DO OBSERVER’S BEHAVIORS DIFFER DEPENDING ON THE EMBARRASSED PERSON’S FACIAL EXPRESSION?
Tetsuya Fukuda1, Masataka Higuchi1, Hitomi Kuranaga1
1University of Hiroshima, Higashi-Hiroshima
We examined whether observer’s behaviors toward a person who feels embarrassed differ depending on the types of facial expressions. These behaviors comprised four factors: “helping”, “avoidance”, “humor”, and “other-monitoring”. ANOVA’s revealed that the mean of “humor” was lower the neutral facial expression than embarrassed ones containing smiles.

C46
A LIBRARY OF FILM CLIPS THAT DIFFERENTIALLY ELICIT PARTICULAR TYPES OF “THE CHILLS”
Amanda K. Fuller1, Todd M. Thrash1, Laura A. Maruskin2, Emil Moldovan1
1College of William and Mary; 2Stanford University
We developed a library of 24 videos that are effective in eliciting one of two types of “the chills”: “goosefingles” (goosebumps, tingling)
or “coldshivers” (coldness, shivers). Principal components analysis revealed the expected two-factor solution. Mixture modeling revealed two clusters of videos, a pleasant goosetingles cluster and an unpleasant coldshivers cluster.

**C47**

**CONTRAST EFFECTS IN THE EMBODIMENT OF WARMTH**

Erica E. Geissman¹, Matthew E. Barrett¹, Abraham M. Rutitch 1
1California State University, Northridge

Extending previous research on the embodiment of warmth, a study was conducted to assess the embodiment of temperature effects on recall of past academic experiences. Unexpectedly, the reports of participants holding cold therapeutic packs contained more positive emotion language and cognitive complexity than the reports of participants holding warm packs.

**C48**

**IN THE MOOD TO PURSUE HIGH ACHIEVEMENT GOALS? HAPPY MOOD REDUCES MOTIVATION IN REAL-LIFE ACHIEVEMENT SETTINGS**

Liz Goldenberg¹, Joseph P. Forgas¹, Sean P. Lane²
1University of New South Wales; 2New York University

Can happiness reduce motivation to work toward important high achievement goals? Two field studies found that happy mood led to reduced intentions to study for an upcoming university examination (study 1), as well as reduced number of hours actually spent preparing for a professional examination (study 2). Implications are considered.

**C49**

**THE EXPERIENCE OF BEING ENVIED: DIFFERENCES ACROSS GENDER AND AGE IN ENVY**

Nicole E. Henniger¹, Harris R. Christie¹
1University of California, San Diego

We examined the experience of being envied in a diverse adult population using online questionnaires. People were more likely to envy others of a similar age and the same gender as themselves. Behavioral reactions, cognitions, and the envied object also differed by gender and age.

**C54**

**THE POLITICALIDEOLOGY OF ENVY AND GREED: VENTURE OR VULTURE CAPITALISM?**

Charles Hoogland¹, Richard Pond², Alexandra Martin¹, Richard H. Smith¹, Zlatan Krizan¹, Sung Hee Kim¹
1University of Kentucky; 2Iowa State University

This study examined the role of political ideology in perceptions of protests against the very wealthy of Wall Street and of private equity firms. Compared to liberals, conservatives were more likely to attribute complaints to envy. Compared to conservatives, liberals were more likely to attribute wealthy individuals’ actions to greed.

**C55**

**POSITIVE EMOTION AND EMOTION REGULATION AND EMPATHY FOR TARGETS EXPERIENCING NEGATIVE AFFECT**

Aleena C. Hay¹, Hillary C. Devlin¹, Jamil Zaki², June Gruber¹
1Stephen F. Austin State University

This study examined the association between trait emotion regulation and empathy for targets experiencing positive emotions. In contrast, individuals high on trait suppression exhibited deficits in their ability to empathize with and accurately perceive targets’ positive emotions.

**C56**

**RESOURCES AND TRUST ON ENVY**

Yumi Inoue¹, Osamu Higuchi¹, Koji Murata¹
1Hitotsubashi University

We examined gender differences in the effect of social rejection on envy. Men in mixed-gender groups and women in female-majority groups. Women’s positive mood decreased when rejected and accepted. Men’s positive mood declined only when rejected.

**C57**

**WHEN WOULD YOU FEEL ENVIOUS? THE EFFECTS OF EASE OF DIVIDING RESOURCES AND TRUST ON ENVY**

Haley Harris¹, Shaan Shahabuddin¹, Steven Estrada¹
1University of California, San Diego

We examined gender differences in the effect of social rejection on positive and negative affect. Before feedback, women in mixed-gender groups reported greater distress compared to men in mixed-gender groups and women in female-majority groups. Women’s positive mood decreased when rejected and accepted. Men’s positive mood declined only when rejected.
self-distanced perspective effectively attenuates the experience of basic emotions of anger and sadness but not the experience of self-conscious emotions of guilt and shame.

C60
EMOTIONAL INTELLIGENCE MODERATES STRESS REACTIONS TO CYBER-OSTRACISM
Jemma B. King1, Neal M. Ashkanasy1
1The University of Queensland
In a laboratory study, 232 Australian undergraduates participated in a virtual team task. IVs were EI, inclusion-exclusion, and hard-difficult task. The DV was stress (salivary cortisol increase). Results revealed significant main effects for all IVs and a three-way interaction: EI moderated the effect of ostracism, especially for low task difficulty.

C61
AFFECTIVE VARIABILITY ACROSS ADOLESCENCE: A TEMPORARY IMBALANCE BETWEEN HORMONAL AND COGNITIVE DEVELOPMENT
Kathrin Klipker1, Cornelia Wrzus1, Antje Rauers1, Michaela Riediger1
1Max Planck Institute for Human Development
Adolescence is a period with intensified affect experiences. However, little is known about underlying processes. Using a longitudinal study with 158 male adolescents, we investigated whether a temporary imbalance between hormonal changes and cognitive control, results in more within-person affect variability. We present results and implications of this temporary imbalance.

C62
MOOD INFLUENCES BOTH LANGUAGE ABSTRACTION AND TRANSGRESSION OF CONVERSATION NORMS
Alex S. Koch1,2, Joseph P. Forgas2, Liz Goldenberg2
1University of Cologne; 2University of New South Wales, Sydney
Based on the assimilative / accommodative processing model, we hypothesized that everyday mood influences interpersonal communication. In two studies, participants wrote and spoke about fictional and factual events, and those in good mood showed greater language abstraction and greater transgression of conversation norms than those in bad mood.

C63
THE ROLE OF SOCIAL RELATIONSHIPS IN THE COGNITIVE ORGANIZATION OF EMOTIONS ACROSS CULTURES
Sharon Koh1, Christie N. Scollon1, Derrick Wirtz2
1Singapore Management University; 2East Carolina University
We examined the role of social relationships in the cognitive organization of emotion knowledge. Interdependent individuals had a tighter organization of emotions around close friendships. Interdependent individuals showed more emotional flexibility between relationships and those who were less emotionally consistent had a tighter organization of emotions around their relationships.

C64
DOES DEPRESSED AFFECT REDUCE THE ABILITY TO MIMIC FACIAL EXPRESSIONS?
Tara L. Kraft1, Claire Gorey1, Sarah D. Pressman1
1University Of Kansas
The present analysis examined whether dysphoric mood was related to participants’ ability to mimic a facial expressions (e.g., neutral expressions, smiles). Results indicated that higher depressed affect was significantly related to lower expression adherence ability overall, particularly for both smiling conditions.

C65
FEELING THREATENED WHEN IN-GROUP MEMBERS EXPRESS PRIDE
Mark M. Kurla1, Wesley G. Moons1
1University of California, Davis
Perceiving members of one’s group display pride, but not happiness, increases threat (Experiment 1) and fear (Experiments 2, 3) in low status, but not high status, participants. Fear was associated with endorsement of status hierarchies suggesting specific emotional responses when in-group pride displays were perceived as disrupting the status quo.

C66
LISTEN TO ME WHEN I’M TALKING TO YOU: EMOTIONAL FACIAL REACTIONS TO PERCEIVED INPOLITUENESS IN A TEAMWORK SETTING
Marie Lasalle1, Philippe Valois1, François-Albert Laurent1, Ursula Hess1,2
1University of Quebec at Montreal; 2Humboldt-Universität Berlin
This study used a virtual chat partner to investigate emotional reactions to impolite behaviors in a teamwork setting. Results indicated that experimental manipulation was effective, impolite partners being rated more negatively. Furthermore, participants showed anger reactions to the impolite behaviors. Those reactions were moderated by status.

C67
MOVING AWAY FROM A BAD PAST AND TOWARDS A GOOD FUTURE: THINKING ABOUT THE PAST AND FUTURE AFFECTS THE METAPHORICAL PERSPECTIVES OF TIME
Albert Lee1, Li-Jun Ji1
1Queen’s University
Two studies showed recalling an unpleasant experience from the past prompts the ego-moving perspective, whereas recalling a pleasant past prompts the time-moving perspective. In contrast, anticipating a pleasant future invokes the ego-moving perspective, whereas anticipating an unpleasant future invokes the time-moving perspective. The valence of subjective feelings explained these effects.

C68
PESSIMISM MODERATES THE MEDIATED EFFECTS OF RUMINATION ON MICRO-LONGITUDINAL ASSOCIATIONS BETWEEN STRESS AND NEGATIVE AFFECT
Dusti R. Jones1, Katherine G. Hoff1, Julie A. Kirsch1, Barbara J. Lehman1
1Western Washington University
Ruminating on stressful events can prolong affective responses, especially for those who lack optimism. For three days 68 participants provided hourly reports. Multilevel mediation analyses suggested that rumination mediated previous and concurrent effects of stress on negative affect. Pessimism moderated many pathways, suggesting it promotes spillover of stress over time.

C69
IMPACT BIAS IN RECREATIONAL MARATHON RUNNERS
Kristi M. Lemm1, Derrick Wirtz2
1Western Washington University; 2East Carolina University
To test impact bias, recreational marathoners predicted how they would feel if they succeeded or failed in a race, and reported feelings post-race. Predicted feelings were more intense than post-race; the difference was stronger for negative emotions. More experienced runners predicted less intense emotions, suggesting runners may learn from experience.

C70
ANGRY MEN VERSUS ANGRY WOMEN: SEX DIFFERENCES IN THE EFFECT OF INCIDENTAL ANGER ON FINANCIAL RISK-TAKING
Jennifer S. Lerner1, SoYon Rim1, Alexander J. Maclay2
1Harvard Kennedy School; 2Bucknell University
We examined the effect of anger on risk-taking in men versus women. Participants were induced to feel angry or not and then completed a financial risk task. Angry women took less risk than angry men and consequently, earned less money. Differences could not be explained by differences in emotional experience.

C71
A TEST AND ADAPTATION OF THE LONELINESS AND SEXUAL RISK MODEL
Brianna A. Lienemann1, Christopher S. Lamb1
1Claremont Graduate University
The Loneliness and Sexual Risk Model (Torres & Gore-Felton, 2007) was adapted to include anxiety. Participants (N=887) completed an
online survey. Structural equation modeling determined that the models fit once the path from loneliness to alcohol intoxication was removed and a path from alcohol intoxication to sexual compulsivity was added.

**C72**
FEAR/AVOIDANCE AND EVALUATIVE THREAT ON PERFORMANCE: TESTING A MEDIATION MODEL OF MATH ANXIETY  
Jeffrey Liew1, Heather C. Lench1  
1Texas A&M University
A mediation model of math anxiety was tested in college students (N = 184) and results indicate that evaluative threat mediated the relations between trait fear/avoidance and both standardized test scores and course grades. Thus, personality may influence the experience of evaluative threat, which then may influence performance.

**C73**
THE ADDITIVE EFFECTS OF POSITIVE EMOTIONS AND COGNITIVE REAPPRAISAL ON THE REGULATION OF NEGATIVE EMOTIONS  
Brett Majer1, Christian Waugh1  
1Wake Forest University
Positive emotions and cognitive reappraisal are each effective in regulating negative emotion. The present research suggest that the effects of positive emotions and cognitive reappraisal on emotion regulation are independent, but additive, and can be used together to enhance the effectiveness of emotion regulation.

**C74**
IS PRIDE RECOGNITION INNATE? DEVELOPMENTAL ORIGINS OF UNDERSTANDING THE NONVERBAL PRIDE EXPRESSION  
Jason P. Martens1, J Kiley. Hamlin1, Jessica L. Tracy1  
1University of British Columbia
Pride displays signal expertise and direct social learning, so it would be adaptive for pride recognition to emerge early in life. Supporting this prediction, two studies measuring infants’ looking times found that 8- and 16-month did not expect pride displays to follow failure, indicating an early understanding of the expression.

**C75**
HUMANIZING AS AN ANTIDOTE FOR CONTEMPT  
Andres G. Martinez1, Rodolfo Mendoza-Denton2, Robert J. MacCoun2, Stephen P. Hinshaw2  
1George Mason University; 2University of California, Berkeley
Humanizing highly stigmatized outgroups may transform contempt into inclusion and compassion. As perceivers humanized a highly stigmatized target, they experienced decreased motivation to socially reject him. Also, humanizing a highly stigmatized outgroup was associated with augmented self/outgroup cognitive overlap, which in turn predicted elevated compassion toward such targets.

**C76**
DIFFERENTIATING TYPES OF “THE CHILLS”: DISTINCT RESPONSES TO THE AWESOME AND THE AWFUL  
Laura A. Maruskin1, Todd M. Thrash2, Andrew J. Elliot2  
1Stanford University; 2College of William and Mary; 3University of Rochester
“The chills” refers to a set of bodily responses that sometimes accompany strong emotion. In 4 studies we examined the content universe, factor structure, affective composition, elicitors, trait antecedents, and consequences of chills. Results converged to indicate that “the chills” consists of distinct approach- and avoidance-related constructs.

**C77**
IN HIGH SPIRITS: ON THE PHYSICAL BASIS OF EMOTION PERCEPTION  
Kevin P. McIntyre1, Andrew D. Grotzinger2  
1Trinity University
Metaphors used to describe emotions often allude to vertical dimensions in space. In this study, participants categorized happy or sad faces, which were presented at the top or bottom of a computer screen. Results indicate that images of happy individuals presented at the top are recognized more quickly and accurately.

**C78**
THE INTERPERSONAL CONSEQUENCES OF CONTEMPT IN THE WORKPLACE  
Shimul Melwani1, Sigal Barsade2  
1University of North Carolina - Kenan-Flagler Business School; 2University of Pennsylvania - Wharton School of Business
Contempt, an emotion that conveys information about an individual’s hierarchical and inclusionary status, is likely to play an important role in workplace contexts. From a social perceiver’s perspective, in two studies we found that expressing contempt led to leadership categorizations and actual leadership emergence.

**C79**
INCIDENTAL PHYSICAL ACTIVITY FACILITATES POSITIVE AFFECT (EVEN WHEN EXPECTING THE OPPOSITE)  
Jeffrey C. miller1, Zlatan Kitzan1  
1Iowa State University
Two lab studies demonstrated the robust effect of moderate, incidental physical activity -- a brisk, 10 minute walk -- on affect facilitation. Participants manipulated to expect to feel worse after activity experienced the same level of positive affect enhancement as those who were not manipulated compared to a no-activity control group.

**C80**
THE EXPERIENCE OF AWE AND ITS RELATION TO THE TENDENCY FOR CURiosity  
Jacquelyn N. Molina1, Paul K. Piff2  
1Florida International University; 2University of California, Berkeley
We tested the association between feelings of awe and tendencies toward curiosity. A manipulation of awe caused awe-prone participants to become significantly more curious than their less awe-prone counterparts, indicating that a person by situation dynamic underlies the association between awe and curiosity.

**C81**
ANGER, HUBRISTIC PRIDE, AND PSYCHOPHYSIOLOGY: IMPLICATIONS FOR SOCIAL JUDGMENT  
Arielle S. Morgantern1, Lucas Ott1, Robert Mauro1  
1University of Oregon
This research examines the distinct effects and interaction between trait and state anger/hubristic pride, the psychophysiological measure of emotion regulation (respiratory sinus arrhythmia) and social judgment (social dominance orientation, empathy). Results suggest that individual differences in psychophysiology, trait emotion, and induced state emotions impact ensuing social evaluations.

**C82**
THE CURRENT STUDY EXAMINED HOW FACETS OF ANHEDONIA - SPECIFICALLY DEFICITS IN MOTIVATION/DRIVE, ANTICIPATORY PLEASURE, AND CONSUMMATORY PLEASURE - EXERT UNIQUE AND COMBINED INFLUENCES ON AFFECT AND PERSONALITY  
Samantha M. Mowrer1, William A. Cunningham2,1  
1The Ohio State University; 2University of Toronto
The current study examined how facets of anhedonia - specifically deficits in motivation/drive, anticipatory pleasure, and consummatory pleasure - exert unique and combined influences on affect and personality. Results of an online survey showed these aspects of pleasure were distinct factors, and they differentially predicted BIS and BAS subscales.
C83
DOES GENERALIZED GRATITUDE PROMPT THE ACTION TENDENCY TO CELEBRATE?
Michael Mullarkey1, Anthony H. Ahrens1
1American University
To explore generalized gratitude, which differs from benefit-triggered gratitude, participants described (via daily diary) positive events that nobody caused. As they wrote more diaries, participants reported increased gratitude and inclination to celebrate after a day’s event, and more happiness later that evening. This suggests generalized gratitude prepares people to celebrate.

C84
EYE MOVEMENT RESPONSE TO PLEASANT/UNPLEASANT FACIAL EXPRESSION
Tomoko NAKAMATA1, Tsuneyuki ABE1
1Tohoku University
We examined the interval time of eye movement to a target facial expression presented with a distracter expression using Eye-tracker. The results revealed that happy face distracter prolonged the interval time to angry face target showing that eye movement was affected by pleasantness/unpleasantness of stimuli.

C85
THE EYES OF A WINNER: STATUS BEATS SOLIDARITY IN MEDIATING GAZE CUEING OF ATTENTION
Anthony J. Nelson2, Reginald B. Adams1
1The Pennsylvania State University
Gaze cueing is a seemingly obligatory response when viewing others’ averted eyes. More recent evidence suggests it may be moderated by social factors. We examine two potential moderators, group membership and dominance, using football game outcome as a dominance manipulation. Participants followed the gaze of the winners regardless of membership.

C86
GIVING GUILT AND PIGGISH PRIDE: DIFFERENTIAL EFFECTS OF SELF-CONSCIOUS EMOTIONS ON COOPERATION IN SOCIAL DILEMMAS
Samantha L. Neufeld1, Michelle N. Shiota1, Susan E. Ledlow1
1Arizona State University
Surprisingly little work has addressed the implications of emotions for behavior in shared resource dilemmas. In a social trap game with real money, experimentally elicited guilt and pride had opposing (relative to neutral) and significantly different effects, with guilt reducing and pride increasing consumption of a limited resource.

C87
CONTEXTUAL INFLUENCE ON EMOTION RECOGNITION ACROSS THE LIFESPAN
Nhi Ngo1, Derek Isaacowitz2
1Northeastern University
This study examines the effect of two types of context-faces and objects—on emotion recognition across the lifespan. Accuracy decreased in the object condition, and in congruent context trials for emotions with similar facial expressions. Older adults performed worse than younger adults, but did not rely more on context.

C88
FACIAL AND BODY EMOTION PORTRAYAL STIMULI SET
Nicole J. Betz1, Lisa Feldman Barrett1, Maria Gendron2,3
1Northeastern University; 2Boston College
The field of affective science requires facial and bodily emotion portrayals that are not caricatured or directed for use in research. The current research developed and normed a stimuli set to meet this need. Our stimulus set contains photographs of facial and bodily portrayals of emotion portrayed by un-directed undergraduate participants.

C89
THE EFFECT OF EMOTIONAL INTELLIGENCE ON EMOTIONAL GAZE-_TRIGGERED ORIENTING
Yuka Nishiyama1, Jun Kawaguchi1
1Nagoya University
The purpose of this study was to investigate the relationship between emotional intelligence (EI) and the effect of fearful expressions on gaze-triggered orienting. We hypothesized that the interaction between gaze and expressions should be facilitated in high-EI individuals, compared with low-EI individuals. We conducted gaze-cueing studies and measured participant’s EI.

C90
EMOTION SUPPRESSION: EFFECTS ON EXPlicit AND IMplicit MOOD
Masanori Oikawa1, Hanuka Oikawa1
1Doshisha University
Similarities and differences between explicit and implicit moods were addressed by examining affective consequences of suppressing emotional life events. Explicit mood (PANAS) and implicit mood (IPANAT) were similarly affected by positive or negative mood inductions. Interestingly however, emotional suppression effectively reduced explicit mood, but not implicit mood.

C91
EXTENDING UNIQUELY HUMAN ATTRIBUTES TO ADVERSARIAL OUTGROUPS: A POTENTIAL ROLE FOR SHARED HUMOR IN CONFLICT REDUCTION
Yula Palay1, Geoffrey L. Cohen1
1Stanford University
What are humor’s social psychological effects? We find that humor is accorded to oneself and ingroup members, but denied to non-humans and adversarial outgroups, and that humor shared across group lines reduces ingroup favoritism, increases openness to threatening information, and reduces support for military solutions to international conflicts.

C92
SOCIAL STATUS AND ANGER EXPRESSION: THE CULTURAL MODERATION HYPOTHESIS
Jiyoung Park1, Shinobu Kitayama1
1University of Michigan; 2University of Wisconsin
How does social status affect anger expression? We tested the extent to which the relationship between social status and anger expression is moderated by culture, depending on the relative significance of two motivations of anger expression – as venting frustration and dominance display – in the U.S. and Japan.

C93
THE BENEFITS OF RETAIL THERAPY: BUYING ALLEVIATES SADNESS
Beatriz C. Pereira1, Scott I. Rick1, Katherine A. Burson1
1University of Michigan
People often shop when sad, but does shopping alleviate that sadness? In two experiments, we show that buying alleviates sadness (due to restoration of personal control), but does not alleviate anger (a control abundant emotion). These effects cannot be explained by distraction, pleasure with acquisition, or individual differences.

C94
SHAME PROMPTS PERCEPTUAL OBJECTIFICATION OF POTENTIAL EROTIC TARGETS AMONG SEXUALLY COMPULSIVE INDIVIDUALS
Raluca Petrican1, Christopher T. Burriss1, Morris Moscovitch1,2
1Rotman Research Institute; 2St. Jerome’s University; 3University of Toronto
A gaze task tested the clinical proposition that shame triggers sexually compulsive behavior. Following a shame induction, higher sexual compulsivity in our young adult heterosexual sample predicted decreased gaze following (i.e., reduced the perceived agency) of potential erotic targets (fleeting opposite-sex faces) but not others (neutral and/or same-sex faces).
C95
REWARDING INTUITION: THE REVERSE EFFECT OF EXTRINSIC MOTIVATION ON INTUITIVE ACCURACY
Shannon K. Pinegar¹, Keith D. Markman¹
¹Ohio University

Two studies demonstrated that extrinsic motivation worsens intuition. When offering participants a $50 reward for top performers, performance worsened on an intuition task named the artificial grammar task, compared to participants who weren’t told about a reward. Performance worsened whether measuring intuitive confidence (study two) or intuitive decision-making (study one).

C96
EMOTIONAL DISCLOSURE AND VICTIM BLAMING
Peter Pedolski¹, Kent D. Harber²
¹Rutgers University at Newark

Viewing another’s mistreatment violates just-world beliefs, and thereby arouses distress. This distress can produce victim blaming. However, emotional disclosure resolves difficult emotions, suggesting that disclosure reduces blaming. This was confirmed; subjects who viewed a victim but emotionally disclosed blamed less than those who suppressed, or those who viewed a non-victim.

C97
DISGUST DRAGS AND SADNESS SPEEDS: THE ROLE OF MOTIVATION ON TIME PERCEPTION
Bryan D. Poole¹, Philip A. Gable¹
¹The University of Alabama

The present study tested whether motivational direction within negative affects influences time perception. Results suggest that approach motivation in a sad state speeds the perception of time, but withdrawal motivation in a disgust state slows the perception of time.

C98
RIVAL STATUS AS A PREDICTOR OF JEALOUSY AND AGGRESSIVE BEHAVIOR
Caitlin A. J. Powell¹, Richard S. Pond, Jr.²
¹Georgia College & State University; ²University of Kentucky

Participants saw their romantic partners flirting with either a high or low status rival. They then played a sound-blast game against partners and rivals. Results showed interactions for extreme aggression and aggressive energy: participants were more aggressive towards high status rivals, and towards partners who flirted with low status rivals.

C99
GRIN AND BEAR IT: THE INFLUENCE OF MANIPULATED FACIAL EXPRESSION ON THE STRESS RESPONSE
Sarah D. Pressman¹, Tara L. Kraft¹
¹University Of Kansas

This study investigated whether covert experimental facial expression manipulation influences the stress response. Findings revealed that smiling participants showed lower levels of heart rate during stress recovery with a slight advantage for Duchenne smiles. Non-aware smilers also reported less decrease in positive affect during stress.

C100
INITIAL MODEL OF ANTECEDENTS AND OUTCOMES OF COLLECTIVE DISGUST
Curtis Puryear¹, Stephen Reysen¹
¹Texas A&M University-Commerce

We examined a path model of the antecedents and outcomes of collective disgust. Ingroup identification, perception of actions as immoral, belief that the outgroup committed the action, and outgroup threat predicted greater collective disgust. Collective disgust predicted expression of disgust and intergroup distinctiveness.

C101
IS A PROBLEM SHARED A PROBLEM HALVED? BENEFITS AND DRAWBACKS OF EMOTIONAL SHARING IN COUPLES
Antje Rauers¹, Michaela Riediger¹
¹Max Planck Institute for Human Development, Berlin, Germany

Emotional sharing (disclosing emotional events) may serve emotional and relationship regulation. In this experience-sampling study with 100 romantic couples, emotional sharing implied benefits (when disclosing uplifts) and drawbacks (when disclosing hassles) for both partners’ current affects. In contrast, sharing either uplifts or hassles predicted interpersonal closeness, especially in early-stage relationships.

C102
EMOTIONS AND ATTACHMENT STYLE IN ORGANIZATIONAL CONTEXTS
Eyal Rechter¹, Noga Sverdlík²
¹Ono Academic College; ²Ben Gurion University of the Negev; ²The Hebrew University of Jerusalem

The current research examines the relationships between Attachment style and emotional reactions in organizational contexts. Study 1 (N=98) shows that attachment predicts teachers’ emotional reactions to their students. Study 2 (N=60) shows that situational characteristics and attachment style interact in predicting evaluators’ emotional reaction to performance evaluation process.

C103
PRACTICES OF DISCERNMENT: THE PSYCHOLOGY OF FACIAL EMOTIONAL EXPRESSIONS IN WORKPLACE RELATIONSHIPS
Laura Rees¹
¹University of Michigan

How does an observer’s interpretation of someone’s facial expression influence his reactions to the person? Across multiple, multi-method studies, I show that the cultural factor of honor—often used to explain violence in honor cultures—is a critical, non-violent difference in how individuals judge and react to (in)authentic emotional displays.

C104
DISGUST LEADS TO PUNITIVENESS BEYOND THE MORAL DOMAIN: THE CASE OF INTERGROUP CONFLICT
Michal Reifen Tagar¹
¹University of Minnesota

The present research suggests that disgust leads to greater punitiveness beyond the moral. Israeli-Jewish students were found to be supportive of greater retribution against Palestinians to the extent that they felt greater disgust, even after controlling for political ideology. Disgust did not associate with viewing the conflict in moral terms.

C105
MIND THE GAP: THE ROLE OF INTERHEMISPHERIC COMMUNICATION IN EMOTIONAL REGULATION
Daniel M. Rempala¹
¹University of Hawaii

Participants gave speeches before small audiences and were assigned an emotional regulation strategy. Participants also completed the Edinburgh Handiness Inventory. “Mixed-handed” participants (i.e., those with greater interhemispheric communication; Cherbuin & Brinkman, 2006) reported less anxiety than “strong-handed” participants, but only when using cognitive reappraisal, not attentional deployment or response modulation.

C106
PERCEIVED AUTOMATIC THOUGHTS ABOUT PASSIONS AND NON-PASSIONS
Elise L. Rice¹, Barbara L. Fredrickson¹
¹University of North Carolina at Chapel Hill

An online study in which participants reported three activities and answered questions about each revealed that people have more frequent automatic thoughts about passionate than non-passionate
activities, and they have relatively more positive automatic thoughts about harmonious passions than obsessive passions.

C107
COMPARING POSITIVE AND NEGATIVE SHARED INTEREST IN SOCIAL ENERGY
Charles Robinson1, Donnah Canavan1
1Boston College
This study examines the empowering effects of shared enthusiasm (what we call “Social Energy”) when two partners are intrinsically motivated toward a negative shared goal—the failure of a rival political candidate’s campaign using attack ads. We find that negative vs. positive shared interests between people entail largely similar effects.

C108
NO RIGHT TO BE MAD: DENYING OUTGROUPS ANGER AND DENYING HELP TO ANGRY OUTGROUPS
Mindi S. Rock1, Amy J. C. Cuddy2, Michael I. Norton1
1Harvard Business School
This research documents two biases in how people react to other groups’ anger and explores the implications of these biases for helping behavior. Anger denial involves denying that outgroup victims experience anger, and then consequently denying them help; anger backlash involves withholding help from outgroup victims who express anger.

C109
THE CHOICES WE MAKE: THE ROLE OF AGE AND CONTROL BELIEFS IN SITUATION SELECTION
Daniel R. Rovenpor1, Nikolaus Skogberg2, Derek M. Isaacowitz2
1University of Massachusetts, Amherst; 2Northeastern University
We examined the effects of age and control beliefs on emotional situation selection. Younger and older adults had 15 minutes to freely interact with a variety of stimuli that varied in emotional valence. Older adults with stronger control beliefs chose fewer negative stimuli, whereas younger adults showed the reverse pattern.

C110
FUNCTIONAL SMILES: TOOLS FOR LOVE, SYMPATHY AND WAR
Magdalena Rychlowska1, Paula M. Niedenthal2,3, Oliver G. B. Garrod4, Philippe G. Schyns4
1Université Blaise Pascal, France; 2CNRS, France; 3University of Wisconsin-Madison; 4Centre for Cognitive Neuroimaging, University of Glasgow
Two studies investigated the typology of three functional smiles (Niedenthal et al., 2010). A cross-cultural survey showed that enjoyment, affiliation and dominance were considered as psychological states that produce a smile. A laboratory experiment investigated representations of enjoyment, affiliative and dominance smiles, and showed that these smiles have different morphologies.

C111
TURN THAT FROWN UPSIDE DOWN: EMOTION REGULATION IN DISADVANTAGEOUS FACE-TO-FACE INTERACTIONS
Vera Sacharin1
1University of Geneva
Unlike in anonymous situations, in face-to-face situations individuals may accept unfairness to meet relationship goals. We recorded reactions to violations of payment expectations in social situations. Disadvantaged individuals regulated their negative emotions as indicated by generous behavior, deflated injustice ratings, and facial expressions, sustaining the injustice of the situation.

C112
MOOD AND SUSCEPTIBILITY TO INATTENTIONAL BLINDNESS
Michelle Sadeh1, Jill L. Quilici1
1California State University, Northridge
This study explored the relationship between mood and susceptibility to inattentional blindness (IB). Participants in positive moods were significantly more likely to experience IB than participants in negative moods. Results support affect-as-information theory and suggest mood may make us more or less likely to see something unexpected in the environment.

C113
THE ROLE OF EMOTIONAL SKILLS IN NEGOTIATION PERFORMANCE
Katja Schlegel1,2, Didier Grandjean1,2, Klaus R. Scherer1,2
1Swiss Center for Affective Sciences; 2University of Geneva
We investigated whether emotion recognition ability (ERA) and emotional intelligence (EI) predict gains in an employee-recruiter negotiation. In male dyads, recruiters’ ERA was positively associated with joint gains, whereas EI in employees was positively related to recruiters’ gains. Overall, participants high in ERA were rated as more cooperative and likable.

C114
EMOTIONAL INFLUENCES ON EXPERIENCE AND MEMORY: A NEW TAKE ON DIMENSIONAL VIEWS OF EMOTION
Shaan S. Shahabuddin1, Steven Estrada1, Haley Harris1
1Stephen F. Austin State University
Participants anticipated a positive, negative, or neutral video while rating affective or neutral pictures. It was hypothesized that anticipation induced arousal leads to external focus of stimuli, enhancing affective responses. As predicted, participants in the valenced-anticipation groups showed amplified affective responses. Results will be discussed in terms of two-dimensional views of emotion.

C115
EMPATHY AFFECTS DISGUST: THE MORE YOU FEEL IT, THE MORE IT’S GROSS
Alexander J. Skolnick1
1Saint Joseph’s University
We explored the relationship between gender, empathy and disgust. Women scored significantly higher on scales of disgust sensitivity, empathy, and emotional contagion. Overall, both empathy scales significantly predicted disgust levels. Men and women each showed significant positive correlations between disgust and emotional contagion. Greater empathy was associated with disgust sensitivity.

C116
ANGER, APPROACH MOTIVATION, AND THE CONCEPTUAL NARROWING OF COGNITIVE PROCESSES
April D. Smith1, Molly Listenby1, Bryan D. Poole1, Philip A. Gable1
1The University of Alabama
Positive affects high in approach motivation conceptually narrow cognitive processes. We tested whether anger, a negative emotion high in approach motivation, also narrows cognitive processes. Across two experiments, we found that anger narrowed cognitive categorization and hindered cognitive flexibility relative to a neutral state.

C117
CROSS-CULTURAL SUPPORT FOR THE EMOTION CONSTRUCT OF GLÜCKSCHMERZ, DISPLEASURE OVER ANOTHER’S GOOD FORTUNE
Richard H. Smith1, Masato Sawada1, Hidehumi Hitökoto2, Charles Hoogland1, Edward Brown1, Chelsea Cooper1
1University of Kentucky; 2Utsunomiya University; 3Osaka Bio Medical Professional School
We examine whether displeasure over another’s good fortune, or, glückschmerz (“luck-pain”), can be usefully distinguished from related emotions. American and Japanese participants recalled occasions where they felt pain/displeasure because of another person’s good fortune (glückschmerz), envy, or disappointment. Glückschmerz differed from these other emotions in important, consistent ways.
C118
PROBLEM-FOCUSED AND EMOTION-FOCUSED COPING POTENTIAL IN ADJUSTMENT TO COLLEGE
Elizabeth G. Spitzen1, Leslie Kirby2, Craig Smith2
1Vanderbilt University

We examined coping styles in first-semester students taking introductory chemistry. Students completed nine surveys assessing self-esteem, anxiety, coping, appraisal, stress, goals, etc. For each exam, there was a large gap between student’s desired and achieved scores. Both forms of coping had significant correlations with performance, personality, emotions, and exam-related behaviors.

C119
PRIDE AND SHAME DISPLAYS PROMOTE UNEQUAL BUT SUBJECTIVELY FAIR RESOURCE DIVISIONS
Conor M. Steckler1, Jessica L. Tracy1
1University of British Columbia

We tested whether pride and shame expressions, which signal social rank, facilitate unequal but subjectively fair resource distributions. We predicted that pride displays are willingly granted more, and shame displayers less, of a shared resource. Results supported this hypothesis; furthermore, these unequal distributions were judged as equally fair.

C120
PASSION, EMOTIONS AND THE CREATIVE PROCESS
Ariane C. St-Louis1, Robert J. Vallerand1
1Université du Québec à Montréal

Two studies revealed that passion (Vallerand et al., 2003) and emotions are involved in creativity: Positive emotions were more frequently experienced than negative emotions, positive emotions with a moderate (rather than high) level of activation were experienced more often, and HP artists experienced positive emotions more frequently than OP artists.

C121
THE ROLE OF THE RELATIONSHIPS BETWEEN SELF AND THE OTHER ON TWO TYPES OF ENVY
Yoshika Tado’oka1, Kunio Ishii2, Yumi Inoue1
1Hitotsubashi University; 2Tokyo Metropolitan University

We sometimes feel benign envy or malicious envy toward superior others. As these affects are associated to relationships with self and other, we manipulated representation of the relationships with word-shifting task. Participants shifting up the word ‘self’ felt benign envy, whereas participants shifting down the word ‘other’ felt malicious envy.

C122
MIS_PREDICTION ERRORS OF THE ENVIED: ENVIED INDIVIDUALS UNDERESTIMATE HOW POSITIVELY OTHERS
Kenneth Tai1, Jayanth Narayanan1, Cynthia S. Wang3
1National University of Singapore; 2National University of Singapore; 3Oklahoma State University

We examined whether individuals who feel envied mispredict others’ perceptions of them. Specifically, we explore whether envied individuals overestimate or underestimate how positively others perceive them. Across two studies, we find that envied targets underestimate how positively others view them. We discuss implications and directions for future research.

C123
LOOK ME IN THE EYE: MANIPULATED EYE GAZE AFFECTS DOMINANCE BEHAVIOR
David Tang1, Brandon Schmeichel1
1Texas A&M University

The current study manipulated eye contact with angry versus neutral faces to assess behavioral ramifications of manipulated eye gaze. Men showed increased dominance after sustaining eye-contact with angry faces. Women showed no main effects but were less willing to accept low offers in the high eye-contact conditions.

C124
CHANGE THE THINGS YOU CAN: EFFECTIVE EMOTION REGULATION IS BENEFICIAL IN LOW, BUT NOT HIGH, SOCIOECONOMIC CONTEXTS
Allison S. Troy1, Brett Q. Ford2, Tchiki S. Davis3, Iris B. Mauss2
1Franklin and Marshall College; 2University of California, Berkeley

Given that socioeconomic status (SES) is negatively associated with individuals’ control over their environment, effectively managing emotional responses to the environment may be more beneficial in low-SES (vs. high-SES) contexts. As predicted, results revealed a prospective positive relationship between CRA and life satisfaction in low, but not high, SES contexts.

C125
POSITIVITY AND RECEPTIVENESS TO SOCIAL CUES
Ewa Tuzbińska1
1University of Social Sciences and Humanities

It was expected that positivity facilitate receptiveness to problematic and hidden social cues. The results of two studies show that individuals with higher positivity ratio were more open to arguments with unpleasant content than those with lower positivity, and show improved social skills as a side effect of professional training.

C126
EMOTIONAL AND COGNITIVE OUTCOMES OF TRACKING HAPPINESS-RELATED ACTIVITIES AND COPING BEHAVIORS: EXPERIMENTS IN THE CONTEXT OF DAILY LIFE
Michele M. Tugade1, Hillary Devlin2, Yuna Shaughnessy3, Lauren Mestitz1, Madeline Hubbard1
1Vassar College; 2Yale University

We examined outcomes of using mobile technology to track happiness-related activities and coping behaviors. In an experience-sampling experiment, reporting positive (vs. neutral) daily activities resulted in greater positive-emotion complexity and increased dialectical thinking. In a coping-intervention experiment, receiving SMS-text reminders to use positive (vs. neutral) coping strategies resulted in health improvements.

C127
TACKLING SOCIAL STIGMA THROUGH NOSTALGIA
Rhiannon N. Turner1, Tim Wildschut2, Constantine Sedikides2
1University of Leeds; 2University of Southampton

Weight and mental health stigma have a range of negative consequences including vulnerability to depression and decreased self-esteem. We report a series of studies that implicate nostalgia as a resource or strategy for social stigma reduction.

C128
SHARED POSITIVE EMOTIONS LEAD TO EFFECTIVE TEAMWORK
Tanya Vacharkulksemsuk1, Kimberly A. Coffey1, Barbara L. Fredrickson1
1University of North Carolina, Chapel Hill

We tested the longterm benefits of experiencing positive emotions with others, particularly for situations of interdependence. Stranger dyads who experienced more positive emotions during Week 1 of a laboratory session performed better on a teamwork task at that session *and* one week later, relative to participants who non-positive states.

C129
THE POWER OF EMOTIONS IN SHAPING BELIEFS: SELF-TRANSCENDING POSITIVE EMOTIONS AND OPENNESS TO SPIRITUALITY AND RELIGION
Patty Van Cappellen1, Vassilis Saroglou1
1Université catholique de Louvain

Positive emotions make people experience self-transcendence (through broadened cognition and oneness feelings). In addition, in five studies, using different methodologies, we found that induction of elevation, awe, and admiration can also push people to believe in a self-transcendent being. Mechanisms of this effect have also been identified.
C130  
ON THE CONTEXT-DEPENDENCE OF EMOTION DISPLAYS: GOLD MEDALISTS’ EXPRESSIONS OF PRIDE  
Yvette V. van Osch 1  
1 Tilburg University  
Six studies, employing archival data from Olympic and national competitions, revealed that cultural differences in pride expressions are context-dependent. Chinese gold medalists displayed less pride than American medalists when outperforming ingroup members (at national competitions); when outperforming outgroup members (at Olympic competitions) cultural differences in pride expressions were absent.

C131  
ORDER AND MEASUREMENT MATTER WHEN INDUCING ANTICIPATORY AND CONSUMMATORY POSITIVE AFFECT IN THE LABORATORY  
Jennifer C. Veilleux 1, Melissa J. Ziliinski 1  
1 University of Arkansas  
Within-subject comparison of two positive laboratory emotion inductions revealed that the anticipatory induction resulted in increased positive affect whereas the consummatory induction resulted in increased positive affect for those who had already completed the anticipatory induction. Order effects discussed in relation to methods and measurement within laboratory emotion induction procedures.

C132  
I FEEL “SAD, MAD, AND GLAD,” OR “JUST BAD?”: INDIVIDUAL DIFFERENCES IN APPRAISALS INFLUENCE DISTRACTION TO SPECIFIC NEGATIVE EMOTIONS  
Brian D. Vickers 1, Stephanie M. Carpenter 1, Phoebe C. Ellsworth 1  
1 University of Michigan  
The present study examined individual differences in specific emotional responses (sadness or anger) compared to valenced responses (i.e., all negative affect treated similarly). Angry subjects that did not differentiate emotions were more distracted by sadness than anger concepts, while sad subjects were distracted by all negative emotion concepts.

C133  
EMOTIONAL ATTENTION MEETS EMOTION REGULATION: THE INFLUENCE OF EMOTION SUPPRESSION ON EARLY ATTENTION TO EMOTIONAL EVENTS  
Julia Vogt 1,2, Jan De Houwer 2  
1 University of Chicago; 2 Ghent University, Belgium  
We investigated how emotion suppression influences emotional attention. After inducing disgust, we instructed participants to suppress feelings of disgust during a subsequent dot probe task. Disgust suppression caused the successful attentional avoidance of disgusting images but only when these images were presented together with images that allow coping with disgust.

C134  
SAME SITUATION - DIFFERENT EMOTIONS? EMBARRASSMENT, AMUSEMENT, AND MIXED EMOTIONAL FEELINGS IN THE CONTEXT OF SELF-CONSCIOUS AWARENESS  
Sophie Von Garnier 1, Sylvia D. Kreibig 1, James J. Gross 1  
1 Stanford University  
To examine whether self-reports of embarrassment and amusement distinguish facial expressive behavior in a self-conscious situation, we coded 90 one-second video segments of 83 women for facial actions. Gaze shift characterized embarrassed participants, smiling behavior amused participants, and smiling and smile controls participants with mixed emotions.

C135  
THAT’S WHAT FRIENDS ARE FOR: THE INFLUENCE OF ANTICIPATED GUILT ON MORAL BEHAVIOR  
Fieke M.A. Wagemans 1, Keri A. Pekaar 1, Perke L. Jacobs 1, Paulette C. Flore 1, Minou M.B. van der Werf 1, Suzanne R.M. van Loon 1, Maarten J.C. Jacobs 1, Nadiya Sayenko 1, Michael Kraa 1  
1 Tilburg University, Tilburg  
Three studies showed that people anticipated more guilt (Study 1; N=85), were more willing to incur financial costs to avoid harm (Study 2; N=113), and were less tempted by moral wriggling (Study 3; N=60) with respect to a friend compared to a stranger. This shows how anticipated guilt can induce moral behavior.

C136  
INFANT APPRECIATION OF NORMATIVE AND EXAGGERATED EMOTIONAL DISPLAYS: WHEN MORE IS LESS  
Eric A. Walle 1, Joseph J. Campos 2, Ryan R. Jensen 2  
1 University of California, Merced; 2 University of California, Berkeley  
This study investigated 16- and 19-month-old infants’ ability to distinguish between normative and exaggerated adult fear displays. Results indicated that, in comparison with responses to normative displays, 19-month-old infants responded to exaggerated displays with increased positive affect and stimulus approach, whereas 16-month-old infants responded with increased negative affect and stimulus avoidance.

C137  
IS PRIDE A BAROMETER OF SUCCESS? INFORMATIONAL INFLUENCE OF AUTHENTIC PRIDE ON ACHIEVEMENT  
Aaron C. Weidman 1, Jessica L. Tracy 1, Andrew J. Elliot 1  
1 University of British Columbia; 2 University of Rochester  
We examined the informational influence of pride on achievement. Across two studies, participants who felt low pride after an exam planned to study differently for future exams, and study plans positively predicted subsequent exam score for low performers, suggesting that pride is a barometer used to gauge and promote achievement.

C138  
FAVORS FEEL DIFFERENT FOR FEMALES: GENDER DIFFERENCES IN THE COGNITIVE AND AFFECTIVE PROCESS OF FAVOR DELIBERATION  
Amanda R. Weinup 1, Linda C. Babcock 1, Laurie R. Weingart 1  
1 Carnegie Mellon University  
Our research examines gender differences in how individuals make decisions regarding whether to perform favors, defined as voluntary, but externally-driven prosocial behaviors. We demonstrate that women consider different reasons for performing favors, such as fear of negative consequences, and experience different emotions, including guilt, fatigue, and anger, during favor deliberation.

C139  
LEARNING FROM OTHER PEOPLE’S MISTAKES: EMPATHIC SHAME  
Stephanie C. M. Welten 1, Marcel Zeelenberg 1, Seger M. Breugelmans 1  
1 University of Amsterdam/ ASCoR; 2 Tilburg University  
Why can people experience shame for irrelevant others? Four studies, using dispositional measures and manipulations of empathic perspective taking, revealed that people experience shame when they imagine themselves in another’s shameful situation. Such empathic shame serves a learning function. People learn from others’ mistakes and avoid making similar mistakes themselves.

C140  
HEMISPHERIC PREFERENCE, EMPATHY, AND RESPONSIVENESS TO NEED  
Matthew Wice 1, Namrata Goyal 1, Marcel Kinsbourne 1  
1 The New School For Social Research  
This study examined how hemispheric preference is related to empathy and responsiveness to need. Participants provided responses to helping situations that assessed state empathy and responsiveness.
Findings support the idea that the relationship between empathy and responsiveness to need may differ depending on an individual’s hemisphere preference.

**C141**
HE SAID, SHE SAID: LINGUISTIC PREDICTORS OF FORGIVENESS IN VICTIM-OFFENDER CONFLICT MEDIATION
Allison L. Williams1, Marti Hope. Gonzales1, Erik J. Girvan2
1University of Minnesota; 2University of Oregon

We sought to document the influence of participants’ language during conflict mediation sessions on forgiveness-related outcomes. Participants’ use of negative, but not positive, emotion words during conflict mediation sessions significantly predicted complainants’ progress toward forgiveness, including relief from psychological pain and more beneficent regard for those who wronged them.

**C142**
EFFECT OF PARTICIPATION IN A COLLECTIVE ACTION ON IDENTITY FUSION, SOCIAL INTEGRATION, AND SOCIAL BELIEFS
Anna Wlodarczyk1, Nekane Basabe1, Larrazit Zumeta1, Dario Paez1
1University of the Basque Country

First in a field study of a socio-political protest movement born in Spain in May 2011 and then in an experimental one (arranged demonstration defending egalitarian rights for immigrants), we tested whether participation in a collective action elicits identity fusion, social integration, and consolidation of social beliefs.

**C143**
BEYOND EXPECTATIONS: EFFECTS OF AWE ON STEREOTYPE-BASED PERSONALITY RATINGS
Claire I. You1, Michelle Lani. Shiotani
1Arizona State University

Prior research suggests that positive mood increases the use of stereotypes. However, theories of awe posit that awe should reduce heuristic-based judgment. This study finds that awe reduces reliance on stereotypes when forming trait judgments of new people, compared to enthusiasm and contentment as well as a neutral control.

**C144**
THE EFFECTS OF CHALLENGE AND PRIDE ON PERSEVERANCE
Jennifer Yih1, Frances L. Christian1, Leslie D. Kirby2, Craig A. Smith1
1Vanderbilt University

We observed how challenge and pride compare in motivating perseverance. Using a mathematical problem-solving task, we observed a significant “pride effect” of decreased performance and perseverance. For the most difficult problem in the task, the challenge group spent more time and answered more correctly than the pride and neutral groups.

**C145**
INDIVIDUAL VARIATION IN THE RELIANCE ON SOMATIC MARKERS IN RISK-TAKING
Jeremy A. Yip1, Stéphane Côté2, Dana R. Carney3
1Yale University; 2University of Toronto; 3University of California, Berkeley

There are some people who rely on their somatic markers when making decisions and there are others who ignore them. We demonstrate that making the connection between somatic markers and decision-making requires a specific ability to process emotion-related information – emotion understanding ability.

**C146**
WORKING MEMORY CAPACITY AND MOOD CONGRUENCY IN ANTICIPATION OF SOCIAL INTERACTION
Ayano Yoshida1
1Tohoku Fukushi University

We examined the relationship between individual differences in working memory capacity and anticipated social interaction on mood congruency. The results indicated that working memory capacity is associated with mood congruency, and that this association may be mediated by task-load regulation.

**C147**
PERCEPTION OF EMOTION INTENSITY: SAME-CULTURE ADVANTAGE MEDIATED BY CROSS-CULTURAL FAMILIARITY AND EXPRESSION VALENCE
Zhuoying Zhu1, George A. Bonanno1
1Teachers College, Columbia University

The study examined Americans’ and Chinese’ judgments on emotion expression intensities. Same-culture advantage was observed for positive expressions in both cultures. Chinese maintained the advantage with negative expressions but not Americans. Results were explained by Chinese’s greater familiarity with American culture and a negativity bias in Chinese culture.

**Culture**

**C148**
ETHNIC DIFFERENCES IN FATALISM AS A PREDICTOR IN WEIGHT MANAGEMENT EVALUATIONS
Robert M. Adelman1, Virginia St. Y. Kwan1
1Arizona State University

Though fatalism is associated with low self-esteem, anxiety, and aggression, it may not have negative connotations for all ethnic groups. In Asians, higher scores on fatalism predicted greater satisfaction with one’s appearance, trying to lose weight more, and more-positive evaluations of a hypothetical individual trying to lose weight.

**C149**
NEPOTISM IN EUROPEAN AMERICAN AND MIDDLE EASTERN CULTURAL CONTEXTS
Ezgi N. Akın2, Amrita Maitreyi1, Hazel R. Markus1
1Stanford University

We tested whether people in Middle Eastern cultural contexts would be more likely to endorse nepotism than those in European American contexts. While a significantly higher number of Middle Eastern participants said they would engage in a hypothetical nepotistic context, we find that self-reported comfort with this practice did not differ between cultures.

**C150**
THE CAJUN IDENTITY OF SOUTH LOUISIANA: A PSYCHOLOGICAL ASSESSMENT OF CULTURAL IDENTITY AMONG UL LAFAYETTE STUDENTS
Kory J. Akers1, Amy L. Brown1
1University of Louisiana at Lafayette

This study tested the differences between two self-identified groups on a number of cultural identity scales. Participants completed a preliminary survey to determine group identity, and then completed 3 cultural identity scales; their parents were also contacted to complete the same scales. Results pointed to some cultural differences.

**C151**
CULTURAL DIFFERENCES IN REPRESENTATION OF THREE-DIMENSIONAL SPACE: LINEAR PERSPECTIVE VERSUS “MITSUWARI” COMPOSITION
Satoshi Akutsu1, Yuri Miyamoto1, Katsumi Watanabe1, Kaiping Peng2
1Hokkaido University; 2University of Wisconsin-Madison; 3University of Tokyo; 4University of California, Berkeley

The art history literature suggests that, when representing 3D space, Westerners have preferred aesthetically linear perspective, whereas East Asians have preferred deviations from linear perspective, such as Hokusaí’s “mitsuwarí” composition. We experimentally demonstrated that Japanese (vs. Americans) preferred mitsuwarí (vs. linear perspective) drawings if there were objects in the background.
C152
CHINESE' IMPLICIT DIALECTICISM AND THE MODERATING EFFECT OF COLLECTIVISM
Yang Bai1, Kaiping Peng1,2, Feng Yu2
1University of California, Berkeley; 2Tsinghua University

This study tried to develop an implicit association test for dialecticism and examined potential moderators. Data showed that our implicit association test successfully detected implicit dialectical concepts in Chinese participants. Additionally, dialectical concepts were associated more with in-group than out-group members, especially for those participants who strongly endorsed collectivism.

C153
IMPLICIT MEASURES AS AN ALTERNATIVE TO BRAND PREFERENCE
Brittney N. Becker1
1Texas A&M University

Advertising has relied on self-report to understand purchasing behavior. However, because of participant bias, this may not provide accurate understanding of consumers buying behavior. The current research tests the Implicit Association Test as a possible measure of brand image. Results show familiarity, not attitude, may be influencing the IAT results.

C154
INVESTIGATING THE ROLE OF CULTURE ON TEMPORAL PERCEPTION
Brendan Berry1, Emily Chan1
1Colorado College

A research study which investigated the relationship between temporal perception and culture, through comparing Spanish and American populations. Significant differences between cultural groups and the perception of time were found, providing further support for the cultural dependent nature of temporal perception in previously unexplored countries.

C155
THE LATINO PARADOX: HOW ECONOMIC AND CITIZENSHIP STATUS IMPACT HEALTH
Kelly Campbell1, Donna M. Garcia1, Christina V. Granillo1, David V. Chavez1
1California State University, San Bernardino

We examined economic and citizenship status on health. For Latinos, ES had no effect on objective health. The Latino paradox existed at the lowest ES level for Americans, but not for non-citizens. For objective health, the paradox existed in both Latino groups at low ES, and Americans at mid ES.

C156
LANGUAGES AND CORPORATIONS: A COMPARATIVE STUDY BETWEEN RELEVANT AND IRRELEVANT LANGUAGES AT A CORPORATE LEVEL
Serena L. Carr1, Kerry Kleyman1
1Metropolitan State University

According to a poll of over 12,000 visitors to the Korn/ Ferry International Website, 31% of the work place executives speak two or more languages. In this study, relevant and irrelevant bilingualism was compared to Monolingualism at a corporate level. Preference is given to bilinguals (relevant). This also supports bilingual education.

C157
IDIOCENTRICS ARE NOT NERVOUS: MODERATING EFFECTS OF INDIVIDUALISM ON ANXIETY PERCEPTION AND MENTAL HEALTH IN YOUTH UNEMPLOYMENT
Minjung Cha1, So Young Park2, Hyun-joo Song2, Younhee Roh3
1Texas A&M University; 2Yonsei University; 3Korea University

The current study examines the moderating effect of individualism on the relationship between perceived youth unemployment anxiety and unemployment mental health. When the level of perceived youth unemployment anxiety was low, individuals endorsing individualistic values had better mental health than those with low individualistic values.

C158
CULTURE AND SLEEP: EVIDENCE OF CULTURAL VARIATION IN HOW OUR BODIES SLEEP
Benjamin Y. Cheung1, Kosuke Takemura2, Steven J. Heine1
1University of British Columbia; 2Kyoto University

Despite mounting evidence that humans naturally sleep in two short chunks, many in the public still believe that we need eight hours of continuous sleep to be healthy. We provide evidence that our sleep, and subsequently the relationship between sleep and health, may be culturally defined.

C159
WHAT'S IN A SMILE? CULTURE SHAPES EMOTION-BASED SOCIAL INFERENCE
Louise Chim1, Jeanne L. Tsai1, Alice Moon2, Yuen Wan Ho3, Helene Fung3
1Stanford University; UC Berkeley; 2Chinese University of Hong Kong

Consistent with cultural differences in ideal affect, European Americans rated excited (vs. calm) faces as friendlier and more assertive than Chinese. Moreover, the more people valued excitement, the friendlier they rated the excited (vs. calm) faces. These findings have important implications for understanding how culture shapes person perception.

C160
IN-GROUP IDENTIFICATION OF ASIAN-AMERICAN BICULTURALS
Andy Y. Chiou1
1Baruch/Graduate Center, CUNY

Although bicultural research has proliferated in recent years, most research focus upon biculturals as individuals. However, it is important to examine who biculturals identify as their in-groups. In this study we demonstrate that Asian-American biculturals feel closer to other Asians and Asian-Americans, while feeling more distant from Caucasian-Americans and Indians.

C161
THE INTERACTION OF DEPRESSION AND CULTURE ON MOMENTARY EMOTIONS
Eunsoo Choi1, Yulia Chentsova-Dutton1
1Georgetown University

The present study showed how depression level and culture interact regarding emotional experience. Momentary sampling method was used to measure in-the-moment emotions of European Americans and Hispanic Americans that focus on positive emotion and Asian Americans and Russian Americans that emphasize less on positive emotion.

C162
AN EXPERIMENTAL TEST OF THE PRODUCTION OF INDIVIDUALISM WITHIN THE UNITED STATES
Marisa Crowder1, RADMILA PRISLIN2
1University of Nevada, Reno; 2San Diego State University

The present study examines the causal relationship between resource availability and the endorsement of autonomous values that is proposed by the production-adoption model. Results revealed that when necessary resources are scarce, highly autonomous individuals endorse values of autonomy significantly less than non-autonomous individuals. Non-autonomous individuals were unaffected by resource availability.

C163
CULTURAL INNOVATION IN INTIMACY: COMMUNICATION TECHNOLOGY AS AN AFFORDANCE FOR "PURE" RELATIONSHIP
Kelly S. Crowe1
1Kelly Crowe/University of Kansas; 2Tuğçe Kurtis/ University of Kansas; 3Glenn Adams/University of Kansas

Environmental affordances for communicating were explored in an experimental study at the University of Kansas. Measures of friendship were completed by computer or with pencil and paper to explore the
hypothesis that mutual disclosure and social support are emphasized over obligation and practical support in “Pure relationship.”

C164  
"MAD GENIUS" OR "DIVERSE GENIUS?" DIVERSIFYING EXPERIENCES IN A SAMPLE OF EMINENT AFRICAN-AMERICANS  
Rodica I. Damian¹, Dean K. Simonton¹  
¹University of California, Davis  
Examining 291 eminent African-Americans, we found much lower mental illness rates than in majority-culture samples, and mental illness did not predict eminence when controlling for childhood diversifying experiences. The latter, however, predicted eminence, suggesting that the “madness-to-genius” link is a corollary of a broader effect of diversifying experiences on eminence.

C165  
ONLY SOME IMMIGRANT TYPES ARE TARGETS FOR DISTAIN: THE INFLUENCE OF IMMIGRATION STATUS ON ATTITUDES ABOUT IMMIGRATION  
Rosa Hazel. Delgado¹, Cynthia Willis-Esqueda¹, Libier Isas¹  
¹University of Nebraska-Lincoln  
We examined how immigration status (low/high skilled, family reunification, refugee) for Mexican Nationals influences beliefs and decisions about immigration and the immigrant. Results indicated low-skilled workers were least preferred for eventual citizenship, the immigration information they will provide, and their contribution to society, compared to other types of immigrants.

C166  
DO EAST ASIAN MEN PREFER SONS? THE ROLE OF CULTURE AND GENDER IN OFFSPRING SEX PREFERENCE UNDER MORTALITY SALIENCE  
Yang Fang¹, Liman Man Wai Li¹, Jeff Schimel²  
¹University of Alberta  
Evidence reveal cultural differences in the desire for offspring—a terror management defense mechanism. Under mortality salience, male East-Asians, but not female East-Asians and Euro-Canadians of both sexes, increased their preference for sons, and believed more strongly that carrying on the family line is important to their family.

C167  
MY MOTHER AND ME: HOW MOTIVATION AS AN INTERDEPENDENT PROJECT WORKS (AND WHEN IT FAILS)  
Alyssa S. Fu¹, Hazel R. Markus¹  
¹Stanford University  
Following failure, we demonstrate that Asian American compared to European American adolescents are more motivated by their mothers and reveal why. We find that Asian American compared to European American students are more interdependent with their mothers, and so they do not experience pressure by her as lack of support.

C168  
TRANSLATION AND CONSTRUCT VALIDATION OF A BRIEF FIVE-FACTOR PERSONALITY MEASURE INTO SPANISH AND CATALAN  
Samuel D. Gosling¹, Vanessa Renau², Ursula Oberst²  
¹University of Texas, Austin; ²Ramon Llull University, Barcelona  
Two studies using multi-judge (self and observer) and multi-instrument designs developed and evaluated Spanish and Catalan versions of the Ten-Item-Personality Inventory in terms of internal consistency, test-retest reliability, convergent, discriminant, and content validity, as well as self-observer correlations. The translations’ psychometric properties support their use as personality measures.

C169  
RECIPIROCITY OVER TIME: THE IMPACT OF TIME ON THE STRENGTH OF RECIPIROCITY NORMS IN INDIA AND THE UNITED STATES  
Namrata Goyal¹, Joan Miller²  
¹The New School for Social Research  
We assessed the strength of reciprocity norms over time i.e. do “exchange-based” and “need-based” norms have an expiration date? Indian and European-American college students evaluated responses to helping situations. Results indicated that time had little effect on Indian “need-based norms” however the strength of American “exchange-based norms” decreased over time.

C170  
CULTURAL DIFFERENCES IN THE PERCEPTION OF HAVING FRIENDS AND ENEMIES  
Ceren Gunsoy¹, Glenn Adams², Susan E. Cross¹, Ayse K. Uskul³, Bema Gereck-Swing¹  
¹Iowa State University; ²University of Kansas; ³University of Essex  
This study examined cultural differences in the perception of having friends, enemies and people who are envious. In Ghana and US friends bring more enemies, but in Turkey, many friends means few enemies. Unlike in the US, envy is expected to come from enemies but not from friends in Turkey.

C171  
FINDING LOVE IN AMERICA VS. JAPAN: A CONTENT ANALYSIS OF ONLINE DATING PROFILES IN TWO CULTURES  
Timothy T. Hachey¹, W. Q. Elaine Perunovic¹  
¹University of New Brunswick  
Given the cultural importance of modesty and self-criticism, the self-presentation strategies used by East Asian individuals to attract a romantic partner are very different from the self-promoting approaches used by North Americans. A content analysis of internet dating profiles explored cultural differences in impression management strategies for Americans and Japanese.

C172  
BICULTURALISM AND DECISION-MAKING: AFFECTIVE COMPONENTS OF CHOICE  
Kathrin J. Hanek¹, Fiona Lee¹  
¹University of Michigan  
A study finds that low BIIs — or biculturals who perceived their cultural identities as conflictual rather than compatible — experienced more negative affect about forgoing alternative choice, but only in tasks within the cultural domain. This study shows that, beyond cognitive processes, individual differences in biculturalism may have affective implications.

C173  
HIDING BEHIND THE VEIL?: BELLYDANCE AND STIGMA IN THE U.S. AND TAIWAN  
Helen C. Harton¹, Karla Brown²  
¹University of Northern Iowa; ²Hawkeye Community College  
We examined identity and stigma management among belly dancers. Taiwanese dancers were less likely than American dancers to identify themselves as “bellydancers,” but were also less likely to feel that they needed to “hide” the fact that they danced from others. Possible reasons and implications for these differences are discussed.

C174  
ACTUAL SELF AND IDEAL SELF AMONG JAPANESE AND AMERICANS  
Hirofumi Hashimoto¹  
¹JSPS Research Fellow, The University of Tokyo  
The current study demonstrated that Japanese ideal self, different from the Americans’, is incongruent with their actual self and expectation about others’ behavior (interdependence). Just like Americans,
Japanese perceived independent self as their ideal self. These results suggest that Japanese interdependence is created in a process of self-fulfilling prophecy.

C175
A CROSS-CULTURAL INVESTIGATION OF FORGIVENESS IN JAPAN AND IN THE UNITED STATES
Kazune Hokazono1, Kerry S. Kleyman2
1Metropolitan State University

This cross-cultural study investigated forgiveness in Japan and the United States. A survey was conducted by using the Forgivingness Questionnaire (FQ) and the Transgression Related Interpersonal Motivations Scale – 12 Item Form (TRIM-12). Analyses revealed that people in Japan and the United States differ in how they view, and practice forgiveness.

C176
A WILL AND A WAY: THE INFLUENCE OF CULTURE ON SUICIDE METHODS AND IMPLICATIONS FOR ESTIMATING GUN ACCESSIBILITY
Mikiko Imura1, Lindsey L. Osterman2, Ryan P. Brown1
1University of Oklahoma; 2University of Central Oklahoma

The present archival studies examine the association between cultures of honor and methods people use to commit suicide, which can inflate estimates of gun accessibility based on the proportion of suicides committed with guns within honor states. We further demonstrate that this inflation is associated with various honor-related outcomes.

C177
CULTURAL DIFFERENCES IN GAMBLING COGNITION: IMPLICATIONS FOR PROBLEM GAMBLING
Li-Jun Ji1, Kayla McGeorge1, Samuel Yoon2
1Queen’s University

The present research seeks to understand cultural differences in the gambler’s fallacy (GF) and the hot-handed fallacy (HHF) in a coin toss game and a basketball prediction test. We found that Asians showed a greater susceptibility to the GF while Euro-Canadians were more susceptible than Asians to the HHF.

C178
THE ASSOCIATION BETWEEN EDUCATION, PSYCHOLOGICAL STRESS, AND INTERLEUKIN-6 AMONG MEN AND WOMEN IN JAPAN
Chiemi Kan1, Mayumi Karasawa2
1The University of Tokyo; 2Tokyo Woman’s Christian University

The aim of this study was to investigate the effect of education and psychological stress on interleukin-6 (IL-6) among men and women in Japan. Higher IL-6 was associated with lower education only among women and higher psychological stress only among men. These results showed similar patterns in the US findings.

C179
CHRONIC PROCESS OF CREATIVE DISPLACEMENT AMONG PROTESTANT PARTICIPANTS
Emily Kim1, Dov Cohen1
1University of Illinois at Urbana Champaign

Consistent with prior experiments showing that Protestants (but not Catholics) were more likely to sublimate forbidden impulses into productive, creative work, the present studies showed that Protestants who chronically engaged in affect-minimizing and affect-displacing defenses were more creative, whereas such an effect was not found among Catholics.

C180
THE FRONTIER IN THE 21ST CENTURY: COSMOPOLITAN CITIES
Shinobu Kitayama1, A. Timur Sevincer2
1University of Michigan; 2University of Hamburg

The voluntary settlement hypothesis proposes that people with independent mentalities are likely to settle in the frontier. Here, we propose that cosmopolitan cities today are serving as a frontier for independently inclined people because these cities offer numerous opportunities for independence.

C181
SOCIAL ECOLOGY AND EVALUATION OF COOPERATION: OVER-COOPERATORS ARE NOT LIKED IN LOW RELATIONAL MOBILITY ENVIRONMENT
Mizuho Komatsu1, Masaki Yuki2, Pat Barclay2, Nobuhiro Mifune3
1Hokkaido University; 2University of Guelph; 3JSIS, Kobe University

Theorists have assumed that those who are prominently more cooperative than others (“over-cooperators”) are evaluated more positively than those who are less cooperative. However, in a vignette study conducted in Japan, over-cooperators were evaluated less positively than average-cooperators. We explained this phenomenon by the cross-societal difference in relational mobility.

C182
PRIMING CULTURAL IDENTITY AND EMOTION REGULATION IN ASIAN-AMERICANS BICULTURALS: EFFECTS DEPEND ON CULTURAL IDENTITY AFFIRMATION
Irene Lafarga Previdi1, Joshua S. Eng2, Oliver P. John1
1University of Puerto Rico, Rio Piedras Campus; 2University of California, Berkeley

Does culture give rise to differences in emotional regulation? We primed bicultural Asian-Americans with one of their cultural identities and examined reports of emotional suppression. Participants reported less suppression if primed with their American identity but this held only when participants’ identity was affirmed. Theoretical and applied implications are discussed.

C183
GETTING SMARTER IN JUST A MINUTE: ACCESSIBLE INDIVIDUALISTIC MINDSET IMPROVES RAVEN’S MATRIX PERFORMANCE
Lam C. P. Ben1, Chen X. Sylvia2, Sheida Novin1, Daphna Oyserman1
1Hong Kong Polytechnic University; 2Iowa State University; 3University of Michigan

We examined the effect of cultural mindset on a test of general intelligence, Raven Progressive Matrices. We found that participants assigned to the individualistic mindset condition outperformed the collectivistic mindset and control conditions. Effects were pronounced in the more difficult problems which require generation of more difficult solution rules.

C184
ROLE OF INDIVIDUALISM AND COLLECTIVISM IN JUDGMENTS OF GROUP PRESENTATION STYLES
Jeong Min Lee1, Fang Fang Chen1
1University of Delaware

We examined the role of individualism/collectivism (I/C) on the judgment of group presentation, and whether judges’ I/C would affect the importance of likeability, competence, and social competence in determining group outcomes. The more collectivistic judges favored the modest group, whereas the more individualistic judges rated the boastful group more positively.
C185
RESIDENTIALLY MOBILE PEOPLE PERFER LOW-COMMITMENT GROUPS
Minha Lee1, Thomas Talhelm1, Shigehiro Oishi2
1University of Virginia
Do people in mobile communities prefer low-commitment groups more than people in stable communities? As predicted, we found more megachurches (Study 1), and more groups on www.meetup.com in mobile than in stable places (Study 2). Frequent movers preferred low-commitment groups more than non-movers (Study 3).

C186
LANGUAGE AND THE EXPRESSION OF IMPLICIT SOCIAL COGNITION: THREE FINDINGS
Steven A. Lehr1, Jocelyn G. Karlan1, Eva E. Chen1, Mahzarin R. Banaji2
1Harvard University
Does language act as a “vehicle” for implicit cognition? Examining bilinguals, we demonstrate that implicit attitudes and self-concept vary by first language learned in childhood, and fluctuate when switching test-language. This second effect emerges only on IATs using linguistic stimuli (e.g. names), but not visual stimuli (e.g. faces) as targets.

C187
CROSS-CULTURAL DIFFERENCES IN THE ONLINE PROCESSES OF DECISION MAKING BETWEEN EUROPEAN CANADIANS AND HONG KONG CHINESE
Liman Man Wai1, Takahiko Masuda1, Matthew J. Russell1
1University of Alberta
This study compared the online processes of decision making between European Canadians and Hong Kong Chinese. The results showed that Hong Kong Chinese searched for information faster than European Canadians. Moreover, importance of attributes differentially affected the amount of information searched for among European Canadians and Hong Kong Chinese.

C188
BELIEVERS AND NON-BELIEVERS: DIFFERENCES INEGO EXPLORATION AND COMMITMENT
Jin Wen Ling1, Carson P. Taylor1, Alicia Limke1
1University of Central Oklahoma; 2Southern Nazarene University
Christian individuals may be willing to commit to religious beliefs without exploration than non-religious individuals. In the current study, individuals identifying themselves as non-believers reported higher levels of exploration and lower levels of commitment than individuals identifying themselves as Christian.

C189
OVER-CLAIMING BIAS PREDICTS SUPPORT FOR POLITICAL POLICIES FOLLOWING CONTRADICTORY INFORMATION
John H. Lurquin1, Leaf Van Boven1
1University of Colorado Boulder
It is fairly common to be presented with information that contradicts one’s political ideology. In this experiment, the continued support for a policy in the face of contradictory information was shown to be related to over-claiming bias: a measure of reported familiarity to fictitious information.

C190
THE ROLE OF CULTURAL MODELS OF SELF-WORTH IN RESPONSES TO INGROUP TRANSGRESSIONS
Sarah Lyons1, Michele J. Gelfand1
1University of Maryland, College Park
Why do different cultures respond to ingroup transgressions in fundamentally distinct ways? We find evidence that Face and Dignity as cultural models of self-worth influence the process through which individuals make appraisals, experience emotions and initiate action in response to an ingroup transgression. Implications for intercultural conflict are discussed.

C191
THE PRESENCE OF A FUTURE TASK MODERATES CULTURAL DIFFERENCES IN REGULATION OF POSITIVE EMOTION
Xiaoming Ma1, Yuri Miyamoto1
1University of Wisconsin, Madison
Asian and American participants were induced to feel positive and their subsequent emotion regulation strategies were measured. Results showed that when they were told about the presence of a future task, Asians reported savoring their happiness less than Americans did; when the future task was not present, cultural differences disappeared.

C192
BOTH SIDES NOW: BALANCING INDEPENDENCE AND INTERDEPENDENCE FOR MORE EFFECTIVE SOCIETIES
Hazel R. Markus1, Alana Conner2
1Stanford University; 2Behavioral Science Adviser, Stanford Center for Excellence in Clinical Research
Clashes arise when people activate an independent self for a situation that calls for interdependence and vice versa. With data and examples from three domains, we suggest that a more peaceful and prosperous 21st century will require individuals to be both independent and interdependent and policies and practices that encourage them to apply the most appropriate self to the situation.

C193
ADHERENCE TO MODESTY LAWS, RELIGIOSITY, AND BODY IMAGE AMONG ORTHODOX JEWISH WOMEN
Kaitlin K. Meyer1, Renee Engeln2
1Arizona State University; 2Northwestern University
Using objectification theory as a framework, this study investigated the relationship between adherence to Tzniut modesty laws of dress and body image among Orthodox Jewish women. Adherence to modesty laws was associated with greater eating disordered behavior. Religiosity was identified as a moderating variable between modesty and eating disordered attitudes/behaviors.

C194
CULTURAL VARIATION IN COMMUNAL VS. EXCHANGE NORMS AND THEIR IMPLICATIONS FOR COMFORT IN SOCIAL SUPPORT
Joan Miller1, Shaugufa Kapadia2, Hiroko Akiyama3
1New School for Social Research, USA; 2Maharaja Sayajirao University of Baroda, India; 3The University of Tokyo, Japan
We examined cultural influences on norms of reciprocity among European-Americans, African-Americans, Indians, and Japanese. Indians and African-Americans placed greater emphasis on communal norms than Japanese. Japanese experienced greatest discomfort in asking for help, which was associated with concerns with avoiding debt, while Indians showed least discomfort.

C195
WHO WATCHES THE DAILY SHOW? OPTIMISM, CYNICISM AND NEED FOR COGNITION IN FREQUENT VIEWERS OF POLITICAL SATIRE
Meredith E. Minear1, Faith Brasher1, Mandy Brasher1, Mindi Price1, Katrine Franks1
1The College of Idaho
We surveyed individuals online about their television and on-line media viewing habits and found that individuals who regularly watched political satire reported being more politically liberal, more cynical, and expressed a greater need for cognition and less optimism than age and education matched individuals who did not watch such shows.

C196
CULTURAL DIFFERENCES IN PROFESSIONAL HELP-SEEKING: A COMPARISON OF JAPAN AND THE U.S
Taraneh Mojaverian1, Takeshi Hashimoto2, Heejung S. Kim1
1University of California, Santa Barbara; 2Shizuoka University
In the present research, Japanese and Americans reported their professional help-seeking attitudes. Japanese reported greater...
reliance to seek professional help than Americans. In line with idea that differences in professional help-seeking extend from culture-specific interpersonal relationship patterns, social support seeking from close others mediated the culture and professional help-seeking relationship.

**C197**

**CUMULATIVE CULTURE IN THE LABORATORY: MORE MODELS ARE BETTER, IF THE TASK IS HARD**

Michael Muthukrishna\(^1\), Joseph Henrich\(^1\)

\(^1\)University of British Columbia

We show evidence for a benefit for larger cohort size on cumulative culture in a laboratory social transmission experiment when the transmitted task is complex. These results contradict previous research (Caldwell & Millen, 2009, 2010), but support formal models (Henrich, 2004) of cumulative cultural evolution.

**C198**

**WHEN AGE AND CULTURE INTERACT IN COGNITION: A CASE OF CATEGORIZATION**

Jinkyung Na\(^1\), Chih-Mao Huang\(^2\), Denise C. Park\(^1,2\)

\(^1\)University of Texas at Dallas; \(^2\)Center for Vital Longevity; \(^3\)University of Illinois at Urbana-Champaign

We examined the interaction between age and culture in categorization. The results showed that (1) older adults relied on intuition more than younger adults and (2) this effect was larger for Asians than for Americans. Further, we demonstrated that cognitive function and collectivistic values mediated aging and cultural differences, respectively.

**C199**

**"YES THIS IS MY CHILD!" THE LIVED EXPERIENCES OF NEW MOTHERS IN BI-RACIAL/ETHNIC RELATIONSHIPS**

R. Roudi Nazarinia Roy\(^1\), Yolanda Mitchell\(^2\), Anindita Das\(^1\), Juliana Ramage\(^1\)

\(^1\)Kansas State University

The transition to motherhood has been studied extensively, however these studies have consisted of participants in homogenous race/ethnicity relationships. The aim of this current study was to explore the lived experiences of a diverse group of mothers. Analyses revealed an overarching theme of racial/ethnic stereotyping in terminology and perceived expectations.

**C200**

**HONOR AS CULTURAL MINDSET AND ITS IMPLICATIONS FOR PERCEPTION**

Sheida Novin\(^1\)

\(^1\)University of Michigan

In two studies using a lexical decision task we demonstrate that the construct of honor 1) can be made accessible, increasing accuracy and speed of recognizing honor-relevant words and 2) is embodied as participants are quicker as recognizing honor-relevant words at specific locations (up or right vs. down or left).

**C201**

**COLLECTIVE VIOLENCE: THE VIEW OF CHILDREN**

Angelica Quiroga\(^2\), Guillermo B. Willis\(^2\), Alejandro Moreno\(^2\)

\(^2\)University of Monterrey, Mexico; \(^3\)University of Granada, Spain

Exposure to direct violence predicted post-traumatic stress symptoms using the Child PTSD Symptom Scale: the more experiences children presented, the greater anxiety and depression symptoms they showed. These results indicate the negative consequences that exposure to collective violence—a prevalent phenomenon in Monterrey, Mexico—can have for children.

**C202**

**FACE PERCEPTION: THE INFLUENCES OF CULTURE AND STATUS ON EYE MOVEMENTS**

Daniel C. Richardson\(^1\), Matthias S. Gobel\(^1\), Heejung S. Kim\(^2\), William W. Maddux\(^3\)

\(^1\)University College London; \(^2\)University of California, Santa Barbara; \(^3\)INSEAD

People look more at high status individuals and in particular at their eyes. In a series of eye-tracking studies comparing French and Americans, we investigated whether culture moderated this behavior. As predicted, we found that face perception was influenced by the culture and status of the observer and the observed.

**C203**

**RED, WHITE AND YOU: MARGINALIZED MINORITIES SHOW DISENGAGEMENT FROM AN IDEOLOGY-BASED NATIONAL IDENTITY**

Nina Rouhani\(^1\), Maneesa Dawood\(^1\), Ruth K. Ditlmann\(^2\), Johannes Kopf-Beck\(^2\), Valerie Purdie-Vaughn\(^1\)

\(^1\)Columbia University; \(^2\)Yale University; \(^3\)University of Konstanz

We investigated whether Muslim-Americans, a marginalized minority, share the ideology-based national identity (defined by abstract values) characteristic of Americans. In comparison to White Americans, Muslim-Americans demonstrated greater endorsement of a disengaged identity (defined objectively), which suggests that they do not fully share the normative conception of American identity.

**C204**

**CULTURE AND RESPONSE STYLE: THE EFFECT OF DIALECTIC PRIMING ON LIKERT-SCALE JUDGEMENTS IN EUROPEAN-CANADIAN POPULATIONS**

Matthew J. Russell\(^1\), Takahiko Masuda\(^1\), Liman Man Wai Li\(^1\)

\(^1\)University of Alberta

We explore how European-Canadians' questionnaire response styles are affected by an original dialectic priming method, based on the theory of contradiction. Findings of this study suggest that European-Canadians can be partially influenced by dialectical priming. The results are discussed in relation to cross-cultural experience and learning.

**C205**

**CULTURAL CUES, BICULTURAL IDENTITY, AND AFFECT**

Carmel S. Saad\(^1\), Wesley G. Moons\(^2\), Verónica Benet-Martínez\(^2\)

\(^1\)Westmont College; \(^2\)University of California, Davis; \(^3\)ICREA at Pompeu Fabra University

Little research examines how cultural cues influence affect. We hypothesized that biculturals perceiving harmony between their identities experience less negative affect in response to cultural cues. Among Chinese Americans, perceived harmony predicted less negative affect in response to cultural cues, but both with and without a distressing event.

**C206**

**HEALTH, ETHNICITY, AND ATTACHMENT STYLE**

Meriam Sahak\(^1\), Kelly Campbell\(^1\)

\(^1\)California State University, San Bernardino

We examined the associations between health, ethnicity, and relationship security. We expected relational security to help explain the Latino Paradox, or the finding that Latinos demonstrate better health than other groups. European Americans reported the best health across groups. Relational security did not provide an explanation for the Latino paradox.

**C207**

**THE DIFFICULTY OF EXITING RELATIONSHIPS PREDICTS HOLISTIC ATTENTION AND THE CORRESPONDENCE BIAS**

Alvaro San Martin\(^1\), William W. Maddux\(^1\), Joanna Schug\(^2\)

\(^1\)INSEAD; \(^2\)College of William and Mary

Relational mobility mediates several cultural differences between the US and Japan. We enhance our understanding of relational
C208
CROSS-CULTURAL DIFFERENCES IN THE MEDIATING EFFECT OF SELF-ESTEEM ON THE RELATIONSHIP BETWEEN LONELINESS AND HAPPINESS IN THE U.S. AND JAPAN
Kosuke Sato1
1Hokkaido University
The mediating effect of self-esteem on the relationship between loneliness and happiness should be stronger in societies high in relational mobility. As predicted, I found that self-esteem completely mediated the association in the US, high relational mobile society but not in Japan, a low relational mobile society.

C209
HOW DO EUROPEAN-CANADIAN AND JAPANESE PARENTS PASS ON CULTURALLY UNIQUE PATTERNS OF ATTENTION TO THEIR CHILDREN? THE ROLE OF PARENT-CHILD NARRATIVES DURING CULTURAL TRANSMISSION PROCESS
Sawa Senzaki1, Takahiko Masuda1
1University of Alberta
We asked European-Canadian and Japanese preschoolers and their parents to watch animation vignettes, and analyzed the content of online- and memory-based conversations. Although children’s speech did not differ, results showed that parents tried to direct their children’s attention in culturally unique manners that are consistent with previous research.

C210
IN THE EYES OF THE BEHOLDER: AGE DIFFERENCES IN INFORMANT-REPORTED NARCISISM ARE MODERATED BY FAMILIARITY
Michael J. Shain1, William J. Chopik1
1University of Michigan
Participants (N=668) completed a self-report measure of narcissism and were randomly assigned to report on the narcissism of a young, middle-aged, or older adult whom they knew. The results suggest that every age group evaluated younger adults as more narcissistic, but not if they knew the young adult well.

C211
FORGIVE AND FORGET: THE INFLUENCE OF SOCIAL CLASS ON FORGIVENESS
Daniel M. Stancato1, Paul K. Piff1, Dacher Keltner2
1University of California, Berkeley
Two studies tested the association between social class and tendencies to forgive others for their interpersonal transgressions. Lower-class individuals were more likely to have more favorable attitudes toward forgiveness. Also, a manipulation of social class rank caused lower-ranking individuals to be more forgiving of others’ transgressions in hypothetical scenarios.

C212
WHEN STANDING TALL IS THE SAME AS SLOUCHING DOWN: EXPANSIVE POSTURES DON’T PROPEL FEELINGS OF POWER FOR EAST ASIANS
Lindsey Streamer1, Lora E. Park1, Adam D. Galinsky2, Li Huang3
1University at Buffalo, The State University of New York; 2Northwestern University; 3INSEAD
We propose that the link between power and posture varies by cultural background. Participants rated a target enacting an expansive posture as possessing traits valued in individualistic, but not collectivistic cultures. Furthermore, U.S (but not East Asian) participants showed increased power-related thoughts and behavior when enacting expansive (vs. constricted) postures.

C213
EVALUATING THE CONSTRUCT OF CULTURAL DISTANCE IN BICULTURAL MEXICAN AMERICANS
Garrett L. Strosser1
1Southern Utah University
To evaluate bicultural distance (i.e., extent to which one’s two cultural identities overlap), Mexican Americans completed the Bicultural Identity Integration Scale, separate American and Mexican identity scales, and acculturation measures. Results indicate that distance is not only one underlying factor and is correlated with aspects of the other measures.

C214
CULTURAL DIFFERENCES AND SOCIAL SUPPORT PATTERNS AND ITS RELATIONSHIP WITH WELL-BEING
Sugino Juri1, Krasawa Mayumi2
1SPP
In this study, we investigated 6 pattern of social support from spouse, friends, and family and its relationship to well-being. Results showed that diverse social support group is highest in well-being while isolated group is the lowest in both cultures. In addition, cultural differences in independent well-being subscale are found.

C215
DOES HAVING UNUSUAL TASTES LEAD TO BEING ISOLATED? MODERATING EFFECT OF RELATIONAL MOBILITY
Kosuke Takekura1, Itaru Ishiguro2
1Kyoto University; 2Japan Women’s University
Current research proposes that being unique leads to more satisfying social relationships in societies where social relationships are more mobile. A web-based survey conducted in Japan showed that individuals preferring minority music genres (having unique taste) had more satisfying social relationships in urban (high-mobility) than in rural (low-mobility) areas.

C216
EFFECTS OF SOCIAL REPRESENTATIONS OF BLACK HISTORY ON ACADEMIC ENGAGEMENT
Luyen T. Thai1, Phia S. Salter1
1Texas A&M University
This study applies a cultural psychological analysis to explore the relationship between divergent representations of Black history and White students’ academic engagement. Results indicated that white racial identity and gender moderated the relationship. Findings suggest that historical representations of minority groups are not neutral and influence White students’ academic engagement.

C217
SITUATIONS AND BEHAVIOR IN 10 NATIONS
Elysa R. Todd1, Esther Guillaume1, David C. Funder1
1University of California, Riverside
We present the latest data from the International Situations Project (internationalsituationsproject.com). In this study, collaborators from 10 nations have gathered situations from the everyday lives of students. Analyses include the nature of typical situations and comparisons of situational properties, highlighting cross-cultural similarities and differences in situational ratings.

C218
CULTURAL VARIATION IN UNDERSTANDING AND COPING WITH STRESS: THE RELATIONSHIP BETWEEN APPRAISALS, COPING STRATEGIES, AND SOCIAL SUPPORT
Ching-Yi Tseng1, Joan G. Miller1, Ling Yang2
1Ming Chuan University; 2The New School for Social Research
The research tested competing claims about cultural differences in the use of social support, assessed cultural influences on how social support is conceptualized and linked to coping, as well as demonstrated that
priming of perception leads to the occurrence of previously found cultural differences in conceptization and coping with stress.

C219
CLEAN STATES; LOW PATHOGEN PREVALENCE AND THE FRONTIER
M. E. W. Varum1
1Peking University
The settlement of frontiers has been linked to regional variation in values and behavior. However, the mechanisms underlying and maintaining such differences remain unclear. Two studies found that pathogen prevalence mediates frontier effects on non-conformist voting (Study 1) and levels of social capital (Study 2).

C220
SHIFTING NORMS AROUND SEX AND SEXUAL HEALTH IN NEPAL: EXPLORING WOMEN'S ATTITUDES AND BEHAVIORS
Olivia F. Vila1, Lauren M. Mengler1, Michelle Kaufman1, Jennifer J. Harman1, Deepthi K. Shrestha2
1Colorado State University; 2Johns Hopkins University; 3Kathmandu, Nepal
Interviews with women in Kathmandu were conducted to understand how attitudes and beliefs about sex and sexual health are developed, communicated and maintained. Results show limited knowledge regarding sex and sexual health, and difficulty communicating about these topics. Increased education is required to prevent adverse outcomes of shifting sexual norms.

C221
ATTENTION TO CONTEXT INCREASES MIXED EMOTIONS
Brooke Wilken1, Yuri Miyamoto1
1University of Wisconsin-Madison
Two experiments tested the hypothesis that in predominantly pleasant situations, holistic attention to context would increase mixed emotions more than analytic attention to focal information. Supporting the hypothesis, guiding attention to social (Study 1) and physical (Study 2) contexts increased the recall of mixed emotions in success events.

C222
GETTING MORE CAPABLE IN JUST A MINUTE: ACCESSIBLE COLLECTIVISTIC MINDSET IMPROVES PERCEPTUAL PERSPECTIVE-TAKING SKILLS
Joshua D. Wondra1, Sheila Novin1, Daphna Oyserman1
1University of Michigan
We hypothesized that accessible cultural mindset would influence perspective-taking skills only if the task was framed as social. Supporting our prediction, participants primed with individualistic mindset (vs. collectivistic mindset) performed worse when they had to take the perspective of human-like dolls or toy monkeys, but not wooden blocks.

C223
FAMILIAL GUILT: SEPARATION GUILT AND FILIAL PIETY
Eleanor Woodford1, Suzanne Dziurawiec1
1Murdoch University
Guilt is cross-culturally explored in relation to filial piety during early adulthood. Participants from Australia and Singapore completed measures on guilt and filial piety. Singaporeans placed greater emphasis on filial piety, and experienced more separation guilt than Australians. Culture-specific models, shaped by the mediation of guilt and FP, are explored.

C224
THOUGHT STYLE JOIN EMOTION IN REGULATING COGNITIVE REASONING: A CROSS-CULTURAL STUDY
yishan xu1, Gerald Clore1, Bailey Ocker2
1University of Virginia
Our studies in US and China found joint effects of emotion and thought style on cognitive processing; happy mood signals individuals to continue and sad mood to abandon the most accessible thought styles; culturally foreign thinking styles increase, whereas culturally normative thinking styles decrease, susceptibility to the Ebbinghaus illusion.

C225
SELF-INFORMANT AGREEMENT IN THE MULTIGROUP ETHNIC IDENTITY MEASURE
Stevie C. Y. Yap1, Ivana Anusic1, M. Brent Donnellan1, Richard E. Lucas1
1Michigan State University
We evaluated the validity of the Multigroup Ethnic Identity Measure (MEIM) using a MTMM approach involving the MEIM and life satisfaction. Results indicate that there was validity evidence across self and informant MEIM ratings. Results also suggest that the relationship between MEIM and well-being may reflect shared method effects.

C226
DOES ACCULTURATION INFLUENCE TIBETAN CHINESE COLLEGE STUDENTS' EMOTION REGULATION
Lin Yong1,2, Li-Fang Zhang1
1University of Hong Kong; 2Northwest Normal University, Lanzhou, China
The present study compared the changes of Tibetan and Han Chinese college students’ emotion regulation and examined the effects of the acculturation strategies and time on Tibetan Chinese students’ emotion regulation to investigate how acculturation influenced Tibetan Chinese college students’ suppression and reappraisal emotion regulation strategies.

C227
WESTERN AFFECTIVE REPRESENTATIONS OF ILLNESS COLLIDE WITH ASIAN AMERICANS’ AFFECTIVE INDICATORS OF ILLNESS
Henry R. Young1, Tamara L. Sims1, Alexia Charles1, Jeanne L. Tsai1
1Stanford University
Western conceptions of illness focus more on low arousal than high arousal negative states. American medical students exhibited this same bias. However, while LAN predicts worse health among European Americans, HAN predicts worse health for Asian Americans. We discuss our findings for improving the assessment and treatment of Asian Americans.

C228
CULTURAL DIFFERENCES IN MOTIVES OF ADVICE-SEEKING
Ning Zhang1, Li-Jun Ji1, Gillian Harper1
1Queen’s University
Two studies were conducted to explore cultural differences in the underlying motives of advice-seeking behavior. Results revealed that although no cultural difference was found for problem-solving motives, Chinese were more likely to seek advice for relational purposes whereas European-Canadians were more likely to seek advice for self-confirming motives.

C229
SOMATIZATION TENDENCY AMONG SOUTH KOREANS: RELATIONS WITH PERSONALITY, CULTURAL VALUES, AND SYMPTOM PRESENTATION
Xiaolu Zhou1, Jessica Dere2, Yunshi Peng1, Shun Peng1, Andrew G. Ryder1
1Peking University; 2Concordia University; 3Sir Mortimer B. Davis--Jewish General Hospital
The current study extends the two-factor model of somatization tendency among Chinese to South Korea. 209 South Korean outpatients completed personality, cultural values, and symptom questionnaires. Results show that the two factors of somatization have unique sets of predictors, supporting their extension to the South Korean context.
Gender

C230
WORK-TO-FAMILY CONFLICT, SCHOOL-TO-FAMILY CONFLICT AND RECOVERY EXPERIENCES IN PORTUGUESE PROFESSIONALS ATTENDING A MBA PROGRAM
Claudia Andrade1
1College of Education, Polytechnic Institute of Coimbra
This study investigates how loads from professional and graduate school affect students’ well-being considering the lack of recovery as mediators in this process. Results, (sample: 73 professionals attending a MBA program) proved that playing both roles (professional and student) has effect on well-being via lack of recovery only for women.

C231
DO THREATS TO MASCULINITY INCREASE SEXUAL OBJECTIFICATION IN MEN?
Christopher P. Bartak1, Mauricio Carvallo1, Matthew Findley2
1University of Oklahoma
Male participants completed a hair braiding or rope braiding task before viewing pictures depicting either nude or clothed women interspersed with neutral pictures. Relative to those in other conditions, men viewed women significantly longer than the neutral pictures when exposed to a masculinity threat and when women were depicted nude.

C232
A CHILLY CONFERENCE CLIMATE: SEXIST CONFERENCE CLIMATES AND THEIR RELATIONSHIP TO WOMEN’S ACADEMIC CAREER INTENTIONS
Jacklyn W.R. Biggs1
1University of Kansas
We examined perceptions of sexist conference climate and academic career intentions across three social science conferences. Results revealed that women who perceived the conference as sexist and also silenced during the conference expressed increased intention to exit from an academic career. Implications for women and men in academia are discussed.

C233
THE FEMALE FACTOR IN CRISIS MANAGEMENT
Daniela Blettner1, Gallayane Yaoynen2
1Simon Fraser University; 2University of Southern Mississippi
Given great interest in gender composition in top management teams yet inconclusive results, we examine this effect in relation to information processing and interpersonal style in a multi-period business simulation. We find that a high female ratio can attenuate the effect of intuitive information processing during crisis.

C234
EXPLORING GENDER DIFFERENCES IN REGULATORY FOCUS
Albert Botchway1, Paul E. Etcheverry2
1Southern Illinois University Carbondale
Gender differences in regulatory focus have not been previously reported. In this study, a unitary regulatory focus score was computed for each participant by subtracting prevention from promotion scores. Higher scores indicate promotion rather than prevention focus. Men had higher scores than women suggesting that men were more promotion inclined.

C235
GENDER STEREOTYPES AND AUTHENTIC LEADERSHIP – AN OPPORTUNITY FOR FEMALE MANAGERS?
Susanne Braun1,2, Claudia Peus1, Dieter Frey2
1Technische Universität München; 2Ludwig-Maximilians-Universität München
We present two empirical studies, which integrate research on gender stereotypes and authentic leadership. Analyses showed (1) that the extent to which female managers were perceived as authentic related positively to femininity, and (2) that only female participants ascribed significantly higher levels of authentic leadership to female managers.

C236
SELF-ESTEEM AND GENDER DIMENSIONS REVISITED: THE IMPORTANCE OF ADULT GENDER TYPICALITY
Lindsay M. Brent1, Charlotte Chuck. Tate1, Jay N. Ledbetter 2
1San Francisco State University; 2University of California, Santa Barbara
The current study combined the Bem Sex Role Inventory for adults with a modified version of Egans and Perry’s Gender Typicality Scale for children to assess gender dimensions and well-being in adults. Results suggest that gender typicality importantly contributes to our understanding of well-being for heterosexual and homosexual adults.

C237
THE EFFECTS OF SYSTEM JUSTIFYING MOTIVES ON ENDORSEMENT OF ESSENTIALIST EXPLANATIONS FOR GENDER DIFFERENCES
Victoria L. Brescoll1, Eric L. Uhlmann2, George E. Newman1
1University of California, Santa Barbara; 2HEC Paris
The present studies investigate the effects of motivated reasoning on beliefs about social groups and specifically, how desires to uphold the status quo (system justification) may cause people to endorse essentialist explanations for group differences.

C238
PRECARIOUS MANHOOD AND DIET
Timothy A. Caswell1
1University of South Florida
In the current research, we investigated the relationship between gender norms and diet. Perceived masculinity of food items predicted men’s, but not women’s, food preferences and eating behavior. Men who publicly endorsed a stereotypically feminine, but not masculine, diet showed greater approval for gender-typed jokes and interest in masculine activities.

C239
EXPLORING PREDICTORS OF ORGASM KNOWLEDGE
Aimee M. Chabot1, Christine R. Harris1, Karen Dobkins1
1University of California, San Diego
Sex surveys often fail to define “orgasm.” Survey data (n=905) were used to explore predictors of orgasm knowledge. Overall accuracy of defining female orgasm was 55%, with men significantly more accurate than women, and sexually inexperienced women least accurate. Findings suggest orgasm knowledge is highly variable, especially for women.

C240
MOMMY WARS AT THE IMPLICIT LEVEL: IMPLICIT POLARIZATION OF HOMEMAKERS VERSUS BUSINESSWOMEN
Emily K. Clark1, Amanda B. Diekman1
1Miami University
The current study investigated the implicit polarization of women in traditional and nontraditional subgroups. Implicit attitudes differed by the target’s subgroup (homemaker or businesswoman) and participants’ endorsement of ambivalent sexism. Nonsexists showed more polarized attitudes than did sexists; they especially favored the nontraditional target and disfavored the traditional target.

C241
FROM SEX TO GENDER: A UNIVERSITY INTERVENTION TO REDUCE SEXISM IN ARGENTINA, SPAIN, AND EL SALVADOR
Soledad de Lemus1, Navarro Laura2, Jesús L. Megías1, Martha J. Velasquez2, Ryan Estrella1
1Universidad de Granada (Spain); 2Universidad Tecnológica de El Salvador (El Salvador)
The present work describes a gender training based on social psychological research on sexism and power. Cross-cultural evidence of its effectiveness to reduce participants’ sexist attitudes and increase their commitment to reduce gender inequalities in their personal and professional life in three countries (Argentina, Spain and El Salvador) is provided.
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<th>C242</th>
<th>MARTIAN OR VENUSIAN: DISCRETENESS TRUMPS BIOLOGY IN GENDER ESSENTIALISM AND STEREOTYPING</th>
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<tr>
<td>Tara C. Denney¹, Avi Ben-Zeev²</td>
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<td>¹University of Massachusetts, Amherst; ²San Francisco State University</td>
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Can perceiving discrete boundaries between women and men influence gender stereotype endorsement? Using a validated measure of gender essentialism, we show that discreteness and informativeness beliefs trump biological beliefs in predicting stereotype endorsement. Implications for social inequity are discussed in the context of psychological essentialism and entitativity.

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<th>C243</th>
<th>WOMEN’S ADAPTATION TO STEM DOMAINS STIMULATES SUPERIOR JUDGMENT SKILLS</th>
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<td>Laura Di Bella¹, Richard J. Crisp¹</td>
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Exposure to challenging diversity experiences is associated with beneficial effects on a range of judgment domains. Two studies aimed to show that, as counter-stereotypical individuals, women from STEM fields are chronically exposed to such experiences and consequently demonstrate enhanced performance on tasks that are typically hampered by heuristic thinking.

<table>
<thead>
<tr>
<th>C244</th>
<th>COSTS AND BENEFITS OF PERCEIVED SEXUAL AGENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Janell C. Fetterolf², Diana T. Sanchez²</td>
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<tr>
<td>²Rutgers University</td>
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</tbody>
</table>

Three studies examined possible explanations for women’s less frequent sexually agentic behavior, compared to men. In Studies 1 and 2, participants rated sexually agentic targets, regardless of gender, as desirable but risky sexual partners. However, in Study 3 women weighed the importance and consequences of sexual agency differently than men.

<table>
<thead>
<tr>
<th>C245</th>
<th>FLOWER POWER: FEMININE PRIMES REDUCE PERCEPTIONS OF WEAKNESS AND PAIN TOLERANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stephanie L. Fowler¹, Chelsea Wymer¹, Jessica Servick¹, Jill Brown¹, Andrew L. Geers¹</td>
<td></td>
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<tr>
<td>¹University of Toledo</td>
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</table>

We examined if priming femininity would reduce pain tolerance for feminine men and if perceptions of weakness was a mediating variable. Relative to the other cells, feminine men primed with femininity were least likely to rate early withdrawal from pain stimuli as a sign of weakness and displayed lower tolerance.

<table>
<thead>
<tr>
<th>C246</th>
<th>WOMEN HOLD STRONGER IMPLICIT GENDER STEREOTYPES ABOUT CAREER AND FAMILY THAN MEN DO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rebecca S. Frazier¹, Selin Keserbir², Brian A. Nosek³</td>
<td></td>
</tr>
<tr>
<td>¹University of Virginia; ²London Business School</td>
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</tbody>
</table>

Female participants showed significantly stronger implicit, but not explicit, stereotypes than men did associating female with family and male with career. This effect was not accounted for by differences in politics, education, religiosity, race/ethnicity, or other demographic variables.

<table>
<thead>
<tr>
<th>C247</th>
<th>BODY IMAGE IN GAY VERSUS HETEROSEXUAL MEN: IS THERE REALLY A DIFFERENCE?</th>
</tr>
</thead>
<tbody>
<tr>
<td>David Frederick¹, Jamal Essayli²</td>
<td></td>
</tr>
<tr>
<td>¹Chapman University; ²University of Hawaii at Manoa</td>
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</tbody>
</table>

To examine the link between sexual orientation and body image, we present the results of three online studies completed by over 100,000 visitors to a news website. Overall, differences between gay and heterosexual men were small, but these differences were substantially moderated by BMI and aspect of body image assessed.

<table>
<thead>
<tr>
<th>C248</th>
<th>GILLIGAN IN TROLLEYLAND: RESURRECTING THE DEBATE OVER GENDER DIFFERENCES IN MORALITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rebecca Friedsorf¹, Paul Conway¹</td>
<td></td>
</tr>
<tr>
<td>¹Western University Canada</td>
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</table>

On 10 moral dilemmas, women preferred more deontological decisions than did men. A process dissociation analysis indicated that women (vs. men) experienced stronger deontological tendencies, but there were no gender differences in utilitarian tendencies. These findings resurrect the debate as to whether women and men approach moral decision-making differently.

<table>
<thead>
<tr>
<th>C249</th>
<th>IN THE COMPANY OF MEN: INGROUP PROJECTION AND MANAGER’S REPRESENTATIONS IN THE WORKPLACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fabrice Gabarrot¹, Clémentine Bry²</td>
<td></td>
</tr>
<tr>
<td>¹Université de Bourgogne; ²Université de Savoie</td>
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</tbody>
</table>

Relying on the notion of ingroup projection, we present 2 studies examining factors affecting the representations of managers. Results show that projection of masculine and feminine traits to managers is moderated by factors such as the economic success of the company or the position’s sex-typing.

<table>
<thead>
<tr>
<th>C250</th>
<th>STRIVING FOR GENDER EQUALITY: HOW EXAMINING THE INDEPENDENT COMPONENTS OF THE MATH AND ENGLISH STEREOTYPES MAY HELP INCREASE GENDER BALANCE IN ACADEMIC FIELDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patricia N. Gilbert¹, Donna M. Garcia², David M. Marx³</td>
<td></td>
</tr>
<tr>
<td>¹Tulane University; ²California State University, San Bernardino; ³San Diego State University</td>
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</table>

To better understand how stereotypes contribute to gender imbalance in academics, the current research uses the GNAT to examine independent math and English stereotype components. The women-math and women-English associations predicted academic outcomes for women, whereas the men-math and men-English associations predicted academic outcomes for men.

<table>
<thead>
<tr>
<th>C251</th>
<th>TEND-AND-BEFRIEND BEHAVIOR OF MEN AND WOMEN - THE ROLE OF THE NATURE OF STRESSORS AND GENDER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apollonia E. Goll¹, Dagmar Stahlberg¹</td>
<td></td>
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<tr>
<td>¹University of Mannheim</td>
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</table>

This study investigates Taylor’s Tend-and-Befriend theory as a coping behavior focusing on the nature of stressors and gender. We found a strengthened tend-and-befriend behavior for women in feminine (social) stress situations compared to masculine (achievement) stress situations. Furthermore, men’s tend-and-befriend behavior is predicted by expressiveness (gender role identification).

<table>
<thead>
<tr>
<th>C252</th>
<th>COMMUNICATING AFTER DISASTER: GENDER AND SOCIAL SUPPORT PREDICT FIRST FACEBOOK POST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Melissa K. Goodwin¹, Rosanna E. Guadagno¹, Nicole L. Muscanell², Joan M. Barth¹, Yang “Lydia”. Yang¹</td>
<td></td>
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<tr>
<td>¹University of Alabama</td>
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The effect of social networking on psychological functioning in the wake of a major natural disaster was examined. Content of the first status updates of disaster victims was influenced by the individual’s gender and perceived social support, such as women using more religious terms and men expressing more sadness.

<table>
<thead>
<tr>
<th>C253</th>
<th>GLASS CEILINGS IN HEAVEN?: AGENTIC RELIGIOUS PRIMING INCREASES SEXISM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Megan C. Haggard¹, Wade C. Rowatt¹</td>
<td></td>
</tr>
<tr>
<td>¹Baylor University</td>
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</table>

Religiosity has been previously linked to increased benevolent sexism. Subliminally priming participants with religious words (either agentic,
institutional, or spiritual) resulted in increased benevolent sexism compared to those primed with neutral words. The effect remained after controlling for self-reported religiosity.

C254
EROTIC IMAGES OF WOMEN IN ACADEMIC CONTEXTS: AT WHAT COST?
Patricia H. Hawley1, Monica Biemat1
1University of Kansas

Conferences offer many positive professional cues to women that social events may undermine. We examined the effects of eroticized images advertising an actual conference after-party on women’s versus men’s perceptions of climate. Women felt less respected, intelligent, and comfortable, yet dressed the part. Implications for women’s

C255
CAN YOU BE A WOMAN IN SCIENCE? THE COST OF GENDER IDENTIFICATION FOR WOMEN FACULTY IN STEM DISCIPLINES
Lauren M. Hawthorne1, Ellen E. Newell2, Shannon K. McCoy1, Susan K. Gardner1
1University of Richmond

We examined how gender identification influenced emotional wellbeing for women faculty in STEM fields versus non-STEM fields or men. Overall, we found that the more women in STEM disciplines identified with their gender, the poorer their emotional well-being and the greater their work related stress.

C256
GENDER DIFFERENCES IN VOLUNTARY TURNOVER DECISIONS OF UNIVERSITY ACADEMICS
Michelle Hebl1, Katharine Bachman1, Larry Martinez1
1Rice University

We will describe recent research examining gender differences in the antecedents of voluntary turnover decisions of university academics. We discuss these results by suggesting that gender schemas and the family tax may negatively influence female’s (more than male) academics, and discuss more general implications for society as a whole, academics, academic institutions, and turnover research.

C257
WOULD YOU HELP VS. WILL YOU HELP: MEDIATORS OF GENDER EFFECTS ON PROSOCIAL BEHAVIOR
Athena K. Hensel1, Jennifer J. Johnson1, Crystal L. Hoyt1
1University of Richmond

Testing whether differing constructs mediate gender differences in self-reported and behavioral prosociality, undergraduates reported emotional empathy, prosocial tendencies and prosocial behavior (through hypothetical situations and charitable donations) in an online survey. Emotional empathy and compliant prosocial tendency mediated effects of gender on donation behavior and self-reported helping, respectively.

C258
HAVE GENDER STEREOTYPES CHANGED?: RATINGS OF WOMEN, MEN AND SELF
Tanja Hentschel1, Madeline E. Heilman2, Claudia Peus1
1Technische Universität München; 2New York University

Gender roles are changing; yet, it remains unclear whether gender stereotypes have changed. In this study, respondents rated men, women or themselves on adjective scales. Men were perceived as more agentic, women as more communal. Both were seen as similarly competent. Self-ratings generally - but not always - paralleled these findings.

C259
TRADITIONAL GENDER ROLE ATTITUDES MAY UNDERMINE MEN’S HEALTH
Mary S. Himmelstein1, Diana T. Sanchez2
1Rutgers University

This study examines barriers to health based on belief in gender roles and contingencies of self-worth. Belief in gender roles predicted contingencies of self-worth, which predicted multiple barriers to help seeking including distrust of doctors and minimizing of health issues. Barriers to help seeking predicted less use of preventative healthcare.

C260
POWERLESS MEN AND THE EVALUATION OF AGENTIC WOMEN: SELF-AFFIRMATION REDUCES BACKLASH
Ann E. Hoover1
1University of South Carolina Upstate

Previous work suggests that low-power men may be more likely to backlash against agentic women. Extending past findings, the present study used a self-affirmation manipulation to provide indirect evidence that the low-power role was threatening, consequently producing backlash. Supporting hypotheses, low-power men, who self-affirmed, subsequently showed no evidence of backlash.

C261
EFFECT OF PROFESSIONAL STATUS ON THE PERCEPTION OF INTERNAL RELATIONSHIP DYNAMICS
Derek Hutchinson1, Vanessa Hettinger1, Jennifer Bosson1
1University of South Florida

To explore whether gendered expectations regarding professional status influence perceptions of power within romantic relationships we manipulated the professional status of a fictional couple while controlling other variables. Participants rated the inter-relationship power dynamic equal in all conditions, except when the wife held higher professional status than her husband.

C262
PERCEPTIONS OF GENDER DISCRIMINATION ACROSS SIX DECADES: MEN VIEW WOMEN’S GAINS AS THEIR LOSSES
Andre Kehn1, Joelle C. Ruthig1, Cheryl A. Terrance1
1University of North Dakota

We examined whether women and men view gender discrimination as having changed over time. Results based on data from a national sample supported our hypotheses that the historically dominant social group (men) perceive any status gained by a socially subordinate group (women) as coming to the dominant group’s expense.

C263
ON THE SHARP END OF THE ROPE – THE ROLE OF BENEVOLENT SEXISM AND LEADERSHIP IN A MASCULINE SPORT
Clara Kulich1, Soledad de Lemus2, Pilar Montanes-Muro3
1University of Geneva; 2University of Granada; 3University of La Rioja

This poster shows how benevolent sexist beliefs may undermine women’s performances in a masculine domain. A correlational study with climbers revealed that men’s benevolent sexist beliefs determined their leading with opposite-sex partners whereas expertise determined women’s leading behaviour. An experiment investigated attractiveness-ratings and leading-intentions with sexist and feminist opposite-sex targets.

C264
MEN SEEK SOCIAL STANDING, WOMEN SEEK COMPANIONSHIP: SEX DIFFERENCES IN DERIVING SELF-WORTH FROM RELATIONSHIPS
Tracy Kwang1, Erin E. Crockett2, Diana T. Sanchez1, William B. Swann1
1The University of Texas at Austin; 2Southwestern University; 2Rutgers University

Lay beliefs suggest that men base their self-worth on relationships less than do women. Yet these beliefs may overlook an important contribution that relationships make to the self-esteem of men. Three
traits as very peripheral to their group identity. Moreover, men perceive gender-typical traits as highly central to, and gender-atypical traits as very peripheral to, their group identity. Furthermore, results from two studies suggest that men more strongly than women dichotomize especially following a threat to their gender status. We discuss implications of this finding.

C265
PRECARIOUS MANHOOD AND MEN’S ATTRIBUTIONAL BIASES IN PARTNER CONFLICT
Joshua Guy. Lenes¹, Jennifer K. Bosson²
¹University of South Florida
We examined attributions of criticism, rejection, and gender status threat in a fictitious domestic violent conflict in which the victim was either male or female. Threats to a partner’s gender status were inferred more strongly when the victim of violence was a woman than when it was a man.

C266
SEXUAL ASSERTIVENESS AND GENDER
Eevett Loshek¹, Heather Terrell¹, Craig Nagoshi¹
¹University of North Dakota
Research has rarely compared sexual assertiveness to gender roles. In this study, sexual assertiveness was positively correlated with femininity/masculinity, but negatively correlated with homophobia. For women, sexual assertiveness was positively correlated with masculinity and negatively correlated with homophobia. For men, sexual assertiveness was positively correlated with femininity, masculinity, and sexism.

C267
UNIVERSITY SALARIES: GENDER GAPS IN PAY, BUT WHAT ABOUT PERFORMANCE?
Meghan R. Lowery¹, Joel T. Nadler²
¹Psychological Associates; ²Southern Illinois University Edwardsville
Faculty salaries from a public university were paired with professor ratings and grade information collected from third party web sites. Although there were no gender difference in yearly salary, women at all ranks worked more months per year compared to men. There were no performance differences between men and women.

C268
GENDER DIFFERENCES IN RESPONSES TO SEXUAL REQUESTS
Melissa M. McDonald¹, Conrad Corretti¹, M Brent. Donnellan²
¹Michigan State University
In a conceptual replication of the Clark and Hatfield (1989) study, participants were propositioned online with a request to go out, hang out, or have sex. Results indicated fewer positive responses overall and that men were more likely than women to say yes to dating and sexual requests.

C269
PRECursors to Rape: Acceptance of Pressuring Behaviors, Perceptions of Women Who Have Been Raped, and Rape Proclivity
Lora K. McGraw¹, Megan L. Strain¹, Jericho M. Hockett¹, Donald A. Saucier¹
¹Kansas State University
Pressuring behaviors (e.g., calling a woman a “tease”) may be symptomatic of rape culture, exerting sexual power over women. Accepting these behaviors was associated with negativity towards women who have been raped and, among men, rape proclivity. Pressuring behaviors may reinforce hierarchies in which men maintain sexual power over women.

C270
Gender Dichotomization at the Level of Group Identity: Why Men Use It More Than Women
Kenneth S. Michniewicz¹, Jennifer K. Bosson²
¹University of South Florida
Results from two studies suggest that men more strongly than women perceive gender-typical traits as highly central to, and gender-atypical traits as very peripheral to, their group identity. Moreover, men gender
C276
ATTITUDES TOWARD VIOLENCE AND INTERPERSONAL VIOLENCE INTERVENTIONS: IMPLICATIONS FOR COMMUNITY AWARENESS AND PUBLIC POLICY
Cynthia Willis-Esqueda1, Rosa Hazel . Delgado1, Haley Mullin1
1University of Nebraska-Lincoln
The present study investigated moderators for IPV intervention preferences. Participants (N = 420) rated agreement on a 37-item intervention preferences scale. Attitude toward violence was a significant predictor of intervention preferences, and those with violence acceptance showed less concern for intervention. Participants' sex was also a moderator for intervention notions.

C277
CAREER VERSUS ROMANCE: WHAT PREDICTS A WOMAN'S CHOICE? 
Shannon Murphy1, Sarah T. Dunlap1, Joan M. Barth1
1University of Alabama
Women majoring in STEM fields have been hypothesized to abandon their career aspirations because they value romantic relationships more than careers. Analyses revealed that women choose career goals over their relationship more than men, and that certain gendered characteristics predict the choice for both genders.

C278
EXPLICIT AND IMPLICIT SEXISM WITHIN GENDER SEGREGATED COLLEGE MAJORS
Joel T . Nadler1, Morgan Witzke2, Geraldine Y. Hannon1
1Southern Illinois University Edwardsville
Implicit and explicit gender stereotypes were examined in male and female dominated college majors. Explicitly men were more sexist than women. Women in male dominated majors were equally implicitly biased against women in non-traditional work roles as men, but women were significantly less implicitly bias in female dominated majors.

C279
USING PERSON ORIENTATION AND THING ORIENTATION TO UNDERSTAND GENDER DIFFERENCES IN FINANCIAL INFORMATION SEEKING
Meghan E. Norris1, David A. Evans1, William G. Graziano1, Jeongho Han1
1Purdue University
Women tend to report greater interest in people than do men, and men tend to report greater interest in things (Graziano, et al., 2011). In a large, national, cross-sectional data set we found that women reported accessing significantly more person-based sources of financial information relative to thing-based, than did men.

C280
RACE AND GENDER ROLE NORMS: EXAMINING RACIAL DIFFERENCES IN THE ACCEPTABILITY OF RESTRICTIONS ON WOMEN’S BEHAVIOR
Rachel C. O’Connor1, Isis H. Settles1
1Michigan State University
In a scenario study examining racial differences in perceptions of benevolent sexism, we varied men’s justifications for restrictions on women’s behavior. We found significant interactions between participants’ race and justification condition in perceptions of men’s and their behavior. Overall, Black participants rated the benevolent justifications more positively than White participants.

C281
THE EFFECTS OF WONDER ON COGNITIVE-RELATED TRAITS: DOES GENDER MATTER?
Kimberly O’Leary1, Robert Fuller1, David P. Schmitt1, Derek Montgomery1
1Bradley University
This study measured the effect of an induced state of wonder on cognitive emotions such as empathy and epistemic curiosity. The first trial of participants was significant only in male subjects. After an adapted video, we found a significant gender difference given the content of the video which induced wonder.

C282
ECONOMIC INSECURITY SHIFTS TRADITIONAL WOMEN’S GOALS AND PARTNER PREFERENCES
Lora Park1, Ariana F. Young1, Gráinne Fitzsimons2
1University at Buffalo, The State University of New York; 2Duke University
This research examined responses to perceived economic insecurity. Women with traditional gender beliefs who expected future economic insecurity showed greater desire for partners who pursued agentic goals and adopted greater communal goals and roles for themselves. Traditional women thus shifted their preferences and strivings in response to anticipated economic conditions.

C283
HIS AND HERS: GENDER DIFFERENCES IN SELF AND OTHER APPRAISALS WHEN FACED WITH LOSS
Stephanie A. Peak1, Alan J. Lambert1, Fade R. Eadeh1
1Washington University in St. Louis
Male and female participants either were, or were not, reminded of a loss of a close other. Both genders showed evidence of a negative mood effect, which produced lower satisfaction with existing relationships. Women also showed a second, independent process, involving greater appreciation of current relationships, controlling for mood.

C284
PERCEPTIONS OF SINGLE ADULTS AS A FUNCTION OF GENDER AND PARENTAL STATUS
Karyn M. Plum1, Shannon Sommer1, Cheryl A. Terrace1
1University of North Dakota
The present study examined perceptions of single adults and parents. Results indicated differential ratings on multiple dimensions (i.e., attractiveness, stress, motivation for dating, and positive qualities) of single adults on the basis of gender, parental status, and the number of children single parents were reported as having.

C285
AUTOMATIC PROCESSING OF GENDER ROLE STEREOTYPES AND THE EFFECT ON HIRING DECISIONS
Lindsay Rice1, Lauren Roberts1, William Hart1
1University of Alabama
In order to examine gender role stereotyping, participants were primed with word pairs following or countering traditional gender role stereotypes. Female participants ranked applicants higher regardless of gender but it was also revealed that the female agentic prime caused applicants to be ranked less favorably.

C286
DOES GENDER STILL MATTER IN HIRING DECISIONS?
Lauren Roberts1, Lindsay Rice1, William Hart1
1The University of Alabama
This study examined hiring decisions of male and female applicants. Participants were asked to review a job applicant and then evaluated qualifications. Female participants ranked the applicant more favorably regardless of applicant gender and were also more likely to recommend the applicant for the position.

C287
THE ESSENTIAL WOMAN AND THE MADE MAN
Lauren K. Ruth1, Jaime L. Napier1, Jolandeke van der Toorn2, Anna-Kaisa Newheiser2
1Yale University; 2Leiden University; 3University of Exeter
In three studies, we test the hypothesis that people consider feminine traits to be more “essential” than masculine traits, especially when the traits are negative. Participants considered negative feminine traits more biological than other traits regardless of target gender. We further explore this effect within a system-justification framework.
C288
COMPUTING IN YOUR DREAMS: GENDER AND PASSION IN COMPUTER SCIENCE
Martin Ryan¹, Sapna Cheryan¹, Yuichi Shoda²
¹University of Washington
When choosing a career, do you focus on expressing your unique, personal dreams, or on more concrete needs? Does this change your career goals? In this study, women were more likely to prioritize a personal career “passion” than men, and women who did so expressed less interest in computer-related careers.

C289
OVERCOMING THE DOUBLE BIND: SELF-RELIANCE AS A FUNCTIONAL AGENTIC TRAIT FOR WOMEN
Rebecca L. Schaumberg¹, Francis J. Flynn¹
¹Stanford University
When women act agentically, people see them as competent, but not trustworthy. When they act communally, people see them as trustworthy, but not competent. We show that women can overcome this double bind by being self-reliant. Self-reliance positively relates to leadership, influence, and organizational advancement for women, but not men.

C290
GENDER DIFFERENCES IN COMMUNICATION AND EMOTIONAL EXPRESSION ON FACEBOOK
Gwendolyn Seidman¹, Mary Kate McCarthy², Erin Marie Poulsen³
¹Albright College; ²Wayne State University
Two studies examined gender differences in communication and emotional expression on Facebook. Survey results showed females are more likely than males to use Facebook to communicate and connect with others. Coding of profiles showed gender differences in emotional disclosure and the number and nature of photographs posted.

C291.
WHAT HE WAS DOING VS. WHAT SHE DID: THE INTERACTION BETWEEN VERB ASPECT AND GENDER IN SELF-PRESENTATION
Wyley B. Shreves¹, William Hart¹, Rosana Guadagno¹, Cassie Eno²
¹University of Alabama; ²Wofford College
This study analyzed the ability of verb aspect (imperfective [was doing] vs. perfective [did]) in self-presentational materials to affect perceptions of agency and employability in the context of a job application. Results found an unexpected significant interaction between the gender of the applicant and verb aspect.

C292
AN INVESTIGATION OF THE RELATIONS AMONG SEXUAL ORIENTATION, OBJECTIVE HEIGHT, AND HEIGHT DISTORTION
Malvina N. Skorska¹, Anthony F. Bogaert¹
¹Brock University
To examine the putative height differences between gay/lesbian and straight individuals, 813 participants completed self-reported height, gender role and socially desirable responding measures, and objective height. Gay/bisexual men were shorter than straight men; lesbian/bisexual women didn’t differ from straight women. Impression Management and Unmitigated Agency (in men) predicted height distortion.

C293
“SUCH A LESBIAN!” HETEROSEXUAL WOMEN’S EVALUATION OF LESBIANS DEPENDS ON VISUAL PRESENTATION
Laurel A. Somers¹, Charlotte Chuck, Tate¹
¹San Francisco State University
This research explored heterosexual women’s attitudes toward lesbians using visual presentation that conforms to (femme) or violates (butch) expectations for women. Findings indicate that heterosexual women’s attitudes about lesbians depend on the “type” of lesbian and may depend on intragender competition with other heterosexual women.

C294
PERFORMING GENDER
Margaret A. Thomas¹, Nicole E. Noll²
¹Earlham College; ²Harvard University
Our previous research indicated that individuals construe gendered information from others’ body positions. This extension replicates that pattern using a non-college student sample and pictures of real people. In addition, we found that participants’ own sense of gender was influenced by their body positions. Gender is a daily performance.

C295
ATTACHMENT THEORY AND THE SEXUAL DOUBLE STANDARD
Amanda M. Vicary¹, Michael J. Marks², Erin Vogel², Yuliana Zaikman²
¹Illinois Wesleyan University; ²New Mexico State University; ³University of Toledo
In order to investigate individual differences in the exhibition of the sexual double standard, participants completed an attachment measure and evaluated stimuli featuring a person who reported 1 or 12 sexual partners. Results indicated that women who were insecure and men who were anxious exhibited a reverse double standard.

C296
A COMPARISON OF THE POTENTIALITY FOR EXCESSIVE SEXUAL BEHAVIORS OF COLLEGIATE STUDENTS AND COLLEGIATE STUDENT-ATHLETES
Craig A. Warlick¹, Mark D. Davis², Hewitt Alexis³, Justin Garris², Joy Cauthron²
¹University of Kansas; ²University of West Alabama
Investigators used Carnes’ Sex Addiction Screen Test-Revised (SAST-R) to examine self-reported sexual behaviors of college student-athletes and non-athlete college students. Evidence showed male student-athletes were significantly more likely to develop sexual addiction than non-athlete male students; marginally significant evidence showed female non-athlete students were more likely to develop the addiction.

C297
INTERPERSONAL PARTNER PREFERENCE DIFFERENCES ACROSS SEXUAL ORIENTATION AND GENDER
Jarryd T. Willis¹
¹University of Texas at Arlington
An investigation into how partner preferences differ based on sexuality (heterosexual, lesbian/gay, bisexual) and gender found romantic attachment differences based on sexuality, and differences in relationship expectations based on gender. This study demonstrates how partner preferences differ based on the interpersonal contexts in which they are considered.

C298
WHEN WOMEN OF COLOR EXPECT BIAS: THE ROLE OF INSTITUTIONAL DIVERSITY STATEMENTS ON PERFORMANCE AND PERFORMANCE EXPECTATIONS FOR WOMEN OF COLOR
Leigh S. Wiltson¹, Jessica J. Good², Corinne A. Moss-Racusin³, Diana T. Sanchez³
¹Rutgers University; ²Davidson College; ³Yale University
We examined whether colorblind (vs. multicultural) messages serve as identity threats that undermine performance for women of color (WoC). Path modeling suggested that when exposed to colorblind (versus multicultural) messages, WoC expected less diversity, more bias, and lower performance. Additionally, WoC exposed to a colorblind message demonstrated reduced math performance.
Physical Health

C303
EXAMINING EXPECTED AND ACTUAL ENJOYMENT WITH EXERCISE AMONG SEDENTARY AND ACTIVE INDIVIDUALS
Austin S. Baldwin1, Valerie G. Loehr1
1Southern Methodist University

People expect to enjoy exercise less than they actually do, and this is thought to undermine exercise intentions. Before a workout, sedentary and active adults reported their expected enjoyment; afterwards they reported enjoyment and future exercise intentions. Findings suggest enjoyment influences intentions for sedentary people, but not for regular exercisers.

C304
THE RELATIONSHIP BETWEEN BMI AND IMPULSIVITY
Raena M. Beetham1, Alita J. Cousins1
1Eastern Connecticut State University

In light of concern about increasing obesity rates, this study investigated Body Mass Index (BMI) and impulsivity, specifically urgency and lack of perseverance. A correlation between BMI and lack of perseverance was found. This provides insight to weight-loss program clinicians, though future research could benefit from including more overweight/obese participants.

C305
AN OPTIMISTIC METABOLISM: THE ASSOCIATION BETWEEN OPTIMISM AND LIPIDS IN MIDLIFE
Julia K. Boehm1, Laura D. Kubzansky2
1Harvard School of Public Health

This research examined optimism’s relationship with total cholesterol, high density lipoprotein (HDL) cholesterol, low density lipoprotein (LDL) cholesterol, and triglycerides. Participants were 998 mostly white middle-aged men and women. Results suggested that greater optimism was associated with increased HDL cholesterol and decreased triglycerides, but not LDL or total cholesterol.

C306
ACCUULTRATION DETERMINES THE EFFECTIVENESS OF FRAMED ORAL HEALTH MESSAGES
Brick Cameron; Kevin R. Binning1, David K. Sherman1, John A. Updegraff2, Roy E. Mintzer2
1University of California, Santa Barbara; 2Kent State University; 3University of Southern California

Theories of motivation and culture can improve health message communication. 944 Americans were shown a gain- or loss-frame persuasive oral health message. Flossing at two months was predicted by acculturation to America and frame: high acculturation participants flossed more after gain-frame, and low acculturation participants after loss-frame (p = .004).

C307
DOES BEING VICTIMIZED AFFECT YOUR PHYSICAL HEALTH?: INFLUENCE OF 5HTTLPR ON VICTIMIZATION AND HEALTH
Kayleigh Chapman1, Priya A. Iyer1, Samantha Steere1, Allyson Arana1, Maria Guarneri-White1, Lauri A. Jensen-Campbell1
1University of Texas at Arlington

This study examined the influence of a genetic polymorphism in the serotonin transport gene (5HTTLPR) on the victimization-health link. For adolescents with the S-S or S-L variant, victimization was positively related to poorer health. No relationship between victimization and poor health was found for children with the L-L variant.

C308
USING THE THEORY OF PLANNED BEHAVIOR TO EXPLAIN THE GENDER DIFFERENCE IN FRUIT AND VEGETABLE CONSUMPTION
Amber S. Emanuel1, McCully N. Scout1, Kristel M. Gallagher2, John A. Updegraff3
1Kent State University; 2Keystone College

We assessed the extent to which gender differences in fruit-and-vegetable intake (FVI) are attributable to gender differences in Theory of Planned Behavior constructs. Females reported more favorable attitudes and greater perceived behavior control and these mediated the gender difference. Males reported greater perceived norms, but norms did not predict FVI.
We examined the hypothesis that labels affect perceptions of illnesses. Eight case studies, two each for four diseases, were presented either by full names (e.g., Chronic Fatigue Syndrome), abbreviations (CFS), or eponyms (Florence Nightingale Disease). Diseases were rated as more severe when labeled by eponyms, and when victims were male. Diseases were rated as more severe when labeled by eponyms, and when victims were male. Diseases were rated as more severe when labeled by eponyms, and when victims were male.
C320
HOW THE MAINTENANCE OF MASCULINITY LEADS TO HEALTH DISPARITIES BETWEEN MEN AND WOMEN
Sandra K. Nakagawa1, Christopher Frank1
1Stanford University

We argue that men’s work to maintain their sense of masculinity leads to poorer health outcomes. Using a laboratory experiment, we demonstrate that men who experience a threat to their masculinity have higher blood pressure and show a preference for less healthy dietary and exercise choices.

C321
MOTIVATION FOR HEALTH-RELATED BEHAVIORS AND THE 2X2 MODEL OF HEALTH GOALS
Ryan E. O’Loughlin1, James W. Fryer2
1Nazareth College; 2State University of New York at Potsdam

The current investigation linked the 2x2 measure of health goals (O’Loughlin & Fryer, 2011, 2012) to several health-related outcomes, including eating behaviors, dieting beliefs, body dissatisfaction, exercise habits, and motivation for exercise. Unique motivational profiles emerged for each of the four goals, providing further validation for the 2x2 model.

C322
WEIGHT STIGMA AND HEALTHCARE: EXPLORING PATIENT SATISFACTION AND UTILIZATION
Susan Persky1, Hendrik de Heer2
1Social and Behavioral Research Branch, National Human Genome Research Institute; 2Northern Arizona University

Evidence is mixed as to the relationship between weight stigma, healthcare satisfaction and utilization. This may be due to dimensions of satisfaction measured and sample characteristics. We assessed the influence of weight, gender and race on satisfaction and utilization among young adults. Weight predicted men’s satisfaction, satisfaction predicted women’s utilization.

C323
THE STIGMA OF CLASS BACKGROUND, INTERPERSONAL INTERACTIONS, AND HEALTH
Ryan M. Pickering1, Shannon K. McCoy1
1University of Maine

The impact of socioeconomic status (SES) background on cardiovascular reactivity during interclass interactions has important health implications. My study finds that individuals from low-SES backgrounds interacting with someone from a high-SES background show significant increases in blood pressure. Interacting with someone from a similar background resulted in decreased

C324
APPLYING PROTECTION MOTIVATION THEORY TO EXAMINE HEALTH RISK PERCEPTIONS AND EXERCISE IN LATER LIFE
Joelle Ruthig1, Brett Holfeld1, Rachel Smerer1
1University of North Dakota

Protection Motivation Theory (PMT) was applied to examine the relationship between perceived risk of acute health crises and intention to engage in regular exercise among 358 community-living older adults. A multi-group structural equation model revealed that older men and women differed in which components of PMT predicted intention to exercise.

C325
GENDER AND ETHNIC DIFFERENCES IN SOCIAL AND BEHAVIORAL FACTORS RELATED TO HUMAN PAPILLOMAVIRUS VACCINATION AMONG A COMMUNITY SAMPLE
Julie A. Schommer1, Tara Blalock Hughes1, Rachel A. Reimer1
1Des Moines University; 2Des Moines University

This study aims to identify sociocultural influences on human papillomavirus (HPV) vaccination rates among White and Latino men and women by examining gender and ethnic differences with measures such as knowledge and awareness of the HPV vaccine, interest in receiving the vaccination, and perceived norms.

C326
MORE THAN JUST POLITICAL IDEOLOGY: RACIAL PREJUDICE AS A PREDICTOR OF OPPOSITION TO UNIVERSAL HEALTH CARE
Megan J. Shen1, Jordan P. LaBouff2
1Mount Sinai School of Medicine; 2University of Maine

Two experiments showed reading about a Black individual (vs. White) receiving UHC benefits led to less support of UHC (Studies 2 and 3). This racial bias was removed by giving information about the degree to which individuals were in need of or taking advantage of UHC (Study 4). Finally, UHC

C327
EXPERIENTIALITY AND THE AMBIVALENT LIKING OF HEALTHY FOODS: A POTENTIAL FACTOR FOR CONTRIBUTING TO OBESITY
Mitsuru Shimizu1
1Cornell University

This study examined if participants high in experientiality liked healthy or unhealthy foods and how quickly they made their choices. The association between liking of healthy foods and reaction time was moderated by experientiality such that those high in experientiality took more time reporting their liking of healthy foods.

C328
WATCHING WHAT YOU EAT (AND DO): HOW CLOSE OTHERS MAY INFLUENCE DIET, EXERCISE, AND SELF-PERCEPTIONS
C. Veronica. Smith1, Julia A. Brunson2, Camilla S. Overup2, Mai-Ly Nguyen2, Sarah A. Novak1
1University of Mississippi; 2University of Houston; 3Hofstra University

Students completed measures assessing perceptions of body image, body dissatisfaction and sources of social control. Results indicate that parental social control was significantly associated with poorer body image and greater body dissatisfaction. Parents may have a greater influence on their child’s past, present, and future body perceptions and health-related behaviors.

C329
VOLUNTEERISM IS PROSPECTIVELY ASSOCIATED WITH PSYCHOLOGICAL WELL-BEING AND HYPERTENSION AMONG OLDER ADULTS
Rodlescia S. Sneed1, Sheldon Cohen1
1Carnegie Mellon University

We did a prospective analysis of the health effects of volunteerism in a 4-year follow-up of a representative U.S. sample of older adults. Volunteering 100 hours or more was associated with greater increases in well-being than found among non-volunteers. Volunteering 200 or more hours was associated with lesser hypertension risk.

C330
ALTERING GENETIC DISEASE RISK: WHO BELIEVES BEHAVIOR MATTERS?
Tammy K. Stump1, Lisa G. Aspinwall1, Rebecca L. Stoffel1
1University of Utah

To examine perceptions that behavior modifies genetic risk, we asked university students to estimate disease risk of targets with varying healthy and unhealthy behaviors modified risk estimates. Among participants with stronger beliefs that genes determine outcomes, health behaviors were less influential.
C331
DO WE CONTROL OUR OWN HEALTH? AN EXAMINATION OF THE ROLE OF HEALTH BEHAVIORS IN MEDIATING THE EXTRAVERSION-HEALTH LINK
Susan K. Whitbourne1, Catherine A. Sanderson2
1University of Massachusetts Amherst; 2Amherst College
We tested the role of health behaviors in mediating the links between personality and perceived health in an online survey of adults ages 18 to 84 (N = 705). Extraversion was positively associated with weekly exercise frequency, willingness to walk upstairs, alcohol use, and perceived current health, and negatively associated with

Psychophysiology/Genetics
C332
NEUROPHYSIOLOGICAL CORRELATES OF TASK ENGAGEMENT: SUSTAINED PROCESSING MODULATES THE LATE-positive
David L. Adams1, Philip A. Gable1
1The University of Alabama
The LPP is a neurophysiological evoked-response predominantly evoked with affective stimuli and thought to reflect motivated attentional engagement. We tested whether the LPP would be modulated by non-affective tasks varying in attentional engagement. Results indicate continued attentional engagement enhanced the sustained LPP in a manner consistent with task-irrelevant affective stimuli.

C333
CARDIOVASCULAR IMPLICATIONS OF POSTURE AND ENVIRONMENT
Jessica Cornick1, Debra Bunyan1, James Blascovich1
1UC Santa Barbara
This research examined whether posture and environment impacted cardiovascular responses. Cardiovascular responses were collected while sitting, lying, or lying while immersed in a virtual fMRI scanner. Lying while immersed induced cardiovascular reactivity profiles of threat while no significant differences in the non-immersed lying and sitting conditions were found.

C334
ANDROGEN RECEPTOR GENE AND ESTROGEN RECEPTOR BETA POLYMORPHISMS PREDICT PERSONALITY TRAITS AND SELF-ESTEEM IN MEN AND WOMEN
Lameese Eldesouky1, Laura R. Saslow2, Robb Willer1, Matthew Feinberg1, Katharine Clark1, Dacher Keltner1, Sarina R. Satum4
1University of California, Berkley; 2University of California, San Francisco; 3University of Colorado, Boulder; 4Oregon State University
This study explored implications of variability in the androgen receptor (AR) and estrogen receptor (ERß) genes, using self-report and genetic material. The AR gene was related to sociosexuality, extraversion, and aggression, while the ER gene was related to self-esteem. Results suggest that sex hormone variability may influence psychological factors.

C335
PSYCHOLOGICAL RESPONSES TO GENETIC TESTING FOR AN INHERITED CANCER SYNDROME: THE IMPACT OF FAMILY MEMBERS’ TEST RESULTS
Dina Eliezer1, Donald W. Hadley1, Laura M. Koehly3
1National Human Genome Research Institute
We examined how the family environment shaped psychological responses to genetic testing for an inherited cancer syndrome (Lynch syndrome). Overall, results suggested that participants who carried a cancer predisposing mutation experienced the most distress when a high proportion of their family did not carry a cancer predisposing mutation.

C336
EXAMINING THE BIO-PsyCHOLOGICAL BASIS OF MORALITY: STRESS AND DISGUST AS PRECURSORS TO PHYSICAL CONSERVATISM
Deshani B. Ganegoda1, Cynthia S. Wang2, Jayanth Narayanan2, Michael J. Zyphur1, Brian Nosek3, Gerald Koh3, David Koh2
1Australian National University; 2Oklahoma State University; 3National University of Singapore; 4University of Melbourne; 5University of Virginia
The present study investigated whether individuals’ levels of stress affect their sensitivity to disgust and their subsequent moral beliefs and attitudes. Results of two studies revealed that individuals’ levels of stress affect their sensitivity to disgust and their subsequent moral beliefs and attitudes, indicating a bio-psychological basis for individuals’ morality.

C337
IS THERE DIFFERENTIAL SUSCEPTIBILITY IN THE INFLUENCE OF BULLYING ON DEPRESSION? INFLUENCE OF THE GENETIC POLYMORPHISM 5-HTTLPR ON THE VICTIMIZATION-DEPRESSION LINK
Priya A. Iyer1, Jordan Irvin1, Kayleigh Chapman1, Maria Guameri-White1, Allyson Arana1, Lauri A. Jensen-Campbell2
1University of Texas at Arlington
Using a GxE approach, this study examined the influence of a genetic polymorphism in the serotonin transport gene (5-HTTLPR) on the victimization-depression link. For adolescents with the S/S/S,L variants, victimization was positively related to depression. No relationship between victimization and depression was found for children with the L,L variant.

C338
SATISFACTION WITH SOCIAL NETWORK SUPPORT MODERATES THE EFFECT OF DAILY SPOUSAL CONFLICT ON DIURNAL CORTISOL
Elizabeth Keneski1, Taylor A. Morgan1, Lisa A. Neff1, Timothy J. Loving1
1University of Texas at Austin
Newlyweds completed a measure of satisfaction with their social network support, reported daily marital conflict, and provided daily waking and evening saliva samples for assessing cortisol. Spouses who were more (versus less) satisfied with network support experienced healthier diurnal cortisol slopes on days in which they experienced greater marital conflict.

C339
NAME-LIKING AND SUBJECTIVE WELL-BEING: A TWIN STUDY
Yu L.L. Luo1, Huajian Cai1
1Institute of Psychology, Chinese Academy of Science
The genetic and environmental origins of the name-liking effect were investigated by comparing monozygotic and dizygotic twins. Individuals’ liking of their family name was moderately heritable, while their liking of their given name was environmentally determined. Furthermore, the preference for one’s own names predicted subjective well-being partly for genetic reasons.
Friday, January 18, 6:30 pm – 8:00 pm, Hall B-1

Poster Session D

Social Judgment/Decision-Making

D1
INTENTIONAL HARMs ARE WORSE, EVEN WHEN THEY'RE NOT
Daniel L. Ames1, Susan T. Fiske1
1Princeton University
A series of experiments demonstrates that people see intended harms as worse than unintended harms, even when the two harms are identical. This bias is observed for both objective and subjective harms, and when participants are financially incentivized to be accurate. The effect is fully mediated by blame motivation.

D2
PUNISHMENT OF PERCEIVED MORAL TRANSGRESSIONS IS DETERRED BY COSTS INCURRED: A DISCONFIRMATION OF THE MORAL IMPERATIVE HYPOTHESIS
Justin T. Aoki1, Dominic J. Packer1
1Lehigh University
It is commonly assumed that moral attitudes and judgments function as imperatives, driving behavior irrespective of consequences. Three experiments tested the imperative hypothesis by examining how pragmatic costs affect willingness to punish a perceived moral transgression. Across studies, punishment was deterred by high costs, thereby challenging the imperative hypothesis.

D3
LET THERE BE CHOICE: THE EFFECTS OF INCREASING CHOICE ON EMOTIONAL REGULATION AND DECISIONS TO DONATE
Nathaniel I. S. Ashby1, Stephan Dickert1, Andreas Glöckner1, Paul Slovic2
1Max Planck Institute for Research on Collective Goods; 2Decision Research
Does increasing the number of potential donation recipients affect emotional responses and the amount donated to a single self-selected recipient? Overall, the results suggest that cognitive resources influence when decisions are felt to be difficult, which in turn increases emotional regulation and pro-social behavior.

D4
FRAMING EFFECTS IN INTERTEMPORAL CHOICE
Maxim Babush1, Abraham M. Rutitch1
1spsp; 2California state University, Northridge
Two studies examined framing in intertemporal choice paradigms. In deciding between two products, participants in a loss frame were more likely to sacrifice present for future utility. In deciding between two life-saving programs, participants in a gain frame were more likely to sacrifice present for future utility.

D5
COLD BEHAVIORS RESULTS IN NEGATIVITY BIAS ONLY FOR MEN
Martin Backstrom1
1Lund University
The present research studied if personality ratings of men and women were affected by negativity bias to the same extent. It was found that cold behaviors resulted in a clear negativity bias for men, but this was not found for women, there was no difference for warm behaviors.

D6
APPLICATION OF NUTRITIONAL KNOWLEDGE AND CONSCIOUSNESS HELPS IN SELECTION OF FEWER CALORIES FROM A MOCK MENU
Ashley C. Baker1, Classen Natalie1, Quilici Jill1
1California State University, Northridge
We examined the relationships between total calories chosen from a mock menu and the following predictors: nutritional knowledge, application of that knowledge and awareness of such knowledge. Participants who utilized nutritional knowledge and were aware of applying it during their food choice subsequently selected fewer calories from the menu.

D7
MAKING SENSE OF AN UNJUST WORLD BY THREAT-REGULATORY AVOIDANCE OF MOTIVATED APPROACH OF INNOCENT VICTIMS
Michélle Bal1
1Department of Social Psychology, Utrecht University
Three studies revealed that a high BJW threat increased avoidance and decreased approach motivation toward a victim. Furthermore, inducing an avoidance motivation enhanced negative, defensive reactions toward innocent victims, whereas an approach motivation increased victim helping. Threat-regulatory avoidance motivation thus further specifies how people make sense of unjust events.

D8
WHEN IRRATIONAL PEOPLE THINK OTHER IRRATIONAL PEOPLE ARE RATIONAL
Claire E. Baxter1, Ian Newby-Clark1
1University of Guelph
Two studies assess the judgment of irrationality. The first study demonstrates that irrational people (low scorers on a logic quiz) judge other irrational people as more rational than rational people. The second study demonstrates that low scorers were less likely to attribute irrationality to a group of rational responders.

D9
BIOLOGY OR BAD CHARACTER? BRAIN SCAN IMAGES INCREASE DETERMINISM AND DECREASE MORAL ATTRIBUTIONS FOR CRIMINAL ACTS
Erica M. Beall1, Peter Meindl1, Ravi Iyer1, Jesse Graham1, John Monterosso1, Barry Schwartz2
1University of Southern California; 2Swarthmore College
Belief in free will versus determinism can be an important factor in attributions of moral responsibility. This research demonstrates that biological imagery (such as pictures of brain scans) can prime an implicit shift toward more deterministic judgments of human behavior, and demonstrates some consequences of this effect for moral judgments.

D10
ECONOMIC INDICATORS PREDICT CHANGES IN COLLEGE STUDENT OPTIMISM FOR LIFE EVENTS
Shane W. Bench1, Heather C. Lench1
1Texas A&M University
College students rated the likelihood of events in their future before, during, and after an economic recession. Changes in economic indicators predicted college student optimism about the length and quality of their futures. Optimism reduced during economic recession, but returned when at least one indicator showed signs of improvement.

D11
EFFECTS OF MORAL CONVICTIONS ON BIASED INFORMATION PROCESSING AND POLITICAL ENGAGEMENT - THE CASE OF THE VIOLENT VIDEO GAMES DEBATE
Jens Bender1, Tobias Rothmund1
1Universität Landau
To test whether moral convictions affect information processing, we conducted a randomized experimental study. In line with our hypotheses, moral convictions regarding harm/care enhanced the willingness to engage in political actions against violent video games, partly because of biased search for scientific evidence indicating detrimental effects of violent video games.
D12
IMPLAUSIBLE ANCHORS AND SHIFTING RANGES
Steven T. Bengal¹, Duane T. Wegener²
¹The Ohio State University
Increasingly extreme anchors (beyond reported highest possible target values) led to corresponding increases in target estimates. Extreme anchors also led to shifts in the perceived highest possible value for the target and general domain. These shifts in target and domain ranges independently mediated effects of extreme anchors on target estimates.

D13
THE EFFECTS OF COLLECTIVE APOLOGIES ON COLLECTIVE PUNISHMENT DEPEND ON ONE’S DESIRE FOR RETRIBUTION
Jacques Berent¹, Andrea Pereira¹, Juan Manuel Falomir-Pichastor¹
¹University of Geneva
In this experiment, we tested the moderating role of one’s desire for retribution on the effectiveness of collective apologies following an offense. As predicted, collective apologies reduced the desire to punish an offender’s group when participants’ desire for retribution was high and remained unsatisfied.

D14
DIFFERENCES IN RISK EVALUATION: A COMPARISON OF YOUNG ADULTS AND OLDER ADULTS
Emily Bonem¹, Phoebe Ellsworth¹, Richard Gonzalez¹
¹University of Michigan
Risk-taking differs based on group identities and risk domains. Using a sample ranging in age from 18-83, we found that young adults rated social risks as more risky and were less likely to engage in these behaviors while the opposite pattern occurred for health and ethical risks.

D15
DON’T TELL ME WHAT TO DO: PARSING APART THE INTRICACIES OF OTHER DECISION-MAKING
Jill A. Brown¹, Andrew L. Geers¹, Jason P. Rose¹, Heather M. Haught¹, Scott Brown¹, Molly Campbell¹
¹University of Toledo
Many decisions are made collaboratively; we give advice to others and are the recipient of such recommendations. The present investigation demonstrated that considering others in a decision can be beneficial when thinking about what a significant other would do. However, contemplating what others would recommend led to more detrimental outcomes.

D16
VALUE IS SHAPED BY UNSATISFIED DESIRE: THE INFLUENCE OF TRADEOFF RECALL ON UNRELATED DECISIONS
Stephanie M. Carpenter¹, Brian D. Vickers¹, J. Frank Yates¹
¹University of Michigan
Sixty-two participants recalled a prior tradeoff situation entailing the satisfaction of one value and the frustration of another value. This recall activated the frustrated values, thereby affecting decisions in irrelevant contexts. Results suggest current value is subject to the systematic influences of prior, unrelated value experiences.

D17
HARMING THE SELF; DEFILING ANOTHER: MORAL DOMAINS ARE DEFINED BY STRUCTURE NOT CONTENT
Aleksandr Chakroff¹, James Dungan², Liane Young²
¹Harvard University; ²Boston College
While moral domain exemplars have been identified (e.g., assault and incest), the defining properties of Harm and Purity violations have not been characterized. Two behavioral studies show that dyadic acts are judged like Harm violations, while self-directed acts are judged like Purity violations, regardless of the content of the act.

D18
COLOUR ME MORALLY: WHITE AND BLACK COLOURS INFLUENCE MORAL BEHAVIOURS
Eugene Y. Chan¹, Jing Wan¹
¹University of Toronto; ²
Three experiments demonstrate that exposure to white colours activates moral concepts and leads to “doing good”, but exposure to black colours activates immoral concepts and leads to “doing bad”. We build upon the moral meanings of colours and extend the associations towards understanding the consequences on cognition and behaviour.

D19
“I” VALUE COMPETENCE BUT “WE” VALUE SOCIAL COMPETENCE: THE MODERATING ROLE OF VOTERS’ INDIVIDUALISTIC AND COLLECTIVISTIC ORIENTATION IN POLITICAL ELECTIONS
Fang Fang Chen¹, Yiming Jing¹, Jeong Min Lee¹
¹University of Delaware
We distinguish social competence from intrapersonally oriented competence. We examine the influence of voters’ individualism/collectivism orientation on the roles of these two dimensions in predicting actual electoral outcomes. Perceived competence is more important for candidates in the U.S, whereas perceived social competence is more important for candidates in Taiwan.

D20
THE EFFECT OF SEX RATIO ON SAVING, BORROWING AND EXPECTED SPENDING
Jiale Chen¹, Cai Xing¹
¹Renmin University of China
By manipulating participants’ expectations of different sex ratios, the present study examined how sex ratio affects saving, borrowing and expected spending among Chinese population. The results showed that female-biased sex ratio decreased women’s desire to save and led women to expect men to spend more for their romantic partner.

D21
DECISION-MAKING FOR NEWNESS: FUTURE ME WILL BE BETTER THAN MYSELF TODAY
Jaeo Cho¹, Elke U. Weber¹, Sooyun Baik¹
¹Columbia University
This study examines how temporal distance affects decision-making about new products and people. We found that participants tend to take risks in trusting new people and trying new foods in the future. This research can contribute to understanding decision-making by exploring conflicts of values between temporally different selves.

D22
REGULATORY FOCUS AND MORAL HYPOCRISY
James F. Cornwell¹, Nora Gerien-Chen², E Tory. Higgins¹
¹Columbia University; ²Duke University
In our study, chronic prevention focus moderated the tendency for individuals to engage in moral hypocrisy — attenuating moral hypocrisy for self over other and exacerbating it for in-group over out-group. This suggests that distinct motivations underlie moral hypocrisy in favor of the self versus that in favor of one’s in-group.

D23
COUNTER-ATTITUDINAL REASONING AND DELAYED RESPONDING AS PREDICTORS OF POLARIZED POLITICAL JUDGMENTS
Daniel Corral¹, John Lurquin¹, Abraham M. Rutnick²
¹University of Colorado Boulder; ²California State University Northridge
Participants responded to a political dilemma. Some subjects provided arguments against their political ideology, whereas others did not; some subjects responded immediately, whereas some responded after a delay. Counter-attitudinal reasoning lead to more polarized judgments for subjects who decided immediately, but less polarized judgments when they decided after a delay.
D24  WHEN “NUDGE” COMES TO SHOVE: THE EFFECT OF DEFAULT POLICIES ON CHOICE CONSTRUAL
Shai Davida1, Thomas D. Gilovich1, Lee D. Ross2
1Cornell University; 2Stanford University

The effect of default options on choice is a well-established phenomenon. We propose that this effect can be explained by subtle changes in choice construal. Using organ donations as a case study we show how default policies affect what a choice means, not just how it is reached.

D25  PREFERENCE FOR RULE-BASED VS. DISCRETIONARY ALLOCATION SYSTEMS: A THREAT PERSPECTIVE
Rellie R. Derfier-Rozin1
1University of Maryland

In this work I show that the more people compare themselves with others, the less they are likely to prefer/choose discretionary allocation systems and are more likely to prefer rule-based allocation systems. I also document the role of status concerns and affiliation concerns in determining this preference.

D26  HOMOSEXUALITY IS NOT ON TRIAL: JURY DECISION MAKING IN SAME-SEX INTIMATE PARTNER SEXUAL VIOLENCE CASES
Nikoleta M. Despodova1
1John Jay College of Criminal Justice

The study examined the impact of homophobia, rape myth acceptance, and gender role attitudes on the perception of guilt in same-sex partner sexual violence cases. Results revealed that homosexual defendants were less likely to be found guilty than heterosexual male defendants. Homophobia was a significant predictor of not guilty verdicts.

D27  DETECTING THE TRUSTWORTHINESS OF NOVEL PARTNERS IN ECONOMIC EXCHANGE
Leah Dickens1, David DeSteno2, Cynthia Breazeal2, Jolie Baumann1, Jin Joo Lee2
1Northeastern University; 2Massachusetts Institute of Technology

Trust is important in economic exchange. With the use of a robot, this study found support for a set of nonverbal cues that impact perceived trustworthiness. Trustworthiness directly predicted expectations for the number of tokens the robot would give in an exchange and the number of tokens participants gave.

D28  NORMATIVE EXPECTATIONS AND PSYCHOLOGICAL MECHANISMS IN VALUATIONS OF HUMAN LIVES
Stephan Dickert1
1Max Planck Institute for Research on Collective Goods

A central question for philanthropists is how human lives should be valued. A descriptive model highlighting the role of different motivations and the conditions under which cognitions and emotions result in deviations from egalitarian normative valuations of human lives is discussed.

D29  THE PAIN OF KNOWING: THE PSYCHOLOGICAL BARRIERS TO MONEY MANAGEMENT
Grant E. Donnelly1, Ryan T. Howell2
1San Francisco State University

This study finds that happiness striving through material acquisition is most strongly connected to compulsive buying. This relation is mediated by poor cash and credit management. We discuss the potential ‘Pain of Knowing’ about one’s finances as a possible obstacle to perceived happiness gains through purchasing.

D30  EXPOSURE TO NATURE INCREASES COOPERATION IN A COMMONS DILEMMA
Raelyne L. Dopko1, John M. Zelenski2
1Carleton University

We examined whether nature exposure could increase cooperation in an environmentally themed commons dilemma (fishing). Participants were randomly assigned to view either a nature or urban video before engaging in the commons dilemma. Hypothesis was supported offering further insight into managing environmental resources more effectively.

D31  DO I TRUST WOMEN WITH SOCCER? THE IMPACT OF STEREOTYPES ON PERCEIVED INFORMATION VALIDITIES
Angela Dornough1, Andreas Glückner1
1Max Planck Institute for Research on Collective Goods

We investigate the influence of stereotypes in pairwise choice. Study 1 shows that objective cue validities are partially overwritten by gender information causing choice biases. Studies 2 and 3 reveal that previous stereotype activation increases these biases. Our results demonstrate that stereotypes influence cognitive processes unconsciously and against self-interests.

D32  EFFECT OF CONTEXT ON STIGMATIZING INFORMATION
Michael G. Dudley1, Eric A. Hall1
1Southern Illinois University Edwardsville

This study examined the effect of context on perceptions of stigmatization of individuals. Specifically, 176 participants were randomly assigned to view pictures of individuals represented as either athletic/anorexic, gay/straight, or professional/criminal. As predicted, individuals in each of the stigmatized conditions were rated less positively than those in the non-stigmatized conditions.

D33  CAN’T YOU TAKE A JOKE? THE BOUNDED IMPACT OF FUNNINESS ON MORAL JUDGMENTS
Birte Englich1, Barbara Stoberock1
1University of Cologne, Germany

In three studies we manipulated funniness independently of a given bullying act and assessed moral judgments. We found consistently more lenient moral judgments on the immoral act if funniness was induced. Most importantly, these effects only emerge if the immoral act does not involve clearly negative consequences for the victim.

D34  A GROUNDED APPROACH TO PERSPECTIVE-TAKING
Thorsten M. Erle1, Giti Bakhtiari1, Sascha Topolinski1
1University of Würzburg

It was tested whether perspective-taking within a social context is embodied. Participants were presented with legal cases. Perspective-taking was manipulated by turning stories to angles corresponding to different roles in court (e.g. judge), prompting participants to turn them around before reading. Sentences were modulated according to the assumed roles.

D35  SET-FIT EFFECTS IN CHOICE
Ellen RK. Evers1, Yoel Inbar2, Marcel Zeelenberg1
1Tilburg University

We show how the “fit” of an item with a set of similar items affects choice. A preference for sets with a better fit leads to predictable shifts when choosing between sets as opposed to individual items, sometimes even resulting in choices for inferior options over superior ones.
D36  
CLANDESTINE CRUELTY: COVERT RETRIBUTIVITY AND PUNITIVENESS TRAPS

Katrina M. Fincher1, Philip E. Tetlock1,2
1Department of Psychology, University of Pennsylvania; 2Wharton School of Business, University of Pennsylvania

Four studies indicate that covert punitiveness, when in response to sacred-value violations, can result in punishments deemed otherwise immoral. Studies additionally indicate that covert-retributivists slip into punitiveness traps – becoming more punitive in response to failures to punish, but not less punitive in response to failures to protect the falsely accused.

D37  
GENDER GAPS IN OVERESTIMATION OF MATH PERFORMANCE

Sarah A. Flores1, Heather C. Lench1, Jeffrey Liew1
2Texas A&M University

Men are more likely to pursue math-intensive STEM courses and careers than women. This investigation explored whether positivity bias contributes to this difference. The findings suggest that these gender gaps are not necessarily the result of women underestimating their abilities, but rather may be due to men overestimating their abilities.

D38  
POWERFUL AND FREE? - THE ROLE OF AUTONOMY AND SOCIAL CONTROL IN EXPLAINING POWER-EFFECTS ON CONTEXT INDEPENDENT THINKING

Georg Feerster3
1University of Wuerzburg

Autonomy and social control are two aspects of being powerful, that were shown to have diverging effects on a creativity task (generating context-independent items). Priming social control reduced context independence, whereas priming autonomy led to increased context-independence of the generated items.

D39  
SHARING BIASING INFORMATION WITH SELF VERSUS OTHERS: PREDICTING CHOICES FROM ANTICIPATED IMPACT AND BELIEF IN FREE WILL

James Friedrich1, Sarah Schroeder2
1Williamette University

We explored bias blind spot effects through information preferences and ratings of bias potential for materials in a hypothetical scholarship competition. Participants anticipated greater biasing effects and chose less information for others than for themselves. Belief in free will predicted less expected bias and greater information sharing only for others.

D40  
LANDSCAPES OF MORAL ATTITUDES

Anup Gampa1,2, Nathan L. Arbuckle1, William A. Cunningham1,2
1University of Virginia; 2The Ohio State University; 3Mind Research Network; 4University of Toronto

We extend the current research on personality correlates for preferences in moral perspectives to include various theories, not just Utilitarianism and Kantianism. Participants in the research indicate their preferences to various theories and complete a battery of personality measures. Results indicated that different moral philosophies resonated with different personality types.

D41  
COME ON BABY, DO THE LOCOMOTION: INFLUENCE OF PERCEIVED MOTION ON RESPONSIBILITY AND REGRET

Micah B. Goldfarb1, Lisa Libby1
2The Ohio State University

Emerging evidence demonstrates that the understanding of abstract social concepts is influenced by physical experiences. Participants identified a regretted life event and either moved through their environment or remained stationary (manipulated). As predicted, perceiving oneself as moving through one’s environment caused greater perceived responsibility and regret for one’s past behavior.

D42  
MORALITY IS NOT ALWAYS INTENTION-BASED: CONSTRUAL LEVELS INFLUENCE THE ROLE OF INTENTION IN MORAL JUDGMENT

Han Gong1, Douglas L. Medin1
1Northwestern University

By experimentally manipulating construal levels, we found that the role of intention in moral judgment is flexible depending on the level of construal. Although the intentionality judgment did not differ across two construal levels, it had greater effects on moral evaluations in the low-level condition than in the high-level condition.

D43  
THE BEAUTIFUL AND UNREALISTICALLY OPTIMISTIC: WHY PEOPLE WHO FEEL BEAUTIFUL ARE WORSE AT PLANNING

Margarita Gorlin1, Zixi Jiang2, Jing Xu2, Ravi Dhar1
1Yale University; 2Peking University

Boosting people’s perceptions of their physical attractiveness increases their optimism about their future life outcomes and susceptibility to the planning fallacy. An increase in self-confidence and a decreased focus on potential obstacles drive the tendency for participants who feel more beautiful to make overly optimistic predictions.

D44  
NARCISSISTS’ VIEWS OF NARCISSISTS

Andrew D. Grotzinger1, Phillipa Sands1, Harry Wallace1
1Trinity University

It is unclear how narcissists perceive narcissists. While narcissists could be drawn toward similar individuals, they might find their dispositions aversive in others. To test these competing hypotheses participants rated Facebook profiles reflecting high or low narcissism. Non-narcissists expressed dislike only for narcissists. Conversely, narcissists were generally critical of others.

D45  
PEOPLE DIFFERING IN LEVELS OF ANXIETY SHOWED DISTINCT BEHAVIOR PATTERNS AND ELECTROPHYSIOLOGICAL RESPONSES DURING SOCIAL DECISION-MAKING

Ruoei Gu1, Yi Luo2, Yue-jia Luo2, Huajian Cai1
1Institute of Psychology, Chinese Academy of Sciences; 2Institute of Brain and Cognitive Science, Beijing Normal University

We investigated the influence of anxiety on social decision-making. The ultimatum game paradigm was utilized with EEG recording. During the game, unfair offers (1) were more likely be rejected by high-anxious participants, and (2) elicited a larger feedback-related negativity in the high- than the low-anxious group.

D46  
TO FORGIVE OR NOT TO FORGIVE, THAT IS THE QUESTION: THE EFFECTS OF FORGIVING VS. UNFORGIVING ON REPENTANCE

Joshua R. Guilfoyle1, C. Ward Struthers1
1York University

The purpose of this research was to investigate the role of a victims’ preemptive forgiveness (forgive, revenge, grudge) and expression (implicit, explicit) in facilitating repentance from a transgressor. Two studies supported our prediction that implicit expressions of forgiveness and explicit expressions of unforgiveness are most effective relative to their counterparts.
D47
INVESTIGATION OF INDIVIDUAL DIFFERENCES IN ATTITUDE CHANGE OF WHITE PRIVILEGE: A MULTICULTURAL/PRIVILEGE TRAINING INTERVENTION
Nicole A. Hamilton1, Kerry S. Kleyman1
1Metropolitan State University
The current study seeks to measure the effects of an intervention on attitude changes toward White Privilege. Various media types were used and the effects were measured by a pre-test and post-test including Social Dominance Orientation. The results indicate that interventions can have positive effects on perceptions of privilege.

D48
IT’S NOT WHAT YOU DO, IT’S WHAT IT SAYS ABOUT YOU: FUNCTIONAL MORAL JUDGMENTS IN INFANCY
Kiley Hamlin1
1University of British Columbia
This talk will provide data from preverbal infants to support claims that fundamental to human morality is the tendency to diagnose individuals as friends or foes, rather than behaviors or outcomes as good or bad. These processes emerge within the first year of life.

D49
JUDGING A BOOK BY ITS WEIGHT: SCORING HIGH ON THE CRT CAN INCREASE INTUITIVE JUDGMENT
David J. Hauser1, Norbert Schwarz1
1University of Michigan, Ann Arbor
How do embodied priming effects differ by reflective vs. intuitive thought? Participants took the Cognitive Reflection Test (CRT) and evaluated the importance of a physically heavy vs. light book. Physical weight increased perceived importance for high-CRT participants, but influenced low-CRT participants only when supporting information was available.

D50
REEXAMINING LOW-PERFORMERS’ SELF AND SOCIAL ASSESSMENT ABILITY ON A GENERAL KNOWLEDGE TASK
Patrick R. Heck1, Joachim I. Krueger1
1Brown University
Low-performers, commonly thought to be severely lacking in skill assessment ability, accurately placed their own estimated performance below that of ‘the average person’ on a medium-difficulty trivia quiz. The effects of statistical regression on the accuracy of self- and social-perception processes are discussed.

D51
FEELING MORALLY SUPERIOR: ASYMMETRIC ASSESSMENTS OF MORAL CONFLICT FOR SELF AND OTHER
Chelsea Helion1, Erik Helzer2, Pizarro David1
1Cornell University; 2Wake Forest University
Three studies examined why individuals report being more moral than their peers, but not the first-person, perspective. Participants reported more conflict and slower progress for their own moral self-concept, measured by a moral IAT, negatively predicted as measured by the Behavioral Activation System questionnaire, contributing to one’s dishonest behavior: one’s reward sensitivity, and emotional response to a meaningful than meaningless loss when using the third-person, but not the first-person, perspective.

D52
SWEET REVENGE: PRIMING OF PARTICULARLY GUSTATORY SWEETNESS YIELDS METAPHOR-CONSISTENT SOCIAL JUDGMENTS
Jens H. Hellmann1, Deborah F. Thoden2
1Westfälische Wilhelms-Universität Münster; 2Helmut-Schmidt-Universität Hamburg
We tested the source concept of the metaphor of sweet revenge: Only after participants rated the sweetness of foods (vs. the sweetness of puppies), a particularly vengeful action (vs. an otherwise motivated aggressive act) was evaluated more positively. The results indicate the grounded nature of idiomatic metaphors.

D53
MORALIZATION, RISK PERCEPTION, AND SMOKING CESSATION AMONG DANISH AND U.S. SMOKERS
Marie Helweg-Larsen2
1Dickinson College
Representative and longitudinal samples of US and Danish smokers showed that moralization (@T1) was a stronger predictor of change in perceived risk (@T2) rather than the reverse. Furthermore for Danes (but not effects for Americans) moralization (@T1) and risk perception (@T1) predicted smoking behaviors (@T2) but not quitting intentions (@T2).

D54
ON FOREGONE CONCLUSIONS: A SELF/OTHER ASYMMETRY IN DECISION-MAKING PROGRESS
Erik G. Helzer1, David Dunning2
1Wake Forest University; 2Cornell University
Decision-makers often arrive at decisions after much doubt and deliberation. Observers may feel they can predict a target’s decision with great certainty, seeing it as a foregone conclusion. In two studies, participants reported more conflict and slower progress for their own decisions than for the decisions of a close friend.

D55
WHEN CHANGING THE FONT CHANGES YOUR MIND: DISFLUENCY REDUCES THE CONFIRMATION BIAS
Ivan Hernandez1
1University of Illinois, Urbana-Champaign
Two studies demonstrate that increasing processing difficulty (disfluency) can reduce the confirmation bias by promoting careful analysis. People become more moderate in their judgments about political issues and court verdicts after reading relevant information in a disfluent format. These effects are eliminated under cognitive load supporting an analytic processing explanation.

D56
WHEN MEANING MATTERS: VISUAL PERSPECTIVE MODERATES THE IMPACT OF THE MEANINGFULNESS OF COLLEGE SPORTS OUTCOMES ON AFFECTIVE FORECASTS
Karen A. Hines1, Lisa K. Libby1
1Ohio State University
Participants adopted an internal first-person or external third-person visual perspective (manipulated) to visualize themselves watching a sports game with a meaningful or meaningless (manipulated) outcome. As predicted, participants forecasted a stronger negative emotional response to a meaningful than meaningless loss when using the third-person, but not the first-person, perspective.

D57
REWARD SENSITIVITY AND MORAL SELF-CONCEPT PREDICT DISHONEST BEHAVIOR
Xiaqing Hu1, Narun Pomppattananangkul1, Robin Nusslock1, Galen Bodenhausen1
1Psychology Department, Northwestern University
The present study documented the individual differences that contribute to one’s dishonest behavior: one’s reward sensitivity, as measured by the Behavioral Activation System questionnaire, positively predicted the dishonest behavior. Moreover, participants’ moral self-concept, measured by a moral IAT, negatively predicted one’s dishonest behavior.

D58
ALTERING THE CREDIBILITY OF A WEBSITE’S INFORMATION: THE SECONDARY SOURCE’S IMPACT
Gregory M. Hundt1
1High Point University
Credibility ratings of information based on the type of website and whether it was a primary source or a secondary source were examined.
A news website reporting information coming from a blog increases the credibility of the information. A blog reporting a news website’s information decreases the information’s credibility.

**D59**
**THE EFFECTS OF TRANSIENT PHYSICAL WARMTH AND SOCIAL COMPARISONS ON FAIRNESS DECISIONS IN THE ULTIMATE GAME**

Russell R. Hutter1, Simon Knight2, Alice Gilroy3, Daniel Gordon1, Emma Ropson1, Colin Lever2
1University of Leeds; 2University Of Durham

Briefly holding a hot cup increased acceptances of unequal offers and biased decision-making ease (e.g., after hot-priming, the quickest decision was an acceptance; after cold-priming, a rejection). Responders were averse to low relative stand (social comparison), increasing likelihood to reject offers when proposers reportedly offered more to other responders.

**D60**
**ASSESSING RISKY SEXUAL BEHAVIOR IN COLLEGE STUDENTS: A STUDY OF CONDOM USE AND SEXUAL PARTNER STYLE**

Heather R. Hyman1
1Illinois State University

This study looked at why college students would be perceived not to use condoms across various relationship types (hookups, friends with benefits, and committed relationships) using a vignette survey method. Participants assessed a couple's likelihood of regret, STI or pregnancy likelihood, and reasons for not using condoms.

**D61**
**SEX, LIES, AND POWER: DIFFERENCES IN THE WAY WOMEN ARE GIVEN FEEDBACK MAY CHANGE HOW THEY ARE PERCEIVED**

Lily E. Jampol1, Vivian Zayas1
1Cornell University

Telling an altruistic lie to a subordinate in an asymmetrical power relationship may change the teller’s judgments about the target of the lie depending on the target's gender, the type of feedback given, and the participant’s beliefs about women in the workplace.

**D62**
**FROM LEARNING TO DOING: THE EFFECTS OF EDUCATING INDIVIDUALS ON THE PERSERVATIVENESS OF BIAS**

Jennifer A. Joy-Gaba1, Brian A. Nosek2
1Virginia Commonwealth University; 2University of Virginia

The “bias blind spot” (Pronin & Kugler, 2007) suggests that individuals more easily recognize bias in others than themselves. This study investigated whether providing experiential education could shift beliefs about bias. Results suggest that the education caused participants to agree more that bias is pervasive and can occur automatically.

**D63**
**DOES PROBABILITY SHAPE MORAL DECISIONS? PROBABILITY AS PSYCHOLOGICAL DISTANCE**

Haesung Jung1, Eun-Kyoung Chung2, Young Woo Sohn1
1Yonsei University; 2Baekseok University

This study investigates the effect of probability on moral decisions. The difference between the two probability conditions was examined through independent samples t-test. Results indicate people base their decisions on general moral principles for highly unlikely moral event while consider situational costs and benefits when the event is highly likely.

**D64**
**THE INFLUENCE OF EMBODIED CUES ON CONFIRMATORY HYPOTHESIS TESTING**

Devin B. Karbowicz1, Jesse Chandler1
1Princeton University

Replicating earlier research, participants pursued confirmatory strategies when different hypotheses were presented through linguistic means. In contrast, the experience of temperature did not lead participants to pursue confirmatory strategies. Thus, it appears that confirmatory hypothesis testing is not a mechanism underlying embodied cognition.

**D65**
**UNCONSCIOUS THOUGHT OR DIFFERENCES IN ACCESSING MEMORY: AN INVESTIGATION**

Andrew Karpinski1, Ross B. Steinman2
1Temple University; 2Widener University

We investigated whether or not effects attributed to unconscious thought might be due to differences in how information is accessed from memory. Based on our results, we argue that effects attributed to unconscious thought may be due to differences in how information is accessed from short terms vs. long-term memory.

**D66**
**TELLING OTHERS TO BE TOUGH: HOW AND WHY ADVISORS URG ACTORS TO BE ASSERTIVE**

Kathleen A. Kennedy1, Daniel R. Ames1
1Columbia University

Utilizing multiple methodologies (scenario study, ultimatum game, and recall study), we argue that advisors often urge actors to be more assertive than actors would be themselves. This gap emerges because actors are relatively more focused on anticipated experience (including embarrassment) whereas advisors are relatively more focused on outcomes or gains.

**D67**
**WHAT MOTIVATES YOUR GREEN BEHAVIOR DETERMINES YOUR MORALITY**

Zhi Ao Mark Khei1
1Nanyang Technological University, Singapore

Present study showed that motives underlying buying green products (environmental versus economic) mediated the effects of moral licensing. It was found that participants cheated more and donated less when they purchased green products under the environmental perspective than when they purchased green products under the economic perspective.

**D68**
**ATTRIBUTION OF MORALITY: RACE OF THE TARGET INDIVIDUAL**

Irina Khusid1, Jonathan Cooke2, Liam McMahon3
1East Stroudsburg University; 2Mississippi State University; 3New Mexico State University

The present study looked at the attribution of morality pertaining to intentions and dispositional versus situational attributions, as perceived by observers of particular behavior(s). The data supported the hypothesis that race would be a significant factor in morality attribution F(2,150) =18.104, p< .01.

**D69**
**WHAT INFLUENCES THE DECISION IN ANTI-COMMONS DILEMMAS?**

Bora Kim1, Craig D. Parks1
1Washington State University

In an anti-commons dilemma, it was found that owners made a significantly higher bid than those who wish to use the resource. The more potential users, the higher bids were offered. When incidental emotions were elicited, angry people tended to bid the highest amount, while sad people bid the lowest.

**D70**
**THE FAIRNESS PREMIUM IN SOCIAL EVALUATION**

Nadav Klein1, Nicholas Epley1
1University of Chicago

In a series of experiments, we find that people evaluate selfish behavior very negatively, but do not evaluate extremely generous behavior more positively than merely fair behavior. This asymmetry appears to emerge because of a premium given to fair actions, rather than a disregard for generosity.
D71  
"LIAR, LIAR, WORDS ON FIRE": LINGUISTIC CHARACTERISTICS OF DECEPTIVE COMMUNICATION
Katy L. Krieger1, Frank J. Bernieri1  
1Oregon State University

We tested the hypotheses that lies should contain fewer first person pronouns (e.g., I and me), more negative emotion words (e.g., guilt and hate), and be less complex. Results confirmed our prediction that these effects would be moderated by whether or not the liar prepared their statements in advance.

D72  
CONSTRUAL LEVEL AND CATEGORY WIDTH: LINGUISTIC CUES INFLUENCE THE RANGE OF ATTRIBUTE VALUES ASCRIBED TO AN OBJECT
Tobias Krüger1, Klaus Fiedler1  
1University of Heidelberg

Two studies investigated how construal level affects the formation of mental representations via linguistic cues. In particular, we assessed how the range of attribute values associated with a stimulus (category width) varies as a function of construal level.

D73  
THE MINORITY ISN'T BAD - THE MAJORITY IS BETTER! EVIDENCE FOR NOISY AGGREGATION BUT NOT ATTENTION SHIFT IN ILLUSORY CORRELATIONS
Florian L. W. Kutzner1, Klaus Fiedler2  
1Warwick Business School; 2University Heidelberg

In real life, learning about social groups is a noisy category-learning process. We present four studies that provide evidence for noisy learning to be sufficient and necessary for illusory correlations to develop. Illusory correlations disappear when reducing noise and the stick-out property of rare information cannot account for our data.

D74  
THE FRAMING OF GAINS AND LOSSES FOR SOCIAL VALUE ORIENTATION RESPONSES
Jared L. Ladbury1, Verlin B. Hinsz2  
1North Dakota State University

Gain-framed SVO questions are expected to lead to more cooperative choices compared to loss-framed questions. Contrary to predictions, gain-framed questions were shown to lead to more competitive choices and loss-framed questions led to more cooperative choices. Question frame is shown to have important implications for cooperative-competitive social value choices.

D75  
DISCREPANCY DETECTION AS A MEASURE OF INTUITIVE PERFORMANCE
Talya Lazerus1, Heather C. Lench2  
1Carnegie Mellon University; 2Texas A&M University

This study offers a potential measure of intuitive performance and insight into people’s ability to detect a variety of discrepancies. Findings suggest that intuitive processing is reflected in the ability to detect discrepancies. Results demonstrate how isolating changes in facial features and emotional expressions impact detection ability.

D76  
RAINMAKERS: WHY BAD WEATHER MEANS GOOD PRODUCTIVITY
Francesca Gino1, Brad Staats2, Joa J. Lee1  
1Harvard University; 2University of North Carolina Chapel Hill

Drawing on cognitive psychology research, we propose that bad weather increases individual productivity by eliminating potential cognitive distractions resulting from good weather. When the weather is bad, individuals may focus more on their work rather than thinking about activities they could engage in outside of work.

D77  
THE EFFECT OF PRICE ON PREFERENCE CONSISTENCY OVER TIME: VALUE-SEEKING TENDENCY SHIFTS CONSUMER FOCUS FROM CONSTRAINTS TO BENEFITS
Kelly K. Lee1, Min Zhao2  
1Washington University in St. Louis; 2University of Toronto

Prior research has shown that individuals have inconsistent preferences over time due to their increasing sensitivity to their constraints as time draws near. We propose that highlighting price information induces consistent preferences over time because price shifts individuals’ focus from short-term constraints to long-term benefits in the near future.

D78  
THE ROLE OF AFFECT IN THE MORAL-CONVENTIONAL DISTINCTION
Sydney M. Levine1, David Rose1  
1University of California, Irvine

We provide evidence that the moral-conventional distinction is driven by an affective mechanism, in support of Shaun Nichols’s “sentimental norms” theory. We explain why the recent results of Daniel Kelly and colleagues, which seem to suggest otherwise, are mistaken.

D79  
BIASED ASSIMILATION AND THE EXPERTISE PARADOX: IS IT KNOWLEDGE OR SELF-PROCLAIMED KNOWLEDGE THAT COUNTS?
Brittany S. Liu1  
1University of California, Irvine

Biased assimilation of information was measured across three issues and was regressed on several types of knowledge. Self-perceived knowledge was the only one that predicted greater biased assimilation. The more participants believed they knew about an issue, the more they preferred evidence confirming and discredited evidence disconfirming their pre-existing beliefs.

D80  
OVER THE THRESHOLD: THE INFLUENCE OF ATTITUDES ON TRANSLATION OF GUILT RATING TO VERDICT
Sara M. Locatelli1  
1Department of Veterans Affairs, Hines, IL

Jurors weight many factors in reaching a verdict; attitudes may alter the translation of continuous guilt ratings into verdicts. Participants reported legal attitudes, read a trial transcript, and assigned verdicts and continuous guilt ratings. Results suggest how one translates a continuous rating into verdict depends on beliefs about reasonable doubt.

D81  
MORAL JUDGMENT OF DANGER POSED TO OTHERS BY DRIVING BEHAVIOR: NOT SIMPLY A MATTER OF RISK
Nathaniel L. Mann1, Abraham M. Rutchick1  
1California State University, Northridge

This study investigated whether ignoring risks posed by normal driving is important in enabling normal driving to be considered morally non-problematic by having participants assess a normal driving scenario before and after assessing a blameworthy scenario of explicitly equal risk (a drunk driving scenario), preventing participants from ignoring the risk.

D82  
A SOCIAL-COGNITIVE ACCOUNT OF GENDERED MIND PERCEPTION AND THE SEXUAL DIVISION OF MORAL LABOR
Garrett Marks-Wilt1  
1University of Missouri-Columbia

Results of two experiments suggest mental capacities (agency and experience) are disparately ascribed to men and women (respectively). Perceived differences in mental capacities, we speculate, could amount to a pre-attributional bias and support disparate moral
perceptions of men and women—specifically, perceptions of men as agents and women as patients.

**D83**

**CAN BODY POSTURE INFLUENCE GLOBAL VERSUS LOCAL PROCESSING STYLES?**

Keisuke Matsuoka, Makoto Numazaki, Kazuki Hiramatsu, Natsuno Ichinose, Hrukaouchi,  
1Tokyo Metropolitan University

We examined whether body posture could influence global versus local processing styles. We found that participants who looked up the display showed decided global features faster and that participants with high promotion focus decided global features faster than local ones. We discussed the relationship between body posture and regulatory focus.

**D84**

**THINGS SEEM LESS FAIR FROM UP HERE: PROXIMITY TO A STANDARD AFFECTS PERCEPTIONS OF FAIRNESS**

Alexander McBratney, Patricia Chen, Stephen M. Garcia  
1University of Michigan, Ann Arbor

We hypothesized that proximity to a standard intensifies negative attitudes towards outcome inequality. Three studies showed that highly ranked individuals tend to perceive more unfairness, get more upset, and are less satisfied than their immediately ranked counterparts when an injustice has been done to them.

**D85**

**BAD ACTIONS OR BAD OUTCOMES? DIFFERENTIATING THE AFFECTIVE CONTRIBUTIONS TO MORAL CONDEMNATION OF HARM**

Ryan M. Miller, Ivar A. Hannikainen, Fiery A. Cushman  
1Brown University; 2University of Sheffield

The affect underlying moral condemnation of harm may stem from consideration of the victim’s pain (“outcome aversion”) or one’s aversion to performing the action itself (“action aversion”). In the context of dilemmas that require harming one to save many, we find only action aversion to be uniquely predictive of condemnation.

**D86**

**A LIFE-HISTORY THEORY APPROACH TO OPTIMISTIC AND PESSIMISTIC BIASES**

Chiraag Mittal, Vladas Griskevicius  
1University of Minnesota

Two experiments provide evidence that people show optimistic and pessimistic biases predictably under resource scarcity threats depending on their life history strategies. Specifically, slower strategists under duress tend to become more optimistic about their future financial well-being, whereas faster strategists tend to become more pessimistic.

**D87**

**DOUBTING YOUR DOUBT TO PRODUCE CONFIDENCE**

Josh S. Moncrief, Aaron Wichman  
1Western Kentucky University

When people are exposed to doubt, it affects their behavior, thoughts, and feelings. Exposure to two sources of doubt sequentially can produce decreased levels of uncertainty. Does this double doubt induction allow people to “doubt their doubt?” Results help to further the understanding of self-doubt and offer clinical applications.

**D88**

**SELECTIVE TESTING OF POSSIBLE CAUSES OF RELATIONSHIP PROBLEMS: EFFECTS ON TREATMENT INTENTIONS**

Shannon M. Moors, David M. Sanbonmatsu, Justin B. Hill, Arwen Behrends, Bert N. Ichino  
1University of Utah

In explaining their relationship woes, participants overestimated the responsibility of the possible cause they were randomly assigned to judge. They subsequently reported stronger intentions to treat the judged cause than alternative causes of their relationship problems, indicating that the selective consideration of the cause biased their personal treatment plans.

**D89**

**THE DUAL EFFECT OF MIRRORS: INCREASING PROSOCIAL AND SPITEFUL BEHAVIOR**

Jayanth Narayanan, Kenneth Tai, Cynthia S. Wang, Madan Piltula  
1National University of Singapore; 2Oklahoma State University; 3London Business School

We examine how increasing self-awareness using mirrors may affect decisions in economic resource allocation games. Our findings suggest that when self-awareness is heightened, increased attention to moral standards may lead to contradictory outcomes in different contexts: in one situation, increasing pro-social behavior and in another situation, increasing spiteful behavior.

**D90**

**WHEN YOU LOOK AT ME I loose MY METACOGNITION: THE EFFECT OF PUBLIC- VS. PRIVATE- SELF-AWARENESS ON METACOGNITIVE BIASES**

Tom Noah, Yaacov Schul, Ruth Mayo  
1The Hebrew University of Jerusalem, Israel

Previous research demonstrates that public self-awareness increases judgmental biases. We suggest that this is true for content-based biases, while biases that are based on processing-experience would be reduced. Two experiments demonstrate that metacognitive biases, based on processing experience (ease-of-retrieval and processing fluency), are reduced in public—compared to private—self-awareness.

**D91**

**SOCIAL COMPARISON AND ULTIMATUM GAME**

Nobutoshi Okubo  
1Toyo University

We examined the relation between comparative mindsets and ultimatum game. First, participants induced to focus on superior or inferior target. After the comparative mindsets manipulation, participants performed the ultimatum game with the anonymous other. Results revealed that a superior target focus led to accept disadvantageous proposals.

**D92**

**DEACTIVATION BY UNPRIMING: DOES DECREASE OF INFLUENCE MEAN LOWERING OF ACTIVATION LEVEL?**

Lay See Ong, Yuk-yue Tong, Jolene H. Tan  
1Singapore Management University

Sparrow and Wegner’s (2006) unpriming refers to the reduction of influence after expression of primed knowledge. Yet, target word recognition was quicker after unpriming (vs. no unpriming) in a lexical decision task, suggesting that unpriming effects are unlikely to be due to lowered activation level of the primed knowledge.

**D93**

**THE ROLE OF UNIQUENESS EXPRESSION IN THE EFFECTS OF CHOOSING**

Erika A. Patall, Ariana Crowther, Scott Trimble  
1The University of Texas at Austin

This study investigated whether defining one’s self as unique is required for choices to have motivational benefits. Results suggested that choosing enhanced motivation only when participants believed that their choices were moderately unique. Choosing selections perceived to be highly or not at all unique was no different than not choosing.

**D94**

**BLAME AS “RIGGED” DEDUCTION: BIASING CAUSAL MECHANISMS TO IMPLICATE DISLIKED TARGETS**

Elise J. Percy  
1Indiana University

This work showed the role of bias in constructing blame: specifically, perceiving how a scoring procedure had weighted speed and accuracy for a task at which a (fictitious) team had performed poorly.
Participants' intuitions about the program's speed/accuracy weighting rules served to implicate the disliked player in the team's failure.

D95
CHARITY REALLY DOES BEGIN AT HOME: GEOGRAPHICAL DISTANCE AND ORDER OF CONTRIBUTION OPTIONS AFFECT CHARITABLE DONATIONS
Apolinar Perez1, Erin Burgoon1, Marlone Henderson1
1The University of Texas at Austin
The present research investigated whether geographical distance of requestors and presented order of contribution options (i.e., a one-time payment or spread out over several months) influences charitable giving. Participants were least likely to donate to geographically distant requestors who gave the option to spread the contribution over several months first.

D96
WHEN CONSIDERING ALTERNATIVES TO ANTICIPATED REALITIES INFLUENCES AFFECT AND PERFORMANCE: A PREFAC TUAL POTENCY ANALYSIS
John V. Petrocelli1, Catherine E. Seta1, John J. Seta1
1Wake Forest University; 2University of North Carolina, Greensboro
Prefactual thoughts are mental simulations of alternatives to anticipated realities. We propose that the "if likelihood" × "then likelihood" interaction (i.e., prefactual potency) determines the influence of prefactuals. Two experiments demonstrate that potency plays a causal role in determining the effects of prefactual thought on anticipated negative affect and performance.

D97
WHO CARES ABOUT HARMLESS NORM VIOLATIONS? DEONTOLOGISTS DO
Jared R. Piazza1,2, Paulo Sousa2
1University of Pennsylvania; 2Queen’s University Belfast
People differ in their judgments of harmless norm violations. Current models explain this variation in terms of intuitive-vs.-reflective cognitive styles, or sensitivity towards strong emotion (e.g., disgust). We demonstrate, among American and Indian participants, that differences in “deontological commitment” (how strictly a person applies moral rules) better explain this variation.

D98
THAT CERTAIN SOMETHING! FOCUSING ON SIMILARITIES REDUCES JUDGMENTAL UNCERTAINTY
Ann-Christin Posten1, Thomas Mussweiler1
1University of Cologne
We demonstrate that similarity-focused (vs. dissimilarity-focused) comparisons reduce judgmental uncertainty. In two judgmental tasks using either certainty-indications (Study 1) or betting behavior (Study 2) as certainty-measures, similarity-focused comparisons reduced uncertainty more than dissimilarity-focused comparisons. Moreover, after being primed with uncertainty (vs. certainty) participants spontaneously focused more on similarities (Study 3).

D99
EFFECT OF SOCIAL STRESS AND TESTOSTERONE ON REACTIONS TO UNFAIRNESS IN THE ULTIMATE GAME
Smrithi Prasad1, Jayanth Narayanan1, Vivien K.G. Lim1, Pranjal H. Mehta1, Gerald Koh1, David Koh1
1National University of Singapore; 2University of Oregon
We examined how stress moderates the relationship between testosterone and reactions to social provocation (during the presentation of unfair offers) in the Ultimatum Game. Consistent with our predictions, testosterone was positively related to rejection of unfair offers in the no-stress condition, but this effect was suppressed in the stress condition.

D100
THE EFFECT OF VOICE ON THE TENDENCY TO CATEGORIZE
Devon Proudfoot1, Aaron C. Kay1, Kees van den Bos1, Allan Lind1
1Duke University; 2Utrecht University
Giving people the opportunity to voice their opinions has been lauded as leading to positive outcomes, yet recent social cognitive theory suggests one potential negative consequence of voice. Two studies suggest that voice may lead to an increased reliance on categorical information when making judgments about social and non-social stimuli.

D101
NOT GETTING STUCK IN THE PAST: THE ROLE OF POSITIVE AFFECT AND REDEEMABILITY OF PRIOR INVESTMENT IN SUNK COST BIAS
Jin Seok Pyone1, Kyle Emich2
1Cornell University; 2Fordham University
Four studies examined the influence of positive affect on sunk cost bias involving monetary, time, and behavioral effort investment. Results suggest that mild positive (vs. neutral) affect reduces sunk cost bias by helping people see the functional relationship between previously incurred investment (sunk cost) and its influence on future returns.

D102
DIFFERENT VOICES: GENDER DIFFERENCES IN REASONING ABOUT THE LETTER VERSUS THE SPIRIT OF THE LAW
Victor D. Quintanilla1, Jennifer LaCosse2
1Indiana University, Bloomington; 2Florida State University
An experiment examined gender differences in legal decision-making and found that, when solving certain legal problems—where the letter and spirit of the law conflict—women and men judge rule violations differently. Implications of this difference and its relation to gender differences in Relation-Interdependent Self-Construal (Cross, 2000) are discussed.

D103
THE COUNTDOWN IS ON: INFLUENCE OF TEMPORAL DISTANCE ON RUNNERS’ RISK ESTIMATES
Martina Raue1, Bernhard Streicher1, Eva Lermer1, Dieter Frey1
1Ludwig Maximilian University Munich
In a field study we demonstrated that runners’ subjective risk estimations of running-related risks change with the point in time of asking. Risk estimates for injuries increase with the run coming closer and are highest after the run. The influence of construal level and action mode are discussed.

D104
HIGHER ATTENTIONAL CONTROL DOES NOT HELP JUDGMENTS REACHED IN THE DELIBERATION-WITHOUT-ATTENTION PARADIGM: SUPPORT FOR AN UNCONSCIOUS THOUGHT INTERPRETATION
Andrew M. Rivers1,2, Erin R. Yosai2,3, Ian M. Handley1, Keith A. Hutchison1, Kristi Stefani1, Shane Close1,2, Donald J. Riemer1
1Montana State University; 2University of Montana; 3University of Toledo
In contrast to several cognitive accounts, Unconscious Thought Theory asserts that unconscious processes generate sound judgments while conscious processes are distracted, without controlled attention. Consistent with this, participants in a reported experiment made normatively sound ratings following distraction relative to other conditions, yet attentional control did not assist these judgments.

D105
WHY DO CONSERVATIVES AND RELIGIOUS INDIVIDUALS MAKE MORE SEVERE MORAL JUDGMENTS? MEDIATING EFFECTS OF DEONTOLOGICAL AND UTILITARIAN BELIEFS
Jeffrey S. Robinson1, Jason E. Plaks1
1University of Toronto
The effect of political orientation on moral judgment was mediated by higher deontological beliefs and lower utilitarian beliefs. The effect of intrinsic religiosity on moral judgment severity was mediated by...
deontological beliefs only. These findings help to explain the different ways that political orientation and religiosity influence moral judgment.

D106
COMPARATIVE OPTIMISM, EGOCENTRISM, AND EVENT SKENNESS
Jason P. Rose¹
¹University of Toledo

Recent evidence suggests that people rationally show better-than-average effects most when the underlying distribution is skewed (i.e., most people are skilled and a few are unskilled). However, results from two studies on comparative optimism suggest this is primarily true for direct (vs. indirect) measures and support an egocentric-processes account.

D107
COMMUNICATING CONVITION: THE ADVANTAGE OF DEONTOLOGICAL EXPRESSIONS OF DISAPPROVAL FOR VIOLATIONS OF PURITY AND HARM
Pascale Sophie Russell¹, Jared Piazza²
¹University of Kentucky; ²University of Pennsylvania

We tested whether deontological expressions of disapproval communicate more moral conviction than consequentialist-framed expressions, and whether this advantage is stronger for violations of purity than for harm. As predicted, deontological expressions communicated more conviction than utilitarian and consequentialist expressions, and more conviction for transgressions of purity than for harm.

D108
DISADVANTAGE AS MORAL LICENSE
Daniel A. Rynn¹, Joseph Vandello¹
¹University of South Florida

Participants, operationalized as underdogs through a manipulation in which they experienced an unfair disadvantage in an implied competition, were more likely to experience moral licensing, expressed in the form of cheating on an unrelated task, than those participants who were allowed to complete the implied competition without disadvantage.

D109
DECIDING WHETHER TO DECEIVE: DETERMINANTS OF DECEPTIVE VS. HONEST COMMUNICATION PREFERENCES
Kayo Sakamoto¹, Tei Laine¹, Ilya Farber¹
¹Institute of High Performance Computing, A*STAR, Singapore

We use everyday scenarios of deceptive communication in order to assess subjects’ sensitivity to different levels of cost, benefit, and risk. From three composite determinants extracted from factor analysis, we found that their relative strength differs for loss- vs. gain-focused scenarios, and the subjects’ sensitivity profiles fall into three clusters.

D110
JUDGING HARM DEPENDS ON IDEOLOGY AND PROCESSING EFFORT
Matthew A. Sanders¹, Evan Balkcom¹, Wyatt Anderson¹, Martin L. Leonard¹
¹University of Georgia

Liberals and conservatives reported the same amount of harm in transgressions when responding with their first impression. When induced to consider their second impression, liberals reported less harm. Thus, the tendency for liberals to respond to transgressions more benignly than conservatives appears only when liberals process beyond their initial impression.

D111
THE MYTH OF HARMLESS WRONGS: ALL IMMORALITY IS ROOTED IN PERCEIVED HARM
Chelsea Schein¹, Kurt Gray¹
¹University of North Carolina, Chapel Hill

Moral typologies (e.g., Moral Foundations Theory) are inspired by the persistent perceived immorality of harmless acts. We suggest, however, that objectively harmless acts remain subjectively harmful, and morality is unified by perceived harm. Such perceived harm is not limited to Liberal post-hoc justification, but exists both implicitly and for Conservatives.

D112
THE “NUTRITIONISM” EFFECT: PRIVILEGING NUTRIENTS OVER THE FOODS THAT CONTAIN THEM
Jonathon P. Schultd¹, Adam R. Pearson²
¹Cornell University; ²Pomona College

Exploring diet’s role in impression formation, targets were deemed less vulnerable to diet-related diseases (e.g., heart disease, cancer) when described as eating nutrients (potassium, iron) versus whole foods that contain them (bananas, spinach). This “nutritionism” effect was more pronounced when psychologically near (versus distant) targets were judged by health-conscious eaters.

D113
FAULTLESS GODS: WHEN AND WHY DEITIES ARE EXEMPT FROM BLAME
Shane Schweitzer¹, Kurt Gray²
¹University of Maryland, College Park; ²University of North Carolina, Chapel Hill

What moral agents exempted from blame? Experience suggests that certain supernatural beings (e.g., the Christian God) are not blamed for letting people come to harm. Two studies document this effect and provide an explanation based upon mind perception: God is seen to be both benevolent (motivated) and supremely agentic (capable).

D114
THE EFFECT OF CONSTRUAL LEVEL AND TEMPORAL DISTANCE ON ANALOGICAL THINKING
Oren Shapiro¹, Nira Liberman¹
¹Tel-Aviv University

Analogical thinking involves perceiving relational similarities across contexts and using them in reasoning and learning. We report four studies that supported the prediction that a high level (vs. a low level) of construal and temporal distance (vs. proximity) promote analogical thinking.

D115
APPLYING CONSTRUAL LEVEL THEORY TO THE DISTINCTION BETWEEN PROXIMAL AND DISTAL SENSES: THE EFFECT OF TASTING VS. SEEING ON ESTIMATION OF SPATIAL AND SOCIAL DISTANCE
Ayelet E. Shpizaizen¹, Nira Liberman¹
¹Tel-Aviv University

Applying construal level theory to the distinction between proximal and distal senses, two studies showed that seeing (a distal sense) produced higher estimation of social and spatial distances than tasting (a proximal sense).

D116
SOCIAL CONTEXT EFFECTS ON MORAL JUDGMENT
Ain A. Simpson¹, Simon M. Laham¹
¹University of Melbourne, Australia

The impact of social context on moral judgment is under-researched (Rai & Fiske, 2011). In this study, a violation was judged differently depending on its relational context. This suggests that moral judgements should not be treated as social-context invariant, and highlights the importance of relational cognition in moral psychology.

D117
EFFECT OF PERSPECTIVE TAKING ON COURTROOM DECISIONS
Jeanine L. Skorinko¹, Sean Laurent², Kaitlin Bountress³, Kyi Phyu Nyein⁴, Daniel Kuckuck⁵
¹Worcester Polytechnic Institute; ²University of Wyoming; ³Arizona State University; ⁴Davidson College; ⁵University of Chicago

Four experiments examined whether taking the perspective of a criminal defendant or the victim of a crime increases empathy, and whether empathy mediates perceptions of a defendant’s culpability, guilt, and recidivism. Through increasing empathy for defendants
and victims and encouraging leniency, perspective-taking influenced perceptions of defendant culpability, guilt, and recidivism.

**D118**
**THE EFFECT OF DISTANCE ON LEVEL OF CONSTRUAL: A META-ANALYSIS OF CONSTRUAL LEVEL THEORY**
Courtney K. Soderberg1, Shannon P. Callahan1, Alison Ledgerwood1
1University of California, Davis

We conducted a meta-analysis to synthesize research on the relationship between psychological distance and level of abstraction. In addition, we also investigated whether variables such as the type of distance and type of DV moderated the effect. Implications of the findings for construal level theory are discussed.

**D119**
**AFFECTIVE FORECASTS FOR CERTAIN OPTIONS, BUT NOT RISKY OPTIONS, EXPLAIN FRAMING EFFECTS**
Katherine S. Sorensen1, Wesley G. Moons1, Jennifer R. Spoof2
1University of California, Davis; 2La Trobe University

The present research shows that affective forecasts for the certain, but not the risky option, mediated framing effects on riskiness. Extremity of outcomes explained the asymmetrical influence of forecasts. Forecasts for moderate outcomes allow for a larger framing effect and, consequently, play a larger mechanistic role.

**D120**
**THE POLITICS OF MORAL JUDGMENT**
Jessica A. Stansbury1, Geoffrey D. Munro1, Michael W. DeWald1
1Towson University

Moral judgment in the realm of politics was investigated. Political scenarios of a politician of a corresponding political party (in-group) or an opposing political party (out-group) behaving unethically were evaluated. Participants judged the moral behavior of out-group politicians more harshly than in-group politicians. Implications for political party polarization are discussed.

**D121**
**UNCONSCIOUS THOUGHT IN SYLLOGISTIC REASONING**
Andreas Steimer1, Klaus Fiedler1, Mandy Hütter1
1University of Heidelberg

We examined the effect of unconscious Thought (UT) vs. Conscious Thought (CT) on syllogistic reasoning. For conflict problems (believability inconsistent with logical validity), UT was outperformed by CT. For non-conflict problems, UT performed equally well. Thus, elaboration can be superior to distraction when solving rather complex conflict problems.

**D122**
**THE CORRUPTION OF VALUE: NEGATIVE MORAL ASSOCIATIONS DIMINISH THE VALUE OF MONEY**
Jennifer E. Stellar1, Robb B. Willer2
1University of California, Berkeley

We examine the concept of moral contagion. We demonstrate that money can take on negative moral associations, based on how it was earned by a third party, which can be transferred to the person who acquires it. As a result, morally tainted money is perceived as less desirable and valuable.

**D123**
**LITTLE TO NO EFFORT REQUIRED: NEED-FOR-COGNITION AND DECISION OUTCOMES**
Nathan W. Stroh1, Gary T. McElroy1
1Appalachian State University

High Need-for-cognition is associated with more thoughtfulness, suggesting more reliance on analytic information. Low Need-for-cognition is associated with less motivation to think, suggesting reliance on heuristics. Need-for-cognition acted as the independent variable, the ADMC as our dependent variable. The findings reveal a complex relationship between Need-for-cognition and decision making.

**D124**
**OPTIMISTIC CUSTOMERS: CONTRASTING ROSE COLORED AND PROBLEM SOLVING LENS VIEWS**
Harish Sujan1, Meryl Gardner1, David Cranage2
1Tulane University; 2Penn State University; 2University of Delaware

Research on optimism suggests that optimists are better at problem-solving coping. We evaluated if this implies that they value problem-solving behavior more among those who serve them, e.g., retailers, or are indiscriminately lenient in their judgments. We also evaluated if it is possible to separate optimists from pessimists through conversation.

**D125**
**THE INFLUENCE OF MORAL OUTRAGE ON INTENTIONALITY JUDGMENT**
Kelsuke Takei1, Kaori Karasawa1
1The University of Tokyo; 2The University of Tokyo

In the present study, we examined whether moral outrage mediates the process of intentionality judgments. Structural path modeling indicated that the effect of outcome morality on people’s intentionality judgments is mediated by moral outrage aimed at the outcome and not at the agent.

**D126**
**LAYPEOPLE’S PERCEIVED POLITICAL ORIENTATION OF PSYCHOLOGISTS MODERATE THEIR JUDGMENT OF PSYCHOLOGISTS’ RESPONSIBILITY ATTRIBUTION TO WRONGDOERS**
Ying Tang1, Leonard S. Newman1
1Syracuse University; 2Syracuse University

When laypeople read a situational (compared to dispositional or interactionist) account of wrongdoing, they perceived psychologists to be more exonerating towards the wrongdoer. This effect was moderated by the perceived political orientation of psychologists: The more liberal psychologists were perceived, the more exonerating they were suspected to be.

**D127**
**OVERCONFIDENCE IS SOCIALLY ACCEPTABLE DEPENDING ON DECISION PHASE: A NEED FOR ADVICE VS. ENCOURAGEMENT TO SUCCEED**
Elizabeth R. Tenney1, Jennifer Logg1, Don A. Moore1
1University of California, Berkeley

Typically, if perceivers can tell that someone is overconfident—more confident than reality warrants—then perceivers disfavor the overconfident person, an outcome predicted by the Presumption of Overconfidence. When perceivers cannot tell that someone is overconfident, however, the outcome varies: For advice-giving perceivers, the overconfident person is more liked; for encouragement perceivers, the overconfident person is more disliked.

**D128**
**KEEPING CHAOS AT BAY: MESSAGES ABOUT COMPREHENSIBLE AND INCOMPREHENSIBLE ORDER REDUCE ERN AMPLITUDE**
Brett Grant1, Alexa Tullett1, Michael Inzlicht2, Aaron C. Kay3
1Department of Psychology, University of Alabama; 2University of Toronto; 3Duke University

We measured anxiety-related brain activity after exposure to messages about order and randomness. Reading that things happen for a reason, comforting, even when it remains mysterious.

**D129**
**YOUR COST OR MY BENEFIT?: THE EFFECTS OF CONCESSION PRESENTATION NEGOTIATION PROCESSES AND OUTCOMES**
Nazli Turan1, Rosalind M. Chow1
1Carnegie Mellon University

Two studies examine the effects of presenting a concession as being costly to the conceder versus beneficial to the receiver. Concessions emphasizing receiver benefit lead to lower economic, but higher subjective, outcomes for the receiver of the concession. Higher
subjective outcomes are mediated by positive perceptions towards the 
concealer.

**D130**

**CONSIDERING ROADS TAKEN AND NOT TAKEN: HOW PSYCHOLOGICAL 
DISTANCE IMPACTS THE FRAMING OF CHOICE EVENTS**

Greta Valenti1, Lisa K. Libby1
1Ohio State University

After a choice, people can frame that event in terms of the chosen or 
non-chosen option. The current experiments manipulate psychological 
distance from a choice event and demonstrate that decreases in distance 
cause a greater tendency to frame the event in terms of the non-chosen, 
relative to the chosen option.

**D131**

**SOFT ASSURANCE: COPING WITH UNCERTAINTY THROUGH HAPTIC 
SENSATIONS**

Femke van den Horen1, Thomas Mussweiler1
1University of Cologne

In three experiments, we show that when faced with uncertainty, 
people seek haptic sensations and choose objects with soft rather than 
hard properties. In addition, we demonstrate that this seeking for 
haptic softness is functional in that it reduces feelings of uncertainty.

**D132**

**ONE SHEET IN THE WIND: GROUNDED COGNITION, ALCOHOL CUES, 
AND PHYSICAL BALANCE**

Erin A. VanEnkevort1, Marielle Kahn1, Amanda Morin2, Cathy R. Cox1, Joshua 
A. Hicks2
1Texas Christian University; 2Texas A&M University

Two studies examined the association between alcohol cues and 
feelings of balance. Study 1 showed that people exhibit poorer balance 
in the presence of alcohol versus neutral pictures. Study 2 found that 
people exhibited a heightened accessibility of alcohol-related thoughts 
following a manipulation where they felt imbalanced.

**D133**

Poster withdrawn.

**D134**

**SELF-REGULATION AND THE PERCEIVED WISDOM OF A FALSE 
CONFESSION TO MURDER**

J. Guillermo Villalobos1, Michael J. Williams1, Deborah Davis1
1University of Nevada, Reno

Participants told to assume a suspect was innocent read a transcribed 
interrogation in which he was accused of murder and urged to confess. 
Ego-depleted participants were less able to remember evidence against 
the suspect. Overall, several participants recommended the suspect to 
concede.

**D135**

**WAIT A MOMENT! – DELAY MODERATES CONSTRUAL LEVEL EFFECTS 
ON MORAL JUDGMENTS**

Sabine Volk1, Anita Koerner1
1University of Wuerzburg

Combining construal level and dual-process theories of moral 
judgment, we found that judgment delay moderated the impact of 
construal on moral judgment. When participants evaluated moral 
dilemmas immediately, they made more deontological judgments in 
concrete than abstract construal; however, this pattern reversed when 
participants evaluated the dilemmas after a delay.

**D136**

**THE INFLUENCE OF TRUST AND EXPERTISE ON PERCEIVED EFFICACY 
IN PHARMACEUTICAL ADVERTISEMENTS WHEN ENDORED BY 
DIFFERENT AUTHORITY FIGURES**

Ashley M. Votruba1,2, Virginia S.Y. Kwan1
1Arizona State University; 2Sandra Day O’Connor College of Law

This study examined the power of approval from different authorities 
in Direct-to-Consumer pharmaceutical advertisements. Results show 
that the effects of authority specialization depended on whether the 
authority was an individual or an organization when trust in the 
authority was made salient but not when relative expertise was made 
salient.

**D137**

**THINKING BEYOND THE HERE AND NOW: MENTAL SIMULATION 
ACROSS PSYCHOLOGICAL DISTANCE**

Natalie M. Wheeler1, Eugene M. Canuso1, Leaf Van Boven2
1University of Chicago; 2University of Colorado

We investigated how people engage in mental simulation to traverse 
the four components of psychological distance. Across spatial, 
social, and temporal distance participants reported increased mental 
simulation for proximal events (low construal) than distal ones (high 
construal); however, the opposite pattern of mental simulation was 
found for hypothetical distance.

**D138**

**RE-THINKING THE STRUCTURE AND FUNCTION OF THE MORAL 
FOUNDATIONS: HOW SOCIAL ENVIRONMENTS SHAPE MORAL 
COGNITION**

Jen C. Wright1
1College of Charleston

Graham et al (2009) argues that moral judgments differ between liberals 
and conservatives. We propose that conservatives are engaging in 
“motivated social cognition” and that the binding foundations are best 
understood, not as distinct forms of moral concern, but as indicators of 
the appropriate psycho-social boundaries of that concern.

**D139**

**THE END-OF-TASK EFFECT IN RISKY DECISION MAKING: PERCEIVED 
TEMPORAL SCARCITY INCREASES RISK TAKING**

Cai Xing1, Yue Wen1, Jiajie Cai1, Jiale Chen1
1Renmin University of China

Regardless of the expected returns of the risky tasks, time perception 
of approaching an ending leads to an increased tendency to choose 
the risky alternatives as individuals were working through a set of 
investment decision tasks. This tendency was unlikely to be caused by 
fatigue or practice effect.

**D140**

**CHASING GOOD DEALS: THE ROLE OF PRICES**

Michael Zum1, Fritz Strack1
1University of Wurzburg

Before choosing consumers evaluate two utilities: acquisition- and 
transaction-utility. For transaction-utility both sides of a trade-off are 
compared in terms of value. However, introducing monetary markers 
(e.g. prices) may increase the weight of transaction-utility. A set of 
studies indicate differences in judgment style and shifts in revealed 
preference structures.
**Person Perception/Impression Formation**

**D141**
EXPLORING SOCIAL PERCEPTION ASSUMPTIONS: IS CATEGORIZATION REALLY THE DEFAULT RESPONSE?
Joel R. Anderson1, Leah M. Kaufmann1, Xochiti de la Piedad Garcia1
1Australian Catholic University; 2Australian Catholic University

Social categorization is often assumed to be an automatic and inevitable process, but this assumption is largely unexplored. Participants generated a list of descriptors in response to target stimuli varying in their ethnicity, age and gender. Results suggest that social categorization is not the default response in social perception.

**D142**
IMPLICIT THEORIES AND ATTITUDES TOWARD OBESE PERSONS
Lisa A. Auster-Gussman1, Jeni L. Burnette2, Crystal J. Hoyt1
1University of Richmond

We examined how entity and incremental theories of weight relate to perceptions of obese individuals. As was unrelated to negative attitudes, but incremental theories interacted with body mass index in predicting self-concept evaluations. Results are discussed in terms of person perception, self-regulation and goal systems theory.

**D143**
NO HALOS FOR SEX OFFENDERS: AN EXAMINATION OF THE EFFECTS OF APPEARANCE AND GENDER ON THE PERCEPTION OF SEX OFFENDERS
Adam Austin1, Karyn Plumm1, Cheryl Terrace1, Heather Terrell2
1University of North Dakota

The current study investigates judgments made about a teacher being accused of criminal sexual contact with a student. The study represents a 2 (gender of teacher) x 2 (gender of participant) x 3 (attractiveness of teacher: attractive, unattractive, no picture) factorial design.

**D144**
WHAT'S IN A LABEL: WHEN POLITICAL CORRECTNESS LEADS TO NEGATIVE PERCEPTIONS OF PEOPLE WITH SAME SEX ATTRACTIONS
Daria A. Bakina1, Lindsay R. Kraynak1, Ryan Todd2
1Syracuse University

Two studies investigated differences in perceptions of a group depending on the applied label. In Study 1, the label predicted differences on stereotype-relevant traits (e.g., gay men were rated as most dependent). In Study 2, label did not predict differences in attitudes, but differences did emerge in attitudes toward gay men vs. lesbians.

**D145**
DOES THE LITTLE RED DRESS COMMUNICATE REPRODUCTIVE SUCCESS? WOMEN MORE LIKELY TO WEAR RED OR PINK AT PEAK FERTILITY
Alec Beall1
1University of British Columbia

Consistent with theoretical accounts suggesting that red is a sexual signal in women, two studies found that women are substantially more likely to wear red/pink clothing when at peak fertility. These findings suggest that female ovulation may be associated with a visually salient behavioral marker.

**D146**
OWNING UP TO YOUR MISTAKES: HOW BEING SELF-COMPASSIONATE OR SELF-CRITICAL IMPACTS OTHERS’ JUDGMENTS ABOUT YOU
Steven R. Berry1, Ashley B. Allen1
1University of North Florida

Although self-compassion is beneficial, society may encourage self-critical responses in moral violators. Participants read a scenario about an individual committing an immoral act who provided either a self-compassionate, self-critical, or no response. Findings showed that any response was better than no response. Additionally, participants rated self-critical Caucasian women more positively.

**D147**
STANDING TALL AND STRONG: THE ROLE OF PHYSICAL FORMIDABILITY IN THE ASSOCIATION BETWEEN HEIGHT AND LEADERSHIP PERCEPTION
Nancy M. Blaker1, Thomas V. Pollett1, Mark Van Vugt1,2
1VU University Amsterdam; 2University of Oxford

We examined the role of physical formidability in the relationship between height and leadership. Results show that muscularity is related to leader perception during competition, but that height is related to leader perception during cooperation and competition. Also, taller individuals can be perceived as leaders for other reasons than their physical formidability.

**D148**
REGAINING RESPECT: THE EFFECT OF ADMITTING TRANSGRESSIONS
Alexander Blandina1, Emily Zitek2
1University of North Florida; 2Cornell University

Students read about an athlete who was suspected of using steroids. Participants respected the athlete and thought he handled the situation better when he admitted to using steroids as compared to when he denied it. Possible reasons why people want others to admit their transgressions will be discussed.

**D149**
BELIEVE ME OR NOT: CREDIBILITY IN DECEPTION SCENARIOS
Geoff Bloom1, Jordan Clark1, Frank Bernieri1
1Oregon State University

Participants (46 male, 73 female) were recorded telling three lies and three truthful statements. Clips of these statements were randomized and shown to six judges who rated the credibility (“truthiness”) of each statement. Measures of intelligence correlated significantly with credibility whereas verbal intelligence, emotional intelligence, and interpersonal sensitivity did not.

**D150**
MENTAL HEALTH JUDGMENTS: PERSPECTIVE-TAKING, VICARIOUS EMOTIONAL AROUSAL AND EMPATHY
Alyssa Boasso1
1Tulane University

Perspective-taking inversely predicted inferences of depression. A full double mediation model revealed that both empathy and dejection mediate the relation between perspective-taking and depression judgments. Perspective-taking positively predicted both depression and empathy. Depression positively predicted depression judgments while empathy did the opposite.

**D151**
IN THE FACE OF THREAT: PERCEPTION OF AGGRESSIVENESS AND DOMINANCE FROM NEUTRAL FACES BY YOUnger AND OLDER ADULTS
Jasmine Boshyan1, Leslie Zebrowitz2, Robert Franklin3
1Brandeis University

From schoolyard playgrounds to battlefields, humans demonstrate that they are capable and willing to employ anti-social behaviors. In this study we found that both younger and older adults were able to accurately detect aggressiveness and dominance in neutral male faces and examined what facial cues they use in this process.

**D152**
DIFFERENT SOCIAL CONSEQUENCES OF EMOTION EXPRESSION FOR HIGH AND LOW POWER INDIVIDUALS
Reeva C. Bradley1, Daniel A. Catterson1, Oliver P. John1
1University of California, Berkeley

We examine the differential social consequences of negative emotion expressions for individuals high and low in social power. Social power not only was associated with reduced negative emotion word usage in written self-disclosures, but also attenuated the social consequences of engaging in negative emotion expression (i.e., reduced liking).
D153
CHILDREN UNDERSTAND POWER RELATIONSHIPS USING NONVERBAL CUES
Elizabeth L. Brey1, Kristin Shutts1
1University of Wisconsin, Madison
We tested whether 4-6-year-old children attend to nonverbal behaviors (posture, gaze, and facial expressions) when making inferences about social power. Children were able to determine who was “in charge” using only the nonverbal information contained in 30-second video clips of dyadic interactions between adults.

D154
DENSITY EFFECTS IN PERSON PERCEPTION AND PERSON MEMORY
Juliane R. Burghardt1, Christian Unkelbach1
1University of Cologne
Following the density hypothesis we show valence asymmetries in impression formation and person memory. Two studies show that positive information creates more coherent and consistent impressions whereas negative information has a memory advantage in recognition tasks. At the same time participants exhibit a response bias in favour of positive information.

D155
POLITICS OF THE FACE: THE ROLE OF SEX-TYPICALITY ON TRAIT ASSESSMENTS OF CANDIDATES
Colleen M. Carpinella1, Kerrl L. Johnson1
1University of California, Los Angeles
We test the association between gendered facial cues and politician trait judgments. Among women, facial femininity increased with perceived competence for liberals, but decreased with perceived competence for conservatives. Among men, facial masculinity decreased with perceived warmth for liberals, but had no effect for conservatives.

D156
APPEARANCE-BASED STEREOTYPES DISTORT SOURCE MEMORY
Brittany S. Cassidy1, Leslie A. Zebrowitz2, Angela H. Gutches2
1Brandeis University
We examined how facial stereotypes distort memory, overriding memory for actual behaviors. Memory was least accurate when target behaviors were appearance-incongruent, and when the lure was appearance-congruent. This suggests that memories of others’ behaviors can be distorted depending on the traits overgeneralized from facial stereotypes.

D157
DOES PERCEIVED POWER MODERATE THE OWN-AGE BIAS IN FACE RECOGNITION MEMORY?
Lindsay S. Castonguay1, Christopher R. Poirier1, Lincoln G. Craton1
1Stonestill College
We explored the effect of power on the own-age bias (OAB) in face recognition memory by testing 52 participants in a recognition task. Young and old target faces were paired with high or low power occupational titles. Participants exhibited an OAB, but high power titles did not reduce the bias.

D158
NATURAL AMBIGUITIES: RACIAL CATEGORIZATION OF MULTIRACIAL INDIVIDUALS
Jacqueline M. Chen1, David L. Hamilton2
1University of California, Davis; 2University of California, Santa Barbara
Internal motivation to control prejudice (IMS) facilitates accurate categorization of mixed race targets. Findings are consistent with previous work showing that high IMS leads to better detection of situations in which bias needs to be regulated.

D159
LISTEN, FOLLOW ME: CHANGES IN VOCAL PITCH PREDICT LEADER EMERGENCE
Joey T. Cheng1, Jessica L. Tracy1, Simon Ho1, Joseph Henrich1
1University of British Columbia
Converging research suggests that individuals with lower vocal pitch are preferentially selected as leaders. Building on these findings, we examined within-person changes in pitch during a social interaction. Results showed that individuals whose pitch deepened over time topped the social hierarchy, whereas those whose pitch heightened acquired lower rank.

D160
POLITICAL ACTIONS SPEAK LOUDER THAN POLITICAL RHETORIC: AN INVESTIGATION OF THE RELATIONSHIPS AMONG IDEOLOGY, HYPOCRISY, TRUSTWORTHINESS, FAVORABILITY, AND VOTEWORTHINESS
Brian A. M. Clark1, Laurent M. Sean2
1University of Oregon; 2University of Wyoming
Understanding why politicians are viewed as hypocritical can provide insight into dynamics of partisan American politics. Two experiments test a model where perceivers’ ideologies and politicians’ attitude-behavior sequences interact to affect perceptions of targets’ hypocrisy, trustworthiness, favorability, and voteworthiness. Further structural relations among the downstream variables are also specified.

D161
INVESTIGATING THE INFLUENCE OF LINGUISTIC STYLE ON PERCEPTIONS OF CREDIBILITY
Jordan D. Clark1, Geoff A. Bloom1, Frank J. Bernieri1
1Oregon State University
A naive panel of judges rated recordings of deceptive and truthful statements for perceived truthfulness (i.e., credibility). Transcripts were analyzed using LIWC, a text analysis software. Results indicate that an individual’s linguistic style (e.g., cognitive complexity, use of future-oriented words) strongly predicts judgments of credibility.

D162
THE SELF-SERVING BIAS AND THE PERCEPTION OF ROMANTIC RELATIONSHIPS
Daniel D. Coppersmith1, Meghan C. McLean2, Jacob E. Bacher2
1Connecticut College; 2Rutgers University
The current study examined how 213 participants’ perceptions of their own romantic relationships affected their perceptions of another romantic relationship. Our results suggest that self-serving perceptions of one’s own relationship can influence perceptions of other relationships.

D163
THE EMBODIED EFFECTS OF HIGH HEELS ON PERCEPTIONS OF POWER
Travis S. Crone1, Christina Zahratka2, Kelsey Bogaards1
1University of Houston-Downtown
Women report wearing high heels to feel more powerful, confident, attractive and feminine. Testing for the embodied effects of high heels, participants completed an attitude-based survey either flat footed or mimicking high heels. Women in the embodied condition reported feeling the least powerful, while men reported feeling the most powerful.

D164
STRUCTURE OF PERCEIVER EFFECTS ACROSS DISTINCT LIFE DOMAINS
Michael L. Crowe1, Dustin Wood1
1Wake Forest University
We examined whether perceiver effects (tendencies to see others positively or negatively) are consistent across life domains. After having participants rate 20 different targets across six life domains, we conclude that perceiver effects were somewhat distinguishable across friend and work domains, but otherwise were extremely consistent across life domains.
D165
MOTHER KNOWS BEST: PERCEPTIONS OF MEN AND WOMEN AS PRIMARY CAREGIVERS
Grace Deason1, Jennifer A. Filio2, Christopher M. Federico2
1University of Wisconsin - La Crosse; 2University of Minnesota
Prejudice toward mothers at work is mirrored by prejudice against fathers as primary caregivers. Study 1 found that characteristics of the "ideal parent" resemble those of an ideal mother. In Study 2, working fathers, but not working mothers, were expected to perform fewer parenting tasks than stay-at-home parents.

D166
FACIAL WIDTH-TO-HEIGHT RATIO IN EXPRESSIONLESS DISPLAYS OF INTIMIDATION
Matthew P. Deegan1, Eric Hehman1, Samuel L. Gaertner1
1University of Delaware
People change their Facial Width-to-Height Ratio and observers respond. By spontaneously tilting their heads upward or downward, individuals posing as intimidating appeared to have a higher FWR than when adopting a neutral pose. Further, targets posing with up or downward tilted heads were evaluated as more intimidating than non-tilted faces.

D167
THE EFFECT OF MIMICRY ON CHANGE BLINDNESS
Charles R. Ebersole1, Carrie E. Hall1, Kori L. Krueger2, Michael L. Katz1
1Miami University
This study investigated behavioral mimicry as a moderator of change blindness. Participants were either mimicked or not prior to encountering a change of interaction partner. Results showed that participants who were mimicked were more likely than participants who were not mimicked to notice that the interaction partner had changed.

D168
MALLEABILITY OF PERCEPTIONS OF WARMTH AND COMPETENCE: THE SUBTLE EFFECTS OF PRONOUNS
Jason D. Ferrell1, James W. Pennebaker1
1University of Texas at Austin
Can two people with content-identical emails be perceived differently if they subtly change their pronoun use? Study 1 provided evidence that peoples’ natural pronoun use predicted how warm and competent they were perceived. Study 2 provided evidence that subtly manipulating pronouns changed how warm and competent people were perceived.

D169
SPATIAL FREQUENCY INFORMATION AND THE PERCEPTION OF ANGER BY OLDER AND YOUNGER ADULTS
Robert G. Franklin1, Leslie A. Zebrowitz2, Kestutis Kveraga2
1Brandeis University; 2Massachusetts General Hospital
Older adults (OA) show deficits in recognizing threatening facial expressions and in perceiving low spatial frequencies, which communicate facial threat. We found that OA emotion perception deficits in perceiving anger were primarily based due to deficits in perceiving low spatial frequencies, providing a possible mechanism for OA emotion perception deficits.

D170
THE INFLUENCE OF COMPETITION/COOPERATION AND AFFECTIVE STATE ON THE IMPRESSION OF A SMILE
Ken Fujiwara1, Ikuo Daibo2
1Osaka University; 2Tokyo Future University; 3Japan Society for the Promotion of Science
We examined how competition/cooperation and positive/negative affect influence the impression of a smile. Results showed that compared to participants primed for cooperation, those primed for competition exhibited reluctance toward interaction with a smiling person if positive affect was induced. However, participants were willing to interact if negative affect was induced.

D171
SPARE THE ROD, DAMN HUMANITY: EXTERNAL EXPLANATIONS INCREASE COMPASSION FOR TRANSgressors WHILE REDUCING FAVORABLE IMPRESSIONS OF HUMANITY
Phillip D. Getty1, Michael J. Gill1
1Lehigh University
A core finding of attribution theory is that external explanations evoke compassion for transgressors. We present evidence suggesting that these same explanations simultaneously contribute to a cynical view of humanity. However, we also find that reminding people of their own humanity seems to disrupt this newly discovered external explanations/cynicism link.

D172
"THE PEOPLE WHO LIKE ME ARE BEAUTIFUL": THE EFFECTS OF RECIPROcity ON PERCEIVED FACIAL SYMMETRY
Ellen R. Gordon1, Mark D. Alicke1
1Ohio University
The current study demonstrated the possible influence of reciprocity of attraction on perceptions of physical attractiveness. When participants found out that another person liked them, they reported liking that individual more and recalled that individual as being more attractive by indicating that an enhanced photo was their real picture.

D173
PLEASING EVERYONE OR PLEASING NO ONE? STRATEGIES USED TO MANAGE THE MULTIPLE AUDIENCE PROBLEM
Stephanie C. Grahl1, Beth A. Pontari1
1Furman University
Attempting to simultaneously make a desirable impression on people who have different expectations or preferences (the multiple audience problem - MAP) is a common but potentially difficult social situation to navigate. Through scenario questions, we filled a gap in the literature by identifying what strategies people use to manage the MAP.

D174
HOW DO I KNOW YOU? THE ROLE OF NORMATIVE AND IDIOGRAPHIC FACIAL CUES IN IMPRESSION FORMATION
Gül Günaydin1, Vivian Zayas1, Emre Selcuk1, Cindy Hazan1
1Cornell University
How do normative cues of trustworthiness (narrower face) and idiothetic cues (resemblance to known others) influence snap judgments? When novel men resembled a romantic partner, both resemblance and facial width independently influenced judgments of liking. However, when novel men resembled a newly met acquaintance, only facial width influenced judgments.

D175
HOW DO I KNOW YOU? THE ROLE OF NORMATIVE AND IDIOGRAPHIC FACIAL CUES IN IMPRESSION FORMATION
Sarah D. Gunny1, Judith A. Hall1
1Northeastern University
We investigated two accuracies rarely studied together: accuracy in judging personality and accuracy in judging affect. Accuracy of identifying fear and judging neuroticism in the same encoders was correlated, r(120) = .26, p < .05. This is the first evidence showing that accuracies in these domains have commonalities.
CLARITY OF EMOTIONAL FACIAL EXPRESSIONS
SMILING AND ANGRY WRINKLES – THE IMPACT OF AGING ON THE
D182

As we age, wrinkles and folds develop in the face. These wrinkles and folds typically resemble emotion displays – such as wrinkles around the eyes that mimic the wrinkles in laughing and those between the eyes that mimic frowning. This implies that the wrinkles and folds in elderly faces can interfere.
perceiving emotions influence impression of the counterpart on the two dimensions of person perception (warmth and competence) was demonstrated.

**D189**

**OBSERVERS’ INFERENCES FROM MIMICRY ABOUT TARGET’S TRUSTWORTHINESS DEPEND ON MODEL’S MORAL REPUTATION AND TARGET’S KNOWLEDGE ABOUT IT**

Liam C. Kavanagh¹, Giti Bakhtiar², Christopher L. Suhler¹, Rob Holland², Patricia S. Churchland³, Piotr Winkielman¹

¹University of California, San Diego; ²Radboud University Nijmegen; ³University of Wuerzburg

Poster presents experiments on inferences drawn from watching mimicry in a third-party dyadic interaction. Results show that inferences are complex, as inferences from mimicry are moderated by previous information about the parties involved, as well as the knowledge state of the mimics. Implications for theory are discussed.

**D190**

**I DON’T KNOW WHAT I SAW, BUT I KNOW WHAT HAPPENED: STORY PERCEPTION WITHOUT CONSCIOUS AWARENESS**

Naoaki Kawakami¹, Fujio Yoshida¹

¹University of Tsukuba; ²Tokyo Seiloku University

We demonstrated that story perception occurs without conscious awareness. In the experiments, participants were subliminally presented with sequential pictures that represented a certain story. Although the participants could not report having seen the pictures, their automatic mental associations were shifted to line up with the story.

**D191**

**NAME BIAS IN ‘AMERICANNESS’ PERCEPTIONS AND WHO SHOULD BE GRANTED U.S. CITIZENSHIP**

Dushiyantini Kendhirarajah¹, Gregory M. Walton¹, Geoffrey L. Cohen¹

¹Stanford University

Names can signal cultural affiliation and powerfully shape social judgments. Ethnic minorities were viewed as more American when they had an Anglo first name than ethnic name. This effect was stronger for immigrants than U.S. Citizens. People were more willing to grant U.S. Citizenship to legal immigrants with Anglo names.

**D192**

**A PSYCHOPHYSIOLOGICAL STUDY OF POSITIVE EXPECTANCY VIOLATIONS**

Peter Khooshabeh¹,², C. Brooks Volkman¹, Kyle O’Donnell¹, Marlo Verkét¹, Jonathan Gratich¹, Jim Blasovich¹

¹University of California, Santa Barbara; ²University of Southern California, Institute for Creative Technologies

Participants viewed either Black or White individuals responding to job interview questions in British or California accents. As expectancy violation theory hypothesized, Blacks with a British-accent evoked more positive evaluations. However, physiological results suggest that accent evoked non-conscious motivational processes in the opposite direction.

**D193**

**ACCURACY AND BIAS EYE GAZE MEMORY: ROLE OF SOCIAL ECOLOGY AND MOTIVATION**

Sarah A. Lamer¹, Max Weisbuch¹, Annemieke Lagerwaard², Brett Ford³, Masako Kikuchi²

¹Connecticut College; ²University of Denver; ³University of California, Berkeley

The present study tested whether people can remember others’ eye-gaze and how emotional context might shape eye-gaze memory. Participants were able to remember faces for eye-gaze regardless of facial emotion. However, participants exhibited a clear bias toward thinking that faces had direct-gaze.

**D194**

**AUTOMATIC AND CONTROLLED PROCESSES IN SPONTANEOUS TRAIT INFERENCE (STI) AND TRANSFERENCE (STT)**

Hajin Lee¹, James S. Uleman¹

¹New York University

We analyzed valence effects for both spontaneous trait inference (STI) and transference (STT), using PDP analyses in a false recognition paradigm. Both controlled and automatic processes contributed to STI and STT. Different valence effects occurred for each, and the contributions of automatic and control processes to these effects differed.

**D195**

**ECOLOGICAL ESSENTIALITY AND VALIDITY OF CULTURAL TOTEMS AND STEREOTYPES**

Yueh-Ting Lee¹, Sydney Chan³, Krystal Jing, Chen¹

¹University of Toledo

Accuracy and inaccuracy/bias have been major issues in personality and social psychology for over half a century. Based on the EPA (evaluation-potency-accuracy) model, Lee and colleagues’ two studies quantitatively and qualitatively demonstrate ecological accuracy and cultural validity of totems and human stereotypes.

**D196**

**HOLISTIC JUDGMENTS OF FACIAL ATTRACTION**

Jerome A. Lewis¹, Rowland S. Miller²

¹San Houston State University

This study suggests there is a difference in the judgments of facial attraction for specific parts of the face depending on the sex of the judge. Certain facial features may play different roles for males and females in judging attractiveness. Attraction ratings suggest a holistic approach in making judgments.

**D197**

**SOCIAL STATUS AND ATTENTION ALLOCATION**

Tianyi Li¹, Jasmin Cloutier¹

¹University of Chicago

The current research provides direct evidence of the top-down influence of perceivers’ social status on attention allocation using a dot probe task. An interaction between gender and subjective status was found, suggesting distinct mechanisms for status perception as a function of gender.

**D198**

**DELIBERATE CHANGES TO GENDERED BODY MOTIONS INFLUENCE BASIC SOCIAL PERCEPTIONS**

David J. Lock¹, Kerri L. Johnson¹

¹University of California, Los Angeles

In two studies, deliberately gendered body motions altered basic social perceptions. Perceivers were most accurate when categorizing the sex and sexual orientation of targets who enacted gender-typical gaits, followed by natural, accelerated, and gender-atypical gaits. Perceivers were especially likely to misclassify lesbian/gay targets who altered their gaits.

**D199**

**SAVING FACE: CONCERNS ABOUT GROUP IMPROVEMENT INFLUENCE REACTIONS TO WHISTLEBLOWERS**

Penelope Lockwood¹, Nadia Y. Bashir¹, Alison L. Chasteen¹, Beatrice Bejan¹, Man-On Tong¹, Leah McSpadden¹

¹University of Toronto

Four studies examined reactions to whistleblowing. Participants derogated the whistleblower but also expressed concern about group improvement (Studies 1 and 2), particularly when the whistleblowing implicated their group (Study 3) and the wrongdoing was exposed publicly (Study 4). The perceived threat of the whistleblowing to participants’ group mediated these effects.
D200 SOCIAL PERCEPTION OF MOTIVATIONS AND HAPPINESS FOR PURCHASES
Lea M. Lunden1, Ryan T. Howell1
1San Francisco State University
Motivations behind material and experiential purchases are investigated. Based on judges' evaluations of a recent purchase, material consumption is perceived as more extrinsically motivated and to lead to less happiness during reflection. We conclude that the perceptions of material, as opposed to experiential, purchases are relatively unfavorable.

D201 SEEING BEHIND THE SKIN: OBSERVERS ACCURATELY PERCEIVE OTHERS’ AFFECTIVE EXPERIENCE AND STRESS PHYSIOLOGY DURING THE TRIER SOCIAL STRESS TEST
Ashley E. Mason1,2, Charles Raison1, David A. Sbarra1, Matthias R. Mehl1, Thaddeus W. W. Pace2
1The University of Arizona; 2Emory University; VA Palo Alto Healthcare System
Data indicated that observers accurately perceived targets’ (1) self-reported (SR) tension and (2) stress physiology (Interleukin-6; IL6) during the Trier Social Stress Test. The latter correlation held after accounting for target SR, suggesting that observers accurately perceived not only target SR tension, but also what targets did not accurately perceive (target IL6 levels).

D202 THE INFLUENCE OF A TARGET’S HAIR LENGTH AND COLOR ON ATTENTIONAL FOCUS
Hillary B. Manning1, David C. Matz2, Paul Rebman2
1Augsburg College; 2Macalester College
We tested the hypothesis that variants in hair length and color might influence how perceivers attend to different features of a female target. The preliminary results of an eye tracking study indicate mid-length hair and darker hair is associated with increased attention to facial features.

D203 CREEPINESS
Francis T. McAndrew1, Sara S. Koehnke1
1Knox College
An online survey (N=1341) revealed that males are creepier than females and that females associate creepiness with sexual threat. Behavioral unpredictability and some occupations and hobbies are predictors of creepiness as well. Being “creeped out” may be an adaptive emotional response to uncertainty about the presence of threat.

D204 IMPRESSION GENERALIZATION IN GROUPS: JUDGED BY THE COMPANY YOU KEEP
Timothy C. McCall1, Megan K. McCarty2, Donal E. Carlton1
1Purdue University
We investigated whether impressions of one group member generalize to other members. As hypothesized, the more members of a group implicated by a trait-implying description, the more likely non-implicated group members were viewed as having the implied trait; entitativity did not matter. Both misremembering and “guilt by association” contribute to the effect.

D205 ABOUT CHARMING MEN AND TOUGH WOMEN: STEREOTYPE INCONSISTENCY HAS POSITIVE CONSEQUENCES
Maartje Meijs1, Joris Lammers1, Kate Ratliff2
1Tilburg University; 2University of Florida
Three studies show that stereotype-inconsistent behaviors are not always judged more negatively than stereotype-consistent behaviors. Inconsistency can also be seen as positive. When slight immoralities are inconsistent with gender roles, this inconsistency is experienced as creative and smart and therefore the behavior is seen as less unacceptable.

D206 TO B.S. OR NOT TO B.S.: BULLSHIT AS A STRATEGY FOR IMPRESSION MANAGEMENT
Matthew R. Montoya1, Jack Bauer1
1University of Dayton; 2University of Dayton
Philosophers have defined bullshitting as speaking for the purpose of impression management rather than veracity (Frankfurt, 2005). Results from two studies confirmed the expectations of philosophers, such that bullshitting was associated with (a) restored self-esteem after rejection and (b) more positive evaluations in the eyes of others.

D207 PICTORIAL REPRESENTATIONS OF DISPOSITIONAL INFERENCES
Sanne Nauts1, Ron Dotsch1, Oliver Langner1, Daniel H.J. Wigboldus2
1Radboud University Nijmegen; 2Friedrich Schiller University Jena
Using a Reverse Correlation Image Classification Task and a new Compose-a-Face-Task, we reveal that perceivers form inferences of behavior that are apparent in their mental image of a target. Data driven, pictorial measures such as these may allow researchers to more fully capture the complexity of first impressions.

D208 CULTURAL DIFFERENCES IN CROSS-RACE EFFECT AND OWN-GROUP BIAS IN FACE RECOGNITION
Andy H. Ng1, Jennifer R. Steele1
1York University
We investigate cultural differences in the cross-race effect (CRE) and the own-group bias (OGB) in face recognition. Consistent with cultural psychological theories, we found that European Canadians (ECs), but not East Asian Canadians (EACs), exhibited the OGB and the degree of CRE was marginally smaller among EACs than among ECs.

D209 DISCREPANCY BETWEEN SELF AND FRIENDS’ PERCEPTIONS OF NARCISSISTS’ PERSONALITY CHARACTERISTICS
Sun Park1, C. Randall Colvin2
1Northeastern University
Narcissists’ self-and friend-perceptions of personality were compared. Narcissists’ self-ratings were very positive whereas friends’ ratings were relatively negative. Both self and friends rated narcissists high on agency but the results for communion were less clear.

D210 SHE LOVES ME, SHE LOVES ME NOT: MINDSET INFLUENCES TEMPORAL STABILITY OF EVALUATIONS BASED ON MIXED-VALENCE IMPRESSIONS OF A SOCIAL TARGET
Steven S. Parkin1, Robin R. Vallacher1
1Florida Atlantic University
Evaluations based on mixed-valence impressions of a social target are influenced by the mindset under which initial impressions are formed, challenging perceivers’ ability to form and maintain a stable evaluation over time. From a dynamical systems perspective, high-level impressions function as “attractors” that constrain the influence of contradictory information.

D211 SEX AND FASHION: MEDIATING THE EFFECTS OF RED AND BLACK ON PHYSICAL ATTRACTIVENESS
Adam D. Pazda1, Andrew J. Elliot1
1University of Rochester
We tested the hypothesis that wearing red or black, relative to white, clothing would bolster women’s attractiveness ratings from men, but two separate mechanisms would be responsible for this effect. Results indicated that perceived sexual receptivity mediated the red-attraction effect, and perceived fashion mediated the black-attraction effect.
**Poster Session D — Person Perception/Impression Formation**

**D212 THE EFFECT OF SELF-CONTROL ON DISCRIMINATION AGAINST VARIOUS GROUPS**

W. Q. Elaine Perunovic1, Mihailo Perunovic2

1University of New Brunswick; 2St. Thomas University

This study experimentally manipulates self-control to assess its effect on discrimination. Lower self-control led to less discrimination towards controllable stigma groups, more discrimination towards uncontrollable stigma groups, and no difference towards stigma irrelevant groups. Implications are discussed in terms of the role of empathy and depth of processing in discrimination.

**D213 THE IMPACT OF RACIAL AND CONTEXTUAL CUES ON REAL-TIME EMOTION CATEGORIZATION PROCESS**

Devin R. Pierce1

1Texas A&M University - Commerce

In the current work, we asked if racial and contextual cues signaling threat might impact real-time processes involved with categorizing emotional expressions displayed by others? Our results provide evidence that these cues can work synergistically and impact real-time emotion categorization processes.

**D214 RESTORING BALANCE WITHIN COGNITIVE UNIT OR DESERVINGNESS EVALUATION? THE ROLE OF ATTITUDES AND DESERVINGNESS IN SHAPING EMOTIONAL REACTIONS TO OTHERS’ OUTCOMES**

Agnieszka Pietraszkiewicz2

1University of Social Sciences and Humanities, Warsaw

Based on Heider’s theory I presumed that personal attitudes are stronger predictors of emotional responses to others’ outcomes than deservingness evaluation. I manipulated outcome, attitude and deservingness experimentally, and measured specific emotions. It appeared deservingness to play a secondary role in eliciting joy and sorrow when interpersonal attitudes were involved.

**D215 THE CORNERED CAT: PERCEIVING HYPOCRISY IN RESPONSE TO SOCIAL THREATS**

Willie J. Hale1, David R. Pillow3

1University of Texas at San Antonio

Participants considered instances of others’ hypocritical behavior and answered items assessing the degree to which the hypocrite’s violation of Fiske’s five core social needs (BUCET) influenced their perceptions of hypocrisy. A five-factor model emerged, confirming Fiske’s model and providing new insights into motivations underlying moral outrage and perceptions of hypocrisy.

**D216 PERSONAL AND COLLECTIVE SELF-ESTEEM MODERATE THE VISUAL REPRESENTATION OF INGROUP MEMBERS**

Kyle G. Ratner1,2, Ron Dotsch1, Daniel H. J. Wigboldus1, David M. Amodio2

1The Ohio State University; 2New York University; 3Radboud University Nijmegen

Recent research suggests that people visually represent ingroup members as more trustworthy than outgroup members. We demonstrate that this effect is moderated by self-esteem. Specifically, people with greater personal self-esteem and three forms of collective self-esteem (private, identity, and membership) formulated more trustworthy ingroup, but not outgroup, visual representations.

**D217 REPRESENTING AND CONTROLLING OTHER MINDS**

Travis A. Riddle1, Betsy Sparrow2

1Columbia University

Writing about a fictional character is an underexplored psychological phenomena. We report data from a series of studies in which participants were randomly assigned to write about characters viewed from different perspectives. Results indicate that perceived difficulty of writing is an important determinant numerous measures of interest.

**D218 FOCUS, ACTIVATE, AND BIND (FAB): A 3-STAGE MODEL OF SPONTANEOUS TRAIT INFERENCE**

SoYon Rim1, James S. Uleman2

1Harvard Kennedy School; 2New York University

A 3-stage model of spontaneous trait inferences (STIs) highlights the flexibility of STIs. An initial mindset focuses STIs’ function and differentially affects activation and binding stages. For example, an affiliation goal leads to a general focus on traits at activation and then to greater binding of positive than negative.

**D219 INCREASED FACIAL CONTRAST MAKES FACES LOOK YOUNGER AS WELL AS MORE FEMININE**

Richard Russell1, Aurélie Porcheron2, Emmanuelle Mauger2

1Gettysburg College; 2CE.R.I.E.S. - the CHANEL R&T research center on healthy skin

Facial contrast is greater in female faces than male faces and is exaggerated through cosmetics (Russell 2009). Here we show that facial contrast decreases with age, and artificially increasing facial contrast makes a face look younger, demonstrating that facial contrast is a cue for perceiving age as well as gender.

**D220 WHEN (GROUP) SIZE MATTERS: ATTENTION THEORY AND THE FORMATION OF MINORITY STEREOTYPES**

Dario L. M. Sacchi1, Jeffrey W. Sherman2

1University of California, Davis

Society commonly ascribes stronger stereotypes to minority compared to majority groups; our research suggests that basic learning mechanisms underlie this disparity. After encountering two new groups of different size, participants formed stronger stereotypes about the smaller one. Additionally, these beliefs were more resistant to change when faced with disconfirming evidence.

**D221 JUDGED BY THE COMPANY ONE KEEPS: TRAIT INFERENCE ON THE BASIS OF THE SIZE OF SOMEONE’S SOCIAL NETWORK**

Gillian M. Sandstrom2, Mark Schaller3, Jeremy C. Biesanz3

1University of British Columbia

A study assessed the extent to which personality traits are inferred from the size of someone’s social network, and compared inferences to actual correlations between traits and social network size. Results indicate that people perceive social network size to be broadly diagnostic of personality (even though it actually isn’t).

**D222 THE ROLE OF LANGUAGE IN PREDICTING INTERPERSONAL PERCEPTION**

Carson J. Sandy1, Eliane M. Boucher2

1The University of Texas at Austin; 2The University of Texas of the Permian Basin

The present study investigated the role of language in interpersonal perception. Unacquainted same-sex dyads participated in an online chat in which each person was assigned a dominant or subordinate role. Results revealed that the degree to which conversation partners matched each other’s language predicted greater accuracy in interpersonal perceptions.
matched each other’s language predicted greater accuracy in interpersonal perceptions.

**D223**

**VALENCE AND FLUENCY IN STEREOTYPE (DIS)CONFIRMATION**

Lisa Schubert¹, Giti Bakhitari³, Thorsten Erle¹, Sascha Topolinski¹, Fritz Strack¹

¹University of Wuerzburg

Stereotype confirmation should lead to more positive target evaluations than disconfirming information due to semantic coherence and fluency. Stereotype (in)consistency was manipulated orthogonally to valence of stereotypes and (dis)confirming information (e.g., aggressive vs. caring hooligan; caring vs. aggressive nurse). Across three experiments only valence and not consistency influenced target evaluations.

**D224**

**IT’S NOT WHAT YOU SAY, IT’S HOW YOU SAY IT: EMPLOYABILITY AND LANGUAGE USE ON FACEBOOK**

Graham G. Scott¹, Gillian Bruce²

¹University of Bedfordshire; ²University of the West of Scotland

We investigated the language used in Facebook posts, rather than the content of the posts themselves. Profile owners using correct language were rated higher on measures of task attractiveness than those using misspelled words or text speak. These findings highlight an important aspect of social networking relating to employability.

**D225**

**RACE-BASED FACIAL FEATURES INFLUENCE ASCRITIONS OF HUMANITY**

Pirita E. See¹, Kurt Hugenberg²

¹Miami University

In four studies, we investigated whether subtle race-based facial cues influence ascriptions of humanity outside of participants’ awareness. White participants judged chimpanzee faces morphed inconspicuously (30% morph) with Black human faces as having less humanlike traits than White-morphed faces, without being aware that the faces were morphed stimuli.

**D226**

**EVIDENCE OF COMBAT ADAPTATIONS: THE VISUAL AND AUDITORY ASSESSMENT OF FIGHTING ABILITY**

Aaron Sell¹

¹Griffith University

Animals with an evolutionary history of aggression are likely to have been designed by natural selection to assess fighting ability in their conspecifics. Here I argue that humans assess fighting ability through at least three channels: visual assessment of the body, visual assessment of the face, and auditory assessment of the voice.

**D227**

**PERCEIVED DIMENSIONS OF ANIMALS**

Verónica Sevillano¹, Susan T. Fiske²

¹Autónoma University of Madrid; ²Princeton University

Three studies applied the Stereotype Content Model (SCM; Fiske, Cuddy, Glick, & Xu, 2002) to animals. Using multidimensional scaling and cluster analysis, 25 animals clearly reproduced SCM dimensions. These results extend the applicability of warmth and competence as dimensions of social perception to nonhumans.

**D228**

**YOU’RE MEAN, HE’S NICE: VISUAL ATTENTION DURING IMPRESSION FORMATION**

Amanda Sharples¹, Amanda Williams², Corey Lipman², Jennifer R. Steele²

¹University of Toronto; ²University of Toronto; ³York University

Across two studies participants’ visual attention was monitored as they assigned valenced attributes to White and Black targets. Differences emerged with White participants giving greater visual attention to White child and adult targets (study 1 & 2) during negative trials and to Black adult targets during positive trials (study 2).

**D229**

**PERCEPTIONS OF SEX OFFENDERS: IMPACT OF TYPE OF SEX OFFENSE, HISTORY OF SEXUAL ABUSE, AND FREQUENCY OF OFFENSE**

Shannon M. Sommer¹, Karyn M. Plumm¹

¹University of North Dakota

This study investigated the effects of a history of sexual abuse, the type of sexual offense (statutory vs. forcible rape), and frequency of offense on perceptions of sex offenders. Results indicated increased victim blame in statutory rape conditions and increased conviction, registration, imprisonment, and institutionalization ratings in forcible rape conditions.

**D230**

**THE NARCISSIST YOU LOVE: CORRELATES OF ROMANTIC PARTNERS’ JUDGMENTS OF WILLFUL AND HYPERSENSITIVE NARCISSISM**

Jana S. Spain¹

¹High Point University

How do narcissists’ romantic partners view them? Targets, their spouses and dating partners provided ratings of narcissism, the Big Five, self-esteem, affect, attachment, and social skills. Narcissists’ partners described them as neurotic, disagreeable, introverted, unhappy, insecurely attached individuals with low social skills. Implications for understanding narcissism and relationships are discussed.

**D231**

**MORE FUN, BUT LESS RELIABLE: IMPRESSIONS OF PROMOTION AND PREVENTION-FOCUSED TARGETS**

Jennifer R. Spoor¹

¹La Trobe University

This study examined observers’ perceptions of regulatory focus and found that promotion-focused targets were rated as more open, extraverted, and emotionally stable—but less conscientious—than prevention-focused targets. Some differences were larger for ingroup targets. Perceivers view promotion and prevention differently and may be less positive toward prevention-focused ingroup members.

**D232**

**SELF REFLECTION: AN EYE MOVEMENT STUDY OF HOW WE LOOK AT OURSELVES AND OTHERS**

Chris N.H. Street¹, Richard C. Clark¹, Beau Lotto¹, Francis Rice¹, Daniel C. Richardson¹

¹University College London

Participants were shown movies and pictures of faces, including one of their own. We tracked their gaze, measured how long they looked at eye and mouths, and administered a range of individual difference measures. The way participants looked at themselves and others was influenced by their sex, mood and personality.

**D233**

**NICE BUT DUMB, OK. NICE BUT MEAN…..??!! INCONSISTENCY ACROSS TRAIT DIMENSIONS INDIVIDUATES OTHERS**

Jillian K. Swenionsis¹, Susan T. Fiske¹

¹Princeton University

Inconsistency within a single trait dimension (warmth or competence) is confusing (judged surprising and inconsistent), so it should limit individuation, defined as forming a responsive impression. Warmth, the primary dimension, determines impressions due to semantic coherence and fluency. This study examines observers’ perceptions of regulatory focus and found that promotion-focused targets were rated as more open, extraverted, and emotionally stable—but less conscientious—than prevention-focused targets. Some differences were larger for ingroup targets. Perceivers view promotion and prevention differently and may be less positive toward prevention-focused ingroup members.

**D234**

**SPEED OF MOTION IS ASSOCIATED WITH ASSERTIVENESS IN PERSON PERCEPTION**

Nassim Tabri², Michael Conway¹²

¹Concordia University; ²Center for Research in Human Development

In social interactions, the speed of a target individual’s non-verbal behavior provides observers with information about the target’s interpersonal characteristics. This study demonstrates that ratings
of assertiveness and warmth vary according to the target’s speed of movement. Slower and faster moving targets were rated as more assertive and less warm.

D235  
THE INFLUENCE OF TWO PERFORMERS’ GAZE AND VERBAL ADDRESSING ON PARA-SOCIAL INTERACTION AND IMPRESSIONS FROM VIEWERS  
Takao Funato1, Koji Hasegawa2, Tetsuo Naito1, Minoru Karasawa1  
1Nagoya University; 2Shinshu University; 3Fukushima College  
This study empirically examined how the two newscasters’ gaze and verbal addressing affect viewers’ impressions about the newscasters. Participants were asked to watch a news video featuring the two newscasters, and rated more positively when the newscasters gazed at and talked to the viewers than when they did not.

D236  
HUMAN SEXUAL SIGNALING: ON SIGNALING CHANNELS, MALE SEXUAL INTENTS, AND FEMALE SOCIOSexual ORIEnTATIONS  
Chia Niap Tan1, Fen-Fang Tsai1  
1National University of Singapore  
Successful mating hinges upon successful sexual signaling. This study manipulates three components that collectively encompass human male-to-female sexual signaling: signaling intention, signaling channel, and sociosexual orientation. Results show that contextually-appropriate male sexual intent and inferred male mate quality were most preferred, and sexually promiscuous females were most selective in mating.

D237  
IDENTIFYING TYPES OF SITUATIONS IN TWO CULTURALLY DIVERSE SAMPLES  
Brittany M. Thompson1, Ashley Jones1, Ryne A. Sherman1  
1Florida Atlantic University  
Self-reported characteristics of recently experienced situations were analyzed using data collected from one U.S. sample and one Indian sample. Inverse factor analyses indicate the existence of distinct situational properties or factors across both cultures. Results reported could help elucidate psychological properties of situations, an area currently understudied and under-researched.

D238  
LONGEVITY CAN BE PREDICTED FROM FACIAL APPEARANCE  
Man-On Tong1, Nicholas O. Rule1, Chen-Bo B. Zhong2  
1University of Toronto; 2Rotman School of Management, University of Toronto  
Participants viewed portraits from an early 20th century yearbook and were asked to estimate how long each target lived. Estimates accurately predicted age at death, and further analyses suggested that perceived age affects longevity and is constrained by visual factors.

D239  
IN YOUR FACE: DOMINANCE IS INFERRED FROM BODILY STRENGTH PERCEIVED IN THE FACE  
Hugo Toscano1, Thomas Schubert1  
1ISCTE-IUL, Lisbon  
Both bodily strength and social dominance are judged from perceiving the face alone. It has been argued but not shown before that dominance judgments rely on strength judgments. We show this relation empirically and identify the facial features that mediate the inference of social dominance from bodily strength.

D240  
YOUR FAMILY DOESN’T FIT: CATEGORIZATION AND PERCEPTION OF “MODERN” FAMILY STRUCTURES  
Crystal T. Tse1, David R. Kille1, Steven J. Spencer2  
1University of Waterloo; 2University of Wisconsin-Eau Claire  
We demonstrated that people view modern families—inter racial or same-sex-parent families—as poor examples of the “family” concept, and the consequences of not fitting into the prototype. Participants had greater difficulty categorizing modern (vs. traditional) families as a “family,” and rated them lower on prototypical family-like traits.

D241  
PERCEIVING THE INVISIBLE DISEASE: PROCESS AND OUTCOMES  
Konstantin O. Tsukh91, Nicholas O. Rule1  
1University of Toronto  
The behavioral immune system is a cognitive process that protects humans from encountering infectious agents and parasites. In three studies, we demonstrated that the behavioral immune system detects the presence of diseases that lack physical cues (i.e., HIV). Thus, our cognitive system may protect us from obvious “invisible” diseases.

D242  
SPOTTING A CONSTRAINED LIAR  
Anna E. van ’t Veer1, Marielle Ste1, Ilja van Beest2  
1Tilburg University  
In this study, liars were found easier to detect if they had increased cognitive load due to constraints imposed on their lie. We also tested whether on a more intuitive level (i.e. with indirect questions), participants were better able to infer veracity from videos with truths, lies, and constrained lies.

D243  
SEEING THE SELF IN OTHERS: THE IMPACT OF SELF-OTHER SIMILARITY ON VISUAL ATTENTION  
Oth Vilaythong1, Kerry Kawakami2, David Sidhu1, Amanda Williams1, Rosa Rodriguez-Bailon2, Elena Canadas2  
1York University; 2University of Grenada  
The present research investigated the impact of self-other similarity on visual attention to facial features with an eye tracker. The results demonstrate a linear effect of similarity on eye gaze. Specifically, the more similar the target was to the participants, the longer they attended to the targets’ eyes.

D244  
DOES JUDGMENT TYPE MODERATE USE OF NONVERBAL SOCIAL CUES IN JUDGMENTS OF THREAT, STATUS & EMOTION?  
Brittany R. Vincent1, Daniel N. McIntosh1, Catherine L. Reed1,2  
1University of Denver; 2Claremont McKenna College  
This study investigated how different elements of nonverbal communication affect judgments of threat, status and emotion. Facial expression influenced all three judgments. Expanded body posture affected threat and status; forward affected emotion and threat. The influence of body posture and lean is contingent upon the type of judgment being made.

D245  
CHILDREN’S ANTICIPATED RESPONSES TO TWO STORYBOOK CHARACTERS: EVIDENCE FOR (DE)STIGMATIZATION BY ASSOCIATION  
Taylor W. Wadian1, Mark A. Barnett1, Tammy L. Sonnentag2  
1Kansas State University  
Children were read a storybook that described a typical boy who interacted with a stigmatized (effeminate or obese) boy for one of various reasons. Results indicated that the children’s anticipated responses to the storybook characters were influenced by the type of stigmatization depicted and the reason given for the interaction.

D246  
CORRESPONDENCE BETWEEN SELF AND FRIEND PERCEPTIONS OF PERSONALITY AND INTELLIGENCE  
Rose Mary Webb1, Lyndsay A. Nelson2, Timothy Huelisman1, April Bleske-Redech1  
1Appalachian State University; 2East Tennessee State University; 3University of Wisconsin-Eau Claire  
Using 197 target-friend dyads of different compositions (sex; relationship type), we compared targets’ self-ratings with their friends’ ratings of targets’ traits. There was strong agreement between targets...
and friends on targets’ personality and intellect. Romantically involved pairs exhibited slightly stronger agreement than platonic pairs on most traits.

**D247**

**CANDIDATE WORD COUNT DURING REPUBLICAN PRESIDENTIAL PRIMARY DEBATES PREDICTS SUBSEQUENT POLLING OUTCOMES**

Jeffrey D. Whitaker1, Colton B. Christian2

1University of Oregon

Previous research has demonstrated a relationship between word count and social dominance. Here, debate responses from the 2008 and 2012 republican primaries were analyzed for word count. As candidate word count increased so too did poll rankings, even while accounting for early expectations of candidate performance.

**D248**

**BELIEFS ABOUT THE GENETICS OF RACE MODERATE THE CROSS RACE RECOGNITION DEFICIT**

John Paul Wilson1, Kurt Hugenberg1

1Miami University

Participants were told either that race has a strong genetic basis, or that race is not reliably related to genetics before performing a face recognition task. Participants who were led to believe that race is not reliably related to genetics showed a reduction in the cross-race recognition deficit.

**D249**

**DON’T TELL ANYONE..: THE INFLUENCE OF ANTICIPATORY CUES ON SELF-REPORT AND PHYSIOLOGICAL RESPONSES TO REVELATIONS OF SECRET INFORMATION**

Sarah E. Wood1, Jessica K. Swanner2, Brock Bollin1, Jacob Achteimeyer1, Michael P. W. Donnelly1, Hillary J. Noll1, Shelby Hagedorn1, Jesse A. Bruce1, Hilary J. Olson1, Taylor L. Adams1

1University of Wisconsin - Stout; 2University of Texas - El Paso

Confederates revealed either a mundane or exciting secret; sometimes preceded by the anticipatory cue, ‘don’t tell anyone’. Results suggest that anticipatory cues alter perceptions of secret information and people who reveal it. This has implications for the role of gossip in developing interpersonal relationships.

**D250**

**THE IMPLICIT TEDDY-BEAR EFFECT: AUTOMATIC ASSOCIATIONS OF BABY-FACED BLACK MALES WITH WARMTH BUT NOT LEADERSHIP**

Kaiyuan Xu1

1University of Washington

Inspired by the finding that babyfaced appearance benefits Black CEOs, this study examined the effects of babyfacedness on implicit measures. The Brief Implicit Association Test (BIAT) was used to show that babyfaced Black males were more likely to be implicitly associated with warmth but not leadership than mature-faced Black males.

**D251**

**THE EFFECTS OF POWER ON ACTIVATION AND BINDING STAGES OF SPONTANEOUS TRAIT INFERRING**

Min Zhang1, SoYon Rim2, James S. Uleman1

1New York University; 2Harvard University

We explored the effect of power, manipulated via semantic and procedural primes, on trait activation. Differences between the effects of the two primes on trait activation are discussed, with respect to a two-stage model of spontaneous trait inference in which traits are first activated and then bound to actor representations.

**D252**

**SIGNALING SOCIAL CLASS ONLINE: A LOOK AT CLASS-BASED DIFFERENCES ON FACEBOOK**

Rachel Zisman1, Michelle L. Rheinschmidt1, Michael W. Kraus2, Dacher Keltner3

1University of California, Berkeley; 2University of Illinois, Urbana-Champaign

Naive observers accurately discerned the self-reported social class backgrounds of student and adult social networkers on Facebook.com after viewing 10 or fewer participant profile pictures. Observers’ SES ratings correlated with parent-oriented indicators (e.g., early household income, parental education) among students and individual-oriented indicators (e.g., current salary, personal education) among adults.

**Attitudes/Persuasion**

**D253**

**MIXED EVIDENCE, PRIOR ATTITUDES, AND POLITICAL IDEOLOGY: A RECIPE FOR ATTITUDE POLARIZATION?**

Jessica M. Barber1, Natalie J. Shook2

1The University of Scranton; 2West Virginia University

Effects of political ideology and attitude extremity on persuasion were assessed. Those with moderate environmental preservation attitudes demonstrated more positive attitude change following a message than extreme attitude holders; this pattern was more pronounced among liberals than conservatives. Results differed for college versus non-college participants. Implications for persuasion are discussed.

**D254**

**THE ROLE OF IDENTITY SALIENCE IN VICARIOUS DISSONANCE**

Shane F. Blackman1, Joel Cooper4

1Princeton University

To investigate the role of social identity in vicarious dissonance, participants witnessed an ingroup member’s counter-attitudinal behavior after being primed with an individual or group identity. While a salient individual identity resulted in greater attitude change, group identity prompted reducing dissonance through changing perceptions of the self and other’s representativeness.

**D255**

**CHANGING ATTITUDES TOWARDS SPIDERS THROUGH EVALUATIVE CONDITIONING: IMPLICATIONS OF THE IMPLICIT MISATTRIBUTION MODEL**

Elise T. Bui1, Christopher R. Jones2, Russell H. Fazio1

1The Ohio State University; 2University of Illinois at Urbana-Champaign

Evaluative conditioning decreased negativity towards spiders, but only when relatively positively-rated images of spiders served as CS and only among participants reporting relatively low initial fear. The findings highlight the importance of confusability regarding the source of the positivity evoked by the US, supporting the implicit misattribution model of EC.

**D256**

**IMPLICIT ATTITUDE AND STEREOTYPE ARE ENVIRONMENTALLY ESTABLISHED: EVIDENCE FROM A TWIN STUDY**

Huajian Cai1, Yu L. L. Luo1

1Chinese Academy of Sciences; 2Chinese Academy of Sciences

We examined the heritability of implicit gender stereotype and implicit attitudes towards the self, race, smoking and drinking in comparison with their explicit counterparts by investigating 304 pairs of twins. Results showed that implicit attitudes and stereotypes are totally environmentally determined, but their explicit counterparts were moderately heritable.
D257
TO PARTITION OR NOT TO PARTITION EVALUATIVE JUDGMENTS: COMPARING MEASURES OF STRUCTURAL AMBIVALENCE
Catherine M. Calnan1, Erica J. Refling1, Leandre R. Fabrigar1, Tara K. MacDonald1, Victoria C. Johnson1, Steven M. Smith2
1Queen’s University; 2Saint Mary’s University

We compared two common measures of structural ambivalence. Both measures separately assess positive and negative components of ambivalence; however, in one approach participants must partition opposite valenced evaluations. Results indicated that the non-partitioned measure was more sensitive to manipulations of attitudinal ambivalence and was a better predictor of subjective ambivalence.

D258
COMMITMENT CAN INCREASE OR DECREASE INFORMATION PROCESSING AND RESISTANCE TO PERSUASION
Jean-François Campourcy1, Pablo Bríolo2, Fabien Girandola1, Richard E. Petty3
1Aix-Marseille Université; 2Universidad Autónoma de Madrid, Spain; 3The Ohio State University, USA

Previous research suggests that commitment can hinder information processing and increase resistance to change. The present research examined whether commitment can also enhance information processing and attitude change. We found that commitment reduced processing when personal relevance was relatively high but decreased processing when relevance was relatively low.

D259
THE PRESENT PROJECTS PAST BEHAVIOR INTO THE FUTURE WHILE THE PAST PROJECTS ATTITUDES INTO THE FUTURE: HOW VERB TENSE MODERATES PREDICTORS OF DRINKING INTENTIONS
Pilar Carrera1, Amparo Caballero1, Dolores Muñoz2, Itziar Fernández2, Dolores Albarracín3
1Universidad Autónoma de Madrid, Spain; 2University of Illinois at Urbana-Champaign, USA; 3University Nacional de Educación a Distancia, Spain

Experiment 1 revealed stronger influence of past behaviors on intention when participants self-reported an episode of excessive drinking using present tense, but stronger influence of attitudes toward intention when the report was in past tense. Experiments 2 and 3 suggested that this effect is explained by changes in construal level.

D260
IN THE EYE OF THE BEHOLDER: EYE CONTACT INCREASES RESISTANCE TO PERSUASION
Frances S. Chen1, Julia A. Minson2, Maren Schöne3, Markus Heinrichs1
1University of Freiburg; 2University of Pennsylvania

In two studies, participants watched videos of speakers expressing various views on controversial socio-political issues. More eye contact between the listener and speaker during communication of a counter-attitudinal message predicted less persuasion. These findings suggest that striving to maintain eye contact may be counter-productive across a variety of persuasion contexts.

D261
LIBERAL/CONSERVATIVE DIFFERENCES INIDEOLOGICALCOGNITION
Justin S. Cheng1, Victor C. Ottati1, Erika D. Price2
1Loyola University Chicago

Is ideological content used the same way on the political right and left? In two studies, we find that ideological framing of a policy proposal strongly influenced the policy attitudes of Liberal-Democrats, but did not influence the policy attitudes of Conservative-Republicans. Theoretical and methodological implications of these findings are discussed.

D262
LINGUISTIC CONTENT DIFFERENCES IN COGNITIVE DISSONANCE
Wen Cheng1
1Center for Teacher Education, National Sun Yat-sen University, Taiwan

Cognitive dissonance was found to exist in linguistic facets among essays written by participants in the Counter-Attitudinal Advocacy Paradigm. Certain types of words were used more frequently in certain dissonance conditions. The data supported the mediation model where the linguistic content variables mediated the relationships between conditions and attitude changes.

D263
SOCIAL SUPPORT FROM THE INTERNET: THE ROLE OF PERCEIVED REALITY OF ONLINE INTERACTIONS
Jenna L. Clark1, Melanie C. Green1
1University of North Carolina, Chapel Hill

Individuals vary in attitudes toward the value of Internet interactions, a construct we label ‘perceived reality of online interactions’. Undergraduates and Amazon Mturk participants completed personality and relationship measures to test the validity of this construct. Initial results suggest that perceived reality is predictive of social support from Internet relationships.

D264
PERCEPTIONS OF DANGER AND SOCIAL CONSERVATISM
Russ Clay1, Natalie J. Shook2
1University of Richmond; 2West Virginia University

Two studies investigated the relation between social conservatism and perceptions of danger. Study 1 indicated a pervasive link between perceptions of danger and social conservatism (RWA, Political Ideology), but in Study 2, manipulating perceptions of danger did not produce systematic differences in social conservatism. Implications for future research are addressed.

D265
RESTORING TRUSTWORTHINESS AFTER POLITICAL SCANDAL: THE IMPACT OF HYPOCRISY
David JY. Combs1, Caitlin AJ. Powell2, C Howell2
1US Naval Research Laboratory; 2Georgia College and State University

Political leaders can restore post scandal trustworthiness by avoiding common scandal responses (e.g. blaming others) and instead self-imposing punishment (Combs, 2010). This project examined whether self-punishment, compared to other more common approaches, can restore trustworthiness following a hypocrisy-laced scandal. Self-punishment restored trustworthiness compared to misdirection.

D266
QUESTION-BEHAVIOR EFFECT: MEDIATING ROLE OF ATTITUDE ACCESSIBILITY
Mark Conner1, Chantelle Wood2, Tracy Sandberg1, Paschal Sheeran2, Gaston Godin3
1University of Leeds, UK; 2University of Sheffield, UK; 3Laval University, Canada

Measuring intentions and other cognitions can significantly increase the likelihood of performance of the target behavior (the question-behavior effect). We report an experiment demonstrating this effect in relation to objectively assessed healthy eating and show the question-behavior effect is mediated by changes in attitude accessibility.

D267
ATTITUDES TOWARD HUMAN GERMLINE ENGINEERING
Brock J. Criger1, Cynthia Fekken1
1Queen’s University

Germline engineering allows expectant parents to alter or improve their child’s phenotype by making heritable changes to eggs, sperm, or early embryos. As hypothesized, American adults are more approving of modifying physical than psychological traits and of modifications considered therapies versus enhancements. Reliable individual differences predicted these differences.
D268
IMPLICIT AMBIVALENCE AND DIFFERENCES IN INFORMATION PROCESSING: ATTRIBUTIONS OF NEW INFORMATION PREDICT DIFFERENCES IN RESOLVING ATTITUDE DISCREPANCIES
Geoffrey R. O. Durso1, Robert J. Rydell1, Richard E. Petty1
1The Ohio State University; 2Indiana University
How is new attitude-relevant information used differently to resolve implicit-explicit discrepancies? We had participants form discrepant attitudes toward a novel individual, Bob (Rydell & Durso, 2012), later presenting them with mixed-valence information attributed to Bob, or a novel person. Attribution differences caused valence-selective processing and changes in attitudes and discomfort.

D269
VISUAL IMAGE STRENGTH PREDICTS POLARIZATION OF ATTITUDES ABOUT CATEGORIES OF PEOPLE
John D. Edwards1, Patrick R. Harrison1
1Loyola University Chicago
Expanding upon our previous research this study found that strength (vividness, accessibility, stability, speed) of visual images about 8 categories of people e.g., atheists, Hispanics, is related to extremity of affective, cognitive, and behavioral dispositions toward those people, thereby further establishing the role of visual imagery in socially relevant attitudes.

D270
SOURCE CREDIBILITY AND SELF-VALIDATION: IMPLICATIONS FOR PERSUASION VIA COUNTERATTITUDED MESSAGES
Abigail T. Evans1, Jason K. Clark1
1University of Iowa
When messages are proattitudinal, research has shown that credible sources validate thoughts more than advocates which lack credibility. We postulated that the opposite may occur when information is counterattitudinal. Experimental results showed greater confidence and attitudes that were more reflective of thoughts when source credibility was low compared to high.

D271
THE MODERATING ROLES OF SOCIOECONOMIC STATUS AND POLITICAL ORIENTATION IN REACTIONS TO WHITE PRIVILEGE
Lea A. Folsom1
1Kansas State University
How Whites react to thinking about White privilege may depend on social standing and political orientation. Our study demonstrates that, when racial inequality is framed as ingroup advantage compared to outgroup disadvantage, more conservative Whites of higher socioeconomic status perceive higher personal and social costs to addressing White privilege.

D272
COGNITIVE STRUCTURE FOR THE BRAND
Fumiaki Katsumura1, Koji Murata1
1Hitotsubashi University
This study aimed to verify the validity of the model that consumers’ brand attitude is structured into three elements: “cognition” “longing” and “attachment”. We studied 18 brands in three categories. The result showed that consumers have the above elements. Moreover, the “attachment” has given the highest impact on brand attitude.

D273
EVALUATIVE CONDITIONING IS MODULATED BY MEMORY OF THE CS-US PAIRINGS AT THE TIME OF TESTING
Anne Gast1, Jan De Houwer1, Maarten De Schryver1
1Ghent University
The influence of contingency knowledge on evaluative conditioning (EC) was investigated in two-session-studies. Conditioning took place in the first session; the EC effect was assessed several days later. Memory for the pairings was measured in both sessions. The EC effect depended on memory during measurement.

D274
YOU’RE A RACIST BUT I “LIKE” IT: PREDICTORS OF AGREEMENT WITH RACE-RELATED MESSAGES ON FACEBOOK
Joseph Gustin1, Jose Rincon1, Patrick Cheng1, Shannon M. Rauch1
1Providence College
We examined factors that could potentially predict agreement with race-related Facebook posts. Frequency of Facebook use and collective angst related positively to attitudes toward racist messages, particularly an overt racist message. Racial ambivalence related to increased favorability toward a subtle racist message, but not an overt message.

D275
MATCHING AND MISMATCHING VOCAL AFFECT WITH MESSAGE CONTENT
Joshua J. Guary1, Leandre R. Fabrigar1, Clement Tang1
1Queen’s University
We examined how the interplay between vocal affect and the content of an affective message influenced attitude change based on the extent to which voice matched the message’s intent. Analyses revealed significantly more persuasion for the partial and fully mismatched vocal qualities relative to the fully matched and written passage.

D276
AUTOMATIC LEARNING OF ATTITUDES: EVIDENCE FOR DUAL CODING?
Georg Halbeisen1, Eva Walther1
1University of Trier
Are attitudes learned without processing costs? We predicted and found that the brain’s modal systems impose boundary conditions on attitude learning mechanisms: attitude acquisition was impaired by a secondary task only if task-modalities matched. Implications for research on automaticity and a Dual Coding framework (Faibio, 1986) for attitudes are discussed.

D277
THE “CULTURE WARS” IN EVERYDAY LIFE: INVESTIGATING MORAL CONFLICT IN ANTICIPATED SOCIAL INTERACTIONS
Brittany Hanson1, Linda J. Skitka1
1The University of Illinois at Chicago
This research investigated how people react to moralized political conflict in everyday conversations. In imagined but not actual interactions, disagreeing participants (versus agreeing) had more negative expectations, desire to avoid the conversation, and expected the interaction to be more demanding when they were morally convicted about the issue.

D278
POSITIVE PEOPLE PRIORITIZE POSITIVE INFORMATION: DISPOSITIONAL ATTITUDES PREDICT PROCESSING ORDER FOR POSITIVE VERSUS NEGATIVE INFORMATION
Justin Hepler1, Dolores Albarracin1
1University of Illinois at Urbana-Champaign
In two studies, we measured individuals’ dispositions to form positive or negative attitudes, exposed them to a variety of stimuli, and recorded the order in which they processed positive and negative stimuli-related information. Participants with positive (negative) dispositional attitudes processed positive (negative) information first, and processing order affected explicit attitudes.

D279
ON THE AUTOMATIC ACTIVATION OF ATTITUDES: A QUARTER CENTURY OF EVALUATIVE PRIMING RESEARCH
David R. Herring1, Katherine R. White2, Linsa N. Jabeen1, Stephen L. Crites1
1University of Texas at El Paso; 2Columbus State University
The evaluative priming paradigm is a frequently used measure of automatic evaluation. We meta-analyzed 125 effect sizes across 72 studies. The major finding, through analysis of the judgments participants make, suggested that both encoding and response processes contribute to evaluative priming. Neither perspective, however, completely accounted for the findings.
D280  EFFECT OF RELIGIOUS ANTI-GAY MESSAGES ON ATTITUDES TOWARD SEXUAL AND RELIGIOUS GROUPS
Neil R. Hester1, Kenneth G. DeMarree2
1Texas Tech University

We examined the effects of attributing prejudicial (anti-gay) messages to either ingroup (Christianity) or outgroup (Islam) religions on attitudes toward Muslims. Consistent with balance theory, people high in religious fundamentalism (who have negative attitudes toward gay people and Muslims) became less negative toward Muslims when anti-gay messages came from Muslims.

D281  DISSONANCE IN BLACK AND WHITE: DOUBLE-CONSCIOUSNESS AND RACIAL DIFFERENCES IN THE EXPERIENCE OF COGNITIVE DISSONANCE
Diana M. Hill1, Joel Cooper2
1Washington University in St. Louis; 2Princeton University

Five decades of research have shown that when people choose to act in ways that are contrary to their attitudes, cognitive dissonance ensues and people change their attitudes to accommodate their behavior. In this poster, we question whether the induced compliance phenomenon is true for whites but not blacks.

D282  FEELING CONFLICTED AND DECISION-MAKING PROCESS: THE EFFECTS OF ATTITUDINAL AMBIVALENCE ON INFORMATION SEARCH AND ELABORATION
Taro Hirashima1, Koji Tsujiya1, Tadahiro Motoyoshi2, Toshikazu Yoshida1
1Nagoya University; 2Nanzan University; 3Kansai University

We examined the effects of attitudinal ambivalence on decision-making process. Results indicated that feeling conflicted led to unbiased processing and increased levels of elaboration among participants with a structurally ambivalent attitude. Findings suggest that feeling conflicted promotes unbiased systematic processing only when people attribute the conflict to their own attitude.

D283  DOES PERSONALITY INFLUENCE PHILOSOPHICAL BELIEF?
Geoffrey S. Holtzman1
1The Graduate Center, City University of New York

Why do philosophical arguments that seem so plausible to some people always fail to persuade others? In this study, Big Five personality factors predicted the response professional philosophers gave to six of the nine philosophical questions tested. This suggests that philosophical belief in part an expression of personality.

D284  APPLYING THE THEORY OF PLANNED BEHAVIOR TO DESCRIBE AND PREDICT PRO-ENVIRONMENTAL ACTIONS RELATED TO CLIMATE CHANGE
Kristina Howansky1,2, Paul Harris3, Jenifer Collins4, Melissa Scartozzi5
1University of Texas El Paso; 2New York University

Our study applied the theory of planned behavior (TPB) to assess relationships between environmental attitudes and actions. A survey of 153 college students revealed significant correlations between climate change attitudes, social norms (beliefs of friends and parents), perceived control, and intention and action to intended to help reduce climate change.

D285  RETREATING TO THE PARTY LINES: PRIMING POLITICAL IDENTITY INCREASES POLARIZATION
Devin E. Howington1, Ewa M. Markowicz1, Azim F. Shariff2
1University of Oregon

When issues become politicized, group identity maintenance and belongingness needs may influence party members to become hyperpolarized. Supporting this hypothesis, participants who were primed with their party membership were more polarized than a control group of participants on attitudinal and policy preference questions regarding climate change and affirmative action.

D286  CAN WE (ALWAYS) RESIST? ON THE (UN)CONTROLABILITY OF EVALUATIVE CONDITIONING
Mandy Hütter1, Steven Sweldens2
1University of Heidelberg; 2Insead, Fontainebleau

A long-standing question is whether evaluative conditioning can change attitudes via automatic learning processes. We develop a multinomial process dissociation procedure to distinguish controllable from uncontrollable processes during learning. In three experiments both controllable and uncontrollable learning mechanisms contributed to the evaluative conditioning effect, supporting dual-process theories of attitudinal learning.

D287  CONSTRUAL LEVEL AND MORTALITY SALIENCE
Gen Ito1, Yohtaro Takano1
1The University of Tokyo

We propose that abstract construal level should make reminders of death less threatening and reduce cultural worldview defense after mortality salience (MS). MS led to cultural worldview defense unless participants had induced an abstract mindset. An abstract mindset didn’t reduce death thought accessibility. MS fostered concrete construal level.

D288  MEASURING FEDERAL AND LOCAL TRUST IN AUTHORITIES FOR PROTECTION AGAINST EXTERNAL THREATS
Linsa N. Jabeen1, Stephen L. Crites1, Jessica M. Shenberger1, Luke R. Enge1, Osvaldo F. Morera1
1University of Texas El Paso

A Trust in Authorities Scale for protection against external threats and an Attitudes toward Authorities Scale were developed. A confirmatory factor analysis revealed that a higher-order factor model adequately described the data suggesting that examining federal and local authorities separately and distinguishing trust and attitudes are both important.

D289  CONFIDENCE VERSUS DOUBT: DIFFERENTIAL PROCESSING OF PROATTITUDINAL AND COUNTERATTITUDINAL INFORMATION
Sean J. Jules1, Jason K. Clark1, Duane T. Wegener2, Zakary L. Tormala2
1University of Iowa; 2Ohio State University; 3Stanford University

A wealth of previous research suggests that people process information more deeply in states of low compared to high confidence. The results of the current study suggest that low confidence can increase or decrease processing depending on the pro- versus counterattitudinal nature of the information.

D290  IT’S THE END OF THE WORLD AS WE KNOW IT: PREDICTORS OF APOCALYPTIC THINKING
Danny Kamps1, Kristen Eyssell1
1University of Baltimore

The study assessed the relationship between dogmatism, religious fundamentalism education and belief in a just world on apocalyptic beliefs. Apocalyptic thinking was positively related to religious fundamentalism and negatively correlated to dogmatism as well as education. The hypothesis was partially supported.
D291
IMPACT OF TELEVISION SAFE-SEX MESSAGES ON DECISIONS TO USE CONDOMS
Sukjit Kaur1, Kristina Hood2, Natalie Shook3
1Virginia Commonwealth University; 2Mississippi State University; 3West Virginia University

Mass media can effectively deliver public health messages to diverse audiences (Whittingham et al., 2008). This study examined what features of condom advertisements promoted condom use. Participants preferred advertisements that were funny, simple, thought-provoking, frequent, and delivered by celebrities. Findings can aid in the development of effective safe-sex messages.

D292
POLARIZATION BLINDNESS: UNDERESTIMATING THE EFFECT OF GROUP DISCUSSION ON POLITICAL POLARIZATION
Jessica L. Keating1, Leaf Van Boven1, Charles Judd1
1University of Colorado Boulder

Limited awareness of what shapes one’s attitudes may lead to underestimating the polarizing effects of group discussions. In two studies, participants discussed political topics with like-minded others. Group discussion polarized participants’ attitudes. Moreover, participants underestimated how much their attitudes polarized and misremembered pre-discussion attitudes as less extreme.

D293
FREE CHOICE MISATTRIBUTION
Kyle Keller1, Joel Cooper1
1Princeton University

Brehm’s (1956) free choice paradigm stands as a seminal example of Festinger’s (1957) cognitive dissonance theory. Recent research (Chen & Risen, 2010) impugns the classic dissonance interpretation of these results. The present research uses misattribution of arousal to provide evidence in favor of a cognitive dissonance interpretation of free choice.

D294
ON THE PREVENTION OF EVALUATIVEY CONDITIONED ATTITUDES
Richard V. Kendrick1, Michael A. Olson1
1University of Tennessee

The research discussed here demonstrates that associative attitude formation via an established EC paradigm can be prevented, as demonstrated on implicit and explicit attitude measures. Specifically, participants told to prevent the contamination of their attitudes demonstrated on implicit and explicit attitude measures. Specifically, participants underestimated how much their attitudes polarized and misremembered pre-discussion attitudes as less extreme.

D295
PREDICTING ATTITUDES USING MORAL FOUNDATIONS THEORY
Claire K. Kidder1, Katherine R. White1, Stephen L. Crites, Jr.1
1University of Texas at El Paso

The current study replicated recent research demonstrating that individual differences in moral foundations predict attitudes. It also extended this research by demonstrating that the extent to which individuals believe moral foundations are related to an issue predict attitudes better than individual differences in moral foundations.

D296
THE IMPORTANCE OF STIMULI VALENCE AND COGNITIVE RESPONSES IN SUSCEPTIBILITY TO EVALUATIVE CONDITIONING
Laura G. Kiken1, Natalie J. Shook2
1University of North Carolina at Chapel Hill; 2West Virginia University

Two studies examined the roles of cognition and valence in susceptibility to evaluative conditioning (EC). Greater thought processing predicted less EC susceptibility with positive stimuli but greater EC susceptibility with negative stimuli and greater valence asymmetry. Further, on average participants demonstrated a valence asymmetry in EC susceptibility.

D297
HOW SELFISH IS MY PARTY?: SELF-INTERESTED THINKING IS IDEOLOGICAL THINKING FOR CONSERVATIVES
Anita Kim1, Stacey Rieck1
1Texas A&M University

We found evidence that self-interested thinking is part of conservatives’ abstract ideological worldview, but not that of liberals. Conservatives’ self-interest predicted their attitudes for two hypothetical policies, but not when they were presented as real. Symbolic Politics, Construal Level Theory, the norm of self-interest, and deception in experiments are discussed.

D298
MORAL ELEVATION REDUCES IMPLICIT PREJUDICE TOWARD GAY PEOPLE
Calvin K. Lai1, Jonathan Haidt2, Brian A. Nosek1
1University of Virginia; 2New York University - Stern School of Business

In four studies, we tested the hypothesis that moral elevation would ‘undo’ disgust and consequently reduce implicit prejudice toward gay people. We found that elevation reduces implicit prejudice if the outgroup elicits disgust (i.e., gay people), but not if the outgroup elicits other negative emotions (i.e., Black people).

D299
SOCIAL NORMS AND POLITICAL IDEOLOGY: NORMATIVE INFORMATION CAN INCREASE THE GAP BETWEEN LIBERALS AND CONSERVATIVES
Rebecca Littman1, Elizabeth L. Paluck1
1Princeton University

Do individuals respond to social norms differently, depending on their political ideology? We test an idea suggested by recent field experiments on social norms messaging: normative information consistent with an individual’s ideology can motivate norm-consistent behavior, while normative information inconsistent with an individual’s ideology can cause reactance.

D300
INTOXICATED PREJUDICE: THE INFLUENCE OF ALCOHOL CONSUMPTION ON IMPLICIT AND EXPLICIT MEASURES OF RACIAL ATTITUDES
Chris Loersch1, Bruce D. Bartholow2, Mark Manning2, Jimmy Calanchini3, Jeffrey W. Sherman2
1University of Colorado; 2University of Missouri; 3University of California, Davis

We examined the influence of alcohol consumption on implicit and explicit measures of prejudice, and their correlation. Alcohol appeared to alter the information used to construct explicit reports of bias, creating a substantial relationship between implicit and explicit measures that did not exist under placebo or control conditions.

D301
INVESTIGATING THE RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION, PREVIOUS EXPERIENCE, AND PRESENT ATTITUDES TOWARDS PEOPLE WITH PHYSICAL DISABILITIES
Tierza E. Loskota1, Kerry Kleyman1
1Metropolitan State University

The current study examined the relationship between an individual’s experience with physical disabilities, social dominance orientation, and their present attitudes towards physically disabled individuals. Participants were 250 undergraduate college students. A regression analysis demonstrated that previous experience and SDO are useful predictors of attitudes towards physically disabled people.

D302
RELATIVE ACCESSIBILITY OF THOUGHTS MEDIATES THE EFFECTS OF SELF-PERSUASION ON ATTITUDES TOWARD UNDESIRABLE BEHAVIORS
Tong Lu1, Charles G. Lord1
1Texas Christian University

The present study tested the effect of deliberate self-persuasion on attitudes toward cellphone use while driving, and measured thoughts
associated with the attitudes using free association. Changes in the accessibility of different types of associated thoughts mediated attitude changes. Theoretical and practical implications for deliberate self-persuasion are discussed.

**D303**

**PERCEIVED BASES FOR ATTITUDE CERTAINTY AND RESISTANCE TO PERSUASIVE COMMUNICATION**

Andrew L. Luttrell, Richard E. Petty

*The Ohio State University*

Although attitude certainty generally predicts whether a person resists a persuasive message, the bases underlying that certainty were hypothesized to have implications for the process of resistance. Results confirmed this hypothesis, showing that stronger (vs. weaker) reasons for being certain were associated with a more thoughtful process of resisting persuasion.

**D304**

**EDUCATION AND ATTITUDE CHANGE TOWARD LGBT TARGETS: MORE EFFECTIVE FOR THOSE HIGH IN SOCIAL DOMINANCE... AND ONLY FOR GAY AND LESBIAN TARGETS**

Sara Michelle Mansoori-Rostam, Charlotte Chuck Tate

*San Francisco State University*

This study examined education and audience characteristics as predictors of attitude change toward LGBT targets. Participants enrolled in either a sexuality or neurology course, to vary education. Results showed a significant social dominance by education interaction: participants high in social dominance in the sexuality course showed more positive attitude change.

**D305**

**PROVOCATIONS AND DETERRENTS OF PRO-ENVIRONMENTAL BEHAVIOURAL SPILLOVER**

Elise A. Margetts, Yoshihisa Kashima, Angela Paladino

*University of Melbourne*

A process for changing patterns of unsustainable behaviour is the idea that performing one environmentally friendly behaviour might ‘spillover’ to increase the likelihood of performing another. Factors that can promote this spillover were the focus of the present study. Results illustrate the importance of higher-order constructs in facilitating this process.

**D306**

**THE HIDDEN CATASTROPHE IN SOCIAL INTERACTIONS: ASYMMETRIC ATTITUDE REACTION TO DISAGREEMENT VERSUS AGREEMENT**

Jay L. Michaels, Robin R. Vallacher

*Presbyterian College; Florida Atlantic University*

The current research examines attitude evolution in response to agreement versus disagreement. Exposed to alternating intervals of agreement/disagreement, participants exhibited greater attitude change in response to disagreement. Agreement evoked no response regardless of interaction history. The results verify a dynamic model’s predictions and provide insight into the conflict process.

**D307**

**THE AESTHETICS OF INFORMATION: VISUAL SYMMETRY AS A PRIME FOR TOPIC RELEVANCE**

Brianna L. Middlewood, Karen Gasper

*Pennsylvania State University*

Two studies investigated the effect of text presentation on appeal and perceived personal relevance of an article. Participants found an article more appealing and, in turn, perceived it to be more personally relevant, when it was presented symmetrically vs. asymmetrically. Results suggest perceived personal relevance is influenced by visual cues.

**D308**

**AN EXAMINATION OF THE MORAL FOUNDATIONS UNDERLYING ENVIRONMENTAL ATTITUDES AND INTENTIONS**

Sean E. Moore, Christopher Robblee

*University of Alberta-Augustana Campus*

Little work has examined the moral foundations of environmental attitudes. In this study, we found that environmental concern was positively correlated with harm and fairness moral foundations. We also found that intentions to engage in pro-environmental actions were increased by priming participants with concepts that matched their primary moral concerns.

**D309**

**TWO SIDES OF THE SAME COIN: EXAMINING HOW MERITOCRACY BELIEFS CAN SERVE AS BOTH A HIERARCHY-ENHANCING AND HIERARCHY-ATTENUATING IDEOLOGY**

Yanikka Morgan, Patricia N. Gilbert, Laurie T. O’Brien

*Tulane University*

The present research examines two distinct conceptualizations of meritocracy—the Perception that Meritocracy Exists (PME) and the Preference for the Merit Principle (PMP). PME functioned as a hierarchy-enhancing ideology and was positively correlated with PWE whereas PMP functioned as a hierarchy-attenuating ideology and was positively related to egalitarianism.

**D310**

**THE EFFECT OF MORTALITY SALIENCE ON RECYCLING ATTITUDES: AN EXAMINATION OF MODERATING FACTORS**

Monica E. Munoz, Veena Prasad

*Texas A&M International University*

This study examined effects of mortality salience on recycling attitudes. Mortality salience was expected to improve recycling attitudes, especially for individuals with low self-esteem and low recycling awareness. However, mortality salience produced more negative attitudes, with no moderating influence of self-esteem or recycling awareness. Implications of these findings are discussed.

**D311**

**THE EFFECTS OF INVOLVEMENT AND INFORMATION PROCESSING ON LATITUDES OF ACCEPTANCE**

Renee A. Murray, Kevin L. Blankenship

*Iowa State University*

We examined the role of involvement and information processing on latitudes of acceptance. Exposure to an involving message resulted in wider latitudes of acceptance and strong arguments being more persuasive than weak arguments. When the same message was framed as uninvolved, argument quality had no effect on attitudes and latitudes.

**D312**

**ON THE INTERNET, SHE’S CREDIBLE TO HIM BUT UNLIKEABLE TO HER**

Nicole L. Muscanell, Rosanna E. Guadagno

*University of Alabama; National Science Foundation*

The current study examined gender and communication modality (face-to-face vs. email interactions) differences in persuasion. Results suggest that gender related social role expectations and communication modality interact to influence how likable, friendly, competent, and credible men and women perceive each other to be. These perceptions in turn affect persuasion.

**D313**

**PREDICTING ATTITUDES TOWARD THE FINANCIAL CRISIS FROM TEMPORAL PERSPECTIVE**

David P. Nalbone

*Purdue University Calumet*

I examined the role of mortality salience and time perspective on attitudes toward the federal debt and deficit crises in the U.S.
Respondents who were future-oriented were more worried about the economic impact of the crises, and more in favor of reforming discretionary spending, than those who were present-oriented.

**D314**
**WHEN TWO IS NOT BETTER THAN ONE: THE IMPACT OF MULTIPLE SOCIAL INFLUENCE TACTICS ON ATTITUDE CHANGE**
Bradley M. O¨k¨stle, Rosanna E. Guadagno
1The Ohio State University at Newark; 2The National Science Foundation
This study examined attitude change after exposure to a single or concurrent influence tactics. Participants exposed to a single influence tactic reported significantly greater attitude change than those who exposed to multiple influence techniques suggesting that concurrent influence tactics may produce less attitude change than those used in isolation.

**D315**
**APPLYING REGULATORY FOCUS THEORY TO CHANGE ATTITUDES TOWARD BREASTFEEDING: REACHING WOMEN WHO OTHERWISE MIGHT NOT BREASTFEED**
Jessica Parks, Aaron L. Wichman
1Western Kentucky University
We tested how breastfeeding advocacy messages could be constructed to improve attitudes toward breastfeeding. Women varying in their breastfeeding confidence were exposed to messages varying in regulatory fit. Women with low breastfeeding confidence were most persuaded by prevention focused, loss-framed messages, expanding on previous findings demonstrating regulatory fit effects.

**D316**
**PRELIMINARY ANALYSIS OF THE INVENTORY ON ATTITUDES AND BELIEFS TOWARDS CELL PHONES**
Emmanuel J. Perez, Sarah Savoy
1Stephen F. Austin State University
The first validation attempt at a measure on attitudes and behaviors towards cell phones has been made. Four factors emerged (need for information, beliefs about consequences of cell phone use, acceptability beliefs, and expertise). The results look promising for the future development and revising of the measure.

**D317**
**UNIQUE VALENCE BIAS PREDICT JUDGMENTS REGARDING THE PAST VERSUS FUTURE**
Evana S. Pietri, Russell H. Fazio
1The Ohio State University
We examined whether unique valence biases predict judgments about past versus future. How well participants learned which objects produced positive versus negative outcomes (learning bias) related to judgments about past versus positive/negative events. How they weighted valence information when generalizing these attitudes to novel objects (weighting bias) correlated with future assessments.

**D318**
**THE SOCIAL VALUE OF ATTITUDINAL AMBIGUITY**
Vincent Pillaud, Nicoletta Cavazza, Fabrizio Butera
1University of Lausanne; 2University of Modena-Reggio Emilia
Four studies showed that, when expressed on controversial issues (immigration, Study 1 and death penalty, Study 2), ambivalence was valued on social utility, although not on social desirability. However, this was not the case when being expressed on more consensual issues (recycling, Study 3 and organic products, Study 4).

**D319**
**NATIONAL PRIDE AND TOLERANCE: IDEOLOGY AS A MODERATOR**
Erika D. Price, Victor C. Ottati
1Loyola University Chicago
Research suggests that modest national pride promotes tolerance, while high pride promotes intolerance. In the present study, participants were primed with national identity (or control) and tolerance was assessed. Nationalism, patriotism, political ideology, and political party were explored as possible moderators of the effect of national pride on tolerance.

**D320**
**DIFFERING EFFECTS OF INITIAL PREJUDICES AS A FUNCTION OF INDIVIDUAL DIFFERENCES IN THE WEIGHTING OF POSITIVE Versus NEGATIVE**
Matthew D. Rocklage, Russell H. Fazio
1Ohio State University
Individuals differ in the extent to which they weight positive versus negative information – their weighting bias. Despite initially receiving the same invalid evaluative information about a novel environment, individuals subsequently interacted differently with that environment as a function of their weighting bias. This differential behavior, in turn, produced divergent evaluations.

**D321**
**PARALLEL EXISTENCE BIASES MODERATED BY RESISTANCE TO CHANGE AND NOVELTY SEEKING**
Rebecca K. Rosen, Ellie Shockley, Kimberly Rios
1University of Chicago
Existence Bias is a heuristic in which old/ prevalent objects are evaluated more positively. However, examples of preference for new/ rare objects persist. We show across three studies that Existence Bias is moderated by two individual difference variables: it manifests among “change resisters” and tends to reverse among “novelty seekers.”

**D322**
**ATTITUDES ABOUT SOCIOPOLITICAL ISSUES IN RELATION TO FREE WILL AND DETERMINISM BELIEFS**
Lisa Sandberg, John Edwards, Linda Heath
1Loyola University, Chicago
The multi-faceted construct of belief in free will (BFW) in relation to sociopolitical attitudes was examined. The construct validity of two measures of BFW was also examined. The measures showed good construct validity; general free will and determinism were unrelated to each other and both related positively to conservative attitudes.

**D323**
**ATTITUDE UNCERTAINTY UNDERMINES ATTRACTION TO SIMILAR OTHERS**
Vanessa Sawicki, Duane T. Wegener
1Ohio State University
Little past research has examined boundary conditions of the well-documented link between attitude similarity and attraction. The current research examines a previously unexplored moderator of attitude similarity effects on attraction, attitude uncertainty. When the (un)shared attitude was associated with uncertainty (rather than certainty), the classic similarity effects were eliminated.

**D324**
**UNDER WHAT CONDITIONS DO IMPLICIT RACE ATTITUDES PREDICT SOCIAL JUDGMENT?**
Kathleen Schmidt, Matt Motyl, Brian A. Nosek
1University of Virginia
Implicit measures of race attitudes predict social judgment and behavior, but prediction moderators are unknown. Data from the 2008 American National Election Study revealed that racial attitudes as measured by the Brief Implicit Association Test show more incremental predictive validity over self-reported racial attitudes for affective and well-constructed social judgments.
D325
MIND OVER MATTER: ON THE IMPACT OF JUDGMENTAL RELEVANCE ON THE RESISTANCE OF ATTITUDES
Birga M. Schumpel1,2, Arie W. Kruglanski2, Hans-Peter Erb1
1 Helmut-Schmidt University; 2 University of Maryland; 3 Helmut-Schmidt University

We propose that the judgmental relevance of persuasive evidence determines attitude resistance. In line with our predictions, we found attitudes based on relevant evidence to be more resistant than attitudes based on less relevant evidence. This holds for both message arguments (Experiment 1) and cue information (Experiment 2).

D326
WHEN MESSAGE TAILORING BACKFIRES: MESSAGE OPPONENTS COUNTER-ARGUE TAILORED INFORMATION MORE INTENSELY THAN NON-TAILORED INFORMATION
(ya Hui) Michelle See1, Greta Valent2, Michelle S.Q. Tan1
1 National University of Singapore; 2 The Ohio State University

We examined the interaction effects of initial attitudes and message type on counter-arguing. Among message opponents (whose initial attitudes are highly incongruent with the message position) but not among those with relatively neutral attitudes, a tailored/cognitive message that targeted recipients’ beliefs-focused attitudes elicited more intense counter-arguing than the non-tailored/affective message.

D327
HAVING EXPLICIT-IMPLICIT EVALUATION DISCREPANCIES TRIGGERS MOTIVATED REASONING
Tonya M. Shoda1,2, Allen R. McConnell1, Robert J. Rydell1
1 Miami University; 2 Indiana University

We investigated how explicit-implicit racial evaluation discrepancies trigger motivated reasoning and instigate bias against minority group members. These evaluative discrepancies produced bias against African Americans in setting competence standards (Study 1) and resulted in greater biased assimilation and attitude polarization after reading persuasive appeals from African American authors (Study 2).

D328
VALENCE OF PERSPECTIVE-TAKING PRODUCES DIVERGENT ATTITUDINAL EFFECTS
Bryan Sim1,2, Lora E. Park1
1 University at Buffalo, The State University of New York; 2 New York University

Two studies showed that focusing on the positive or negative aspects of a person’s life while perspective-taking resulted in less empathy and greater just world beliefs (Study 1), although feeling similar to the target and taking their perspective led to more favorable trait ratings of the target (Study 2).

D329
DIVIDED OPINION AS AN AFFILIATIVE THREAT
Joseph J. P. Simons1, Melanie C. Green1
1 University of North Carolina at Chapel Hill

Discussion topics which divide social opinion pose a number of social challenges (such as increased interpersonal uncertainty). As such, these topics may conflict with social goals. The current research presents evidence that the thought of discussing divisive issues (but not more consensual topics) is threatening and anxiety-provoking.

D330
RISK ASSESSMENT IN THE WILD: PREDICTORS OF PERCEIVED SAFETY IN APPROACHING A GRIZZLY IN A NATIONAL PARK
Camille B. Lasala1, Victoria A. Springer2, Daniel J. Weige1
1 University of Nevada, Reno

The influence of attitudes, social norms, sensation seeking and other factors are investigated as predictors of the assessment of risk involved in approaching a grizzly bear (to take a picture) in a national park. Favorable attitudes and norms were associated with safer (less risky) assessments, whereas sensation seeking was not.

D331
MODERATING ROLE OF BIOLOGICAL EXPLANATION IN RELATIONSHIP BETWEEN MEN’S GENDER SELF-ESTEEM AND ATTITUDES TOWARD LESBIANS
Ayako Suzuki1, Tomoko Ikegami1
1 Osaka City University

This study investigated how biological explanations influence the relationship between heterosexual men’s gender self-esteem and their attitudes toward lesbians. Our results showed that the relationship between the two changed depending on whether they were led to believe that homosexuality is biologically determined.

D332
DO “SCARE TACTICS” WORK? A META-ANALYTIC EXAMINATION OF FEAR APPEAL THEORIES
Melanie B. Tannenbaum1, Dolores Albarracin1-2, Rick Zimmerman2, Lindsey Kurland1, Samantha Jacobs3, Kristina Wilson1
1 University of Illinois at Urbana-Champaign; 2 George Mason University; 3 Virginia Commonwealth University; 4 University of Pennsylvania

The present meta-analysis was designed to rigorously test a comprehensive set of fear appeal theories. Overall, we found a positive, linear effect of fear on positive outcomes, especially (a) in combination with efficacy messages, (b) on one-time-only behaviors, and (c) in older and more educated populations.

D333
THE EFFECTS OF NARRATIVE TRANSPORTATION ON PERSUASION BY CONFLICTING NARRATIVES
Stephanie B. Thomas1, Joseph P. Simons1, Melanie C. Green1
1 University of North Carolina, Chapel Hill

We examined the effect of narrative transportation and relevance on decision-making when people are presented with conflicting medical testimonials. Participants’ treatment decisions for a target case were most influenced by the relevant narrative. However, variations in narrative quality can reduce decision quality even when relevant information is available.

D334
WHEN SPOILING A PUNCHLINE DOES NOT RUIN A JOKE
Sascha Topolinski1, Thorsten Erle1, Giti Bakhktiar1
1 University of Wuerzburg

While common knowledge holds that giving away a punchline spoils a joke, psychological research has shown that prior exposure of stimuli increases the positivity of those stimuli. Consequently, in two experiments in was found that prior exposure of punchlines actually increased the funniness of jokes.

D335
SHALL I REL-EYE UPON YOU?: THE ROLE OF THE OBSERVER-TARGET RELATIONSHIP IN MIMETIC DESIRES
Evelyne Treinen1, Olivier Cornelle1
1 Université Catholique de Louvain

We examined the moderating role of target trustworthiness and social exclusion on mimetic desires. Looked-at-stimuli is more positively rated than stimuli that are looked away from (1) when they are associated with a trustworthy vs. untrustworthy) face and (2) when participants were previously ostracized vs. included.

D336
ANTI-Egalitarian Beliefs and Resilience Among Individuals High in Trait-Neuroticism
Shona M. Tritt1, Michael Inzlicht1, Jordan B. Peterson1
1 University of Toronto

In study 1, egalitarian beliefs predicted psychological and somatic symptoms among neurotic individuals. In follow-up study 2, experimentally induced anti-egalitarian beliefs led participants to report less psychological and physical symptomatology. This effect
was most evident among individuals high in trait neuroticism. Anti-
egalitarian beliefs may serve anxiety-buffering psychological functions.

**D337**

CHALLENGES TO DELIBERATE THINKING UNDERMINE THE ENDORSEMENT OF EQUALITY  
Laura D. Van Berkel\(^1\), Christian S. Crandall\(^1\)  
\(^1\)University of Kansas

We investigated the primacy of conservative values associated with hierarchy. Participants rated hierarchical and egalitarian values while either intoxicated (Study 1) or instructed to think either superficially or deliberately (Study 2). In both studies, low-effort thinkers devalued equality, and tended to endorse more hierarchical, conservative values.

**D338**

FORCING THE ISSUE: MORAL CONVINCION AND PERCEPTIONS OF VALUE VIOLATION IN RESPONSE TO SITUATIONAL CONSTRAINT  
Anthony N. Washburn\(^1\), Geoffrey Wetherell\(^1\), Caitlyn Yantis\(^2\), Christine Reyna\(^1\)  
\(^1\)DePaul University; \(^2\)University of Illinois at Chicago

When forced into close proximity to attitude violators, people may alter moral conviction and perceptions of value violation, making situations easier. Participants increased moral conviction about opposing beliefs, but saw dissimilar others as less value violating in these circumstances.

**D339**

ATTITUDES TOWARDS PHYSICAL AND PSYCHOLOGICAL AGGRESSION BETWEEN INTIMATE PARTNERS: A FACTORIAL VIGNETTE ANALYSIS  
Ashley Waters\(^2\)  
\(^2\)Auburn University

The current study examined participant judgments of interpersonal violence (IPV) in intimate relationships. Participant gender and measures of social desirability accounted for significant variability in attitudes towards IPV. Additionally, gender of the perpetrator, prior history of IPV, use of alcohol, and similarity of the aggressive acts accounted for significant variability.

**D340**

GETTING ONE’S WIRES UNCROSSED: DISSIMILARITY PRIMING REDUCES EFFECTS IN THE AFFECT MISATTRIBUTION PROCEDURE  
Rebecca Weil\(^1\), Tomás A. Palma\(^1\), Bertram Gawronski\(^2\)  
\(^1\)University of Trier; \(^2\)Utrecht University; \(^2\)University of Western Ontario

The present research investigated a boundary condition of misattribution within the Affect Misattribution Procedure (AMP; Payne, Cheng, Govorun, & Stewart, 2005). Three experiments provided evidence that a procedurally primed dissimilarity focus of prime and target led to reduction of priming effects within the AMP.
Poster Session E

Self-Identity

E1 FINDING MEANING IN MEANINGLESSNESS? THE IMPACT OF EXISTENTIAL THREAT ON THE EXISTENTIALLY INDIFFERENT
Andrew A. Abeyta1, Tom Pyszczynski1
1North Dakota State University; 2University of Colorado Colorado Springs
This study investigated whether or not existentially indifferent individuals display typical cultural worldview defense in terror management theory. Participants were split into meaning types (i.e., existentially indifferent or meaningful), were reminded of death or pain, and completed a worldview defense measure. Results revealed that the existentially indifferent defended counter-cultural values.

E2 HOW CAN I BE REAL IF I CANNOT COUNT ON YOU? SELF-PRESENTATION AS A FUNCTION OF RELATIONSHIP TYPE, TRUST AND CONTINGENT SELF-ESTEEM
Linda K. Acitelli1, Camilla S. Overup1, Lindsey Rodriguez1, Angelo M. DiBello1
1University of Houston
Students completed questions concerning self-presentation to familiar targets and measures on various interpersonal factors. Results indicate that lack of predictability of other (trust) predicted engaging in self-presentation, and this was moderated by friendship-contingent self-esteem. We may self-present in an attempt to maintain our relationship with our interaction partner.

E3 THE “I” IN BRAIN: IDENTIFYING WHERE THE SELF IS LOCATED
Hajo Adam1, Otilia Obodaru1, Adam Galinsky2
1Rice University; 2Columbia University
While the self-concept is generally studied in an abstract way, we study it from a concrete, embodied perspective. Across seven studies, we found consistent evidence that the brain is the part of the body perceived to be most strongly connected to the self-concept.

E4 INFLUENCE OF RELIGIOUS MOTIVATIONS ON ANTECEDENTS, IDENTIFICATION, AND OUTCOMES OF GLOBAL CITIZENSHIP
Natalia Assis1, Shonda A. Gibson1, Stephen Reysen1, Iva Katzarska-Miller 2
1Texas A&M University-Commerce; 2Transylvania University
We examined the influence of religiosity and motivation to be religious on antecedents, identification, and outcomes of global citizenship. The current study (N = 916) found that a quest religious motivation predicted greater global awareness and normative environment leading to greater identification with global citizens and an increased pro-social values.

E5 MY COUNTRY, MY SELF: HONOR, IDENTITY, AND AGGRESSIVE OPPOSITION TO NATIONAL THREATS
Collin D. Bames1, Ryan P. Brown2, Mauricio Carvallo1, Joshua Lenes3, Jennifer Bosson1
1Hillsdale College; 2University of Oklahoma; 3University of South Florida
In a student sample and a separate adult sample, endorsement of honor values predicted aggressive opposition to national threats. This association was mediated by internalization of national identity and national threats, suggesting that the intertwining of personal and ingroup identities encouraged by honor norms facilitates aggressive responses to outgroup provocations.

E6 THE EFFECT OF UNSEEN OTHERS ON SELF-PERCEPTIONS
Asaf Beasley1, Eliot R. Smith2
1Indiana University, Bloomington
People tend to automatically adopt the thoughts, emotions, and behaviors of similar others. We found this tendency impacts self-perceptions of math skills. Self perceptions were better predicted by performance on math problems that people believed similar others saw, than problems they believed were seen by out-group members or nobody else.

E7 HOW TO CHANGE YET STAY THE SAME: SENSE OF SELF-CONTINUITY ACROSS CULTURES
Maja Becker1, Vivian L. Vignoles2, Members of Culture and Identity Research Network
1Université de Toulouse; 2University of Sussex; 3Culture and Identity Research Network
We investigated ways of constructing feelings of self-continuity—stability, narrative, associative links to past—across 64 cultural groups in 36 nations. Irrespective of culture, individuals with stronger immutability beliefs derived continuity more from stability, irrespective of personal beliefs, members of cultures with weaker immutability beliefs derived continuity more through narrative.

E8 PERCEPTIONS OF SOCIAL CLASS AS CONTROLLABLE, STABLE, AND GLOBAL UNIQUELY MEDIATES THE RELATIONSHIP BETWEEN IMPLICIT THEORIES OF INTELLIGENCE AND PERCEIVED STEREOTYPE-RELEVANCE
Jill Bennett1, Denise Sekaquaptewa1
1University of Michigan
Participants reported the perceived stability, controllability, and globality of several social identities. Results suggest a unique aspect of social class identity attributions (compared to other important identities), such that the relationship between implicit theories of intelligence and perceived relevancy of social class stereotypes is mediated by these attributions.

E9 THE OVERLAP OF PERSONAL AND GROUP CHARACTERISTICS: SELF-STEREOTYPING OR SELF-ANCHORING?
Robin Bergh1, Nazar Akrami1
1Uppsala University
Social identity research suggests that when individuals identify with a group they define themselves and the group with similar attributes. This could reflect that people apply the group stereotype to themselves (self-stereotyping), or, that people ascribe their personal characteristics to the group (self-anchoring). The current examination supported the latter alternative.

E10 WHEN I AM UNSURE OF YOU, WHO AM I? THREATS TO SIGNIFICANT-OTHER-CONCEPT CLARITY NEGATIVELY IMPACT THE SELF AND RELATIONSHIPS
Scott A. Beymer1, Lora E. Park1
1University at Buffalo, The State University of New York
Two studies investigated the impact of threats to knowledge about a romantic partner on self-concept clarity and affective, cognitive, and relational outcomes. Path analyses revealed that participants who received a threat to partner certainty experienced lower self-concept clarity, lower relationship quality, more negative affect, and impaired cognitive functioning.
E11
HISTORY AS A RESOURCE: EFFECTS OF NARRATIVE CONSTRUCTIONS OF GROUP HISTORY ON INTELLECTUAL PERFORMANCE
Nida Bikmen1, Brittney Lockett1, Kidus Mezgebu1
1Denison University

The negative association between racial centrality of African American students and their test performance under stereotype threat was reversed when students were reminded of the historical resilience of their group before taking the test. History of marginalized groups can act as a buffer against current challenges.

E12
SELF-CONCEPT CLARITY THREATS EVOKE WORLDVIEW DEFENSE
Helen C. Boucher1, Thomas Bloch1
1Bates College

Consistent with other research on meaning maintenance (e.g., terror management theory), individuals whose self-concept clarity was threatened showed worldview defense relative to a control group, by polarizing their ratings of complimentary and critical essays about their college. This effect was especially prominent among high self-esteem individuals.

E13
CHOICE AS SELF-AFFIRMATION: A TRIVIAL PERSONAL CHOICE CAN BUFFER AGAINST STRESS
Shannon T. Brady1, Anita Shankar1, Aurelia T. Alston1, Geoffrey L. Cohen1
1Stanford University

Even trivial choice can be self-affirming. In a field study, Americans completed a stressor, then either made a seemingly trivial personal choice (selecting a pen) or not. Participants in the choice condition reported higher confidence in their ability to cope with the stressor and a stronger sense of personal agency.

E14
CUEING THE STUDENT IN ME: THE EFFECTS OF CONTEXTUAL FRAMING ON IDENTITY SALIENCE AND ACADEMIC MOTIVATION AMONG LOW INCOME COLLEGE STUDENTS
Alexander S. Browman1, Mesmin Destin1
1Northwestern University

We tested whether the socioeconomic framing of the college environment could influence identity salience and academic motivation among students from low socioeconomic backgrounds. After reading about their college as being socioeconomically diverse (versus high-income), low SES participants implicitly identified more with high achievement, and reported greater academic belonging and motivation.

E15
THE LOCAL DOMINANCE EFFECT AND CONSTRUAL LEVEL: WHEN GLOBAL COMPARISONS MATTER
Kathryn Bruchman1, Abigail T. Evans1
1University of Iowa

When forming self-evaluations, people often place disproportionate weight on comparison information from individuals and underutilize comparison information from aggregates (see Zell & Alickie, 2010). However, two studies suggest that when induced to think abstractly rather than concretely, participants’ self-evaluations are influenced more by aggregate than individual comparison information.

E16
IT TAKES ONE TO KNOW ONE: HOW SELF-VIEWS COLOR OUR UNDERSTANDING OF SELF-VERIFICATION STRIVINGS
Michael D. Bumhister1, William B. Swann, Jr.1
1University of Texas at Austin

Across three studies, we show that perceptions of self-enhancement and self-verification motives are colored by the valence of people’s own self-views. Whereas perceivers with negative self-views imputed self-verifying motives to both negative and positive self-view targets, perceivers with positive self-views imputed self-enhancement motives to all targets irrespective of self-views.

E17
EXPLORING THE RELATION BETWEEN PARTICIPATION IN A NEW CULTURE AND IDENTIFICATION: TWO STUDIES WITH LATIN-AMERICAN IMMIGRANTS
Diana Cárdenas1, Roxane de la Sablonnière1
1Université de Montréal

Research on immigrants generally equates participation in the new culture with identification to it. Two studies with different methodologies (quantitative/qualitative) were designed to establish whether they are the same or different. Both studies found them to be different concepts, and that participation in the culture predicts identification.

E18
PSEUDO SELF-FORGIVENESS: SELF-AFFIRMATION REDUCES RESPONSIBILITY AVOIDANCE AND DEFENSIVE SELF-FORGIVENESS
Thomas P. Carpenter1, Jo-Ann Tsang1
1Baylor University

Apparent self-forgiveness may at times reflect defensive responsibility avoidance. Participants were induced to offend a fictitious partner after first receiving affirming or non-affirming feedback to reduce defensiveness. For men, affirmation reduced self-forgiveness by increasing responsibility attributions. Results suggest some apparent self-forgiveness is defensive, rather than compassionate, in nature.

E19
FALLING FROM GREAT (AND NOT SO GREAT) HEIGHTS: HOW INITIAL STATUS POSITION INFLUENCES PERSISTENCE AFTER STATUS LOSS
Jennifer Carson Marr1, Stefan Thau1
1Georgia Institute of Technology; 2London Business School

Despite all the benefits of having status, we argue high-status individuals experience more self-threat and, consequently, experience more performance failures after status loss than low-status individuals who experience a comparable status loss. A field study of professional baseball players and two experiments provide support for our hypotheses.

E20
SELF-AFFIRMATION REDUCES THE STRENGTH OF THE RELATIONSHIP BETWEEN PROCESSING OF A THREATENING MESSAGE AND INDICATORS OF SELF-THREAT
Jennifer L. Cerully1, Claire Lyons1, William M. Klein2
1RAND; 2Division of Cancer Control and Population Sciences, National Cancer Institute

We predicted that self-affirmed participants would extract the gist of a threatening health message more easily than non-affirmed participants. Self-affirmation led to reduced correlations between gist and measures of self-threat, but did not greatly facilitate the extraction of the gist.

E21
THE DISTINCTION BETWEEN SOCIAL AND COLLECTIVE IDENTITY ORIENTATIONS IN THE ASPECTS OF IDENTITY QUESTIONNAIRE
Jonathan M. Cheek1, Linda R. Tropp1, Marion K. Underwood6, Nathan N. Cheek1
1Wellesley College; 2University of Massachusetts, Amherst; 3The University of Texas at Dallas; 4Swarthmore College

Abrams (1988) criticized the social identity orientation scale — intended to represent James’ (1890) social me — for not capturing social identity theory’s emphasis on group membership. Factor analysis of social and collective identity scales, ethnic group differences in collective but not social identity, and differential correlations support maintaining two distinct scales.
E22
EGOCENTRIC SOCIAL COMPARISONS: WHAT REACTION TIMES HAVE TO SAY
Colton B. Christian¹, Sara D. Hodges¹
¹University of Oregon
Past research shows that information about the standing of others influences comparative judgments less than information about the self (Kruger et al., 2008). However, our study (n=138) demonstrates that making ratings of others prior to comparative judgments facilitates the speed of those comparisons more than making self-ratings.

E23
A LANGUAGE OF HOPE: AN EMPIRICAL INVESTIGATION OF PRESIDENT OBAMA’S Rhetoric THROUGHOUT HIS POLITICAL CAREER
Miles Conant¹, Barbara Luka¹
¹Bard College
The present study examines President Obama’s emotional, cognitive, and psychological states through his use of words. Through the classification of speech samples based on context, distinct language patterns were found among various topics of discourse. The results suggest that Mr. Obama exhibits unique linguistic styles when discussing certain issues.

E24
IDEAL SELF JUDGMENT AND THE MODERATING ROLE OF MODESTY
Corey L. Guenther¹, Mark D. Alicke², Karen Vanderzanden¹
¹Creighton University; ²Ohio University
Proposes that, implicitly, self-judgment involves identifying the self with idealized trait standards. Supporting this model, no differences emerged between absolute self and absolute ideal trait ratings across dimensions. Such similarity did not arise when comparing average-peer and ideal ratings, or, when self and ideal ratings were made in explicit comparison.

E25
RACIAL AND GENDER EXCLUSION AFFECT NOVEL GROUP IDENTITY
Charisse L. Corsbie-Massay¹
¹University of Southern California
The demographic composition of a group provides important cues regarding future acceptance. Drawing on social identity, ostracism, and discrimination, the current research features independently produced videos that systematically omit specific racial and gender groups to investigate the effects of racial and gender exclusion on viewer self-concepts, identity, and attitudes.

E26
IN OR OUT OF CONTROL? SENSE OF AGENCY, ACTION PLANNING AND ACTION SELECTION IN THE PRESENCE OF OTHERS
Tom G.E. Damen¹, Rick B. Van Baaren¹, Ap Dijksterhuis²
¹Radboud University Nijmegen; ²Ghent University; ³Max Planck Institute for Human Development
In several studies we investigated sense of agency in settings of obedience and freedom of choice, using both explicit and implicit agency paradigms. Our findings show agency both affected by internal planning and external commands, and that the action planning and selection phase is crucial to feelings of agency.

E27
IMPLICIT-EXPLICIT ACADEMIC MAJOR CERTAINTY AND AUTONOMY
Cody R. DeHaan¹, Edward L. Deci², Richard Ryan¹
¹University of Rochester
This study showed the moderating role of satisfaction of the basic psychological need for autonomy on discrepancy between implicit and explicit academic major certainty for a sample of undergraduates. High autonomy need satisfaction relates to less discrepancy between implicit and explicit major certainty. Implications for integration are explored.

E28
UNDERSTANDING THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SELF-CLARITY: THE ROLE OF ACTUAL-DESIRED SELF-ESTEEM DISCREPANCIES
Kenneth G. DeMarree¹, Kimberly Rios²
¹Texas Tech University; ²University of Chicago
We examined a novel predictor of self-clarity: actual-desired self-esteem discrepancies. Such discrepancies are larger among individuals low in self-esteem and might account for the previously-documented relationship between self-esteem level and self-clarity. Correlational and experimental studies support the idea that actual-desired self-esteem

E29
THE “LIGHT WEIGHT”: THE INFLUENCE OF SOCIAL OSTRACISM ON DRINKING AS A SOCIAL IDENTITY AMONG WOMEN IN COLLEGE
Charisse L. Corsbie-Massay¹
¹Colorado State University
The current study extended the social identity theory to examine whether college women’s drinking behaviors are associated with a group identity (light or heavy drinker), and whether they are likely to identify with their in-group and derogate out-group members when faced with social ostracism using an online experiment.

E30
TORN BY THE POWERS AT WORK: WORKPLACE ENVIRONMENT MODERATES THE ASSOCIATION OF FEAR OF STIGMA-DISCLOSURE AND THE PSYCHOLOGICAL BARRIER BETWEEN PUBLIC AND PRIVATE SELVES
Ray G. Edwards¹, Nicholas P. Camp², Rainer Romero-Canas¹, Ryan M. Walker¹, Valerie Purdie-Vaughns²
¹Columbia University; ²Stanford University
Features of workplace environments and dispositional stigma-disclosure concerns create psychological boundaries between public and private selves. Workplaces where the approval of superiors is crucial foment this public-private division among those with stigmatized social identities. In less risky environments, dispositional stigma-disclosure concerns should drive this division. Two studies support these hypotheses.

E31
RELIGIOUS, BUT NOT MORAL IDENTITY AROUSAL, LOWERS EVALUATIONS OF OUTGROUP TARGETS, ESPECIALLY THOSE BELIEVED TO BE HOSTILE TOWARDS THE INGROUP
Amanda ElBassiouny¹, Lloyd R. Sloan¹, Debbie Van Camp¹
¹Howard University
Christian participants’ moral versus religious identity was primed before evaluating a Christian or Muslim applicant. Religious (versus moral) identity priming produced decreased liking for outgroup but equal acceptance of an ingroup membor, especially when participants believed targets were chronically negative toward Christians, suggesting moral identity arousal produces more unconditional acceptance.

E32
“THAT POWER BECOMES YOU”: WHEN AND WHY SUBORDINATES TRIGGER SELF-OBJECTIFICATION AMONG THE POWERFUL
M. Ena Enesi¹, Sunyoung Lee¹, Kimberly Rios²
¹London Business School; ²University of Chicago
This research proposes that power-holders are subject to self-objectification. After receiving a subordinate’s favor, power-holders are more likely to define themselves and base their self-esteem on power-relevant traits. Further, they are willing to pay more for status goods, which is driven by their beliefs.
E38
THE VALUE IS IN NOT TURNING AWAY: NEUROSCIENTIFIC EVIDENCE ON MINDFUL RESPONSES TO THREAT
Robert J. Goodman1, Jordan Quaglia2, Kirk W. Brown1
1Virginia Commonwealth University
Current theories of emotion regulation emphasize reappraisal and distraction as effective threat regulation strategies. We present two studies that suggest mindfulness can also facilitate adaptive psychological and physiological threat responses. These studies found that mindfulness blunted electrocortical responses to unpleasant visual stimuli, and attenuated neuroendocrine responses following social evaluative threat.
E39
A DIFFERENT PERSPECTIVE: THE EFFECTS OF SELF - CONSTRUAL ON PERSPECTIVE TAKING AND POWER TACTICS
Aki M. Gormezano1, Melanie M. Henderson2, Cynthia M. Frantz1
1Oberlin College; 2University of Michigan
What are the effects of collectivist self-perceptions on perspective taking and the way one recognizes and utilizes power? Findings suggest that having a collectivist self-perception is associated with greater perspective taking, more inclusive power recognition, and the use of more relational power tactics.
E40
WHO WANTS TO BE FAMOUS AND WHY: EXPLORING MOTIVATIONS FOR FAME AND VIEWS OF SELF
Dara Greenwood1, Christopher R. Long2, Sonya Dal Cin2
1Vassar College; 2Ouachita Baptist University; 3University of Michigan
Two survey studies explored Motivations for Fame and views of self. Three distinct fame factors emerged: desire to be Seen, to have Wealth, and to do Good. Narcissism and need to belong were associated with Seen and Wealth. Fame motivations were also linked to self-worth, empathy, and basic psychological needs.
E41
CREATION AND INITIAL VALIDATION OF A MEDIA FANHOOD MEASURE
Samantha L. Groene1, Vanessa E. Hettinger1, Jennifer K. Bosson1
1University of South Florida
A new 20-item scale measuring media fan identification was constructed through self-creation, adaption from existing measures, and ratings from a sample of self-identified fans. Administrations of the Fanhood Measure to an online media fan sample and a sample of undergraduates have demonstrated the internal and test-retest reliability of the measure.
E42
DOES POWER MAGNIFY THE EXPRESSION OF DISPOSITIONS?
Ana Guinote1, Mario Weick2, Alice Cai1
1University College London; 2University of Kent
Conventional wisdom holds that power-holders act more in line with their dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in one’s dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in one’s dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in one’s dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in one’s dispositions. Based on principles of construct accessibility, we propose that this is only the case when no alternatives are activated in one’s dispositions.
E43
INDIVIDUAL DIFFERENCES IN SELF-ENHANCEMENT AND SELF-PROTECTION STRATEGIES: THE ROLES OF PERSONALITY AND CULTURE
Erica Hepper1, Constantine Sedikides1
1University of Southampton; 2University of Surrey
We examined the underlying structure and predictors of the many strategies by which people self-enhance and self-protect. Study 1 identified 4 factors. Study 2 examined regulatory focus, self-esteem, and narcissism. Study 3 replicated the structure and individual differences in China, with cultural differences in levels of strategies.
Recent research suggests that residential mobility negatively affects well-being. This research examines a specific individual difference that may predict adjustment levels following a move. Two correlational studies examined whether inclusion of hometown in one’s self predicts well-being among college freshmen. Results showed that high self/hometown interconnectedness negatively predicts well-being.

A theory of racial identity as social currency is proposed. It was found that participants were more likely to identify with a racial group if it is indicated by significantly weaker confidence in a subsequent task. Compared to participants in the integrated condition, participants in the non-integrated condition were more depleted, as indicated by significantly weaker confidence in a subsequent task.

The present research shows that the often claimed positive relationship between ingroup identification and perception of self-other ingroup similarities is contingent upon the group standing in the social hierarchy. In 2 studies, the inferior group, but not the superior group, emphasized ingroup similarity following ingroup identification.

We examined if egalitarian optimists or social vigilantes were more likely to confront prejudice in a staged political discussion featuring a “bigot” confederate. Across conditions, the egalitarian optimists, not social vigilantes, who stood up for their beliefs and confronted prejudice, even when facing a group.

Participants switched between two identities that they experienced as either integrated (i.e., fitting together harmoniously) or non-integrated (i.e., clashing). Compared to participants in the integrated condition, participants in the non-integrated condition were more depleted, as indicated by significantly weaker confidence in a subsequent task.

A theory of racial identity as social currency is proposed. It was found that participants were more likely to identify with a racial group if it is higher in status and able to obtain more wealth and social value than other racial groups that are portrayed as less socially desirable.
A year followup suggested these results persisted, even outside the lab, while also reporting decreased math efficacy and gender identification. Conditions performed worse than controls a week later on a math test, identified female participants in both overt and subtle stereotype threat.

Do stereotype threat effects perseverate? Across studies, math-1Stanford University

Kody J. Manke1, Geoffrey L. Cohen1

STEREOTYPE THREAT PERSEVERANCE: A PROCESS OVER TIME

E62

STEREOTYPE THREAT PERSEVERANCE: A PROCESS OVER TIME

Kody J. Manke1, Geoffrey L. Cohen1

1Stanford University

Do stereotype threat effects perseverate? Across studies, math-identified female participants in both overt and subtle stereotype threat conditions performed worse than controls a week later on a math test, while also reporting decreased math efficacy and gender identification. A year followup suggested these results persisted, even outside the lab.

E61

DO AUTONOMOUS INDIVIDUALS STRIVE FOR SELF-POSITIVITY? A TEST OF THE UNIVERSAL NATURE OF SELF-ENHANCEMENT

Bridget P. Lynch1, Erin M. O’Mara1

1University of Dayton

We examined the association between self-enhancement and autonomy. Participants (N = 175) completed measures of (a) approach and avoidant self-enhancement strategies, and (b) autonomy. Results demonstrate that individuals high in autonomy utilize approach—but not avoidance—directed compassionate feelings, which explain increased helping behavior to a laboratory shelf-collapse incident. This work suggests that self-compassion may be a promising mechanism for self-affirmation effects.

E60

HELPING THE SELF HELP OTHERS: SELF-AFFIRMATION INCREASES SELF-COMPASSION AND PRO-SOCIAL BEHAVIORS

Emily K. Lindsay1, J. David. Creswell3

1Carnegie Mellon University

Self-affirmation has been shown to increase feelings of love and connection. In two studies, we find that self-affirmation increases explicit self- (but not other-) directed compassionate feelings, which explain increased helping behavior to a laboratory shelf-collapse incident. This work suggests that self-compassion may be a promising mechanism for self-affirmation effects.

E59

PERCEPTIONS OF SELF-COMPASSION IN BURDENSOME GROUP MEMBERS

Allison M. Landgraf1, Inna Kleynshteyn1, Ashley B. Allen1

1University of North Florida

Research shows that self-compassion is beneficial for one’s emotional well-being; however, no research has addressed how self-compassion impacts one’s relational value. Burdensome group members who respond self-compassionately might be evaluated negatively because they fail to give a socially appropriate response. Our research partially supported this hypothesis.

E58

AUTONOMY SATISFIES THE NEED FOR POWER

Joris Lammers1, Janka I. Stoker2, Floor Rink2, Adam D. Galinsky3

1Tilburg University, The Netherlands; 2Groningen University, The Netherlands;
3Northwestern University, Evanston

Four studies explore what drives the need for power. Older theories hold that people need power to influence others, but we show that the need for power is a need for autonomy—to be uninfluenced. People desire to be master of their own fate; not to be master of others.

E57

SELF-AFFIRMATION INCREASES PEER-RATED HUMILITY

Elliott T. Kruse1, Joseph Chancellor1, Sonja Lyubomirsky1

1University of California, Riverside

We proposed that self-affirmation would increase humility. In three experiments, participants first either affirmed their top value or did not; they then responded to an open-ended prompt. Responses were rated by independent judges for humility. Across all studies, affirming a personal value increased peer-rated humility, compared to a control group.

E63

THINKING ABOUT THE FUTURE AFFECTS MOTIVATION AND SOCIAL INTERACTIONS AMONG LOW SES

Vida M. Manzo1, Mesmin Destin1, Sarah Townsend1

1Northwestern University

We used an intervention in which we prime low SES students’ future identity versus their past identity to reduce threat and anxiety and increase motivation on academic tasks. Low SES students primed with their future identity displayed significantly less anxiety after mock student-professor interactions. We examine nonverbal and neuroendocrine reactivity.

E64

SUBTYPING AS A SELF-CONCEPT MAINTENANCE MECHANISM

Rachel Meisinger2, Ciara Karski1, Corey Guenther3

1Columbia University

The current study explored whether “subtyping” processes are employed to protect the self when faced with preference-inconsistent self-relevant feedback. Consistent with this view, participants generalized unfavorable intelligence test feedback to their self-concept to a lesser extent when this feedback was accompanied by an additional, test-neutral attribute.

E65

CAN THE BENEFICIAL EFFECTS OF RELIGIOUSNESS ON RISK BEHAVIOR BE EXPLAINED PURELY IN SECULAR TERMS?

Wendi A. Miller1, James A. Shepperd1

1University of Florida

We tested two secular explanations for the link between religiousness and adolescent risk behavior. Tenth-graders (N=1253) completed an online questionnaire that included measures of religiousness, secular explanations of religiousness, and risk behavior. Religiousness continued to predict unique variance in risk behavior even after controlling for the secular variables.

E66

ANTECEDENTS AND MODERATORS OF RELATIONAL IDENTIFICATION IN THE WORKPLACE: THE SPECIFICATIONS OF ROLE-RELATIONSHIPS AND TARGETS OF IDENTIFICATION

Shora Moteabbed1

1ESSEC Business School

This paper first qualitatively investigates the dimensions of relational identification and the factors which influence them. After generating hypotheses based on this first study it then tests quantitatively how identification motives (as antecedents) and role-related factors (as moderators) relate differently to these dimensions of relational identification.

E67

WRITING ABOUT EXPANDING ACTIVITIES: EFFECTS ON PERCEPTIONS OF SELF AND CLOSE OTHERS

Natalie Nardone1,2, Arthur Aron1

1Stony Brook University; 2University of California San Francisco

Participants completed an experiment writing about expanding, rediscovery or control activities with their closest other. Self-concept clarity and inclusion of other in self were significantly greater in the rediscovery vs. control condition. When about a romantic partner, self-concept clarity was significantly greater in the rediscovery vs. expansion or control conditions.

E68

WEIGHT-GROUP IDENTIFICATION PREDICTS STRATEGIC RESPONSES TO STIGMA AND WELL-BEING AMONG FAT WOMEN

Michelle R. Nario-Redmond1, Olivia J. Lindly2, Jeffrey G. Noel3

1Hiram College; 2Reed College; 3Missouri Institute of Mental Health, University of Missouri

A survey of coping strategies revealed that fat women (N=50) who highly identified with their weight group valued their bodies and
supported fat-acceptance policies while those less identified encouraged weight-loss, avoided affiliating with fat people and asserted antifat attitudes. Weight-group identification also predicted several measures of self-worth and body satisfaction.

E69
WOMEN’S SOCIAL IDENTITIES: A QUALITATIVE LOOK AT HOW WOMEN CHOOSE, NEGOTIATE, AND PERFORM THEIR SOCIAL IDENTITIES
Annie Neimand1
1University of Florida
Using feminist methodology, I explore social identity theory beyond its traditionally defined characteristics, and describe the process of choosing, negotiating, and performing one’s social identity(ies). By exploring social identities as the product of an interactive process, I demonstrate the fluidity and complexities of developing one’s sense of self.

E70
NO REALLY, I AM A LESBIAN! NEGATIVE EFFECTS OF BELIEVING LESBIAN IDENTITY IS ACHIEVED VS. ASCRIBED
Ellen E. Newell1, Shannon K. McCoy2
1University of Maine; 2University of Tennessee
At times seemingly stable ascribed statuses (e.g. gender) can be challenged. Lesbians may feel they have to prove they are ‘real’ lesbians to other lesbians. Lesbians, who felt their identity was achieved, had lower self-esteem, poorer self-reported health, felt less accepted, and like less worthy members of the lesbian community.

E71
ASIAN AMERICAN IDENTITY AND EMOTIONAL SENSITIVITY TO MAJORITY AND MINORITY GROUP MEMBERS
Brandon W. Ng1, James P. Morris1
1University of Virginia
In the present study, Asian Americans had their American identity threatened when they were in a control condition. They then completed an emotional perception task and a prosocial behavior task. Results showed that, regardless of condition, Asian American participants were more emotionally accurate for Caucasian expressions relative to Asian.

E72
I’LL BE AN ADULT AT 21, DOES THAT MATTER FOR MATH NOW, I AM JUST 9?
Cecile Nurra1, Daphna Oyserman2
1University of Grenoble; 2University of Michigan
Children can imagine their adult future-self but they often fail to take action to support their future-self. Building on identity-based motivation theory (Oyserman, 2007), an accessible future-self is predicted to cue current action only if it feels connected to the current-self. Three studies, involving children aged 9–12, support this prediction.

E73
MODESTY DIFFERENTIALLY SUPPRESSIONS EXPRESSIONS OF SELF-ENHANCEMENT THAT VARY IN THE INVOLVEMENT OF OTHERS
Erin M. O’Marra1, Lowell Gaertner2, Bridget Lynch1, Adrienne Anderson1, Nicholette Smith1
1University of Dayton; 2University of Tennessee
Data from 106 undergraduates indicate that modesty mediates the effects of independent and interdependent self-construal on pursuits of self-enhancement involving other persons but not pursuits devoid of others. Self-enhancement involving others (a) increased with independent self-construal via decreased modesty concerns and (b) decreased with interdependent self-construal via increased modesty concerns.

E74
ACTIVATION OF THE SELF IS MODERATED BY SELF-ESTEEM IN EYE TRACKING STUDIES OF ONLINE VIDEO CHATS
Carrie A. Pappas1, Curtis D. Hardin1,2, Elizabeth F. Chu2,1
1Graduate Center, City University of New York; 2Brooklyn College, City University of New York
Activation of the self during ongoing conversation is moderated by self-esteem in eye tracking studies of online video chats in which participants see their own image and that of their conversation partner. Although self-activation among low self-esteem participants occurs under conversational self-threat, self-activation among high self-esteem participants occurs under conversational self-bolstering.

E75
SOCIAL EXCLUSION INCREASES PREVENTION MOTIVATION AND DECREASES PROMOTION MOTIVATION
Jina Park1, Roy Baumeister2
1Florida State University
The present research examined the impact of social exclusion on motivations for promotion and prevention. Study 1–3 demonstrated that social exclusion decreases promotion motivation and increases prevention motivation. Study 4 indicates that the changes in motivations following social exclusion are automatic rather than deliberate.

E76
ASSESSING THE PERSONALITY OF THE 21ST CENTURY GEEK
Russell E. Phillips1, Jarad Bell2
1University of Pittsburgh at Greensburg; 2Missouri Western State University
The present study created a measure of knowledge concerning geek interests using Item Response Theory. The measure was moderately associated with geek self-identification. When controlling for geek self-identification, the geek interests measure was positively correlated with openness to experience, and inversely associated with empathy, conscientiousness, and agreeableness.

E77
AFFIRMING THE SELF: THE GAY IAT AND PERCEPTIONS OF INTERGROUP CONTACT
Ellen E. Newell1, Joseph D. Wellman2, Shannon K. McCoy1, Sarah E. Porter1
1University of Maine; 2Wesleyan University
In the current research affirming one self-concept following administration of a gay male IAT was found to eliminate the IAT’s relationship to self-reported intergroup anxiety and justification of group inequality. The implication for the measure’s predictive validity and intergroup threat research are discussed.

E78
I KISSED A GIRL, BUT IT’S OKAY: AN INDIVIDUAL DIFFERENCE ACCOUNT OF THE IMPACT OF IDENTITY-INCONSISTENT SEXUAL EXPERIENCES
Mariana A. Peciado1, Letitia Anne Peplau1, Kerri L. Johnson2
1University of California, Los Angeles
The meaning people assign to identity-inconsistent sexual experiences varies. We examined the relationship between reports of how easily participants could justify identity-inconsistent sexual experiences and their self-perceived sexual orientation. Results suggest participants who can more easily justify experiences are less likely to report that their sexual orientation includes same-sex sexuality.

E79
TELL ME ABOUT YOUR GREATEST WEAKNESS: SOCIAL COMPARISONS HELP PEOPLE DOWNPLAY THEIR NEGATIVE CHARACTERISTICS
Gregory S. Preuss1, Michael Frechen2, Mark D. Alicke2
1Washburn University; 2Ohio University
Participants evaluated their faults relative to those of others. Results indicated that participants thought their own faults were less severe than the same faults of others. Participants were more optimistic about the degree to which their own faults would dissipate compared to control participants evaluating the faults of acquaintances.
E80
SELF-ENHANCEMENT, SELF-PROTECTION AND IN-GROUP BIAS
Michael R. Ransone1, Chris Kast2, Robert K. Shelly3
1Fairmont State University; 2Iowa State University; 3Ohio University
The present study investigated how self-enhancement and self-protection mechanisms function within a group context by examining participants’ ingroup/outgroup judgments. The most interesting finding was that participants were actually self-critical at times and in some cases engaged in self-derogation, rating themselves lower on positive traits and higher on negative traits.

E81
SELF-AFFIRMATION EFFECTS OVER TIME: SPONTANEOUS SELF-AFFIRMATION UNDER STRESS
Stephanie L. Reeves1, Shannon T. Brady1, Valerie Purdie-Vaughns2, Julio Garcia3, Suzanne Tabrorsky-Barba2, Sarah Tomassetti2, Geoffrey L. Cohen1
1Stanford University; 2Columbia University; 3University of Colorado, Boulder
This study examines the long-term impact of a self-affirmation exercise on people’s ability to cope with stress. Participants completed either a self-affirmation (writing about important values) or a control exercise. Those who self-affirmed were more likely to spontaneously affirm themselves in response to a stressor two years later.

E82
GIVE ME MORE, GIVE ME MORE: THE DARK SIDE OF SELF EXPANSION
John K. Rempel1, Christopher T. Burris1
1St. Jerome’s University
Growing the self via acquisition at others’ expense may represent the dark side of self-expansion. A measure of Spatial-symbolic engulfment (the tendency to acquire tangible self-identity markers) was associated with lower Agreeableness and Conscientiousness, greater endorsement of self-serving values, and greater endorsement of greed related statements.

E83
GLOBAL CITIZEN VERSUS HUMAN: COMPARISON OF SUPERORDINATE IDENTITY CONTENT
Stephen Reyens1, Lindsey Pierce1, Caramy J. Spencer2, Iva Katzarska-Miller2
1Texas A&M University-Commerce; 2Transylvania University
We examined the association between identification with superordinate identities (e.g., global citizen, human) and pro-social values (e.g., valuing diversity, environmental sustainability). Global citizenship identification uniquely predicted greater endorsement of pro-social values beyond identification with humans.

E84
ON THE MALLEABILITY OF SELF-IMAGE IN INDIVIDUALS WITH A WEAK SENSE OF SELF
Rebecca L. Robinson1, Ronen Copperman1, William Ickes2
1University of Texas at Arlington
A series of studies found support for the claim that weak sense-of-self individuals are more likely to change personality ratings towards their strong sense-of-sense partners’ ratings after a brief interaction and were likely to accept generic personality statements as being very self-descriptive.

E85
BELIEFS ABOUT CHANGE: HOW EMOTION AND INTELLIGENCE BELIEFS PREDICT IMPORTANT ACADEMIC AND EMOTIONAL TRAJECTORIES
Carissa Romero1, Allison Master2, Dave Paunescu1, James J. Gross1, Carol S. Dweck2
1Stanford University; 2University of Washington
We tracked middle school students’ academic and emotional trajectories. Students who believed that intelligence could be changed were more likely to move to advanced math courses. Students with lower well-being in 6th grade were more likely to show improved well-being if they believed emotions could be changed.

E86
COMING OUT AS LGB: THE LASTING IMPACT OF INITIAL DISCLOSURE EXPERIENCES
William S. Ryan1, Brett W. Ouimette1, Netta Weinstein2, Nikki Legate1
1University of California, Santa Barbara; 2University of Essex; 3University of Rochester
Relational support following initial disclosure of an LGB identity related to lower depression, increased self-esteem, and more overall outness. Negative responses led to higher depression and lower self-esteem. Support from mother, father, and best friend had similar well-being outcomes and led to higher perceptions of autonomy support in these relationships.

E87
CHRISTIAN RELIGIOUS PRIMING INCREASES INTOLERANCE OF AMBIGUITY
Christina Sagiglou1, Matthias Forstmann2
1University of Innsbruck; 2University of Cologne
In 4 studies we found that priming Christian religious concepts increases intolerance of ambiguity. Using a scrambled sentences priming procedure, semantically activating Christian religious concepts lead to higher self-reported intolerance of ambiguity, greater dislike for an ambiguous (vs. nonambiguous) drawing, and a stronger tendency to cognitively reduce perceived ambiguity.

E88
IS SELF-COMPASSION MORE THAN THE SUM OF ITS PARTS?
Jessica L. Sastre1, Ashley Batts Allen1
1University of North Florida
Self-compassion promotes adaptive cognitive, behavioral, and emotional processes across the lifespan. Self-compassion has 3 components: self-kindness, common humanity, and mindfulness. We examined whether the combined effect of these components accounted for additional variance in emotional outcomes. The findings provide partial support for self-compassion as a unique predictor.

E89
FAILURE TO MEET STANDARDS INCREASES SUICIDE THOUGHTS ACCESSIBILITY
Leila Selimbegovic1, Armand Chatard1
1University of Poitiers
Six experiments were conducted to test the hypothesis whereby confrontation with failure to attain important cultural standards leads to increased suicide thought accessibility. Results provide support for predictions, and suggest that these effects reflect motivation to escape from negative self-awareness. Implications for escape and terror management theories are discussed.

E90
EMOTIONALLY UNSKILLED, UNAWARE, AND DISINTERESTED IN LEARNING MORE: BIASED SELF-ASSESSMENTS OF EMOTIONAL INTELLIGENCE
Oliver J. Sheldon1, Daniel R. Ames2, David A. Dunning3
1Rutgers University; 2Columbia University; 3Cornell University
Despite the importance of self-awareness, many people hold overly-optimistic views of their intellectual abilities—particularly the least skilled. We examine whether this same pattern extends to appraisals of emotional intelligence. We also examine how differences in self-awareness affect reactions to feedback, documenting the role of motivated reasoning.

E91
A MEASUREMENT SCALE OF DISRESPECT FOR ADOLESCENTS AND YOUNG ADULTS
David W. Shwalb4, Tyler D. Hunt4
1Southern Utah University; 2University of Utah
111 students generated 892 examples of disrespect, which were sorted into 32 prototypes. 861 students then rated themselves on the...
### E92

**THE STRUCTURAL/SUBJECTIVE DISTINCTION OF OUGHT SELF-DISCREPANCIES**  
Ariel Silver¹, Leandre R. Fabrigar¹, Ya Hui Michelle See², Richard Petty³  
¹Queen’s University; ²National University of Singapore; ³Ohio State University  
We examined how two measures of ought self-discrepancy, one structural and one subjective, differentially predicted agitation based on the degree of deliberativeness. Regression analyses comparing the ability of these two scales did provide evidence of differences in their predictive ability depending on the deliberativeness of the emotional judgments.

### E93

**FACULTY CONSTRUCTIONS: EXAMINATION OF INSTRUCTOR’S PRESENTATIONS AND ATTITUDES TOWARD GLOBAL EDUCATION TOPICS**  
Andrea Slobodnikova¹, Shonda A. Gibson¹, Stephen Reysen¹, Iva Katzarska-Miller²  
¹Texas A&M University-Commerce; ²Transylvania University  
We explored university instructors (N = 101) presentation and attitudes toward topics related to global education (global citizenship, globalization, diversity, and culture). Global citizenship was reported as the least discussed and applicable topic, and instructors felt less knowledgeable, less motivated to include, and were most uncomfortable expressing their personal views.

### E94

**WHO AM I WHEN YOU’RE AROUND? MODERATORS OF MOTIVATED SELF-CONCEPT MALLEABILITY**  
Erica B. Slotter¹, Wendi L. Gardner², Gale M. Lucas³  
¹Villanova University; ²Northwestern University; ³University of Portland  
Individuals adopt attributes of romantic partners because they are motivated to do so. The current research examined two moderators of this phenomenon. Two studies demonstrated that elevated attachment anxiety and greater perception that the self-concept is malleable predicted individuals spontaneously altering themselves to be more similar to desired romantic partners.

### E95

**A NARRATIVE ANALYSIS OF MORTALITY SALIENCE RESPONSES: CERTAINTY IN AN AFTERLIFE PREDICTS MEANING IN LIFE**  
Christina M. Smith¹, Rebecca J. Schlegel², William E. Davis²  
¹Texas A&M University  
In three studies, responses to mortality salience prompts were content-coded for participants’ certainty in an afterlife. Results revealed that certainty in an afterlife predicted meaning in life under existential threat. These results suggest that being certain about an afterlife can potentially serve as a buffer against mortality salience.

### E96

**ARE YOU SMARTER THAN A CETACEAN? INVESTIGATING THE RELATIONSHIP BETWEEN REMINDERS OF DEATH AND CONCERNS ABOUT HUMAN INTELLIGENCE**  
Melissa Soenke¹, Jeff Greenberg¹  
¹University of Arizona  
According to terror management theory, humans cope with awareness of mortality by believing we are superior to other species, which may justify poor treatment of them. We therefore tested whether people reminded of death would be less willing to believe dolphins are smarter than humans. Results supported this hypothesis.
E103  
THE EFFECTS OF VALUE AFFIRMATION VERSUS MORAL PRIMING ON ETHICAL BEHAVIOR  
Jenna S. Thomas1, Carolin J. Showers1  
1University of Oklahoma  
This study examines whether a value self-affirmation leads to more unethical behavior than recalling a past moral behavior. Results revealed that relative to individuals in the moral behavior condition, individuals in the value-affirmation condition cheated more on a math task, suggesting that value-affirmations may sometimes lead to moral licensing.

E104  
EFFECTS OF EXCUSES, JUSTIFICATIONS, AND EXCEPTIONS ON BEHAVIOR CHANGE  
Kaitlin Toner1, Mark R. Leary1  
1Duke University  
Two studies examined accounts—explanations for undesirable behaviors—and subsequent behavior improvement, focusing on the effects of using excuses, justifications, and exceptions. Intentions to improve future behavior were lower following justifications and exceptions and greater following excuses. However, participants expected that their accounts would not be entirely successful.

E105  
IDENTITY-RELEVANT FLUID COMPENSATION: MORAL IDENTITY MODERATES THE EFFECTS OF MEANING THREATS ON MORAL SELF-PERCEPTION  
Daryl R. Van Tongeren1, Jeffrey D. Green2, Timothy L. Hulsey2  
1Hope College; 2Virginia Commonwealth University  
Morality may be a source of meaning in life. Individuals high in moral identity rated themselves as highly moral (Experiment 1) and virtuous (Experiment 2). Importantly, this relationship was stronger in the meaning threat condition. This suggests identity-relevant fluid compensation and provides evidence for strategic moral compensation to regain meaning.

E106  
PERFECTIONISM AND PSYCHOLOGICAL ADJUSTMENT OF ATHLETES AND STUDENTS: THE MEDIATING ROLE OF PASSION  
Jeremie Verner-Filion1, Robert J. Vallerand2  
1Université du Quebec a Montreal  
This research program examined the mediating role of passion in the association between perfectionism and psychological adjustment. Results showed that harmonious passion mediated the positive relation between self-oriented perfectionism and psychological adjustment. In addition, obsessive passion mediated the negative relations of both self-oriented and socially prescribed perfectionism with psychological adjustment.

E107  
THE STABILITY OF INCREMENTAL THEORISTS AND THE MALLEABILITY OF ENTITY THEORISTS: IMPLICIT/LAY THEORIES AND PERCEPTIONS OF CORE (VS. PERIPHERAL) ATTRIBUTE STABILITY  
Cindy L. Ward1, Anne E. Wilson1  
1Wilfrid Laurier University  
Participants pictorially diagrammed their core and peripheral personal strengths and weaknesses. Results indicate that incremental theorists identify fixed aspects of the self (their core strengths) and entity theorists identify malleable aspects (their peripheral weaknesses). This study provides additional complexity to the notion of implicit/lay theories of personal stability and change.

E108  
BODY TALK AMONG UNDERGRADUATE WOMEN: WHY CONVERSATIONS ABOUT EXERCISE AND WEIGHT LOSS DIFFERENTIALLY PREDICT BODY APPRECIATION  
Louise Wasylikw1, Nicole A. Butler6  
1Mount Allison University  
Undergraduate women (N = 143) reported more conversations about weight-loss versus exercise and talk type differentially predicted body appreciation. The positive relationship between exercise talk and body appreciation was mediated by the object-process dichotomy whereas the inverse relationship between weight-loss talk and body appreciation was not explained by object-process orientations.

E109  
SOCIAL CLASS IDENTITY: CONCEPTUAL FRAMEWORK AND PSYCHOLOGICAL ASSESSMENT TOOL  
Felicia R. Webb1  
1University of Michigan - Ann Arbor  
Study presents conceptual framework for understanding the psychological experience of social class and multi-dimensional tool for assessing social class identity. Results indicate that individuals report significantly different affective experiences and importance around their social class. Implications for social identity literature and the psychological experience of social class will be discussed.

E110  
TERROR AND THE TEA: THE MISATTRIBUTION OF AROUSAL PREVENTS DEATH-THOUGHT ACCESSIBILITY AND WORLDVIEW DEFENSE FOLLOWING WORLDVIEW THREAT  
David Webber1, Jeff Schimel1, Erik H. Faucher1, Joseph Hayes2, Andy Martens3  
1University of Alberta; 2Colby College; 3University of Canterbury  
We used a misattribution of arousal paradigm to examine if increased death-thought accessibility (DTA) after a worldview threat is a function of arousal. Increased DTA (Study 1) and worldview defense (Study 2) following worldview threat were eliminated when arousal associated with the threat could be attributed to a neutral source.

E111  
AUTOBIOGRAPHICAL MEMORIES AND CLOSENESS: IS SHARING REALLY CARING?  
Nicole R. Wentling1, Dr. Denise Beike1  
1University of Arkansas  
The present study experimentally tested whether disclosing specific autobiographical memories increases closeness. Forty-eight dyads were randomly assigned to discuss specific memories or general self-knowledge. Discussing specific memories increased feelings of closeness in the dyad, whether the dyad member mainly talked or mainly listened. Implications for theories of self-disclosure are discussed.

E112  
A SILVER LINING OF SELF-CONCEPT: REGULATORY CONSEQUENCES OF A LAY BELief THAT ASSOCIATES IMPULSIVITY AND CREATIVITY  
Alexandra E. Wesnousky1, Gabriele Oettingen1,2, Peter M. Gollwitzer1,3  
1New York University; 2University of Hamburg; 3University of Konstanz  
Having a positive association to a negative self-concept—a silver lining lay belief—may influence which behaviors people regulate. We manipulated both the self-concept of impulsivity, and its association to creativity. Impulsive individuals with a silver lining performed impulsively, but had higher creative fluency than those without a silver lining.
E113 WHEN CLOSENESS BREEDS CONTEMPT: PERCEPTION OF PHYSICAL CLOSENESS LEADS TO INTERGROUP DISCRIMINATION
Y. Jenny Xiao1, Jay J. Van Bavel1
1 New York University
We show that distance perceptual serves as one potential mechanism between intergroup threat and discrimination. In Study 1, a strong intergroup barrier can eliminated effect of intergroup threat on perceptual closeness. In Study 2, manipulation of distance perception moderated the relationship between collective in-group identification and discriminatory attitudes.

E114 BATMAN TO THE RESCUE! THE PROTECTIVE EFFECTS OF PARASOCIAL RELATIONSHIPS WITH MUSCULAR SUPERHEROES ON MEN’S BODY IMAGE
Ariana F. Young1, Shira Gabriel1, Jordan L. Hollar1
1 University at Buffalo, SUNY
We examined the effects of superheroes on men’s body image, with parasocial relationship status (PSR; one-sided psychological bond) as a moderator. We found that exposure to non-PSR muscular superheroes decreased body satisfaction. However, exposure to PSR muscular superheroes did not have this harmful effect, and actually increased men’s physical strength.

E115 ABIDE WITH ME: RELIGIOUS IDENTIFICATION AMONGST OLDER ADULTS PROMOTES WELL-BEING BY MAINTAINING MULTIPLE GROUP MEMBERSHIPS
Renate Yssel1, S. Alexander. Haslam1,2, Catherine Haslam1,2
1 University of Exeter; 2 Carleton University
Religious identification may help withstand well-being challenges amongst older adults, partly because it promotes additional social networks. In two studies, religious identification was associated with well-being, and multiple group memberships mediated. Religious identification’s role in supporting well-being directly and by promoting additional (non-religious) group memberships is discussed.

E116 PERCEIVED DISCRIMINATION AND WELL BEING: THE ROLE OF RELIGIOUS IDENTITY
Sadia Zafar1, Michaela Hynie1
1 York University
We examined whether religious identity (RI) moderated the effect of perceived religious discrimination on psychological well-being among Christian (n = 81), Jewish (n = 60) and Muslim, (n = 66) Canadian students. Discrimination negatively and RI positively predicted well-being but, as predicted, RI significantly reduced the impact of discrimination.

E117 I THINK I CAN! ... IF THEY ASK ME.”: THE SOCIAL NETWORK OF SELF-EFFICACY
Lyssan Zander1
1 Freie Universität Berlin
According to Bandura, self-efficacy beliefs (SEB) are determined by interpretations rather than objective information from individual and social sources. We find objective information from social sources, i.e., indegree in social advice network (social persuasion) and ~among girls~ competence of comparison partner (vicarious experience) to predict SEB as well.

E118 WEAK STUDENTS OVERRATE THEIR COMPETENCE: NEW EVIDENCE FROM SELF-OTHER ASYMMETRIES
Ethan Zell1, Parnia Haj2
1 University of North Carolina at Greensboro; 2 University of North Carolina at Wilmington
Research shows that incompetent people overestimate how well they have performed on recent tasks. The current research utilized a novel self-other asymmetry paradigm to explore whether weak students overrate their competence relative to ratings of them made by dispassionate observers.

E119 DIRECTED ABSTRACTION SHAPES SELF-INFERENCES REGARDING A PAST SUCCESS
Peter Zunick1, Russell H. Fazio1
1 The Ohio State University
Individuals low in self-competence may fail to draw positive conclusions about their abilities following a success experience. Our directed abstraction writing manipulation was able to overcome this tendency for participants low in self-competence, who then generalized more from a recalled public speaking success to positive judgments about their speaking ability.

Individual Differences

E120 PATHOLOGICAL NARCISSISM AND ROMANTIC RELATIONSHIP BELIEFS
Robert A. Ackerman1
1 The University of Texas at Dallas
This research investigated relationship knowledge structures connected with grandiose and vulnerable narcissism. College students (n = 227) completed the Pathological Narcissism Inventory, the Implicit Theories of Relationships Scale, and the Romantic Beliefs Scale. Results suggest that grandiosity and vulnerability are linked to relatively distinct romantic ideals and relationship theories.

E121 LANGUAGE USE IN THE DAILY LIVES OF PEOPLE WITH BORDERLINE PERSONALITY PATHOLOGY
Xia Allen1, R. Michael. Furr1, Michelle Anderson1, Elizabeth Mayfield. Arnold2, William Fleeson1
1 Wake Forest University; 2 Wake Forest University Medical School
We examined language use associated with borderline personality pathology. People suffering from borderline pathology reported symptoms daily and wore devices recording sounds of daily life. Language use was transcribed and analyzed via text-analysis. Many word categories were correlated with symptoms, indicating language profiles of borderline that may impact interpersonal life.

E122 INDIVIDUAL DIFFERENCES IN UNCERTAINTY NAVIGATION
Sara E. Andrews1, Kate Sweeney1
1 The University of California, Riverside
A longitudinal study of people taking the California bar exam revealed that intolerance of uncertainty (IU) predicted greater anxiety and rumination and lower performance estimates during the waiting period between exam and results. Longitudinal growth curve analyses revealed that IU also influenced patterns of anxiety, rumination, and expectations over time.
E123
INDIVIDUAL DIFFERENCES IN DESIRES FOR TELEVISION AND VIDEO/COMPUTER GAME USE FOLLOWING DAILY NEGATIVE EVENTS
Amber M. Anthenien1, Cynthia D. Moh2, Cameron T. McCabe3, Stephen R. Amrell4, Howard Tennen4
1Colorado State University; 2Portland State University; 3Fairleigh Dickinson University; 4University of Connecticut Health Center

This three-week daily diary study examined the effects of negative school and social events on desires for media use. Men, relative to women, expressed greater desires to lose oneself in television and video/computer games following negative social events. These findings inform researchers of daily stressors leading to desires for media.

E124
WAIT YOUR TURN: VALIDATION OF AFFECT INTENSITY FOR ANGER AND FRUSTRATION MEASURE
Meghan J. Babcock1, William Ickes1
1University of Texas at Arlington

The current study examines whether scores on two newly developed measures (i.e., Affect Intensity for Anger and Frustration, Thin-Skinned Ego-Defensiveness) correlate positively with a mood-rating index of anger and frustration following the experience of an unexpectedly long wait time in which later arrivals are tested first.

E125
LEADERSHIP STYLE PREDICTS INTERPERSONAL SENSITIVITY
Leyla Bagheri1,2, Yana Yanovski1, Sonia K. Kang3
1York University; 2University of Toronto

Previous research links leadership to both high and low interpersonal sensitivity. We investigated the relationship between interpersonal sensitivity and leadership style. Interpersonal sensitivity was positively correlated with considerate (people-focused) leadership, but not correlated with initiating-structure (task-focused) leadership. These findings demonstrate the importance of leadership style in predicting leader interpersonal sensitivity.

E126
BEHAVIORAL INHIBITION AND APPROACH SENSITIVITY PROFILES AND SMOKING BEHAVIOR AMONG COLLEGE STUDENTS
Michael R. Baumann1, Raymond T. Garza2, Stella Lopez1
1The University of Texas at San Antonio

In the United States, nearly 41% of 18-25 year olds are current tobacco users (SAMHSA, 2011). We compared Behavioral Inhibition and Behavioral Approach System sensitivity (BIS / BAS) among current smokers, former smokers, and those who have never smoked, and found different profiles for each group.

E127
PERSONALITY AS A MODERATOR OF TREATMENT OUTCOME FOR SOCIAL ANXIETY DISORDER
Kella Cristina Brockveld1, Lorna Peters1
1Macquarie University, Sydney, Australia

The goal of the study was to examine whether five-factor model personality traits moderate cognitive behavioural treatment outcome for social anxiety disorder. Subjects with high levels of social anxiety, agreeableness and extraversion at pre-treatment were found to have more improvement in their social anxiety than participants low in agreeableness and extraversion at pre-treatment.

E128
TYPE D PERSONALITY PREDICTS LEVEL OF ALCOHOL DEPENDENCE BUT NOT WEEKLY CONSUMPTION IN THE GENERAL POPULATION
Gillian Bruce1, Graham G. Scott2, Lynn Williams1
1University of Bedfordshire; 2University of the West of Scotland

This study investigated the relationship between Type D personality (which is characterized by the conjoint effects of negative affect and social inhibition) and alcohol use in the general population. We found that while Type D predicted level of alcohol dependence it did not predict weekly alcohol consumption.

E129
EXTRAVERSION AS A BUFFER BETWEEN FACEBOOK USE AND ANXIETY
Jennifer Bryan1, Mai-Ly Nguyen1, Dawn W. Foster1
1University of Houston

The present research examined associations between extraversion, time on Facebook, basing one’s self-esteem from others, and anxiety among college students. Results demonstrated a moderating effect of self-esteem based on others’ approval such that those high in need for approval but low in extraversion experienced higher anxiety.

E130
SHAPING REALITY VS. HIDING FROM REALITY: RECONSIDERING THE EFFECTS OF TRAIT NEED FOR CLOSURE ON CLOSURE IN INFORMATION SEARCH
Kelly A. Burton1, William Hart1, John Adams2, Wyley Shreves3, James Hamilton1
1University of Alabama

Three studies revealed that individuals with high (vs. low) trait need for closure selected more decision-supportive information and less decision-challenging information for tentative and final decisions. This effect functioned independent of authoritarianism and dogmatism and was mediated by a current concern to get closure on the experimental issue.

E131
I AM (UN)HAPPY BUT I DON’T KNOW WHY: SUBLIMINAL POSITIVE SELF-STATEMENTS EFFECTS
Gaelle M. Bustin1, Joel Weinberger2
1University of Liège; 2Adelphi University

Subliminal positive self-statements seems to provide a boost in mood for people with less happy dispositions. Opposite effects were found for participants who had joyful dispositions. Such results suggest that subliminal messages can affect emotions and highlight the necessity of taking personality into account in unconscious cognition research.

E132
SECURE ATTACHMENT IS SIMILAR TO THE SELF IN SOCIAL ENERGY IN RELATIONAL AND PSYCHOLOGICAL VARIABLES
Donnah Canavan1, Jessica Rolinick1, Charles Robinson1
1Boston College

This study correlated ratings of attachment style with ‘self in social energy’ (SISE), a set of social, psychological and task variables that result reliably from shared enthusiasm. For 100 female undergraduates, Secure attachment ratings correlated positively with social and psychological but not task factors.

E133
OBLIGATION AND ENTITLEMENT DIFFERENCES IN POLITICAL AND RELIGIOUS AFFILIATIONS
Patrick Creedon1, Bradley J. Brummet1
1The University of Tulsa

Responses from over 10,000 participants were used to investigate the role of obligation and entitlement in political and religious affiliations. Liberals were highest on Entitlement but did not differ from conservatives on Obligation. Libertarians were lowest on both. Religious participants were most obligated. Spiritual participants were more entitled than atheist/agnostics.

E134
DEPRESSION AND THE REDUCED TENDENCY TO ASSOCIATE SOCIAL DISTANCE WITH ABSTRACTION
Katherine Darwell1, Gifford Wear3, Kentaro Fujita1
1Ohio State University

People associate social distance with abstraction (Trope & Liberman, 2003); however, depression can impact person perception. We measured associations between social distance and abstraction and
found that depressed individuals show a reduced tendency to associate social distance with abstraction relative to nondepressed individuals.

**E135**  
**CHANGES IN THINKING STYLES OVER ONE YEAR**  
Jieqiong Fan1  
1The University of Hong Kong

To examine the malleability of styles, the present study assessed more than seven hundred university students’ thinking styles before and after one academic year, and then selected 29 students for follow-up interviews. Results showed that freshmen and juniors changed their thinking styles in different directions and with different reasons.

**E136**  
**PERSONAL VALUES AND MORALITY: AN INTEGRATED VIEW**  
Gilad Feldman1  
1Hong Kong University of Science and Technology

Despite strong theoretical links between personal values and moral principles the relationship between the two has remained largely unexplored. Results from three studies show the sinusoidal relationship of values dimensions with moral perspectives. Endorsement of self-transcendence and conservation values appears more moral than others yet exhibit differing views of morality.

**E137**  
**ARE YOU IN YOUR HEAD OR YOUR HEART?: METAPHORIC SELF-LOCATIONS AND THEIR CONSEQUENCES**  
Adam K. Fetterman1, Brian P. Meier2, Michael D. Robinson1  
1North Dakota State University; 2Gettysburg College

In a metaphorical sense, the head is the presumed locus of rationality and the heart is the presumed locus of emotionality. An individual difference measure of head versus heart self-location was created. This measure predicted performance on trivia questions, GPA, responses to moral dilemmas, and daily negative emotionality.

**E138**  
**STATE EMPATHIC CONCERN MEDIATES THE RELATION BETWEEN FACTOR 1 PSYCHOPATHY AND HELPING**  
Scott D. Frankowski1, Anne D. Herlache2, David A. Lishner3  
1University of Texas at El Paso; 2Iowa State University; 3University of Wisconsin Oshkosh

Use of a realistic helping paradigm revealed a negative association between Factor 1 psychopathy and volunteering to help a person in need, an effect that was mediated by feeling empathic concern. Factor 2 psychopathy, social dominance orientation, and authoritarianism predicted Factor 1 psychopathy and feeling empathic concern, but not helping.

**E139**  
**CAUSAL UNCERTAINTY AND CULTURAL DIFFERENCES BETWEEN HISPANIC/LATINOS AND EUROPEAN AMERICANS**  
Cristina Gonzalez1, Eliane Boucher2  
1University of Texas of the Permian Basin; 2Providence College

This study explored possible differences in causal uncertainty, or doubts people have about their ability to understand causes of social events, among European-Americans and Hispanic/Latino Americans. Hispanic/Latino participants reported significantly higher levels of causal uncertainty, but there were no significant differences for causal importance or tolerance of uncertainty across groups.

**E140**  
**THE LIMITATIONS OF MORAL FOUNDATIONS THEORY FOR EXPLAINING LIBERAL-CONSERVATIVE DIFFERENCES: EMPIRICAL TESTS BASED ON THE VALUES THEORY AND DUAL PROCESS MODELS OF IDEOLOGY**  
Jeff S. Sinn1, Matthew Hayes1  
1Witnthrop University

Moral Foundations Theory (MFT) suggests liberals embrace “Individualizing” foundations whereas conservatives also endorse “Binding” foundations. Drawing on values research, we argue for relabeling the first axis universalism. Additionally, drawing on Duckitt’s Dual Process Model (2001) we show MFT is largely relabeling the more established constructs of SDO and RWA.

**E141**  
**IMAGINE-OTHER, BUT NOT IMAGINE-SELF PERSPECTIVE-TAKING REDUCES PREJUDICE AMONG NARCISSISTS**  
Anthony D. Hermann1, Austin Simpson1  
1Bradley University

An experiment investigated the efficacy of two forms of perspective-taking on trait narcissists’ attitudes towards immigrants. Participants wrote about an immigrant’s daily life while imagining his feelings (imagine-other), imagining how they would feel as the target (imagine-self), or remaining objective. Only the imagine-self condition decreased narcissists’ anti-immigrant attitudes.

**E142**  
**THE ENERGY MOBILIZER: HOW TRAIT LOCOMOTION AFFECTS DIURNAL CORTISOL IN COLLEGE STUDENTS**  
Michelle A. Herrera1, Gertraud Stadler1, Grace Jackson2, Patrick Shrout2, Niall Bolger1  
1Columbia University; 2New York University

Cortisol patterns vary within person and between persons, indicating differences in physiological arousal. We hypothesized that locomotion motivation, the preference for movement from state to state, would explain some of this variation, mirroring a higher readiness to act. Higher locomotion motivation predicted higher cortisol levels over 4 days.

**E143**  
**GRANDIOSE AND VULNERABLE NARCISSISTS’ RESPONSES TO ACHIEVEMENT THREAT**  
Robert S. Horton1  
1Wabash College

This project investigated how grandiose and vulnerable narcissism predict emotional and physiological responses to achievement threat. Participants completed anagrams that varied in difficulty and reported their emotions while galvanic skin response was being assessed. Vulnerable, but not grandiose, narcissism predicted more negative emotions but decreased GSR when subjected to threat.

**E144**  
**HOOKED ON A THEORY: THE RELATIONSHIPS AMONG DIFFERENT IMPLICIT THEORIES ACROSS DOMAINS**  
Amy E. Houlihan1, Adrienne Fowler1, Keisha-Marie Aldridge1, Steven D. Seidel1  
1Texas A & M University - Corpus Christi

Participants completed measures of self-esteem, happiness, and 7 different implicit theories. As predicted, participants were consistent in their use of implicit theories across domains. Those that adopted malleable theories exhibited greater happiness and self-esteem. Fixed theories were generally better predictors of unhappiness than malleable scales were as predictors of happiness.

**E145**  
**SENSITIVE SOULS NOT NECESSARILY NEGATIVE : THE RELATIONSHIP BETWEEN SENSORY-PROCESSING SENSITIVITY AND EMOTIONAL REACTIVITY**  
Jadzia Jagiellowic1, Aron Arthur2, Elaine N. Aron1  
1Stony Brook University

The temperament trait of sensory-processing sensitivity (SPS) interacted with childhood environment to predict brain response to emotional stimuli. High, (versus low) SPS participants with positive childhoods showed more activation in parts of the striatum and in a fronto-temporal network in response to positive versus neutral pictures.
E146 THE RESILIENCE COMPOSITE INVENTORY: DEVELOPMENT OF A CORE MEASURE OF RESILIENCE
Whitney Jeter1, Satoris Culbertson1
1Kansas State University

The current poster describes results of two independent studies designed to develop and validate the Resilience Composite Inventory (RCI), an 11-item measure of seven attributes of resilience. Information is provided on the factor structure, construct-related, and criterion-related validity, as well as the application of the RCI in measuring resilience.

E147 KEEPING MENTAL STATES IN MIND: BEHAVIOR EXPLANATION IN AUTISM SPECTRUM DISORDERS
Joanna Korman1, Bertram F. Malle1
1Brown University

This study explored how adults with autism spectrum disorders (ASDs) explain behavior using mental states. Although they referred to many mental states (reasons) when explaining behavior, they did so less frequently than typically developing adults, and with less sensitivity to the degree to which the behaviors conformed to social scripts.

E148 MAKING THE DECISION TO HELP (ALL) THE CHILDREN
Lindsay R. Kraynak1, Daria A. Bakina1, Kristin Wieand1
1Syracuse University

This study examines the relationship between ideology and prosocial behavior. Results indicated that participants reported willingness to help with fundraising efforts and give $10 of their own money to not just one but two non-profit organizations. Religiousity and perceived legitimacy predicted choice of vaccines/school supplies on a forced-choice item.

E149 THE EXPERIENCES OF MATERIALISTS
Masha Ksendzova1, Darwin A. Guevara1, Ryan T. Howell1
1San Francisco State University

Some life experiences appeal particularly to materialists. This study aimed to determine the experiential purchases preferences of materialists. Results from two independent samples (BeyondThePurchase.org [n=148] and Amazon’s mTurk [n=516]) suggest that materialists prefer highly-pleasurable experiences, especially attending bars and clubbing, that may convey social status.

E150 GRANDIOSE AND VULNERABLE NARCISSISM: TWO UNIQUELY UNHELPFUL FACES
Daniel G. Lamin1, Max Guyl1, Zlatan Krizan1, Stephanie Madon1, Marilyn Comish1
1Iowa State University

We hypothesized that both narcissistic grandiosity and vulnerability would both be associated with unhelpfulness, but that they would differ in how that unhelpfulness was expressed. Results revealed that grandiosity was associated with direct and overt refusals to help, whereas vulnerability predicted unhelpfulness under more anonymous and covert conditions.

E151 NOT EROTIC, SO NEUROTIC? NEUROTICISM AS AN EVOLVED RESPONSE TO RELATIONSHIP EXCLUSION
David Lewis1, David M. Buss1
1University of Texas at Austin

This study tests the hypothesis that neuroticism is an evolved response to relationship exclusion. Individuals’ relationship desirability predicted their exclusion, which predicted their neuroticism. Moreover, exposing men to their mates’ fidelity, unknown fidelity, and infidelity led to neuroticism levels that tracked relationship threat. This suggests evolved mechanisms adaptively produce neuroticism.

E152 PHYSICAL ATTRACTIVENESS AND FORMIDABILITY CALIBRATE A WIDE ARRAY OF PERSONALITY DIMENSIONS
Aaron W. Lukaszewski1, James R. Roney2
1Loyola Marymount University; 2University of California, Santa Barbara

Why do people differ in their personalities? From an adaptationist perspective, trait dimensions should be facultatively calibrated in response to environmental and somatic cues that predicted optimal trait levels under ancestral conditions. Discoveries highlight the promise of an evolutionary approach to elucidating personality variation.

E153 PSYCHOPATIC TRAITS MODERATE THE DEVALUING OF PERSONAL RELATIONSHIPS DUE TO REDUCED SOCIAL ACCEPTANCE
Keita Masui1, Mitsuhiro Ura1
1Hiroshima University

The moderating effects of psychopathic traits on the relationship between lacking social acceptance and the subsequent value of personal relationships were investigated. Results indicated that the lack of social acceptance decreases the value of personal relationships only in participants with high psychopathic traits.

E154 TRAIT SCHEMAS PREDICT RELIABILITY
Nicole D. Mayer1, Daniel Cervone1
1University of Illinois at Chicago

Reliability is conceptualized as a property of measurement instruments. Alternatively, it could be conceived as a property of persons and their responses. Thus, we hypothesize that trait schematics will be more internally consistent than aschematics. The hypothesis was supported; schematics displayed significantly higher reliability than aschematics on two trait measures.

E155 DOES THE OPTIMISTIC BIRD THINK S/HE WILL GET THE WORM OR DOES THE IDEAL SITUATION ENCOURAGE WORM-HUNTING? AN INVESTIGATION OF DISPOSITIONAL AND SITUATIONAL OPTIMISM ON JOB SEEKING STRATEGIES
Kimberly K. McAdams1
1Boise State University

The interaction between trait and state-level optimism in the job market was investigated by randomly assigning participants to an optimistic, pessimistic, or control condition. Dispositional optimism was associated with job-specific optimism in the optimistic and control conditions and with satisfaction across conditions. Dispositional optimism appears to benefit job-seekers across situations.

E156 THE OPEN-MINDED HEDGEHOG: SEPARATING NEED FOR CLOSURE AND BELIEF IN BASIC PRINCIPLES IN THE HEDGEHOG-FOX DISTINCTION
Sarah Emlen H. Metz2, Philip E. Metz1
1University of Pennsylvania

The hedgehog-fox distinction, first operationalized as an individual difference by Tetlock (2005), suggests that so-called “hedgehogs” are committed to a few big ideas, while “foxes” draw explanations from many domains and accept ambiguity. Two studies suggest this distinction confounds two orthogonal dimensions, need for closure and belief in basic principles.

E157 MEANINGFULNESS IN LIFE: MEASUREMENT DEVELOPMENT
Jacob H. Meyers1, Sharon Glazer1
1University of Maryland

A validation study was conducted on a new meaningfulness in life measure completed by 48 students (Study 1) and 299 nurses (Study 2). Analyses supported a 9-item measure that significantly correlates with strains, but not stressors. Implications for stress research are discussed.
E158  
**F#%ING RUDENESS: PREDICTING THE PROPENSITY TO VERBALLY ABUSE STRANGERS**  
Anna E. Park1, Rebecca L. Robinson1, William Ickes3  
1University of Texas at Arlington  
In an online study, demographic and personality variables were used to predict scores on the Rudeness Scale. We found that individuals high in ego defensiveness and affect intensity for anger and frustration, low in conventional morality, and those who were Hispanic/Latino or Black, were predisposed to verbally abuse strangers.

E159  
**RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION AND STATE AND TRAIT MORAL ELEVATION**  
Walter T. Piper1, Laura Saslow2, Jillian Garrison1, Sarina R. Saturn1  
1School of Psychological Science, Oregon State University, Corvallis, Oregon; 2Osher Center for Integrative Medicine, University of California, San Francisco  
This present study investigated social dominance orientation’s (SDO) relationship to moral elevation. During induction of moral elevation, SDO was significantly associated with respiratory sinus arrhythmia (RSA), an index of vagal control of the heart. Trait elevation was assessed using a two-factor scale, each of which related to differential social motivations.

E160  
**DISTINGUISHING THE EFFECTS OF PATHOLOGICAL AND HEALTHY FANTASY ENGAGEMENT ON WELL-BEING**  
Courtney Plante1, Stephen Reysen1, Kathy C. Gerbasi2  
1University of Waterloo; 2Texas A&M University - Commerce; 3Niagara County Community College  
Two surveys of more than 2,000 fantasy fans revealed a distinction between pathological and healthy fantasy engagement rarely made in past research, with differential effects on several well-being measures. The importance of studying healthy fantasy engagement and revising pathological definitions of fantasy in research on fantasy’s psychological functions are discussed.

E161  
**YOU’RE SO VAIN**: GENDER DIFFERENCES IN NARCISSISM AMONG MUSICIANS  
Brian M. Quigley1, Kathleen E. Miller1  
1University at Buffalo  
A sample of 226 self-identified musicians was surveyed regarding personality traits and musical background. For males, there were no differences in Narcissism or Impulsivity based on musical genre. Females performing in Intense/Energetic Genres (rock, rap, etc.) scored higher on these traits than females who played other genres of music.

E162  
**THE ROLE OF ACCESSIBLE FUTURE-EVENT EXPECTANCIES IN IRONIC EFFECTS ON SOCIAL JUDGMENTS**  
J. Adam. Randell1, Darcy Reich1, Robert Mather2  
1Texas Tech University; 2University of Central Oklahoma  
In two studies, we examined how chronically-accessible thoughts (future-event expectancies) moderate the ironic effects of suppression. Participants suppressed either negative or positive thoughts while forming their impressions of a child completing an ability test. When expectancies and to-be-suppressed content were consistent in valence, ironic effects on social judgments were enhanced.

E163  
**FACTS OR FACE: DYSPHORIA AND ACCURACY FOR EYEWITNESS INFORMATION OR FACIAL RECOGNITION**  
Kevin Rounding1, Jill A. Jacobson1, R.C.L. Lindsay2  
1Queen’s University  
Previous research has shown that dysphoria is associated with greater facial recognition accuracy, but no research has examined if dysphoria also leads to greater accuracy in eyewitness misinformation paradigms. As predicted, higher levels of dysphoria were related to greater facial recognition accuracy as well as less susceptibility to misinformation.

E164  
**HOW WOMEN’S SEXUAL ORIENTATION AFFECTS JUDGMENTS OF SEXUAL ORIENTATION AND THOUGHTS AND FEELINGS OF OTHER WOMEN: DO WE KNOW OUR OWN KIND BEST?**  
Mollie A. Ruben1, Krista Hill1, Judith A. Hall1  
1Northeastern University  
Straight and lesbian women watched videotapes and made judgments of other women. Lesbians were more accurate than straight women at judging lesbians’ sexual orientation. Straight women were more accurate than lesbians at judging straight women’s sexual orientation. Self-identified more homosexual women were less accurate at judging straight women’s thoughts and feelings.

E165  
**THE FACTORS OF MALADAPTIVE CONSUMPTION: EXPLORING THEORIES OF IMPULSIVE AND COMPULSIVE BUYING**  
Amy H. Sanchez2, Masha Ksendzova1, Qian Jiang1, Kathryn Cooper1, Robin Miller1, Ryan T. Howell1  
1San Francisco State University  
This study distinguishes compulsive and impulsive buying by correlating materialism, self-control, and emotionality with both constructs. Our results suggest that self-control leads to unplanned maladaptive consumption while materialism leads to emotionally based maladaptive consumption. Also, negative emotionality is more strongly related to the results of maladaptive consumption than its antecedents.

E166  
**I’LL CONFESS TO BELONG: PERSONALITY CORRELATES OF FALSE CONFESSIONS**  
Kathryn N. Schrantz1, Mickie Vanhoy1, Alicia Limke2  
1University of Central Oklahoma; 2Southern Nazarene University  
40 undergraduates completed personality measures and a computer crash paradigm. Researchers coded both whether or not a confession was offered following the crash as well as whether participants explained their fault to a confederate following the study. Need to belong was a significant predictor of false confessions.

E167  
**CULTURAL PRIDE AND REINFORCEMENT RACIAL SOCIALIZATION MESSAGES MODERATE THE INFLUENCE OF STATE MINDFULNESS AND RACE-RELATED STRESSORS ON COPING STRATEGY PREFERENCES**  
Lloyd R. Sloan1, Veronica Y. Womack2  
1Howard University; 2Northwestern University Feinberg School of Medicine  
Participants (124) completed racial socialization measures and were randomly assigned to mindfulness and stressor type manipulated conditions. Cultural pride and reinforcement racial socialization messages (CPR) moderated the mindfulness x stressor interaction’s influence upon instrumental social support coping (ISS). Mindfulness influenced ISS negatively for low CPR during race-related stressors.

E168  
**DO ALL TYPES OF SENSORY PROCESSING SENSITIVITY PREDICT UNFAVOURABLE LIFE OUTCOMES?**  
Karina Sobocko1, John M. Zeleinski1  
1Carleton University  
Research indicated that, contrary to its description, the Highly Sensitive Person scale is a multidimensional measure of sensory processing sensitivities. We were able to support this view by showing the distinctive character of the Aesthetic Sensitivity subscale, which produced unique correlations with multiple personality, affect, and happiness measures.
E169  
NEED FOR COGNITION MODULATES EVALUATIVE CONSEQUENCES OF FLUENCY  
Nicholas Sosa¹, Steven G. Young³  
¹Fairleigh Dickinson University  
Fluent (easily processed) stimuli are typically preferred to disfluent stimuli. The current research shows that a preference for fluency is modulated by individual differences in Need for Cognition (willingness to engage in effortful thinking). Specifically, in two studies, Need for Cognition is negatively related to liking for fluent stimuli.

E170  
MILGRAM 2.0: EMOTIONAL DISTRESS AND NEUROTICISM INFLUENCE THE RELUCTANCE TO ENGAGE IN DESTRUCTIVE OBEDIENCE  
Ashton C. Southard¹, Virgil Zeigler-Hill², Patrick Donohoe¹, Lindsey Archer¹  
¹University of Southern Mississippi; ²Oakland University  
Individual differences in obedience to authority were examined in a more benign version of the Milgram paradigm using noise blasts as punishment. Results revealed that individuals who were most reluctant to obey the authority of the experimenter were those low in neuroticism who reported being emotionally distressed during the session.

E171  
POLITICAL ATTITUDES AND SOCIAL DECISIONS: ARE CONSERVATIVES OR LIBERALS MORE COOPERATIVE?  
Adam Stivers¹, Michael Kuhlman¹  
¹University of Delaware  
As part of a growing body of literature investigating how psychological factors affect political attitudes, we were interested in whether individuals with different political ideology, affiliations, and attitudes are more or less inclined to engage in prosocial behavior that involves trusting and cooperating with others.

E172  
DIGIT RATIO AND MEN’S INTERPERSONAL BEHAVIOUR WITH WOMEN IN DAILY LIFE  
Rachel Sutton¹, D. S. Moskwitz², David C. Zuroff³, Simon Young¹  
¹McGill University  
There is some evidence that a lower digit ratio is linked to reproductive success in men. This study examined the link between digit ratio and daily interpersonal behaviour. Men with a lower digit ratio perceived more warmth and reported more agreeable and less quarrelsome behaviour when interacting with women.

E173  
DARWINIZING MARX: INDIVIDUAL DIFFERENCES IN ATTITUDES ABOUT INCOME DISTRIBUTION FROM AN EVOLUTIONARY PERSPECTIVE  
Daniel Sznycer¹, Michael Bang Petersen², Aaron Sell³, John Tooby¹, Leda Cosmides¹  
¹University of California, Santa Barbara; ²Aarhus University; ³Griffith University  
Although irrelevant in national politics, formidability was consequential in ancestral small-scale resource allocation. Upper body strength and support for income redistribution correlates positively among low SES individuals, and negatively among high SES individuals. This effect was found in three countries—US, Denmark, and Argentina—and was specific to males.

E174  
COMPATIBILITY AND THE SEMANTIC ORGANIZATION OF FREE WILL AND DETERMINISM CONCEPTS  
Jolene H. Tan¹  
¹Max Planck Institute for Human Development, Centre for Adaptive Behavior and Cognition  
Individuals differ in their beliefs about whether free will and determinism are compatible and this impacts their memory organization of related concepts. Using a lexical decision task, it was found that compatibilists organized free will and determinism concepts together in memory while incompatibilists organized them separately.

E175  
PERSONALITY ATTRIBUTES IN CLINICAL PRESENTATION AND TREATMENT  
Amber Gayle Thalmayer¹  
¹University of Oregon  
Psychotherapy is sought for many problems, but about half who begin therapy drop out, and only about half who complete therapy experience lasting improvement. Here, self-report scores on personality attribute dimensions predict therapy usage and outcome in a community clinic. Knowledge of personality could help therapists more successfully guide treatment.

E176  
“I DON’T KNOW WHY I FEEL THIS WAY SO I’LL IGNORE IT”: CAUSAL UNCERTAINTY AND DENIAL OF HEALTH PROBLEMS  
Stephanie J. Tobin¹, John A. Edwards², Qian Lu³  
¹University of Queensland; ²Oregon State University; ³University of Houston  
Two studies revealed that uncertainty about the causes of health problems (health CU) is positively associated with ignoring one’s health problems via denial and substance use coping. Initial levels of health CU also predicted increases in denial and substance use coping over time. These strategies likely minimize CU-related distress.

E177  
RELIGIOSITY PREDICTS LOWER LEVELS OF SCIENTIFIC REASONING, EMPATHY AND THEORY OF MIND  
Jennifer Vonk¹  
¹Oakland University  
Various aspects of religiosity and decision-making were related to measures of perspective-taking, empathy, emotional intelligence, and causal reasoning. Individuals higher in aspects of religiosity, such as fundamentalism, dogmatism, intrinsic religion, and emotionally based religiosity scored lower on measures of emotional intelligence, empathy, causal reasoning and perspective-taking.

E178  
NARCISSISM AND TARGET-SHOOTING PERFORMANCE PATTERNS UNDER PRESSURE  
Harry Wallace¹, Paige Ottoson¹, Kailleigh Byrne¹  
¹Trinity University  
Our study used a novel and very difficult broomball-like task to assess the relationship between trait narcissism and changes in motor performance under pressure. Narcissism predicted missing short under pressure, which we attribute to narcissists’ efforts to consciously control their performance following prior failures.

E179  
SHYNESS AND REJECTION SENSITIVITY IN CHINESE YOUTH: THE ROLE OF AVERSION TO ALONENESS  
Jennifer Wang¹, Kenneth H. Rubin¹, Hao Liu²  
¹University of Maryland, College Park; ²Capital Normal University, Beijing, China  
We examined the moderating role of aversion to aloneness in the relation between shyness and rejection sensitivity (RS) in youth living in urban China. Results from path analysis demonstrated that shyness was most highly associated with RS for youth who were the most averse to being alone.

E180  
A REGULATORY FOCUS PERSPECTIVE ON SOCIAL CONFLICTS AND THEIR RESOLUTIONS  
Christine E. Webb¹, E Tory Higgins¹  
¹Columbia University  
This work applies Regulatory Focus Theory (RFT) to the study of conflict resolution by examining when and why different interpersonal
conflicts motivate us to reconcile. The overall goal is to investigate whether promotion-concern conflicts or prevention-concern conflicts are more important to resolve in particular situations or to certain people.

**E181**
ASSOCIATING MATURE FAITH AND RELIGIOUS CONCEPTUALIZATIONS
Matthew Weeks\(^2\)
\(^1\)Centenary College of Louisiana

Using an IAT, we examined the Faith Maturity conceptualization of religion and the association between its Horizontal dimension and the concepts of "Religion" and "Christianity". Associations were examined in light of key individual differences in personal religious devotion. The study provides useful insights into the pervasive representation of religion.

**E182**
BROODING HINDERS BUT REFLECTION FACILITATES FEMALES’ REBOUND FROM FAILURE OVER TIME
Ronald C. Whiteman\(^{2,3}\), Jennifer A. Mangels\(^{1,2}\)
\(^1\)Baruch College, CUNY; \(^2\)The City College of New York, CUNY; \(^3\)The CUNY Graduate Center, CUNY

This study investigated the relationship between trait rumination and rebound from failure, as a function of gender and time. For females only, brooding predicted changes for the worse in thoughts, feelings, and error correction later in a challenging test—feedback—surprise retest paradigm. Reflection, however, predicted greater increases in females’ error correction.

**E183**
MONETARY REMINDERS & PERSONALITY: A PERSON BY SITUATION APPROACH
Carol L. Wilson\(^1\), Emily Loker\(^1\), Christine Harding\(^1\)
\(^1\)The Pennsylvania State University, Erie

We hypothesized that characteristics associated with reduced sensitivity toward others and/or self-focus would increase susceptibility to money reminders. Undergraduates viewed a money or fish screensaver before completing interpersonal tasks and impossible anagrams. As expected, personality (e.g., insecure attachment, egoism) moderated the effects of money on task persistence and interpersonal sensitivity.

**E184**
THE RELATIONSHIP BETWEEN USE OF FACEBOOK, NARCISSISM, EMPATHY, AND PERSPECTIVE-TAKING
Carrie L. Wyland\(^1\), Megan McCartney\(^1\), Ayesha Sujan\(^1\), Sofia Roggeveen\(^1\)
\(^1\)Tulane University

The present study explored the relationship between narcissism, empathy, Facebook use, and perspective-taking. Contrary to predictions, it was found that greater use of the site Facebook.com was associated with higher scores on a measure of perspective taking and was not associated with scores of narcissism or empathy.

**E185**
MEANING VIOLATIONS ARE NOT ALWAYS AVERSIVE: IN ART, LIBERALS PREFER ABSURDITY OVER CONVENTION
Xiaowen Xu\(^1\), Jason E. Plaks\(^2\)
\(^1\)University of Toronto

Participants rated paintings depicting either meaningful or meaningless scenes. The results revealed that politically liberal individuals rated meaningless paintings more favorably than meaningful paintings. Whereas previous work has emphasized the general aversiveness of meaningless stimuli, these data suggest that certain individuals prefer meaning violations over conventionality.

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**Personality Processes**

**E186**
SELF-CENTRIC PERCEPTIONS OF THE VISUAL WORLD AT HIGH LEVELS OF INTERPERSONAL COLDNESS
Ryan L. Boyd\(^1\), Michael D. Robinson\(^1\)
\(^1\)North Dakota State University

Two studies (total N = 166) pursued the hypothesis that high levels of interpersonal coldness are characterized by perceptual egocentrism. A cognitive probe in which auditory primes created momentary self-states favoring one lateral side demonstrated that egocentrism was observed at high, but not low, levels of interpersonal coldness.

**E187**
SEE NO, HEAR NO, SPEAK NO EVIL: THE ROLE OF AGREEABleness IN PERCEPTIONS OF RELATIONAL THREAT
Sara E. Branch\(^1\), Matthew P. Kassner\(^1\), Marisa A. Nowicki\(^2\), William G. Graziano\(^1\)
\(^1\)Purdue University; \(^2\)Indiana Wesleyan University

We examined how agreeableness interacts with situational factors (severity of a conflict) to influence perceptions of relational threat. When conflict severity was perceived as low, agreeableness negatively related to perceived threat to the relationship. When conflict severity was high, agreeableness was unrelated to perceived threat.

**E188**
DIFFERENCES IN SITUATIONAL PERCEPTION MODERATED BY PRESENCE (ABSENCE) OF OTHERS
Nicolas A. Brown\(^1\), David Serfass\(^1\), Ryne A. Sherman\(^1\)
\(^1\)Florida Atlantic University

Research on situational assessment assumes that situations are entirely interpersonal. It is possible, however, that experiences of situations while alone are still meaningful. This study found that situational experiences when alone, while different from experiences with others, are still psychologically meaningful. Situations should not be classified as only interpersonal encounters.

**E189**
A NEW MEASURE OF INTERPERSONAL EXPLOITATIVENESS
Amy B. Brunell\(^1\), Mark S. Davis\(^2\), Daniel Schley\(^1\)
\(^1\)Ohio State University at Mansfield; \(^2\)Ohio State University

This study presents the Interpersonal Exploitativeness Scale (IES) and examines its predictive validity using a commons dilemma. Results revealed that people with higher IES scores were less cooperative and harvested more over time than those scoring lower on the IES—even when controlling for psychological entitlement.

**E190**
BELIEVING IS ACHIEVING: BELIEF AS A PREDICTOR OF ATHLETIC SUCCESS FOR COLLEGIATE ATHLETES
Tissayana C. Camacho\(^1\), Daniel Corral\(^1\), Marc Grover\(^3\), Mark P. Otten\(^3\)
\(^1\)University of Michigan; \(^2\)University of Colorado Boulder; \(^3\)California State University Northridge

Previous findings indicate that people’s attitudes and beliefs can affect achievement outcomes. The current study attempts to extend such findings to better understand differences between collegiate athletes. The results suggest that variables such as sport confidence, perceived control, and self-esteem figure prominently in predicting athletic success at the collegiate level.

**E191**
PERSONALITY AND INTERVIEW SUCCESS IN FACE-TO-FACE AND COMPUTER INTERVIEWS
Joseph R. Castro\(^1\)
\(^1\)Syracuse University

Interviews determine important aspects of life, including academic admission and employment. Technology is changing interview procedures and possibly their outcomes. The relation between
interviewee personality and perceived success was examined in two interview contexts. Success was predicted by Extraversion and Agreeableness during face-to-face interviews, but by Openness in computer-conducted interviews.

E192
RATERS FROM WEALTHY NATIONS PERCEIVE ADOLESCENTS’ PERSONALITY PROFILE LESS FAVORABLY
Wayne Chan1, Antonio Terracciano1
1National Institute on Aging

We examine whether perceptions of adolescent personality traits vary across cultures, and whether differences relate to national wealth. Raters from 26 countries (N=3,323) rated typical adolescents using an FFM personality measure. Raters from wealthier countries judged adolescents more harshly, perceiving them as less conscientious, close-minded, neurotic, and introverted.

E193
A TYPOLOGICAL STUDY OF PERSONALITY AND GENDER AMONG WILKES HONORS COLLEGE STUDENTS
Daniel Dickson1, Kevin Lanning1
1Florida Atlantic University

We investigated relationships between gender, personality, academic success and satisfaction among undergraduates. Successful males expressed more Agreeableness and lower Openness than the average male. Typical females were higher in Agreeableness. Three types were identified: Intellectual undercontrollers, Organized overcontrollers, and Socially skilled extraverts, with undercontrollers reporting lower grades and more dissatisfaction.

E194
AVOIDANCE TEMPERAMENT MODERATES SKIN CONDUCTANCE RESPONSE TO MODERATELY AROUSING NEGATIVE PICTURES
John T. Dombrowski1, Amanda Fuller1, Paul Kieffaber1, Todd M. Thrash1, Andrew J. Elliot2
1Department of Psychology, College of William and Mary; 2Department of Clinical and Social Sciences in Psychology, University of Rochester

Seventy-seven participants completed an avoidance temperament questionnaire and viewed pictures while skin conductance responses (SCRs) were recorded. As predicted, SCRs to moderately arousing negative pictures were moderated by the affective reactivity component of avoidance temperament. Highly arousing negative pictures had strong main effects that overwhelmed individual differences in avoidance temperament.

E195
PERSONALITY AND SLEEP TRAJECTORIES
Katherine A. Duggan1, Chandra A. Reynolds1, Howard S. Friedman1
1University of California, Riverside

The ability of childhood personality to predict sleep trajectories was examined in the archival Terman Life Cycle study, following 1,528 children since 1921. Using growth-curve models, childhood energy and mood permanence (low neuroticism) predicted average sleep duration but not change, suggesting sleep may be a stable component of later well-being.

E196
OVERCOMING SOCIAL COMPARISON: AN ALTERNATIVE MEASURE OF PERSONAL VALUES
Andrey Elster1, Lilach Sagiv2, Sonia Roccas2
1The Hebrew University of Jerusalem; 2The Open University of Israel

We suggest an alternative measure of values that aims to overcome the problem of social comparison by incorporating it in the evaluation process. The structure of the alternative measure was virtually identical to the prototypical structure. The alternative and the original measures significantly predicted religiosity one beyond the other.

E197
THE RELATIONSHIP BETWEEN HUMOR STYLES AND MORAL ELEVATION INDUCTION
Megan E. Eng1, Walter T. Piper2, Jillian L. Garrison1, Michael J. Brydone-Jack1, Laura R. Saslow1, Sarina R. Satran1
1School of Psychological Science, Oregon State University; 2Osher Center for Integrative Medicine, University of California, San Francisco

This study examined how individual differences in humor styles relate to moral elevation, the emotional state triggered by witnessing or learning of the compassionate behavior of other people. Using the Humor Styles Questionnaire, we investigated how Self-enhancing and Affiliative uses of humor relate to the affective states induced by moral elevation.

E198
MAXIMIZING THE COLLEGE EXPERIENCE: EXTRAVERSION AND CONSCIENTIOUSNESS AND PREDICTION OF COLLEGE ADJUSTMENT OUTCOMES
Brian D. Gneere1, Kayla Y. Kosaki1, Erik E. Noftle1
1Williamette University

Expectations, desires, perceptions, and actual patterns of change in facets of extraversion and conscientiousness were examined across college freshman year (N=237). Results revealed that mean levels and changes in facets of energy, confidence, optimism, dependability, and industry were the most robust predictors of personal, social, and academic adjustment outcomes.

E199
THE RELATION BETWEEN INTROVERSION AND MEASURES OF SUBCLINICAL EXPRESSIONS OF CLINICAL CONDITIONS
Jennifer O. Grimes1, Jonathan M. Cheek1, Nathan N. Cheek1, Julie K. Norem1
1Wellesley College; 2Swarthmore College

The many meanings of introversion complicate attempts to explicate its relation to subclinical expressions of clinical conditions. In a sample of 274 college students, we found that a composite of schizotypy, autism spectrum, and alexithymia measures correlated strongly with anxious introversion, moderately with social introversion, and near-zero with thinking introversion.

E200
AN EXPERIMENTAL ANALYSIS OF THE FIVE FACTOR AND CONTEXTUAL ASSESSMENT OF PERSONALITY CHANGE
Anselma G. Hartley1, Jack C. Wright1
1Brown University

This study used an experimental approach to examine how trait-based assessments and contextual measures distinguish between distinct patterns of personality change. Although five-factor assessments were sensitive primarily to changes in overall behavior rather than reaction patterns, participants were able to accurately report on such context-specific changes when explicitly asked.

E201
HOW DO COLLEGE STUDENTS TALK ABOUT PERSONALITY CHANGE?
Kenneth A. Held1, Jennifer Lodi-Smith1, Brent W. Roberts2, Richard W. Robins3
1Canisius College; 2University of Illinois, Urbana-Champaign; 3University of California, Davis

The present research longitudinally examines 170 stories of personality change during college. Findings support the hypothesis that maturation in both themes and word use in narratives of personality change parallels personality trait maturation and perceived personality trait change.
E202 PERSONALITY CHANGE PRE- TO POST- LOSS IN SPOUSAL CAREGIVERS OF PATIENTS WITH TERMINAL LUNG CANCER
Michael Hoerger1, Benjamin P. Chapman1, Paul R. Duberstein1
1University of Rochester Medical Center
Using a case-control design (N = 124), we found that from pre- to post-loss, spousal caregivers of patients with terminal lung cancer experienced changes in each of five established domains of personality - neuroticism, extraversion, openness, agreeableness, and conscientiousness - whereas a comparison group of primary care patients did not.

E203 INHIBITION OF PERSONALLY-RELEVANT EMOTIONAL DISTRACTORS MODERATES THE EFFECTS OF EMPATHY ON INTERPERSONAL FUNCTIONING
Vanessa Iacono2,3, Alexa L. Wilson2,4, Philip Desormeau5, Ellenbogen A. Mark2,4,6
1Concordia University; 2Centre for Research in Human Development
In eighty healthy young adults, higher empathy was associated with better concurrent interpersonal outcomes, but only for those who were able to successfully inhibit the distracting personally-relevant stimuli. These data suggest that some degree of cognitive inhibition is necessary to restrain excessive empathizing with others and ensure adaptive social functioning.

E204 A CONFIRMATORY FACTOR ANALYSIS OF THE SHORT FORM FOR THE IPIP-NEO FIVE-FACTOR MODEL PERSONALITY SCALE
Ross Jacobucci1, John E. Williams1, Indrani Thiruselvam2
1University of Northern Iowa; 2Marquette University
The aim in this study was to examine the psychometric properties of the IPIP-NEO-120 using confirmatory factor analysis. Results were consistent with previous research on the fit of Big Five measures. The IPIP-NEO-120 demonstrated strong reliability and convergent validity coefficients, supporting its utility as a measure of the Big Five.

E205 CONTRA HARTSHONE AND MAY, MORAL BEHAVIORS ARE EVEN MORE CONSISTENT THAN TRAIT-RELEVANT BEHAVIORS
Eranda Jaywickrema1, Peter Meindl2, William Fleeson3, Michael Furr4
1Wake Forest University; 2University of Southern California
Do individuals differ in morally-relevant behaviors and thoughts? A novel method of assessing moral behaviors and thoughts was developed and employed in two experience sampling studies. Morally-relevant behaviors were more consistent than traits in general were in previous studies, both at the single-behavior and distribution level.

E206 EXAMINING THE FACTOR STRUCTURE OF THE RIVERSIDE SITUATIONAL Q-SORT IN TWO CULTURALLY DIVERSE SAMPLES
Ashley Bell Jones1, Brittany M. Thompson1, Ryne A. Sherman1
1Florida Atlantic University
The factor structure of a recently developed measure of psychological properties of situations is examined in both Indian and U.S. samples. Results indicate that the RSQ shows convergent factor structures in both samples, however subtle differences emerged. The U.S. sample returns a higher number of factors than the Indian sample.

E207 THE DEVELOPMENT OF SELF-CRITICISM AND DEPENDENCY IN EARLY ADOLESCENCE AND THEIR RELATIONSHIP TO INTERNALIZING SYMPTOMS
Daniel C. Kopala-Sibley1, David C. Zuroff1, Benjamin L. Hankin1, John R.Z. Abela4
1McGill University; 2University of Denver; 3Rutgers University
We examined the role of domain-specific events in the development of Self-Criticism and Dependency, and the relationship of each to internalizing symptoms in early adolescence. Over two years, self-definition-oriented events predicted change in Self-Criticism which subsequently predicted depression, while relatedness-oriented events predicted change in Dependency, which subsequently predicted anxiety.

E208 PURSUING THE “HOW” AND “WHY” OF PERSONALITY CHANGE: POTENTIAL CHANGE MECHANISMS AND EFFECTS ON WELL-BEING IN FIRSTYEAR COLLEGE STUDENTS
Kayla Y. Kosaki1, Brian D. Gnerre1, Erik E. Noftle1
1Williamette University
The present study introduces a novel set of five potential change mechanisms that contextualize social-cognitive constructs within aspects of personality change across freshman year of college (N=237). Results revealed significant relationships between the mechanisms, personality change aspects, and later well-being, and that the mechanisms were sometimes mediators of change-well-being relationships.

E209 GET ME OUT OF HERE! NEUROTICISM AND DISTANCE-ENHANCING PERCEPTIONS
Tianwei Liu1, Scott Ode1, Michael D. Robinson1
1North Dakota State University; 2Medica Research Institute
Neuroticism has been theoretically linked to avoidant self-regulation, which may result in perceptual distancing. Consistent with this hypothesis, participants higher in neuroticism perceived upcoming events as further in the future (Study 1), words as smaller in font size (study 2), and thought objects were shrinking faster than growing (Study 3).

E210 THE RELATIONSHIP BETWEEN PERFECTIONISM AND THEMES OF AGENCY AND COMMUNION IN AUTOBIOGRAPHICAL NARRATIVES
Sean P. Mackinnon1, Simon B. Sherry2, Michael W. Pratt2
1Dalhousie University; 2Wilfrid Laurier University
Theory suggests perfectionists narrate their lives in prototypical ways. Emerging adults transitioning to university participated in a 2-wave, 130-day, mixed methods, longitudinal design. Perfectionism was positively correlated with agentic themes and uncorrelated with communal themes coded from autobiographical narratives. Results highlight the importance of agency in the narratives of perfectionists.

E211 THE NARCISSISTIC UNDERPINNINGS OF ETHICAL RISK TAKING AND MORAL DISENGAGEMENT
Silvia Mari1, Federica Durante1, Simona Boneschi1
1University of Milano-Bicocca
The relationship between Narcissism, conceived as both intra-personal sense of grandiosity and an interpersonal sense of entitlement, with ethical risk taking was explored. Findings of a web-survey (N = 279) revealed that civic and moral disengagement partially mediated the effect of narcissism on ethical risk taking.

E212 THE EFFECT OF CHANGING SELF-EXPRESSIONS ON ADAPTIVE INTERPERSONAL COMMUNICATION
Saki Matsuyama1, Ikuo Daibo2, Junichi Taniguchi3
1Osaka University; 2Tokyo Future University; 3Tezukayama University
This study investigates how expression can be made effective despite personality differences between conversational partners. Observations of undergraduates engaged in a 12-minute conversation showed that larger changes in self-expression increased intimacy and conversational satisfaction. The effect of changing self-expressions on adaptive interpersonal communication was discussed.
E213 TAKING OFF THE MASK: DIFFERENTIATING BETWEEN MASKED AND AUTHENTIC NARCISSISM
Jessica L. McCain1,2, Josh D. Foster2
1University of Georgia; 2University of South Alabama
A manipulation was designed to persuade narcissists to disclose whether they actually misrepresent themselves to others as more confident than they actually are, a process we call mask wearing. This manipulation was administered to 102 undergraduate students. Findings support theories of narcissism subtypes and have important implications for narcissism measurement.

E214 PERFECTIONISM AND HEALTH IN COUPLES: A DYADIC APPROACH TO DISENGAGEMENT AND DISCONNECTION
Danielle S. Molnar1, Gordon L. Flett1, Stan W. Sadava2, Paul L. Hewitt2
1York University; 2University of British Columbia; 3Brock University
Perfectionism, relationship engagement, and health were examined in a community sample of couples. Socially prescribed perfectionism (SPP) was associated with poorer health in men and women while self-oriented perfectionism was linked with better health. Women’s SPP was associated poorer health and less relationship engagement in men.

E215 PERFORMANCE OF NARCISSISTS IN GROUP SETTINGS: ARE NARCISSISTS PERFORM BETTER WHEN THEY GET GLORY?
Rumiko Nakayama1
1Mie university
This study focused on narcissist’s concern about higher public evaluation in group settings when they were evaluated as a group member. For this purpose, the effects of feedback conditions on narcissistic undergraduates in group settings were examined. (3 conditions: public feedback, private feedback, no feedback = no evaluation).

E216 CONFLICT LIES IN THE EYES OF THE BEHOLDER: HOW GROUP PERSONALITY COMPOSITION AFFECTS CONFLICT ASYMMETRY?
Niranjan S. Janardhanan1, Ruchi Sinha1
1Indian School of Business
We propose that conflict asymmetry mediates the relationship between group personality composition and team outcomes. Results support our hypothesis that variation in team composition of agreeableness predicts asymmetry in relationship conflict perceptions among team members, which in turn predicts team performance and satisfaction over and above mean conflict levels.

E217 SOCIALLY DISTRIBUTED MEMORY: CONSEQUENCES AND BENEFITS OF SCAFFOLDING MEMORY WORK ONTO OTHERS
Tomas A. Palma1,2, Gün R. Semin1,3, Margarida V. Gamarino1,2
1CIS-ISCTE Lisbon University Institute, Portugal; 2Utrecht University, the Netherlands; 3Koç University, Turkey
Humans use their social environment to facilitate processing and reduce memory workload. We show that distributing recall responsibility reduces subsequent memory for the items assigned to a partner in a collaborative dyad and enhances memory for items that neither member of the collaborative-dyad was responsible for.

E218 I AM RUBBER AND YOU ARE GLUE: SENSITIVITY TO CRITICISM AND SMOKING BEHAVIOR
Sara K. Richardson1, Helen C. Harton1
1University of Northern Iowa
Are smokers less sensitive to criticism than people who don’t smoke? This study examined the relationship between personality traits, perceived stigma against the self (for self-identified smokers), perceived stigma against smokers by others (for self-identified non-smokers), and sensitivity to criticism in both United States citizens and non-United States citizens.

E219 NEURAL CORRELATES OF NEUROTICISM DURING MOTOR RESPONSE CONTROL USING FUNCTIONAL NEAR-INFRARED SPECTROSCOPY (FNIRS)
Achala H. Rodrigo1, Stefano I. Di Domenico1, Anthony C. Ruocco1
1University of Toronto Scarborough
The present study explored the neural correlates of neuroticism during motor response control. Neuroticism was significantly associated with activation in the right inferior frontal gyrus, a region strongly implicated in response inhibition. This relationship was not moderated by heightened negative emotional intensity but instead by subtract motor impulsiveness.

E220 PERSONALITY AND COGNITIVE ASSESSMENT: THE BIG FIVE PREDICTS DIRECTLY OBSERVED BEHAVIOR
Kyle S. Sauerberger1, Christopher S. Nave1, Sarah E. Hamppson1, Lewis R. Goldberg2
1Rutgers, The State University of New Jersey; 2Oregon Research Institute; 3University of Oregon
The current study analyzes data from the Hawaii Personality and Health Cohort and links self-rated Big Five personality with directly observed behavior from a videotaped oral cognitive test. Analyses indicate that personality traits predict future behaviors, particularly with respect to the Big Five components of Conscientiousness, Extraversion, and Openness.

E221 APOLOGIZE OR JUSTIFY? TRANSGRESSORS’ THEORIES OF PERSONALITY PREDICT THEIR RESPONSES TO VICTIMS
Karina Schumann1, Carol Dweck1
1Stanford University
We examined whether transgressors’ theories about the malleability of personality influence how they respond to victims after committing an offense. Across three studies, we found support for our hypothesis that transgressing entity and incremental theorists would differ in their perceptions and use of apologies, justifications, and admissions of responsibility.

E222 PROPERTIES OF SITUATIONS RELATED TO EVOLVED GOALS
David G. Serfass1, Ryne A. Sherman1, Brittany Thompson1
1Florida Atlantic University
Using an online sample, the Riverside Situational Q-Sort (RSQ) is used to measure the characteristics of six evolutionarily relevant domains. Many theoretically predicted relationships were found between the RSQ and these domains. The RSQ provides a useful tool for quantifying theoretically important properties of situations.

E223 ASSOCIATIONS BETWEEN SELF-REPORTED NARCISSISM, SELF-ESTEEM, AND SOCIAL-EMOTIONAL FUNCTIONS OF FACEBOOK
Elizabeth Seto1
1Texas A&M University
Few studies have explored the interaction between narcissism and self-esteem and one’s emotional connection to Facebook. Participants completed self-reported personality measures and a Facebook Activity Questionnaire. An aggregate “Facebook Emotional Connection” variable was created. Regression analysis did not reveal a significant interaction between narcissism and self-esteem and Facebook Emotional Connection.
E224
PERFECTIONISM, STRESS, AND HEALTH: A META-ANALYTIC APPROACH
Fuschia M. Siros1
1Bishop’s University
This paper extends research on perfectionism and health by testing the associations between perfectionism dimensions and health-related outcomes in eight samples. A meta-analysis of the effects revealed that maladaptive but not personal standards perfectionism was consistently linked to stress, poor wellness behaviors, and health problems.

E225
THE MORAL FOUNDATIONS OF RIGHT-WING AUTHORITARIANISM
Sean T. Stevens1, Elizabeth R. Salib1, Benjamin J. Baron2, David Wilder3
1Rutgers University
An ingroup advantage for complex emotion recognition was replicated and extended by examining the perceived threat-value of errors as compared to correct responses. White participants erred toward applying more threatening labels to threatening looking black faces than threatening looking white faces, whereas African Americans showed no such differences.

E226
CHANGE IN CONSCIENTIOUSNESS DURING LATE CHILDHOOD TO ADOLESCENCE
Allison Tackman1, Sanjay Srivastava2, Jennifer Pfeiffer1, Mirella Dapretto2
1University of Oregon; 2University of California, Los Angeles
This longitudinal study examined mean-level change and rank-order stability of conscientiousness during late childhood to early adolescence. Results indicated small mean-level decreases in conscientiousness from age 10 to 13; however, this finding was more pronounced for males (d = .30) than females (d = .18). Rank order stability was modest.

E227
THE ASSOCIATION BETWEEN MUSICAL PREFERENCE AND INTRAPERSONAL AND INTERPERSONAL TRAITS
Tanisha Flowers1, Joseph Salib1, Kelly Campbell1
1California State University, San Bernardino
We examined the associations between musical preference and individual and relational characteristics. Our sample included 2014 individuals from across the U.S. Several characteristics were associated with music choice including that older participants had preference for Reflective and Complex music, and women were more likely to prefer Energetic and Rhythmic music.

E228
ARE AGNOSTIC INDIVIDUALS RELIGIOUS EXPLORERS? DIFFERENCES IN EXPLORATION AND COMMITMENT OF IDENTITY BETWEEN AGNOSTIC AND ATHEIST INDIVIDUALS
Carson P. Taylor1, Jin Wen Ling2, Alicia Limke1
1University of Central Oklahoma; 2Southern Nazarene University
The goal of the present study was to examine differences in the identity statuses of agnostic and atheist individuals. Individuals identifying themselves as agnostic reported higher levels of ego exploration than individuals identifying themselves as atheist. There were no differences in ego commitment found.

E229
ESCAPING THE WORLD: LINGUISTIC INDICATORS OF SUICIDE ATTEMPTS IN POETS
Jerzy Trebiński1, Katarzyna Pająk1
1Warsaw School of Social Science and Humanities; 2Warsaw School of Social Sciences and Humanities
Suicidal vs nonsuicidal Polish poetry were treated by LIWC. Logical regression revealed suicide predictors: higher percentage of words self-oriented, related to death, negative emotions, ambiguity, exclusion, and lower percentage of words related to others, experiencing the world, world enitativity, and positive emotions.

E230
TRAIT AFFILIATION, ASPECTS OF THE BIG FIVE, AND THE INTERPERSONAL CIRCUMPLEX
Yanna J. Weisberg1, Colin G. DeYoung2, Lena C. Quilty1, Jordan B. Peterson4
1Unifield College; 2University of Minnesota; 3Centre for Addiction and Mental Health; 4University of Toronto
Using three samples, we investigated the circumplex structure of trait affiliation and the aspects of the Big Five. The aspects of Extraversion and Agreeableness demonstrate circumplex structure similar to the interpersonal circumplex, with trait affiliation residing between the Enthusiasm aspect of Extraversion and the Compassion aspect of Agreeableness.

E231
DO INTROVERTS UNDER-PREDICT THE EMOTIONAL BENEFITS OF ACTING EXTRAVERTED?
Deanna C. Whelan1, John M. Zelenski1, Helena Sillanpaa1
1Carleton University
Research shows that acting extraverted causes positive affect in almost everyone. We explore one reason why introverts may not behave extraverted; they under-predict these hedonic benefits. Supporting hypotheses, trait introverts (vs. extraverts) forecast less positive affect and more negative affect when imagining acting extraverted (vs. introverted) across five situations.

E232
THE TRANSIENT DYNAMICS OF A STABLE SENSE OF IDENTITY
Alexander Wong1
1Florida Atlantic University
This study sought to identify the recurrence patterns underlying the construct of self-concept clarity. For women, self-concept clarity was significantly negatively correlated with recurrence stability (Kendall’s tau = -.18, p = .032). This finding suggests the less stable women’s patterns of self-evaluation, the more stable their sense of identity.

E233
CROSS-CULTURAL SIMILARITIES AND DIFFERENCES IN FUTURE EXPECTATIONS AND DESIRES FOR PERSONALITY CHANGE
Rachel A. Woods1, Erik E. Noftle1, Sofya Nartova-Bochaver2, Oliver C. Robinson1
1WIllamette University; 2Moscow State University of Psychology and Education; 3University of Greenwich
This study examines cross-cultural expectations and desires to change one’s Big Five personality traits across the next four years. Emerging adults from the US (N=237), Japan (N=74), and Russia (N=104) were surveyed. Results revealed both cross-cultural similarity and specificity. Implications for an active account of personality change are discussed.

E234
TRAINT DESIRABILITY PREDICTS GROUP DIFFERENCES IN PERSONALITY
Jessica Wortman1, Dustin Wood2
1Michigan State University; 2Wake Forest University
Using a large, cross-sectional internet sample of adults, we show that variation in a trait’s desirability regularly mediate associations between sex and geographical region and personality trait levels. Individual differences in a trait’s desirability are likely to mediate many of the differences across individuals and groups in personality traits.

E235
THAT SINKING FEELING: SOCIAL HYPERSENSITIVITY AND REACTIONS TO BRIEF PAUSES IN CONVERSATIONS
Kaite Yang1, Joan Girgus1
1Princeton University
People who are more socially hypersensitive -compared to those less socially hypersensitive -reacted with less self-esteem after reading conversation scripts in which they imagined a brief silence following something they said, and when other participants in the conversation
expressed explicit negative feedback or uncertainty without a brief silence.

**E236**

**THE IMPACT OF LOCUS OF CONTROL ON CAUSAL ATTRIBUTION AND SELF-ESTEEM**

Paul Zarntoth, Chloe M. Doan1, Kathleen J. Burnett1, Aurelia T. Alston1

1Saint Mary’s College of California

Locus of control (LOC) was explored in a group setting. Internal LOC was positively correlated with personal self-esteem. Participants demonstrated self-serving and group-serving biases, and these biases in attribution were most pronounced among those with an internal LOC. The biases, in turn, bolstered and protected personal and collective self-esteem.

**E237**

**OUTPERFORMING A NARCISISTIC, SOCIOTROPIC, OR AUTONOMOUS FRIEND: STRATEGIES PEOPLE USE TO HANDLE THIS STICKY SITUATION AND THEIR ASSOCIATED OUTCOMES**

Anne L. Zell1, Melanie A. Jerke1

1University of Salzburg

A hidden-camera study of competition between friends found that winners’ behavior (self-deprecating, self-promoting, etc.) combined with losers’ sociotropy, autonomy, and narcissism predicted losers’ attitudes toward the winner and about their own performance. E.g., outperformed narcissists were less threatened when winners self-deprecated and more threatened when winners offered reassuring words.

**Self-Esteem**

**E238**

**AVOIDING TERROR: MORTALITY SALIENCE ENGENDERS AVOIDANCE MOTIVATION FOR PEOPLE WITH LOW SELF-ESTEEM**

Dmitrij Agroskin1, Eva Jonas1

1University of Salzburg

In accord with terror management theory, mortality salience provoked avoidance motivation – as indicated by right frontal brain asymmetry – for people with low self-esteem. Thus, maladaptive behaviors related to inhibited growth (e.g., reluctance to explore novelty) occurring in people with low self-esteem after mortality salience may be due to avoidance motivation.

**E239**

**SELF-ESTEEM AS AN INTERPERSONAL SIGNAL: SELF-ESTEEM IMPRESSIONS INFLUENCE ANTICIPATED LIKING**

Alexandra A. Allary1, Jessica J. Cameron1

1University of Manitoba

To investigate whether self-esteem acts as an interpersonal signal, a community sample reported their general impressions and anticipated liking of low and high self-esteem people. People who more negatively viewed low self-esteem individuals relative to high self-esteem individuals anticipated liking people with higher self-esteem more than those with low.

**E240**

**DEFENSIVE SELF-ESTEEM AND VIGILANCE FOR SELF-THREATENING INFORMATION**

Jennifer L. S. Borton1, Mark A. Oakes1, Beril Esen1, José M. Mendez1, Susannah R. Parkin1

1Hamilton College; 2St. Lawrence University

In the current study, women with defensive self-esteem more quickly distinguished between rejecting faces and smiling faces than did either women with secure self-esteem or men. Women with defensive self-esteem appear highly vigilant toward information signaling social rejection.

**E241**

**TOP DOG OR BOTTOM OF THE BARREL: THE EFFECT OF NAME VERTICALITY ON STATE SELF-ESTEEM**

Rebecca M. Carey1, Kevin P. McIntyre1

1Trinity University

This study examines the name verticality effect, which describes how state self-esteem is affected by the vertical positioning of individuals’ names. Across three experiments, we found that participants reported lower state self-esteem after looking down at their own names, compared to participants whose names were presented at other vertical positions.

**E242**

**AN IAT MEASURE OF SELF-ESTEEM AND SELF-CONCEPTS FOR PRESCHOOLERS**

Dario Cvenek1, Anthony G. Greenwald1, Andrew N. Meltzoff2

1University of Washington, Institute for Learning & Brain Sciences; 2University of Washington, Department of Psychology

In three studies, 234 5-year-olds completed the Preschool IAT (PSIAT) measures of gender self-concept, self-esteem, and gender attitudes. Theoretically expected principles of affective–cognitive consistency (Greenwald et al., 2002) were found to operate in preschool children, such that children who had positive self-esteem and strong gender self-concepts also displayed own-gender positivity.

**E243**

**EXTERNAL CONTINGENT SELF-WORTH PREDICTS POOR ADJUSTMENT TO A NATURAL DISASTER**

Melike Eger1, Ian Sherwood1, Rebecca Thompson1,2, James C. Hamilton1

1University of Alabama; 2University of California, Irvine

Contingent self-worth has been identified as a risk factor for extreme reactions to ego threats. We report on the influence of prospectively measured contingent self-worth on adjustment 6 months following an EF-4 tornado that affected most of those who provided CSW data. External contingencies predicted poorer adjustment.

**E244**

**DOES SELF-ESTEEM PREDICT PERFORMANCE ON A VERTICAL LINE BISECTION TASK?**

Jonathan M. Gallegos1, Kevin P. McIntyre1, Shannon M. Rauch2

1Trinity University; 2Providence College

This study examines whether self-esteem influences visual perception along the vertical dimension. Given the commonality of up=good, bad=down metaphors, we hypothesize that self-esteem positively correlates with errors on a vertical-line-bisection (VLB) task. Results show VLB errors positively correlate with explicit measure (Study 1), and implicit measures of self-esteem (Study 2).

**E245**

**PHYSIOLOGICAL REACTIVITY WHEN THE SELF IS “ON THE LINE”?: NARCISSISM VERSUS TRAIT SELF-ENHANCEMENT**

Richard H. Gramzow1, Lauren S. Miller1, Joseph R. Castro1, Gaven A. Ehrlich1

1Syracuse University

Self-enhancement is one defining feature of narcissism; however, enhancement is not necessarily maladaptive or defensive. Trait self-enhancement can be associated with adaptive psychological, physiological, and behavioral responses under threat. This research examined whether narcissism and self-enhancement predict different patterns of physiological reactivity and psychological response under threat.

**E246**

**WHY DO YOU LIKE YOURSELF? AGE DIFFERENCES IN SELF-ESTEEM AMONG 5-10-YEAR-OLDS**

Michelle A. Harris1, Kali H. Tresniewski1, Richard W. Robins1

1University of California, Davis

We investigated development of global self-evaluations in children aged 5 to 10 through a new measure and qualitative interviews.
prompts explanations for self-views. Results provide new insights into the question of how self-esteem develops by documenting similarities and differences across ages in correlates of self-esteem and children’s explanations of self-attitudes.

**E247**
**SCHADENFREUDE IS SELF-ESTEEM MORE THAN SELF-CONCEPT**
Steven J. Hoekstra

*Kansas Wesleyan University*

Undergraduates evaluated a student from a rival school after the target’s failure in academics, athletics, or fine arts. Schadenfreude (joy at the misfortune of others) and related constructs were related to participants’ self-esteem, but not related to either the self-relevance of the domain or the degree of discrepancy between schools.

**E248**
**FRAGILE SELF-ESTEEM AND PERSONALITY FACTORS**
Christopher J. Holden, Virgil Zeigler-Hill

*Oakland University*

The present research investigated the relationship between fragile self-esteem and personality using the five-factor model. Self-esteem level was positively associated with extraversion, agreeableness, conscientiousness, and emotional stability. Self-esteem instability was negatively associated with agreeableness, conscientiousness, and emotional stability. Discussion will focus on the connection between self-esteem and personality features.

**E249**
**HOW LOW CAN YOU GO? AN INVESTIGATION OF SELF-ESTEEM FROM A LAYPERSON PERSPECTIVE**
Christine L. Hole, Jessica J. Cameron

*University of Manitoba*

The present research explored what laypeople assume about other’s self-esteem. Participants believed that the numerical representation of low self-esteem was much lower than scores researchers use to proclaim low self-esteem. Participants in general, though especially those with low self-esteem themselves, greatly overestimated the prevalence of low self-esteem in society.

**E250**
**SELF-ESTEEM EFFECTS ON PHYSIOLOGICAL CHANGES IN RISKY SOCIAL SITUATIONS**
Eric T. Huang, Danu A. Stinson

*University of Victoria*

We examined physiological responses to social risk for higher self-esteem (HSEs) and lower self-esteem (LSEs) individuals. Compared to baseline, risk caused HSEs’ heart rates to increase but caused LSEs’ heart rates to decrease. These physiological findings suggest that the social regulatory function of self-esteem is connected to basic psychological processes.

**E251**
**IMPLICIT SELF-LIKING AND IMPLICIT SELF-COMPETENCE: DIFFERENT DIMENSIONS OF IMPLICIT SELF-ESTEEM, DIFFERENT REACTIONS TO NEGATIVE EXPERIENCES**
Tao Jiang, Liuna Geng

*Eastern Kentucky University; Nanjing University*

This study examined whether different negative experiences affected implicit self-liking and implicit self-competence differently. The subjects were randomly assigned into one of three conditions. The BIAST was employed to measure implicit self-liking and implicit self-competence. Results showed that the two dimensions of implicit self-esteem reacted differently to different negative experiences.
E257
FIXATED ON REJECTION: ATTENTIONAL BLINDNESS FOLLOWING
SOCIALLY REJECTING FACES IN PEOPLE WITH DEFENSIVE SELF-
ESTEEM
Mark A. Oakes1, Jennifer L.S. Burton2, Arielle M. Berti2, Ellen A. Doembgen2, Ashley L. Sutton2
1St. Lawrence University; 2Hamilton College
People with defensive self-esteem displayed attentional blindness for target stimuli after viewing socially rejecting faces during a rapid serial visual presentation. This effect was not detected for accepting faces or neutral control images. It appears that people with defensive self-esteem have difficulty disengaging attention when processing negative self-relevant stimuli.

E258
THE EFFECTS OF SEXUAL HARASSMENT INCIDENTS ON REPORTED
SELF ESTEEM AND SELF OBJECTIFICATION
Afroditi Pina1, Kassy Japp1
1University of Kent
In this study, four types of sexual harassment were presented to female participants (touching by superior or equal, sexist e-mails by superior or equal) and the relationship of the reported coping styles towards the presented harassment (passive vs active) with participants’ self-esteem and self-objectification was examined.

E259
QUESTIONING GOOD NEWS: SOCIAL RISK INFLUENCES FEEDBACK-
SEEKING IN LOW SELF-ESTEEM INDIVIDUALS
Lisa B. Reddoch1
1University of Victoria
Receiving self-concept inconsistent feedback prompts additional feedback-seeking (Swann, 1987). We hypothesized that social risk would influence the feedback-seeking by prompting self-verification when risk is present and prompting testing feedback accuracy when risk is irrelevant. This hypothesis was supported when low self-esteem individuals were given self-esteem inconsistent feedback.

E260
AN EASY FEELING: DEATH-THOUGHTS DECREASE THE SEARCH FOR
MEANING IN LIFE WHEN EXAMPLES OF CULTURAL VALUE ADHERENCE
ARE EASY TO GENERATE
Ross E. Rogers1, Matthew Vess1
1Ohio University
Guided by Terror Management Theory, this research found that death-thoughts decrease the search for meaning in life when stable meaning structures are perceived to exist. Participants who experienced metacognitive-cue when generating examples of cultural value adherence evidenced lower search for meaning in life following reminders of death (vs. pain).

E261
SELF-ESTEEM AS A PREDICTOR OF MODEST FINANCIAL GOALS
Rachel Sackman1, Jonathan Lew1, Ryan Howell1
1San Francisco State University
The current study has found that self-esteem is positively correlated with the setting of modest financial goals ($r(168) = .283, p < .01$). We discuss the role of materialism in relation to self-esteem to explain why those with higher self-esteem would strive for more modest financial outcomes.

E262
THE ROLE OF EXTRINSIC CONTINGENCY FOCUS IN CONSUMER
PRODUCT PREFERENCES
Todd J. Williams1, Kevin Lehert1, Kelly Cowart1, Jeff Schimmel2, Joseph Hayes3
1Grand Valley State University; 2University of Alberta; 3Wilfrid Laurier University
Two studies examine the relationship between extrinsic contingency focus and consumer product preferences. Study 1 shows that ECF predicts preference for the image-oriented qualities of consumer products. Study 2 extends these results by demonstrating that ECF is related to an increased preference for high (vs. low) status consumer products.

E263
SENSE OF HOME FUNCTIONS AS A BUFFER OF SELF-THREATS
Xitong Yue1,2, Huajian Cai1, Yu L. Luo1
1Institute of Psychology, Chinese Academy of Sciences; 2Graduate University of Chinese Academy of Sciences
We tested whether sense of home may serve as a buffer of self-threat. Two studies showed that induced sense of home curtailed the negative influence of stereotype threat on female’s leadership (study 1) and spatial rotation ability (study 2). The findings support the protecting function of sense of home.

E264
FRAGILE SELF-ESTEEM AND ACADEMIC ENGAGEMENT
Virgil Zeigler-Hill1
1Oakland University
This poster will concern the links between self-esteem instability (a marker of fragile self-esteem) and academic outcomes. Unstable high self-esteem was associated with academic disengagement for American students but not Chinese students. These results suggest that fragile self-esteem may be associated with different outcomes.

E265
THE USE AND MISUSE OF MONEY: THE SUBSTITUTION BETWEEN
MONETARY UTILITY AND SELF-ESTEEM UTILITY IN INTERPERSONAL
CONFLICTS
Liqing Zhang1
1Peking University
Three experiments were conducted to explore under which conditions monetary compensation produced more satisfaction than apology after people’s items were damaged or after they were verbally abused. The results showed that monetary compensation was necessary in some situations, but it reduced the victims’ satisfaction when it was misused.

E266
THE ROLE OF AWARENESS IN IMPLICIT SELF-EVALUATION: EVIDENCE
FROM CONTINUOUS FLASH SUPPRESSION
Shen Zhang1, Ran Tao2, Qi Li3, Haiyan Geng2
1University of Wisconsin-Whitewater; 2Peking University
High and low self-esteem participants showed self- and other-positivity bias, respectively, when subliminally primed with self- and other faces with the Continuous Flash Suppression paradigm (Experiment 1). But all participants showed the self-positivity bias with supraliminally presented face stimuli (Experiment 2), demonstrating the moderating role of awareness in implicit self-evaluation.

Evolution
E267
PRONATALIST NATION: THE DEVELOPMENT AND VALIDATION OF THE
CULTURAL PRESSURES FOR PARENTHOOD SCALE
Lora Adair1, Satoris Culbertson1
1Kansas State University
Two independent studies through which the Cultural Pressures for Parenthood Scale (CPPS) was developed and validated are presented, and a predictive model of fertility decision-making is proposed. The factor structure, reliability, construct and criterion-related validity of the 33-item CPPS are provided. Inclusion of the CPPS produced a strong predictive model.
E268
SEX BEGETS VIOLENCE: MATING MOTIVES, SOCIAL DOMINANCE, AND PHYSICAL AGGRESSION IN MEN
Sarah E. Ainsworth1, Jon K. Maner1
1Florida State University
This research provides rigorous experimental evidence that mating motives cause men to behave violently toward other men. A mating prime increased aggression in men, but not women, toward a same-sex (but not opposite-sex) partner. Findings suggest mating-induced male violence is motivated by a desire to assert dominance over other men.

E269
DO BABIES' FACES SIGNAL THEIR PARENTS' FITNESS?
Rodrigo A. Cárdenas1, Lauren J. Ham1, Reginald B. Adams, Jr.1
1The Pennsylvania State University; 2Michigan State University
Women rated the attractiveness of presumed parents whose faces were shown alone or with a child (either their own or an adopted child). Results showed that offspring attractiveness was used to recalibrate judgments of a parent’s attractiveness and that this effect was most evident for adult-infant pairs identified as biologically-related.

E270
AN EXPERIMENTAL MANIPULATION OF PARENTAL INVESTMENT: USING ECONOMIC HEADLINES TO PRIME RESOURCE AVAILABILITY
Randy Corpuz1, Daphne B. Bugental1
1University of California, Santa Barbara
Parents of high and low health risk toddlers were primed with headlines that differed in the suggested health of the economy. Mothers and fathers demonstrated predicted patterns of resource investment. High health risk children were preferentially invested in only when parents perceived the health of the economy to be improving.

E271
DO YOU SEE WHAT I SEE? FATHER ABSENCE AND WOMEN'S SEXUAL THOUGHTS AND PERCEPTIONS
Danielle J. DelPriore1, Sarah E. Hill1
1TCU
We examined the effects of father absence cues on women’s sexual cognitions. In two experiments, women primed with father absence (vs. a control state) demonstrated greater activation of sexual thoughts on a word stem task (Experiment 1) and perceived greater sexual intent in men’s actions and faces (Experiment 2).

E272
STRATEGIC DEFERENCE: DOMINANT COMPETITORS INHIBIT CREATIVE DISPLAY
Daniel Gambacorta1, Timothy Ketelaar1
1New Mexico State University
Male participants were videotaped during a dating game scenario in which they were led to believe that they were competing against either a dominant (strong) or subordinate (scrawny) competitor. Participants competing against a dominant competitor produced fewer and lower quality creative displays than participants competing against a subordinate competitor.

E273
HEIGHT AND BODY MASS AS PREDICTORS OF LIFETIME SEX PARTNER NUMBER
Brooke N. Gentle1, David A. Frederick1
1Chapman University
For men, body mass and height are qualities that may serve as cues to dominance and social status. Because women find these qualities attractive, we predicted and found that men who were a healthy weight or overweight had more sex partners. Similarly, men who were taller had more sex partners.

E274
FERTILE WOMEN SEEKING HIGH MUSCLE MASS: THE RELATIONSHIP BETWEEN CONCEPTION LIKELIHOOD AND ATTRACTION TO MEN’S MUSCLE MASS
Ashalee C. Hurst1, Darcy A. Reich1, Robert D. Mather2
1Texas Tech University; 2University of Central Oklahoma
We investigated the relationship between conception likelihood, estimated by actuarial data, and women’s attraction to men’s muscle mass. Participants rated the attractiveness of four body types varying in muscularity. A positive relationship between conception likelihood and attraction to high muscle appeared, as did a main effect of muscle on attraction.

E275
DOES FERTILITY STATUS INFLUENCE WOMEN’S INTERTEMPORAL CHOICE IN A MATING CONTEXT?
Farnaz Kaighobadi1,2, Jeffrey R. Stevens1,2, Diana M. Lopez1, Cassandra F. De Paula Silva1
1Columbia University; 2University of Nebraska-Lincoln; 3Max Planck Institute for Human Development; 4Florida Atlantic University
The results of a series of controlled experiments, informed by evolutionary psychological perspectives, showed fertility status effects on women’s intertemporal discounting in a mating context. Women at peak fertility became more impulsive in the intertemporal choice task after viewing images of attractive men compared to after viewing neutral images.

E276
THE LEPER COLONY EFFECT: DISEASE CONCERNS INFLUENCE PERCEPTIONS OF GROUP IDENTITY
Saul L. Miller1
1University of Kentucky
This research examines whether individuals stereotypically associated with disease are excluded from ingroup membership. In a minimal group paradigm, disease concerns caused White participants to perceive elderly and Black individuals as outgroup members. Additionally, disease concerns caused US residents to implicitly associate obese individuals with a foreign national identity.

E277
THE CLOCK IS TICKING: HOW THE PRESENCE OF A TICKING CLOCK INFLUENCES ATTITUDES ABOUT REPRODUCTIVE TIMING
Justin H. Moss1, Jon K. Maner1
1Florida State University
We examined whether the presence of a ticking clock would prime the metaphor of a biological clock and, in turn, speed up women’s attitudes towards their reproductive timing. We found that the ticking clock led women, particularly women from poorer childhood backgrounds, to desire having children at an earlier age.

E278
THREAT-BASED CHANGES IN PERSONALITY: A LIFE HISTORY PERSPECTIVE
John E. Myers1, Jeffry A. Simpson1, Vladas Griskevicius1
1University of Minnesota
This study tested whether environmental threats influence personality in ways predicted by Life History Theory. Mortality threat was primed in half of the participants. Significant experimental condition x life history strategy interactions emerged for several theoretically-relevant personality facets.
E279  
CREATIVE VIRTUOSITY: HAS IT EVOLVED AS AN ADAPTATION OF SEXUAL SELECTION, ACTING AS A FITNESS INDICATOR OF UNDERLYING DESIRABLE TRAITS TO POTENTIAL MATES?  
Ashley E. O’Hearn 1,2  
1New Mexico State University, Las Cruces  
2University of Missouri, Kansas City  

Speculatively, creative intelligent persons are more desirable mates than noncreative persons due to an adaption through sexual selection. Vignettes were utilized as well as a survey to collect relationship preferences from participants. The theory was supported; female participants desired a short-term relationship with a creative target over a noncreative target.

E280  
HOT AND BOTHERED: THE EFFECTS OF AMBIENT TEMPERATURE ON DISGUST SENSITIVITY  
Elizabeth A. Osborne 1  
1Arizona State University  

This study examined whether disgust sensitivity is stronger in a high ambient temperature environment. Participants completed a self-report measure of disgust sensitivity and a food avoidance task in a hot room or a neutral room. Outside temperature correlated with disgust sensitivity but indoor changes in temperature had little effect.

E281  
OVULATION AFFECTS LESBIAN AND HETEROSEXUAL WOMEN’S SEXUAL ATTRACTION TO GAY AND BISEXUAL MEN  
Angela G. Pirotti 1, Rebecca Neel 1, Gabrielle Filip-Crawford 1, Craig Nagoshi 2  
1University of Wisconsin-Eau Claire  
2Arizona State University  

55 naturally cycling lesbian, bisexual, and heterosexual women rated their attraction to gay, bisexual, and heterosexual men and women. Ovulation suppressed attraction towards gay and bisexual men for heterosexual and lesbian (but not bisexual) women, suggesting that ovulation may suppress attraction towards poor long-term, but reproductively viable, targets.

E282  
SHE’S NOT ONE OF US: GROUP MEMBERSHIP MODERATES THE EFFECT OF FERTILITY CUES ON ATTRACTIVENESS RATINGS  
Natasha D. Tidwell 1, Paul W. Eastwick 2  
1Texas A&M; 2The University of Texas-Austin  

Male participants rated female ingroup (i.e., same primary language and/or university) vocal samples as more attractive as targets' fertility increased, but they rated samples gathered from an outgroup (different primary language and/or university) as less attractive as targets' fertility increased. Thus, ingroup/outgroup status moderates previously documented ovulatory vocal attraction effects.

E283  
SIGNALLING BELIEF WITH CREDIBILITY ENHANCING DISPLAYS  
Aiyana K. Willard 1, Ara Norenzayan 1, Joseph Henrich 1,2  
1Department of Psychology, the University of British Columbia; 2Department of Economics, the University of British Columbia  

Participants watched a confederate endorse belief in a set of news stories, and bet money on the truth of these stories. Participants who watched the credible display (betting) were more likely to bet on the same stories the confederate bet on, over conditions where only a noncreative target.

E284  
WHY HUMANS FLAUNT ATTRACTIVE AND DESIRABLE MATES  
Bo M. Winegard 1, Ben M. Winegard 1, David C. Geary 2  
1Florida State; 2University of Missouri  

Nonindependent mate choice, or mate choice that is affected by the mating decisions of same sex peers, has been found in many species including humans. We use signaling theory to explain why this happens in humans. According to this perspective, mates can function as costly signals that convey important information to others.

E285  
EARLY BIRD ALSO GIVES THE WORM: THE EFFECT OF ACADEMIC CALENDAR ON DATA QUALITY  
Jeff C. Cho 1  
1University of California, Irvine  

Despite social psychology’s reliance on undergraduate samples, researchers have rarely investigated the impact of academic calendar on data quality. After compiling data from over two thousand participants over 3 years, the current research found that data quality sharply decreases over time during the course of an academic quarter.

E286  
HOW ACCURATE ARE MEDIATION REPORTS? AN EQUIVALENCE TEST ANALYSIS OF ERRORS IN MEDIATION  
Joshua J. Clarkson 1, John V. Petrocelli 2, Melanie B. Whitmire 2, Paul E. Moon 2  
1University of Cincinnati; 2Wake Forest University  

How accurate are mediation reports? Analysis of 156 models published in JESP, JPSP, and PSPB during 2011 revealed that 24% failed an equivalence test (ab = c – c'). Common sources of errors, recommendations for enhanced accuracy, and implications for alternative methods of arguing causality are addressed.

E287  
WHAT DOES AMERICAN LOOK LIKE?  
Brettany Clemens 1, Angela-MinhTu Nguyen 1  
1California State University, Fullerton  

To identify images and narratives used to express “Americanness,” we conducted a literature review and incorporated feedback from undergraduate students and expert researchers. The resulting coding scheme for “Americanness” may be used to content analyze the degree to which individuals present themselves as “American” in personal profiles, biographies, websites, etc.

E288  
RELATIONSHIPS BETWEEN TEMPORAL FACTORS AND RESEARCH PARTICIPANT NO-SHOW RATES  
Randall A. Gordon 1, Eric E. Hessler 1, Laura E. Holmberg 1, Jordan R. Wiertzema 1  
1University of Minnesota, Duluth  

We examined relationships between temporal factors and the likelihood that participants would fail to show up for an experimental session. Participant no-show rates increased significantly over the course of a semester. No-show rates for the first, second, and third five-week periods of the semester were 14.12%, 20.53%, and 31.46%, respectively.

E289  
RE-CONCEPTUALIZING REACTIVITY TO ECOLOGICAL MOMENTARY ASSESSMENT PROCEDURES  
Nisha C. Gottfredson 1, Erin K. Davison 1, Rick H. Hoyle 1  
1Duke University  

We present a method for evaluating whether participant behavior changes as a result of ecological momentary assessment procedures. Conscientiousness predicts individual differences in reactivity to a study on daily ego-depletion on subsequent alcohol use. Failing to account for reactivity leads to misleading parameter estimates; this method corrects for reactivity bias.

E290  
FACTORS INFLUENCING PARTICIPANT COMPREHENSION AND TASK PERFORMANCE: INSTRUCTION DETAIL AND FORM COMPLEXITY  
Jeremy D. Heider 1, Emmanuel J. Perez 2, John E. Edlund 1, Jessica L. Hartnett 4  
1University of Minnesota, Duluth  
2Southeast Missouri State University; 3Stephen F. Austin State University; 4Rochester Institute of Technology; 5Gannon University  

We examined how consent form complexity (simple, complex jargon) and detail of verbal instructions (simple, elaborate) affected participant comprehension and task performance. Participants who received the simple form spent more time on a difficult task, and they recalled more
E291
MATHMATICAL MODEL OF SOCIAL PROCESSES FOR ANALYZING DAILY DIARY OBSERVATIONS
Jakub K. Kominiarczuk1, Natalia K. Kominiarczuk2, Ryan T. Howell2
1University of California at Berkeley; 2San Francisco State University
We present a novel methodology allowing the study of social processes, using a combination of the daily diary method and Monte Carlo simulation. We provide the necessary algorithmic details and illustrate the method using data from a pilot study of happiness contagion, the spread of happiness through a social network.

E292
CHANGES IN COUPLES SATISFACTION INDEX SCORES AFTER CONTROLLING FOR RESPONSE AND POSSIBLE MEDIATORS BIAS IN 21 COUNTRIES
Emily M. Maywood1, Gian C. Gonzaga1, Erina Lee1, Heather Sitrakian1
1University of Houston
This research uses 11,479 heterosexual, married or cohabitating couples across 21 countries to assess patterns of response bias regarding relationship satisfaction. Significant changes in CSI scores and rankings were found. We used multilevel modeling to discuss whether country-level variables (i.e. individualism) moderated this effect.

E293
SEARCHING FOR SOLUTIONS: APPLYING A NOVEL PERSON-CENTERED ANALYSIS TO THE PROBLEM OF LOW ATTENDANCE AT BEHAVIORAL PARENT TRAINING
Jessica A. Minney1, John E. Lochman1, Rosanna E. Guadagno2
1University of Alabama; 2National Science Foundation
Risk factors for low parent attendance at behavioral parent training were analyzed using a novel person-centered analysis (SEARCH) to create mutually exclusive subgroups, which differentially predicted attendance. Final groups were classified based on parents’ level of social support and frequency of stressful life events. Strengths of person-centered approaches are discussed.

E294
ANCHORING VIGNETTES: A HANDLE ON SYSTEMATIC BIASES IN SELF-REPORTS
René Müttus1, Jüri Aliik1, Anu Realo1
1University of Tartu; 2University of Edinburgh
The presentation argues that systematic self-report biases can be handled by using a simple technique that allows for separating biases-related variance from substantive variance. The technique is demonstrated on cross-cultural comparisons of Conscientiousness, but it can be used in various types of studies that involve comparisons of self-reports across groups.

E295
HAIR CORTISOL AS BIOMARKER OF CHRONIC PSYCHOSOCIAL STRESS
Kymberlee M. O'Brien1, Celia L. Moore2
1UMass Boston/Harvard Medical; 2UMass Boston
Hair cortisol is a new biomarker for chronic stress; is it associated with objective/subjective psychosocial, affective, and cognitive stressors? CORT, health, and acute measures were obtained from 180 adults (18-36; 39% minority). CORT was associated with cumulative social stress, discrimination, and psychosocial indices. Social identification with heritage group moderated stress.

E296
MORE THAN WHAT'S BETWEEN YOUR LEGS? TESTING GENDER AS THE DISTINGUISHING ROLE IN ROMANTIC RELATIONSHIPS
Ben Porter1, Lindsay M. Rodriguez1, Hadden W. Benjamin1, C. Raymond Kne1
1University of Houston
The convention in relationship research has been to use gender to distinguish members in heterosexual dating relationships. The current research uses ‘hidden distinguishability’ to create latent distinguishability from three separate samples of heterosexual dyads. Gender was then correlated with the resulting class assignment to assess the degree of agreement.

E297
3-FORM PLANNED MISSING DATA DESIGNS FOR PERSONALITY AND SOCIAL PSYCHOLOGY
Graham G. Rifenbark1,2, Alexander M. Schoemann1,2, Wei Wu1,2,3, Todd D. Little1,2
1University of Kansas; 2Center for Research Methods & Data Analysis; 3Department of Psychology
The Three-Form Design (TFD) is a planned missing data design that allocates participant fatigue, practice effects, and cost. We will show, via a simulation that utilization of TFD leads toward unbiased results and minimal loss of power and discus recommendations for implementing a TFD in social and personality psychology research.

E298
SOCIAL DESIRABILITY BIAS IN MOTIVATION RESEARCH: A NEW INTERPRETATION OF DIFFERENCE SCORES
Annique Smeding1, Emanuele Meier1, Benoit Dompnier1, Bernard Baumberger2, Fabrizio Butera1
1University of Lausanne, Switzerland; 2Higher Pedagogical School Vaud, Switzerland
Contrary to the prevalent view in research on social desirability (SD) bias and self-report measures, we hypothesized and found that difference scores between standard and faking good instructions correlated negatively with responses on a SD scale. This finding questions the neutrality of standard instructions in motivation and personality research.

E299
IS THAT RELATIONSHIP REALLY LINEAR? COMPARING LINEAR AND ADDITIVE MODELS
Seeth M. Spain1, Kristin L. Sotak1, Joey C.-Y. Tsai1, Peter D. Hamms2
1State University of New York at Binghamton; 2University of Nebraska - Lincoln
We present techniques to test whether relationships are truly linear by comparing regression models to additive models. Additive models are a form of nonparametric multiple regression that relaxes the assumptions of linear relationships in the regressors. The outcome is represented as a sum of these nonlinear functions.

E300
HOW TO INCREASE SURVEY RESPONSE RATES AND PARTICIPANT APPRECIATION FOR RESEARCH
Danielle B. Stuck1, Wayva Lyons1, Helen C. Harton1
1University of Northern Iowa
We examined the effects of researcher status and consent form presentation on response rates, data quality, and participant attitudes in an online survey of undergraduates. Researchers should consider using simplified consent information at the beginning of a survey rather than in the recruitment materials and stressing their similarity to participants.

E301
FACIAL EMOTION RECOGNITION ACCURACY AS A FUNCTION OF EMOTION, PRESENTATION ANGLE, AND PRESENTATION TIME
Michael F. Wagner1, Joel S. Milner1, Julie L. Crouch1, John J. Skowronsks1, Thomas R. McCanne2
1Northern Illinois University
Research on facial emotion recognition accuracy as a function of emotion has produced mixed results, which we hypothesized derive from methodological differences across studies. As expected, results indicated that facial emotion recognition accuracy is significantly impacted by emotion, presentation angle, presentation time, and the interactions of these variables.
E302
DESIGNING A METHOD FOR INDUCING GRATITUDE IN THE LABORATORY
Susanna Wong1, Acacia C. Parks1, Sarah D. Pressman2, Tamlin S. Conner2
1Hiram College; 2University of Kansas; 3University of Otago
This study pilot tested a laboratory gratitude induction. Participants (N=18) wrote in detail about their gratitude towards an individual and reported mood before and after on a 100-point visual analogue scale. Participants experienced a significant increase in gratitude, but not in other positive emotions, suggesting that the induction has specificity.

Traits

E303
PERSONALITY-RELATED PROBLEMS AND THE FIVE-FACTOR MODEL
Michael Boudreaux1, Daniel Ozer1
1University of California, Riverside
This research identifies problems associated with high and low scores on each Big Five personality trait. High Conscientiousness, for example, was associated with “having trouble accepting loss or failure” and “needing to do things perfectly,” whereas high Extraversion was associated with “flirting with others too much” and “excessively seeking thrills.”

E304
SEIZURE AND FORECLOSURE
Carolyn Dylla1, Chip Knee1, Robert Wickham1
1University of Houston
Two orthogonal scales were developed capturing foreclosure, which reflects reclusion from life experiences, and seizure, reflecting a “carpe diem” immersion in experiences. Data from 145 undergraduates supported internal reliability, orthogonality, and convergent and discriminant validity. Seizure was associated with greater- whereas foreclosure was associated with weaker appeal for risk.

E305
DOES VOLUNTARY MASS TESTING INTRODUCE A SELECTION EFFECT IN SUBJECT POOL SAMPLING?
Glen T. Howell1, Deanna C. Whelan1, John M. Zelenski1
1Carleton University
We compared participants’ personality and gender as a function of whether they completed mass testing. Mass testing participants were more often female, conscientious, open, and, if male, more extraverted. Mass testing may be added to a growing list of subject pool selection effects. We suggest caution when generalizing results.

E306
EFFECTS OF NARCISSISM ON PERCEIVED SOCIAL SUPPORT UNDER EGO THREAT
Jin Kato1, Toshikazu Yoshida1
1Nagoya University
This study demonstrates the effects of narcissism on perceived support under ego threat. An analysis used to examine the influence of narcissism on the differences in perceived support scores before and after ego-threat manipulation revealed its significant negative effect on feelings of “desire for support” and “mental debt”.

E307
DISPOSITIONAL AND SITUATIONAL OPTIMISM AS PREDICTORS OF RELATIONSHIP COPING BEHAVIORS
Julia Koch1
1Claremont Graduate University
This study examined an interpersonal aspect of optimism within mentor-protégé relationships. The hypothesis that situational optimism scores would moderate the relationship between dispositional optimism scores and self reported coping behaviors was supported. Participants were professors who serve as advisors to graduate students within the life sciences (n=121).

E308
WHAT ASPECTS OF TRAITS CORRELATE WITH SUBJECTIVE WELL-BEING?
Neil Lutsky1
1Carleton College
How informative are constructs examining the personality/SWB relationship at given levels of generality? Participants (N = 116) completed measures of personality and SWB. Expected correlations between traits and SWB were found, but only N-withdrawal was consistently related to SWB and E-aspects correlated with SWB depending on the SWB dimension considered.

E309
UNPACKING THE COMPLEXITY OF TRAIT INDEBTEDNESS: AN EXPLORATORY ANALYSIS
Maureen A. Mathews1
1Saint Leo University
An exploratory factor analysis indicated three factors to indebtedness: norm acceptance, reciprocation wariness, and gift anxiety. Norm acceptance correlated with positive affect, gratitude, and helping intentions. Reciprocation wariness and gift anxiety negatively correlated with gratitude; reciprocation wariness negatively correlated with helping intentions. These data suggest a multi-faceted approach to indebtedness.

E310
GENDER SCHEMA THEORY AND THE APPRAISAL OF STRESSORS, TWO SEM STUDIES
Eric Mayor1, Oriane Sarrasin1, Klea Faniko1
1University of Lausanne; 2University of Neuchatel; 3University of Geneva
Stressors are appraised as neutral, threatening or challenging, with documented sex differences. Drawing on gender schema theory, two studies show that these differenc
de originate in traits traditionally expected for men or women. Study 1 explores the mediating impact of locus of control (LOC). Study 2 considers the impact on perceived stress.

E311
NARCISSISTIC PERFECTIONISM AND INTERPERSONAL CONFLICT: EVIDENCE FROM A 28-DAY DIARY STUDY
Logan J. Nealis1, Simon B. Sherry1, Matthew A. MacNeil1, Sherry H. Stewart1, Dayna L. Sherry1
1Dalhousie University; 2QEII Health Sciences Centre
Narcissistic perfectionists direct their need for perfection outward onto others in a grandiose, entitled, demanding, and hypercritical way. This study tested the effect of narcissistic perfectionism on interpersonal conflict. Growth-curve analyses showed narcissistic perfectionists experienced increased conflict over a 28-day period, even when controlling for other forms of maladaptive perfectionism.

E312
SUBCLINICAL PSYCHOPATHY AND THE MAJOR DIMENSIONS OF PERSONALITY: A PERSPECTIVE BASED ON THE HEXACO MODEL
Joao P. Oliveira1
1Universidade Lusofona
The purpose of this study was to estimate subclinical psychopathy from normal personality traits according to the HEXACO Model of personality within a population of university students. Results clearly support the validity of the HEXACO model for providing additional understanding of the nature and personality framework of the psychopathic profile.
**E313**

**BIG FIVE, LITTLE SIX: CONTINUITY AND CHANGE IN PERSONALITY STRUCTURE FROM AGES 3 TO 20**

Christopher J. Soto1, Josephine Liang1, Cale Wardell1, Oliver P. John2
1Colby College; 2University of California, Berkeley

How does personality structure develop from childhood to adulthood? The current study analyzed 16,000 personality parent-reports made using a broadband measure of youths' personal characteristics. A six-dimensional structure—the Big Five plus activity level—was generally consistent from ages 5 to 20. However, some dimensions' meanings changed with age.

**E314**

**AGREEABLENESS AND A HELPING PRIME INTERACT TO INFLUENCE HELPING BEHAVIOR**

Rebecca Szar1, Rhonda J. Swickert1, Branden Abushanab1, Nada Joudeh1
1College of Charleston

Participants were randomly assigned to write about a super-hero or a dorm room and then respond to scenarios involving helping. It was predicted that high Agreeableness individuals would be more susceptible to the super-hero prime and would report greater helping than those low Agreeableness. The data analyses supported this prediction.

**E315**

**CONNECTING PERSONALITY AND AFFECT: TRAIT-MODERATED RESPONSIVENESS TO INDUCED AFFECT**

Barbara Wood Roberts1, Tera D. Letzring1
1Idaho State University

Following Larsen and Ketelaar's (1991) examination of how personality moderated responsiveness to affect inductions, our study found high (vs. low) conscientiousness participants reported higher positive affect for negative and neutral inductions. Low (vs. high) conscientiousness participants reported higher negative affect in negative inductions, implying higher resilience among the highly-conscientious.

**E316**

**SOCIAL DOMINANCE ORIENTATION, EQUITY SENSITIVITY AND HARM AVOIDANCE AS PREDICTORS OF PERCEIVED ABILITY TO DECEIVE OTHERS**

Hayden J.R. Woodley1, Travis Schneider1
1Western University

The current study investigated social dominance orientation (SDO), equity sensitivity (ES) and harm avoidance (HA) as predictors of an individual’s perceived ability to deceive others (PATD). Results demonstrate strong bivariate and multivariate relations between SDO, ES, HA, and PATD. This study contributes by examining the nomological network of PATD.

**Assessment**

**E317**

**ESTIMATING THE IMPACT OF DIFFERENTIAL ITEM FUNCTIONING IN SELF-REPORT RELATIONSHIP SATISFACTION MEASURES ACROSS 13 COUNTRIES AND 10 LANGUAGES**

Jonathan P. Beber1, Gian C. Gonzaga1, Erina Lee1
1eHarmony Labs

Assessing measurement bias when comparing a construct between groups is a necessity that is often overlooked. As shown in this study, measurement bias can have detrimental effects on the magnitude of mean-level differences and associations with anchor scales between groups. Methods of controlling for measurement bias are discussed.

**E318**

**DETECTING FAKEERS ON SELF-REPORT PERSONALITY INVENTORIES USING ITEM RESPONSE PATTERNS**

Christine E. Lambert1, Ron Holden1
1Queen's University

This experiment tested a cognitive overload model of faking using a positivity-item order correlation. 294 undergraduates, randomly assigned to faking conditions, completed the NEO Five-Factor Inventory. Groups differed significantly in their positivity-item order correlation. Analysis significantly classified respondents above chance levels as either honest, faking good, or faking bad.

**E319**

**PSYCHOMETRIC PROPERTIES OF D. N. JACKSON’S FORCED-CHOICE PERSONALITY MEASURE**

Stephanie Law1, Thomas A. O’Neill1, Rhys J. Lewis2, Julie J. Carswell3
1Department of Psychology, University of Calgary; 2Sigma Assessment Systems; 3Sigma Assessment Systems, Port Huron, MI

The problem we are focused on remedying is pre-employment personality test faking. This is an issue for both academicians and practitioners, as accurate personality measurement is needed for advancing the science and practice of personality testing in personnel selection. Construct validity of forced-choice personality tests is a solution we investigated.

**E320**

**A SEX-BASED HEAD-TO-HEAD COMPARISON OF DARK TRIAD MEASURES: MEASUREMENT INvariance ACROSS MEN AND WOMEN**

Matthew JW. McLamon1
1University of Western Ontario

This study fills a fundamental gap in the literature by examining the measurement invariance of the Dark Triad personality traits across men and women. Results, presented in a didactic manner to researchers interested in measurement invariance, suggest strict invariance, facilitating the interpretation of observed mean differences across the sexes.

**E321**

**HOW WELL DOES YOUR CHILDHOOD TEACHER KNOW YOU?: PREDICTING ADULT TEST-TAKING BEHAVIOR FROM TEACHER RATINGS 40 YEARS EARLIER**

Theresa Murzyn1, Christopher S. Nave1, Kyle Sauerberger1, Sarah E. Hampson1, Lewis R. Goldberg2
1Rutgers University - Camden; 2Oregon Research Institute

This longitudinal study sought to identify whether children’s classification as ARCH types (e.g., ego resilience and control) meaningfully predicts directly observed behavior during a cognitive assessment over 40 years later. The study demonstrates that personality can transcend decades to predict both behavior and cognitive performance in potentially stress-inducing adult contexts.

**E322**

**EVALUATING THE ACCEPTABILITY AND FEASIBILITY OF A PERSONALITY ASSESSMENT FEEDBACK INTERVENTION FOR VETERANS ENTERING SUBSTANCE ABUSE TREATMENT**

Amy E. Wytiaz1,2, Daniel M. Blonigen1
1Veterans Affairs Palo Alto Health Care System; 2Palo Alto University, CA

We evaluated the acceptability/feasibility of an assessment feedback intervention (using the Multidimensional Personality Questionnaire) to increase substance abuse treatment engagement. Using self-report questionnaires and qualitative interviews, participants reported the feedback as helpful, positive, and accurate. Findings support the acceptability/feasibility of the intervention with veterans, which may enhance treatment engagement.
Social Development

E323
THE SOCIAL FUNCTION OF PURCHASE MEMORIES
Laura L. Buckner1, Darwin A. Guevara1, Ryan T. Howell1
1San Francisco State University
We examined the social function of purchase memories for three purchase types: material, material items which provide experiences, and experiential. Results indicate that memories from experiential purchases, compared to material items and material items which provide experiences, are used more frequently to develop and nurture social relationships.

E324
THE DEVELOPMENT OF FIRST IMPRESSIONS FROM FACES
Emily Cogsdill1, Elizabeth E. Spelke1, Mahzarin R. Banaji1
1Harvard University
judged faces on goodness, trust, dominance and competence. Data showed early emergence and near adult-like consensus on trust and goodness judgments, with dominance and competence assessments emerging gradually. Results suggest that basic face-trait evaluations do not require social experience.

E325
BETRAYAL TRAUMA AND SELF COMPASSION: OPPOSING ASSOCIATIONS WITH SOCIAL CONSTRUCTS
Jillian L. Garrison1, Walter T. Piper1, Kathryn Becker-Blease1, Sarina R. Saturn1
1Oregon State University, Corvallis
This study investigated relationships between betrayal trauma and self-compassion with positive and negative social constructs. We found that betrayal trauma has a positive significant relationship with alienation, and negative associations with belonging, love, trust and paternal bonding. Interestingly, the opposite pattern was found between self-compassion and these constructs.

E326
DEVELOPMENTAL ANTECEDENTS IN THE NEED TO BELONG AND THE FEAR OF NEGATIVE EVALUATION
G. Tarcan Kumka1, Sebnem Nasir1
1Koç University, Istanbul
This study explores some of the developmental antecedents of differences in the need to belong and fear of negative evaluation. In particular, the importance of temperament and parental psychological control are demonstrated using data from 283 university students.

E327
ARE YOU SURE THAT IS THE RIGHT COLLEGE FOR YOU? PARENTAL INFLUENCE, PSYCHOLOGICAL NEED SATISFACTION, AND THE COLLEGE DECISION PROCESS
Kenzie A. Snyder1, M. Joy McClure1, Joy H. Xu2, Niall P. Bolger2
1Columbia University; 2New York University
College freshmen were followed from July-December to investigate how the college decision process affects satisfaction of psychological needs over time. Increased decision confidence was associated with increased self-esteem, competence, and relatedness. Increased parental influence was associated with decreased autonomy, decreased decision confidence, and increased stress.

E328
THE EFFECTS OF MONEY PRIMING ON PERSISTENCY IN WORK IN YOUNG CHILDREN
Tomasz Zaleskiewicz1, Agata Gasiorowska1
1University of Social Sciences and Humanities
In previous studies we found that money priming caused self-sufficient orientation (reduced helpfulness) in preschoolers. To test if the positive side of self-sufficiency (persistence) might be also observed, we conducted two experiments on children aged 4 to 8. After money activation, children worked longer than controls before requesting help.

Lifespan Development

E329
LONGITUDINAL PATTERNS OF SELF-CONCEPT CLARITY ACROSS THE LIFESPAN
Kimberly Cologgi1, Jennifer Lodi-Smith1, Seth M. Spain2, Brent W. Roberts2
1Canisius College; 2SUNY Binghamton; 3University of Illinois, Urbana-Champaign
The current research examines longitudinal patterns of self-concept clarity (SCC) in 461 adults ages 18-94. SCC was assessed twice over 2.5 years. Findings suggest that individual differences in change in SCC correspond with changes in limitations in social role engagement due to poor health, particularly in old age.

E330
THE EFFECTS OF THINKING ABOUT DEATH ON ADOLESCENT’S TIME ATTITUDE
Ryo Ishii1
1Nagoya University
This experiment examined the effects of thinking about death on adolescent’s time attitude. Undergraduates (n=127) completed a questionnaire before and after thinking about death, life, or something unrelated to life and death. The results of 2 (time) × 3 (groups) ANOVA showed that thinking about death affected their time attitude.

E331
TIME KEEPS ON SLIPPING? AGE DIFFERENCES IN THE SUBJECTIVE COMPRESSION OF FUTURE TIME
Joshua L. Rutt1, Corinna E. Löckenhoff1
1Cornell University
We examined age differences in subjective perceptions of time. Participants rated the perceived distance of three future time intervals. Although there were no age differences in average distance to the future, older versus younger adults perceived the time points as increasingly closer together as they extended farther into the future.

E332
UNDERSTANDING THE SOCIAL AND PERSONAL RISK FACTORS FOR DEVELOPING THE DARK TRIAD PERSONALITY TRAITS
Rebecca Stead1, G. Cynthia Fekken1
1Queen’s University
Self-reported risk factors related to childhood social environments and dispositions predicted the presence of Dark Triad personality traits in adulthood (N=546). Poor parents and childhood trauma increased anxious attachment. Trauma also reduced self-control, which positively influenced the Dark Triad. Our results represent a preliminary developmental trajectory of the Dark Triad.

E333
ATTRIBUTING HEART ATTACK/STROKE TO ‘OLD AGE’: IMPLICATIONS FOR HEALTH OUTCOMES
Tara L. Stewart1, Judy G. Chipperfield1
1Idaho State University; 2University of Manitoba
Stereotypes about older adults lead to the belief that “illness is a natural part of aging.” This study examined health-related consequences for older adults (ages 73-98) who attribute heart attack/stroke to “old age.” Longitudinal findings suggest a negative relationship between “old age” attribution and objective health outcomes (physician visits; hospitalization).
Motivation/Goals

F1
AFFECTIVE STATE DURING GOAL ADOPTION: DOES IT MATTER?
Katherine Adams1, Nate Moss1, Haley Cole1, R. Brian Giesler1
1Butler University
After being induced into a positive or neutral affective state, participants were asked to adopt the goal of maximizing performance on a task. After a waiting period, all participants then completed the task. The positive affect group performed significantly better, suggesting that affective state during goal adoption influences goal achievement.

F2
THE IMPACT OF PROJECTING ONE’S GOAL IN NEGOTIATIONS
Janet N. Ahn1, Sharyu Hanmantgad1, Peter M. Gollwitzer1, Gabriele Oettingen1
1New York University
What happens when we project our goal and assume others share the same goal in negotiations? Results show those who project their goal onto their negotiating partners are less successful in reaching integrative solutions, which worsens bargaining outcomes for the dyad. Goal projection also has consequences for projector-target relations.

F3
PARENTING GOALS AS A PREDICTOR OF PARENTING STYLES
Marie-Pier Allen1, Julien S. Bureau1, Geneviève A. Mageau1
1Université de Montréal
The relations among parental achievement goals (Elliot et al., 2001) and self-reported autonomy support and controlling parenting were investigated. Results from structural equation modeling showed that parents who displayed higher mastery goals also displayed higher integrative solutions, which worsens bargaining outcomes for the dyad. Goal projection also has consequences for projector-target relations.

F4
THE ROLE OF GROUP NORMS AND BEHAVIORAL CONGRUENCE IN THE INTERNALISATION OF SOCIAL BEHAVIORS
Catherine E. Amiot1, Sophie Sansfaçon1, Winnifred R. Louis2, Martin Yelle2
1Université du Québec à Montréal; 2The University of Queensland, School of Psychology; 3Université du Québec en Outaouais
Three studies investigated how ingroup norms and individuals’ congruence with these norms predicted self-determination to pursue these behaviors. The manipulated norms significantly influenced group members’ behaviors. When the norm was parity, participants whose behavior was congruent with this norm reported more self-determination. Results align with humanistic motivational theories.

F5
PROJECTING GOALS: YOU WANT WHAT I WANT
Brittan P. Badenhop1, Janet N. Ahn1, Gabriele Oettingen1, Peter M. Gollwitzer2
1New York University
Goal projection is the non-conscious assumption that others share one’s goals. We examine whether people project their buying goals onto others at a park and supermarket. Results demonstrate that people who are highly committed to the goal of purchasing an item will project their buying decisions onto perceived similar others.

F6
MOTIVATIONS OF THE ONLINE USER: HOW REGULATORY FOCUS INFLUENCES “SCREENER” PERFORMANCE
Allison T. Bagger1, James Cormwell1, E. Tony Higgins1
1Columbia University
Researchers use Instrumental manipulation checks (IMCs) or “Screeners” to detect and eliminate “non-diligent” participants. However, our current findings suggest that “Screener” success is also related to chronic prevention focus, suggesting a potential for psychological bias in the results of research that uses IMCs.

F7
CAN SERVICE LEARNING ATTRACT PEOPLE TO STEM? COMMUNAL GOAL AFFORDANCES PREDICT POSITIVITY TOWARD TAKING AN ENGINEERING COURSE
Aimee L. Belanger1, Amanda B. Diekman1
1Miami University
We investigate whether service learning cues communal goal affordances, thereby increasing the attractiveness of STEM. Participants preferred a service-learning engineering course over a traditional course to the extent that they believed the service-learning course would fulfill more communal goals. Increasing communal goal affordances may improve student recruitment into STEM.

F8
BY ALL MEANS? ARE YOU SURE? HOW EXPECTANCY OF GOAL-ACHIEVEMENT GUIDES MEANS PREFERENCES FOR PASSIONATE INDIVIDUALS
Jocelyn J. Belanger1, He Wang1, David Jeffrey2, Marc-Andre K. Lafreniere2, Arie W. Kruglanski1
1University of Maryland; 2University of Michigan; 3Universite du Quebec a Montreal
Selecting means that promise goal-attainment is part and parcel of goal-pursuit. Some means maximize value (multifinal means), others maximize expectancy (counterfinal means). The present research sought to demonstrate that passionate individuals have differential concerns for value and expectancy and thus, prefer means that fit their motivational concerns.

F9
USING HIGH-LEVEL CONSTRUAL TO PROMOTE SELF-CHANGE OVER SELF-PROTECTION IN RESPONSE TO NEGATIVE FEEDBACK
Jennifer N. Belding1, Kentaro Fujita1, Karen Z. Naufel2
1The Ohio State University; 2Georgia Southern University
People’s construal level determines whether they choose to accept or reject diagnostic negative information. Whereas high-level construal promotes long-term self-change motivation, low-level construal promotes short-term self-protection motivation. In two studies, we manipulated construal level, presented participants with a threatening health message, and showed that high-level construal leads to increased receptiveness.

F10
INTRINSIC MOTIVATION IS ALWAYS BETTER… ISN’T IT? CONTRASTING EXTRINSIC AND INTRINSIC MOTIVES TO EXERCISE
Silvio Borrero1,2, Harish Sujan1
1Tulane University; 2Icesi University
Self-determination theory suggests that people are better motivated by competence than by recognition. However, we find that with sedentary students, recognition is actually a more powerful motive to initiate exercise than competence, because exercising is an intrinsically appealing behavior only to those who are already engaged in active exercising.

F11
UPWARD AND DOWNWARD MENTAL SIMULATIONS OF MORTALITY SENSITIVITY MANAGE TERROR DIFFERENTLY
Patrick E.K. Boyd1, Charlotte C. Tate1
1San Francisco State University
Using a mental simulations approach, participants were asked to consider “better than” and “worse than” futures concerning thoughts...
of their mortality—in addition to the classic mortality salience manipulation. Results replicated the effects of past research, and showed that the direction of simulation either attenuated or amplified these effects.

**F12**

**WHEN LIARS FOOL THEMSELVES: MOTIVE TO IMPRESS ALTERS MEMORY FOR ONE’S OWN PAST EVALUATIVE ACTIONS**

Sara E. Brady¹
¹Texas Christian University

In two studies, participants lied about and later misremembered their previous survey responses when they expected to meet an attractive opposite-sex person who had to respond differently from them. The results have relevance for theories of audience tuning, source monitoring, and strategic use of communal norms.

**F13**

**FUTURE FOCUSED THOUGHT AND WELLBEING: WHAT ARE THE DIFFERENT EFFECTS OF PLANNING VERSUS FANTASY THINKING?**

Kelsey E. Brooks¹, Frederick M.E. Grouzet¹, Elliott S. Lee¹
¹University of Victoria

Two forms of repetitive thought, planning and fantasy thinking were examined as predictors of daily wellbeing. Individuals instructed to fantasize reported immediately higher levels of hope, happiness and perceived meaning, but higher levels of daily negative affect overall. While fantasizing has immediate benefits it also has negative long term consequences.

**F14**

**HONESTY IN ADOLESCENTS: A COST-BENEFIT ANALYSIS AS A FUNCTION OF PARENTING STYLE**

Julien S. Bureau¹, Geneviève A. Mageau¹
¹Université de Montréal

This study investigates how parents can positively influence their adolescents’ honesty in the parent-adolescent relationship. Structural equation modeling shows that parental valuation of honesty and autonomy support facilitate adolescents’ honesty. These effects were mediated by adolescents’ integration of the honesty value and their perception of the costs/benefits of being honest.

**F15**

**“HEALTH AT EVERY SIZE” MESSAGE: BENEFITS FOR BODY IMAGE BUT COSTS FOR EATING BEHAVIOR?**

Jeni L. Burnette¹, Lisa A. Auster-Gussman¹, Eli J. Finkel²
¹University of Richmond; ²Northwestern University

We examined how entity, incremental and health-at-every-size (HAES) messages affect eating behavior. Participants in the HAES condition reported better body-image, but they also ate more calories. The effect of the HAES message on calorie consumption was mediated through positive body image. Results are discussed in terms of goal systems theory.

**F16**

**ATTENTIONAL FLEXIBILITY DURING APPROACH AND AVOIDANCE MOTIVATIONAL STATES**

Rebecca D. Calcutt¹, Elliot T. Berkman¹
¹University of Oregon

Two studies investigated the influence of approach and avoidance motivation on attentional flexibility using a modified version of the composite figures task. Results suggest that avoidance states enable participants to better shift their attention to the dominant level, whereas approach motivation leads to enhanced flexibility on a trial-by-trial basis.

**F17**

**YOU CAN’T PROVE ME WRONG: THE PSYCHOLOGICAL UTILITY AND ATTRACTIVENESS OF UNFALSIFIABLE BELIEFS**

Troy H. Campbell¹, Justin Friesen², Aaron C. Kay³
¹Duke University; ²University of Waterloo

People often hold beliefs to meet psychological needs. We find, when threatened, people orchestrate these beliefs as unfalsifiable. Further, people more zealously commit to beliefs when presented as unfalsifiable, yet only when the beliefs serve psychological needs. In sum, unfalsifiability can be desirable as it can protect beliefs from threat.

**F18**

**PERCEIVING VICARIOUS GOAL SUPPORT IN CLOSE FEMALE FRIENDSHIPS: THE ROLE OF INDIVIDUAL DIFFERENCES IN CULTURAL ORIENTATION AND RELATIONAL INDEPENDENT SELF-CONSTRUAL**

Noémie Carbonneau¹, Marina Milyavskaya¹, Sook N. Chua¹, Richard F. Koestner¹
¹McGill University

The purpose of this research was to examine potential antecedents and consequences of perceiving vicarious goal support in close female friendships. Results reveal that individuals from relatively more collectivistic (vs. individualistic) cultures and those with a highly relational self-construal seem predisposed to perceive more vicarious goal support from their friend.

**F19**

**SOCIAL FACILITATION AND THE N-EFFECT: AN INVERTED-U RELATIONSHIP BETWEEN NUMBER OF COMPETITORS AND PERFORMANCE**

Christina Carino¹, Stephen Garcia¹, Avishalom Tor²
¹University of Michigan; ²University of Notre Dame

Social facilitation research has demonstrated that individuals perform better in the presence of a few others vs. alone. More recently, the N-Effect has demonstrated a decline in performance as the number of others increases from few to many. Our work finds an inverse-u relationship between number of competitors and performance.

**F20**

**PRESENTING STIMULI AS PICTURES VS. WORDS CAN IMPACT IAT RESPONSES**

Jessica J. Carnevale¹, Kentaro Fujita¹, Anna Han², Elinor Amit²
¹The Ohio State University; ²St. Mary’s College of Maryland; ³Harvard University

Implicit Association Tests (IATs) may be sensitive to whether stimuli are presented as pictures or words, as these representations are more concrete and abstract, respectively. Participants completed either a picture or word vegetable/dessert IAT. Those who completed a word IAT had more negative associations towards desserts, but only among dieters.

**F21**

**ACCOMMODATING TO THE LEARNING ENVIRONMENT: SECONDARY CONTROL, SELF-DETERMINED MOTIVATION, AND ACADEMIC ENGAGEMENT**

Kathryn E. Chaffee¹, Kimberly A. Noels², Maya Sugita¹
¹University of Alberta

The capacity to adapt oneself to the academic environment, or “secondary control,” was shown to be related to more self-determined motivation, greater academic engagement, and lower anxiety in 72 foreign language students. Secondary control also moderated some of the negative effects of a controlling instructor on engagement and anxiety.
F22
FROM GOAL INTENTION TO EFFECTIVE IMPLEMENTATION: HIGH-DETAIL COPING PLANNING USERS AND HABITUAL EXERCISERS SHOW BETTER ADHERENCE TO THEIR PLANS
Pier-Eric Chamberland1, Paule Miquelon1, Laurence Dumont2
1University of Quebec in Trois-Rivieres; 2University of Montreal
This study investigates the effects of habit, motivation and detail of coping planning in the regulation of exercise goals. Over two months, 67 goal-setters filled questionnaires measuring these variables, as well as exercise frequency and plan adherence. Results highlight the importance of details and rehearsal in maintenance of goal performance.

F23
SEEING IS (DIS)BELIEVING: MOTIVATIONAL ORIENTATION AFFECTS ILLUSORY PERCEPTION
Kai Qin Chan1, Rob Holland1, Ad van Knippenberg1
1Radboud University Nijmegen
Participants viewed objects masked with visual noise while in an approach or avoidance state. As hypothesized, avoidance people who took more time tend to report seeing meaningful objects where none exists (illusory perception). However, these people tend to miss the hidden objects when the objects were actually present.

F24
I KNOW I CAN: THE EFFECT OF BELIEF IN LUCK ON CREATIVITY
Ning Chen1
1Clarion University of Pennsylvania
The current research explores the relationship between belief in luck and creativity. Study 1 demonstrated that when a luck belief was activated, individuals were more creative than those in the control condition. Study 2 indicated that belief in luck positively affects creative ideation via creative self-efficacy.

F25
SYNERGISTIC EFFECTS OF SOCIAL COMPARISON AND EVALUATION APPREHENSION IN COMPETITIVE MOTIVATION
Patricia Chen1, Stephen M. Garcia1, Richard Gonzalez2, Tyson Gersh1
1University of Michigan, Ann Arbor
Past literature has continuously pit social comparison and evaluation apprehension processes against one another to explain facilitated competitive performance. Here, we tested the hypothesis that social comparison and evaluation apprehension work synergetically, rather than antagonistically or in isolation, to drive competitive motivation.

F26
RATHER GLITTERING THAN USEFUL; NARCISSISM AND CONSUMER CHOICES
Sylwia Z. Cisek1, Constantine Sedikides1, Claire M. Hart1
1University of Southampton
Empirical studies carried out to investigate consumer decisions of narcissists revealed that narcissists in comparison to non-narcissists (a) demonstrate a stronger preference for symbolic (flashy and ostentatious) products than utilitarian (common and practical) ones and (b) pay more attention to pictorial than descriptive information in their consumer choices.

F27
YOU AREN'T SO BEAUTIFUL TO ME: BIASED PERCEPTIONS OF TEMPTATIONS AS LESS APPEALING
Shana L. Cole1, Emily Balcetis1, Yaacov Trope1
1New York University
This work explores whether, during self-control conflicts, visual perception is biased such that temptations appear less appealing. In two studies, we found that, compared to single people, people in committed relationships literally see other attractive individuals as less attractive. Biased perceptual representations may help to resolve self-control conflicts.

F28
THE DEVELOPMENT OF ACHIEVEMENT GOALS THROUGHOUT COLLEGE
Katherine S. Corker1, M. Brent Donnellan2, Ryan P. Bowles3
1Kenyon College; 2Michigan State University
We investigated the development of achievement goals over four years of college in a randomly selected sample (N = 527). Results showed that all goals demonstrated mean-level declines throughout college, except performance approach goals did not show mean-level changes. Rank-order stabilities were moderate over the four-year period (rs = .32-.57).

F29
ON THE RELATIONSHIP BETWEEN PERFORMANCE-APPROACH GOALS AND TASK PERFORMANCE: THE MODERATING ROLE OF WORKING MEMORY CAPACITY
Marie Crouzeville1, Anntique Smeding2, Fabrizio Butera1
1University of Lausanne
We examined whether manipulating performance-approach goals (i.e., the desire to achieve above others) prior to complex task solving could lead individuals to perform differently as a function of their working memory capacity. Our results demonstrate that performance-approach goals are more interfering for high- than for low-working memory capacity individuals.

F30
SMILING IN THE FACE OF DEATH: MORTALITY-SALIENCE INCREASES COGNITIVE ACCESSIBILITY OF WORLDVIEW-IRRELEVANT REWARD WORDS
Shane S. DeLury1, Michael J. Poulin1, Colin Holbrook2
1University at Buffalo, The State University of New York; 2University of California, Los Angeles
This study (N = 63) tested divergent accounts of responses to mortality-salience. Results indicated that mortality-salience led to significantly faster response latencies to worldview-irrelevant reward words than to neutral words. There was no such effect for worldview-relevant reward words or threat words. Mortality-salience may increase focus on any valenced information.

F31
WHEN PERFORMANCE-APPROACH GOALS PREDICT ACADEMIC ACHIEVEMENT AND WHEN THEY DO NOT: A SOCIAL VALUE APPROACH
Benoit Dompnier1, Celine Damont2, Fabrizio Butera1
1University of Lausanne; 2University of Clermont
Research on achievement goals has shown that performance-approach goals consistently predict academic grades. However this study shows that this relationship depends on the students’ perception of performance-approach goals’ social value: it is inhibited by the increase of these goals’ social desirability and facilitated by the increase of their social utility.

F32
THE INFLUENCES OF RESPONSE STYLES ON EXCUSE-MAKER’S MOTIVATION
Jonatan Eto1, Kenji Shimizu1, Tetsuo Naito3, Minoru Karasawa1
1Nagoya University; 2Shinshu University; 3Fukushima College
The purpose of the present study was to examine the role of eye contact in excuse communication. Participants were more motivated to continue a task when the excuse-receiver had an eye contact, regardless of the perceived politeness of the message.

F33
RELIGIOUS MOTIVE AND RELIGIOUS ORIENTATION ON VALUING RELIGIOUS STRENGTH
Kristen M. Eysell1, John Bates1, Brian Lanza1
1University of Baltimore
The present study investigated the impact of religious motives and orientation on religious convictions. Participants provided information about their religious orientation before writing brief essays about religious motives. Those with a high Quest orientation who wrote...
about existential motives reported greater belief in the value of strong religious convictions.

F34
THE EFFECTS OF GENDER AND PRIMING ON HAND-WASHING BEHAVIOR
Sally D. Farley1, Erin Coolahan2, Katie Lewis3, Elysia Amoroso3
1University of Baltimore
The purpose of this field experiment was to determine the extent to which disease-prevention priming influences healthy behavior. Bathroom visitors exposed to an educational flyer about the spread of germs spent significantly more time washing their hands than did those in a control condition. Women washed for longer than did men.

F35
ACHIEVEMENT GOAL STABILITY AND CHANGE AS PREDICTORS OF ACADEMIC PERFORMANCE
James W. Fryer1, Andrew J. Elliot2
1State University of New York at Potsdam; 2University of Rochester
The current research assessed achievement goal endorsement in students as they moved from grade five (final year of elementary school) through grade seven (second year of middle school), and examined how within-person measurements of stability and change (profile consistency and dispersion) related to academic performance and perceptions of competence.

F36
HELPING OLDER ADULTS SUSTAIN THEIR GAINS: A THEORY-BASED INTERVENTION TO PROMOTE ADHERENCE TO HOME EXERCISE FOLLOWING PHYSICAL THERAPY
Kristel M. Gallagher1, John A. Updegraff2
1Keystone College; 2Kent State University
A theoretically-grounded approach to promoting exercise adherence following physical therapy was tested. Older adults received one of two messages informed by socioemotional selectivity theory (SST). Two-week adherence was measured. There were no differences in adherence, but differences in additional exercise. SST may be a useful tool in health behavior change.

F37
OPTIONAL AND MANDATORY FLEXIBILITY IN CONSCIOUS AND NONCONSCIOUS GOAL STRIVING
Ana P. Gantman1, Peter M. Gollwitzer2, Gabriele Oettingen3
1New York University
We hypothesize and find that both conscious and nonconscious goal strivers exhibit optional and mandatory flexibility in task performance compared to participants with no goal to perform well on the task at hand. We suggest that flexibility in goal striving is among the similarities between conscious and nonconscious goal pursuit.

F38
LUST IS BLIND: PHYSICAL ATTRACTION, SEXUAL INTENTIONS, AND INFORMATION AVOIDANCE IN SEXUAL RISK-TAKING
Carlos O. Garrido1, James A. Shepperd3
1University Of Florida; 2The Pennsylvania State University
In two studies we show that physical attraction promotes avoidance of sexual risk information among straight (N = 358) and gay (N = 162) men. Sexual intentions partially mediated the effects: the greater sexual intentions the men had, the less likely they were to ask about sexual risk behavior.

F39
DAILY CONTACT WITH CLOSE OTHERS PREDICTS SELF-IMPROVEMENT
Jonathan S. Gore1
1Eastern Kentucky University
A diary study (n = 49) tested the hypotheses that contact with close others predicts motivation toward self-improvement goals, which is moderated by relational self-construal and agreeableness. Contact with close others was associated with effort among high relational, but only contact with parents was associated with effort for agreeable people.

F40
INTERRELATIONS BETWEEN SOCIAL SUPPORT, SELF ORIENTATION, EDUCATIONAL VALUES, AND SCHOOL MOTIVATION
Isabelle Green-Demers1, Genevieve Mageau2, Daniel Pelletier3
1University of Quebec in Outaouais; 2University of Montreal
This study examined the associations between social support from teachers and parents, students’ self orientation, educational values, and high school motivation. Participants (N=700) completed a questionnaire package. SEM results revealed that social support and self orientation offer complementary contributions to the prediction of school values and motivation.

F41
THE IMPACT OF ENTITY AND INCREMENTAL IMPLICIT THEORY ACTIVATION ON THE PRIORITIZATION OF PERSONAL GOALS
Elliott S. Lee1, Jessica A. Abrami2, Frederick M.E. Grouzet1
1University of Victoria
Belief in the malleability vs. stability of personality was investigated in relation to life goals. In three experimental studies, participants rated goals after activation of incremental vs. entity implicit theory. Findings support the valuing of intrinsic goals after incremental theory activation and valuing of extrinsic goals after entity theory activation.

F42
THE BEHAVIORAL BENEFITS OF OTHER PEOPLE’S FAILURES
Brian C. Guna1, Sun Young Kim2
1Johns Hopkins University; 2Northwestern University
In many organizational failures, many employees are uninvolved. We examined their responses, showing that failures create dissonance, which they alleviate by working harder. Three studies supported this prediction, showing that increased effort facilitates psychological disconnection. These findings extend dissonance theory and suggest that organizational failures may have unexpected benefits.

F43
REGULATORY FOCUS AND TREND-REVERSAL PREDICTIONS
Tieyuan Guo1
1University of Macau
Regulatory focus may influence how people make predictions. The data showed that people were more likely to make trend-reversal predictions when focusing on prevention than when focusing on promotion (Study 1) and sense of control mediated the influence of regulatory focus on making trend-reversal predictions (Study 2).

F44
ACTION AND INACTION GOALS MODERATE WHICH EXPECTATIONS BIAS PERCEPTION
Ian M. Handley1, Janine M. Jackson1
1Montana State University
Stimulus perceptions are often influenced more by expectations derived from prior stimulus experiences than subsequent external information. The current experiment tested and supported the prediction that general action and inaction goals moderate the influence of external information on perceptions depending on individuals’ prior stimulus experience.

F45
OTHERS’ PREPARATION STRATEGIES INFLUENCE HOW DEFENSIVE PESSIMISTS FEEL
Tiffany K. Hardy2
1Francis Marion University
Defensive Pessimism and Strategic Optimism are common strategies people use to prepare. In two studies, I investigate how others’ preparation strategies influence individuals’ anxiety as they prepare for a task. I propose that others’ strategies affect one’s anxiety through social comparison of one’s own pre ferred strategy to others’ preferred strategy.
F46
BODILY REGULATION OF COGNITIVE CONTROL: THE INFLUENCE OF APPROACH-AVOIDANCE MOVEMENTS ON COGNITIVE CONTROL
Maikel Hengstler1, Rob W. Holland1, Henk van Steenbergen2, Ad van Knippenberg3
1Radboud University Nijmegen; 2Leiden University

Research showed that, compared to approach, avoidance movements elicit increased cognitive control (reduced compatibility effects). In two studies, we extended these findings by showing that avoidance movements also (and independently) increased conflict adaptation, i.e., enhanced performance on trials following incongruent compared to congruent trials.

F47
NO PAIN, NO GAIN? HOW POSITIVE AND NEGATIVE AFFECT IMPACT THE EVALUATION OF MEANS OF GOAL PURSUIT
Marie Hennecke1, Gerald L. Clore2, Alexandra M. Freund2
1University of Virginia; 2University of Zurich

We will report evidence that people consider means of goal pursuit as more valuable and instrumental if they associate their deployment with the experience of negative rather than positive affect.

F48
BOOSTING BEAUTY IN AN ECONOMIC DECLINE: MATING, SPENDING, AND THE LIPSTICK EFFECT
Sarah E. Hill1, Christopher D. Rodeheffer1, Vladas Griskevicius2, Kristina Durante3, Andrew E. White1
1Texas Christian University; 2University of Minnesota; 3University of Texas at San Antonio; 4Arizona State University

Although consumer spending typically declines in economic recessions, some observers have noted that recessions appear to increase women’s spending on beauty products—the so-called lipstick effect. Using both historical spending data and rigorous experiments, we examine how and why economic recessions influence women’s consumer behavior.

F49
PURSUING HAPPINESS IN ALL THE RIGHT PLACES: THE BENEFICIAL EFFECTS OF INTERPERSONAL GOAL PROGRESS ON WELL-BEING
Nora H. Hope1, Richard Koestner1, Marina Milyavskaya2, Natasha Lekes1
1McGill University

In two prospective studies involving over 300 university students, we found that the relationship between goal progress and well-being is moderated by specific goal content. Both studies found that progressing on interpersonal goals significantly contributed to increased well-being over time, while academic goal progress was unrelated to changes in well-being.

F50
BRINGING BALANCE TO THE FORCE: SELF-CONCORDANCE OF EQUALITY NARROWS GAP BETWEEN LIBERALS’ AND CONSERVATIVES’ SUPPORT OF FEMINISM
Jeffrey Hughes1, Daniel A. Nadolny1, Abigail A. Scholer1
1University of Waterloo

Writing about how inequality related to their values made liberals and conservatives equally likely to identify as feminist and indicate interest in a charity supporting women. In contrast, in a control condition liberals endorsed these items more than conservatives. Making equality self-concordant may reduce the political divide regarding feminist identification.

F51
NOT ALL SCIENCE VALUES ARE EQUAL: THE UNIQUE ROLE OF ATTAINMENT VALUE IN PREDICTING NATIVE AMERICAN STUDENT MOTIVATION FOR SCIENCE AND ENGINEERING
Meghan I. Huntoon1, Christine Moyer1, Jessi L. Smith2, Erin Cech2, Anneke Metz2
1Montana State University; 2Northern Arizona University; 3Stanford University; 4Southern Illinois University School of Medicine

A longitudinal study with Native American STEM majors tested the unique and joint influence of the utility-value and attainment-value of STEM. Results revealed time1 attainment-value to significantly predict time2 science identity, intrinsic motivation, and career interest. Possible tools for broadening participation of Native American students in STEM are discussed.

F52
HEALTH (TOO) IS A TRUISTIC VALUE: THE EFFECTS OF THINKING ABOUT HEALTH ON EXERCISE AND DIET
Gabriela M. Jiga-Boy1, Katy Tapper1, Geoffrey Haddock2, Gregory R. Maio2, Carmen Valle3
1Swansea University, UK; 2Cardiff University, UK; 3Universidad San Pablo CEU de Madrid, Spain; 4City University London, UK

Experiment 1 found support for the hypothesis that health values function as truisms, using a paradigm that examined the effects of analysing reasons for health values. Experiment 2 found that the addition of cognitive support for health values increased vigorous exercise and decreased food intake one week later.

F53
IT’S ALL RELATIVE: COMPARISON CREATES COMPETITION
Camille S. Johnson1
1San Jose State University

Social comparison information can motivate better performance, in particular when those comparisons elicit competition. The present research describes how and when social comparisons influence goal pursuit and performance. These studies show that comparisons that challenge positive self-evaluations influence subsequent performance, particularly when surpassing the accomplishments of the competitor is not always better.

F54
MORE IS NOT ALWAYS BETTER: THE EFFECT OF COGNITIVE RESOURCES ON MOTIVATED BIASES
David J. Johnson1,2, Jocelyn J. Bélanger2, Arie W. Kruglanski2
1Michigan State University; 2University of Maryland, College Park

Biases can unconsciously distort information towards desired outcomes. We tested whether this tendency required cognitive resources. When decision information was difficult to distort, biased judgments required ample resources. Biases occurred during information elaboration, and did not reflect encoding differences. In certain cases, fewer resources can attenuate biases.

F55
PERFORMANCE-AVOIDANCE GOALS ENDORSEMENT: INTERACTION BETWEEN PREVIOUS PERFORMANCE AND SOCIO-ECONOMIC STATUS
Mickaël Jury1, Annique Smeding2, Céline Damon3
1Clermont Universités, Université Blaise Pascal; 2Université de Lorraine; 3Université de Lausanne

In three studies, performance-avoidance goal endorsement, socio-economic status, and previous performance were measured. Results showed that low SES students reported a higher level of performance-avoidance goals than high SES students. Moreover, for low SES students, a high previous performance was not sufficient to reduce performance-avoidance goal endorsement.
F60
THE PRICE OF VALUING MONEY ON WELL-BEING
Kimdy Le1, Rhianna L. Grumeretz1, Olivia C. Pavlov1, M Brent. Donnellan1, Rand D. Conger1
1Indiana University Purdue University Columbus; 2Indiana University Bloomington; 3Michigan State University; 4Iowa State University
Could the content of one’s goals influence well-being over time? Studies conducted by Kasser and Ryan (1993) suggested that individuals who value financial success had lower well-being. We tested this in a large non-student sample and found that extrinsic goals were associated with lowered well-being over time.

F61
AUTONOMY PROMOTES INTEGRATION OF THE COLLECTIVE SELF
Lisa Legault1, Netta Weinstein1
1Clarkson University
We examined the antecedents and consequences of group identity integration (i.e., the acknowledgment of both positive and negative ingroup identities). Autonomous (but not controlled) motivation predicted integration of both positive and negative ingroup attributes. Moreover, autonomy (but not control) predicted group cohesion, regardless of the valence of activated identity.

F62
THE EFFECT OF RED ON DETAIL-ORIENTED TASK PERFORMANCE
Stephanie Lichtenfeld1, Markus A. Maier1, Andrew J. Elliot1,2
1University of Munich; 2University of Rochester
Recent research demonstrated that the perception of the color red impairs subsequent IQ performance. The present experiment examines the effect of the color red on detail-oriented performance. In contrast to performance on IQ tests, the results of the present study show that red enhances performance on these types of tasks.

F63
GROUP NORMS FOR DISCRIMINATION AFFECT WELL-BEING AND ALTER THE POLITICAL EXPRESSION OF MORAL VALUES
Winnifred R. Louis1, Catherine E. Amiot2, Stephen T. La Macchia1
1The University of Queensland, School of Psychology; 2Université du Québec à Montréal, Department of Psychology
Two experiments (Ns = 125, 114) tested the power of discriminatory group norms to promote discrimination but lower well-being, vs to elicit egalitarian resistance. The experiments address well-being and intergroup harm, the psychology of resistance vs internalisation of norms, and the mobilization of moral values as group norms change.

F64
PLACING OBJECTS LEFT TO FEEL RIGHT: SPONTANEOUS MANIFESTATIONS OF NONCONSCIOUS EMOTION REGULATION
Sean Malaby1, Oriana Aragón2, John Bargh3, Margaret Clark4
1Stanford University; 2Yale University
People adjust the physical position of objects to be on their left or on their right, depending jointly on the emotional state they currently desire and the emotion that is elicited by that object. This tendency to lateralize stimuli occurs spontaneously and without conscious intention. Emotion goals predict these responses.

F65
IMPLICIT GOAL IDENTIFICATION AND POSITIVITY: AN INTERACTIVE MODEL OF GOAL PURSUIT
Thomas C. Mann1, Melissa J. Ferguson1
1Cornell University
This work examined the interactive effect of implicit associations between a goal and the self, and between the goal and positivity, on goal pursuit. Conditioning procedures demonstrated that discrepant identity and affective feedback was particularly motivating on an achievement goal, whereas promotion of congruent (non-discrepant) associations produced lower motivation.

F66
HOW OBJECTS BECOME GOALS
Hans Marien1, Henk Aarts1, Ruud Custers1
1Utrecht University, The Netherlands; 2University College London, United Kingdom
We manipulated whether objects were represented as the outcome of an action. In two experiments it was found that participants wanted to obtain positively shaped objects more rapidly and more frequently when these objects were also represented as an outcome of the participants’ action, which is indicative of goal-directed behavior.

F67
PERFECTIONISM AND ACHIEVEMENT GOALS ON A TYPING TEST: SPEED OR ACCURACY?
Kira O. McCabe1
1University of Groningen
The purpose of this study was to determine whether achievement goals predicted performance on a typing test. Participants completed two typing tests, rating goals in between the tests. Performance goals predicted typing speed and mastery goals predicted fewer mistakes. Relationships with trait and state perfectionism also were tested.
F68  
GENUINE MASTERY GOAL ENDORSEMENT PREDICTS ACHIEVEMENT THROUGH HIGH TASK INVOLVEMENT  
Emanuele Meier1, Annique Smeding1, Benoit Dompnier1, Bernard Baumberger1, Fabrizio Butera1  
1University of Lausanne; 2Pedagogical high school of Lausanne  
This study shows that genuine mastery goals endorsement (contrary to fake endorsement) predicts academic achievement because of a high involvement in learning: The less students perceive mastery goals as socially desirable, the higher the time they spend reading the materials and the higher their performance on a reading comprehension test.

F69  
THE ROLE OF SOCIOCOGNITIVE CONFLICT IN INTEREST DEVELOPMENT: MODERATION BY ACHIEVEMENT GOALS AND POTENTIAL MEDIATORS  
Maria Mens1, Chris Roze1, Judith Harackiewicz1  
1Carnegie Mellon University; 2University of Wisconsin - Madison  
We examined how achievement goals moderated the effect of sociocognitive conflict on intrinsic motivation. With a mastery goal, conflict enhanced motivation, in contrast to a negative effect on motivation with a performance goal. Perceived competence and task involvement mediated these effects, consistent with Harackiewicz and Sansone’s model of intrinsic motivation.

F70  
GRAPHICAL ANALYSIS OF EXERCISERS’ MOTIVATIONAL PROFILES USING R AND GGPLOT2  
Paule Miquelon1, Pier-Eric Chamberland1, Laurence Dumont1  
1University of Quebec in Trois-Rivières; 2University of Montreal  
Using R and ggpplot2, the goal of this study is to provide visual insight on specific motivational profiles of exercisers, combined with different levels of intention, perceived behavioural control, barrier self-efficacy, implementation intentions, coping planning and habit. Results will assist clinicians and researchers in understanding behaviour change mechanisms.

F71  
INDIVIDUALS GET “THE CHILLS” FROM POEMS THAT AROUSE THEIR IMPLICIT MOTIVES  
Emil Moldovan1, Laura Maruskin2, Amanda K. Fuller2, Todd Thrash1  
1College of William and Mary; 2Stanford  
“The chills” refers to bodily responses (e.g., goosebumps) that sometimes accompany strong emotion. We found that individuals’ implicit (but not explicit) needs for power and achievement interact with corresponding contents of poems to predict chills responses. Thus, individuals may gain feedback about their implicit motives by attending to chills responses.

F72  
THE STABILITY OF GOAL SELF-CORDONCANCE AS A FUNCTION OF SELF-SCHEMA STATUS  
Patrick J. Morse1,2, Deborah Kendzierski2  
1University of California, Riverside; 2Villanova University  
This research examined the stability of exercise goal self-concordance (exerciser/student) salience manipulations. Schematics had more among exerciser schematics and nonschematics undergoing identity salience manipulations. This research highlights the importance of understanding the role of self-concordance in exercise motivation.

F73  
SELF-EVALUATION THREAT AND ATTENTIONAL FOCUSING: A COMPETITION/COOPERATION MINDSET MODERATES THE EFFECT OF SOCIAL COMPARISON ON ATTENTIONAL FOCUSING  
Dominique Muller1,2, Simona Lastrego1,2, Lucie Colpaert1,3, Marie-Pierre Fayant1, Fabrizio Butera2  
1Pierre Mendes France University at Grenoble (France); 2University Institute of France; 3University of Lausanne (Switzerland)  
Previous work showed that upward comparison, more than downward comparison, represents a self-evaluation threat that induces attentional focusing. If self-evaluation threat is a key factor we should be able to reverse this pattern in a cooperative instead of a comparative mindset. Our four studies support this reasoning.

F74  
EXPECTED TO WIN OR LOSE? THE POSITIVE EFFECTS OF AN UNDERDOG IDENTITY ON PERFORMANCE  
Samir Nurmohamed1  
1University of Michigan  
Underdogs are pervasive in competitive environments, but our understanding of them remains limited. In three studies, I examine the effects of an underdog identity on effort and performance.

F75  
IMPLICIT THEORIES OF INTEREST  
Paul A. O’Keefe1, Carol S. Dweck1, Gregory M. Walton1  
1Stanford University  
This research examined implicit theories of interest—the beliefs that personal interests are either fixed (inherent and discovered) or malleable (developed and changeable). Results suggest that a malleable theory leads to stronger interest and better comprehension of topics outside of their self-identified core interests.

F76  
THE ROLE OF RELATIONSHIPS AND PERSONALITY IN PERSONAL PROJECT STATUS DURING EMERGING ADULTHOOD  
Dianne K. Palladino1, Vicki S. Helgeson1  
1Carnegie Mellon University  
Personal project analysis was used to examine the association of parent and friend relationships and personality with project completion and dimensions after one year for 138 emerging adults with and without type 1 diabetes. Several personality factors and relationships with parents, but not with friends, were related to project status.

F77  
COGNITIVE ELABORATION AND ATTRIBUTIONAL RETRAINING: ASSISTING ACADEMIC ADJUSTMENT USING A COGNITIVE-MOTIVATION TREATMENT  
Patti C. Parker1, Raymond P. Perry1, Jeremy M. Hammi1, Judith G. Chipperfield1, Steve Hladkyj1, Jason Leboe-McGowan1, Launa Leboe-McGowan1  
1University of Manitoba  
The longitudinal effects of a motivation-enhancing treatment called Attributional Retraining (AR), was examined for low and high cognitive-elaborators in a blended learning environment. For low elaborators only, those receiving AR had higher perceived control, optimism, test performance, and final course grades compared to their no-AR peers.

F78  
VALUES AND NEED SATISFACTION ACROSS 20 WORLD REGIONS  
Mike Prentice1, Kennon Sheldon1, Cecilia Cheng2  
1University of Missouri; 2University of Hong Kong  
Intrinsic valuing predicts the satisfaction of psychological needs (Niemiec, Ryan, & Deci, 2009). We conceptually replicate and extend this finding across 20 world regions. In multi-level models, Schwartz’s (1992) self-transcendence value was positively related to autonomy, competence, and relatedness satisfaction, even when controlling for the Big Five.
**F80**

THE INFLUENCE OF ATTENTIONAL SCOPE ON DISTANCE PERCEPTION AND GOAL-RELEVANT BEHAVIOR

Matthew T. Riccio1,2, Shana Cole1, Emily Balcetis1
1 New York University; 2 Columbia University

We tested whether attentional style biased egocentric distance perception to a goal-relevant target. Results suggest that not only can focused attention make distances seem closer and, in turn, target-related tasks more manageable, but by doing so will also encourage subsequent goal-pursuant behavior such as faster, more intense action.

**F81**

CHALLENGE AND THREAT IN DIFFERENT LEARNING CONTEXTS

Christopher S. Rozek1, Judith M. Harackiewicz1
1 University of Wisconsin-Madison

These studies examined the role of challenge/threat responses within different learning contexts. Under performance pressure, participant confidence moderated the effects of conflict; confident participants showed a challenge response and less confident participants showed a threat response. When given a mastery goal, all participants showed positive responses to conflict.

**F82**

HOW POWER RELATES TO GOAL CONFLICT

Petra C. Schmid1,2, Marianne Schmid Mast2
1 New York University; 2 University of Neuchatel

We tested with two studies how power relates to goal conflict. Powerful people experienced their personal goals as more conflicting, whereas powerless people tried to perform both tasks simultaneously.

**F83**

DEVELOPMENT AND VALIDATION OF A NEW AFFECTIVE COMMITMENT SCALE

Kristina Schoemmel1, Hans Jeppe Jeppesen1
1 Aarhus University, Denmark

The motivational field lacks a scale that can measure affective commitment to any target to which an individual can become committed (e.g., job, goals). To further develop motivational research, a new operationalization of affective commitment applicable to any target is developed and validated within the healthcare system in Denmark.

**F84**

ON THE ROAD TO RECONCILIATION: SELF-REGULATION OF CONCILIATORY GESTURES

Jana Schrage1, Gabriele Oettingen1,2
1 University of Hamburg; 2 New York University

Conciliatory gestures are an important step towards reconciliation in the aftermath of an interpersonal transgression. The self-regulatory strategy of mental contrasting (Oettingen, 2012) the desired future (e.g. restored relationship) with the present reality (e.g. too proud to apologize) enables offenders to perform behavior that facilitates the well-being of both parties.
F19
INCREASING INTEREST IN STEM AMONG HIGH SCHOOL STUDENTS: A TEST OF THE GOAL CONGRUITY MODEL
Mia Steinberg1, Amanda B. Diekman1, Emily K. Clark1
1Miami University
We explored whether exposure to a video about engineers helping people would increase interest in STEM among high school students. Communal goal endorsement predicted interest in an engineering camp and project, suggesting that highly communal individuals may be more interested in STEM if they see more communal affordances.

F20
PLANNING TO FAIL? THE ROLE OF IMPLEMENTATION INTENTIONS IN EMOTIONAL AND BEHAVIORAL RESPONSES TO GOAL FAILURE
Stornelli Jason1, J. Frank Yates1
1University of Michigan
We examine the implications of implementation intentions after plan failure and reveal two paradoxical “dark sides.” Implementation intentions increased post-failure regret over goal setting and achievement, which we argue stems from salience of intention-behavior inconsistencies. Further, despite perseverance and future achievement expectations, planning encouraged goal abandonment and lower self-efficacy perceptions.

F21
ZEN MEDITATION AND ACCESS TO INFORMATION IN THE UNCONSCIOUS
1Utrecht University; 2Radboud University Nijmegen; 3Zen.nl; 4Durham University
Two experiments tested the hypothesis that Zen meditation increases access to accessible but unconscious information. Zen practitioners who meditated in the lab performed better on the Remote Associate Test and used subliminally primed words more than Zen practitioners who did not meditate.

F22
BEING CORRECT OR BEING CREATIVE: THE EFFECT OF FEEDBACK AND TASK TYPE ON MEASURES OF WELL-BEING AND MOTIVATION
Ayesha Sujan1, Carrie Wyland1
1Tulane University
The present study compared the effects of two different types of positive feedback (creativity versus accuracy) and examined the effects of engaging in either a task of creative or analytic ability. The results indicate that the framing of feedback and of task type can influence persistence and perceptions of abilities.

F23
THE RELATIONSHIP BETWEEN VIDEO GAME MOTIVATIONS AND PERSONALITY
Andrew Moore1, Joshua M. Sukeena1, Meredith Minear2
1The College of Idaho
Is there a link between people’s motivations for playing video games and their personalities? We developed a set of questions to measure possible reasons for gaming. Using EFA, we identified 3 factors, social, addictive and immersive categories. We also examined their possible reasons for gaming. Using EFA, we identified 3 factors, social, addictive and immersive categories. We also examined their possible reasons for gaming.

F24
MOTIVATION AND ATTENTIONAL TUNING REVISITED: ELECTROPHYSIOLOGICAL EVIDENCE THAT APPROACH (RELATIVE TO AVOIDANCE) MOTIVATION FACILITATES ATTENDING TO TASK-IRRELEVANT INFORMATION
Allison Sweeney1, Antonio L. Freitas1
1State University of New York at Stony Brook
Does approach versus avoidance motivation broaden or narrow attention? Assessing an event-related-potential component, the P2, that contemporaneously indexes attention allocation, this study found more-prominent P2 responses to novel words when participants contemplated attaining desired (versus avoiding undesired) characteristics. Relative to avoidance motivation, then, approach motivation augments attention to task-irrelevant information.

F25
THE EFFECT OF CONSTRUAL LEVEL ON THE ALLOCATION OF REGULATORY RESOURCE AMONG GOALS
Hiroki Takehashi1, Yousuke Hattori2, Keiji Takasawa3, Chika Harada4
1Tokyo Future University; 2The University of Tokyo; 3Yokohama College of Welfare and Child Care; 4Meijo University
This study examined whether the allocation of regulatory resource (e.g., time) among several goals was influenced by construal level. Results indicated that the activation of high level construal led undergraduates to spend more time on academic goal and less time on other activities than the activation of low level construal.

F26
THE MOTIVATED BEHAVIOR SYSTEM AND WHO PAYS ON A DATE, HAS A ROVING EYE, AND WHY
Jennifer R. Talevich1
1University of Southern California
Presents a connectionist model of motivated behavior that integrates attachment theory, appraisal models of emotion, and goal systems theory. The model is validated by four human-data studies that predict mate seeking, courtship behaviors, and interpersonal communication.

F27
SOCIAL ROLES IN GROUP MEMBERSHIPS: SOCIAL ROLES AS MECHANISMS FOR PSYCHOLOGICAL WELL-BEING
Amelia E. Talley1
1University of Missouri
Using self-determination theory, we hypothesized that competence need fulfillment within valued roles (e.g., parent, worker) would partially account for associations among autonomy/relatedness need fulfillment and psychological health. In two community samples, evidence supported this hypothesis. Findings support that social roles provide opportunity for need fulfillment within groups.

F28
DEVELOPMENT OF THE CREATIVE TRAIT MOTIVATION SCALE
Christa L. Taylor1, James C. Kaufman2
1University at Albany, SUNY; 2California State University, San Bernardino
Three versions of the Creative Trait Motivation Scale were created to assess individual differences in creative motivation (artistic, scientific, and everyday). Each of the 24-item scales contain three identical dimensions: intrinsic motivation, extrinsic motivation, and amotivation. All versions demonstrate strong internal consistency and evidence for construct validity.

F29
FROM BENCH TO BEDSIDE: THE VALUE OF COMMUNAL GOAL AFFORDANCE FOR BIOMEDICAL CAREER INTEREST FOR UNDERREPRESENTED MINORITY RESEARCH ASSISTANTS
Dustin B. Thoman1, Jessi L. Smith2, Elizabeth R. Brown2, Joo Young Lee1, Lisa Zazworsky3
1California State University, Long Beach; 2Montana State University
Grounded in Goal-Congruency Theory, a longitudinal survey of undergraduate biomedical research assistants revealed that when underrepresented minority students, but not White or Asian students, perceived that scientific research met their communal purpose goals, feelings of belonging with research increased, which in turn predicted intent to pursue a biomedical career.
was no such effect in the extrinsic goal attainment condition.

Results revealed that those who recalled an experience of intrinsic goal attainment reported higher levels of need satisfaction, whereas there was no such effect in the extrinsic goal attainment condition.

F103
MINDFULNESS MODERATES THE EFFECT OF PROCESSING FLUENCY ON CONTINUING TASKS FOR ENJOYMENT
Leigh Ann Vaughn1, Abigail Dubovi1, N. Paul Niño1
1Ithaca College

Processing fluency is more enjoyable than processing dysfluency, and it can promote continuing tasks for enjoyment. Two studies showed that participants higher in trait mindfulness (a tendency to be aware and attentive to current experience) showed a stronger positive effect for manipulated processing fluency on continuation of enjoyable idea-generation tasks.

F104
THE EFFECT OF A NEAR VERSUS DISTANT SIGNIFICANT OTHER ON THE SEARCH FOR MEANING IN LIFE
Anna Vazeou-Nieuwenhuis1, Edward Orehek2
1University of Pittsburgh

These studies showed that the construal level at which individuals represent their friends influences the extent to which they search for meaning in life. Individuals searched for more meaning when they perceived their friend at a higher-level construal, and this was mediated by the degree of abstraction in their thinking.

F105
THE REAL ME: AUTONOMY SUPPORTIVE CLIMATES FOSTER SELF-INTEGRATION
Netta Weinstein1, Madoka Kumashiro2
1University of Essex; 2Goldsmiths, University of London

Autonomy supportive environments have been shown to increase well-being and relationship quality in previous work, but the present research suggests they may also be beneficial to self-integration processes. This talk will explore potential mechanisms for this phenomenon.

F106
UNDERSTANDING ENTREPRENEURIAL GOAL ADJUSTMENT PROCESSES: THE ROLE OF REGULATORY FOCUS AND SELF-ESTEEM
Isabell Welpe1, Daniela Blettner2, Jon Carr2
1Technische Universität München; 2Simon Fraser University; 3Texas Christian University

Although goal adaptation is essential to the success of entrepreneurial ventures not enough is known about its personality-based and cognitive antecedents. Based on a survey data from 300 German entrepreneurs we examine the effect of self-esteem, regulatory focus, and self-efficacy on satisfaction with goal attainment discrepancy and goal adjustment.

F107
EFFECTS OF GOAL CONTENT AND GOAL ATTAINMENT ON BASIC PSYCHOLOGICAL NEED SATISFACTION AND SUBJECTIVE WELL-BEING
Kaitlyn M. Werner1, Christopher P. Niemiec1
1University of Rochester

The present research examined the interactive effect of goal content and goal attainment on need satisfaction and subjective well-being. Results revealed that those who recalled an experience of intrinsic goal attainment reported higher levels of need satisfaction, whereas there was no such effect in the extrinsic goal attainment condition.

F108
BETTER LATE THAN NEVER? THE RELATIONSHIP BETWEEN ADAPTIVE AND MALADAPTIVE PROcrastination STYLES, ALCOHOL USE, AND ACADEMIC PERFORMANCE
Erin C. Westgate1, Stephanie V. Womington2, Kathryn C. Oleson3, Kristen P. Lindgren4
1University of Virginia; 2Duke University; 3Reed College; 4University of Washington

Undergraduates completed measures to identify maladaptive and adaptive procrastination styles, along with measures of alcohol use and GPA. Procrastination profiles, created using cluster analysis, predicted alcohol and academic outcomes. Non-academic mixed (productive and unproductive) procrastinators reported more hazardous drinking, and non-academic mixed procrastinators and unproductive procrastinators reported lower GPAs.

F109
MONEY VS. TIME REMINDERS: SUNK COST EFFECTS FOR MOTIVATION
Jessica Wiese1, Roger Buehler1
1Wilfrid Laurier University

Two experiments found that money (vs. time) investment reminders increased extrinsic motivation by leading students to think about obtaining a job at university that would provide a return on their initial investment. Furthermore, when the possibility of obtaining a future job was threatened, money reminders no longer increased extrinsic motivation.

F110
INTERPERSONAL INFLUENCES ON SELF-EFFICACY FOR PORTION CONTROL: IF MY PARTNER EATS LESS DOES THAT MEAN I CAN HAVE SECONDS?
Jhon Waschin1, Jeni L. Burnette2, Jennifer J. Harmon3, Lindsey Harkabus4
1University of Minnesota; 2University of Richmond; 3Colorado State University; 4Troy University

50 romantic couples reported their self-regulation strategies three times during a 12 week weight loss attempt. Perceived partner support tended to increase self-efficacy for portion control but the more individuals restricted their diet, ate healthier and weighed themselves, the more their partners’ own portion control efficacy decreased.

F111
GETTING AHEAD: VISUAL PERCEPTIVE CUES AUTOMATICALLY ACTIVATE GOAL CONCEPTS
Kaitlin Woolley1, Melissa J. Ferguson2
1University of Chicago; 2Cornell University

When presented with visual cues of forward motion, participants showed an increase in implicit positivity toward fitness goals and then toward academic goals, if they valued fitness. This suggests the link between forward motion and achievement operates for goals in general, as long as the goal is seen as important.

F112
DO WE CONFESS TO ALLEVIATE OUR GUILT? EFFECTS OF THE CONFIDANT’S TRUSTWORTHINESS
Carmen Yap1, Michael Wenzel2, Nathan Weber1
1Flinders University

In order to understand motivations to confess wrongdoing, participants were induced to believe they damaged a camera, while the experimenter’s trustworthiness was manipulated. Participants’ guilt was measured by self-report and implicit measurement. Individuals were more likely to confess wrongdoing to someone trustworthy, irrespective of their moral emotions.
F113
ANTI-FEMINIST BACKLASH: THE ROLE OF SYSTEM JUSTIFICATION MOTIVE AND TARGET’S FEMINIST SELF-IDENTIFICATION
Amy W.Y. Yeung1, Aaron C. Kay2, Jennifer M. Peach3
1University of Waterloo; 2Duke University; 3Director General Military Personnel Research and Analysis
Two studies tested whether anti-feminist backlash is motivated by system justification. SJ motive and target’s feminist self-identification were manipulated, while social closeness and agreement with target were measured. Participants agreed less to (identical) gender issues statements made by the feminist target than the non-feminist target only under heightened SJ motive.

Self-Regulation
F114
APPROACHING GOOD OR AVOIDING BAD? UNDERSTANDING MORALLY MOTIVATED COLLECTIVE ACTION
Rafael Agullera, Brittany Hanson1, Linda J. Skitka2
1University of Texas at El Paso; 2University of Illinois at Chicago
This study investigated if individuals’ moral conviction predicted collective action intentions to a greater extent when there was regulatory fit between their preferred regulatory style and the goal of the collective action. Results indicated people take action in the name of their moral beliefs regardless of regulatory style or fit.

F115
THE POT CALLING THE KETTLE BLACK: DISTANCING RESPONSE TO ETHICAL DISSONANCE
Shahar Ayal1, Rachel Barkan2, Francesca Gino3, Dan Ariely4
1IDC Herzliya; 2Ben-Gurion University of the Negev; 3Harvard University; 4Duke University
Five studies demonstrate the “pot calling the kettle black” phenomenon whereby people are guilty of the very fault they identify in others. Recalling an undeniable ethical failure, people experience ethical dissonance between their moral values and their behavioral misconduct. Our findings indicate that to reduce ethical dissonance, individuals use a double-distancing mechanism.

F116
DOES WORLDVIEW DEFENSE DEPLETE SELF-CONTROL RESOURCES?
Jamin E. Blatter1, Tom A. Pyszczynski2
1University of Colorado at Colorado Springs
The present research examined whether mortality reminders are depleting due to managing the fear associated with the reminder. Results indicate that death reminders lead to reduced self-control, regardless of worldview defense opportunity. However, participants felt more depleted if not allowed to defend, implying that worldview defense may restore self-regulatory resources.

F117
VISUAL STRATEGIES INVOLVED IN EMOTION REGULATION
Dario Bombard1, Kevin N. Ochsner2
1Columbia University, New York
We analyzed the role of eye movements and timing of instructions while participants reappraised the meaning of emotional images. The timing of instructions had an influence on eye movements. In addition, there was a positive relation between the time spent looking at relevant emotional areas and regulatory success.

F118
AN EXAMINATION OF FEAR OF POSITIVE AND NEGATIVE EVALUATION AS POTENTIAL MEDIATORS BETWEEN SOCIAL ANXIETY AND SELF-CONTROL
Kelly E. Brown1, Cody Dandy1, Ginette Blackhart1
1East Tennessee State University
This research sought to determine potential mediation by fear of positive and negative evaluation in the relationship between self-control and social anxiety. Results show a significant relationship between self-control and social anxiety, but neither fear of positive evaluation nor fear of negative evaluation mediated this relationship.

F119
IF YOU HAVE IT, SPEND IT! TRAIT SELF-CONTROL, DEPLETION, AND VALUATION OF EGO RESOURCES
Jacek Buczyny1, Rebekah L. Layton2, Mark Muraven2
1Warsaw School of Social Sciences and Humanities; 2University at Albany, SUNY
High trait self-control may mean that more resources are available for use, moderating the depletion effect. Losing a large proportion of ego resources may cause one to value remaining ego resources more. As hypothesized, the interaction of trait self-control with condition was significant on valuation of ego resources.

F120
ACCOUNTING FOR METHOD-VARIANCE AND CONSTRUCT-VARIANCE ON THE IAT
Jimmy Calanchini1, Jeffrey W. Sherman1, Lovina Fernandes1, Karl C. Klauer2
1University of California, Davis; 2Albert-Ludwigs-Universität Freiburg
Though the IAT was designed to measure automatically-activated associations, it is possible that IAT performance also reflects method-specific variance. Using the Quad model, we found evidence for two domain-general processes that account for method variance across unrelated IATs and two domain-specific processes that account for construct-specific variance across conceptually-related IATs.

F121
STATE SELF-CONTROL IN THE PREDICTION OF DECISIONAL FORGIVENESS, AND THE MODERATING ROLE OF HONESTY-HUMILITY
Patrick C. Camody1, Kristina Gordon1, Jessica Hughes1
1University of Tennessee, Knoxville
We analyzed daily reports from 63 undergraduates, each of whom reported a daily offense they had suffered for two weeks. Participants low in self control were more likely to be decisionally forgiving. Additionally, honesty-humility moderated this relationship, such that high honesty-humility consistently predicted decisional forgiveness at all levels of self-control.

F122
GREATER AGENCY REDUCES BELIEF IN PRESENTED INFORMATION – THE SENSE OF CONTROL AND SKEPTICISM
Ljubica Chatman1, Betsy J. Sparrow2
1Columbia University
When people have more control over what information is presented to them, they reject untested and uncertain information more than when it was presented randomly or assigned. Furthermore, disbelieving information when choosing is enhanced when the intentional agent is more salient in the environment.

F123
A QUALITATIVE AND QUANTITATIVE LOOK AT THE EFFECTS OF THE IMPOSTER SYNDROME AND SELF-HANDICAPPING IN A DIVERSE COLLEGE SAMPLE
Melissa Y. Christian1, Carolyn B. Murray1
1University of California, Riverside
According to self-handicapping theory, people who are uncertain about their ability to succeed may cope by externalizing failure or internalizing success. The imposter syndrome describes an individual who is unable to internalize their accomplishments. The present study examined the relationship between these two coping strategies in a diverse college sample.
F124
MINDFULNESS MEDITATION IS EGO-DEPLETING FOR NOVICE MEDITATORS
Kimberly A. Coffey1, Barbara L. Fredrickson1
1University of North Carolina, Chapel Hill
This laboratory-based experimental study explored the possibility that mindfulness practice requires self-regulatory resources and is ego depleting for novice meditators. Results indicated that participants randomly assigned to mindfulness meditation differed from those assigned to lovingkindness meditation on measures of effortful self-control during the meditation. Baseline self-regulatory resources moderated this relationship.

F125
TRAIT APPROACH MOTIVATION MODERATES THE AFTEREFFECTS OF EXERCISING SELF-CONTROL
Adrienne L. Crowell1, Nicholas J. Kelley1, Brandon J. Schmeichel1
1Duke University
We tested the hypothesis that exercising self-control increases approach-motivated impulse strength. Exercising self-control led to increased optimism and biased attention toward rewarding versus threatening images, but only among individuals higher in trait approach motivation. These findings suggest that approach motivation is important to understanding the aftereffects of self-control.

F126
THE EFFECT OF LYING ON SELF-CONTROL
Madeleine T. D’Agata1, Jill A. Jacobson1, Kevin Rounding1
1Queen’s University
To determine if lying is more self-control depleting than telling the truth, participants either lied or told the truth about a favorite movie or personal problem. Contrary to expectations, no difference was observed in the movie condition, and lying about a problem was actually less depleting than telling the truth.

F127
WHAT'S FUNNY TO WHOM AND WHEN? JOKE TYPE, EGO-STRENGTH, AND GENDER MATTER
Stuart J. Daman1, Mark Muraven1
1University At Albany, SUNY
Participants rated funniness of jokes. Males found jokes funnier when not ego-depleted, whereas females did when ego-depleted. This may be because ego-control requires the dorsolateral prefrontal cortex, as does male humor processing. Female humor processing may be more rewarding when depleted. These effects may be specific to non-vulgar jokes.

F128
PAIN AND SELF-REGULATION: EATING THE PAIN AWAY?
Kathleen E. Darbor1, Heather C. Lench1
1Texas A&M University
Aversive states, such as pain, have the ability to affect behavior in unrelated domains. Participants pain or no pain, and their consumption of cheesecake was measured. Pain resulted in greater consumption, reflecting impaired regulation. The findings demonstrate the importance of physically aversive states in decision making.

F129
REPLENISHMENT AND DEPLETION OF SELF-CONTROL CAPACITY THROUGH EVERYDAY BEHAVIORS
Erin K. Davison1, Rick H. Hoyle1
1University of North Carolina, Pembroke
We report on a study in which participants rated behaviors on the degree to which they are replenishing, are habitual, require self-control by inhibition, and require self-control by initiation. Our results reveal that behaviors demanding inhibition are also seen as replenishing and support a distinction between two forms of self-control.

F130
APPRAISAL OF INTENDED AND UNINTENDED SELF-CONTROL SUCCESSES AND FAILURES
Julie E. Delose1, Michelle VanDellen1
1University of Georgia
This study investigated evaluations of intended and unintended self-control successes and failures. Participants felt more disappointed in themselves and perceived having exerted less self-control if they imagined ordering a donut rather than an egg sandwich. Participants who were unable to order what they chose were unaffected by food choice.

F131
DEPLETION, SELF-CONTROL, AND TASK FRAMING: A CONSTRUAL-MATCHING PERSPECTIVE
Patrick M. Egan1, Da Hee Han1, Edward R. Hirt1
1Indiana University
Two studies show that ego depletion (and low-level construals) can lead to improved self-regulation when the self-control task in question is framed in relatively low-level terms. Such findings suggest that explicit reframing can increase (decrease) the self-regulatory success of individuals normally susceptible (not susceptible) to short-term temptations.

F132
TRAIT SELF-CONTROL AND THE MINIMIZATION OF TEMPTATION
Michael R. Ent1, Roy F. Baumeister1
1Florida State University
People high (vs. low) in trait self-control reported that they tend to engage more in behaviors that are thought to minimize temptation. These behaviors include avoiding tempting situations and choosing to work in distraction-free environments. People high (vs. low) in self-control also reported that they experience less temptation.

F133
THE ROLE OF SELF-REGULATION IN ROMANTIC PARTNERS’ WILLINGNESS TO SACRIFICE
Matthew B. Findley1, Mauricio Carvallo1, Christopher Bartak1
1University of Oklahoma
Two studies explored how self-regulation influences romantic partners’ willingness to sacrifice. The first study revealed a positive relationship between trait self-control and willingness to sacrifice. The second study revealed that depletion of self-regulatory resources leads to less sacrifice in situations that require a relatively greater degree of sacrifice.

F134
ENTITY THEORIES OF SELF-CONTROL PREDICT BIAS AGAINST SMOKERS
Nicholas Freeman1, Dikla Blumberg2, Mark Muraven2
1University of North Carolina, Pembroke; 2EMMES Corporation
Participants with entity theories of self-control made harsher judgments towards smokers and expressed greater support for policies that discriminate against smokers, even when controlling for more general lay theories. These results suggest that lay theories about self-control predict bias directed at those who have failed in a self-control domain.

F135
I DON'T CARE ABOUT MY INTELLIGENCE, BUT I CARE ABOUT MONEY. THE SYMBOLIC POWER OF MONEY AS THE SUBSTITUTE FOR INTRAPERSONAL RESOURCES
Agata Gasiorkowska1, Tomasz Zaleskiwicz2
1University of Social Sciences and Humanities in Warsaw, Poland
Recent studies showed that money might be important in intrapersonal regulation. In two experiments, we tested the hypothesis that money serves as an efficient substitute of intelligence. People primed with...
money believed they performed worse in reasoning tests compared to controls, and ignored feedback on their performance in such tests.

F136
CAN REWARD CONTINGENCY DIMINISH EGO DEPLETION AFTER CONFLICT PROCESSING?
Takayuki Goto1, Takashi Kusumi1
1Kyoto University; 2Japan Society for the Promotion of Science
We examined whether reward-contingency between stimuli and response diminishes ego depletion after the Stroop task. Participants previously rewarded for responding to Stroop-color stimuli were less depleted after the Stroop task. This result suggests that they needed less control during conflict processing, as reward-contingent colors spontaneously evoked correct responses.

F137
CONTINGENT SELF-ESTEEM AND PERCEIVED ABILITY FUEL SELF-REGULATION
Sara Greaves1, Gwenldown Seidman1
1Albright College
For most self-worth contingencies, one’s belief of effective self-regulation in a domain was related to how contingent one’s self-esteem is on that domain; this effect was partially mediated by perceived ability. When perceived ability is high, the relationship is the strongest. High contingent self-esteem can be a successful motivator.

F138
HEALTH THREATS PROMPT SELF-SERVING BIAS: WHEN RISK PERCEPTION IS REDUCED AND HEATH SELF-ESTEEM INCREASED
Hannah Greving1, Kai Sassenberg1
1Knowledge Media Research Center, Tübingen, Germany
Health threats elicit a defensive preference for self-serving content. We investigated how this preference affected health-related Internet searches and mental representations of health. In three studies (experiential and longitudinal), health threats elicited a preference for information promising improvements and, thereby, distorted representations of health threats but increased health self-esteem.

F139
EFFECTS OF EVERYDAY CUES ON WILLPOWER
Kyla Haimovitz1, Ezgi N. Akcinar1, Gregory M. Walton1, Carol S. Dweck1
1Stanford University
We examined how everyday energy-related cues affect people’s implicit beliefs about willpower as a limited or non-limited resource. Telling participants that they might receive a break during a taxing cognitive task increased their endorsement of a limited theory of willpower compared to participants who were not told about the break.

F140
THE BIAS BLIND SPOT AND MAKING OBJECTIVE DECISIONS DESPITE IT
Katherine E. Hansen1, Emily Pronin1
1Princeton University
Researchers investigated the psychological effects of knowingly using a biased decision-making strategy. Despite recognizing bias in their strategy, participants still saw their decision outcome as objective (even though they had actually been biased). Researchers addressed this bias blind spot by manipulating perspective taking, significantly reducing bias.

F141
TO LIVE NOW OR TO SACRIFICE FOR THE FUTURE? THE EFFECT OF LIFE SATISFACTION ON WILLINGNESS TO SACRIFICE, AND THE MEDIATING ROLES OF DEATH-THOUGHT ACCESSIBILITY AND FUTURE EXPECTATIONS
Joseph Hayes1, Cindy Ward2
1Colby College; 2Wilfrid Laurier University
Results from an online survey indicate that low life satisfaction is associated with high death-thought accessibility and, in turn, less willingness to sacrifice short-term pleasure for long-term gain. By contrast, high life satisfaction is associated with higher future-expectations, which is predictive of more willingness to sacrifice for the future.

F142
THE INFLUENCE OF IDENTIFYING SELF-CONTROL CONFLICT ON SELF-REGULATION
Osamu Higuchi1
1Hitotsubashi University
This research explored whether identifying self-control conflict promotes a goal pursuit. We predicted that identifying the conflict between a temptation and a goal lead to self-regulation. Results showed those who identified the conflict were devalued allure of the fatty food. The influence of identifying self-control conflict on self-regulation is discussed.

F143
EXPLORING THE RELATIONSHIP BETWEEN EGO DEPLETION AND EXECUTIVE FUNCTIONING
Cameron R. Hopkin1
1Duke University
Ego-depletion (ED) is linked to executive function (EF), but how? This adaptation of the classic two-task study shows that different EFs have unique predictive power on ED performance, which suggests that ED, and self-control more broadly, may not be determined by a single resource as previously theorized.

F144
INSPIRATIONAL OR SELF-DEFLATING: THE ROLE OF SELF-EFFICACY IN ELITE ROLE MODEL EFFECTIVENESS
Crystal L. Hoyt1
1University of Richmond
This experimental research examines the role of self-efficacy in women’s responses to elite leadership role models. Findings revealed that women with low leadership self-efficacy were less inspired by the successful role models and showed deflating contrast effects. The impact of these role models on self-views mediated behavioral performance.

F145
“SOUL” FOOD: HOW ANTHROPOMORPHIZATION AFFECTS SELF-CONTROL
Julia D. Hur1, Wilhelm Hofmann2, Minjung Koo3
1Kellogg School of Management, Northwestern University; 2Booth School of Business, University of Chicago; 3SKK Graduate School of Business, Sungkyunkwan University
Two experiments demonstrated that anthropomorphizing temptation hampers goal-conflict identification and impairs self-control. Participants evaluated high-calorie cookies which were either anthropomorphized (anthropomorphism condition) or not (control). Participants in the anthropomorphism condition displayed lower levels of goal-conflicts and were more likely to give in to temptation than those in the control condition.

F146
DID I DO THAT? MEMORY FOR ENACTED AND INTENDED BEHAVIOR
Christopher R. Jones1
1University of Pennsylvania
Though intentions generally facilitate desired behavior, we hypothesized that for brief, easily enacted, and frequent behaviors, difficulty distinguishing intention and enactment leads to intentions being misremembered as enactments. Experiments employing a novel procedure demonstrated intentions creating false memories of behavior especially for frequently occurring behaviors, leading to failures to act.
F147
IMPROVEMENT IN SELF-CONTROL STRENGTH WITH TRAINING
Lauren E. Kahn1, Junaid S. Merchant1, Elliot T. Berkman1
1University of Oregon
Several theories predict that self-control can improve with practice. Participants practiced a task requiring self-control or a control task ten times over three weeks. Self-control ability was assessed pre- and post-training using the stop-signal task. Compared to the control group, those who trained on the task showed improved stop-signal times.

F148
THE SELF-HELP PARADOX: WHY WE THINK WE'RE THE BEST AT SOLVING OUR WORST PROBLEMS
Jennifer S. Labrecque1, Wendy Wood1, David T. Neal2
1University of Southern California; 2Empirica Research
People often struggle to change habitual problem behaviors. Because habits are activated outside of conscious awareness, limited insight into the cause of the behavior may undermine people’s choice of an effective change strategy. A study of self-help programs revealed people’s flawed intuitions about habits and ironic overconfidence during change attempts.

F149
EGO DEPLETION AND VIOLENT VIDEO GAMES
John O. LeMay1, Amy Hackney1
1Georgia Southern University
This research focuses on how a state of weakened self-control may be replenished. The study sought to determine if video games, given their popularity, might aid replenishment of limited cognitive resources. Contrary to expectations, findings indicate that non-violent games replenished individuals in an ego depleted state more than violent games.

F150
NUCLEUS ACCUMBENS ACTIVITY IN RESPONSE TO APPETIZING FOOD CUES PREDICTS FAILURE TO RESIST FOOD DESIRES IN EVERYDAY LIFE
Richard Lopez1, Wilhelm Hofmann2, Dylan Wagner3, William Kelley3, Todd Heatherton1
1Dartmouth College; 2University of Chicago
In a combined fMRI and experience sampling study, nucleus accumbens (NAcc) activity during exposure to appetizing food cues predicted enactment of food desires in everyday life. It is possible that food-specific reward signals in the NAcc make it more difficult for some people to resist their food desires.

F151
DEVELOPMENT OF THE TEMPTATION COPING STRATEGY SCALE IN ACADEMIC SITUATION
Kobayashi Mai1
1Toyo University
In this study, Temptation Coping Strategy Scale in Academic situation(TCSA) was developed for showing up the individual differences of self-control strategy in the achievement situation. The results of factor analysis showed four factor solution(Goal Verification, Distraction, Temptation Avoidance, and Goal Execution).

F152
DEFAULTS AS PSYCHOLOGICAL BARRIERS TO DISHONESTY
Nina Mazar1, Scott Hawkins1
1University of Toronto
We explore the role defaults can play in encouraging honest behavior. Across two studies we show that it is psychologically harder to cheat when it requires overriding a default, correct answer rather than simply giving an incorrect answer despite the same amount of physical costs that the cheating requires.

F153
WILL MY IMPLICIT ASSOCIATIONS MAKE ME FAT? REDUCING CHOCOLATE CONSUMPTION USING IMPLEMENTATION INTENTIONS
Eleanor Miles1, Paschal Sheeran1, Thomas L. Webb1, Peter R. Harris2
1University of Sheffield, UK; 2University of Sussex, UK
Could forming an if-then plan to eat less chocolate help people to overcome their automatic approach tendencies? Participants without plans ate more chocolate when their implicit tendencies favored chocolate, regardless of their explicit attitudes. However, when participants formed plans, explicit attitudes predicted chocolate consumption, and less chocolate was consumed.

F154
EXERTING SELF-CONTROL: THE EFFECTS OF AUTONOMOUS VS. CONTROLLED MOTIVATION ON PROCESSING OF GOAL-RELEVANT STIMULI AND SUBSEQUENT EGO-DEPLETION
Marina Milyavskaya1, Anaïs Thibault-Landry1, Richard Koestner1
1McGill University
Participants with a healthy eating goal completed a food-related AMP with images of healthy and unhealthy (tempting) foods and the stroop task. Results showed that participants with a controlled (rather than autonomous) motivation are inhibiting their initial positive reactions to unhealthy but tempting food, and are subsequently more ego-depleted.

F155
THE INFLUENCE OF MONITORING HEALTH STATUS ON SELF-REGULATION
Emi Niida1
1Toyo University
Recent research showed that healthy eating increases hunger because it signals that the health goal is met. We predicted that healthy drinking makes one hunger only when motivation for monitoring health status is low. As predicted, healthy drinking increased hunger only when the motivation was low.

F156
WHEN LESS IS MORE: SELF-CONTROL DEPLETION DECREASES TOLERATION OF POOR DECISIONS
Jeffrey M. Osgood1
1University at Albany
Low self-control was shown to produce better outcomes than high self-control in an experiment where important decisions were made on subjects’ behalf by an ineffectual decision-maker. Depleted subjects ousted the poor decision-maker so to begin making their own decisions sooner than control subjects.

F157
BODY-FOCUSED NARRATION OF SEDENTARY ACTIVITY REDUCES SUBSEQUENT CALORIC INTAKE
Monisha Pasupathi1, Frank A. Drews2, Jeanine Stefanucci1, Cecilia Wainryb1
1University of Utah
Do different ways of narrating mental work and seated rest influence subsequent caloric consumption? Across two sessions, participants engaged in mental work and seated rest, and narrated these activities with either a mental or physical focus. Those narrating with a physical focus consumed fewer calories.

F158
VALIDATION OF THE SITUATIONISM SCALE AND PREDICTIVE CONSEQUENCES FOR EATING AND ALCOHOL USE
Megan E. Roberts1,2, Frederick X. Gibbons2, Meg Gerrard2
1Brown University; 2University of Connecticut; 3Dartmouth College
The term situationism refers to an individual’s belief in the importance of a behavior’s context. This study describes the creation and validation of the first Situationism Scale, and results support its psychometric validity and predictive utility under both self-report and laboratory conditions.
**F159**

**OH THE PLACES YOU’LL GO: REGULATORY MODE PREDICTS A HIGHER PREFERENCE FOR CHANGE IN DAILY LIFE**

Sandra Rodgin1, Gabriella Ahle2, Gertraud Scholer1, Abigail Scholer1, Baruch Eitam3

1University of Rochester; 2Barnard College; 3Columbia University; 4University of Waterloo; 5University of Haifa

Does a preference for change – operationalized as locomotion motivation – influence the places people go? We found that locomotion motivation predicted the number of places students visited seven month later; with each additional point in mean locomotion, participants frequented more eateries, more grocery stores, and more bars.

**F160**

**THE STRENGTH TO FACE THE FACTS: THE EFFECTS OF SELF-CONTROL DEPLETION AND TRAIT SELF-CONTROL ON MOTIVATED REASONING**

Rachel L. Ruttan1, Loran F. Nordgren1

1Northwestern University

Three studies demonstrate that nonmotivated reasoning requires self-regulation. Participants high (vs. low) in trait and state self-control were more likely to describe a cognitive test as being relevant and valid after receiving negative feedback (Studies 1, 2). Self-control defends against motivated reasoning only in domains of high self-relevance (Study 3).

**F161**

**I ’THINK’, THEREFORE I ’CHOKE’: EVIDENCE TOWARDS ADAPTIVE AND MALADAPTIVE INFORMATION PROCESSING STYLES IN DETERMINING SPORTS PERFORMANCE**

Sindhuja Sankaran1, Ulrich von. Hecker2

1Cardiff University

This study examined the bidirectional nature of information processing in predicting sports performance. It was argued that low/high levels of traits like rumination, maladaptive perfectionism and anxiety along with a positivity bias or a negativity bias towards any information would result in adaptive or maladaptive processing styles respectively amongst athletes.

**F162**

**SELF-REGULATION: GOOD SELF-CONTROL FILTERS OUT DISTRACTION**

Timothy P. Schofield1, Thomas F. Denson4

1University of New South Wales

Self-control is typically conceptualised as a reactive strategy for overcoming one’s impulses. We propose that self-control also occurs proactively by filtering out goal-irrelevant information. When self-control was trained participants were less likely to explicitly detect and implicitly process unexpected distractors, and their attention was less readily captured by sudden onsets.

**F163**

**LOWERING CLASSROOM CELL PHONE USAGE THROUGH FEEDBACK OF SELF-CONTROL BEHAVIOR**

Steve D. Seidel1, Lisa Companini1, Lynn M. Fahey2, Amie C. Mackay3

1Texas A&M University-Corpus Christi; 2Rice University

Classroom cell phone use was reduced in a 2 part procedure. Survey results (N=123) revealed cell-phone usage to be correlated with negative self-control behaviors. This information was presented to a general psychology class (N=156). Compared to a previous class (N=132), cell phone use was dramatically lower in the experimental group. Compared to a previous class (N=132), cell phone use was dramatically lower in the experimental group.

**F164**

**SPONTANEOUS MENTAL CONTRASTING: SITUATIONAL AND PERSON PREDICTORS**

A. Timur Sevincer1, Gabriele Oettingen2,3

1University of Hamburg; 2New York University

Whereas previous research manipulated mental contrasting, we measured its spontaneous occurrence. Surprisingly, we found that people indulged in their fantasies or dwelled on reality rather than mental contrasted. However, people use mental contrasting when the situation demands effective self-regulation and people have the willingness and competence to do so.

**F165**

**POLITICAL CONSERVATISM AND IMPLICIT THEORIES OF SELF-REGULATION**

Erin D. Solomon1, Christina M. Brown2

1Saint Louis University; 2Arcadia University

Whether one experiences depletion after an act of self-control depends on one’s beliefs about the nature of self-control, but where do those beliefs come from? This study found that manipulating conservatism affects implicit theories of self-regulation, with high conservatism increasing the belief that self-control is an unlimited resource.

**F166**

**THE EFFECTS OF PERCEIVED SELF-ESTEEM AND SELF-CONTROL ON JUDGMENTS OF OTHERS’ HEALTH RISK**

Juliana Stalls1, John Granecki1, Heather Deckelman1, Derrick Wirtz2

1East Carolina University

Do people associate self-esteem or self-control with good health? Perceptions of another person’s self-esteem and self-control were experimentally varied before participants rated the person’s cancer risk. A person high (vs. low) in self-esteem was viewed as having a lower cancer risk only when also perceived to be high in self-control.

**F167**

**DO SOME TYPES OF SELF CONTROL IMPROVE AS WE AGE?**

Brandon D. Stewart1

1University of Birmingham, UK

Most research on aging has demonstrated that older adults have poorer executive control than younger adults. We demonstrated that some types of self control increase with age, and this control correlates with better psychological adjustment and happiness, even after controlling for impression management.

**F168**

**SELF-FOCUSED THINKING AND AUTONOMIC ACTIVITY IN DAILY LIFE: AN ECOLOGICAL MOMENTARY ASSESSMENT STUDY**

Keisuke Takano1, Yoshihiko Tanno2

1Nihon University; 2The University of Tokyo

The association between self-focused thinking and autonomic activities was examined using the ecological momentary assessment with ambulatory monitoring of heart rate variability (HRV). Self-focus was associated with decreased HRV, and this association was particularly strong in the evening. Evening self-focus might disturb autonomic system recovery and relaxation during nighttime.

**F169**

**SELF-CONCEALMENT DEPLETES REGULATORY RESOURCES**

Ahmet Uysal1

1Middle East Technical University

Participants (N = 58) completed daily measures of self-concealment, vitality, and self-control for 14 days. On the days the individuals reported higher self-concealment, they also reported lower vitality and lower self-control. The association between self-concealment and self-control was partially mediated by vitality.

**F170**

**A COMPARISON OF MEDITATION AND SELF-REGULATION TECHNIQUES FOR REDUCING ANGRY AFFECT AND COGNITION**

Marie Walker1, Karl Brudvig1, Emily Lindberg1, Amy Beck1, Patrick Clark1, Rebecca Jimenez1

1Gustavus Adolphus College

Mindfulness meditation, self-distancing and focused self-distraction were compared for effect in reducing angry affect and cognition. Fifty-four participants recalled an anger-inducing event and completed anger scales and word completions. Self-distancing was the least effective angry affect reduction strategy. Meditation was most effective at reducing angry cognitions (an implicit anger measure).
F171  
THE ROLE OF MINDFULNESS IN REDUCING IMPULSIVE AND UNHEALTHY FOOD CHOICE  
Wan Wang, Christian Jordan  
1 Wilfrid Laurier University  
We explored whether mindfulness reduces impulsivity in choosing snacks. Results revealed that less mindful people chose snacks more quickly when they implicitly preferred sweets to fruit and were more likely to choose sweets. More mindful people did not show these patterns. Mindfulness may thus reduce impulsivity and promote healthier eating.

F172  
SELF-CONCEALMENT AND COGNITIVE PREOCCUPATION: THE TOXIC ELEMENTS IN THE RELATION BETWEEN KEEPING SECRETS AND WELL-BEING  
Andreas A.J. Wismeijer  
1 University of Tilburg  
The relation between keeping secrets and well-being is poorly understood. In a sample of seropositive patients that concealed their serostatus we investigated if cognitive preoccupation mediates or moderates this relation. We found that the disposition to conceal personal information and to ruminate about secrets are important toxic elements of secrecy.

F173  
HOW DO COLLEGE STUDENTS APPROACH DIFFICULT ACADEMIC TASKS? A QUALITATIVE INVESTIGATION  
Stephanie V. Womington, Erin C. Westgate, Kathryn C. Oleson  
1 Duke University; 2 University of Virginia; 3 Reed College  
In the present study, 114 college students described how they react to difficult academic assignments. Students were categorized as non-procrastinators, academic procrastinators, incubating procrastinators, non-academic procrastinators, or mixed approach. These groups differed significantly in affective responses and perceived academic outcomes, suggesting that the varying strategies have meaningfully different consequences.

F174  
THE MODERATING ROLE OF POWER IN SELF-REGULATORY OUTSOURCING  
Christy Zhou, Grainne Fitzsimons  
1 Duke University  
In two studies, we showed that compared to low power people, high power people recalled more social others who can be helpful for a goal pursuit. Although high power people were less invested in any particular relationship with instrumental others, they were more reliant on others overall for goal achievement.

Well-Being  
F175  
MINDFULNESS, PSYCHOPHYSIOLOGICAL REACTIVITY, AND SELF-REPORTED THREAT DURING A STRESSFUL INTERVIEW  
Kathryn C. Adair, Elizabeth Wagstaff, Barbara L. Fredrickson  
1 UNC Chapel Hill  
We hypothesized that trait mindfulness would predict reduced psychophysiological reactivity and self-reported threat during a stressful interview. As hypothesized, mindfulness significantly predicted lower heart rate reactivity, as well as self-reports of feeling more comfortable and having less desire to leave the interview. However, mindfulness also predicted feeling more threatened.

F176  
TESTING SET-POINT THEORY IN A SWISS NATIONAL SAMPLE: REACTION AND ADAPTATION TO MAJOR LIFE EVENTS  
Ivana Anusic, Stevie C.Y. Yap, Richard E. Lucas  
1 Michigan State University  
Set-point theory posits that happiness changes with major life events, but quickly returns to baseline in the years that follow. We tested the extent of adaptation following marriage, childbirth, widowhood, unemployment and disability in a large longitudinal dataset. Results suggest that people adapt to some, but not all life events.

F177  
MATERIALISTIC VALUES AND PERCEPTIONS ABOUT WELL-BEING  
Panneet Bhathal  
1 San Francisco State University  
The importance of lay beliefs about well-being and how they affect consumer value systems are explored in the current study. Consumption values are examined aside lay-conceptions of well-being to uncover any differences across different well-being dimensions.

F178  
DOES EUDAIMONIA BUFFER AGAINST HIGH RATES OF STUDENT BINGE-DRINKING?  
Tyler M. Carey, Frederick M.E. Grouzet, Kenneth E. Hart, Phillip A. Ianni  
1 University of Victoria, British Columbia; 2 University of Windsor, Ontario  
We tested whether eudaimonia (e.g. personal expressiveness) buffers against university student binge-drinking. A total of 290 undergraduates completed eudaimonia and weekend binge-drinking measures during September and December. Findings from a cross-lag analysis (SEM) showed that early eudaimonia predicts reductions in weekend binge-drinking during the semester.

F179  
MINDFULNESS AND WELL-BEING: THE MEDIATING ROLE OF BASIC PSYCHOLOGICAL NEEDS FULFILLMENT  
Jen-Ho Chang, Yi-Cheng Lin, Chin-Lan Huang  
1 National Taiwan University; 2 National Taiwan University of Science and Technology  
The present studies test that basic psychological needs fulfillment as the mediator between mindfulness, hedonic and eudaimonic well-being. Study 1 (n = 194) revealed needs fulfillment mediated the relationship between mindfulness and hedonic well-being. Study 2 (n = 281) revealed needs fulfillment mediated the relationship between mindfulness and eudaimonic well-being.

F180  
A LONGITUDINAL ANALYSIS OF STATE-LEVEL ECONOMIC INDICATORS AND SUBJECTIVE WELL-BEING  
Felix Cheung, Richard E. Lucas  
1 Michigan State University  
Drawing from a sample of 1.6 million Americans, the current study showed that higher unemployment rate and higher Gini coefficient (which reflects degree of income inequality) are associated greater decline in subjective well-being from 2005 to 2009. The current study provides insight into how the recent recession influences people’s well-being.

F181  
DEFINING STRESS OPERATIONALY FOR DIVERSE WOMEN: A STRUCTURAL EQUATION MODELING APPROACH TO PRENATAL MATERNAL STRESS  
Ceylan Cizmeli, Marci Lobel, Audrey Saftlas  
1 Stony Brook University; 2 University of Iowa  
We examined the validity of a multivariate stress model in a sample of 2,709 pregnant women diverse in education, income, ethnicity, age, gravidity, employment, and pregnancy intendedness. Using structural equation modeling, the model was shown to be invariant across groups.
F182
SWEET REMEMBRANCE: THE ROLE OF NOSTALGIA IN SOCIAL MEDIA AND WELL-BEING
Cathy R. Cox1, Erin M. Brown1, Clay Routledge2
1Texas Christian University; 2North Dakota State University
Recent research suggests that nostalgia, a sentimental longing for the past, provides many psychological benefits. Building on this work, the present research is the first to examine whether social media websites increase feelings of nostalgia, and whether these heightened nostalgic experiences increase psychological well-being (e.g., self-esteem) and relationship satisfaction.

F183
TRYING TO BE HAPPIER REALLY CAN WORK: TWO EXPERIMENTS
Yuna L. Ferguson1,2, Kenyon M. Sheldon2
1Penn State Shenango; 2University of Missouri; 3Knox College
Whether the explicit attempt to be happier facilitates or obstructs the actual experience of happiness is debated among researchers. Two experiments show that trying to feel actually facilitates positive mood when listening to positively valenced music (Study 1) and increases subjective happiness over a 2-week period (Study 2).

F184
EXTREME AND REALISTIC OPTIMISM: LINKS TO DEFENSIVE STYLES AND DEPRESSION
Christi Ferrill1, Alicia Limke1, Paul C. Jones1
1Southern Nazarene University
The current study examined the link between extreme and realistic optimism, depression, and defense styles. Those who had extreme optimism scores reported greater use of humor and anticipation (mature defenses) but also denial, dissociation, rationalization, and splitting (immature defenses) than those with realistic optimism scores.

F185
IMPLICIT MATERIALISM AND ITS RELATIONSHIP TO WELL-BEING
Jun Fukukura1, Vivian Zayas2, Melissa J. Ferguson2
1Wake Forest University; 2Cornell University
Although studies have established a negative relationship between materialism and well-being, research in this area is limited in that it is correlational and uses explicit methods. Using implicit methods like mousetracking, and manipulating people’s vulnerability, we show that the relationship between materialism and well-being is more complex than previously claimed.

F186
A STUDY ON COLLECTIVE PROPERTIES OF HAPPINESS THROUGH THE QUESTIONNAIRE SURVEY IN JAPAN
Shintaro Fukushima1, Izuru Saiznen1, Yukiko Uchida1, Katsunori Kondo2
1Kyoto University; 2Nihon Fukushi University
This study examined the collective properties of happiness using the responses of 16,698 older people. Analyses showed that happiness was related to income more closely at area levels than at individual level, and the mean and standard deviation of happiness at area levels were negatively related to each other.

F187
THE EFFECTS OF MINDFULNESS MEDITATION ON STRESS AND COPING IN COLLEGE STUDENTS
Ellen A. Gott1, Makenzie Ellsworth1, Kelley Fitzpatrick1, Jake Mamer1, Meredith Minear1
1The College of Idaho
We tested whether a short 6 week mindfulness meditation course would affect levels of stress, anxiety, positive and negative affect, trait mindfulness, coping and hope in undergraduates. We found greater decreases in stress and avoidance coping in students participating in mindfulness meditation group than in a yoga control group.

F188
RESILIENCE IN FAMILIES OF WHICH A CHILD IS BULLIED
Abraham P. Greeff1, Estelle Van den Berg1
1University of Stellenbosch
The study aimed to identify family resilience characteristics where a child has been bullied. The qualitative data showed that families coped with the bullying by talking to a school representative, or the bullied child. The quantitative results highlighted family communication, the strength of the family unit, and family togetherness.

F189
THE IMPACT OF DAILY NOSTALGIA ON HOMESICK STUDENTS’ WELL-BEING
Kassandra Plante1, Frederick M.E. Grouzet1, Elliott S. Lee1
1University of Victoria
The present study investigated the effect of daily activation of nostalgia on homesickness and wellbeing. Findings from an experimental, 3-week daily diary indicated that nostalgia is a positive experience that may serve as a psychological resource for homesick students, especially during reading break.

F190
SELF-PERCEPTIONS OF HUMANNESS PREDICT WELL-BEING
Heather M. Haught1, Jason Rose1
1University of Toledo
People perceive humanness as consisting of two orthogonal dimensions, human nature (HN) and human uniqueness (HU). We examined how self-attribution of these dimensions affect well-being. Results revealed that self-attributions of HN and HU differentially predict life satisfaction, affect, and self-esteem. Effects were moderated by trait valence and self-constructual.

F191
LOTTERY WINNERS AND ACCIDENT SURVIVORS: HAPPINESS IS RELATIVE
H’Sien Hayward1
1Harvard University
Two replications of the classic study on happiness by Brickman, Coates, and Janoff-Bulman (1978) were performed, comparing the happiness levels of lottery winners, people with traumatic-onset paralysis, and control participants. No differences in present happiness were found between the three groups, using the original and additional measures.

F192
DAILY MEANING IN LIFE VARIES WITH THE WEATHER
Samantha J. Heintzelman1, Laura A. King1
1University of Missouri, Columbia
We conducted a daily diary study (N=394) to examine the relationships among daily weather conditions, meaning in life, and positive affect. Multilevel modeling showed that the comfort of the weather (a composite variable accounting for temperature, humidity, and wind speed) was a significant predictor of meaning but not affect.

F193
CURIOUSITY, MOOD REGULATION, AND WELL-BEING
Nicola Hermanto1, Myriam Mongrain2
1McGill University; 2York University
The well-being benefits and mechanisms of curiosity were examined in a large, international sample. Results revealed a significant relationship between curiosity and well-being that is partially mediated by the ability to regulate negative emotions. Findings suggest curious individuals attain positive psychological functioning through their self-regulatory capacity for alleviating negative mood.
LESS IS MORE: INEXPENSIVE EXPERIENCES ENGENDER MORE RELATEDNESS THAN LUXURY EXPERIENCES
Graham Hill1, Ryan T. Howell1
1San Francisco State University
This study examines whether people’s purchase preferences align with the recommendation to buy frequent, small experiences. Participants from BeyondThePurchase.org ranked their preferences for various purchase options. Results suggest that thriftier purchases may increase happiness by making relationships more salient to people than they are for luxury items.

ASPIRATIONS AND WELL-BEING: A STUDY OF HIGH SCHOOL STUDENTS
Katherine Jacobs Bao1, Layous Kristin1, Sonja Lyubomirsky2
1University of California, Riverside
Aspirations and well-being in high school students were tracked across the school year. Height of aspirations, aspiration fulfillment, and the interaction between them predicted changes in well-being. Height of aspirations predicted later aspiration fulfillment. Consequently, the positive relationship between aspirations and well-being is dependent on the continued fulfillment of aspirations.

EFFECTS OF SOCIAL STATUS ON BUYING HABITS AND HAPPINESS WHILE SPENDING MONEY
Aekyoung Kim1, Ryan T. Howell1
1San Francisco State University
We examine the role of sociometric and socioeconomic status in buying habits and happiness while spending money. Sociometric status decreases materialism and increases happiness about purchases regardless of product types. Low income in childhood leads to lasting materialism and higher happiness from possessions than experiences, despite improved income or status.

CROSS-CULTURAL EVIDENCE FOR THE INFLUENCE OF POSITIVE SELF-EVALUATION ON CROSS-CULTURAL DIFFERENCES IN WELL-BEING
Hyunji Kim1, Ulrich Schimmack1, Aleksandr Kogan1, Cecilia Cheng2
1University of Toronto; 2University of Hong Kong
We propose that cultural norms about realism and hedonism contribute to the cross-cultural differences in well-being over and above differences in objective living conditions. To test this hypothesis, we used samples from China and the United States. Results supported the mediating role of positive evaluative bias in cross-cultural differences in well-being.

FORECASTING VERSUS RECALLING: TEMPORAL SHIFTS IN THE VALUE OF PLEASURE AND MEANING FOR HEDONIC JUDGMENTS
Jinyung Kim1, Jennifer Kim1, Incheol Choi2
1Texas A&M University; 2Seoul National University
The present research explored what roles pleasure and meaning play in hedonic judgments across temporal perspectives. Our findings indicate that whereas pleasure is deemed more important for happiness when contemplating the future, meaning figures critically into happiness judgments when reflecting on the past.

CHECKING EMAIL LESS OFTEN REDUCES STRESS, LEADING TO INCREASED WELL-BEING
Kostadin Kushlev1, Elizabeth W. Dunn1
1University of British Columbia
Does checking email less frequently decrease stress, leading to enhanced well-being? Participants checked their email three times a day for one week and, during another week, checked it as many times as possible. When they checked their email less, people experienced less stress, which predicted greater well-being.

THE MEANINGFULNESS OF PARENTHOOD AND ITS IMPACT ON DEPRESSION DURING INFERTILITY TREATMENT
Elizabeth Lauro1, Sarah R. Holley1, Lauri A. Pasch1, Maria E. Bleil2, Nancy E. Adler2, Patricia K. Katz2
1San Francisco State University; 2University of California, San Francisco
The present study examined whether the meaning attached to a successful pregnancy outcome was associated with levels of depression in women seeking infertility treatment. After controlling for perceived stress, self-reported meaningfulness was associated with higher levels of depression. Results further showed a significant interaction between meaningfulness and perceived stress.

CULTURE MATTERS WHEN DESIGNING THE PERFECT POSITIVE ACTIVITY: A COMPARISON OF THE U.S. AND SOUTH KOREA
Kristin Layous1, Hyun Jung Lee2, Incheol Choi2, Sonja Lyubomirsky2
1University of California, Riverside; 2Seoul National University
Our cross-cultural study explored whether the sequence of positive activities moderates their benefits for well-being. U.S. participants benefited most from expressing gratitude as their first activity, whereas South Korean participants benefited most from performing kind acts first. Also, effort predicted increases in well-being in U.S. but not South Korean participants.

WHAT MADE YOU HAPPY YESTERDAY? EXPLORING UNDERGRADUATES’ DAILY POSITIVE AFFECT REGULATION USING DRM APPROACH
Hwaryung Lee1, Randy J. Larsen1
1Washington University in St. Louis
This study explored how people create and maintain positive feelings in daily life using the Daily Reconstruction Method. After chronicling undergraduates’ daily activities, we extracted eight components of positive affect regulation. The frequency of three components, each related to socializing (e.g., in-depth conversation), correlated with participants’ personality or happiness.

POSITIVE AND NEGATIVE LIFE CHANGE POST-EARTHQUAKE: OCCURRENCE AND STABILITY
Emma M. Marshall1, Roeligne G. Kuiper1
1University of Canterbury
This study examined the temporal course of posttraumatic life change following two major earthquakes in New Zealand. The occurrence and stability of self-reported life changes post-earthquakes differed across life domains (relationships, personal growth, and world beliefs). Variables that predicted stability also differed across life domains. Theoretical implications will be discussed.

GROUP NORMS, PERSONAL PRIORITIES AND TEMPORAL FIDELITY: ASPECTS OF IMPLICIT-EXPLICIT MOTIVE CONGRUENCE AND IMPLICATIONS FOR WELL-BEING
Chris C. Martin1, Amanda K. Fuller1, Todd M. Thrash1
1College of William and Mary
Implicit-explicit motive congruence has hitherto been measured normatively. We examined not only normative congruence, but also temporal congruence (covariation of implicit and explicit motives across time) and configural congruence (covariation across content domains). Across two studies, configural congruence was the only form of congruence that consistently predicted better well-being.
F205
EXAMINING THE POSITIVE COGNITIVE TRIAD: A LINK BETWEEN RESILIENCE AND WELL-BEING
Mansi H. Mehta1, Rachel L. Grover2, Theresa E. DiDonato3, Matthew W. Kirkhart1
1Loyola University Maryland
We investigated whether three positive cognitive factors mediated the link between resilience and well-being. Results from this study of 198 individuals in graduate school supported our hypotheses that self-esteem, world-view, and hope, each partially mediated this link, indicating a pathway between resilience and well-being.

F206
BENEFITS OF WRITING: A COMPARISON BETWEEN GRATITUDE VERSUS PRIDE FOCUSED WRITING
Anjali Mishra1, Robert Emmons1
1University of California, Davis
Grateful writing promotes well-being, but few studies have compared it with other positive forms of writing. In this 4-day daily diary study (including a pretest, post-test and four weekly follow-up surveys) the grateful writing group showed significantly more positive affect and well-being over time, compared to the other experimental groups.

F207
A RANDOMIZED-CONTROLLED TRIAL OF THE MINDFUL SELF-COMPASSION PROGRAM
Kristin D. Neff1, Christopher Germer2
1University of Texas at Austin; 2Harvard Medical School
A randomized controlled trial evaluated the effectiveness of the Mindful Self-Compassion (MSC) program, an 8-week workshop designed to teach self-compassion skills. MSC participants (N = 25) were compared to waitlist controls (N = 27). MSC yielded significant improvements in self-compassion, mindfulness, other-compassion, and wellbeing, with gains maintained one year later.

F208
SELF-AFFIRMATION AND SUBJECTIVE WELL-BEING: AFFIRMING CORE VALUES ENHANCES LIFE SATISFACTION AND POSITIVE AFFECT, AND DECREASES NEGATIVE AFFECT
S. Katherine Nelson1, Joshua A. Fuller2, Incheol Choi3, Sonja Lyubomirsky1
1University of California, Riverside; 2Seoul National University
We conducted two studies in two different cultures to extend past work on self-affirmation to include well-being outcomes. In two studies, self-affirmation led to improvements in well-being, including enhanced satisfaction, meaning, positive affect, and need satisfaction (Study 1), as well as reductions in negative affect (Study 2).

F209
PERCEIVED QUALITY OF LIFE FOR PEOPLE LIVING NEAR A DUMPSITE IN NIGERIA
Peter O. Olapegba1, Erhabor S. Idemudia1
1North - West University, South Africa
This cross-sectional study examined perceived quality of life as influenced by self-esteem, learned helplessness and environmental adaptation among people living near refuse dumpsite in Lagos, Nigeria. Structural Equation Modeling partially supported our hypothesized explanatory model. Self-esteem had direct and indirect effect on perceived quality of life, with environmental adaptation mediating.

F210
GIVE ME LIBERTY AND GIVE ME HEALTH: GENDER DIFFERENCES IN CIVIL LIBERTIES PREDICTING AUTONOMY AND HEALTH IN 76 COUNTRIES
Brett W. Quimette1, William S. Ryan1, Netta Weinstein2
1University of California, Santa Barbara; 2University of Essex
Living in a country with limited civil liberties is associated with deficits in autonomy and health-related outcomes. This relationship is particularly strong in women, such that they experience greater deficits to autonomy and health than do men. Autonomy support mediates this relation between civil liberties and health.

F211
PREDICTIONS OF SELF DIMENSIONS ON WELL-BEING
Joonha Park1
1The University of Tokyo
Multiple self dimensions, individualism, collectivism, affective relationism, fear of reputation and adaptation to others, were included in the model predicting Korean undergraduates’ subjective well-being. Following individualism, affective relationism was also significant. Fear of reputation of interdependence was a negative predictor on SWB. Neither collectivism nor economic status was significant.

F212
IMPACT OF ATTITUDES TOWARDS THE PURSUIT OF HAPPINESS ON RESPONSE TO HAPPINESS-BASED SELF-HELP
Acacia C. Parks1, Rebecca K. Szanto1, Katherine Canada1
1Hiram College; 2Reed College
This study examines the impact of self-reported attitudes towards the pursuit of happiness (APH) on the extent to which one benefits from using a happiness-based self-help book. Positive-APH participants improved on depressive symptoms over 8 weeks, but negative-APH individuals did not, despite equal average compliance levels in both groups.

F213
FEMININE ARCHETYPE INTERNALIZATION, PSYCHOLOGICAL WELL-BEING, AND REDUCTION OF NEGATIVE MOOD
Jennifer K. Pryse1, Alicia Limke1, Paul C. Jones1
1Southern Nazarene University
This study examined the association between internalization of a feminine archetype, psychological well-being, and mood. As internalization increased, well-being and positive mood increased and negative mood decreased. As expected, individuals exposed to a feminine archetype reported lower levels of negative mood than individuals exposed to a masculine archetype.

F214
FIVE-FACTOR PERSONALITY IN OLDER ADULTS: IMPLICATIONS FOR CAREGIVER SUBJECTIVE HEALTH
Catherine Riffin1, Corinna E. Lückenhoff1, Karl Pillemer1, Bruce Friedman2, Paul T. Costa, Jr.3
1Cornell University, Department of Human Development; 2University of Rochester, Department of Community and Preventive Medicine; 3Duke University School of Medicine, Behavioral Medicine Research Center, and Department of Psychiatry and Behavioral Sciences
This study investigated associations between care recipients’ five-factor personality traits and caregivers’ physical and emotional health. Analyses of 269 dyads of older adults and their informal caregivers found that care recipient agreeableness was associated with better caregiver physical health, as were the personality styles “easygoing” and “well-intuitioned” but not “leadership.”

F215
CAN PASSION BE POLYMORPHOUS? THE IMPACT OF HARMONIOUS AND OBSESSIVE PASSION FOR MULTIPLE ACTIVITIES ON HEDONIC AND EUDAIMONIC WELL-BEING
Benjamin J. I. Schellenberg1, Daniel S. Baltes1
1University of Manitoba
We examined the influence of harmonious (HP) and obsessive passion (OP) for multiple activities on measures of well-being. Results obtained from undergraduate students (N = 199) suggested that being passionate for a second activity does not contribute to overall well-being, and may paradoxically increase negative affect.
F216
HOW CAN WE HELP? IDENTIFYING CRUCIAL ELEMENTS OF SOCIAL SUPPORT FOLLOWING TRAUMA INCREASES EFFECTIVENESS OF PSYCHOLOGICAL TREATMENT
Scott P. Secor1, Alicia Limke1, Ronald W. Wright1
1 Southern Nazarene University
Individuals were asked to identify specific aspects of the helping relationship that they felt were necessary to their healing and progression following trauma. Qualitative analyses identified three main themes used to create the Elements of Social Support Questionnaire. Validating analyses show support for the structure of the newly created scale.

F217
LEADERSHIP IS ASSOCIATED WITH LOWER LEVELS OF STRESS
Gary D. Sherman1, Jooa J. Lee1, Amy J. C. Cuddy1, Jonathan Renshon1, Christopher Oveis3, James J. Gross1, Jennifer S. Lemer1
1 Harvard University; 2 Stanford University; 3 University of California, San Diego
We explored the relationship among leadership, sense of control, and stress. Leaders had lower cortisol and less anxiety than non-leaders. In a second study, leaders holding more powerful positions felt a greater sense of control and consequently had lower cortisol and less anxiety than did leaders holding less powerful positions.

F218
IN OR OUT OF MY CONTROL?: RELATIONSHIP BETWEEN PERCEPTION OF CONTROL AND SUBJECTIVE WELL-BEING
So-Hyeon Shim1, Adam Galinsky1
1 Northwestern University
This research examined how perception of control affects subjective well-being (SWB). The findings show that thinking of having control increases happiness, whereas thinking about lack of control decreases happiness, and that optimism is the mechanism underlying the effects.

F219
ATTACHMENT, WORKING ALLIANCE, AND EXPLORATION IN PSYCHOTHERAPY
Katherine Smith1, Alicia Limke1, Ronald W. Wright1
1 Southern Nazarene University
Clients and therapists answered questions regarding the working alliance, and clients completed measures of romantic attachment, attachment to therapist, environmental mastery, and purpose in life. Results indicate that therapists’ perceptions of the working alliance predict clients’ reports of environmental mastery. Attachment to therapist also predicts clients’ reports of environmental mastery.

F220
COMPARING THE BENEFITS OF POSITIVE VERSUS COGNITIVE-BEHAVIORAL SELF-HELP STRATEGIES
Rebecca K. Szanto1, Acacia C. Parks1
1 Hiram College
We tested the relative efficacy and effectiveness of positive (POS) versus cognitive-behavioral (CB) strategies as compared with naturally-occurring mood-managing behaviors. Both self-help approaches beat the control group. Trends indicate that while CB outperformed POS on depressive symptom reduction (i.e. efficacy), POS outperformed CB on participant preference and compliance (i.e. effectiveness).

F221
PARENTS’ ATTITUDES TOWARDS CHILD WELFARE PREDICTS SUBSEQUENT PARENT-CHILD RECONCILIATION
Corby P. Thompson1, Limke Alicia1, Paul C. Jones2
1 Southern Nazarene University
Parents court ordered to be involved with the child welfare programs in Oklahoma volunteered to complete five measures designed to assess themes in perception, including a measure created for this study. Positive perceptions of the child welfare system predicted the probability of reunification within a six-month period.

F222
HAPPINESS BEFORE AND AFTER THE GREAT EAST JAPAN EARTHQUAKE: THE RESILIENCE OF YOUTH
Yukiko Uchida1, Yoshiaki Takahashi1, Kentaro Kawahara2
1 Kyoto University; 2 Japan International Cooperation Agency; 3 Economic and Social Research Institute, Cabinet Office, Government of Japan
This paper presents the results of a longitudinal survey study (N=10744) that examines how the Great East Japan earthquake of March 2011 has affected the happiness of young people in Japan. People who were thinking about the earthquake when they completed the second survey were happier after the earthquake.

F223
BRIDGING THE HAPPINESS GAP: SELF-ENHANCEMENT EXPLAINS THE IDEOLOGICAL DIFFERENCES IN SELF-REPORTED HAPPINESS
Sean P. Wojcik1, Peter H. Ditto1, Jonathan Haidt1, Jesse Graham2, Spassena Koleva1, Ravi Iyer1, Matt Motyl1
1 University of California, Irvine; 2 New York University; 3 University of Southern California; 4 University of Virginia
A large Internet sample revealed higher levels of self-enhancement bias among political conservatives than political liberals. Mediation analyses indicated that this tendency explains the well-documented relationship between conservatism and self-reported happiness. Implications for group-level comparisons of self-report data are discussed, particularly within the domain of subjective-well being.

F224
I EMPATHIZE, THEREFORE YOU ARE OKAY: EMPATHY IN SOCIAL SUPPORT AS THE MOST IMPORTANT PREDICTOR OF WELL-BEING FOLLOWING TRAUMA
Ronald W. Wright1, Scott P. Secor4, Alicia Limke1
1 Southern Nazarene University
This study addressed the specific aspects of social support that are linked to well-being. Specifically, the less impactful the trauma and the greater the indicated elements of friend empathy/presence support, the higher the reported overall psychological well-being.

F225
HAPPINESS INCREASING STRATEGIES: WHAT DO PEOPLE DO IN EVERYDAY LIFE TO FEEL HAPPY?
Yiyou Wu1
1 University of Cambridge
This study examined what people do in everyday life to maintain or promote their happiness. From a survey of one hundred university students, eight general “happiness increasing strategies” were derived. We also found that the effectiveness of the strategies to a large extent depends on people’s personality.

F226
THE PRESENT IS WHERE HAPPY FEELINGS LIE: THE IMPACT OF TIME PERSPECTIVES IN ASSESSING HAPPINESS
Jiah Yoo1, Young-Woo Sohn1
1 Yonsei University
Experiencing positive feelings are important components of greater happiness. However, our minds are not always optimally calibrated to be able to recognize and rejoicing these positive feelings. The present research examines that time perspectives determine the degree to which positive feelings influence a person’s assessment of his or her own happiness.

F227
COPING STRATEGIES AS MEDIATORS ON THE RELATIONSHIPS BETWEEN HOPE, BASIC TRUST AND STRESS RELATED-GROWTH
Mariusz Zieba1
1 Warsaw School of Social Sciences and Humanities, Poland
This study (N=80) evaluated the mediator role of coping strategies on the relationships between hope, basic trust and stress related-growth. Results show that positive effect of basic trust on SRG is mediated by
positive reinterpretation & religion coping. Relationship between hope and SRG is mediated by use of social support.

**F228**

**TOWARDS AN INTEGRATED THEORY OF THE NATURE AND MEASUREMENT OF WELL-BEING: A MULTIPLE-INDICATOR-MULTIPLE-RATER MODEL**

Christopher Zou1
1 University of Toronto

The present study examines the validity of well-being ratings made by multiple raters. The main findings were that self-ratings and informant ratings are equally valid, about one-third of the variance in self-report measures is valid, and aggregation across four raters can increase the amount of valid variance to about two-thirds of the variance.

**Social Neuroscience**

**F229**

**VISUAL ATTENTION AND MEMORY IN REPRESSIVE COPING STYLE**

Lauren L. Alston1, Anthony Singhal1, Andrea T. Shafer2, Esther Fujimura1
1 University of Alberta

People with a repressive coping style display early vigilance followed by attentional avoidance of threat information along with reduced later memory. Using eye-tracking during encoding we tested subsequent memory and found viewing time predicted later memory for negative pictures in non-repressive but not repressive coping style.

**F230**

**THE SOCIAL BRAIN: ANATOMY, ENDOCRINOLOGY AND FUNCTION**

Shir Atzili1,2,4, Talma Hendler3,2, Ruth Feldman1,3
1 Bar-Ilan University, Israel; 2 Tel-Aviv Sourasky Medical Center, Israel; 3Tel-Aviv University, Israel; 4 Northeastern University, Boston; 5 Yale University

Biobehavioral synchrony is hypothesized to serve as a social-affiliation mechanism, and the neural attributes that underlie synchrony were explored. Behaving simultaneously and perceiving synchrony in others involve neural attributes of social-cognition, reward and oxytocin. These results support the hypothesis that synchrony is an efficient mechanism for human affiliation.

**F231**

**HYPERSENSITIVITY IN BRAIN SYSTEMS ASSOCIATED WITH DISTRESS DURING SOCIAL EXCLUSION PREDICTS NARCISSISM ABOVE AND BEYOND SELF-REPORTED FEELINGS OF DISTRESS**

Christopher N. Cascio1, Sara Konrath1, Emily B. Falk1
1 University of Michigan

The current study tested the hypothesis that narcissists’ hypersensitivity to social exclusion might be a function of hypersensitivity in brain systems associated with distress. Activity in social pain regions during exclusion was significantly associated with narcissism, and explained variance above and beyond that explained by self-reported distress during exclusion.

**F232**

**DOES THE MEDIAL PREFRONTAL CORTEX DIFFERENTIATE SELF FROM MOTHER IN CHINESE?**

Pin-Hao A. Chen1, Dylan D. Wagner1, Kelley M. William1, Katherine E. Powers1, Todd F. Heatherton1
1 Psychological and Brain Science, Dartmouth College

The current study examined whether the MPFC can differentiate self from mother in both Chinese and English for Chinese students. Our findings revealed that the MPFC strongly differentiated between self and mother in both languages, suggesting that those Chinese who are willing to go abroad might be inherently more independent.
F239
NEURAL PROCESSING OF UNCERTAINTY AND THREAT: THE ROLE OF THE HUMAN AMYGDALA
Ingrid J. Haas1, William A. Cunningham2
1The Ohio State University; 2University of Toronto
We argue that responses to uncertainty are context-dependent, and may differ as a function of the presence or absence of threat. To test this, we experimentally manipulated threat and uncertainty during functional Magnetic Resonance Imaging (fMRI). Results show that the amygdala responds differently to uncertainty as a function of threat.

F240
CONNECTION BETWEEN ONESELF AND FAMILY MEMBERS IN THE HUMAN BRAIN
Gang Wang1, Yina Ma1
1Peking University
We investigated how family members are associated with oneself in the human brain. We scanned 14 middle-aged couples, using functional MRI, during trait judgments on oneself/spouse/child and a celebrity. We found overlapped activation in the medial prefrontal cortex during oneself/spouse/child judgments, suggesting shared neural representations of oneself and family members.

F241
SEX-RELATED EFFECTS OF OXYTOCIN ON INTERPERSONAL CLOSENESS AND EMOTIONAL ACCURACY
Kathryn J. Hawley1, Katherine D. Reilly2, Violetta K. Schaam1, Wendy Berry Mendes1
1University of California, San Francisco; 2New York University; 3University of Luxembourg
The effects of oxytocin might be sexual dimorphic. Male and female participants (N=122; 49% females) were tested using intranasal spray in a double-blind randomized, OT vs. placebo-controlled trial. OT-men reported an increase in interpersonal closeness and higher emotional accuracy relative to OT-women; placebo conditions did not yield sex differences.

F242
THE IMPACT OF AMBIVALENCE ON CUE-REACTIVITY IN CIGARETTE SMOKERS
Sarah E. Henderson1, Catherine J. Norris1
1Dartmouth College
Smokers were shown pleasant and unpleasant smoking images paired with positive or negative text while undergoing fMRI. Activity in the nucleus accumbens to pleasant/positive-pairings decreased as participants reported greater ambivalence about their smoking habits, and this greater ambivalence was also correlated with higher ratings of ambivalence for the pleasant/positive category.

F243
ALCOHOL PLACEBO EFFECTS ON COGNITIVE CONTROL OF RACE BIAS: INVESTIGATING NEURAL MECHANISMS
Joseph B. Hilgard1, John G. Kerns1, Bruce D. Bartholow1
1University of Missouri - Columbia
Participants consumed placebo alcohol or a control beverage and then performed the Weapons Identification Task (Payne, 2004) while brain activity was measured using fMRI. Placebo participants demonstrated a chronic increase in control and increased reactions to errors, recruiting areas such as anterior cingulate cortex and lateral prefrontal cortex.

F244
WHY ARE YOU SMILING? IN A STRATEGIC CONTEXT, PEOPLE'S FACIAL RESPONSES REFLECT THE MEANING OF ANDROID FACIAL EXPRESSIONS
Galit Hofree1, Paul Ruvulo2, Chris Reinet1, Marian S. Bartlett3, Piotr Winkielman1
1Department of Psychology, University of California, San Diego; 2The Institute for Neural Computation, University of California, San Diego
Facial expressions play an important role in human emotional communication. Our current study provides evidence for contextual modulation of human responses to facial expressions of a hyper-realistic android. These findings suggest a high level of sophistication in facial communication between humans and robots.

F245
SOCIAL MANIPULATION OF PREFERENCES IN THE HUMAN BRAIN
Keise Izuma1,2, Ralph Adolphs3
1California Institute of Technology; 2Tamagawa University
Heider’s (1946) balance theory states that our preferences are influenced by those of other people, as well as our attitude towards those other people. An fMRI study to elucidate the underlying neural substrates found that dmPFC tracked the degree of cognitive imbalance and was strongly associated with subsequent preference change.

F246
INDIVIDUAL DIFFERENCES IN MOTIVATION TO CONTROL PREJUDICE AND THE PROCESSING OF EMOTION IN RACIALLY AMBIGUOUS FACES
Julie A. Kittel1, Cheryl L. Dickter2
1College of William and Mary
Participants categorized angry, happy, and neutral racially ambiguous faces while EEG data were recorded. Participants high in internal motivation to control prejudice (IMS) showed differences in neural processing of angry compared to happy or neutral faces, indicating that individual differences in motivation can affect the neural processing of contextual features.

F247
PERSON ATTRIBUTIONS UNDER STRESS
Jennifer T. Kubota1, Rachel Mojdehbakhsh1, Candace Raio1, Tobias Brosch2, Jim Uleman1, Elizabeth Phelps1
1New York University; 2University of Geneva
To explore the effects of stress on person attributions, participants were physiologically stressed or not before completing an attribution task and cortisol samples were collected throughout. Stress resulted in increased cortisol and exacerbated the fundamental attribution error such that individuals made more dispositional than situational attributions compared with no stress.

F248
EMPATHY FOR PAIN AND ALEXITHYMIA: A RTMS STUDY
Morgan Lemaire1
1University of Liège, Belgium
In the present study, we investigated the electrophysical response of alexithymic participants during an empathy for pain task before and after an inhibiting rTMS on the right DLPFC to facilitate the ACC activation, with the aim to enhance the emotional expression for alexithymic population.

F249
MOTHER IS GOOD BUT OTHERS NOT: NEURO-MECHANISM SHOWN BY ERPS
Lili Wu1, Huajian Cai1, Yu Y.Y. Luo1, Ruolei Gu1
1Key Laboratory of Behavioral Science, Institute of Psychology, Chinese Academy of Sciences
Neural basis underlying differential attitudes toward mother and others were examined by using the ERPs. Behavioral revealed positive attitude toward mother but not toward others. ERPs showed that the differentiation between mother and others manifested on perceptual...
features first and then valence information as shown by P200 and LPP, respectively.

F250
WHO FEELS GOOD ABOUT THE SELF? SOCIOECONOMIC STATUS MODULATES REWARD ACTIVITY DURING SELF-REFLECTION
Yina Ma1,2, Shihui Han1
1Peking University; 2Dartmouth College
To study whether people equally get reward from self-reflection, we scanned 42 adults, using functional MRI, during self-reflection. Participants reporting high vs. low SSS showed greater activity in the bilateral caudate/thalamus and medial prefrontal cortex during self-reflection. Thus individuals with high but not low SSS get reward from self-reflection.

F251
SELF-CONSTRUAL AND SOCIO-EMOTIONAL PROCESSING
Junaid S. Merchant1
1University of Oregon
Few studies have examined how self-construal moderates basic social and emotional processes. The present fMRI study combined face and text versions of the Emotional Stroop Task to differentiate social-emotional and valence sensitivity related to self-construal. Results suggest that self-construal moderates valence sensitivity most for social information.

F252
BETWEEN A ROCK AND A HARD PLACE: AN FMRI STUDY ON AMBIVALENT DECISION-MAKING AND ITS CONSEQUENCES
Hannah Nohlen1, Frenk van Harreveld2, Eveline Crone2
1University of Amsterdam; 2Leiden University
In an fMRI study (N=45) we investigated the brain processes involved in ambivalent decision-making. Ambivalence leads to higher activation in the TPJ, insula (both bilaterally), and ACC, areas related to perspective-taking, emotion and conflict processing. The stronger these activations, the less ambivalence individuals experienced subsequently, probably due to dissonance reduction.

F253
COMBINING SENTIMENT ANALYSIS AND NEUROIMAGING DATA TO GAIN SOCIAL PSYCHOLOGICAL INSIGHT
Matthew Brook, O’Donnell1, Emily B. Falk2, Matthew D. Lieberman3
1Institute for Social Research, University of Michigan; 2Department of Communication & Institute for Social Research, University of Michigan; 3Department of Psychology, UCLA
We demonstrate the synergy of automated language analysis with fMRI data in a study where subjects were exposed to socially relevant stimuli and asked to provide free-form post-scan language samples. Positive sentiment in text is associated with activation in neural regions associated with self-related processing, social cognition and memory encoding.

F254
ANTICIPATING SOCIAL FEEDBACK ENGAGES THE NUCLEUS ACCUMBENS AND MEDIAL PREFRONTAL CORTEX
Katherine E. Powers1, Leah H. Somerville2, William M. Kelley1, Todd F. Heatherton1
1Dartmouth College; 2Harvard University
This study examined neural activity during expectations of social evaluation and modulation by individual differences in rejection sensitivity. Anticipating social feedback recruited the nucleus accumbens and medial prefrontal cortex. Individuals high in rejection sensitivity displayed increased neural reactivity when facing potential negative evaluation, and remembered receiving negative feedback more accurately.

F255
CARDIAC VAGAL TONE MODERATES THE EFFECT OF OXYTOCIN ON SOCIAL PERCEPTION
Katherine D. Reilly1, Kathryn Hawley2, Violetta Schaam2, Wendy B. Mendes2
1New York University; 2University of California, San Francisco
We measured participants’ cardiac vagal tone and administered oxytocin or a placebo before participants completed a task assessing person perception accuracy. There was a significant interaction between vagal tone and drug condition. These results provide support for the hypothesis that vagal tone moderates oxytocin’s effects on social perception.

F256
A META-ANALYSIS OF NEUROIMAGING STUDIES OF AFFECT ACROSS THE MODALITIES
Ajay B. Satpute1, Tamina Daruwala2, Tor D. Wagner3, Lisa Feldman Barrett1,2
1Northeastern University; 2Massachusetts General Hospital; 3University of Colorado, Boulder
Embodied and constructivist theories of emotion suggest that a complete account for the neural basis of affective experience relies on understanding both core affective circuitry and modality specific circuitry. We analyzed over 400 emotion neuroimaging studies to examine whether modality specific regions are also engaged by manipulations of affect.

F257
Violetta K. Schaam1, Katherine D. Reilly2, Kathryn J. Hawley2, Wendy Berry Mendes3
1University of Luxembourg; 2New York University; 3University of California, San Francisco
Evidence suggests that oxytocin might facilitate helping behavior. Participants (N=122) were tested in a double-blind randomized placebo-controlled trial with intranasal oxytocin. Helping behavior was 1) shaped by stimulus valence, 2) triggered by social stimuli and 3) sensitive to social group (animals vs. humans).

F258
A NOVEL PARADIGM FOR INVESTIGATING THE NEURAL AND COMPUTATIONAL MECHANISMS OF THEORY OF MIND
Damian A. Stanley1, Cendri A. Hutcherson1, Ghoncheh Ayazi1, Ralph Adolphs1
1California Institute of Technology
We present a paradigm that enables computational modeling of Theory of Mind (ToM) learning while maintaining features of traditional ToM tasks (e.g. false beliefs). Behavioral analyses found that high-functioning adults with Autism were able to predict others’ decisions, but, compared to controls, were worse at evaluating others’ beliefs and desires.

F259
CHOOSE AND IT BECOMES PART OF YOU: NEURAL CONSTRUCTION OF INDEPENDENT SELVES
Steven R. Tompson1, Hannah Faye Chua1, Shinobu Kitayama1
1University of Michigan
We used functional magnetic resonance imaging (fMRI) to test whether individuals with independent self-construals would incorporate choices into their neural representation of self. Participants showed greater activity for chosen (vs. rejected) CDs in regions related to self-processing, and this difference was greater for individuals with strong independent (vs. interdependent) self-construals.
**PREVENTION FOCUS ORIENTATION FACILITATES THE NEURAL PROCESS OF SUPPRESSING AGAINST MORTALITY SALIENCE**

Kuniaki Yanagisawa1, Emiko S. Kashima2, Hiroki Moriya3, Keita Masui4, Kaichiro Furutani2, Hiroshi Yoshida2, Mitsuhiro Ura2, Michio Nomura2

1Kyoto University; 2Japan Society for the Promotion of Science; 3La Trobe University; 4Hijiyama University

Neuroimaging studies suggested the right ventrolateral prefrontal cortex (rVLPFC) activity plays a key role in suppression process. We examined whether prevention focus orientation affects rVLPFC activity during mortality salience. Prevention focus positively associated with rVLPFC activity during death prime condition, but not pain.

**CORTISOL RESPONSE TO FEMALE HAPPY FACES NEGATIVELY CORRELATES WITH SUBSEQUENT COGNITIVE PERFORMANCE IN MEN**

Samuele Zilioli1, Evan Caldick1, Neil V. Watson1

1Simon Fraser University

In a sample of eighty healthy adult men, we show how extended exposure to happy female faces, compared to happy and angry male faces, leads to a rapid increase in salivary cortisol as well as a poorer performance on a mental rotation task.

**RELIGION, STRESSORS, AND WELL-BEING: RELIGIOSITY BOTH HELPS AND HURTS**

Michael J. Doane1, Marta Elliott2

1University of Nevada, Reno

This study demonstrates how religiosity moderates the influence of stressors on well-being with National Co-morbidity Survey panel data (N=5,001). The results indicate that public religiosity alleviates the effect of financial hardship but exacerbates the effects of job stress and interpersonal conflict. Additionally, private religiosity intensifies the effect of job stress.

**ATTITUDES TOWARD MENTAL HEALTH HELP SEEKING AS A FUNCTION OF GROUP MEMBERSHIP**

Brian Eiler1, Whitney Raglin1, Farrah Jacquez2, Christina Luberto1

1University of Cincinnati

This study examined the effects of sex and perceived control on attitudes toward seeking mental health services as a function of ethnic group membership. Results demonstrated Hispanic and Caucasian females as having more favorable attitudes toward seeking mental health services than males, however, only internal control influenced Caucasian females.

**IMMIGRATION, LOSS, AND COPING: THE EFFECTS OF COPING RESOURCES ON PSYCHOLOGICAL WELL-BEING OF IMMIGRANTS AND REFUGEES**

Maho Aikawa1, Kerry S. Kleyman1

1Metropolitan State University

The purpose of the current study was to examine the effect of coping with resource loss on the psychological well-being of immigrants and refugees. One hundred and fifty immigrants and refugees participated. Through SEM, coping skills were a strong predictor of well-being, indicating the importance of coping and support.
**F270**

**SMOKING MOTIVES: THE RELATIONSHIP BETWEEN ETHNICITY AND QUIT ATTEMPTS**

Iris Y. Guzman\(^1\), Guadalupe A. Bacio\(^1\), Jennessa R. Shapiro\(^1\), Lara A. Ray\(^1\)

\(^1\)University of California, Los Angeles

We examined whether smoking motives explains differences in quit attempts between Black and White smokers. Results showed that Black compared to White smokers, reported less motivation to smoke and that this partially explained the relationship between race and quit attempts. Findings suggest that race should be addressed in cessation interventions.

**F271**

**PERCEIVED FAMILY SUPPORT, CORTICOTROPIN RELEASING HORMONE (CRH), AND DEPRESSIVE SYMPTOMS POSTPARTUM (PPD): A BIOLOGICAL MEDIATION MODEL**

Jennifer Hahn-Holbrook\(^1\), Christine Dunkel Schetter\(^2\), Chander Arora\(^2\), Hobel Cal\(^2\)

\(^1\)University of California, Los Angeles; \(^2\)Cedars-Sinai Medical Center

It is unknown whether social support influences stress hormones during pregnancy or what mediates the effects of social support on PPD. Perceived family support at 29 weeks gestation reduced the increase in the stress hormone pCRH between 29-37 weeks in 187 women, and mediated the effects of support on PPD.

**F272**

**SELF-DISCLOSURE OF DUTY-RELATED TRAUMATIC EXPERIENCES TO COLLEAGUES AND FAMILY, AND THE MENTAL HEALTH OF FIREFIGHTERS**

Miho Hatanaka\(^1,2\)

\(^1\)University of California, Irvine; \(^2\)Meijo University

The relationship between self-disclosure of duty-related trauma and the well-being of firefighters was investigated. A significant interaction was found between “coworker disclosure” and “family disclosure”, suggesting that well-being deteriorated when firefighters disclosed neither to colleagues nor to the family. Results are discussed in terms of stress management for first responders.

**F273**

**THE MEDIATING ROLE OF APPRAISAL AND COPING STRATEGIES IN RELATION TO ANXIETY AND DEPRESSION**

Jesse W. Howell\(^1\), Robert Gabrys\(^2\), Hymie Anisman\(^1\)

\(^1\)Carleton University

As emotional responses to stressful situations may result from the appraisal and coping strategies employed, emotions may also influence cognition and coping strategies. Our findings suggest that anxiety influences threat appraisals and coping methods sequentially in response to potential stressors that, in turn, might favor the development of depressive symptoms.

**F274**

**CROSS-NATIONAL PERCEPTIONS OF SOCIAL DOMINANCE AND PREVALENCE OF MANIA**

Kaja R. Johnson\(^1\), Sheri L. Johnson\(^1\)

\(^1\)University of California, Berkeley

We tested whether bipolar I disorder (BD) is more prevalent in nations with greater potential for social dominance. Using Hofstede’s (1983) Power Distance (PD) scores and epidemiological estimates of BD prevalence for 8 countries, we found that lower PD predicted more prevalent BD. Findings indicate cultural risk factors of BD.

**F275**

**DEPRESSION, FAMILISM, AND HELP SEEKING PERCEPTIONS OF HISPANICS: MEDITATIONAL ELUCIDATION WITH IMPLICATIONS FOR INTERVENTION**

Amada R. Keeler\(^1\), Jason T. Siegel\(^1\), Eusebio M. Alvaro\(^1\)

\(^1\)Claremont Graduate University

This study explored a possible indirect path for increasing help seeking in depressed Hispanics. Results indicate familism acts as a partial mediator between depression and help seeking. Thereby, one possible way to increase help seeking behaviors from family is to increase or reestablishing familistic values.

**F276**

**WE CAN MAKE IT BETTER: “WE” MODERATE THE RELATIONSHIP BETWEEN COMPROMISING STYLE AND WELL-BEING**

Wei-Fang Lin\(^1\), Yi-Cheng Lin\(^1\), Chin-Lan Huang\(^2\), Lung Hung Chen\(^2\)

\(^1\)National Taiwan University; \(^2\)National Taiwan University of Science and Technology

Though compromising style is a useful strategy dealing with conflict, it does not necessarily increase individual well-being. We found relational focus played as a moderator. Specifically, the more individual taking relational focus, indeed, use more “we” while descript the conflict experience, the stronger relationship between compromising style and individual well-being.

**F277**

**PERFECTIONISTS DON’T PLAY NICELY WITH OTHERS: PERFECTIONISM, CONFLICT, AND DEPRESSION IN A 7-DAY, 14 OCCASION EXPERIENCE SAMPLING STUDY**

Matthew A. Macneill\(^1\), Simon B. Sherry\(^1\), Aislin R. Mushquash\(^1\), Martin A. Antony\(^2\), Sherry H. Stewart\(^1\), Dayna L. Sherry\(^2\)

\(^1\)Dalhousie University; \(^2\)Ryerson University; \(^3\)Queen Elizabeth II Health Sciences Centre

Why are perfectionism and depression related? This study tested and supported the perfectionism social disconnection model using a 7-day, 14-occasion daily diary study of 317 undergraduates. As hypothesized, perfectionism contributed to social problems (i.e., conflict) which, in turn, resulted in depression. Perfectionism is associated with a depressogenic interpersonal environment.

**F278**

**PERSONALITY TRAITS AND THE CHARACTERISTICS OF AND MOTIVATIONS FOR SUICIDE ATTEMPTS**

Alexis M. May\(^1\), E. David Klonsky\(^2\)

\(^1\)University of British Columbia

Personality traits, such as Mistrust, Exhibitionism, and Negative Temperament, predict some characteristics of suicide attempts (i.e. age of onset, intervention likelihood) and help explain why an individual attempts (i.e. to escape, to communicate). Understanding the relationship between personality traits and suicide attempts may improve interventions and inform theories of suicidality.

**F279**

**EARLY-LIFE ADVERSITY AND DEPRESSION: EXAMINING THE ROLE OF ATTACHMENT AND UNSUPPORTIVE RELATIONSHIPS**

Robyn J. McQuaid\(^1\), Opal A. McInnis\(^1\), Kimberly Matheson\(^1\), Hymie Anisman\(^1\)

\(^1\)Carleton University

Among university students (N = 260) self-reported childhood maltreatment predicted depression scores, and this relationship was mediated by lower trust and greater alienation in relation to parents and peers. Unsupportive responses from parents (but not from peers) moderated these relationships in that high unsupport was associated with exaggerated depressive symptoms.

**F280**

**DRIVEN TO DYSREGULATION: AFFECTIVE AND PHYSIOLOGICAL RESPONSES DURING GOAL PURSUIT IN BIPOLAR DISORDER**

Luma Muhtadie\(^1\), Sheri L. Johnson\(^1\)

\(^1\)University of California, Berkeley

Bipolar Disorder is characterized by dramatic affective and cognitive shifts. To test a model of reactivity during goal pursuit, 25 bipolar participants completed a cognitive task framed as an intelligence test while psychophysiology was assessed. Bipolar participants showed greater affective and cardiovascular “threat” reactivity and worse cognitive performance than controls.
F281
IS IT A MATTER OF FACT? THE IMPACT OF PRESENTATION STYLE ON SCHIZOPHRENEA KNOWLEDGE & STIGMATIZATION
John R. Purcell1, Jana S. Spain1
1High Point University
Participants reported their attitudes before and after viewing one of two PowerPoint presentations about schizophrenia. Presentations contained different perspectives and information about schizophrenia. Findings suggest that schizophrenia knowledge can be gained regardless of information presented, but desires for social distance and reported empathic willingness were not affected by knowledge increases.

F282
THE ROLE OF AFFECT AND COGNITION IN JUDGMENTS ABOUT THE NEED FOR MENTAL HEALTH TREATMENT AND WILLINGNESS TO HELP
Jessica Richardson1, Stephen Rice1, David Trafton1, Jamie Hughes2
1New Mexico State University; 2University of Texas of the Permian Basin
Public perceptions of the need for mental health treatment and the public’s willingness to help those with mental illnesses were investigated. Affective responses elicited by the presence of mental illness resulted in evaluations of greater treatment needs. However, when personal responsibility for helping was requested, cognitive processes were utilized.

F283
MORE THAN JUST CONTRACEPTION: BIRTH CONTROL PROTECTS AGAINST RISK FOR SUICIDE
April Smith1, Saul Miller2
1Miami University; 2University of Kentucky
Controlling for relevant variables, Study 1 found that women on birth control are less likely to have attempted suicide than women not on birth control (p = .04). Study 2 found a significant, negative relationship between both progesterone and prolactin and burdensomeness (p

F284
TIME-REFERENT HAND-ARM MOVEMENTS INFLUENCE PERCEIVED TEMPORAL DISTANCE TO PAST EVENTS
Stephanie Blom1
1Utrecht University
In a study, we show that hand-arm movements (HAM’s) influence temporal judgments. As “left is associated with earlier and right with later times”, performing left (right) HAM’s on the left (right) side of the body while thinking about a past event increases (decreases) the perceived temporal distance to the event.

F285
CULPABLE CONTROL AND UNDESIRED SIDE EFFECTS
Dorian Bloom1, David Rose2, Mark Alicke3
1Ohio University; 2Rutgers University
The purpose of the present research was to demonstrate that evaluative footprints are stamped on virtually every component of the Knobe effect, and that these differences in evaluation account for the effect, as the culpable control model of blame would suggest.

F286
GRADUATE STUDENT PRODUCTIVITY FOR THE ACADEMIC JOB MARKET: CONGRUENCE BETWEEN ADVISOR EXPECTATIONS AND SEARCH COMMITTEE PREFERENCES
Jill A. Brown1, Kathryn Bollich1
1SPSP Graduate Student Committee
How do graduate advisor expectations and faculty position qualifications compare? SPSP faculty weigh in on this question. These data provide an informative gauge for students as they map out their career track, assess their skill set, and examine the demands of search committees in the academic job market.

F287
UNWANTED KINDNESS: HOW BENEVOLENT AGEISM CAN UNDERMINE OLDER ADULTS AND GO UNRECOGNIZED
Alison L. Chasteen1, Jessica D. Remedios2, Sarah Skyvington1, Lindsey Cary1, Jonathan Cadieux1
1University of Toronto; 2Tufts University; 3University of Waterloo
Paternalistic prejudice against older adults remains largely unexplored. We addressed this gap by developing a measure of benevolent ageism (Study 1) and by examining reactions to benevolent ageism expressed against older adults (Study 2). Our results demonstrate how ageism can go unnoticed when older adults are rejected for paternalistic reasons.

F288
THE ROLE OF PARENTING TOWARD CHILDREN’S FRUGALITY AND PRO-ENVIRONMENTAL BEHAVIORS
Ruey-Ling Chu1
1Academia Sinica, Taiwan
The study examined the role of parenting toward frugality attitude and pro-environmental behaviors (PEBs). Date from 1255 Taiwan children (age 11-14) indicated that either responsiveness or demanding parenting style was positively correlated with children’s frugality and PEBs. Frugality, as well as consciousness personality, effectively restrained children from daily waste and consumption.

F289
DIFFERENTIATING BETWEEN SPIRITUALITY AND RELIGIOSITY: IMPLICATIONS FOR SELF-REGULATION AND HEALTH
Haley Cole1, Jenna Wheaton1, R. Brian Giesler1
1Butler University
A questionnaire containing measures of spirituality, religiosity, self-regulatory ability and physical health was administered to a sample of young adults. Self-regulatory ability was found to partially mediate the significant religiosity-health and spirituality-health associations. Although spirituality and religiosity were correlated, spirituality appeared to play a more significant role in these relationships.

F290
SHARING WHAT OTHERS BELIEVE: SEPARATING INFORMATION NORMATIVENESS AND COMPLEXITY IN COMMUNICATION
Elizabeth C. Collins1, Ana Filipa Cunha1, Filipa Santos1, Patricia Silva1, Eliot R. Smith2
1ISCTE-IUL; 2Indiana University, Bloomington
Three studies examined the communication of information varying in complexity and normativeness depending on the relationship between communicators (emotional closeness and time spent together). Results suggest feelings of closeness are important to communication of all information when imagining the self, but when imagining others, results are more complex.

F291
DO LITERATURE REVIEW SKILLS TRANSFER FROM ONE CLASS TO ANOTHER?
Kathleen E. Cook1
1Seattle University
Do literature review skills learned in one class transfer to another? Students were taught to write reviews in a 200-level psychology writing course, and without additional instruction, wrote reviews again in a 300-level course. Reviews from both courses were compared using a within-subjects design. Students’ 300-level reviews were significantly improved.

F292
CHEMOSIGNALS COMMUNICATE HUMAN EMOTIONS
Jasper J.H.B. deGroot1
1Utrecht University
In this study we show that humans communicate emotional states via chemosignals. In a double-blind experiment, we examined facial reactions, sensory-regulation processes, and visual search in response...
to chemosignals (sweat). While fear-chemosignals generated a fearful facial expression and sensory acquisition, disgust-chemosignals evoked a disgusted facial expression and sensory rejection.

F293
DAY TO DAY LINKS BETWEEN TESTOSTERONE AND SEX DRIVE: ARE SOME WOMEN MORE SENSITIVE TO TESTOSTERONE THAN OTHERS?
Janna A. Dickenson1, Lisa M. Diamond1
1University of Utah
Among women, the relation between testosterone and average sex drive has proven inconsistent. This study examines whether individual differences in testosterone-sensitivity (i.e., the degree to which within-person changes in testosterone levels are associated with corresponding within-person changes in sex drive) moderate the between-person link of testosterone and sex drive.

F294
DECONSTRUCTING CREATIVITY: HOW CREATIVITY RELIES ON SEEING THE FOREST AND THE TREES
Elizabeth A. Dyczewski1, Darwin A. Guevarra1, Ryan T. Howell1
1San Francisco State University
It is typically assumed that creativity is aided by global processing and hindered by local processing. However, two studies that focus on different components of the RAT demonstrate that performance requires both local (Study 1) and global (Study 2) processing. We discuss creativity from a flexible information processing perspective.

F295
“THINK HAPPY THOUGHTS”: ATTENUATING THE EFFECTS OF RACIAL DISCRIMINATION THROUGH POSITIVE EMOTIONS
Dawn Espy1, Anthony Burrow2, Anthony Ong2
1University of Michigan; 2Cornell University
The study used a daily-diary approach to examine the extent to which positive emotions protect against the effects of daily racial discrimination in the lives of African American doctoral students. Psychological and emotional outcomes were analyzed on days with experiences of discrimination compared to days without experiences of discrimination.

F296
SPATIAL GROUNDING OF POLITICS
Ana Rita Farias1, Margarida Vaz Garrido1, Gün R. Semin2
1CIS/ISCTE-IUL & Utrecht University; 2Utrecht University & Koç University
We examined if concepts related to politics are spatially grounded. We show that conservatism and socialism related words were classified faster when presented in a spatial position that is congruent with their political meaning (Study 1) and that this classification is not due to a response-key congruence bias (Study 2).

F297
THE IMPACT OF VIDEO GAME OUTCOMES AND CHOICE ON LOCUS OF CONTROL
Katrina Fong1, Raymond A. Mar1
1York University
We investigated the impact of videogame outcomes (success or failure) and opportunity to choose one’s avatar on locus of control. The results suggest that game outcomes do not influence locus of control. However, choice during gameplay impacted perceived external locus of control, particularly with regard to influence from powerful others.

F298
MULTIMODAL GROUNDING OF SOCIAL CONCEPTS
Margarida V. Garrido1,2, Ana Rita Farias1
1CIS/ISCTE-University Institute of Lisbon; 2Utrecht University
We examined the multimodal grounding of an abstract category (politics) across semantic, visual and auditory tasks. Participants judged conservatism-related words as appearing more to the right and as being louder in the right-ear relative to socialism-related words. Further, an overlapping pattern across amodal (semantic) and modality-specific representations (visual/auditory) was observed.

F299
SITUATIONAL NORMS ALL F’ED UP (SNAFU): PROFANITY, NORMATIVE INFLUENCE, AND SELF-CONTROL
Seth A. Gitter1, Roy F. Baumiester2, Lauren E. Brewer4, Diane M. Tice2
1US Army Research Institute for the Behavioral Sciences; 2Florida State University
Observing rule violations can lead observers to behave in a disorderly manner. Three studies tested the effect of profanity on individuals holding permissive or restrictive attitudes of swearing. Exposure to profanity can alter self-control usage among individuals depending on personal attitudes and the level of public support for the profanity.

F300
INSTITUTIONAL AND PERSONAL SPIRITUALITY/RELIGIOSITY AND PSYCHOSOCIAL ADJUSTMENT IN ADOLESCENCE: WITHIN- AND ACROSS- TIME ASSOCIATIONS
Marie Good1,2, Teena Willoughby2
1University of Toronto; 2Brock University
This longitudinal study examined unique and interactive associations between two dimensions of spirituality/religiosity (S/R) - institutional and personal - and several domains of psychosocial adjustment in 756 adolescents. Results imply that personal and institutional S/R are differentially associated with adjustment at both the within- and across-time levels.

F301
DOES MICRO-BLOGGING INCREASE OR DECREASE LONELINESS? AN ONLINE SOCIAL NETWORKING EXPERIMENT
Fenne L. Grosse Deters1, Matthias R. Mehl2
1Freie Universität Berlin; 2University of Arizona, Tucson
In an online experiment, the psychological effects of micro-blogging on Facebook were assessed. Participants added a “Research Profile” as a Facebook friend allowing for objective documentation of protocol compliance, and friends’ responses. The experimentally-induced increase in micro-blogging activity resulted in reduced loneliness independent of direct social feedback by friends.

F302
IS MY IPAD A MATERIAL OR EXPERIENTIAL PURCHASE? EXPLORING THE BENEFITS OF MATERIAL PURCHASES THAT PROVIDE EXPERIENCES
Darwin A. Guevara1, Ryan T. Howell1
1San Francisco State University
Experiential purchases make people happier than material ones. However, the benefits of material purchases that provide experiences have remained unexplored. Our results indicate that material items which provide experiences have similar benefits as experiential purchases and both purchases result in more hedonic and economic benefits than material items.

F303
THE INTERNATIONAL SITUATIONS PROJECT: AN EXAMINATION OF BEHAVIORS AND SITUATIONS ACROSS CULTURES
Esther Guillaume1, Elysia Todd1, David Funder2
1University of California, Riverside
Unlike personality and behaviors, few measures exist to help conceptualize situations. The purpose of our research is to utilize the Riverside Situational Q-sort (RSQ) in order to measure the psychologically salient aspects of situations both within the U.S. and across cultures.

F304
EMBODIED COGNITION: TIGHTEN BELT
Emily K. Hong1, Jong An Choi1, Incheon Choi1
1Seoul National University
The idiom “tightening one’s belt” means cutting back on spending. In current research, we examined whether tightening people’s body
observers can also use mimicry as a basis for social judgements. I will discuss studies showing that third-party observers can (unconsciously) use observed mimicry to draw negative as well as positive conclusions about mimics.

F305
SELF-AFFIRMATION COUNTERS THE EFFECTS OF COGNITIVE RESOURCE DEPLETION ON HEIGHT PERCEPTION
Stefan Huynh1, Jeanine Stefanucci2, Lisa Aspinwall3
1University of Utah
Participants performed either a self-regulation task or a control task and viewed a height that can be acted upon (Experiments 1a and 1b). Those who performed the self-regulation task estimated the height to be taller. Experiment 2 shows that a self-affirmation manipulation can counteract the depletion effects.

F306
EXTREMISM AND COMMITTING CRIMES FOR THE GREATER GOOD: EXAMPLES FROM ECO-TERRORISM AND ANIMAL RIGHTS EXTREMISTS
Daniel N. Jones1, Chi Zhang2
1University of Texas, El Paso; 2University of Nebraska, Lincoln
Extremism, even in the name of good, can lead to destructive behavior. Two studies investigated the desire to activist groups. Individuals with two different personalisms and extremist views, even if those views are prosocial, may break the laws to achieve a socially desired end.

F307
SIMULATED APPROACH ENHANCES SUBJECTIVE EXPERIENCES OF PERCEPTUAL FLUENCY TOWAR IN- AND OUT-GROUP MEMBERS
Isaiah F. Jones1, Heather M. Claypool1, Meghan K. Housley2
1Miami University
Recent work illustrates that fluency affects the motor system. Not only does fluency prompt approach behavior, but both actual and simulated approach enhance experiences of fluency. This study finds the latter phenomenon regardless of whether the approached object is represented in one’s self concept.

F308
EMOTIONAL RESPONSE PATTERNS TO RACIAL DISCRIMINATION: SITUATIONAL AND PHYSIOLOGICAL CORRELATES
Shawn C.T. Jones1, Enrique W. Nebblett, Jr.3
1University of North Carolina Chapel Hill
Experiences with racial discrimination have profound effects on the physical, psychological, and emotional well-being of African Americans. The present study employed auditory racism analogues to examine the association between patterns of emotional responses to racial discrimination and psycho-physiological responses to these discriminatory events.

F309
FINDING MEANING IN MISERY: AFFECTIVELY NEGATIVE SITUATIONS CAN PROVIDE EXISTENTIAL COMFORT
Jacob Juhl1, Clay Routledge2
1University of Utah
Although previous research demonstrates that people experience meaning in life when they are in positive moods, there may be theoretically interesting situations characterized by negative affect that lead to meaning. Supporting this, two studies demonstrated that the affectively negative experience of being stressed about college increases meaning in life.

F310
SOCIALLY SITUATED INFERENCES FROM THIRD-PARTY MIMICRY
Liam Kavanagh1, Giti Bakhtiar2, Christopher Suhler2, Rob Holland3, Patricia Churchland1, Piotr Winkielman2
1University of California, San Diego; 2University of Wuerzburg; 3Radboud University Nijmegen
Mimicry acts, by its nature, as a signal showing affiliation. Though most research focuses on signaling within the dyad, third party observers can also use mimicry as a basis for social judgements. I will discuss studies showing that third-party observers can (unconsciously) use observed mimicry to draw negative as well as positive conclusions about mimics.

F311
DOES ANGER IMBUE LIFE WITH PURPOSE IN THE FACE OF SOCIAL ISOLATION?
Nicholas J. Kelley1, David Tang1, Eddie Harmon-Jones2, Joshua A. Hicks3
1Texas A&M University; 2University of New South Wales
Similarities between anger and positive affect allow for a potentially complex relationship between anger and purpose in life. Anger and purpose in life were assessed in a group of socially isolated older adults. Results reveal that moderate levels of anger were associated with the highest levels of purpose in life.

F312
HOW DOES GOAL SOURCE AND LOW GOAL PROGRESS AFFECT STEREOTYPE ACTIVATION?
L.F. Kimberley1, B.D. Stewart1, K.A. Quinn1
1University of Birmingham, UK
We examined how goals influence automatic stereotype activation. The source of the goal (i.e., internal or external) may matter for people who have yet to achieve their goal. Participants primed with an internal egalitarian goal exhibited stereotype control whereas participants primed with an external egalitarian goal exhibited stereotype activation.

F313
EXPERIMENTAL MANIPULATION AND DOWNSTREAM EFFECTS OF FLOW
Amey S. Kulkarni2, Leonard L. Martin1
1University of Georgia
We ran a study to validate an experimental manipulation of flow, a state of complete immersion in the current activity. Participants reported feelings of flow and assigned blame to an innocent victim in accord with their previously measured just-world beliefs. Flow allowed participants to maintain use of their pre-existing concepts.

F314
IS NEGLIGENCE A FIRST COUSIN TO INTENTIONALITY? LAY CONCEPTIONS OF NEGLIGENCE AND ITS RELATIONSHIP TO INTENTIONALITY
Sean M. Laurent1, Narina L. Nunez2, Jennifer M. Gray2
1University of Wyoming
Three studies examined lay conceptions of negligence. Study 1 showed high agreement on what constitutes negligence versus accidents. Study 2 examined people’s definitions of negligence, uncovering features similar to the “standard” intentionality model. Study 3 manipulated knowledge and awareness, finding that these components of intentionality also affect judgments of negligence.

F315
SMOOTH MOVES: THE LITERAL “SMOOTHNESS” OF NONVERBAL BEHAVIORAL MIMICRY
Judith Rachl1, Pontus Leander1, Tanya Chartand2
1University of Groningen; 2Duke University
Social “smoothness” is often associated with being charming and curiously persuasive (e.g., a “smooth operator”). Drawing on past research suggesting that nonverbal behavioral mimicry heightens the perceived smoothness of interactions (Chartrand & Bargh, 1999), our work shows that mimicry directly primes the concept of smoothness, affecting cognition and behavior.

F316
WHY SPOILERS DON’T SPOIL STORIES
Jonathan D. Leavitt1, Nicholas J.S. Christenfeld1
1University of California, San Diego
If spoilers truly make stories more enjoyable, is it because spoiled stories are more fluent, or because readers derive greater aesthetic pleasure when they are less focused on outcomes? Three experiments
found spoilers that describe endings – or even beginnings – can increase fluency if they are well-matched to story complexity.

F317
RESPONDING TO BAD NEWS: AGREEMENT BETWEEN SELF AND FRIEND RATINGS
Angela M. Legg1, Kate Sweeny1
1University of California, Riverside
People can respond to bad news with active change, watchful waiting, acceptance, or denial. Participants recalled a time when they received bad news and completed the bad news response scale. The severity, controllability, and inevitability of the news predicted participants’ responses, as suggested by the bad news response model.

F318
SELF-PRESERVATION? THE COGNITIVE COSTS OF EMOTION REGULATION WHEN CONTENDING WITH DISCRIMINATION
Doraine J. Levy1, Jennifer A. Richeson 1
1Northwestern University
The current research examines the effects of recalling an experience with racial discrimination from either a self-immersed or self-distanced perspective on racial minority individuals’ cognitive functioning and risk-taking behavior. Results revealed that participants who were self-immersed were less cognitively depleted and engaged in less risk-taking.

F319
THE INFLUENCE OF LIFE PERSPECTIVE ON INATTENTIONAL BLINDNESS
Nobuko Mizoguchi1, Keith D. Markman2
1Whitman College; 2Ohio University
This study examines how adopting a broad vs. narrow life perspective influences inattentional blindness. Participants who transcended “here” and “now” by thinking about the vast world that extends beyond everyday affairs directed attention to a greater visual field, and they were more likely to notice an unexpected stimulus.

F320
WHAT ARE WE BUILT TO CARE ABOUT? FUNDAMENTAL MOTIVES AND PERSON-SITUATION INTERACTIONS
Rebecca Neel1, Douglas T. Kenrick1, Steven L. Neuberg2
1Arizona State University
Individual differences in Fundamental Motives — affiliation, status, kin care, etc. — should lead people to differently perceive, respond to, and take advantage of situations. We present data on predicted differences in these motives (e.g., age and sex), discussing implications for person-situation interactions and behavior over the lifespan.

F321
THEORIES OF INTELLIGENCE AND THE AVOIDANCE OF PERFORMANCE FEEDBACK
Corinne A. Novell1, James A. Shepperd1, Gregory D. Webster1
1University of Florida
Do people vary in their avoidance of intelligence feedback? Study 1 (correlational) demonstrated that people avoid intelligence feedback more if they view intelligence as fixed (entity view) than as modifiable (incremental view). Study 2 (experimental) showed this effect occurs particularly following failure; perceived coping resources and feedback utility were mediators.

F322
SADOMASOCHISM WITHOUT SEX: PAIN AS A CATALYST TO TRANSEND THE SELF
Brad J. Sagarrin1, Evelyn M. Comber1, Sarah A. Hanson1, Kathryn Klement1, Ellen M. Lee1, David Wietting1, James K. Ambler1, Michael Wagner1, Valerie Bums2, Eric Lindeen1
1Northern Illinois University
Sadomasochism is often conceptualized as inherently sexual and deviant. We challenge this with a study on the “Dance of Souls,” a 3.5-hour event during which many participants received temporary piercings and danced to music provided by drummers. Participants conceptualized the event as more spiritual than sadomasochistic or sexual.

F323
BETTER STAY COOL, IF YOU WANT TO UNDERSTAND THEM... EXPERIENCING COLD TEMPERATURE FACILATES PERSPECTIVE TAKING
Claudia Sassenrath1, Kai Sassenberg2
1University of Ulm; 2Knowledge Media Research Center (Tuebingen)
Successful perspective taking requires sufficient self-other differentiation. In three studies, we show that cold temperature conditions relative to warm temperature conditions foster perspective taking – both in a self-report as well as in two different performance measures – because self-other differentiation is enhanced under cold temperature conditions.

F324
DOIN’ IT WELL: DEVELOPMENT OF A NEW MEASURE OF SEXUAL SATISFACTION USING ITEM RESPONSE THEORY
Amanda M. Shaw1, Ronald D. Rogge1
1University of Rochester
EFA and IRT analyses (N=3193) were used to develop a new measure of sexual satisfaction that, compared to commonly cited existing scales, demonstrated increased precision in measuring satisfaction and greater power for detecting differences in levels of sexual satisfaction, and was significantly more responsive to change over a 2-month period.

F325
SLEEP REACTIVITY IN CHRONIC INSOMNIA
Brook M. Sims1, Adriane M. Soehner2, Allison G. Harvey2
1Alabama A&M University; 2University of California, Berkeley
The study investigated differences in insomnia course, severity, sleep characteristics, and cognitive maintaining mechanisms between High and Low Sleep Reactive groups. Groups did not substantially differ in sleep characteristics, severity or insomnia course. The high sleep reactivity group exhibited poorer sleep efficiency, greater sleep-related impairment, and severe cognitive mechanisms maintaining insomnia.

F326
EFFECTS OF MIMICRY ON THE ELICITATION OF STEREOTYPE CONSISTENT BEHAVIOR
Marielle Stel1
1Tilburg University
Mimicking other people’s behaviors leads to feeling more similar to the mimicked person. Therefore, it is conceivable that mimicking a person belonging to a specific category influences people’s behavior accordingly. The poster presents evidence that mimicry elicits stereotypical behaviors associated with the category the mimicked person belongs to.

F327
ENROLLING AT HOGWARTS: SOCIAL SURROGATE USE AND THE COLLECTIVE SELF
Jennifer Valenti1, Shira Gabriel1, Ariana Young1, Jaye Derrick1
1University at Buffalo, SUNY
Research examined the mechanism by which social surrogates (e.g., books, movies, television) fill social needs. Four studies utilizing correlation, daily diary, and experimental techniques all found that social surrogates are related to the collective, but not relational self, and fulfill social needs by increasing a sense of connection to collectives.

F328
THE IMPACT OF NOSTALGIA ON CREATIVITY
Jared Vineyard1, Kathleen C. McCulloch2
1Idaho State University; 2Lancaster University
Little is known about the impact of nostalgia on creativity. We hypothesized that the nostalgic experience may lead to thinking “inside the box.” Participants were exposed to 30 song clips, or 30
random tones, then completed the Guilford Alternative Use Task. Results showed that nostalgia lowered creative output.

**F329**

**MACHIAVELLIAN MORALS: UNCOVERING THE TRUE NATURE OF BINDING VERSUS INDIVIDUALIZING MORALS**

Laura N. Young, Liane Young

*Boston College*

The relationships between clusters of moral values, Machiavellianism and cooperation were examined in three studies. The results suggest links between prosociality and individualizing values (harm/care and fairness), on the one hand, and binding values (ingroup loyalty, deference to authority, purity) and Machiavellianism (e.g., manipulative duplicity), on the other hand.

**F330**

**COMMITTED ON FACEBOOK: AN INVESTMENT MODEL ANALYSIS OF SOCIAL NETWORKING BEHAVIOR IN CLOSE RELATIONSHIPS**

Benjamin Le, Lydia F. Emery

*Haverford College*

We looked at relationship behavior on Facebook through an Investment Model framework. Recent and global Facebook communication with one’s partner predicted satisfaction; a dyadic profile picture, a Facebook relationship status, and overlapping friends predicted investments; and poking attractive individuals and recent Facebook communication with a former partner predicted alternatives.

**F331**

**LOVE YOUR ENEMIES: THE EFFECT OF POSITIVE BEHAVIOR ON EXPERIENCES OF HATE AND DISLIKE**

Siobhan Torrie, John K. Rempel

*St. Jerome’s University*

Does “loving our enemies” change how we feel about them? Participants primed with hate or dislike judged the feelings of a character that voluntarily or involuntarily acted positively towards a criminal. When primed with hate, not dislike, and compelled to act positively towards a criminal participants reported increased negative feelings.

**F332**

**TOO MUCH (SELF) TO LOSE: SELF-EXPANSION AS A RELATIONSHIP INVESTMENT**

Brent A. Mattingly, Gary W. Lewandowski, Jr

*Ashland University; Monmouth University*

We examined whether self-expansion, which results in the acquisition and enhancement of perspectives, identities, capabilities, and resources, may serve as a relationship maintenance mechanism. As predicted, self-expansion was positively associated with both investment size and commitment, and investment size fully mediated the association between self-expansion and commitment.
Poster Session G

Applied Social Psychology

G1
WHAT IS EMPOWERING ABOUT EMPOWERMENT INTERVENTIONS? A SELF-DETERMINATION THEORY PERSPECTIVE
Kennon Sheldon1, Ann Bettencourt1
1University of Missouri
This paper utilizes self-determination theory (SDT) to understand the mechanisms underlying the process of becoming empowered. To determine whether SDT provides an efficient framework to understand the process of empowerment, the author selected and reviewed the procedures of 18 representative empowerment interventions.

G2
HAVE A LITTLE FAITH IN ME: PERCEIVED CLIMATE SUPPORT CAN SUSTAIN INTENTION TO PURSUE A RESEARCH CAREER FOR MINORITY TRAINING PROGRAM STUDENTS WITH LITTLE CONFIDENCE
Maria A. Aguilar1, Anna Woodcock1, Paul R. Hernandez2, Mica Estrada1, P. Wesley, Schultz2
1California State University San Marcos; 2Purdue University
African Americans and Latinos are chronically underrepresented in science. Data suggests that minorities’ confidence in scientific ability interacts with perceived scientific climate support to affect intention to pursue a research career. These effects are moderated by minority training program membership. Results concerning retention of minorities in the sciences are discussed.

G3
LONELINESS, SOCIAL CONTEXT, AND HEALTH BEHAVIOR: THE INFLUENCE OF GENDER AND PERCEPTIONS OF SUPPORT ON RESPONSES TO DAILY LONELINESS
Sarah N. Arpin1, Cynthia D. Mohr1, Debi Brannan2
1Portland State University; 2Western Oregon University
This study utilized a daily diary methodology to investigate context-specific responses to loneliness (N=49). Results indicated that loneliness predicted increases in subsequent solitary consumption, decreases social consumption, and decreased time spent interacting with others. Further, these within-person associations were significantly influenced by gender and perceived social support.

G4
DETERMINANT FACTORS OF THE ATTITUDE TOWARDS WEBSITES ON JAPANESE GREEN TEA
Masami Asakawa1, Masao Okano1
1Bunkyo University
938 participants were asked to rate their impressions of four websites on Japanese green tea. As a result, the following six dimensions were extracted: “Stimulus,” “Elegance,” “Simplicity,” “Explanation,” “Screen Design,” and “Feeling.” Furthermore, multiple regression analysis revealed the determinant factors for the degree of like and dislike of the websites.

G5
UNINTENDED CONSEQUENCES OF A POVERTY SIMULATION
Thomas C. Ball1, Michelle R. Nario-Redmond1
1Hiram College
The efficacy of simulative exercises, designed to reduce prejudice toward stigmatized groups, is often taken for granted. In an attempt to empirically evaluate the efficacy of one such simulation, questionnaires assessing attitudes and beliefs about poor people were given to participants immediately before and after a poverty simulation.

G6
PERCEIVED RISK AND GENETIC TESTING DECISIONS: A META-ANALYSIS
Brittany L. Bannon1
1University of California, Riverside
We meta-analytically reviewed the empirical literature on perceived risk as a determinant of genetic testing decisions. Objective disease risk and measure of genetic testing uptake were tested as moderators. The relationship between perceived risk and genetic test uptake was small, significant and strongest among individuals with higher objective risk.

G7
KOKO CREATES GOOD KARMA: USING EFFECTIVE MATERIALS CREATES POSITIVE ATTITUDES TOWARDS ANIMAL COGNITION AND ENVIRONMENTAL CONSERVATION
Aubrie H. Bayless1, Alicia Limke2, Ronald W. Wright1
1Southern Nazarene University
13 students viewed a video depicting Koko the gorilla whereas 12 students viewed a video of nature scenes. Then all participants completed a measure of attitudes towards animal cognition and environmental conservation. Students watching Koko reported more favorable attitudes than students watching nature scenes, even controlling for social desirability.

G8
TRAINING PERCEIVERS TO LOOK BEYOND A PARALYZED FACE WHEN FORMING IMPRESSIONS
Kathleen R. Bogart1, Linda Tickle-Degnen2, Nalini Ambady3
1Oregon State University; 2Tufts University; 3Stanford University
We examined whether perceivers could be trained to improve their impressions of people with facial paralysis (PWFP). Perceivers watched clips of PWFP and rated their extraversion. Instructing perceivers to attend to nonface channels lead them to consciously reduce their bias but did not improve accuracy, a more implicit task.

G9
STRAIGHTFORWARD AFFIRMATIVE MESSAGE FRAMING PREDICTS RECOGNITION MEMORY PERFORMANCE
Phil Brüll1, Bernadette M. Jansma2, Rob Ruiter1
1Maastricht University
Sentences were presented word-by-word in a serial visual presentation mode. Goal framing (gain/loss frame) was combined with valence framing (affirmation/negation) in four conditions, aiming to remember target words. Event-related potentials and behavioral results indicate that the most straightforward formulation facilitates semantic processing and memory performance.

G10
Poster withdrawn.

G11
THE ASSOCIATION BETWEEN EARLY SEXUAL INITIATION AND RISks SEXUAL BEHAVIOR IN AFRICAN AMERICAN WOMEN
Alison E. Burgujian1, Kristina Hood1, Natalie J. Shook1
1Fairleigh Dickinson University; 2Mississippi State University; 3West Virginia University
The present study examined whether age of sexual initiation predicted risky sexual behavior in African American women. Women who initiated sex earlier had less intent to use a condom after controlling for sexual activity, HIV testing, and attitudes. These results show that age of first sex influences later sexual behavior.
I’LL HAVE ANOTHER HELPING: PROMOTING HEALTHY FOOD CHOICE WITH VARIETY AND EXPLORING CHOICE JUSTIFICATIONS
Rachel J. Burns1, Alexander J. Rothman1, Sarah Mott1
1University of Minnesota Twin Cities
After having eaten a piece of fruit earlier in the day, participants who were offered a different fruit, relative to those offered the same fruit, were more likely to choose fruit over candy. Participants who chose the same piece of fruit offered particularly strong nutrition-related justifications for their choice.

WHEN EATING WRONG FEELS RIGHT: PREFERENCE FOR UNHEALTHY FOOD IN A HEALTHY ENVIRONMENT
Anthony Butler1, Joshua Hahn1, Caleigh Rhew1, Katherine Timberlake1, Steve D. Seidel1
1Texas A&M University-Corpus Christi
Researchers hypothesized that in absence of external justification, participants eating less healthy food (chocolate) in an environment promoting health (fitness center) would experience guilt and report that the food tasted better to relieve dissonance. Resulting data confirmed the researchers’ expectations.

TO ADD OR NOT TO ADD: DETERMINANTS OF CHILDBEARING EXPECTATIONS
Zeljka Buturovic1
1IBOPE Inteligencia
Two surveys showed a significant positive relationship between desired number of children and a belief that children whose mothers gave up their careers were better off than children of working mothers. A belief that the planet was overpopulated was the strongest predictor of a desired number of children.

PHENOTYPE PROTOTYPICALITY TRADE-OFFS IN BIRACIAL TARGETS
George F. Chavez1, Lisa Giamo1, Diana T. Sanchez1
1Rutgers, The State University of New Jersey; 2Simon Fraser University
Canadian (94 White, 95 Asian) participants judged internship job applicants for whom phenotype and ancestry were manipulated. Path analysis provided support for the authors’ proposed phenotype prototypicality trade-off model: Perceivers judged phenotype prototypical biracial targets as more worthy for diversity benefits, but simultaneously rated targets as more stereotype conforming.

SUPPORTING SELF-DETERMINATION NEEDS MAKES COMMUNICATING ABOUT CLIMATE CHANGE MORE EFFECTIVE
Anna N. Cooke1, Kelly S. Fielding1, Winnifred R. Louis1
1The University of Queensland
We applied self-determination theory techniques to communicating information about climate change, through a carbon footprint activity, and an information brochure. In Study 1, perceived autonomy and relatedness predicted pro-environmental promotion activity engagement, autonomy predicted intentions for future behaviour. In Study 2, relatedness predicted engagement, intentions, motivation, and information seeking behaviour.

JUST-WORLD STRATEGIES AS A DETERMINANT OF SOCIAL DISTANCE
Rachel E. Costello1, Ruth H. Warner1, Anna R.D. Pope2, Molly J. VanDeuren1
1Saint Louis University
Participants were randomly assigned to read a testimonial by a robbery victim who either attributed the robbery to their own character or their own behavior. Higher social distance was desired when the victim attributed their victimization to their character compared to behavior.

EXPLORING FOUR BARRIERS EXPERIENCED BY AFRICAN AMERICANS IN HEALTHCARE: PERCEIVED DISCRIMINATION, MEDICAL MISTRUST, RACE DISCORDANCE, AND POOR COMMUNICATION
Adolfo G. Cuevas1, Kerth O’Brien1, Somnath Saha2
1Portland State University; 2Oregon Health & Science University
This analysis applied Social Identity Theory to enhance the understanding of how perceived discrimination, medical mistrust, race discordance, and poor communication play a role in patient-provider relationships in primary care for African Americans. Recommendations are proposed for healthcare providers as to how they can deliver quality care.

EXPLORING PREDICTORS AND CORRELATES OF VOTES ON A STATE CONSTITUTIONAL AMENDMENT BANNING GAY MARRIAGE
Patrick J. Curme1
1Metropolitan State University
The present study examined whether respondent’s vote on a state constitutional amendment defining marriage was correlated with their Social Dominance Orientation and other sociopolitical and religious measures. Participants were 300 undergraduate college students. A regression analysis demonstrated that the measures employed were useful predictors of the person’s vote.

TEACHER UNDERSTANDING AND VALIDATION OF STUDENTS LEADS STUDENTS TO WORK HARDER
Omar Davila1, Oriana R. Aragon2, Mark Graham2, Margaret S. Clark2
1California State University-Monterey Bay; 2Yale University
We predicted that teachers who convey understanding and validation to their students will: a) be better liked, b) be better able to form relationships with students and c) cause students to work harder. Two studies, one correlational and one experimental in nature, supported all three hypotheses.

ORGAN DONATION DECISION MAKING AMONG NON-CATHOLIC CHRISTIANS: AN EXPANSION OF THE THEORY OF PLANNED BEHAVIOR
Erin Dobbins1, Courtney Rocheleau1,2, Rafaela Sale1, Denise Martz1, Lisa Curtin1
1Appalachian State University; 2Metropolitan State University of Denver
The organ donation waiting list in the U.S. has reached 112,267 people. Religion has a paradoxical influence on donation. To improve understanding of religion’s influence the Theory of Planned Behavior (TPB) was used to predict donation intentions among non-catholic Christians. Moral norms, religious attitudes, and affect expanded the original model.
G23
EXAMINING DEFENSIVE AVOIDANCE OF POINT-OF-CARE TESTING DEVICES THROUGH A TERROR MANAGEMENT THEORY FRAMEWORK
Simon Dunne1, Pamela Gallagher1, Anne Matthews1
1Dublin City University
Three studies examined if mortality reminders would elicit more avoidant responses towards a novel device for indicating Cardiovascular Disease risk than control topics. The results demonstrate that such devices may have a beneficial effect on the uptake of screening behaviours and highlight the potential for cross-cultural variability towards TMT methodologies.

G24
THE WRITING ON THE WALL: ENVIRONMENTAL MEANING, ACADEMIC ACHIEVEMENT AND SOCIAL REPRODUCTION IN PUBLIC SCHOOL BUILDINGS
Valkiria Duran-Narucki1
1William Paterson University
It is important to determine what makes a public school building functional, welcoming, and safe to understand its role in academic outcomes. As academic outcomes are linked to student success, it is relevant to ask: What is it about the physical environment of the school that helps or hinders academic outcomes?

G25
SELECTIVE ATTENTION TO STIGMATIZING HEALTH INFORMATION AMONG DISENFRANCHISED GROUPS
Allison Earl1, Dolores Albarracin2
1University of Michigan; 2University of Pennsylvania
Two studies examined selective attention to stigmatizing (versus control) health information for members of disenfranchised groups. Study 1 used unobtrusive observation in a public health department waiting room. Study 2 used ERP. Both studies indicate that disenfranchised groups pay significantly less attention to stigmatizing compared to control health information.

G26
FOOL ME ONCE, SHAME ON WHOM? TRUST AND BETRAYAL IN SOCIAL AND POLITICAL CONTEXTS
Pierce Ekstrom1, Penny S. Visser2
1University of Minnesota; 2University of Chicago
This study investigates trust in social and political contexts and the role of trust in individuals’ responses to scandal. We found that more trusting individuals reacted to a scandalous news story with more negative emotion. The scandal manipulation, however, did not significantly affect participants’ interpersonal or political trust.

G27
EFFECTS OF POSITIONING & PAIRING REQUESTS FROM WELL-KNOWN & LESSER-KNOWN NONPROFITS ON DONOR INTENTIONS
Kim Ernst1, Frances Sweeney1
1Loyola University New Orleans
Examined donation intentions to charitable organizations. Participants (N = 122) were randomly assigned to 1 of 6 conditions varying organization (well-known, lesser-known), position of organization request (first, second, together), and request justification (present, absent). Results indicated that donations to both organizations pay significantly less attention to stigmatizing compared to control health information.

G28
TERROR MANAGEMENT IN THE REAL WORLD: COMPARING LABORATORY-PRIMED AND NATURALLY OCCURRING MORTALITY SALIENCE
Bella Etingen1,2, Sherri L. LaVela2,3, Scott Tindale1
1Loyola University Chicago; 2Edward J. Hines Jr. VA Hospital; 3Northwestern University
The present study examines the effects of chronic, naturally occurring mortality salience (as a function of occupational duties) on individual’s level of mortality threat. Results revealed greater levels of subconscious death-thought accessibility following naturally occurring, as opposed to laboratory-induced, mortality threats.

G29
MOTIVATIONS TO ADOPT AMONG LESBIAN, GAY, AND HETEROSEXUAL PARENTS: ASSOCIATIONS WITH COPARENTING AND MENTAL HEALTH
Rachel H. Farr1
1University of Massachusetts, Amherst
Little research exists about lesbian and gay (LG) adoption, despite increasing visibility. What are LG and heterosexual couples’ motivations to adopt, and how do motivations affect adjustment? Results showed different motivations across couples, linked with coparenting, mental health, and LG-specific outcomes (greater “outness”). Policy and practice implications are addressed.

G30
EFFECTS OF SELF-ESTEEM AND MORTALITY SALIENCE ON NATIONALISTIC ATTITUDES: EXPLORING THE SIGNIFICANCE OF IMPLICIT-EXPLICIT AND PERSONAL-COLLECTIVE DISTINCTIONS
Emily-Ana Filardo2,3, David R. Mandel1, Oshin Vartanian2
1Humansystems Incorporated; 2Defence Research & Development Canada - Toronto
A Terror Management Theory framework was used to assess the impact of personal and collective mortality salience threat as well as implicit and explicit personal and collective self-esteem on commitment to one’s country, beliefs about others’ obligations toward their country and attitudes pertaining to domestic and foreign policies.

G31
DO LAWS THAT MEMORIALIZE CRIME VICTIMS (E.G., JESSICA’S LAW) HAVE ADVANTAGES AT THE BALLOT BOX?
Joshua D. Foster1, Jessica W. Shenesey1
1University of South Alabama
We present four experiments showing that memorial laws (i.e., laws named in memory of crime victims; e.g., Jessica’s Law) consistently outperform identical, but non-memorialized laws in terms of voter support. Legal memorialization has the capacity to make voters vote for laws that they otherwise would not.

G32
I THINK I CAN...OR CAN’T: THE ADAPTIVE NATURE OF A REALISTIC ORIENTATION
Christine Frank1, Christopher G. Davis1
1Carleton University
Students were randomly assigned to either anticipate both positive and negative outcomes (realistic orientation) or only positive outcomes (positive orientation) of an upcoming test. Those with realistic orientations more accurately assessed their performance than those with positive orientations, suggesting that a realistic orientation is adaptive when feedback is withheld.

G33
CULTURAL WORLDVIEWS, CULTURAL ARTISTIC PRODUCTS, AND CONTEMPORARY POPULAR MUSIC
Mike Friedman1, Leila Selimbegovic2, Armand Chatard1
1UCL-Mons; 2Université de Poitiers
Terror Management Theory was used to study reactions to cultural artistic products. Participants were exposed to a mortality salience (MS) or control manipulation, and then listened to foreign vs. domestic music. MS was found to impact music evaluation, but only for highly authoritarian participants.

G34
DON'T TELL ME HOW TO FEEL ABOUT AFFIRMATIVE ACTION
Madeleine A. Fugere1, Raena M. Beetham1
1Eastern Connecticut State University
We assessed whether an alternate policy label and education about legal practices improved perceptions of affirmative action. The “diversity”
policy was rated more favorably than the “affirmative action” policy; however, participants rated both policies less favorably after reading the educational information, showing psychological reactance and/or belief perseverance.

G35
THE SOCIAL CONTEXT OF CHILDREN’S REACTIONS TO THE 2010 8.8 MAGNITUDE CHILEAN EARTHQUAKE
Dana R. Garfin1, Roxane Cohen Silver2, Virginia Gil-Rivas2, Javier Guzman Pina2, Michael J. Murphy3, Felix Cova4, Paulina Paz Rincon4, Maria Paz Guzmán Llona2, Ana Maria Squicciarini Navarro5, Myriam George6
1University of California, Irvine; 2University of North Carolina, Charlotte; 3Chilean National Board of Assistance and Scholarships (JUNAEB), Santiago, Chile; 4Massachusetts General Hospital; 5Universidad de Concepción, Chile

Contextual factors in the social environment were examined as potential correlates of psychological distress in children (N=117) exposed to the 2010 8.8 magnitude Chilean earthquake. Negative relationships with caregivers and qualitative characteristics of the community response (i.e., witnessing looting) were positively associated with distress following this highly stressful event.

G36
RELATIONSHIP BETWEEN BECOMING A MANAGER AND FORMER PLAYING POSITION IN MAJOR LEAGUE BASEBALL (MLB): THE THEORY OF FORMAL STRUCTURE VS. THE INCREASED INTERACTION HYPOTHESIS
Nadav Goldschmied1, Anne Heaton1
1University of San Diego

Utilizing archival data for two MLB seasons (2009-2011), we found that catchers were more likely – and pitchers less likely – to become team managers when they finished their careers as players. We propose that it is the interaction time with management as a player that determines this trend.

G37
INCREMENTAL MESSAGE OF BODY-WEIGHT VIA GAMING: BENEFITS FOR SELF-REGULATION?
Kelsey Greenfield1, Dylan Vavra1, Elizabeth Crawford1, Jeni L. Burnette1
1University of Richmond

Building on implicit theories, we examined if an avatar influenced self-regulation. Participants in the incremental (avatar’s weight changed), relative to entity (avatar’s weight was fixed) condition reported a more incremental theory and subsequently greater goal engagement after hypothetical dieting setbacks, but only with a message included. We discuss intervention implications.

G38
A CROSS-SECTIONAL AND LONGITUDINAL EXAMINATION OF THE PHYSICAL ACTIVITY-ALCOHOL RELATIONSHIP IN COLLEGE STUDENTS: ACTIVITY TYPE MATTERS
Lindsey C. Harkabus1, Jennifer J. Harman2
1Colorado State University; 2Harvard University

Research has demonstrated an incongruous positive relationship between alcohol consumption and physical activity concurrently among college students (Lisha & Sussman, 2010; Musselman & Rutledge, 2010). This study examined the relationship between alcohol use and multiple forms of physical activity (cross sectionally and longitudinally); both positive and negative relationships were found.

G39
TESTING DISENGAGEMENT: A CULTURAL APPROACH TO SOCIOECONOMIC STATUS AND DECISION MAKING IN EDUCATION
Sarah D. Herrmann1; Virginia S.Y. Kwan1; Morris A. Okun1
1Arizona State University

A longitudinal study examined how introductory psychology students’ engagement, utilization of supplemental resources, and grades varied by socioeconomic status (SES). Compared to high SES students, low SES students utilized resources less after receiving a poor grade on the first examination, showing an initial sign of academic disengagement.

G40
THE RELATIONSHIPS BETWEEN VOTING INTENTIONS, PERSONALITY, AND MORAL VALUES IN THE 2008 PRESIDENTIAL ELECTION
Kathryn Holcomb1
1Indiana University Kokomo

The relationships between personality, moral values, religiosity, and voting intentions in the 2008 American Presidential election were examined. Corresponding to previous research, participants reported a greater correlation between their personality and that of the candidate for whom they intended to vote. Participation in religious activities also related to voters’ intentions.

G41
THE RELATIONSHIP BETWEEN PERSONALITY AND STATE AFFECT VARIABILITY ACROSS SITUATIONS
Kelsi S. Holloway1, Ron C. Bean1, Jessica L. Jones1, Tera D. Letzring2
1Idaho State University

Emotions are dynamic, and this variability is likely related to personality. Self and acquaintance reports of personality were obtained and state affect was assessed eight times. Negative affect variability was positively related to neuroticism and negatively related to dominance and life satisfaction. Positive affect variability was negatively related to openness.

G42
“DOCTORSHIP” STYLES: CLINICIANS’ PATTERNED APPROACH TO PATIENT CARE EXAMINED IN A CLINICAL SETTING
Ho P. Huynh1, Kate Sweeny1, Sunil Saini1
1University of California, Riverside; 2Inland Empire Allergy Clinics

Research suggests that clinicians must motivate their patients to adhere to treatment recommendations. We examined how leadership theories can help clinicians improve on this facet of care. Our findings suggest that patients can distinguish variations in motivational “doctorship” styles, and these styles differentially predict important patient outcomes.

G43
LGBT PATIENTS’ COMMITMENT TO PRIMARY CARE PHYSICIANS: AN INVESTMENT MODEL ANALYSIS
Michael Ioerger1, Justin J. Lehmiller2
1Colorado State University; 2Harvard University

This study examined LGBT patients’ commitment to their primary care providers using a modified version of Rusbult’s (1980) Investment Model Scale. Satisfaction, investments, and alternatives were each significant and unique predictors of patient-provider commitment and accounted for a large portion of the variance, consistent with other Investment Model applications.

G44
THE EFFECTS OF EXPRESSIVE WRITING ON TEST PERFORMANCE, STRESS, AND INTERPERSONAL RELATIONSHIPS IN ELEMENTARY SCHOOL STUDENTS
Yuna Ishiyama1, Naoto Suzuki1
1Doshisha University

This study examined the effect of expressive writing on elementary school students’ test scores in arithmetic and Japanese, stress in daily life, and relationships with their classmates. The results indicated that students who wrote about conflict with classmates had higher test scores and reduced stress but not improved relationships.

G45
Poster withdrawn.
G46
DO NATIONAL FOOTBALL LEAGUE (NFL) FANS AND OFFICIALS THINK ALIKE WHEN EVALUATING REFEREEING? SUPPORT FOR ACTOR-OBSERVER ASYMMETRY IN THE BIG ARENA
Sonya James1, Nadav Goldschmied1
1University of San Diego
National Football League officials and fans were queried about the home-field advantage in the league. Fans thought that they were influenced in biasing the officials in favoring the home-team, while officials did not acknowledge this influence. Also, fans thought that more games were decided in error across three professional leagues.

G47
EFFECTS OF REGULATORY FIT ON TACTICS AND THE PERFORMANCE OF TABLE TENNIS PLAYERS
Celina S. Kacperski1,2, Florian Kutzner1
1University of Heidelberg; 2University of Western Ontario
Does regulatory fit improve athletic performance? Table tennis players received regulatory verbal frames in an experimental within-subject design in order to study the underlying mechanisms. We could show that regulatory fit allows players to concentrate on their preferred tactic, facilitating proceduralized executions, and improving performance. Active implementation of regulatory fit in real life is discussed.

G48
ELONGATION REDUCES CALORIES? : SHORT AND WIDE SHAPED FOODS ARE PERCEIVED TO HAVE GREATER VOLUME AND CALORIES THAN LONG AND LEAN ONES
Dongeun Kim1, Hyunjin Song1, Eunkook M. Suh1
1Yonsei University; 2Arizona State University
The present research demonstrated that people perceive short and wide hexahedron-shaped food items as heavier and having more calories than long and lean ones of the same volume. This phenomenon may be explained by metaphoric association between shape of foods and shape of human body.

G49
LABELING IN THE CLASSROOM
Catherine J. Kozlowski1
1University of Phoenix
The self-fulfilling Prophecy is an important affect in labelling students. This study is a qualitative research study that researched two different high school classrooms and coded the nonverbal and verbal different linguistic features of each classroom. The results concluded that the same teacher treated each group of students differently.

G50
SMALL ACTIONS, BIG RESULTS: “GOING GREEN” SPILLS OVER INTO POLITICAL ATTITUDES AND ACTIONS
Katherine Lacasse1
1Clark University
Does “going green” spillover into people’s political life? Experimental participants performed a new green behavior for three weeks, and political attitudes regarding climate change were measured before and after. Experimental participants increased their climate concern, increased support for related polices, and mailed postcards to their Senator more than control participants.

G51
CONCEPTUALIZING MARRIAGE AND EXPLORING DIFFERENCES ACROSS MARRIAGE TYPE AND LEVEL OF SUPPORT FOR SAME-SEX MARRIAGE
Christopher S. Lamb1, Brianna A. Lienemann1, William D. Crano1
1Claremont Graduate University
The current study explores the underlying attitude structure of marriage, and explores attitude differences across three marriage types given support of same-sex marriage. Five conceptual categories related to marriage were created. Results provide a wealth of information relevant to marriage research, construal, and the current debate regarding marriage equality.

G52
SENSE OF BELONGING AND RETENTION OF WOMEN IN THE CANADIAN FORCES
Joelle Laplante1, Alia Skomorovsky1
1Defence Research and Development Canada
Women’s representation in the military has increased yet it remains male-dominated. Women may question whether they belong and contemplate leaving. Results of SEM, conducted among 204 women in the Canadian Forces, suggest that the effect of belonging on retention is mediated by lowered depressive symptoms and satisfaction with military life.

G53
LONGITUDINAL TEST OF PASSION AT WORK AND WORKERS’ EVALUATION OF JOB DEMANDS AND RESOURCES
Genevieve L. Lavigne1, Jacques Forest2, Claude Fernet2, Laurence Crevier-Braud2
1Simon-Fraser University, Vancouver, Canada; 2Universite du Quebec a Montreal, Montreal, Canada
Vallerand et al. (2003) developed a Dualistic Model of Passion where two types of passion are proposed: harmonious and obsessive passion. In this study, we examine whether the type of passion that employees hold toward work influences their evaluations of job demands and resources. A longitudinal study is presented.

G54
THE IMPORTANCE OF SOCIAL SUPPORT DURING THE TRANSITION TO COLLEGE: A PRELIMINARY EVALUATION OF A PROGRAM TO PROMOTE STUDENT RESILIENCE
Kevin A. Leary1, Melissa E. DeRosier1, Lauren Raab1, Ashley B. Craig2
13-C Institute for Social Development
This study served as a preliminary evaluation of a program designed to promote student resilience during the transition to college. Results showed that participants did not experience the increase in stress typically observed during the transition to college. Social support and cognitive style were found to independently predict students’ resilience.

G55
FREE RIDING AND PUNISHMENT IN AN ENERGY SHARING CONTEXT: EFFECTS OF ANONYMITY AND AFFECT
Caroline Leung1, Anya Skatova2, Alexa Spence1, Eamonn Ferguson1
1University of Nottingham
We explore free riding and altruistic punishment theories in an energy sharing situation. Participants read a scenario where one person uses too much energy and saw different types of energy displays. Increasing anonymity in the displays reduces sanction and free riding (energy use) intentions. These effects are mediated by emotions.
G56
RACIAL IDENTIFICATION AND RACIOETHNIC SIMILARITY AS MODERATORS OF THE RELATIONSHIP BETWEEN INSTITUTIONAL WORKPLACE DISCRIMINATION AND PHYSICAL HEALTH SYMPTOMS AMONG RACIOETHNIC MINORITIES
Benjamin Liberman1
1Columbia University
This study examined the moderating effects of racial identification and racioethnic similarity on the negative relationship between institutional workplace discrimination and physical health symptoms among racioethnic minorities. Data revealed interaction effects on physical health symptoms, suggesting that these variables ameliorate the negative effects of institutional discrimination on physical health symptoms.

G57
SPRING BREAK VERSUS SPRING BROKEN: PREDICTIVE UTILITY OF SPRING BREAK ALCOHOL INTENTIONS AND WILLINGNESS AT TWO LEVELS OF EXTREMITY
Dana M. Litt1, Melissa A. Lewis1, Lindsey Rodríguez2, Clayton Neighbors2
1University of Washington; 2University of Houston
The present study evaluated the predictive utility of willingness and intention, two important constructs within the Prototype Willingness model, in relation to Spring Break drinking when assessed at both high and low levels of alcohol-related risk.

G58
CAN S(HE) DELEGATE?: GENDER EFFECTS OF LEADER DELEGATION ON EMPLOYEES’ IMPRESSION FORMATION
Gesche T.F. Lotzkat1, Isabell M. Welpe1
1Technische Universität München
We investigated gender stereotypes and impression formation in the context of delegative interactions between leaders and followers. Results (N=195) showed that leaders received more favorable evaluations when showing a high amount of delegation. This effect was specified by a three way interaction of leader and follower gender and delegation.

G59
AN APPLICATION OF THE THEORY OF PLANNED BEHAVIOR TO EVALUATE A LONGITUDINAL STUDY OF PEOPLE ATTENDING A SPEED AWARENESS COURSE
Robin Martin1
1Aston University
207 clients attending a Speed Awareness Course completed surveys; one week before, one week after and a month after the course. Results supported the Theory of Planned Behaviour with all components (attitude, subjective norms, perceived behavioural control) predicting intention not to speed with the best predictor, longitudinally, was descriptive norm.

G60
COMMUNITY CONNECTEDNESS PREDICTS INTENT TO ENGAGE IN NEIGHBORHOOD WATCH
Debra Mashek1
1Harvey Mudd College
This study, conducted in collaboration with an urban police department, evaluated predictors of intent to engage in Neighborhood Watch. Data from the 155 community participants revealed that community connectedness fully mediated the relationship between the number of neighbors talked with and intent to attend a future Neighborhood Watch meeting.

G61
SYNCHRONY, SELF-VIEW, AND IMPRESSION FORMATION
Akiko Matsuo1
1Illinois State University
We investigated how similarity and synchronous behavior affect self-perceptions and impressions of others. Half of the participants were led to feel similar to their partner and half shook maracas together. Synchronous activity led dissimilar (but not similar) dyads to feel more bonded to each other.

G62
PROXIMITY, PERSUASION, SOCIAL NORMS AND COMMUNTING TO UNIVERSITY: EVALUATING A POSTCARD INTERVENTION TO REDUCE DRIVING
Dominika Mazur1, Carol Werner1, Barbara B. Brown1
1University of Utah, Salt Lake City
This study evaluated an intervention designed to reduce car commuting to the University of Utah campus by tracking the number of parking passes purchased by students. Results show that students who received the intervention bought fewer parking permits compared to students in control group.

G63
THE COGNITIVE SOCIAL STRUCTURE OF TEAMS: PERSONALITY, SOCIAL NETWORK PERCEPTIONS, AND TEAMWORK ATTITUDES
Daniel J. McAllister2, Angelina C. Lim2, Ruolian Fang1, Shuhua Sun1
1National University of Singapore; 2Center for Creative Leadership
We examine the implications of personality dimensions from the five-factor model and self-esteem for team-related attitudes, through their effects on perceptions of intra-team social network ties. Our findings reveal that beliefs about others’ positive regard partially mediate the effects of agreeableness and self-esteem on team satisfaction, commitment and psychological ownership.

G64
UNREALISTIC OPTIMISM ABOUT EARTHQUAKES: WHAT HAPPENS WHEN AN EARTHQUAKE HAPPENS WHERE IS IT NOT EXPECTED
John McClure1, David Johnston2
1Victoria University of Wellington; 2Massey University
This research examined unrealistic optimism about earthquakes before and after the recent earthquakes in Canterbury. It compared participants in the affected city and in two other cities, including one where earthquakes were expected. Optimism differed regarding the target regions but showed few differences between the participants in the three cities.

G65
SELF-EXPANSION AT WORK: IMPLICATIONS FOR JOB SATISFACTION, COMMITMENT, AND SELF-ESTEEM AMONG THE EMPLOYED AND UNEMPLOYED
Dorothy A. Simpson1, Kevin P. McIntyre1, Brent A. Mattingly2, Gary W. Lewandowski, Jr.1
1Trinity University; 2Ashland University; 3Monmouth University
This study examines whether jobs can promote self-expansion, similar to what occurs in close relationships, when individuals learn skills, acquire perspectives, and have novel experiences. Study 1 revealed a positive correlation between workplace self-expansion and job satisfaction and commitment. Study 2 revealed losing a self-expanding job leads to diminished self-esteem.

G66
Poster withdrawn.
G67
STEREOTYPE FIT IN THE LEGAL SYSTEM: THE IMPACT OF ATTORNEY GENDER AND PRESENTATIONAL STYLE ON JUROR DECISION-MAKING
Saaid A. Mendoza1, Rebecca A. Ojesker2
1Amherst College
Undergraduates heard a male or female attorney deliver a closing statement in a powerful or powerless manner. We predicted that powerful and powerless female attorneys would receive less favorable verdicts and evaluations than male attorneys due to stereotype fit. Results supported the powerless attorney prediction regarding evaluations but not verdicts.

G68
NONCONSCIOUS AND CONSCIOUS PRIMING OF A COMPLEX BEHAVIOR: EXERCISE
Matthew W. Miller1, Seppo E. Iso-Ahola2
1Auburn University; 2University of Maryland
We studied if exercise can be primed nonconsciously and if such priming is more likely to decrease or increase exercise, if exercise can be primed consciously, and how the priming types compare in efficacy. Results showed that nonconscious priming decreased, but not increased, exercise, while conscious priming increased exercise.

G69
THE BUFFERING EFFECTS OF DISCRETE POSITIVE MOODS ON ALCOHOL USE
Cynthia D. Mohr1, Debi Brannan1,2, Staci Wendt3, Robert Wright4, Laurie Jacobs5, Sarah Apin1
1Portland State University; 2Western Oregon University; 3RMC Research Corporation; 4Oregon Health Sciences University
The purpose of this study was to examine the buffering effects of positive moods on negative mood-drinking relationships. Using daily diary data and HLM, results revealed evidence for positive mood buffering, depending on activation level of mood and social context of drinking.

G70
IMPROVING THE EFFICACY OF APPEARANCE-BASED SUN EXPOSURE INTERVENTIONS WITH MORTALITY AWARENESS
Kasey Lynn Morris1, Douglas P. Cooper2, Jamie L. Goldenberg1, Jamie Arndt3
1Portland State University; 2Western Oregon University; 3RMC Research Corporation
Targeting appearance (UV-filtered photos of participants’ faces) was more effective when combined with a mortality salience manipulation. Additionally, framing the UV photo as appearance-related resulted in greater sun protection intentions under mortality salience, but framing the photo as health-relevant did not.

G71
IS STRICT LIABILITY TOO STRICT?: LAY INTUITIONS ABOUT INTENTIONALITY AND INSTITUTIONAL CHOICE
Pam A. Mueller1, Susan T. Fiske1, Lawrence M. Solan2, John M. Darley1
1Princeton University; 2Brooklyn Law School
Some harmful acts can result in either criminal charges or civil lawsuits. We investigated lay intuitions about the appropriateness of each. Participants found criminal charges to be less just than civil suits for harms committed without actual intent; they also inferred that criminally-charged harmdoers acted more intentionally than civilly-sued harmdoers.

G72
THE OLD GREEN EYE OF NARCISSUS: ENVY MODERATES THE AGE-NARCISSISM LINK
Kris Munakashi1, Joseph Salib2, Carlos Flores1, Kelly Campbell1
1California State University at San Bernardino
Research demonstrates a negative relationship between age and narcissism, with envy being a characteristic of narcissism. We predicted envy would moderate the negative relationship between age and narcissism. Results suggest narcissism is negatively associated with age, and individuals with high scores on envy maintain higher levels of narcissism as they age.

G73
FEELING THE ACTIONS COMPLETED: MANIPULATING THE VERB TENSE TO CHANGE CONSTRUAL LEVEL
Dolores Muñoz1, Pilar Carrera1, Amparo Caballero1, Dolores Albarracín2, Itziar Fernandez2
1Universidad Autónoma de Madrid; 2University of Illinois at Urbana-Champaign; 3Universidad Nacional de Educación a Distancia
The present study explores how verb tense influences on details remembered and emotional experienced induced. Manipulating verb tense used to describe an episode of binge drinking we found that participants in past-tense condition (versus present condition) remember less details about the episode and report a lower emotional experience.

G74
SOCIAL COMPARISON AND HEALTH RISK
Barbara J. Nagel1, Jason P. Rose1
1University of Toledo, Toledo, Ohio
In making health decisions, there is a wealth of information to consider. We suggest that people will seek social comparative information even when more relevant information is available. A process tracing study revealed that participants searched for comparison information as long as more objective information following a health risk scenario.

G75
TYPICAL CONTEXTUAL CUES IN HEALTHCARE SETTINGS CAN PRIME STIGMA TOWARD ILLNESS
Karen Z. Naufel1, Kathryn Cook2, Jeff Kilbert3
1Georgia Southern University
The present study investigated if contextual cues, such as a doctor’s privacy guidelines, activate stigma for an illness. People who reviewed information about privacy in healthcare settings were more likely to stigmatize an illness than those who did not review such information, suggesting that healthcare practices may elicit stigmatizing beliefs.

G76
THE ROLE OF SOCIAL IDENTITY IN THE RECEPTION OF EMPIRICAL RESEARCH FINDINGS IN VIDEOGAME PLAYERS
Peter Nauroth1, Mario Gollwitzer2
1Phillips-Universität Marburg
The present research tests the hypothesis that identity threat and social identification processes influence people’s understanding of and engaging with science using the example of the debate on the effects of violent videogames (VVGs).

G77
‘BLINDED’ BY ANGER WHILE DRIVING?: INFLUENCE OF NEGATIVE AFFECT ON INFORMATION PROCESSING
Sunde M. Nesbit1, Kevin L. Blankenship2
1Georgia Southern University; 2Iowa State University
We investigated the role of negative emotion on information processing within a simulated driving context. Participants imagined a provoking or neutral driving scenario while listening to strong or weak messages; those imagining the provoking scenario processed information relevant to the driving situation more deeply than those in the neutral condition.
G78
THE EFFECT OF EFFICACY FRAMING AND SYSTEM THREAT ON SUPPORT FOR ADDRESSING SOCIAL INJUSTICE
Katelin H . Neufeld1, Danielle Gaucher1, Gregory D. Boese2, Katherine B. Starzyk2
1University of Manitoba; 2Simon Fraser University; 1University of Winnipeg; 2Mount Royal University

Many homes in Canadian First Nations communities lack clean running water. We examined whether attitudes toward the issue depend on the solution’s feasibility and issue’s location. Feasibility mattered when the issue affected relevant systems, but not irrelevant systems, and attitudes were generally more positive when the problem affected irrelevant systems.

G79
THE EFFECT OF LEADER STEREOTYPE THREAT ON DECISION-MAKING
Austin Lee Nichols1
1Euromed Management

Research has yet to focus on stereotype threat effects related to leadership and followership. In general, participants primed with the leader stereotype were more confident, accurate, and riskier than unprimed participants; participants primed with the follow stereotype were less confident, accurate, and risky. In addition, gender often moderated these effects.

G80
MATHEMATICAL MODEL OF THE DYNAMICS OF PSYCHOTHERAPY: AN EMPIRICAL VALIDATION
Michael D. Norman1, Larry S. Liebovitch2, Paul R. Peluso2, Urszula Strawinska-Zank2, John M. Gottman3
1Florida Atlantic University; 2Queens College, CUNY; 3University of Washington, Seattle

The mathematics of complex systems can shed new light on social interactions. We developed a mathematical model of psychotherapy that predicts important properties of the therapist-client dyad. The validity of the model was experimentally tested. The results show how some simple dynamical features underlie important aspects of the therapist-client dyad.

G81
ARE MORE KNOWLEDGEABLE EMPLOYEES LESS SUSCEPTIBLE TO THEIR LEADERS’ INFLUENCE?
Madeline Ong1, Yong Hyun Kim1
1University of Michigan

Employees’ level of existing knowledge may determine the extent to which their leaders influence them. A survey study of 1,041 Korean government officials finds that less knowledgeable employees were influenced by their leaders while more knowledgeable employees showed reactance toward their leaders.

G82
Poster withdrawn.

G83
PERCEIVED PARTNER TRANSGRESSIONS AND TRUST: THE MODERATING ROLE OF ADULT ROMANTIC ATTACHMENT
Katherine Pascuzzo1, Émilie Augen1, John Lydon1
1McGill University

Results showed that more avoidantly attached individuals consistently reported lower trust towards partner, regardless of reported daily transgressions. However, anxious attachment moderated the relationship between reported transgressions and trust, such that more anxiously attached individuals experienced a greater decline in partner trust on more conflict-ridden days compared to less conflict-ridden days.

G84
MEDIA EXPOSURE AND PAST SEXUAL EXPERIENCE: COLLEGE STUDENTS’ WILLINGNESS TO ENGAGE IN SEX UNDER THE INFLUENCE OF ALCOHOL
Laurel M. Peterson1, Michelle L. Stock1
1The George Washington University

College students viewed television depicting sex under the influence of alcohol, television without this behavior, or no television. Willingness to have sex under the influence was highest among participants who had recently engaged in sex under the influence who viewed this televised behavior, suggesting that past behavior moderates media impact.

G85
MOTIVATED REASONING AND EMPIRICAL PHILOSOPHY OF SCIENCE: WHY PSYCHOLOGICAL INTERVENTIONS GO UNUSED
Joseph T. Powers1, Shannon T. Brady1, David S. Yeager2, Geoffrey L. Cohen1
1Stanford University; 2University of Texas at Austin

A field experiment investigated motivated and Bayesian reasoning among applied social scientists. In a 2 (social-psychological vs. intuitive intervention) × 2 (experimental evaluation vs. qualitative evaluation) experiment, 135 education researchers at an annual conference preferred large and intuitive interventions over brief, social-psychological interventions, regardless of the strength of evidence.

G86
INFLUENTIAL BRANDS ON TWITTER: AN EMPIRICAL STUDY
Veronica Ravaglia1
1Università Cattolica del Sacro Cuore, Milano

The interactive nature of social networking websites reinforce brand engagement. In this contest, Twitter offers great opportunities to promote brands as trusted partners among followers. The paper is a first systematic, methodological contribution to the analysis of Twitter as viral marketing tool and provides relevant insights to managerial practices.

G87
CAN COGNITIVE REAPPRAISAL CHANGE POLITICAL ATTITUDES IN INTRACTABLE CONFLICTS? FROM THE LABORATORY TO THE FIELD
Roni Perat1, Eran Halperin2, Maya Tami2, James J. Gross2
1Interdisciplinary Center – Herzliya; 2The Hebrew University; 3Stanford University

We examined whether a cognitive process of emotion regulation, namely cognitive reappraisal, would decrease negative emotion and increase support for policies aligned with conflict resolution.

G88
POOR OR LAZY?: ATTRIBUTE FRAMING EFFECTS AND ENGAGEMENT OF CORRESPONDENCE BIAS
Rachael C. Rosenberg1, Amy Hackney1, Victoria Allen1
1Georgia Southern University

Framing and political affiliation were examined and found to have a significant effect on agreement with Social Security/Welfare policies. Further analysis suggested that Republicans’ agreement with Welfare policy was greater when framed as a contribution rather than a tax, but no effect of framing for Democrats/Independents was found.

G89
THE ROLE OF BENEVOLENT SEXISM IN COPARENTING ATTITUDES
Josefa J. Ruiz-Romero1
1University of Granada

The findings of two studies reveal that it is possible to identify gender specific factors associated with attitudes toward coparenting: negative influences such as poor coparenting in the family of origin, for men, and sexism benevolent, for women.
**G90**

DISTANCE, PREVENTION, AND RESILIENCE IN DECISIONS ABOUT NATIONAL SECURITY RISKS
Amber M. Sanchez1, Abraham M. Rutchnick1
1California State University, Northridge

This research applied Construal Level Theory to decision-making in a national security context. Temporal distance and abstract construals increased preferences for resilience-focused approaches relative to prevention-focused approaches. These findings suggest that increased distance may influence the way a threat to national security is addressed.

**G91**

THE EFFECT OF PAY-FOR-PERFORMANCE ON EMPLOYEES’ ROLE DEFINITION, EFFORT, AND STRESS
Yuki Sato1, Toshikazu Yoshida1
1Nagoya University

Investigating the effect of pay-for-performance, we found that the proportion of variable pay makes employees perceive objective tasks to be in-role; pressure from variable pay enhances their efforts in such tasks. However, this pressure makes employees perceive non-objective tasks to be not in-role, and increases their stress.

**G92**

EFFECTS OF IMPLICIT AND EXPLICIT HEALTH MESSAGES ON FOOD CHOICE
Heather Scherschel1, Maryhope Howland2, Traci Mann1
1University of Minnesota

In two field studies, we manipulated foods signs so that they explicitly stated the food was healthy, implicitly suggested it, or did not mention health. In both studies, participants were more likely to choose the healthy option when it was labeled explicitly compared to explicitly or with a control message.

**G93**

EFFECTS OF PERPETUAL INGROUP VICTIMHOOD ORIENTATION ON COGNITION IN CURRENT CONFLICTS
Noa Schori-Eyal1, Yechiel Klar2, Sonia Roccas3
1University of Maryland; 2Tel-Aviv University; 3The Open University

Three studies conducted in the context of the Israeli-Palestinian conflict demonstrate how perpetual ingroup victimhood orientation (PIVO) affects cognition. High PIVO is associated with biases in categorization (outcome and RT), increased attribution of responsibility for violent exchanges to outgroup members, and attribution of hostile intentions in ambiguous social situations.

**G94**

THE FABLE OF FREE AGENCY: THE FORCES OF SOCIAL COMPARISON AND RANKING
Christopher J. Shu1, Michael J. Shain1, Yun Suk Paik2
1The University of Michigan

We found that social comparison brought about vis-à-vis the ranking of a free agent’s home institution and that of the would-be home institution engenders competition between the institutions so that the free agent is not necessarily the real broker but rather a pawn of these larger organizations, within professional sports.

**G95**

WEALTH AND SOCIAL PERCEPTIONS
Kimberly B. Simmons1, Harry Wallace1
1Trinity University

We want to determine if the independence that forms when people are made to think about money is a result of feeling more self-sufficient or if the effect of money makes people view others whom are not familiar more negatively.

**G96**

IDEAL AFFECT SHAPES EVALUATION OF EMOTIONALLY FRAMED HEALTH CARE OPTIONS
Tamara Sims1, Janenne L. Tsai1, Birgit Koopmann-Holm1, Ewart A.C. Thomas1, Mary K. Goldstein2
1Stanford University; 2VA Palo Alto Health Care System

Is how people actually feel (“actual affect”) or how they ideally want to feel (“ideal affect”) more relevant to evaluating health information? Across three studies participants’ ideal affect predicted preferences for emotionally-framed healthcare options, while actual affect did not. Considering ideal affect may enhance patient receptiveness to health information.

**G97**

JUROR BIAS TOWARDS VETERANS WITH PTSD
Brandt A. Smith1
1University of Texas at El Paso

We examined the effects of veteran status, PTSD, crime severity, and SDO on mock jurors’ verdicts. The new veterans’ courts attempt to treat veterans accused of crimes and treat the causes. We found that jurors preferred to divert veterans with PTSD into treatment programs instead of finding them guilty.

**G98**

THE RECIPROCAL TOLERANCE HYPOTHESIS
Nathanael G. Sumaktoyo1, Victor Ottati1
1Loyola University Chicago

This study examined the effect of priming the reciprocity norm on tolerance judgments. Individuals high in authoritarianism-related constructs were predicted to be less likely to act reciprocally. Consistent with this assumption, this study found that the reciprocity prime increased tolerance, but only among participants who were arguably low in authoritarianism.

**G99**

BELIEFS ABOUT MOOD-ENHANCING BENEFITS OF SUN EXPOSURE PREDICT BEHAVIOR AMONG ADULTS AGED 18 TO 88
Jennifer M. Taber1, Lisa G. Aspinwall1
1University of Utah

We examined attitudes underlying sun exposure among 337 adults. Factor analysis yielded six factors of appearance, health, and mood costs and benefits. Although appearance benefits was the strongest predictor of sun exposure, perceived mood benefits also independently predicted sun exposure. Future interventions might target beliefs that sun exposure improves mood.

**G100**

“IT’S A BIRD! IT’S A PLANE! IT’S A ROLE MODEL!”: MALE AND FEMALE SUPERHEROES AS GENDER ROLE MODELS
Paige A. Threlkeld1, Lea Folsom1, Stuart S. Miller1, Donald A. Saucier1
1Kansas State University

We examined how superheroes represent gender roles. Male superheroes represented masculinity, while female superheroes represented androgyny. Both male and female superheroes were perceived as objectively high in agency. Superheroes may serve as gender role models, particular in female superheroes’ modeling of masculinity and agency for girls and women.

**G101**

ANIMATED DISPLAYS OF RESOURCE USE DESIGNED TO INSTILL EMPATHY PROMOTE CHANGE IN PERCEIVED SCOPE OF RESPONSIBILITY AND CAUSALITY
Evan Tincknell1, Christopher Canning2, Cynthia McPhearson. Frantz2, John Petersen3
1Oberlin College

We hypothesized that exposure to a web-based model of a city animated with real-time data on water and electricity flows could expand the breadth of connections made between resource-use decisions and
their implications. Results suggest the scope of these perceptions is malleable in response to the visual delivery of information.

G102
Moved to F331

G103
LANGUAGE CHAMELEON: LANGUAGE STYLE MATCHING AS VERBAL MIMICRY
Yu-Wen Tou1
1National Taiwan University
Present study adopted Language Style Matching (LSM) as index for verbal mimicry, and discussed the role it played during the persuasion process. Results revealed that LSM could predict participants’ purchase intention, and this relation was mediated by participants’ degree of liking toward the blogger.

G104
IMPROVING ORAL HEALTH BEHAVIOR WITH MESSAGE FRAMING
John A. Updegraff1, David K. Sherman2
1Kent State University; 2University of California Santa Barbara
Tailoring the gain vs. loss frame of a health message to people’s perceptions of health risk increases its effectiveness. This conclusion comes from a large, ethnically diverse, longitudinal field study of Americans who viewed framed oral health videos over the internet, with oral health behavior assessed across 6 months.

G105
AMBITIOUS VERSUS TASK AGENCY FOR WOMEN LEADERS
Ella F. Washington1, Robert W. Livingston1
1Northwestern University
Previous research has explored the agency penalty for women by dichotomously labeling leaders as communal or agentic. The current research questions whether different levels of agentic behaviors also exist for leaders. We find that agentic women shy away from leadership roles when they are deemed too ambitious versus task oriented.

G106
POLARIZING MESSAGES CHANGE NOTHING: A REALISTIC LOOK AT MESSAGING EFFECTS ON ENVIRONMENTAL ATTITUDES
John F. Weaver1, Lindsey C. Harkabus1
1Colorado State University; 2Cooperative Institute for Research in the Atmosphere (CIRA) Colorado State University
This study examined how messages framed in ways that emphasize different consequences of global warming (e.g., provide messages about environmental threats using fear appeals versus mild informational) could differentially effect individual’s attitudes toward the environment, global warming, and climate knowledge.

G107
SOCIAL, PERSONAL, AND HUMANITARIAN MOTIVES AND THE RETENTION OF HOMELESS SERVICE PROVIDERS
Carolyn Weisz2, Renee Houston1
2University of Puget Sound
This study extended research on motives for volunteering to work in human services. Social motives for working predicted higher job satisfaction and lower intent to quit, while humanitarian and financial motives predicted higher intent to quit. The findings have implications for job burnout and turnover in the social service organizations.

G108
EFFECTS OF INSTRUCTOR ATTRACTIVENESS ON CLASSROOM LEARNING
R. Shane Westfall1, Murray Millar2
1University of Nevada, Las Vegas
While there have been multiple studies examining the effects of physical attractiveness on human interaction, this study aims to provide an empirical look at the impact of teacher attractiveness on learning. As predicted, there was a statistically significant difference in scores when participants believed their instructor to be physically attractive.
HEROISM, LEADERSHIP, AND HEROIC LEADERSHIP: CONCEPTUAL DISTINCTIONS AND INTEGRATION
Scott T. Allison1, Athena Hensel1
1University of Richmond
We propose a model for distinguishing between heroism and leadership and report three studies that support key features of the model. Our results suggest that heroes and leaders differ on the dimensions of morality, temporality, prevalence, fluidity, dimensionality, directness, abstractness, need fulfillment, inspiration, and consensus.

REACTIONS TO A LOSS OF ECONOMIC MOBILITY: NEGATIVE AFFECT GIVES WAY TO INCREASED MERITOCRACY AND NATIONAL IDENTITY
Hannah Archer1, Lucas Slater1, Chris Goode1, Ludwin E. Molina1
1The University of Kansas
Recent research shows that low personal control can be compensated for by increased endorsement of merit based prescriptions for economic success. We further that work by showing that threats to individual economic mobility result in negative reactions, greater endorsement of meritocratic values, and an increased identification with the nation.

EFFECTS OF PRIMING GENDER IN INTERRACIAL INTERACTIONS
Laura G. Babbitt1, Michael Hall1, Samuel R. Sommers1
1Tufts University
Can activating the positive stereotypes associated with women in social interactions help allay concerns normally felt by Whites in interracial interactions? While female participants who had their gender identity made salient or identified more strongly with being female had more positive expectations and affect ahead of an anticipated interracial interaction.

GOSSIP FOR BETTER OR FOR WORSE: HOW BOTH PROSELF AND PROSOCIAL MOTIVES CAN DRIVE GOSSIP BEHAVIOR
Bianca Beersma1, Gerben van Kleef1
1University of Amsterdam
We challenge the view of gossip as immoral behavior by presenting four studies that show that whereas gossip sometimes serves egoistic, proselof goals, it can also serve prosocial goals by controlling self-serving behavior that harms the group. Although mostly viewed negatively, gossip may thus be essential for groups’ survival.

RESPECT FROM YOUR ETHNIC GROUP: HOW ETHNIC MINORITIES’ PERCEPTIONS OF INTRAGROUP STATUS AND ACCEPTANCE SHAPE THEIR WELL-BEING
Christopher Begeny1
1University of California, Los Angeles
To better understand ethnic minorities’ psychological well-being, the current study examines ethnic intragroup respect, defined as feelings that one is valued and accepted by members of his or her ethnic group. Using survey data from Black, Latino and Asian respondents, we find that intragroup respect predicts self-esteem and psychological stress.

CAN ‘EATING WITH THE ENEMY’ CREATE HIGHER-VALUE DEALS? A TEST OF TWO COMPETING PERSPECTIVES ON FOOD SHARING
Peter V. Belmi2, Margaret Neale1
1Stanford Graduate School of Business
Sharing food is assumed to have positive consequences in conflict and negotiation settings. Does sharing food during negotiation lead to higher-value deals? We propose that sharing food is beneficial to value creation in cooperative negotiations, but detrimental to value creation in competitive negotiations. Two experiments found support for this hypothesis.
**G126**

**DO PEOPLE WANT A MORE LIBERAL (OR MORE CONSERVATIVE) PRESIDENT? WHEN PRO-NORMATIVE DEVIANTS GET MORE SUPPORT THAN NORMATIVE MEMBERS**

Jin Wook Chang1, Nazli Turan1, Rosalind Chow1

1Carnegie Mellon University

Group members’ evaluations of in-group deviance can vary according to its type and context. In a study about the 2012 Presidential election, we demonstrated that participants supported pro-normative deviants when they wanted to emphasize the group’s distinctiveness.

**G127**

**GROUPS OUTPERFORM INDIVIDUALS IN TACIT COORDINATION BY USING CONSENSUAL AND DISJUNCTIVE SALIENCE**

Christopher R. Chartier1, Susanne Abele1

1University of Maryland

We investigated the tacit coordination success of interacting groups compared to interacting individuals. Across two studies we found that interacting groups are more successful in tacit coordination than interacting individuals. This advantage derives from two novel forms of coordination salience which are unique to groups: consensual salience and disjunctive salience.

**G128**

**IN-GROUP DEVIANCE: FRIEND OF POWER, FOE OF STATUS**

Peggy Chekroun1, Rui Moreira1, Markus Brauer2, Amelle Nugier2

1University Paris Ouest, Laboratoire Parisien de Psychologie Sociale; 2Clermont Université & CNRS

Two experiments explored the differential effects that group power (control over outcomes) and group social status (prestige) have on reactions to in-group deviance. Members of low power groups and high status groups are less tolerant to deviance than members of high power groups (who also laughed about deviance most often).

**G129**

**CORRELATES OF INGROUP IDENTIFICATION STRENGTH**

Lauren E. Coursey1, Jared B. Kenworthy1

1University of Texas at Arlington

Meta-analytic results indicated a positive relationship between ingroup identification strength and individual self-esteem, ingroup attitudes, and ingroup homogeneity. As identification increases, so does self-esteem, ingroup attitudes, and perceived ingroup homogeneity. Degree of intergroup conflict, as judged by independent coders, negatively moderates the above relationships.

**G130**

**MAVERICK LEADERSHIP: IMPLICIT THEORIES AND LAY-CONCEPTIONS OF CATEGORICAL STRUCTURE**

Jennifer Darsey1, Scott T. Allison1

1University of Richmond

Maverick leadership refers to an unconventional style of leadership that promotes organizational change. We report three studies that illuminate implicit theories of maverick leadership. Our data reveal what types of maverick leaders are effective and what role these leaders play in producing innovative change in groups.

**G131**

**MORE BALLS THAN MOST: OUTPERFORMING OTHERS IN A COMPETITIVE GAME OF CYBERBALL OR CLAIMBALL**

Wendy De Waal-Andrews1, Ilja Van Beest1

1Tilburg University

Participants won or lost a virtual ball-toss competition by receiving balls from other players (competitive cyberball) or by claiming them from others (competitive claimball). Relative to loss, victory in claimball made people feel more competent but not warmer, but victory in cyberball made people feel both more competent and warmer.

**G132**

**GOAL SYSTEMS AND MULTIPLE MEANS TO A SINGLE GOAL: EXPLORING IMPLICATIONS FOR GROUP IDENTIFICATION**

Michelle Dugas1, Arie W. Kruglanski1

1University of Maryland

We propose a goal systemic approach to group identification where identification is a function of a group’s instrumentality to a goal. This study found mixed support for the hypotheses that the instrumentality of and, in turn, identification with a group is strongest when no alternative means are available.

**G133**

**EXTREME LANGUAGE, EXTREME HATRED: THE AFFECTIVE MECHANISM OF DEHUMANIZATION**

Fade R. Eadeh1, Alan J. Lambert1, Stephanie A. Peak1

1Washington University in St. Louis

The impact of abstraction in language on racial attitudes or Linguistic Intergroup Bias was investigated. Results indicate that high levels of abstraction resulted in a replication of the LIB in target descriptions, along with increased negative explicit attitudes towards African Americans and increased believability in story content.

**G134**

**MEDIA EFFECTS ON IMPLICIT AND EXPLICIT ATTITUDES: AN INVESTIGATION OF THE LINGUISTIC INTERGROUP BIAS**

Itziar Fernandez1, Juan-Jose Igartua2, Dolores Muñoz3

1Universidad Nacional de Educación a Distancia; 2Universidad de Salamanca; 3Universidad Autónoma de Madrid

The purpose was to analyse how the media can influence individuals’ specific language use in news on immigration (N=523). Analysis revealed that abstract and negative affective language were frequent among participants assigned to the news frame on crime. Complex language was commonly used when news frame referring to economic contribution.

**G136**

**GETTING SATISFACTION FROM “GETTING EVEN”**

Friederike Funk1, Victoria McGeer1, John M. Darley1, Mario Gollwitzer2

1Princeton University; 2Philips-University Marburg

Findings from two experiments show that punishment can be satisfactory for the victim when it includes a message from the wrongdoer. We manipulated whether the wrongdoer understands why he is being punished, whether punishment is costly versus free, and whether the wrongdoer shows a change in attitude.

**G137**

Poster withdrawn.
**G138**

**PROMOTION AND PREVENTION MINDSETS IN GROUPS AND THEIR INFLUENCE ON RELATIONAL DYNAMICS**

Monica Gamez-Djojic1, Daniel C. Molden2

1Northwestern University

A study found that groups formed to maintain security displayed greater concerns with consensus in a decision-making task, leading members to share less private information. However, groups formed to attain advancement displayed greater willingness to upset consensus and risk conflict by sharing more private information to make a better decision.

**G139**

**SOCIAL INFLUENCES ON TASK MOTIVATION**

Robert I. Garcia1

1University of California, Irvine

Examined motivation via persistence on impossible tasks as a function of individual differences and normative social influence created by confederate peers. Results suggest a conformity effect in situations with norms of late goal disengagement. Individual difference variables had little predictive value, suggesting the primacy of social variables in determining motivation.

**G140**

**THE IMPACT OF COLLECTIVE ANGST ON THE EXCLUSION OF DEVIANtry GROUP MEMBERS**

Benjamin Gigueres1, Michael J. A. Wohl2, Donald M. Taylor2

1University of Guelph; 2Carleton University; 3McGill University

In two studies it was observed that a threat to the vitality of a group hampered the willingness of group members to exclude a deviant member. The influence of vitality threat was mediated by the experience of collective angst.

**G141**

**MULTIPLE IDENTITIES AS A RESOURCE FOR UNDERSTANDING AND IMPACTING BEHAVIORS IN THE DIGITAL WORLD: UNDERSTANDING THE ROLE OF VIRTUAL MULTIPLE IDENTITIES ON RESILIENCE**

Ilka H. Gleibs1, Neil Wilson2

1London School of Economics; 2University of Surrey; 3University of Exeter

We examine whether identities that are established virtually (i.e. through Second Life, online gaming, chat forums etc) can have the same resilience function as identities constructed offline. The question which then arises is how much of the resilience afforded by multiple identities can be drawn from identities established online?

**G142**

**A COMPENSATORY CONTROL FUNCTION OF MERITOCRACY**

Chris Goode1, Ludwin E. Molina1, Lucas A. Keefer1

1The University of Kansas

The present studies demonstrate that meritocratic values can fill a compensatory control role and allow confidence regarding economic futures, especially when personal control is lowered. Over 3 studies we show that belief in a meritocratic ideology is strongly tied to individual perceptions of control and perceived economic outcomes.

**G143**

**EXPOSURE TO THE CHRISTIAN CROSS AND RELIGIOUS PREJUDICE: THE EFFECTS OF RELIGIOUS ORIENTATION AND PRIMING METHOD**

Joanna Goplen1, E. Ashby Plant1

1Florida State University

Religious orientation and method of exposing the Christian cross affected the religious tolerance of Christians. Intrinsic religiosity correlated with religious intolerance but not when Christians were subliminally exposed to the cross. At high levels of extrinsic religiosity, however, Christians reported more prejudice toward Muslims after supraliminal exposure to the cross.

**G144**

**HIERARCHY MAINTENANCE & IN-GROUP REJECTION: WHEN APPEASING THE OUT-GROUP MEANS REJECTING FELLOW IN-GROUP MEMBERS**

Lucia E. Guiliory1, Brian S. Lowery2

1Stanford University

Across 3 studies we find that dominant groups that are concerned about maintaining their position may reject their most loyal and committed members in an effort to avoid conflicts with subordinate groups.

**G145**

**A CHANGE OF HEART: THE EFFECT OF REINCLUSION ON RESPONSES TO OSTRACISM**

Andrew Hales1, Kipling D. Williams1

1Purdue University

Two studies experimentally tested the effects of being reincluded by a group following a period of ostracism. Results indicate that even minor amounts of inclusion are sufficient to improve responses to ostracism. Findings are consistent with recent research showing that seemingly trivial amounts of acknowledgement increase people’s sense of belonging.

**G146**

**PREDICTING ASSOCIATION AND DISSOCIATION AMONG RACIAL MINORITY INGROUPS**

Elliott D. Hammer1, Rarelle M. Triplett1

1Xavier University of Louisiana

We examined the effect of valence (positive vs. negative) and domain (performance vs. morality) on African Americans’ association or dissociation with ingroup members. Positive performance impacted responses more than either negative performance or negative morality. We discuss implications for social identity theory and the black sheep effect among minority groups.

**G147**

**WHO'S THE BOSS? A SELF-REGULATION APPROACH TO HIERARCHY**

Melvyn R. W. Hamstra1, N. Pontus Leander1

1University of Groningen

What may guide dominance-submissiveness tendencies in collaborations? First, hierarchy is perceived more clearly in groups consisting of both promotion-focused and prevention-focused individuals (relative to homogeneous groups). Second, whereas promotion-focused individuals prefer acting dominantly, prevention-focused individuals prefer acting submissively. Third, interacting with another who takes on individuals’ preferred role requires self-control.

**G148**

**PREDICTING REFLECTIVE RESPONSES TO REJECTION UTILIZING THE MULTIMOTIVE MODEL OF RELATIONAL CONSTRAINS**

Abigail L. Harris1, Nicholas Schwab1

1University of Northern Iowa

This study investigated theoretical relational construals as predictors of reaction to rejection. It was hypothesized that high value lab-based relationships would elicit pro-social behaviors following rejection and low value lab-based relationships would elicit anti-social behavior. Analysis indicates the opposite pattern occurred. Measures of individual differences will be discussed.

**G149**

**FEAR AND LOATHING UNDER UNCERTAINTY: A CAUSAL EXPLORATION OF SELF-ESTEEM, SELF-UNCERTAINTY, AND MORTALITY SALIENCE**

Zachary P. Hohman1

1Claremont Graduate University

We hypothesized that uncertainty would moderate the relationship between self-esteem and mortality salience on ingroup identification and defense. Self-esteem, mortality salience, and self-uncertainty were
HOW LEADERS' MOODS IMPACT GROUP PERFORMANCE ON TWO DIFFERENT TASKS
Nicole E. Iannone, Megan K. McCarty, Janice R. Kelly
Purdue University

Leaders of a group were induced into positive or negative moods and led their group in a creativity or decision-making task. Results showed that female groups followed the naive theories, negative moods were better for decision-making tasks and positive moods better for creativity tasks, suggesting females may understand emotions better.

THE ROLE OF INDEBTEDNESS, SOCIAL SKILL, AND LEADERSHIP ON EXTRA-ROLE BEHAVIOR AND ORGANIZATIONAL CITIZENSHIP-BEHAVIOR
Kanako Ishizaki, Toshikazu Yoshida
Graduate School of Education and Human Development, Nagoya University

This study examined the effects of indebtedness, social skill, and leadership on extra-role behavior and organizational citizenship behavior (OCB), along with the relationship between these behaviors. Multiple regression analysis indicated that extra-role behavior and OCB are positively correlated, but that different factors trigger these behaviors.

THE ROLE OF SOCIAL INFLUENCE IN PROBABILISTIC INFERENCE
Elizabeth Jacobs, Scott Tindale, Rebecca Starkel
Seton Hill University; Loyola University Chicago

Two studies utilizing a Judge-Advisor paradigm experimentally compared the effect of demonstrability of correctness of probabilistic judgments (base rates and conjunctive events) to the effect of conformity to the group on individual estimates. Results indicate that conformity (and not demonstrability) underlie superior group performance in the domain of probability estimation.

THE EFFECT OF COGNITIVE LOAD ON RESPONSES TO GROUP-DIRECTED CRITICISM
Carla H. Jeffries, Robbie M. Sutton
University of Southern Queensland; University of Kent

The current study investigated whether people expend cognitive effort in evaluating the motives of group critics and subsequently deciding to accept criticism. Although cognitive load did not impact on the attribution of motive, results offered support for the notion that the evaluation of a critic’s traits involves effortful processing.

SOCIAL CREATIVITY STRATEGIES WHEN FACING DISADVANTAGE: THE ROLE OF GROUP IDENTIFICATION, LEGITIMACY AND DEPENDENCY
Gloria Jimenez-Moya, Rosa Rodriguez-Bailon, Russell Spears
University of Granada; University of Groningen

We manipulated the internal legitimacy of the ingroup disadvantage and whether the ingroup’s outcomes depended or not on the outgroup. Results showed that high identifiers used social creativity strategies to cope with the group disadvantage, but only under the more threatening circumstances for the ingroup.

MULTIPLE GROUP SALIENCE PROMOTES PERSISTENCE ON COGNITIVE CHALLENGES
Janelle M. Jones, Rupert Brown, Haley Ibbott, Jolanda Jetten
Simon Fraser University; University of Sussex; University of Queensland

In two studies we manipulated the number (1,5) and the number and types of groups (social categories, non-social categories) participants thought about before completing cognitive challenges (solvable anagrams, unsolvable anagrams). Only thinking about multiple social categories led to resilient responses (i.e., longer persistence) when facing these cognitive challenges.

ORGANIZATIONAL STRUCTURE AND PERCEPTIONS OF FAIRNESS ON WOMEN’S RELATIONSHIPS IN THE WORKPLACE
Lindsay P. Juarez, Sophie Trawalter
University of Virginia

Women’s relationships in the workplace are typified as undermining and duplicitous. In two studies, we find organizational structure and perceptions of fairness drive women’s expectations of antagonistic interactions with other female as compared to male coworkers and affect willingness to view female employees’ behavior through a stereotypic lens.

THE ROLE OF COLLECTIVE GOAL CLARITY IN FOSTERING INDIVIDUAL GOAL/PROCESS CLARITY, GOAL COMMITMENT AND GOAL ORIENTED BEHAVIOUR: AN HOURLY DIARY STUDY OF ACADEMIC GOALS IN A UNIVERSITY RESIDENCE
Frank J. Kachenoff, Scott Neufeld, Donald M. Taylor
McGill University

Seventy university residence students completed an hourly diary study. Collective clarity surrounding academic goals in their residence predicted their commitment to these goals. This relationship was mediated by their individual goal and process clarity surrounding academics. Academic goal commitment and actual academic behaviours were correlated.

PAY IT FORWARD: SOCIAL EXCHANGE STRUCTURES AND PROSOCIAL BEHAVIOR
James K. Katz, Nir Halevy
Stanford

Past research has suggested that generalized exchange structures (e.g., Wikipedia), result in more prosocial feelings than direct exchange structures (e.g., Craigslist). Our research found that generalized exchange structures produced higher levels of behavioral trust as compared with direct exchange structures. Prosocial feelings partially mediated this effect.

ON LINGUISTIC DIVERSITY AND GROUP DECISION MAKING: MULTIPLE EFFECTS ON JURY DELIBERATIONS
Markus Kemmelmeier, Hy Lysette Chavez
University of Nevada, Reno

A 2 (monolingual vs. bilingual jury) x 2 (Anglo majority vs. Latino majority jury) mock jury experiment investigated whether the inclusion of Non-English speaking jurors would (a) enhance or undermine the quality of jury deliberation, and (b) increase or decrease intergroup bias. Results mainly show benefits for jury deliberation.

UNLOCKING THE HISPANIC VOTE IN ELECTION 2012: POLITICAL IDEOLOGY IS LESS ASSOCIATED WITH CANDIDATE PREFERENCE AMONG HISPANICS THAN NON-HISPANIC WHITES
Teri A. Kirby, Anthony G. Greenwald
University of Washington

The “Hispanic Vote” is an increasingly sought after fraction of the American vote. To what extent does political ideology influence candidate preference among Hispanics? In a 2012 presidential primary study, the relationship between conservatism and preferences for Republicans was significantly weaker among Hispanics than it was among Whites.
G161 WHEN IT’S BETTER TO BE ON BOTTOM: THE EFFECTS OF STATUS ON STRESS IN STABLE AND UNSTABLE HIERARCHIES

Erik L. Knight1, Pranjal H. Mehta2
1 University of Oregon

Stability of a status hierarchy moderates the subjective and physiological effects of social stress on high and low status individuals. While high status attenuates the stress response compared to low status in stable hierarchies, unstable hierarchies did not show such effects.

G162 EFFECT OF GROUP PROCESSES ON RATIONAL DECISION MAKING IN THE DEFENSE BUDGET DILEMMA

Tomohiro Kumagai1
1 Otuma Women’s University

By using the defense budget dilemma, I investigated whether being in the position of a group leaders increased concern for group members’ expectations and helped leaders make rational decisions. The results showed that participants in the group leader condition obtained greater rewards than those in the individual condition did.

G163 PUNISHING THE BLACK SHEEP: SUBSTITUTABILITY OF DISTANCING STRATEGIES IS MODERATED BY GROUP LEVEL THREAT AND GROUP IDENTIFICATION

Elicia C. Lair1, Linda M. Isbell1
1 University of Massachusetts, Amherst

The black sheep effect is theorized to be either a group-protective or self-protective strategy for dealing with a deviant ingroup member. Recent research suggests that these strategies are substitutable. This study examined whether substitutability translated to downstream, punitive judgments. Group identification level and group threat level moderated the substitutability effect.

G164 WHEN COMPETING MAKES YOU PRO-SOCIAL: ASSOCIATING COMPETITION WITH COOPERATION

Florian Landkammer1, Kai Sassenberg1
1 Knowledge Media Research Center

In three experiments, we demonstrated that pure competition, but not competition that simultaneously contains cooperative demands (termed co-competition in management literature) leads to less information sharing in a subsequent unrelated task. Results suggest that this difference occurs because mental representations of co-competition involve enhanced association between competition and cooperation.

G165 OPTIMAL DISTINCTIVENESS SIGNALS MEMBERSHIP TRUST

Geoffrey J. Leonardelli1, Denise Lewin Loyd2
1 University of Toronto; 2 Massachusetts Institute of Technology

We argue that evolutionary forces (genetic, structural, or both) have shaped human motivation to seek optimally distinctive (i.e., numerical minority) groups for reasons of membership trust and sustained cooperation. Two studies investigated whether members of such groups are perceived as more trustworthy. Stop by the poster to see results!

G166 SOCIAL PAIN TRIGGERS THE OSTRACISM OF BURDENSOME INDIVIDUALS

Angie S. LeRoy1, James H. Wirth1, Michael J. Bernstein2
1 University of North Florida; 2 Penn State University - Abington

Does social pain indicate when we should ostracize (exclude and ignore) a burdensome group member? Participants recalled a time they worked with either a burdensome group member or an equally contributing group. Results indicate that humans feel pain when dealing with burdensome individuals, and may ostracize them as a consequence.

G167 OVERCOMING THE PERFORMANCE LIABILITIES OF CONFLICT IN WORK TEAMS: THE BUFFERING EFFECT OF GROUP FAULTLINES

Lindie H. Liang1, Wendi L. Adair1, Ivona Hideg2, Kirsty X. Chen1, Frank X. Mu1, Raina Armstrong2
1 University of Waterloo; 2 Wilfrid Laurier University

We examined the moderating effect of group demographic composition on the association between group conflict and performance. 360 participants forming 45 culturally homogeneous and 45 culture faultline four-person groups engaged in a decision-making task, where conflict was experimentally manipulated. Results suggest group composition moderates the negative effect of conflict on performance.

G168 DEVELOPING A FURTHER UNDERSTANDING ABOUT THE LINK BETWEEN COHESION, MOTIVATION AND PERFORMANCE IN SPORT

Robin Lines1, Peary Brug1
1 St. Mary’s University College

The link between cohesion, motivation and performance among athletes in the US and UK was investigated. Results showed task cohesion was a stronger predictor of performance among US athletes, however, UK athletes showed higher levels of collect efficacy. Results are discussed in the context of structural differences within collegiate sports.

G169 TESTOSTERONE, INTERCULTURAL COMMUNICATION APPREHENSION, AND PRESTIGE

Wayva Lyons1, Robert T. Hitlan1, Jon Pedersen1, Mary C. DeSoto2
1 University of Northern Iowa

Circulating testosterone, intercultural communication apprehension, and prestige were measured in undergraduates via salivary assay and self-report. Research suggests that testosterone promotes the seeking of social status, and prestige is status based on expertise. Testosterone and intercultural communication apprehension were unrelated; however, lower intercultural communication apprehension was related to higher prestige.

G170 SOCIAL CLASS, PROSOCIAL BEHAVIOR, AND THE HIERARCHY-ATTENUATING EFFECTS OF AWE

Birute Maknyte1, Paul K. Piff1, Dacher Keltner2
1 University of California, Berkeley

Two studies tested whether feelings of awe—which exert a diminishing effect on the self—would influence the association between social class and prosocial behavior. Whereas upper-class individuals were less prosocial in control conditions, feelings of awe caused upper-class individuals to be as prosocial as their lower-class peers.

G171 THE INTERACTION OF PROTOTYPICALITY AND ENITATIVITY IN PREDICTING COLLECTIVE NARCISSISM

Monique H. Mateiski1, Heather T. Stopp1, John H. Haller1, Michael A. Hogg1
1 Claremont Graduate University

Collective narcissism is associated with increased intergroup violence and other negative intergroup relations. Results from our research indicate that an individuals’ status within their group and their perceptions of the nature of the group interact to affect negative group attachment.

G172 IDENTITY FUSION AMONG VIETNAM VETERANS: FUSION MODERATES THE EFFECT OF SHARED EXPERIENCE ON SOCIAL ATTITUDES

Miriam Matthews1
1 University of Oxford

Identity fusion is a relatively new construct that emphasizes relational ties to a group’s members and group-tethered personal agency. Using a sample of Vietnam combat veterans, this study found that fusion...
 Participants imagined scenarios where they were either in or out of the loop on positive or negative information. Valence moderated reactions to being out of the loop. Being out of the loop on negative information was associated with more beneficial outcomes than being out of the loop on positive information.

G174
HARSH CHILDHOOD ENVIRONMENTAL CHARACTERISTICS PREDICT EXPLOITATION AND RETALIATION IN HUMANS
Michael E. McCullough1, Eric J. Pedersen1, Jaclyn M. Schroder1, Benjamin A. Tabak1, Charles S. Carver1

Across and within societies, people vary in their propensities toward exploitative and retaliatory deflection. Here we show that childhood exposure to family neglect, conflict, and violence, and to neighborhood crime, were positively associated with exploitation of an interaction partner and retaliatory deflection after that partner began to defect.

G175
MORTALITY SALIENCE AND THE UNIVERSITY WORLDVIEW: EXPLORING THE TERROR MANAGEMENT BENEFITS OF AN INTRINSIC ORIENTATION
Jean M. McMahon1,2, Kathryn C. Oleson2

Within a terror management framework, we test whether intrinsic vs. extrinsic orientations toward a college can buffer anxiety upon exposure to mortality salience. A high intrinsic orientation was associated with increased worldview defense, contrary to previous findings with intrinsic religiousness. An intrinsic orientation may not offer analogous benefits across worldviews.

G176
THE ROLE OF EXTERNAL FACTORS ON TEAM DYNAMICS AND INDIVIDUAL SELF-PERCEPTION AMONG COLLEGIATE ATHLETES
Nicholas McNamara1, Robin Lines1, Peary Brug2

1University of Miami; 2Reed College

The impact of external factors on team dynamics and athletes’ self-perception in the UK and US was examined. The results showed that while US athletic programs had greater resources and a better infrastructure, which can benefit team performance, this did not relate to significantly better team dynamics or athletic self-perception.

G177
POWER CAUSES SOCIALLY DESTRUCTIVE BEHAVIORS BECAUSE IT UNLEASHES NARCISSMISM
Nicole L. Mead1, Kathleen D. Vohs2, Roy F. Baumeister2

1Erasmus University; 2University of Minnesota; 2Florida State University

We tested whether narcissism accounts for the much-quoted corrupting effects of power. Power increased scores on the Narcissistic Personality Inventory (NPI), which mediated the effect of power on corrupting effects of power. Power increased scores on the Narcissistic Personality Inventory, which mediated the effect of power on socially destructive behaviors.

G178
MEMELAB: PREDICTING ONLINE SHARING BEHAVIOR
Ian D. Miller1

1University of Toronto

What drives online viral phenomena? The investigators built a live meme-generator website for tracking online social transmission. Participants created memes to share with their social networks, and online sharing behavior was longitudinally monitored. Individual differences in expertise and specific meme features were predictive of social transmission behaviors.

G179
IMPLICIT AND EXPPLICIT IN-GROUP BIAS PREDICTED BY SEXUAL ORIENTATION, SOCIO-POLITICAL BELIEFS AND GENDER
Lauren S. Miller1, Richard H. Gramzow1

1Syracuse University

This study examined how group status and socio-political beliefs impact in-group bias. We examined whether the impact of these beliefs on in-group bias differed by sexual orientation, gender, and attitude type (explicit/implicit). Both homosexuals and heterosexuals exhibited explicit and implicit in-group bias, and socio-political beliefs moderated these patterns.

G180
PROCESS TO RELATIONSHIP CONFLICT TRANSFORMATION IN GROUPS: PERSONALITY AND CONTEXTUAL PREDICTORS
Anubhuti Mishra1, Ruchi Sinha2

1Indian School of Business

This study examines factors that accelerate as well as slow down the transformation of process conflict into relationship conflict within teams. Moderating effects of team member personality dispositions (e.g. core self evaluation & conscientiousness) and contextual factors (e.g. group emotional display norms) on conflict transformation have been tested.

G181
THE DARK SIDE OF GROUP MORALITY: CHEATING FOR THE GOOD OF THE GROUP
Lily A. Morse1, Taya R. Cohen1, William B. Swann2

1Carnegie Mellon University; 2The University of Texas at Austin

This study examined how behavior differs when people make moral decisions as part of a group versus individually. Findings suggest that concern for the welfare of one’s group can motivate individuals to behave unethically, and that identity fusion may be one mechanism through which group morality is activated.

G182
THE RELATIONSHIP BETWEEN VOLUNTARY RESTRAINT AND FUKINSHIN AS A SCAPEGOATING PHENOMENON
Koshi Murakami1, Ako Agata2, Zentaro Uemura3, Naoki Kugihara1

1Osaka University; 2Kobe Yamate University; 3Fukuoka University of Education

Since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin” since the earthquake, ordinary behaviors were treated as “fukinshin”. The results indicate a 3-week delay between the peak numbers of both articles per week.

G183
PSYCHOLOGICAL DISTANCE AND IMPRESSIONS OF JAPANESE AND AMERICANS HAVING PRO- OR ANTI-WAR OPINIONS
Mami Muto1, Naoki Kugihara1

1Osaka University

The effects of a person’s psychological distance to in-group (Japanese) and out-group (American) members on evaluation of these groups was investigated. Participants maintained a psychological distance from in-group members having pro-war opinions and evaluated them negatively and decreased psychological distance to out-group members having anti-war opinions and evaluated them positively.
G184  WHEN PEOPLE WITH SUPERIOR KNOWLEDGE ARE LESS ATTRACTIVE COLLABORATORS: THE ROLE OF META-KNOWLEDGE ABOUT WHAT OTHERS KNOW AND SOCIAL COMPARISONS  
Josephine Neugebauer1, Devin G. Ray1, Kai Sassenberg2  
1Knowledge Media Research Center, Tuebingen; 2Knowledge Media Research Center, Tuebingen  
Supporting meta-knowledge about what other people know facilitates information exchange in classrooms and organizations but can also introduce problematic social comparisons. We show that such meta-knowledge can also lead to counterproductive responses to upward social comparisons, specifically disengaging with a helpful explanation after becoming aware of the explainer’s strong qualifications.

G185  TWO STRIKES: RACE AND DISCIPLINARY ACTION IN K-12 SCHOOLING  
Jason Okonofua1, Jennifer L. Eberhardt1  
1Stanford University  
Across several studies we find that practicing teachers will discipline a Black student more severely than a White student after just two incidents of misbehavior by way of irritation. Furthermore, they become more likely to label a Black student as a troublemaker and to endorse placing police officers in school.

G186  THE BENEFITS OF SKILLS AND LOYAL LIEUTENANTS: BEHAVIORAL CUES OF DEERENCE BY ONE FOLLOWER MAKE LEADERS SEEM MORE POWERFUL  
Jennifer R. Overbeck1, Albert Han2, Dustin Stanton2  
1University of Utah; 2University of Southern California  
Having one follower who shows heightened deference through subtle behavioral cues should reinforce the leader’s power more among other group members. In two studies, we demonstrate that one member’s showing postural complementarity or physical mimicry toward a leader causes other group members to see that person as higher.

G187  SOCIAL BONDS AND ACTIVITIES OF ADOLESCENT WITH MISMATCHED FRIENDS: DOES HETEROGENEITY BREED DEVIANCY?  
Daniel Pelletier1, Alexandre Beaulieu1  
1University of Quebec  
The aim of this research was to study social bonds and activities of adolescents included in homogenous or heterogeneous groups of friends. A sample of 1436 participants voluntarily filled out social adaptation questionnaires. Results indicated that heterogeneous peer groups are more likely to be involved in deviant or delinquent activities.

G188  THE HARD-KNOCK LIFE: CLAIMING HARDSHIPS TO PROTECT PRIVILEGE  
L Taylor Phillips1, Brian S. Lowery2  
1Stanford University  
To succeed, American meritocracy norms dictate hard work or even hardship to be involved. But what if success is chalked up to privilege, for instance due to one’s race? We show that Whites who read about racial privilege (compared to control) spontaneously claim more life hardships, and these claims are self-enhancing.

G189  ARE ALL VOICES CREATED EQUAL?: DIFFERING EFFECTS OF DIRECT AND INDIRECT FORMS OF PROCEDURAL JUSTICE  
Dennis L. Poepsel1, Courtney Hollis2, Rachel Ricca2, Caitlin Baker2, David A. Schroeder1  
1University of Arkansas  
The current research examined the effects of varying amounts voice during group decision-making on perceptions and future outcomes (e.g., control, trust, certainty). Results suggest that more direct forms (personal voice) lead to better outcomes compared to those that do not allow a voice or allow a voice indirectly (group voice).

G190  THE SURPRISING FLEXIBILITY OF SANCTITY: HOW POLITICAL IDEOLOGY MODERATES THE INFLUENCE OF GROUP-LEVEL THINKING ON TABOO TRADEOFFS  
Jennifer L. Ray1  
1New York University  
Testing Durkheim’s classical theory, we examined the influence of group-level thinking on people’s (un)willingness to engage in tradeoffs between the sacred and profane. Contrary to Durkheim’s hypothesis, it appears that political ideology moderates taboo tradeoffs: among Conservatives, priming either an individual or collective self-construct amplifies their concern for the sacred.

G191  EXAMINING THE BENEFITS OF COLLECTIVE NOSTALGIA ON THE GROUP  
Sara Robertson1, Martin Bruder2, Tim Wildschut1, Constantine Sedikides1  
1University of Southampton; 2University of Konstanz  
In three studies, we examined the benefits of collective nostalgia on the in-group. Collective nostalgia (but not personal nostalgia) produced favourable in-group evaluations and facilitated in-group benefiting intentions through increased identification. Collective nostalgia confers unique benefits on the in-group, above and beyond those of personal nostalgia.

G192  POWER AND DYADIC COLLABORATION: HOW POWER INFLUENCES THE EXPERIENCE AND THE OUTCOME OF DYADIC WORK EFFORTS  
Tammy Rubel - Lifshitz1, Lilach Sagiv1  
1The Hebrew University of Jerusalem  
We examine effects of power on dyadic collaboration. Findings indicate that recalled experiences of high, low and equal power differ in both content and affect. Power differences also influenced the subjective contribution of dyad members. Finally, dyads without power differences were more effective and creative, especially in the highly interactive tasks.

G193  TRANSFERRING ABILITIES FROM COLLEGE TO BUSINESS: THE EFFECT OF PRACTICAL INTELLIGENCE ON RELATIONSHIP-MANAGEMENT  
Raul J. Ruiz1, Harish Sujan2, Mita Sujan2, Manish Kacker3  
1ITESM, Campus Monterrey; 2Tulane University; 3McMaster University  
In an experiment with student dyads, we found that practical intelligence to manage relationships in college transfers to sales situations, thus allowing students to be successful in different domains. Self-reliance, a form of motivation can substitute for practical intelligence in this task. However, more effort is needed to succeed in disparate domains.

G194  THE IMPACT OF GOALS AND REGULATORY FOCUS ON THE CONFIRMATION BIAS IN GROUP DECISION MAKING  
Kai Sassenberg1, Florian Landkammer1, Johann Jacoby1  
1Knowledge Media Research Center  
Four experiments studied the impact of individual versus group level goals and self-regulation strategies in group decision making using the hidden profile paradigm. We predicted and found that a prevention focus (i.e., security based self-regulation) together with an individual goal is particularly detrimental for group decision making performance.

G195  GROUP SIZE AND DIRECTNESS OF ONE’S VOICE AFFECTS GROUP MEMBER SATISFACTION  
David A. Schroeder1, Dennis L. Poepsel1, Savannah Clay1  
1University of Arkansas  
This study assessed satisfaction of group members when varying the level of personal contribution allowed during a decision-making task.
in either small or large groups. More participation in small groups led to more satisfaction across various domains and group size effects were mitigated when allowed to discuss choices.

**G196**

**WHITE CROW EFFECT: THE DEVIANT INFLUENCE ON PEOPLE WITH INITIAL INGROUP DEROGATION**

Wen Shan1, Song Wu2, Shenghua Jin2, Chi- Yue Chiu1,2

1Nanyang Technological University; 2Beijing Normal University

The research aims to examine group deviant influence among disadvantaged group with ingroup derogation and outgroup favouritism. Contrary to “black sheep effect,” disadvantaged group members’ with salient identity were more sensitive to positive-ingroup or negative-outgroup deviant information; those without salient identity were more sensitive to negative-ingroup or positive-outgroup deviant information.

**G197**

**HOW DO WE GIVE FEEDBACK TO MINORITY STUDENTS? EXPLICIT RACE ATTITUDE PREDICTS AMOUNT OF HELP WHILE IMPLICIT RACE ATTITUDE PREDICTS THE TONE**

Yiqin Alicia Shen1, Benjamin J. Druy2, Anthony G. Greenwald1

1University of Washington

Subjects completed a race attitude IAT and gave feedback on an essay (order counterbalanced) written by either a self-identified African American or a race non-specified writer. Explicit race attitudes predicted the overall amount of help to the African American writer while implicit race attitudes predicted its feedback tone.

**G198**

**SELF-REGULATORY RESOURCES AND TASK CONFLICT**

Takuto Shishido1, Koji Murata2

1Musashino University; 2Hitotsubashi University

The goal is to investigate the effect self-regulatory resources have on task conflict. Results indicated dyads composed of a resource-depleted participant and a non-depleted participant experienced less task conflict than dyads composed of two non-depleted participants and resource-depleted participants more often used the forcing and avoiding style to manage conflict.

**G199**

**DISPLACED REVENGE: CAN REVENGE BE SATISFACTORY IF IT AIMS AT A DIFFERENT TARGET?**

Arne Sjöström1, Mario Gollwitzer1

1Philips-University Marburg

This research examines whether revenge directed against a third, uninvolved person and not the original harm-doer can be satisfactory for the avenger. People experience more satisfaction when the offender gained greater inclusivity was high compared to low. Furthermore, we investigated the motivational roots underlying such acts of “displaced revenge”.

**G200**

**“DITTO HEADS”? DO CONSERVATIVES PERCEIVE GREATER CONSENSUS WITHIN THEIR RANKS THAN LIBERALS?**

Chadly Stern1, John T. Jost1, Tessa V. West2, Nicholas O. Rule2

1New York University; 2University of Toronto

Do conservatives’ psychological needs affect consensus and efficacy? Participants made non-political judgments. Conservatives (vs. liberals) perceived more ingroup consensus in their judgments (even when consensus did not actually exist), and the desire to share reality mediated this relationship. Perceiving consensus also predicted feelings of group efficacy concerning the 2012 elections.

**G201**

**RACE-EMOTION STEREOTYPES EFFECTS IN COMPLEX EMOTION RECOGNITION**

Michael T. Stevenson1, Reginald B. Adams, Jr.1

1The Pennsylvania State University

An ingroup advantage for complex emotion recognition was replicated and extended by examining the perceived threat-value of errors as compared to correct responses. White participants erred toward applying more threatening labels to threatening looking black faces than threatening looking white faces, whereas African Americans showed no such differences.

**G202**

**GROUPS BEHAVING BADLY: DO ETHICS MATTER TO FAN AND RELIGIOUS IDENTITY?**

Sarah G. Taylor1, Mark Aliche1

1Ohio University

Two studies extend research on social identity theory by addressing whether the ethical behavior of sports teams and religions influences group identity. Results indicate that when the in-group behaves unethically, group identification predicts further increases in identification, as well as judgments that individuals are more responsible than the group.

**G203**

**CONSTRUCTING DISTINCT IDENTITIES ACROSS NATIONAL AND LOCAL CULTURAL CONTEXTS**

Vivian L. Vignoles1, Matt Easterbrook2, Maja Becker2, Members of the Culture and Identity Research Network2

1University of Sussex; 2Université Toulouse Le Mirail; 3Culture and Identity Research Network

Multilevel analyses showed the distinctiveness motive guided identity construction across 164 locations in 32 nations; motivational effects on self-presentation, but not self-definition, were moderated by individualism-collectivism. Distinctiveness was associated more with social position in rural and collectivist locations, and more with difference in urban and individualist locations.

**G204**

**POWERLESSNESS INCREASES SYSTEM JUSTIFICATION: ON THE LEGITIMATION OF HIERARCHY AND AUTHORITY**

Caroline A. Wilmuth1, Joanneke van der Toorn2, Matthew Feinberg2, John T. Jost1, Aaron C. Kay3, Tom R. Tyler2, Robb Willer3

1Harvard University; 2Yale University; 3University of California, Berkeley; 4New York University; 5Duke University

Across four methodologically diverse studies we demonstrate that powerlessness predicts the legitimization of authority figures and hierarchical systems. Our findings suggest that through system justification processes, the powerless serve as accomplices in their own subjugation, by endorsing and maintaining—rather than critiquing and challenging—the hierarchical structures that disadvantage them.

**G205**

**REVENGE MAY TASTE SWEET, BUT IT DOESN’T SATIATE: AMERICAN’S REACTIONS TO THE ASSASSINATION OF Osama bin Laden**

Daniel Wisneski1, Linda J. Skitka1, Peter Liberman2

1University of Illinois at Chicago; 2Queens College

We investigated whether the assassination of Osama bin Laden appeased or fed American’s desire for vengeance for 9/11. Results showed that, although killing bin Laden satisfied American’s desire for 9/11 vengeance, achieving vengeance also fed continued desires to seek revenge for the attacks.
Poster Session G – Groups/Intragroup Processes—Prosocial Behavior

G206
THE EFFECT OF A GROUP LABEL ON THE DISCRIMINABILITY OF SOCIAL TARGETS
Alison I. Young¹, Russell H. Fazio¹
¹The Ohio State University
Participants who were given category labels as they were presented with varying visual exemplars of two groups of alien creatures proved more sensitive to cross-category versus within-category comparisons than did those not given labels. Thus, social category labels affect visual discrimination.

G207
STRATEGIC FOUNDATION OF STATUS DEFERENCE: WHY DO PEOPLE TAKE LOWER STATUS IN GROUPS?
Siyu Yu¹
¹University of California, Berkeley
This study proposes a novel theory on why individuals prefer lower status. Three laboratory experiments demonstrate that individuals adapt status deference as a strategy to exchange group rewards: Group rewards individuals who appear group motivated by their status deference, and individuals' status deference is in turn enhanced by group rewards.

G208
HOW ASYMMETRIC DEPENDENCE MAINTAINS INEQUALITY AND PRODUCES HIERARCHY JUSTIFYING BELIEFS
Fouad B. Zeineddine¹, Felicia Pratto¹
¹University of Connecticut
In a game experiment, resource inequality between 5 players was gradually induced then reversed. Inequality increased monotonically in multiple forms of power, partially through dominant players' actions. Structural 'aid' was ineffective. In a dependency constraint condition, 'poor' players could only depend on 'wealthy' players. Dependency constraint eliminated reactivity to inequality.

Prosocial Behavior

G209
THE CASE OF THE U.S. LATINO POPULATION AND RELEVANCE TO THE DYNAMICS OF INTRAGROUP HELPING
Silvia Abad-Merino¹, Anna-Kaisa Newheiser², John F. Dovidio¹
¹Yale University; ²University of Exeter
This research focuses on intergroup processes in helping, examining the kind and amount of help that Whites offer to Latinos, Blacks, and Whites. Results indicated that although Modern Racism negatively predicted help offered to all targets, this relationship was significantly stronger for Latina targets than for White or Black targets.

G210
LINGUISTIC MARKERS OF FOCUS OF ATTENTION AS PREDICTORS OF MATERNAL CAREGIVING PRACTICES
Nadia Y. Ahmad¹, Michael H. Farrell¹
¹Medical College of Wisconsin
This study examined the relationship between mothers’ focus of attention and their ongoing caregiving behaviors. Maternal narratives about their infants’ newborn screening for disease were analyzed for the prevalence of self-focused and other-focused language (first-person singular and third-person singular pronouns). Both pronoun types were predictive of mothers’ self-reported caregiving practices.

G211
SOCIAL CONNECTION AS A KEY CATALYST FOR TURNING GOOD DEEDS INTO GOOD FEELINGS
Lara B. Akin1, Elizabeth W. Dunn1, Gillian M. Sandstrom2, Michael I. Norton2
1Simon Fraser University; 2University of British Columbia; 3Harvard Business School
Is social connection a key catalyst for turning good deeds into good feelings? Previous research has shown that spending money on others increases happiness. Here, three studies (in which participants spend real money) indicate that these hedonic benefits are most likely to emerge when financial generosity promotes positive social connection.

G212
THE RISK OF REWARD: WHY PEOPLE WITH LOW SELF-ESTEEM DEROGATE A PARTNER’S SACRIFICES
Joanna E. Anderson¹, John G. Holmes2, Joanne V. Wood2
¹Cornell University; ²University of Waterloo
We propose that attributions for partner behavior depend on risk perception; assuming too much caring by a partner creates the risk of downstream rejection. Three studies support a model of attribution inversion (relative to classic attribution theory, Kelley, 1967) for a partner’s sacrifices. Larger sacrifices are perceived less positively.

G213
THE PRIME WE NEED, NOT THE PRIME WE DESERVE: ATTAINABILITY INCREASES PROSOCIAL MOTIVATION FOR FICTIONAL BUT NOT REAL MORAL EXEMPLARS
Joel B. Armstrong¹, James M. Olson¹
¹University of Western Ontario
The present research investigated the moderation of real vs. fictional primes on the effect of attainability of moral primes on prosocial behavior. When primed with a fictional character, people acted more prosocially in the attainable condition, whereas participants primed with a real person acted more prosocially in the unattainable condition.

G214
IT’S THE PROSOCIAL ONES WHO LAUGH BEST!
Ursula Beermann¹, Laura Saslow², Sarina Sunam³, Dacher Keltner¹
¹University of California, Berkeley; ²University of California, San Francisco; ³Oregon State University
The current study investigates the link between prosociality, sense of humor, and smiles and laughter. Results indicated that participants with higher levels of prosocial attitudes had higher levels of sense of humor and more genuine laughs when exposed to cartoon images, suggesting that humor and laughter could communicate prosocial attitudes.

G215
POSSIBLE SELVES AS GLOBAL CITIZENS
Marion E. Blake¹, Stephen Reysen¹, Iva Katzarska-Miller²
¹Texas A&M University-Commerce; ²Transylvania University
We examined the effectiveness of a possible selves manipulation to engender global citizenship identification and related pro-social values. As predicted global citizenship identification was significantly positively correlated with pro-social values and attitudes. The impact of exposure to a possible self manipulation on global citizenship identification and pro-social values is discussed.

G216
A META-ANALYTIC REVIEW OF PSYCHOLOGICAL LICENSING
Irene Blanken¹, Niels van de. Ven¹, Marcel Zeelenberg¹
¹Tilburg University
We conducted a meta-analysis including 51 studies to investigate the effect of psychological licensing, which implies that people engage in indulgent behavior after displaying good behavior. We found a mean moderate effect size, but considerable variance between studies. Important moderators are discussed.

G217
IS CLIMATE CHANGE A JUSTICE ISSUE? PSYCHOLOGICAL IMPACTS OF PERCEIVING HARMs TOWARD PEOPLE, ANIMALS, AND THE PLANET
Brittany Bloodhart¹, Janet K. Swim¹
¹The Pennsylvania State University
This research examined the psychological mechanisms involved when perceiving harms from climate change. Results from two studies found that high self-transcendence values, empathic perspective taking, and psychologically sensitization led to pro-environmental outcomes such as
as increased empathy, greater donations to charities and willingness to engage in behavior and support policies.

G218
ETHICAL CONSUMPTION IN PUBLIC SETTINGS: GAINING STATUS OR BOLSTERING IDENTITY?
Gregory D. Boese1, Ian Hudson2
1Simon Fraser University; 2University of Manitoba
In consumer behavior, a common technique for priming status motivations is to manipulate whether a “purchase” is made in a public or private setting. In this study, participants’ post-purchase responses suggested that identity, more so than status, was responsible for “public” (vs. “private”) participants’ greater preference ethically-produced goods.

G219
DOES ALCOHOL USE IMPAIR BYSTANDER INTERVENTION AGAINST SEXUAL VIOLENCE?
Amy L. Brown1
1University of Louisiana at Lafayette
This study tested the relationship between alcohol use and bystander intervention against sexual violence. Participants completed a modified version of Banyard’s Bystander Behavior Scale. Although typical drinking quantity was related to failure to intervene, event-level drinking data indicated that intoxication was higher when people intervened than when they did not.

G220
CONNECTEDNESS WITH NATURE ENHANCES THE LINK BETWEEN VALUES AND ENVIRONMENTAL BEHAVIOR
Coral M. Brun1, Allen M. Omoto1
1Claremont Graduate University
This study extends previous research that has identified environmental values and connectedness with nature as predictors of pro-environmental behaviors. Participants (n = 427) completed measures of value orientation, connectedness with nature, and environmental behaviors frequency. Value orientation predicted pro-environmental behavior, with stronger associations among participants with greater connectedness with nature.

G221
DAY-TO-DAY VARIABILITY IN GENERALIZED TRUST PREDICTS VICTIM DEROGATION AND PERCEPTIONS OF PERSONAL THREAT
Anneke E. Buffone2, Michael J. Poulin3
2University at Buffalo, SUNY; 3University at Buffalo, SUNY
Effects of day-to-day fluctuations in generalized trust on victim derogation and feelings of personal safety were explored longitudinally (n=59). Trust variability predicted derogation of the target and perceptions of the target as personally threatening more strongly than mean level of trust and mean levels or variability in self-esteem.

G222
SEEING THE FOREST MAKES IT OKAY TO HAVE FEWER TREES: ABSTRACTION INFLUENCES ATTRACTION TO CHOICE IN PHILANTHROPY
Erin Burgoo1, Marlene Henderson1
1University of Texas, Austin
When people consider charitable donations, organizations often present many options for how people can give their time and money (e.g., one-time vs. repeated contributions; to several specific funds vs. a general fund). The present research examined the influence of abstraction on the choices people prefer when considering contributions.

G223
IS A NORM OF RECIPROCITY NECESSARY FOR YOUNG CHILDREN TO HELP?
Rodolfo C. Barragan1
1Stanford University
Is a norm of reciprocity needed for young children to help? Across several studies we show that incidental experiences with reciprocity promote children’s helpfulness more than experiences that are friendly and fun but which do not include reciprocity.

G224
FORGIVENESS IN THE LAB: ACTUAL AND PERCEIVED OFFENSE SEVERITY
Robert D. Carlisle1, Jo-Ann Tsang1, Tom P. Carpenter1
1Baylor University
Our study examined the relationship between forgiveness, offense severity, and perceived offense severity. Using a distribution game with intention held constant, low severity offenses were forgiven more. Manipulations of perceived severity increased subjective ratings offense severity, and contrary to hypotheses no interaction between actual and perceived severity was found.

G225
GIVING TO WHOM? ALTRUISM IN DIFFERENT TYPES OF RELATIONSHIPS
Peter DeScioli1, Siddhi Krishna2
1Harvard University; 2Brandeis University
We test the hypothesis that altruism is shaped by cognitive models for different types of relationships. We manipulate relationship context by varying hypothetical descriptions of the dictator game while holding real payoffs constant. We find that relationships strongly affect altruistic behavior with modal contributions ranging from 0% to 100%.

G226
CONCERN FOR OTHERS: A DEVELOPMENTAL PERSPECTIVE
Kristen A. Dunfield1, Valerie A. Kuhlmeier2
1The Ohio State University; 2Queen’s University
One way to understand early prosocial behavior is by considering the underlying social evaluations. Here we present a developmental model in which the construct of prosocial behavior is divided into three types of actions (helping, sharing, and comforting) based on the eliciting cue (instrumental need, material desire, or emotional distress).

G227
PROSOCIAL SELF-CONCEPT MODERATES THE INFLUENCE OF PERSON-FOCUSED AND PROCESS-FOCUSED FEEDBACK ON PROSOCIAL BEHAVIOR
Julie C. Dunsmore3
1Virginia Tech
Examined whether prosocial self-concept moderates the influence of process-focused and person-focused feedback on prosocial behavior with 119 undergraduates. Women and men showed more prosocial behavior with person-focused than process-focused feedback. The effect of feedback was greater for women low in prosocial self-concept and lesser for men low in prosocial self-concept.

G228
SELF-ESTEEM MODERATES THE INFLUENCE OF THE EXPERIENCE OF STIGMA-BY-ASSOCIATION ON VOLUNTEERISM
Patrick C. Dwyer1, Allen M. Omoto2, Mark Snyder1
1University of Minnesota; 2Claremont Graduate University
Results from a longitudinal study of 378 AIDS volunteers revealed that greater experiences of stigma-by-association predicted less relative contact with an HIV+ client in public settings for volunteers with lower, but not higher, self-esteem. That is, volunteers with lower self-esteem appear to be particularly sensitive to stigma-by-association.

G229
RACIAL DIFFERENCES IN ATTENTION TO PAIN PREDICT OFFENSES PREDICT GROUP DIFFERENCES IN HELPING BEHAVIOR
Stephanie Echols1, Jean Decety1, Joshua Correll1
1The University of Chicago
White participants completed a modified Attention Network Task and donated to White and Black patients to determine if attention to pain predicts group differences in helping. An in-group bias in attention to pain emerged in the alerting network. Executive attention bias to out-group pain predicted out-group but not in-group helping.
G230
LOVINGKINDNESS MEDITATION AND PROSOCIAL CONSTRUCT ACCESSIBILITY
Angelica Falkenstein1, John Edwards1
1Oregon State University
The current study sought to examine how LovingKindness Meditation (LKM) affects the chronic accessibility of prosocial cognitive constructs, as compared to Mindfulness meditation. After eight weeks of meditation practice, those in the LKM group demonstrated greater prosocial construct accessibility than participants in the Mindfulness group.

G231
SOCIALLY EXCLUDED BUT FEELING GUILTY: EVIDENCE THAT SOCIAL EXCLUSION LEADS TO GREATER PROSOCIAL BEHAVIOR WHEN GUILT IS THE EMOTION FELT FROM BEING EXCLUDED
Erik H. Faucher1, Jeff Schimel1, David E. Webber1, Joseph Hayes2
1University of Alberta; 2Colby College
Our research examined if social exclusion for a specific transgression, which in turn would induce guilt, would lead to greater prosocial behavior than social exclusion for no specific reason. Participants donated more money when they were excluded with guilt (or control) relative to if they were excluded for no reason.

G232
THE CAUSE MATTERS! HOW TO SUCCESSFULLY USE CAUSE-RELATED MARKETING CAMPAIGNS TO REDUCE THE GUILT ASSOCIATED WITH PRODUCTS WITH NEGATIVE EXTERNALITIES
Anne Fries1, Sarah Müller1, Nina Mazar2
1University of Hamburg; 2University of Toronto
As consumers’ awareness of products’ negative externalities increase, companies use cause marketing campaigns to offer their customers to compensate for these externalities through donations. It is unclear whether it is beneficial for companies to offer to offset a problem directly caused by their products rather than a product-unrelated problem.

G233
THINKING OR FEELING: THE RELATIONSHIP BETWEEN ASPECTS OF EMPATHY AND HELPING
Nancy Frye1, Simone Brochard1
1Long Island University
Empathy, both cognitive and affective, and helping were examined. Participants were presented with vignettes depicting someone having a mental behavioral illness or a physical illness. Affective – but not cognitive – empathy interacted with vignette. Those high in affective empathy did not differ in willingness to help across vignettes.

G234
AWE TOWARD EQUALITY: AWE-PRONENESS, EQUITARIANISM, AND THE PROSOCIAL TEMPERAMENT
Delia Fuhrmann1, Pia Dietze2, Paul K. PiFF, Dacher Keltner4
1University of St Andrews; 2University of California, Berkeley
Awe is a self-diminishing emotional response to vast perceptual stimuli. We tested whether individual differences in awe-proneness predict attitudes towards egalitarianism and prosociality. Awe-proneness was positively associated with egalitarian social values and prosocial tendencies, even after controlling for other positive emotions. Moreover, egalitarianism mediated the relationship between awe and prosociality.

G235
THE EFFECTS OF EXPERIENCE AND COST ON INTENT TO VOLUNTEER
Ikumi Futamura1
1Nagoya University
The effects of experience and cost on intent to volunteer were examined. Results showed those without volunteer experience prefer low cost participation, while those with prefer high. This suggests that once people have participated in volunteer work, the deterring effect of cost against participating in high cost volunteer declines.

G236
BELIEF IN THE PRIMACY OF THE INDIVIDUAL VERSUS PRIMACY OF SOCIETY: CONSEQUENCES FOR HELP-GIVING AND VOLUNTEER BEHAVIORS
Eva Susanne B. Gabrielsen1
1University of Minnesota
Belief in the “primacy of the individual” – that individuals are the focus and foundation of society, predicts greater indicated willingness to help across a wide variety of situations. Speeches promoting primacy of the individual (vs. primacy of society) affect people’s sense of power to change, and responsibility toward society.

G237
PROSOCIAL EMOTIONS & BASIC VALUES
Lawrence G. Herringer1, Terry Miller-Herringer1
1California State University, Chico
We predicted gratitude and empathy from values, first controlling for personality and attachment. Measures of gratitude, empathy, attachment avoidance and anxiety, FFM personality traits, and basic human values (Schwartz, 2003) were completed by 190 students. Self-transcendence values characterized these prosocial emotions above and beyond personality traits and attachment dimensions.

G238
CAN BEING MORE INTERDEPENDENT MAKE YOU MORE ENVIRONMENT CONSCIOUS? YES, IT CAN: THE EFFECT OF SELF-PRIMING ON PRO-ENVIRONMENTAL MEASURES
Hyeeyeon Hwang1
1University of Central Missouri
Two studies were conducted to test the effect of interdependent self-priming in relation to different environmental measures, including environmental concern, attitude, and behavior. The results of the studies showed that priming interdependent self-priming increases pro-environmental motivation measures, including pro-environmental concerns and attitudes, as well as pro-environmental behavioral measures.

G239
MORALITY AND PERSONALITY
Alicia B. Jenkins1, Peter Meindl2, Eranda Jayawickreme1, William Fleeson1, R. Michael Furr1, Ashley Hawkins1
1Wake Forest University; 2Wake Forest University; 3University of Southern California
Trait- and state-level self-reports of HEXACO behaviors showed that personality is highly predictive of moral behaviors. Increases in state-level HEXACO subfacets corresponded to increases in state-level moral behaviors and indicated that personality accounts roughly half of the variance in honesty, self-reported morality, and our morality composite.

G240
THE INFLUENCE OF GOD-CONCEPTS ON INTENTIONS TO VOLUNTEER
Kathryn A. Johnson1, Adam B. Cohen1, Morris A. Okun1
1Arizona State University
A path analysis shows that concepts of a benevolent God and an authoritarian God are differentially associated with beliefs about the self and the world. There was a total positive indirect effect of a benevolent God-concept, but a null total indirect effect of an authoritarian God-concept, on intentions to volunteer.
G241
FEEL GOOD, DO-GOOD? ON CONSISTENCY AND COMPENSATION IN MORAL SELF-REGULATION
Anne Joost1, Marius van Dijke2, Alain Van Hiel3, David De Cremer2,3
1Ghent University; 2Rotterdam School of Management, Erasmus University; 3London Business School

The present study integrates literatures on moral compensation and consistency. Two experiments show that compensation derives from immediate, “gut-level” social impulses, whereas consistency derives from long-term interpersonal considerations that require cognitive resources. Additionally, Experiment 2 showed that these processes are distinctly social in nature (rather than building on moral considerations).

G242
ONE PERSON IN THE BATTLEFIELD IS NOT A WARRIOR: SELF-CONSTRUAL, PERCEIVED ABILITY TO MAKE A DIFFERENCE, AND SOCIALLY RESPONSIBLE BEHAVIOR
Irina Cojuharenco1, Gert Cornelissen2, Natalia Karelaia1
1INSEAD; 2Católica Lisbon School of Business and Economics; 3Universitat Pompeu Fabra

We hypothesize and show that a greater prominence of the interdependent self increases perceived effectiveness of individual action leading thereby to more socially responsible behavior. We further demonstrate that the prominence of the interdependent self raises perceived effectiveness of individual action to the level of perceived effectiveness of collective action.

G243
WHY DO CONSUMERS BUY GREEN?
Elizabeth Keenan1, On Amir1, Ayelet Gneezy1
1University of California, San Diego

Using a consequential choice experiment, we determined which of three potential drivers best predicts peoples’ decisions to choose green products over equivalent non-green alternatives. Findings show the degree of accessibility to ecofriendly concepts best predicts green preference. Notably, this effect is greater among individuals with stronger existing green constructs.

G244
THE CULTURAL SALIENCE OF MORAL CHARACTER AND VIRTUE DECLINED IN 20TH CENTURY AMERICA
Pelin Kesebir1, Selin Kesebir2
1University of Colorado at Colorado Springs; 2London Business School

Considering the well-established cultural trend in the United States toward greater individualism and its implications for the moral domain, we predicted and found in two studies that terms related to moral excellence and virtue appeared with diminishing frequency in a large corpus of American books in the 20th century.

G245
THIRD-PARTY MORALISTIC PUNISHMENT: HOW MUCH IS ENOUGH?
Bryan L. Koenig1,2, Crystal M. Riley3
1IHPC, A*STAR; 2Psychology Department, National University of Singapore; 3Psychology Department, Nanyang Technological University

A series of studies compared (a) the dollar amount that participants assigned to punish a thief, compensate the victim, or both, with (b) how much the thief gained, the victim lost, or the sum of the gain and loss. Amounts differed substantially, but on average punishment exceeded the gain-loss sum.

G246
“SCROOGE AVERSION” AND THE VALUE OF ASKING FOR MORE: FRAMING DONATION APPEALS TO OPTIMIZE CHARITABLE DONATIONS
Gordon T. Kraft-Todd1,2, David Rand1, Michael Norton3
1Harvard University; 2Massachusetts General Hospital; 3Harvard Business School

We hypothesized a “scrooge aversion”: that people would be averse to giving nothing to charity. In two experiments on mTurk, we confirmed that presenting subjects with a binary choice of giving a relatively large amount or giving nothing would increase the amount of money raised compared to open-ended donation decisions.

G247
WHEN HOLDING BACK HELPS RELATIONSHIPS: SUPPRESSING NEGATIVE EMOTIONS DURING SACRIFICE IS BENEFICIAL FOR THE HIGHLY INTERDEPENDENT
Bonnie M. Le1, Emily A. Impett1
1University of Toronto

In a 14-day study of people in relationships, it was found that people higher in interdependence experienced boosts in well-being and relationship quality when suppressing their negative emotions during sacrifice whereas those lower in interdependence experienced poorer well-being and relationship quality. Feelings of authenticity for the sacrifice

G248
PERSONAL VALUES PREDICT COOPERATION, REGULATE REPUTATION AND PUNISHMENT, AND EXPLAIN DIFFERENCES AMONG SOCIETIES AND INDIVIDUALS
Sheen S. Levine1,3, Wayne E. Baker2
1Columbia University; 2University of Michigan; 3Institute for Advanced Studies

Cooperation is essential for families, groups, organizations, nations and humanity, especially as we face global challenges. To understand why some people are more cooperative than others, we analyze thousands of cooperation decisions across societies, people and situations. We show that people vary in cooperation due to differences in personal values.

G249
LIFETIME ADVERSITY AND PROSOCIAL BEHAVIOR: A SENSE OF CLOSNESS TO OTHERS IN NEED
Daniel Lim1, Shane DeLury1, Michael J. Poulin1
1The State University Of New York, University at Buffalo

Past research suggests that life adversity (e.g. disaster, victimization, illness) is positively correlated with altruistic behavior. Using survey data (N=359), we tested this association along with a set of theoretically-plausible mediators. Findings revealed that perceived self-other overlap between potential volunteers and persons in need significantly mediates this relationship.

G250
MORAL MINDSETS: ABSTRACT THINKING INCREASES A PREFERENCE FOR “INDIVIDUALIZING” OVER “BINDING” MORAL FOUNDATIONS
Jamie B. Luguri1, Jaime A. Impett1
1Ghent University; 2Rotterdam School of Management, Erasmus University; 3Harvard Business School

The effect of construal level on the moral foundations was assessed. When participants were manipulated to think abstractly (vs. concretely), which presumably makes salient their higher-level core values, they significantly increased in their valuations of the individualizing foundations and significantly decreased in their valuations of the binding foundations.
G251  
A NEW WAY OF MEASURING MORAL MOTIVATION  
Peter Meindl1, Erica Beall1, Jesse Graham1  
1University of Southern California  
In theory, individual differences in moral motivation should predict moral behavior, but empirical demonstrations of this are limited. Thus, we created the “Social/Personal Moral Motivation Assessment” (SPMMA). Analyses suggest that the SPMMA is psychometrically sound, and that it can help predict moral behavior. (47 words)

G252  
EFFECTS OF ONLINE SOCIAL NETWORKING ON PERCEIVED SOCIAL SKILLS  
Martha J. Munoz2, Sun-Mee Kang1  
1California State University, Northridge  
The current study explored how the involvement in online social networking impacts face-to-face social interaction. Participants were exposed to unexpected social interactions, which were recorded by a hidden camera. The results revealed that the participants who preferred online communication were perceived less socially skillful than those who chose face-to-face communication.

G253  
PROVOKING AND MANAGING THE GENERALIZATION OF THE EMPATHY-ALTRUISM LINK BY PRESENTING THE INDIVIDUAL IN NEED AS ONE AMONG OTHERS  
Luis Oceja1, Tamara Ambrona1, Belén López-Pérez2, Sergio Salgado2, Eric Stocks2  
1Universidad Autónoma de Madrid; 2Universidad Santo Tomás de Santiago; 3University of Texas at Tyler  
According to the one-among-others effect, presenting an individual in need together with other needy individuals produces the generalization of the empathy-altruism link from the individual in need to the other individuals. The occurrence of prosocial behavior depends on the extent to which the situation allows to fulfill such motivational pattern.

G254  
TWO WRONGS MAKE IT RIGHT: WHEN RULE VIOLATIONS RESTORE JUSTICE  
Kieran O’Connor1, Elizabeth Mullen1  
1Stanford University  
Four studies demonstrated that observers support restorative rule violations—explicit violations of accepted rules in order to compensate a victim of prior injustice. Results support that empathy, a pro-social moral emotion, drives both the perceived ethicality of restorative rule violations and perceptions of greater overall justice following such violations.

G255  
WHEN DEPLETION CAN SPUR GIVING AND SACRIFICE: DIVERGENT EFFECTS OF DEPLETION IN NEW VERSUS ESTABLISHED RELATIONSHIPS  
Johanna Peetz1, Lara K. Kammrath2  
1Carleton University; 2Wake Forest University  
We examine how giving and sacrificing for a romantic partner are affected by depletion. Counterintuitively, after mentally draining tasks, participants in established relationships performed more prorelational behaviors than when not depleted. Prorelational behaviors may be a more automatic response in established relationships compared to new relationships, requiring less effortful processing.

G256  
GLOBAL CITIZENSHIP’S RELATIONSHIP WITH OUTGROUP PERCEPTIONS, INTERGROUP BIAS, AND PROSOCIAL VALUES  
Lindsey Pierce1, Stephen Reysen1, Iva Katzarska-Miller2  
1Texas A&M University-Commerce; 2Transylvania University  
We examined the relationships between person perceptions, intergroup biases, and global citizenship (GC). We found that GC is associated with prosocial values, positive judgments, and decreased social distance, as well as, negatively associated with negative outgroup perceptions. This study suggests GC predicts positive attitudes and behaviors and decreases intergroup negativity.

G257  
HELPING YOU BY NOT HELPING ME: ALTRUISIC MOTIVATION FOR REFUSING HELP  
Daniel J. Porter1, Stephanie D. Preston1  
1University of Michigan  
Previous research on help rejection has primarily focused on selfish motivations. However, the current study demonstrates that some individuals refuse aid for altruistic reasons, and these individuals are less likely to inconvenience a help-giver if that giver is included in their self-identity.

G258  
AVOIDANT ATTACHMENT AND PROSOCIAL BEHAVIOR: MOTIVATING THE AVOIDANTLY ATTACHED TO HELP  
Stephanie B. Richman1, C. Nathan DeWall1  
1University of Kentucky  
Avoidantly attached people experience discomfort with empathy and closeness, which may contribute to their unhelpfulness. This research demonstrates that empathy mediates the relationship between avoidant attachment and decreased prosocial behavior. It also shows that leading avoidantly attached people to believe they will not experience empathy increases their prosocial behavior.

G259  
RELIGION AND ITS EFFECT ON ORGAN DONATION INTENTIONS  
Rafaela Sale1, Erin Dobbins1, Courtney Rocheleau1  
1Appalachian State University  
The study aimed to distinguish Fundamentalist Christians from Progressive Christians. The effects of Christian Absolutism (CA) and religious orientation on intentions to donate organs were examined. In a series of multiple regressions, intentions were regressed onto CA, each orientation, and their interactions. Findings aid intervention construction to promote organ donation.

G260  
IS THERE A MOTIVE WITH THE ULTIMATE GOAL OF INCREASING THE WELFARE OF THE WORLD? THE CASE OF QUIXOTEISM  
Sergio Salgado1, Luis Oceja2, Belén López-Pérez2, Tamara Ambrona2, Eric Stocks2  
1Universidad Diego Portales, Santiago, Chile; 2Universidad Autónoma de Madrid, Madrid, España; 3University of Texas, Tyler, USA  
Quixoteism refers to a motive whose ultimate goal is to improve the welfare of the world. Results of three studies offers an insight into a new motive that affects prosocial behavior above and beyond self-interest, altruism, collectivism, and principism.

G261  
INTERPERSONAL MOTIVES AND CULTURAL VALUES BEHIND FORGIVENESS: A STUDY IN THE PHILIPPINES AND IN THE US  
Henri Carlo Y. Santos1  
1Georgetown University  
A survey of Filipino and American students revealed that the motive to connect with others during a conflict and low levels of endorsement of hierarchy values predicted forgiveness in both cultural contexts. Yet, the motive to connect led to a decrease in revenge motives only for Filipinos.

G262  
MISTAKENLY SEEKING SOLITUDE  
Juliana R. Schroeder1, Nicholas Epley1  
1University of Chicago Booth School of Business  
Connecting with close others increases happiness but strangers in close proximity routinely ignore each other. In a series of experiments
G263
THOUGHTS OF THE DISTANT FUTURE INCREASES PROSOCIAL BEHAVIORS
Simone Tang\textsuperscript{1}, Francis Flynn\textsuperscript{2}
\textsuperscript{1}Duke University; \textsuperscript{2}Stanford University

Compared to thinking about the near future, thinking about the distant future increases prosocial behaviors. Interestingly, this relationship between temporal horizon and helping behavior is moderated by whether the person in need of help is a stranger or someone who has helped the participant in the past (a benefactor).

G264
VIOLENT VIDEO GAMES AND PROSOCIAL BEHAVIOR: IMPORTANT IMPLICATIONS FOR THE APPLIED VALUE OF VIOLENT VIDEO GAME RESEARCH
Morgan J. Tear\textsuperscript{1}, Mark Nielsen\textsuperscript{1}
\textsuperscript{1}University of Queensland

Violent video games (VVGs) decrease prosocial behavior, although recent work has failed to replicate the effect using classic video games. We believe the value in VVG research is in using modern and socially relevant video games. We present four experiments that have implications for the applied value of VVG research.

G265
RELATIONSHIP BETWEEN SCHOOLCHILD’S ATTACHMENT TO GUARDIAN AND THEIR SAFETY ACTION
Junko Toyosawa\textsuperscript{1}
\textsuperscript{1}Osaka Kyoku University

This study examined the relationship between schoolchild’s attachment to guardian and their safety actions. 108 schoolchildren participated the study. Safety education was conducted at school. Schoolchild answered the questionnaire before and after the education. The expected results were noticed only upper grade children. Cognitive development might affect the results.

G266
A HELPFUL CUE: EXPERIENCING “ELEVATION” INCREASES THE DESIRE TO VOLUNTEER AMONG THE INSECURELY ATTACHED
Jordan D. Troisi\textsuperscript{1}, Nicholas M. Moore\textsuperscript{1}, Sarah C. Nicksa\textsuperscript{2}
\textsuperscript{1}Widener University; \textsuperscript{2}Decision research

Perhaps because they are concerned with others’ acceptance, previous research has found that those who are insecurely attached are less helpful. However, this research found that viewing a helpful act between friends (i.e., eliciting the emotion of “elevation”) can increase such individuals’ desire to help (i.e., volunteer).

G267
PSEUDO-INEFFICACY: STUDIES IN THE ARITHMETIC OF COMPASSION
Daniel Västfjäll\textsuperscript{1}, Paul Slovic\textsuperscript{1}, Marcus Mayorga\textsuperscript{1}
\textsuperscript{1}Decision research

What motivates people to help people in danger? Our research documents a tendency that has important implications for pro-social behavior. We suggest that the knowledge of those “out of reach” triggers negative feelings that counter the good feelings from helping, thus demotivating helping action.

G268
DISCRETIONARY VIRTUES: LICENSING FROM “DOING GOOD” VS. “NOT DOING BAD”
Jing Wan\textsuperscript{1}, Eugene Chan\textsuperscript{1}
\textsuperscript{1}University of Toronto

Three experiments demonstrate that moral licensing only result from initial “doing good” behaviours that are more discretionary than “not doing bad” behaviours. Participants who “did good” subsequently exhibited more licensing behaviour than those who “didn’t do bad”, though both groups perceived themselves as equally more moral than a control group.

G269
THANKING DOWN: EXPRESSIONS OF GRATITUDE IMPLY AUTHORITY
Abbie S. Wadawek\textsuperscript{1}
\textsuperscript{1}Columbia Business School

Thanking can imply authority. An expression of gratitude implies that the efforts of the receiver of gratitude benefited an entity under the thankers’ authority. Inappropriate expressions of gratitude, therefore, can be an illegitimate claim to authority. Findings illustrate a novel implication of gratitude expression.

G270
INCREASING EMPATHY SOFTWARE: PLAY A GAME TO INCREASE YOUR EMPATHIC ABILITY
Matthew P. Winslow\textsuperscript{1}, George Landon\textsuperscript{2}, Michael C. Wells\textsuperscript{1}, Adam C. Crighton\textsuperscript{1}
\textsuperscript{1}Eastern Kentucky University; \textsuperscript{2}University of Kentucky

We believe that empathy is a skill that can be improved. We have developed software to make people better empathizers based on research in developmental psychology. Data from the evaluation of the first of three modules suggest that the software is effective. We intend to create an empathy app.

G271
Poster withdrawn.

G272
A HELPFUL CUE: EXPERIENCING “ELEVATION” INCREASES THE DESIRE TO VOLUNTEER AMONG THE INSECURELY ATTACHED
Jordan D. Troisi\textsuperscript{1}, Nicholas M. Moore\textsuperscript{1}, Sarah C. Nicksa\textsuperscript{2}
\textsuperscript{1}Widener University; \textsuperscript{2}Decision research

Perhaps because they are concerned with others’ acceptance, previous research has found that those who are insecurely attached are less helpful. However, this research found that viewing a helpful act between friends (i.e., eliciting the emotion of “elevation”) can increase such individuals’ desire to help (i.e., volunteer).

G273
SEX, ALCOHOL, AND EXERCISE: HOW IGNORANCE IMPACTS COLLEGE STUDENTS’ HEALTH
Brooke Ammerman\textsuperscript{1}, Helen C. Harton\textsuperscript{1}, Nicholas Schwab\textsuperscript{1}
\textsuperscript{1}University of Northern Iowa

Undergraduates completed surveys twice during a semester and reported becoming more accepting of risky behaviors (i.e., drinking, casual sex), but engaging less in healthy behaviors, such as exercising. Gender and personality were not related to these changes. First year students demonstrated greater change than upperclassmen, which may indicate pluralistic ignorance.

G274
WHY A FRYING PAN IS BETTER THAN FLOWERS: A CONSTRUAL LEVEL APPROACH TO GIFT EXCHANGE
Ernest Baskin\textsuperscript{1}, Cheryl J. Waksłak\textsuperscript{2}, Yaacov Trope\textsuperscript{1}, Nathan Novemsky\textsuperscript{2}
\textsuperscript{1}Yale University; \textsuperscript{2}University of Southern California; \textsuperscript{3}New York University

In this research, we look at differences in gift evaluation using construal level theory (CLT) as a framework. We propose that givers conceptualize their choices abstractly due to their high distance from the receiver and the eventual use of the gift.
**G275**

LONGSTANDING INEQUALITY IS LEGITIMATE INEQUALITY
John Blanchard, Scott Eidelman
1University of Arkansas

We test the idea that longevity increases the legitimacy of inequitable social systems. In one study, we compared Indians’ and Americans’ perceptions of the Indian Caste System after manipulating its longevity. Although Indians were more system dependent, both groups judged the Caste System as more legitimate and justifiable when longstanding.

**G276**

EGOCENTRIC ETHICS: WHY ACTIONS SERVING OUR INTERESTS FEEL MORAL?
Konrad Bocian, Bogdan Wojciszke
1Warsaw School of Social Sciences and Humanities

Moral responses are biased by the perceiver’s self-interest such as persons acting for this interest are evaluated as moral, while persons acting against this interest are evaluated as less moral. The underlying mechanism involves changes in the perceiver’s affective states which serve as a mediator of the interest-morality relation.

**G277**

BEING HONEST OR AVOIDING SANCTIONS: THE INFLUENCE OF AFFECT ON THE ENDORESEMENT OF IDEALISTIC VERSUS PRAGMATIC JUSTIFICATIONS OF NORMS
Axel M. Burger, Herbert Bless
1University of Mannheim

Based on the assumptions that affect influences levels of abstractions at which individuals construe mental representations and that abstract mental representations emphasize idealistic concerns while concrete mental representations emphasize pragmatic concerns, two experiments investigate the influence of affect on the endorsement of idealistic versus pragmatic justifications of norms.

**G278**

A GOOD EXPERIENCE IS BETTER CO-EXPERIENCED
Bethany A. Burum, Devin B. Karbowicz, Daniel T. Gilbert
1Harvard University; 2Princeton University

Participants viewed a sculpture and listened to an audio guide while believing that a confederate was listening to the same (co-experience condition) or a different (solo experience condition) audio guide. Co-experience participants felt more positive experiences, suggesting that we enjoy positive experiences more when we believe they are shared.

**G279**

THE ROLE OF GROUP SIZE AND CONTEXT-SPECIFIC NORMS IN ALCOHOL CONSUMPTION AND COMPLIANCE DRINKING DURING NATURAL DRINKING EVENTS
Jerry Cullum, Megan O’Grady, Stephen Amell, Howard Tennen
1University of Connecticut; 2Columbia University; 3Fairleigh Dickinson University

We examined how group size and context-specific drinking norms corresponded to conformity and compliance alcohol consumption using experience sampling methods. 397 college students reported on their alcohol consumption during natural social drinking events. Context-specific norms moderated the effect of group size on both conformity and compliance drinking levels of alcohol.

**G280**

MEDICAL DEBT CRISIS AND SOCIAL INFLUENCE: CAN NORMATIVE CUES MITIGATE BAD MEDICAL DEBT AND BANKRUPTCY?
Jonathon RB. Halbesleben, Rosanna E. Guadagno, Matthew PM. Cybulsky
1The University of Alabama

Patient-consumers were sent billing correspondence (i.e., an invoice) that included various normative cues suggesting the amount and timeframe in which to make payment on medical bills. Subjects receiving letters including the normative cues were significantly more likely to pay compared to no normative cue controls.

**G281**

MASCULINITY AND PRO-ENVIRONMENTAL ENGAGEMENT
Julia L. Dahl, Janet K. Swim, Theresa K. Vescio
1Pennsylvania State University

Past research suggests men are less likely than women to endorse pro-environmental attitudes or engage in pro-environmental behaviors. The current work reveals that men’s avoidance of femininity limits their pro-environmental engagement. In two studies, men—particularly those strongly invested in masculinity—avoid feminine, but not masculine, forms of pro-environmental engagement.

**G282**

GREEN WITH JEALOUSY: DRINKING PROBLEMS AS A FUNCTION OF JEALOUSY AND DRINKING TO COPE
Angelo M. DiBello, Camilla S. Overup, Teni M. Preddy, Lindsay M. Rodriguez, Clayton Neighbors
1University of Houston; 2University of Tennessee

Students responded to a series of questions regarding feelings of jealousy in close interpersonal relationships, motivations for drinking, and alcohol related problems. Results indicated that jealousy significantly predicted negative drinking outcomes. Further, results indicated the relationship between jealousy and problem drinking was partially mediated by drinking to cope.

**G283**

WHEN DIRECT CONTACT IS NOT ENOUGH: THE ROLE OF NORMATIVE INFLUENCES ON RECONCILIATORY ATTITUDES AND BEHAVIOR IN COMMUNITIES OF INTERGROUP CONFLICT
Lauren Foley, Diala R. Hawi, Tropp R. Linda, David Butz, Mirona Rodriguez
1University of Massachusetts, Amherst; 2Morehead State University; 3Queen’s University Belfast; 4Rhodes University

Data collected from Northern Ireland, South Africa and Lebanon, highlights the role that normative influences—attitudes and standards for behavior one perceives from the ingroup—play in intergroup attitudes and behavioral intentions. Data also suggests that trust plays a greater role than anxiety as a mediator of intergroup reconciliation.

**G284**

THE INFLUENCE OF SOCIAL NORMS ON BEHAVIOUR: A PROCESS MEDIATED BY SELF-REGULATED STRATEGIES
Laura French Bourgeois, Roxane de la Sablonnière
1University of Montreal

Notwithstanding the fact that social norms have been subject to much research, little is known about how they come to influence people’s behaviours. We argue that self-regulated strategies are necessary for an individual to act in concert with social norms. Two studies in different contexts confirmed the hypothesis.

**G285**

INFLUENCE FROM THE FAR RIGHT: THE TEA PARTY MOVEMENT AND POLITICAL POLARIZATION
Amber M. Gaffney, David E. Rast, III, Justin D. Hackett, Michael A. Hogg
1Claremont Graduate University; 2University of Houston-Downtown

We examine the conditions under which the U.S. political movement, the Tea Party, polarizes ideological and attitudinal conservatism in moderate conservatives for whom the Tea Party represents an ingroup. The Tea Party wields influence over moderates under conditions of uncertainty and when moderates desire contrast from an outgroup.
G286
INTEGRATIVE COMPLEXITY AND SUCCESS IN POLITICAL ELECTIONS: AN ASSESSMENT OF THE 2004 DEMOCRATIC PRIMARIES
Laura J. Gornick1, Shannon C. Houck1, Lucian G. Conway III1
1University of Montana
We compared the integrative complexity of election “winners” from the 2004 U.S. Democratic primary with election “losers.” Candidates tended to decrease in complexity as the election drew closer, but this effect was much stronger for winners (r = -.25, p < .001) than losers (r = -.03, p > .40).

G287
THE EFFECTS OF SHARING A MEAL ON AMOUNT OF FOOD CONSUMED
Jennifer C. Isherwood1, Rick H. Hoyle1
1Duke University
We explored whether psychological distance to a model influenced the way that the model was emulated. Using a Construal Level Theory (Trope & Liberman, 2003) approach we found participants emulated the high level aspects of a distant model’s behavior and the low level aspects of a near model’s behavior.

G288
MODELING ACROSS PSYCHOLOGICAL DISTANCE
David A. Kalkstein1, Yaacov Trope1
1New York University
We examined how the number and type of companions at a meal affect reported food consumption. Participants recalled a recent meal they shared with one or more people. They then reported on interpersonal variables, consumption norms, and consumption. Participants ate more with one close companion when meals were similar.

G289
HELPERS AND HARMERS: THE IMPACT OF INTERNALIZED RECIPROCITY NORMS ON SOCIAL BEHAVIOR
Matthew P. Kassner1, William G. Graziano1
1Purdue University
Three studies explore internalized reciprocity norms. Study 1 establishes a link between positive reciprocity norms and personality traits associated with positive interpersonal exchange (Agreeableness and Conscientiousness), and between negative reciprocity norms and antisocial traits (Dark Triad). In Study 2, negative reciprocity predicts antisocial behavior. In Study 3, positive reciprocity predicts helping.

G290
WHO SPENDS MONEY ON LIFE EXPERIENCES? THE VALUES AND EMOTIONAL VULNERABILITY OF EXPERIENTIAL BUYERS
Natalia K. Kominiarczuk1, Ryan T. Howell1, Ravi Iyer2
1San Francisco State University; 2University of Southern California
Why do people choose to spend money on experiences instead of material purchases? Participants from BeyondThePurchase.org, and YourMorals.org demonstrate that experiential buyers report being impacted by the emotions of others and having a self-transcendent belief system as they value benevolence, universalism, and stimulation.

G291
NONVERBAL BEHAVIOR IN ALCOHOL ADVERTISEMENTS INFLUENCES ALCOHOL ATTITUDES AND INTENTIONS TO DRINK
Annemieke Lagerwaard1, Max Weisbuch1
1University of Denver
We predicted and found that alcohol advertisements featuring positive nonverbal behavior influenced viewers’ subjective norms towards drinking alcohol and—among viewers with strong affiliation needs—increased drinking intentions. We discuss these results as an example of nonverbal influence.

G292
USING VALUES AFFIRMATIONS TO DIMINISH THE EFFECT OF CAMPUS DRINKING NORMS
David J. Lane1, Michelle L. Stock2
1Western Illinois University; 2George Washington University
This study examined the potential for values affirmations to weaken the association between drinking norms and behavior. 184 college students reported drinking norms and either affirmed academic values or did not. Perceiving drinking as normative predicted greater willingness to drink, but affirming academic values attenuated that relationship.

G293
NORM CONFLICT PROMOTES INSTRUMENTAL ACTIONS BUT DISCOURAGES SYMBOLIC DEEDS
Rachel I. McDonald1, Kelly S. Fielding1, Winnifred R. Louis1
1University of Queensland
Conflicting ingroup norms about the environment can motivate pro-environmental behaviors. However, we show that norm conflicts decrease pro-environmental behaviors when symbolic (in contrast to instrumental) motives are made salient. This suggests norm conflicts motivate pro-environmental behavior via instrumental motives, rather than a symbolic desire to set a positive pro-environmental example.

G294
TOUCHING SAINTLY RELICS: MAGICAL CONTAGION OF SECOND-HAND MORAL LICENSING
Amanda L. Morin1, Charles G. Lord1, Sara E. Brady1
1Texas Christian University
Why do religious pilgrims travel to touch relics? Touching such items might confer “second-hand” license to behave less virtuously. Participants behaved less charitably after touching items ostensibly belonging to a saintly woman, but not if they only read her biography. Results extend previous research on moral licensing and irrational contagion.

G295
RELIGIOUSNESS AND RISK BEHAVIOR IN ADOLESCENTS
Kirsten A. Nielsen1, Wendi A. Miller1, James A. Shepperd1
1University of Florida
We examined the link between religiousness and risk behavior among ninth graders (N = 1251) using the prototype-willingness model as a theoretical framework. Structural equation modeling revealed that religiousness strongly predicted cigarette and marijuana smoking (and less strongly predicted alcohol use) via prototypes and perceptions of friends and parents.

G296
A SELF-CONTROL PERSPECTIVE ON DISSENT WITHIN GROUPS
Dominic J. Packer1, Christopher T. H. Miners2
1Lehigh University; 2Queen’s University
Several studies test a self-regulation approach to dissent, which posits that dissent decisions involve conflicts between different types of goals (stability vs. change, acceptance vs. influence). Factors influencing goal selection (e.g., construal level) and goal pursuit (e.g., ego depletion) thus affect whether motivated people conform or dissent.

G297
TRUST, JUSTICE, AND ORDERLY ACT: EMPIRICAL RESEARCH ON INTENTION OF ORDERLY ACT
Hyomin Park1
1University of South Carolina
This study shows the mechanism through which people’s intention to follow social order is maintained. Focusing on trust and fairness perceptions, it shows that social disorder comes from people’s negative perception of others’ conforming behaviors, which leads to perception that following the rule is less beneficial than violating.
G298
DEMOCRATIC GROUPS ARE NO LONGER PROTECTED FROM COLLECTIVE PUNISHMENTS WHEN MORALITY IS DRIVING THE JUSTICE JUDGMENT
Andrea Pereira1, Alain Quinamzade1, Jacques Berent1, Juan Manuel Falomir Pichastor1
1University of Geneva
Past research has showed that following a group wrongdoing, democratic groups as less collectively punished than nondemocratic groups, because of their superior social value. The present research shows that democratic groups are no longer protected from punishment when the justice judgments are morally driven.

G299
IT’S ALL ABOUT THE RISK: FACEBOOK POSTS AND DRINKING IDENTITY IN COLLEGE STUDENTS
Lindsey M. Rodriguez1, Dana Litt2, Angela DiBello3, Clayton Neighbors3, Camilla Overup2
1University of Houston; 2University of Washington
The current study evaluated the role of alcohol-related Facebook posts and drinking identities in college students. Undergraduates’ Facebook profiles were coded for alcohol-related information; drinking identity and alcohol use were assessed online. Increased alcohol-related Facebook posts were associated with increased drinking levels, particularly for those with lower drinking identities.

G300
ATTITUDINAL AGREEMENT INFLUENCES PREFERENCE FOR MORAL REBELS
Chelsea A. Schnabelrauch1, Tammy L. Sonnentag1, Laura A. Brannon1
1University of Texas at Tyler; 2University of Nebraska-Lincoln
Past research has found that people like “moral rebels,” individuals who stand up for their beliefs in the face of conformity pressures not to do so. The present study demonstrated that this liking is reduced to the extent that the participant doesn’t agree with the rebel’s beliefs.

G301
CONVERSATIONAL NORMS AMONG FRIENDS, ACQUAINTANCES, AND STRANGERS
Eric L. Stocks1, Felicia Mirghassemi2, Travis Evans3, Luis Oceja4, David A. Lishner5
1University of Texas at Tyler; 2Universidad Autonoma de Madrid; 3University of Wisconsin Oshkosh
In a series of field and laboratory experiments, a confederate’s friends, acquaintances, and strangers were engaged in a conversation based on four scripts varying in length and depth of disclosure. Results from both studies suggest participants follow emergent conversational norms, regardless of the type of relationship involved.

G302
PERCEIVED INGROUP NORM – NOT “MY” ATTITUDE – PREDICTS OUTGROUP DEROGATION
Yufang S. Sun1, Meghan L. Ferreira1, Mahzarin R. Banaji1
1Harvard University
We examined whether our own explicit attitudes or our perception of typical ingroups’ attitudes better predict outgroup derogation behavior. Bostonians indicated either their own or “typical” Bostonians’ Yankee (outgroup) hate. While their own attitude did NOT predict outgroup derogation behavior, the “typical” ingroup member’s attitudes significantly predicted outgroup derogation.

G303
NOT-AGREEING VS. DISAGREEING: A HIGH NEED FOR UNIQUENESS FACILITATES MINORITY INFLUENCE
Deborah F. Thoben1, Roland Imhoff2, Hans-Peter Erb1
1Helmhut-Schmidt-University; 2University of Cologne
What makes a minority’s position appealing not despite of its low consensus but because of it? We present evidence that high NIU not only blocks agreement with majorities but facilitates minority influence. Confirming our hypothesis, participants with a high NIU favored the minority’s position not only over the majority’s position but even over an alternative option.

G304
"THE CONSEQUENCES OF DISBELIEF IN FREE WILL: DIMINISHED MORALITY OR ENHANCED CONFORMITY?"
Bradley M. Trager1, Robin R. Vallacher2, Ryne A. Sherman1
1Florida Atlantic University
The current study examined the effects of induced disbelief in free will on cheating, and conformity. Results show that anti-free-will statements can be used to increase cheating behavior, but do not appear to increase conformity to others. A main effect for conforming to dishonest behavior was also detected.

G305
MOTIVATING TOLERANCE: INTERNAL AND EXTERNAL MOTIVATIONS TO RESIST PREJUDICIAL NORMS
Benjamin H. Walker1, Jesi Johnson1, H. Colleen Sinclair1
1Mississippi State University
We examined whether internal and external motivations to respond without prejudice (IMS/EMS) predicted non-conformity in a gay rights discussion. Pro-gay rights participants resisted prejudiced norms when high in IMS but low in EMS. Anti-gay rights participants resisted egalitarian norms when low in EMS and a non-conforming ally was present.

G306
THE EFFECTS OF FRIENDSHIP LEVEL ON THE USE OF THE ANCHORING HEURISTIC: WHO DO YOU TRUST?
Ryan J. Walker1, Mareike B. Wieth1, Andrew N. Christopher1, Jacque J. Carlson1
1Albion College
Pairs of friends and strangers individually completed 5 anchoring questions. Participants were led to believe that the anchors were generated by the other participant. Responses showed that friends were more anchored than strangers, indicating that friendship level, and therefore trust, plays an important role in decision making.

G307
THE GREEN EYED MONSTER IS Motivated: HOW INCIDENTAL Envy Triggers an AGENTIC ORIENTATION
Jin Youn1, Kelly Goldsmith1
1Northwestern University
Though consumers often experience envy, little is known about how the incidental activation of envy can affect unrelated decisions and behaviors. We demonstrate that priming envy towards others triggers an agentic mindset, and thus leads people to share less, work harder, and engage more in conspicuous consumption.
G308
HOW FUTURE-ORIENTED EXPRESSIONS OF GRATITUDE DETER NORM-VIOLATING BEHAVIOR
Satoko Yuo1,2, Toshikazu Yoshida1
1Nagoya University; 2The Japan Society for the Promotion of Science
We examined whether and how future-oriented gratitude expressions deter norm-violating behavior. Confirming the benefits of such expressions, our results showed that participants who saw an example of these expressions, which invoked the norm of reciprocity, (a) were less motivated to act inconsiderately and (b) experienced less reactance.

G309
DUMBING DOWN FOR OTHERS: DIFFERENCES IN SOCIALLY MOTIVATED UNDERACHIEVEMENT BETWEEN WORKING AND MIDDLE CLASS STUDENTS
Lisa M. Zazworsky1, Dustin B. Thoman1
1California State University, Long Beach
Social class identity’s influence on an academic task was evaluated. Confederates failed or performed on average on an anagram task, then remained present or left the room during a participant’s performance. Results suggest working class students strategically underperform more than middle class students when social motives for underperformance are salient.

Intergroup Relations
G310
OUTGROUP FEAR: FUNDAMENTAL, PHYSIOLOGICAL, AND MALE-TARGETED
Rachel D. Arnett1, Jim Sidanius1, Carlos Navarrete2, Melissa McDonald2
1Harvard University; 2Michigan State University
This study demonstrates that fear of male racial outgroups reflects a general bias against outgroup men that is not applied to outgroup women. Among minimal groups, participants exhibited stronger, longer lasting physiological signs of fear towards outgroup men, compared to ingroup men. This outgroup prejudice was not replicated among women.
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