The Society for Personality and Social Psychology

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PRELIMINARY PROGRAM

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Symposium: 86

The Psychology of Gift Giving and Receiving

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

Chair: Mary Steffel, University of Cincinnati
Co-Chair: Elanor Williams, University of California – San Diego

Giver-Recipient Discrepancies Contribute to Gift Card Non-Redemption

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

Presenter: Mary Steffel, University of Cincinnati

Picking Gifts for Picky People: Strategies and Outcomes

In a recent survey, consumers reported that 39% of their purchases were for someone “picky.” Despite the ubiquity of shopping for picky people, little research has examined how consumers choose gifts for picky people. In four studies, we showed how shopping for someone picky is unique from other forms of difficulty that accompany gift choice. First, we established a definition of “picky” and found that givers do not define “picky” recipients in the same way that they define “difficult” recipients (Study 1). Then, we found that compared to difficult recipients, participants believed that picky recipients were more likely to return or regift gifts (Study 2), and that these beliefs mediated the tendency for givers to invest less money and effort on picky others (Studies 3-4). In all, our findings show that givers do not approach gifting for picky recipients in the same way they approach choosing gifts for other recipients.

Presenter: Evan Polman, University of Wisconsin-Madison

Mental Accounting and Gift Card Spending

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

Presenter: Chelsea Helion, Columbia University

Experiential Gifts Foster Stronger Relationships Than Material Gifts

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

Presenter: Cindy Chan, University of Toronto
**What Neuroscience Can Tell Us About the Psychology of Well-Being**

When people encounter stressful situations, diverse regulatory mechanisms often protect psychological well-being. However, the temporal dynamics of these mechanisms remain unclear. This symposium will present research that incorporates high temporal-resolution neural methodology to reveal the time-course of how self-regulation supports well-being.

**Chair:** Jordan Leitner, University of California, Berkeley

**Self-enhancement Influences Medial Frontal Cortex Alpha Power to Social Rejection Feedback**

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

**Presenter:** Jordan Leitner, University of California, Berkeley

**Neural Markers of Positive Reappraisal and their Associations with Trait Reappraisal and Worry**

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

**Presenter:** Jason Moser, Michigan State University

**Spontaneous Default Mode Network Phase-locking Modulates Self-Regulatory Processes Under Stereotype Threat**

Individuals vary in how they cope with stress but little is known about the neural substrates of these coping processes, particularly regarding neural networks involved in self-regulation. We examined whether individual differences in self-regulatory neural processing modulated minorities’ ability to cope with stereotype threat-based stressors. Resting/spontaneous EEG activity from white and minority participants was used to predict estimates of task errors and self-doubt after completing a presumed intelligence test. We assessed spontaneous communication (i.e., phase-locking) between lateral parietal cortex (LPC), precuneus/posterior cingulate cortex (pPCC), and medial prefrontal cortex (MPFC); three regions of the default mode network (DMN) integral for self-oriented processing. Minorities with greater LPC-p/PCC phase-locking reported more accurate error estimations. Minorities also experienced less self-doubt to the extent they exhibited greater LPC-MPFC phase-locking and reported more accurate error estimations. Spontaneous synchronization between DMN regions thus may reflect anticipatory coping mechanisms that buffer individuals from stereotype threat.

**Presenter:** Chad Forbes, University of Delaware

**Self-Talk as a Regulatory Mechanism: How You Do It Matters**

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

**Presenter:** Ethan Kross, University of Michigan
Social Support and Goal Pursuit: A New Perspective

This symposium presents a fresh perspective on social support by shifting from support’s traditional emphasis on negative circumstances to examine functional outcomes. Four talks employ novel approaches to support factors—motivation, support invisibility, goal correspondence, and capitalization—and reveal their impact on recipients’ perceptions of support, goal pursuit, and task performance.

Chair: Katherine Zee, Columbia University
Co-Chair: Madoka Kumashiro, Goldsmiths, University of London

Function Over Form: Locomotion Motivation and Preferences for Goal Support

Recent developments point to the role of regulatory mode (Kruglanski et al., 2000) in social support exchanges. Three studies used hypothetical scenarios to examine preferences for support as a function of ‘locomotion,’ the motivation to act and progress. When imagining receiving passive support (e.g., emotional support) or active support (e.g., instrumental support) from a close relationship partner while pursuing an important goal, locomotion predicted general receptivity to support and, contrary to previous findings, strong preferences for both passive support and active support (Study 1; N=145). Locomotion also predicted greater perceptions of support responsiveness (Study 2; N=197). However, receiving support characterized by ‘assessment,’ which prioritizes careful thinking over steady movement, inhibited locomotors’ goal progress and reduced goal commitment (Study 3; N=80). These findings suggest the importance of considering the motivational orientation of recipients, as locomotors appear to welcome any type of support that enables them to make progress towards important goals.

Presenter: Katherine Zee, Columbia University

Partner Support of Important Goals that Benefit or Harm the Partner

Although romantic relationships can facilitate or hinder long-term goal pursuits, it is unclear how goal impact on the partner affects support processes. The current research presents findings from a diary study (N=87 couples) and a conversation about an important goal pursuit (N=178 couples) to examine the consequences of beneficial or harmful goal pursuits on partner support, target motivation, and goal outcome. As predicted, partners offered more support on days when goals benefited rather than harmed the partner, leading to greater goal motivation the next day. Similarly, target, partner, and independent observers all reported higher levels of partner support, target receptivity, and target motivation after the conversation to the extent that the goal benefited rather than posed problems for the partner, with difficult goals negatively predicting goal achievement two years later. The findings highlight the importance of considering goal impact on the partner when examining goal processes in romantic relationships.

Presenter: Madoka Kumashiro, Goldsmiths, University of London

Beyond Traditional Social Support: Building Personal Resources by Capitalizing on Positive Events

Three studies examined how responses to positive event disclosures—capitalization responses—build personal resources that facilitate success in the face of challenges. In two laboratory studies participants described a recent positive event and were randomly assigned to receive a positive or neutral response from a confederate. Those in the positive response condition persisted longer (Study 1; N = 68) and performed better (Study 2; N = 55) at subsequent unrelated difficult academic tasks than those in the neutral condition. Study 3 (N = 133) was a longitudinal study of incoming freshmen adjusting to the demands of college life. These data showed that the quality of capitalization responses from others at Time 1 (but not the quality of traditional social support) was associated with increased feelings of mastery, perceived control, and self-efficacy three and six months later. The results highlight novel pathways through which the social network helps build important personal resources.

Presenter: Shelly Gable, University of California, Santa Barbara

The Role of Autonomy and Control in Understanding the Costs of Enacted Support Receipt

Although perceived social support predicts a host of positive outcomes, specific acts of support are often costly and produce mixed results at best. If perceived social support is overwhelmingly positive, then why inconsistent effects of enacted support receipt? Previous research suggests perceived partner responsiveness, support visibility, perceptions of ineffectivity, and self-esteem threats help explain when support will be costly and when it will be beneficial. The current data add to this list autonomy and control as potential mediators of the effects of support receipt. We present data from four studies (total N = 411) outlining an effective, novel methodology for experimentally manipulating support receipt in a laboratory setting and measuring the effects of social support on emotional reactivity and task performance. Results suggest autonomy and control differentially influence the effects of enacted support receipt, providing evidence that these qualitative features of social support help explain inconsistent effects of support receipt.

Presenter: Niall Bolger, Columbia University
Flexible Automaticity: New Approaches to Understanding Social and Contextual Influences on Implicit Evaluation

Although implicit evaluations are often considered stable and difficult to change, this symposium presents novel theoretical frameworks about the flexibility of implicit evaluations. Four speakers will discuss how social group and ethnic identification, intergroup dynamics, and contextual information can shape the formation and change of implicit attitude and evaluation.

Chair: Y.Jenny Xiao, New York University
Co-Chair: Jay Van Bavel, New York University

Who do I Like Now?: Social Group Identification Shapes the Formation and Change of Implicit Evaluation

According to traditional dual attitude perspectives, implicit and explicit attitude change occurs through different processes. Specifically, implicit attitude change is believed to be difficult and unaffected by explicit processing goals. Here we present evidence that implicit evaluations can be quick to form and change through the influence of social group identification. In three experiments, we first demonstrate that people quickly develop implicit preferences towards their own minimal group compared to the out-group. Importantly, this pattern of implicit bias is flexibly moderated by the intergroup context. When we present two groups as cooperative (vs. competitive), the relative positivity towards the in-group is eliminated. Finally, being switched from one minimal group to the other reversed the pattern of implicit in-group preference. Individuals’ ease of switching implicit preference is correlated with their need to belong, providing evidence that social affiliative motivation may regulate flexibility of implicit evaluation.

Presenter: Y.Jenny Xiao, New York University

The Yin and Yang of Implicit Social Cognition: Implicit Evaluations are Difficult and Easy to Change, Context-Dependent and Context-Independent

Counter to early theorizing assuming that implicit evaluations reflect context-independent attitudes that are difficult to change, research over past decade has shown that implicit evaluations are highly sensitive to both counterattitudinal information and contextual influences. In the current talk, I will argue that implicit evaluations have all of these properties, in that they are difficult and easy to change, context-dependent and context-independent. Drawing on two illustrative studies from a broader research program on contextual renewal (total N > 2,400), I will show that changes in implicit evaluations are often limited to the context in which counterattitudinal information had been acquired, such that they reflect the valence of counterattitudinal experiences only in the context in which these experiences were made, and the valence of initial attitudinal experiences in any other context. Thus, depending on the context of observation, implicit evaluations may seem either difficult or easy to change, context-dependent or context-independent.

Presenter: Bertram Gawronski, University of Texas at Austin

Whom Can I Trust?: Rapid Evaluative Tuning and Changes in Intergroup Trust in Response to Variable Cooperative Opportunities

Life in human societies hinges on cooperation, but decisions to cooperate with others are often risky. Shared group identities serve as one mechanism for facilitating cooperation, which may provide decision-makers with instrumental incentives to preferentially coordinate with ingroup members. Importantly, however, other (non-group) cooperation-facilitating mechanisms can alter this incentive structure and attenuate intergroup biases. In a series of datasets (total n > 15,000), we find that that biased decisions about who to affiliate with are reduced when effective cooperation-facilitating institutions (e.g., rule of law) help establish trust across group boundaries. Importantly, additional studies find that intergroup bias is reduced on rapid evaluative measures (total n = 234), such that implicit racial preferences are attenuated by cooperation-facilitating institutions. These findings demonstrate rapid tuning of the evaluative system in response to variable cooperative contingencies, which can function to orient individuals toward affiliating with people who are expected to cooperate in specific contexts.

Presenter: Dominic Packer, Lehigh University

To be or Not to be (Ethnic): Expressions of Ethnic Identification Differentially Impact Implicit National Inclusion of Non-White vs. White Ethnic Groups

Americans embrace principles of ethnic diversity yet dislike minorities with strong ethnic identities. Two experiments examined this contradiction by differentiating between ethnic identity expressed in private vs. public by non-Whites and Whites. We tested whether targets’ identity expressions differentially affected perceivers’ group attitudes and beliefs about the entire ethnic group as legitimately American. At an explicit level, White and non-White groups were held to the same standard: they were both liked less and construed as less American when members expressed ethnic identity in public vs. private. However, at an implicit level, a double standard emerged: non-White groups were implicitly liked less and rejected as American if their members expressed ethnic identity publicly vs. privately, while implicit attitudes and beliefs about White ethnicities were unaffected. Perceivers’ national identity moderated this effect: White perceivers who were strongly identified as American showed more of this double standard than others who were weakly identified.

Presenter: Nilanjana Dasgupta, University of Massachusetts Amherst
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Economic Inequality, Income Mobility, and Well-Being

High economic inequality is often justified by the belief in social mobility, the possibility that anyone can increase their economic standing through hard work. Three speakers discuss new research on subjective perceptions of inequality and social mobility, and the how these perceptions impact emotional well-being.

Chair: Dylan Wiwad, Simon Fraser University
Co-Chair: Shai Davidai, Cornell University

Belief in High Social Mobility and Emotional Well-Being

The American Dream posits that anyone can move between income levels, but recent reports document that income mobility is at an all-time low (Chetty, Hendren, Kline, & Saez, 2013). High levels of income mobility may offer economic advantages, but does perceived mobility impact well-being? Past research provides conflicting hypotheses, suggesting both positive and negative well-being outcomes (Diener, Lucas, & Oishi, 2002; Smith, Loewenstein, Jankovic, & Ubel, 2009). In Study 1 (n=100) participants who believed they had higher income mobility reported higher positive affect and life satisfaction. In Study 2 (n=456) participants randomly assigned to read about high (vs. low) income mobility reported higher positive, and lower negative, affect. In Study 3 (n=435) we replicated Study 2 in a nationally representative sample. Across all three studies emotional benefits persisted regardless of the participants’ income level. These findings suggest there are emotional benefits to perceiving high income mobility, regardless of current economic standing.

Presenter: Dylan Wiwad, Simon Fraser University

How Much (More) Should CEOs Make?: A Universal Desire for More Equal Pay

We assess people’s preferred wage differentials between rich and poor, and determine whether these ideal ratios are commonly-held. Using survey data from 40 countries (N = 55,238), we compare respondents’ estimates of the actual wages of chief executive officers and unskilled workers to their ideals for what those wages should be. We show that ideal pay gaps between CEOs and unskilled workers are significantly smaller than estimated pay gaps, and that there is consensus across countries, socioeconomic status, and political beliefs for ideal pay ratios. Moreover, data from 16 countries reveals that people dramatically underestimate actual pay inequality. In the United States the actual pay ratio of CEOs to unskilled workers (354:1) far exceeded the estimated ratio (30:1) which in turn far exceeded the ideal ratio (7:1). People underestimate pay gaps, and their ideal pay gaps are even further from reality than their erroneous underestimates.

Presenter: Sorapop Kiatponsan, Chulalongkorn University

Building a More Mobile America - One Income Quintile at a Time

A core tenet of the American ethos is that there is considerable economic mobility. Americans seem willing to accept vast financial inequalities as long as they believe that everyone has the opportunity to succeed. We examined whether people’s beliefs about the amount of economic mobility in the United States conform to reality. In a nationally representative sample (N=3,034), we found that: (1) people believe there is more upward mobility than downward mobility, (2) people overestimate the amount of upward mobility and underestimate the amount of downward mobility and (3) poorer individuals believe there is more mobility than richer ones. An additional study (N=290) replicated these results and found that political affiliation influences perceptions of mobility, with conservatives believing that the economic system is more dynamic than liberals do. We discuss these findings in terms of system justification theory and consider the implications for contemporary political debates in the United States.

Presenter: Shai Davidai, Cornell University
Symposium: 10

When, Why and How People Advocate

Although considerable research has explored the psychological antecedents and consequences of persuasion, far less attention has been paid to understanding the determinants of advocacy. Across four papers, this symposium explores when, why, and how people advocate. Taken together, these papers provide deeper insight into the specific drivers of advocacy behavior.

Chair: Lauren Cheatham, Stanford University
Co-Chair: Zakary Tormala, Stanford University

Attitude Certainty and Attitudinal Advocacy: Exploring the Unique Roles of Clarity and Correctness

When people attempt to persuade others toward their opinions, it is assumed that they are likely very certain of their own. While attitude certainty is a major determinant of advocacy behaviors such as sharing beliefs with others and trying to persuade them, the present research suggests that the two underlying constructs of attitude certainty – attitude correctness and attitude clarity – differentially predict advocacy behaviors. Across four studies (N=1401) we show that attitude clarity and attitude correctness independently predict intentions to share one’s own opinion with others. However, we find that only attitude correctness creates intentions to persuade others toward one’s opinion. This research suggests that considering these two underlying constructs of certainty offers a more nuanced understanding of the relationship between advocacy behaviors and attitude certainty.

Presenter: Lauren Cheatham, Stanford University

Sharing of Found Versus Received Content

Recent research has started to examine what drives word of mouth. Specifically, work has been done to look at how content characteristics (e.g., positivity, arousal, usefulness, etc.) affect sharing behavior. Another way content may differ is where the content originated. While people often discover content themselves (e.g., from newspapers or other websites), they also receive content from people they know. It is unclear if and how finding vs. receiving content affects people’s subsequent sharing behavior. Across three studies (Total N=458), we find that when people receive content, they judge the content objectively and share interesting but not boring content. However, when people find content themselves, they start to associate the content with themselves, which make people less discriminating as to which content is more or less interesting. As a result, people are likely to share interesting and boring content.

Presenter: Zoey Chen, University of Miami

Belief in the Immutability of Attitudes Both Increases and Decreases Advocacy

People with an entity theory of attitudes (i.e., the belief that attitudes are relatively unchanging) are more certain of their attitudes than are people with an incremental theory (i.e., the belief that attitudes are relatively malleable), and people with greater attitude certainty are generally more willing to try to persuade others. Combined, these findings suggest that an entity theory should foster greater advocacy. Yet, people with entity theories may be less willing to advocate because they also perceive others’ attitudes as unchanging. Across four studies (N = 734), we show that both of these countervailing effects occur simultaneously and cancel each other out. However, by manipulating whom people focus on (themselves or others) or how advocacy is framed (as standing up for one’s views to others or exchanging one’s views with others), entity theories can either increase or decrease willingness to advocate.

Presenter: Omair Akhtar, Apple Inc.

The Power Matching Effect: The Dynamic Interplay of Communicator and Audience Power in Persuasion

How does power affect the type of arguments communicators emphasize and that audiences respond favorably to? Building on the proposition that high power increases individuals’ tendency to be agentic and low power increases individuals’ tendency to be communal (Rucker et al. 2012), we propose that communicator power affects the propensity to generate arguments that emphasize warmth versus competence. Moreover, audience power affects people’s weighting of warm versus competent arguments. As a consequence, we introduce the concept of the power-matching effect: high-power communicators are more effective at persuading high-power audience members, whereas low-power communicators are more effective at persuading low-power audience members. Two experiments (N=520), using different manipulations of power, find support for these effects in both oral and written contexts. Process evidence is also provided via both mediation and moderation. Overall, these studies demonstrate that the success of persuasive communications depends on the congruence between communicator power and audience power, respectively.

Presenter: Derek Rucker, Northwestern University
It's Not Just You and Me: How Social Relationships Outside a Couple Impact Processes Within the Couple

Interpersonal processes take place within relationships that are themselves embedded in a broader social context. The work presented in this symposium discusses the impacts that these social relationships – with one’s family, friends, broader social network and neighborhood – have on interpersonal processes within a couple.

Chair: Grace Jackson, UCLA

A Social Network Analysis of Racial Disparities in Marital Outcomes

Efforts to explain racial disparities in marital outcomes between Black and White couples have neglected to evaluate the impact of the social networks within which marriages are embedded. The current study drew on social network interviews based on the top 40 individuals that participants interacted with for a sample of 57 first-married low-income newlywed couples (N=114 individuals; 4560 alters). Analyses addressed the differential impact of the composition and structure of couples’ social networks on their marital satisfaction trajectories over 27 months. Results indicated that social networks significantly predicted marital satisfaction trajectories for Black couples but not for White couples. More quality and fewer discordant relationships, greater overlap in partners’ combined network, and social network density had significant positive effects on marital satisfaction trajectories for Black couples. Results suggest there may be approaches to one’s community (e.g., selecting people with whom to interact) that could affect Black couples’ marriages.

Presenter: Grace Jackson, UCLA

Conflict Behavior and Family Status in Same-Sex and Heterosexual Couples

This study investigated how same-sex and heterosexual couples’ perceptions of social status and social support, particularly from one another’s families, relates to their conflict behavior. The sample comprised 120 cohabiting couples (40 male-female, 40 male-male, and 40 female-female). Couples completed questionnaires regarding individual and relationship characteristics, and were videotaped in the laboratory as they discussed frequent topics of conflict. Conflict behavior was coded using Heyman’s rapid marital interaction coding scheme. Individuals in same-sex relationships perceived more social stigmatization, less social and familial support for their relationships, and perceived themselves to have lower status in the eyes of their partner’s family. In all couples, individuals who perceived themselves to have low status in the partner’s family showed more hostile behavior, more negative escalation, and a greater ratio of negative to positive behavior. These effects were more pronounced among individuals in same-sex couples who had high levels of anxiety or externalizing problems.

Presenter: Lisa Diamond, University of Utah

Perceived Partner Support in Context: Long-Term Effects of Neighborhood Social Conditions and Stress on Support Quality in Married and Cohabiting Couples

Couples strive to maintain their relationships in the everyday context of their neighborhoods. Living under adverse neighborhood conditions can have damaging effects on relationship quality and well-being (Cutrona et al., 2003; Simons et al., 2002). Research suggests that enduring sustained stress may also exhaust the coping resources needed to provide support to one’s partner (Lyons et al., 1998). Analyzing longitudinal data from 176 African American couples (N = 352), we examined whether adverse neighborhood social conditions affected support quality in relationships. Multilevel analyses showed that neighborhood social disorder predicted slight decreases in support recipients’ perceptions of their partners’ support quality, while neighborhood-level racial discrimination unexpectedly predicted increases in recipients’ perceived partner support, adjusting for the negative effects of support providers’ direct stress experiences. Our results suggest that whether or not support providers endure stress directly, the everyday contextual conditions of their neighborhoods can actively shape couples’ support dynamics over time.

Presenter: Frederick Clavé, Iowa State University

Couples’ Social Networks Enforce Normative Relationship Development

The current four studies (N=1013) address a critical gap in the social network and romantic relationship literature: why and how do couples’ social networks develop and demonstrate (dis)approval of couples’ romances? In Study 1, newlyweds generated a timeline of significant courtship events by indicating when each event occurred in their histories together. Spouses whose courtship timelines progressed in a more normative, or average, sequence reported greater marital satisfaction. In Studies 2 and 3, participants were presented with common courtship events in random order and asked to re-order them to reflect “typical” relationship progression. This perceived normative order of relationship events closely matched the normative order from the Study 1 married sample. In Study 4, spouses’ weddings (size; price) reflected the extent to which they had experienced a normative dating relationship development. Across studies, more normative relationship progressions were associated with greater relationship approval and support from couple members’ social networks.

Presenter: Timothy Loving, The University of Texas at Austin
Accuracy in Perceiving Others: New Findings and Theoretical Advances

The study of people’s accuracy in judging others’ traits and states has recently undergone an explosion of interest across many research disciplines. This symposium presents both laboratory research and a meta-analysis with findings important for theory, method, and prediction of social outcomes based on measures of accuracy of interpersonal perception.

Chair: Judith Hall, Northeastern University
Co-Chair: Marianne Schmid Mast, University of Lausanne

The Social Chameleon: The Link between Interpersonal Accuracy and Behavioral Adaptability

How does interpersonal accuracy manifest itself on the behavioral level in a social interaction? We posit that more interpersonally accurate individuals are better able to adapt their behavior to the individual peculiarities of each social interaction partner. We assessed interpersonal accuracy of 55 female and male participants. They then interacted as a leader with two female subordinates, each functioning best under a different leadership style (participative or directive). Based on the videotaped interactions, the degree of directive and participative leadership behavior shown by the participant toward each of the subordinate was coded. This is how we obtained a measure of how skilled each participant is to flexibly adapt his/her leadership behavior among different subordinates. Results showed that for female participants, interpersonal accuracy was indeed related to more adaptive leadership behavior but not for male participants. Results are discussed with respect to gender role theories.

Presenter: Marianne Schmid Mast, University of Lausanne

Expanding the Role of Stereotypes in Empathic Accuracy

In previously published work we demonstrated that perceivers who made more stereotypic inferences about new mothers’ thoughts were more empathically accurate (Lewis et al., 2012). In three new studies (total N = 339), we show that this effect 1) generalizes when perceivers infer the thoughts of people from a different target group (people with divorced parents; Study 1, n = 142); 2) is not affected by whether perceivers are members of the group themselves; and 3) occurs even in live, face-to-face dyadic interactions (Study 2, n = 118). Furthermore, instructing perceivers to avoid using stereotypes makes them less accurate, relative to perceivers either explicitly instructed to use stereotypes or given no instructions (Study 3, n = 79). These latter two conditions do not differ from one another, supporting previous results that people naturally use stereotypes. All told, this work supports the importance of top-down cognitive schemas in empathic accuracy.

Presenter: Karyn Lewis, University of Colorado

Meta-Accuracy in Job Interviews

Can job applicants accurately assess their job interview skills? In two studies, participants engaged in a job interview with a virtual job recruiter. Meta-accuracy was measured as the correlation between participants’ self-ratings and external judges’ ratings of participants’ job interview performance. Participants accurately predicted their interview skills at above-chance levels; Study 1 t(48) = 8.60; Study 2 t(126) = 12.03, ps < .001, ds > 1.23. In both studies, participants’ higher accuracy in predicting how competent they were perceived was related to feeling more competent during the job interview, and the more participants felt competent during the job interview, the more likely judges were to recommend hiring. That is, participants’ felt competence during the interview mediated the relationship between participant meta-accuracy and ratings of hiring likelihood.

Presenter: Nora Murphy, Loyola Marymount University

Meta-Analysis of Correlations Between Tests of Interpersonal Accuracy: Drawing the Map of the Interpersonal Skill Domain

While there has long been evidence that measures of interpersonal accuracy (IPA) can predict relevant social outcomes, repeated observation of weak correlations between IPA measures has called into question whether there is a general skill of IPA, a few basic skills, or many distinct skills. Using meta-analytic techniques across 96 samples involving 9,539 participants generating 595 effect sizes, we established that there is, indeed, not strong evidence for one general skill because there is only a small, nevertheless reliable, correlation among IPA measures (r = .16). More compelling, however, was evidence that structure exists within the IPA domain, such that IPA measures correlate most strongly with each other when they involve judging emotions; also, how the IPA measures were constructed plays a role in the degree to which they are related to one another. Suggestions for how to improve the construction of IPA measures and research in the field are considered.

Presenter: T Boone, University of Massachusetts, Dartmouth
The Politics of Inequality and the Inequality of Politics

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

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

Subjective Socioeconomic Status Shapes Political Preferences

Economic inequality in America is at historically high levels, yet redistributive policies aimed at reducing inequality are frequently unpopular. Traditional accounts posit that attitudes toward redistribution are driven by economic self-interest or ideological principles. From a social psychological perspective, however, we expected that subjective comparisons to others may be a more relevant form of self-interest than material wealth. We hypothesized that participants would support redistribution more when they felt low in subjective status than when they felt high, even when actual self-interest was held constant. In three studies we found correlational (study 1) and experimental (studies 2-4) evidence that subjective status may motivate shifts in support for redistributive policies. Moreover, when people shifted their attitudes toward redistribution, they also shifted ideological positions. They reported being more conservative or liberal, and believing that the economic system was more or less just, presumably to justify their (new) attitudes toward redistribution.

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

The Undervalued Self: Social Class Rank and Political Action

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

Presenter: Michael Kraus, University of Illinois Urbana-Champaign

Lack of Awareness of Inequality Leads to Punishment of the Poor

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

Presenter: Oliver Hauser, Harvard Business School

The Tolerance of Inequality: Psychological Needs for Control and Social Hierarchies

Individuals often espouse egalitarian ideals, yet social hierarchies and their inherent inequality are ubiquitous in human societies. We propose that one reason this occurs is because hierarchies can fulfill psychological needs for structure and order that are elicited when personal control is low (Kay et al., 2008)—even for subordinate positions that lack power or status. In 4 studies we demonstrate that hierarchical inequality can compensate for low personal control via the structure it provides. After personal control threats, participants preferred more hierarchy in their own workplaces and found hierarchy-enhancing occupations more appealing. We also show that hierarchies are control-restoring: Being in a hierarchical workplace was associated with increased occupational certainty and self-efficacy. These effects occurred even for individuals in lower positions in the hierarchy. We discuss how disadvantaged individuals may be unwilling to question social hierarchies that justify inequality if those hierarchies are serving unmet psychological needs for structure.

Presenter: Justin Friesen, York University
Is Ignorance Blissful or Stressful?: Documenting Ambivalence Towards Uncertainty

Uncertainty can be a double-edged sword. It can threaten people’s desire to make sense of the world, but it can also protect people from unpleasant realizations. To examine this tension two presentations will focus on the motivation to resolve uncertainty and two will focus on the motivation to uphold uncertainty.

Chair: Alexa Tullett, University of Alabama

Maintaining Uncertainty by Avoiding Information

Although greater knowledge provides numerous benefits, people often opt for ignorance if the information threatens of how they wish to feel, think or behave. The results of four studies (total N = 3,523) document this preference for ignorance for several types of information including news about one’s health, risk for breast cancer, and (among adolescents) evaluations by peers. Although we have identified a variety of predictors of avoidance, one predictor that emerges consistently is lacking personal and interpersonal resources to cope with the threatening information. Just as interesting, we find that several predictors that would seem at first blush important in predicting avoidance (e.g., current affect, personal ratings of seriousness of the information) do not. Discussion centers on when a desire to remain uncertain does and does not fuel avoidance.

Presenter: James Shepperd, U Florida

A Preference for Ignorance: Evidence That People Collect Less Information to Avoid Conclusive Results

Although uncertainty is considered an aversive state, people sometimes engage in information-avoidance strategies that preserve uncertainty. Based on the idea that conclusions drawn from larger amounts of data are more accurate reflections of reality, we conducted four experiments testing whether people might prefer smaller amounts of data when they suspect a negative (vs. positive) reality. Consistent with this proposal, participants who were led to feel unsure (vs. confident) that they possessed an important trait chose to complete a smaller sample of items on a separate measure of the trait. In one of these experiments, “confident” participants chose to complete a smaller sample of items – similar to the amount selected by “unsure” participants – after they completed a self-affirmation task (that momentarily satisfies self-enhancement motives). This finding suggests that information exposure can be an offensive process whereby people with the most to gain are most likely to choose large quantities of information.

Presenter: Alexa Tullett, University of Alabama

Reacting to Uncertainty and Other Self-Threats by Activating the Behavioral Inhibition System: Evidence from Experiments in the Courtroom and the Psychology Laboratory

This presentation argues that uncertainty and other self-threats stimulate people to make sense of what is going on. To facilitate these sense-making processes humans tend to inhibit ongoing action. Thus, we assume a basic relationship between self-threatening experiences and the activation of the behavioral inhibition system. Evidence for this relationship is found in several experiments, conducted inside and outside the psychology laboratory. For example, a field experiment in the courtroom obtained evidence for the notion that experiences of procedural justice are important for people to make sense of what is happening in the courtroom. Deactivating the behavioral inhibition system by means of a subtle priming manipulation attenuated the need to rely on perceived procedural justice. Other experiments reveal the role of the inhibition system in how student and non-student populations calibrate the justice motive with self-interest concerns. These findings also show how priming manipulations may work in important real-life contexts.

Presenter: Kees van den Bos, Utrecht University

Harnessing the Power of Personal Uncertainty: Concrete Construal Heightens Performance and Approach Motivation

Personal uncertainty and manipulated concrete construal interacted to predict approach motivation in Study 1 and performance in Study 2 (overall N = 450). Personal uncertainty was operationalized with the Behavioral Inhibition Scale, and construal level was manipulated by having participants think concretely (vs. abstractly) by describing how (vs. why) they might perform hypothetical activities (i.e. opening a bank account, cleaning an apartment etc.) Approach motivation was measured in Study 1 with a state version of the Behavioral Activation Scale. Performance was measured in Study 2 as persistence at a mundane data entry task. Results suggest that personal uncertainty can be motivating when construal level is concrete, but demotivating when construal level is abstract.

Presenter: Alex Tran, York University
Identity, Belief, and Environmental Action: The Link Between Environmental Identity/Belief and Environmental Behavior and Influence of Social and Cultural Factors

This symposium addresses the urgent question that may decide our collective future: Why people do and don’t engage in pro-environmental behavior. We present cutting edge research that examines the influence of personal factors such as environmental identity/belief and how they interact with social and cultural factors on environmental behaviors.

Chair: Kimin Eom, University of California, Santa Barbara
Co-Chair: Heejung Kim, University of California, Santa Barbara

We Believe, Therefore we Act?: Cultural Analysis of the Association Between Environmental Beliefs and Behaviors

Both media and research attempt to increase awareness about environmental crises and foster pro-environmental beliefs with the implicit assumption that environmental values/beliefs lead to green behaviors. This assumption has not been tested with culturally diverse samples. Across three studies, we test whether the link between environmental values/beliefs and behaviors exists predominantly in European American culture that values abstract, internal thoughts. Using a U.S. national data set, Study 1 reveals that environmental beliefs predict stronger pro-environmental policy support for Whites more than for non-Whites. In Study 2, a worldwide sample shows that environmental values are more strongly associated with pro-environmental behavior intentions for Americans than other populations. Study 3 finds that environmental beliefs predict pro-environmental product purchases for European Americans, but perceived social norms predict pro-environmental behaviors for Japanese. Addressing environmental crises require identification of culture-specific predictors of pro-environmental behavior.

Presenter: Kimin Eom, University of California, Santa Barbara

Sustainability, Environmental Identity, and Conceptions of Human-Nature Relationship

Our Common Future is the title of a UN report released in 1987. Quarter of a century later, its message resonates more than ever. The 2014 IPCC report on climate change suggests that sustainable development is indeed a requirement for the future of our species. In this presentation, it is argued that worldviews about human-nature relationship are critically implicated in the realization of our hope for sustainability. Two studies with student and general public samples are reported to show the importance of two aspects of environmental identity – environmentalist identity and environmental strivings – in motivating a wide range of sustainability relevant behaviours. More importantly, the results of the studies support the contention that cultural conceptions of human-nature relationship provide significant underpinnings for environmental identity. Public discourse on how humans relate to the rest of nature is of significant importance in our contemplations for our collective future.

Presenter: Yoshihisa Kashima, University of Melbourne

I Can’t Recycle in Public: Visibility and Pro-Environmental Behaviors

Individual behaviors are necessary to prevent ecological damage, but the public shows a striking lack of action. Decades of persuasive environmental appeals have fallen short of generating the necessary behaviors. One problem is that many conservation behaviors have come to symbolize environmentalism. Most individuals are not environmentalists, and they may avoid behaviors that signal to others an environmental identity. Three survey studies with community members consistently revealed that environmental identity moderated the relationship between social visibility and pro-environmental behaviors. Non-environmentalists performed fewer behaviors that they considered visible (e.g., public recycling) compared to private (e.g., taking shorter showers). Environmentalists’ behavior was unaffected by visibility. Identity and reputation are important to understand not only environmental engagement but also environmental disengagement. These findings highlight a potential danger of environmental messages that tie an environmental identity to target actions: individuals may publicly reject those behaviors to avoid the unwanted identity.

Presenter: Cameron Brick, University of California, Santa Barbara

Low-Carbon Lifestyles and Behavioural Spillover

Responding to climate change requires profound changes to individual behavior; yet policies to achieve these changes have so far met with limited success. One of the challenges for the social sciences is in understanding how to help bring about behavior change in ways commensurate with the scale of the climate change challenge. Our presentation will explore ‘behavioral spillover’; the idea that taking up a new behavior (e.g. recycling) may lead on to the adoption of additional environmentally-friendly behaviors. Whilst the idea of behavioural spillover may hold the promise of advancing behavior change, theoretical and empirical research is limited to correlational studies. We report on a range of cross-cultural, mixed-method studies that substantiate a novel theoretical framework for spillover and evaluate future prospects for behavior change.

Presenter: Nick Nash, Cardiff University
**Temporal Dynamics of Emotion and Emotion Regulation**

Emotions are dynamic processes that change over time. This symposium features cutting edge assessments of the temporal dynamics of emotions in daily life and in the brain and demonstrates how understanding these dynamics increases our general understanding of emotional processes.

**Chair:** Christian Waugh, Wake Forest University  
**Co-Chair:** Kateri McRae, University of Denver

**Temporal Dynamics of Emotion in the Brain**

*Emotion theorists have long held that a fundamental characteristic of an emotion is how its constituent processes change and interact over time. Assessing these temporal dynamics of emotion in the brain is critical both for understanding the neural representation of emotions and for advancing theories of emotional processing. In an initial fMRI study, assessing the duration of emotional processing in the brain while participants completed an emotional working memory task revealed that both explicit and implicit processes contribute to the maintenance of emotion. In a second fMRI study, assessing temporal dynamics of neural activation while participants were exposed to a stressor revealed that emotional responding can reach multiple peaks within a single emotional event, and that these peaks may represent either the same or different processes. Knowing how emotions unfold over time is critical in gaining a more comprehensive understanding of emotional phenomena in the brain and in daily life.*

**Presenter:** Christian Waugh, Wake Forest University

**Thought Curtails Emotion: Cognitive Reappraisal Decreases the Duration of Emotional Responding in the Brain**

*Cognitive reappraisal is known to be an effective way to decrease multiple measures of negative responding, including activation in the amygdala and other emotion-generative regions. However, it is unknown whether reappraisal decreases the duration of these responses, or merely the magnitude of neural responding. We used an inverse logit function to estimate the duration of hemodynamic responses to negative pictures when individuals were instructed to use cognitive reappraisal. We observed differences in the duration of the hemodynamic response when individuals used cognitive reappraisal to pursue two different emotional goals: decreasing negative emotion and increasing positive emotion. In several regions, we observed shorter durations of the hemodynamic response during reappraisal compared to a non-regulation control. These results indicate that cognitive reappraisal curtails negative emotional processing in the brain when individuals are using cognitive strategies to change their emotional responses.*

**Presenter:** Kateri McRae, University of Denver

**The Relationship Between Appraisal Dynamics and Emotion Dynamics**

*Appraisal theory is traditionally adopted to explain and predict the nature of the emotion that follows an emotion-provoking event. In three interconnected studies, we demonstrate that appraisal theory can also account for variability in the duration of emotional recovery. In study 1, we examined the relation between the initial appraisal of an event and emotion duration across 37 countries using questionnaires. Negative emotions were universally found to last especially long when the eliciting event was perceived to be incongruent with the individual’s goals, values, and self-ideal. In study 2, we used a day reconstruction methodology to examine whether changes to the initial appraisal influence emotion duration. Event reappraisal was found to shorten emotions. In study 3, we used an experience sampling methodology to examine the influence of appraisal dynamics on emotional recovery following exam failure. Appraisal dynamics were found to be associated with the speed of the recovery process.*

**Presenter:** Philippe Verduyn, KU Leuven

**The Role of Psychological Needs in Understanding the Dynamics of Emotional Experience**

*Although the importance of psychological needs for well-being has been well documented, we know little about the relation between psychological needs and the temporal dynamics of emotion. Using ecological momentary assessment, we examined how self-reported competence and connectedness in social contexts, and self-reported competence in non-social contexts, are related to positive affect (PA) and negative affect (NA). Thirty-nine healthy adults carried hand-held electronic devices for seven days and were randomly prompted eight times each day. All analyses were conducted using multi-level modeling. For both social and non-social contexts, higher competence was related concurrently to higher PA and lower NA; higher competence also predicted increased PA and decreased NA at the subsequent prompt. For social contexts, higher connectedness was related concurrently only to higher PA, and predicted a subsequent increase in PA and decrease in NA. Findings highlight the importance of psychological needs in understanding emotional dynamics.*

**Presenter:** Renee Thompson, Washington University in St. Louis
**Symposium: 175**

**Does Deviance Breed Inspiration?: The Role of Diversifying Experiences and Deviant Personality on Creativity**

The present symposium uses diverse methodologies (longitudinal studies, experiments, and a meta-analysis) and large general population samples to test whether deviance breeds creativity. We conclude that the effects of diversifying experiences and deviant personality (including student characteristics and mental illness) are much smaller than previously suggested and moderators are essential.

Chair: Rodica Damian, University of Illinois at Urbana-Champaign

Co-Chair: Marion Spengler, University of Luxembourg

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**Effects of Childhood Diversifying Experiences on Creative Outcomes 40 Years Later**

Diversifying experiences represent actively experienced unusual life events. They can be positive (multiculturalism) or negative (early parental death). They are hypothesized to increase creativity because they violate pre-conceptions. Diversifying experiences are over-represented among creative geniuses and, within those samples, they predict more creativity. However, no study has investigated the developmental effects of diversifying experiences on real-life creative achievement in a general population sample. Our study used a representative sample (N = 663). At Time 1 (age 12), we measured diversifying experiences, intelligence, and parental socio-economic status. At Time 2 (age 52), we measured occupational creativity. We found that childhood diversifying experiences predicted slightly more creativity in adulthood ([β] = .04), when controlling for gender, intelligence, and SES. This effect was much smaller than the one present in samples of creative geniuses ([β] = .22), suggesting the need for a moderator, whereby some people benefit more than others from diversifying experiences.

Presenter: Rodica Damian, University of Illinois at Urbana-Champaign

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**Effects of School-Related Behavior on Occupational Creativity 50 Years Later**

Adverse life events and deviant behaviors are overrepresented among creative geniuses. For example, many geniuses despaired school or dropped out. Yet, other research showed that education is a strong predictor of creative achievement, suggesting that deviant school behavior should be detrimental. The present study addresses this debate by testing the prospective effect of childhood individual differences in school-related behaviors (being a responsible student) on later occupational creativity. This study benefits from a large sample (N = 1,000), a longitudinal design (across 50 years), important control variables (parental SES, gender, and IQ), and different creativity measures (creative thinking and originality). We found that being a responsible student (i.e., showing industrious, achievement-striving behavior) had an incremental effect ([β] = .06 to .08) on occupational creativity over and above parental SES and IQ. This suggests that, in the general population, deviant school behavior may be detrimental to later life creative achievement.

Presenter: Marion Spengler, University of Luxembourg

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**Whether Social Schema Violations Help or Hurt Creativity Depends on Need for Structure**

Although people and life events that disconfirm expectancies can increase creativity, sometimes such social schema violations can also undermine creative cognition. In three studies (N = 221) we examined whether the extent to which people prefer structure and predictability determines how counter-stereotypes and social schema violations influence creativity. Participants in Study 1 formed impressions of a schema-inconsistent female mechanic (vs. a schema-consistent male mechanic). Following schema-inconsistent rather than -consistent information, participants low in need for structure were more creative on the multiple uses task. In Study 2, following the same manipulation, participants low (high) in need for structure showed better (impaired) creative performance on the RAT. In Study 3 participants memorized a series of images with individuals placed on a schema-inconsistent (vs. consistent) background (e.g., an Eskimo on the desert vs. on a snowly landscape). Following schema-inconsistent imagery, participants low (high) in need for structure increased (decreased) divergent thinking.

Presenter: Ma&q#322;gorzata Goc&q#322;owska, University of Amsterdam

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**Propensity for Psychopathologies and Creativity: Meaningfully Dissecting a Complex Relation**

Inconsistent findings exist regarding the relation between psychopathology and creativity. To address this issue, I present meta-analytic findings (k = 40) and two empirical studies (N = 626) linking risks of common mental disorders to creativity in non-clinical samples. Meta-analytic findings show that risk of bipolar disorder positively associates with creativity (r = .22), whereas risk of depression negatively associates with creativity (r = -.06). Two empirical studies show that inclinations towards mental disorders that are linked to the approach system (positive rumination, hypomania, positive schizotypy) associate with increased cognitive flexibility, persistence, and creativity, whereas inclinations towards mental disorders that are linked to the avoidance system (anxiety, depressive mood, depression and worry related rumination, negative schizotypy) associate with reduced flexibility and creativity. I conclude that mental disorders and their inclinations are orchestrated by two fundamental motivational systems that affect two core processes that underlie creative outcomes: flexibility and persistence.

Presenter: Matthijs Baas, University of Amsterdam
Happy Money 2.0: New Insights into the Relationship between Money and Well-Being

This session investigates promising new directions in the science of spending. We provide empirical evidence for how experiential consumption promotes happiness even in prospect, discuss how abundance can inhibit savoring, and investigate the costs associated with lending money to friends. We then explore how millionaires think about wealth and well-being.

Chair: Amit Kumar, Cornell University
Co-Chair: Thomas Gilovich, Cornell University

Waiting for Merlot: Anticipatory Consumption of Experiential and Material Purchases

Experiential purchases (money spent on an experience) tend to provide more enduring happiness than material purchases (money spent on an item). Although most research to date has focused on the downstream hedonic consequences of these two types of purchases, the present research investigates hedonic differences that occur before consumption. We argue that the act of waiting tends to be more positive for experiences than for possessions. Four studies demonstrate that people derive more happiness from the anticipation of experiential purchases and that waiting for an experience tends to be more pleasurable and exciting than waiting to receive a material good. We find these effects using questionnaires involving a variety of actual purchases, a large-scale experience sampling study, and an archival analysis of news stories about people waiting in line to make a purchase. Consumers derive value from anticipation, and that value tends to be greater for experiential purchases.

Presenter: Amit Kumar, Cornell University

When Less is More: Money, Experiences, and Savoring

Money enriches our lives by providing protection from negative events and access to wonderful experiences, but precisely because of this, money may also impoverish our emotional lives by reducing our appreciation for the little joys of daily life. Our past work has shown that both material and experiential wealth tend to reduce people’s propensity to savor simple joys. Here, we provide the first evidence that having experienced adversity in the past (Study 1), experiencing scarcity in present (Study 2), and considering how chaotic and unpredictable the future might be (Studies 3, 4, and 5) promote savoring. We conclude that sometimes having less offers a more productive route to happiness than consistently indulging in pleasure.

Presenter: Jordi Quoidbach, Barcelona School of Management, University Pompeu Fabra

Friendship and Finance: The Psychology of Borrowing and Lending

What happens when a communal and market relationship combine, as in a lending/borrowing transaction? We show lenders and borrowers differ in how they mentally account for the loaned funds and their expectations for how the money should be spent. Study 1 confirmed lenders were angriest when borrowers purchased hedonic (vs. utilitarian) items. Study 2 distinguished lending from other types of exchanges, finding those who had loaned money (versus gifted or paid) reported the most anger towards those who purchased a hedonic item with the funds. Study 3 demonstrated lenders believe they are entitled to far more control over what the borrower purchases than borrowers believe lenders to be, especially for larger amounts. This result sheds light on the root of the anger lenders feel when borrowers seem to “misappropriate” their loan and helps explain real-world events like taxpayers’ outrage toward how AIG spent “their” bailout money during the government bailout.

Presenter: Noah Goldstein, UCLA

How Much Do the Wealthy (Think They) Need to be Happy?

We present data from a large survey of millionaires (N = 2,026) who report their current happiness, and the increase in wealth they believe is needed to increase their happiness. Current happiness was not related to net worth \(r = .03, p = .20\), and if anything was negatively related to income \(r = -.04, p = .068\). We find that all wealthy individuals — whether worth $1 million or more than $10 million — report requiring a near doubling of wealth to increase one point in happiness (on a 10-point scale), and a near quadrupling of wealth to reach a perfect “10.” However, changes in wealth — over the lifespan or as a result of the recent economic crisis — were predictive of happiness, suggesting that reference points are critical for understanding the money-happiness relationship.

Presenter: Michael Norton, Harvard Business School
Symposium: 103

**Personality and Place: New Perspectives on Person-Environment Links**

Psychological traits, such as personality and wellbeing, are spatially and regionally clustered within cities, states, countries, and the world. This symposium showcases cutting-edge research designed to investigate how traits are spatially and geographically clustered, what mechanisms are driving the uneven distribution of traits, and the consequences of these spatial patterns.

**Chair:** Wiebke Bleidorn, Tilburg University, University of California, Davis
**Co-Chair:** Jason Rentfrow, University of Cambridge

**City-Slicker or Southern Belle?: Person-City Fit and Self-Esteem**

The choice of where to live is one of the most important decisions we have to make in life. According to Florida (2008), a city’s personality is one factor that determines how much people like where they live. Specifically, a good match between the characteristics of a person and the characteristics of a city (PC-fit) is supposed to be beneficial for the individual. The present study tested this hypothesis on data from 351,019 U.S. residents who provided personality and demographic information over the Internet. Focusing on the Big Five, we used response surface analysis to examine whether and to what extent the congruence between person and city predict individual differences in self-esteem. Discussion focuses on the relevance and consequences of PC-fit in the light of theories of contemporary person-environment interactions.

**Presenter:** Wiebke Bleidorn, Tilburg University, University of California, Davis

**Regional Differences in Subjective Well-Being**

Social scientists from a variety of disciplines have called for greater use of population-level subjective well-being [SWB] as a guide for policy decisions. For SWB to be useful in this context, measures must be sensitive to conditions that policy can actually influence. Investigations of regional differences can help clarify whether regional characteristics are associated with aggregate levels of well-being, which can inform theory and perhaps even policy decisions. One study with an N of 2,093,73 was conducted to examine the regional correlates of aggregate SWB in the U.S. Regional differences in SWB were associated with a variety of objective predictors and outcomes, including an important indicator of regional success: population growth over a ten-year period.

**Presenter:** Rich Lucas, Michigan State University

**Introverts Like Mountains**

In three studies, we tested whether there is a link between personality and one aspect of physical ecology: flatness versus mountainousness. In Study 1 (N = 921), we found that extraverts preferred the ocean over mountains. None of the other Big Five personality traits predicted it. In Study 2 (N = 226), we explored the types of situational factors that make people prefer the ocean or mountains. We found that when people want to socialize with others, they prefer the ocean far more (75%) than mountains (25%). In contrast, when they want to be alone, they choose mountains (52%) as much as the ocean (48%). In the final study (N = 51), residents of mountainous states are more introverted than flat states. As predicted, the mean extraversion score of US states was lower in mountainous states (r = -.40, p < .01).

**Presenter:** Shigehiro Oishi, University of Virginia

**Characterizing the Psychological Features of Physical Spaces**

The connections between people and the spaces they occupy are pervasive and powerful. Much work has focused on characterizing people but little research has been done characterizing spaces. Here we present a series of studies designed to characterize physical spaces. Study 1 examined the desired ambiance of residential spaces. Participants (N=200) were asked to specify the ambiances they would like to evoke in rooms of their homes. Their preferences were characterized in terms of six broad psychological dimensions: Restoration, Kinship, Storage, Stimulation, Intimacy, and Productivity. Study 2 examined the ambiances of bars and cafes (N=50 establishments), which fell into four broad groups: unique/artsy; modern/stylish; relaxing/conservative; and loud/energetic. Both studies hint at the psychological functions served by physical spaces in everyday life, providing a foundation for work on the factors that drive people to seek out different kinds of spaces and consequences of succeeding or failing to find a suitable fit.

**Presenter:** Sam Gosling, University of Texas, Austin
**Think Big! Dig Deeper!: Big Data in Social-Personality Psychology**

Big data provides excellent opportunities to tackle research questions in ways not afforded by traditional research methods and big data has begun to flourish in the social sciences. The present symposium showcases how big data can be put to a good use in social-personality psychology.

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

**Big Data Gone Wild: Using Smartphones to Measure Social and Psychological Processes in the Real World**

Today's smartphones contain sensors, processors, and other features that make them rich and highly sophisticated computing platforms. Smartphones have quickly become integral in the daily lives of billions of people. Given their computing power and ubiquity, smartphones provide an ideal platform for measuring social and psychological processes in the wild. We developed a mobile application that uses off-the-shelf sensor technology and experience sampling methodology to measure the behaviors, contexts, and psychological states of users. The application was designed to infer and record information about the activities, locations, acquaintances, and moods of users. Six small-scale experiments and one large-scale deployment involving over 30,000 participants were conducted to examine the feasibility, reliability, and validity of the application as an assessment tool for measuring social and psychological processes. Results indicated that context, interactions, location, activities, and emotions could be reliably measured using mobile sensors.

**Presenter:** Jason Rentfrow, University of Cambridge

**Applications of Big Data Psychology**

In every aspect of our daily lives, from the way we work, shop, communicate, or socialize, we are both consuming and creating vast amounts of information. More often than not, these daily activities create a trail of digitized data that is stored, mined, and analyzed by firms hoping to create valuable business intelligence. This talk will focus on how such large databases can provide useful insights for research in social psychology. The basic contention is that when aggregated over a large number of individuals, seemingly innocuous activities such as a web search or a casual trip to a neighborhood store can reflect aspects of our deep-rooted ideologies, values, and personality traits. We illustrate this in areas of habits, aging, health outcomes and life satisfaction.

**Presenter:** Karsten Hansen, Rady School of Management, UC San Diego

**Predicting Psycho-Demographic Profiles From Big Social Data**

Recent use of 'big social data' is transforming human environments and it creates both great opportunities and significant challenges. My presentation will focus on one aspect of big data—the predictability of psycho-demographic profiles from pervasive digital records including behavioral residues, preferences, and language. Five recent studies, encompassing a total sample of nearly 1 million participants, showed that a wide range of psycho-demographic traits ranging from personality and IQ, to substance use and parents' divorce can be accurately inferred from generic and widely-recorded variables such as Facebook profiles, language used, or websites visited. I will briefly present the results, introduce the methods and discuss the implications of the findings in the areas of psychology, privacy and research ethics.

**Presenter:** Michal Kosinsky, University of Cambridge Psychometrics Centre
**Symposium: 27**

**Gender Inequality in STEM: Making Connections and Overcoming Stereotypes**

This symposium presents research examining the social psychological mechanisms involved in women’s underrepresentation in STEM and offers theoretically guided interventions to promote belonging and inclusion. The first two talks focus on the importance of group composition and connections with others. The second two talks focus on solutions for overcoming stereotypes.

**Chair:** Crystal Hoyt, University of Richmond  
**Co-Chair:** Jeni Burnette, North Carolina State University

**Growth Theories Buffer Females Against Identity Threat in Computer Science**

Half of all STEM (science, technology, engineering, and mathematics) occupations will be computing related by 2018. Yet, a worsening gender gap pervades. One reason for these gaps is women often find themselves threatened by the potential to confirm negative stereotypes associated with their gender. In our work, we examine if an implicit theory approach is a valuable perspective for helping females overcome this threat. In Study 1 (N = 220), identity threat predicted reduced belonging and subsequently less computer science interest for females with a weak, but not strong growth theory. In Study 2 (N = 103), participants in the growth, relative to fixed, theory condition reported greater belonging and subsequent interest. Additionally, participants in the growth, relative to fixed, condition spent more time engaged in learning and subsequently improved their performance. In summary, a growth theory buffered against the deleterious effects of threat for females in computer science.

 Presenter: Jeni Burnette, North Carolina State University

**The Effects of Gender Composition in a Group Math Task: Women are Perceived as Worse at Math in Male Dominated Groups**

Women’s underrepresentation in STEM can act as a situational cue that prompts a variety of negative psychological consequences. Little is known, however, about the effects of gender composition on group interactions in STEM. We conducted two studies using a group problem-solving task to examine how group gender composition affects women’s behavior in the task, and self- and others’ perceptions of their math ability post-task. Groups consisted of either four females, or three males and one female (N=107 groups, 428 participants). In each group, a female target completed an initial tutorial that gave her added math expertise. Following the group task, these female “experts” were rated as worse at math in the male dominated groups than in the all-female groups, both by themselves and others. These results suggest that women’s underrepresentation may have a negative effect on how they are perceived, even when they have relevant expertise.

 Presenter: Sarah Grover, University of Colorado

**Bro-ing Out: Subtle Cues of Inclusion Bolster Men’s (But Not Women’s) STEM Motivation**

Subtle cues embedded in interactions in male-dominated STEM settings may signal social exclusion to women, yet inclusion to men. To test this, male and female STEM majors (N=87) engaged in STEM-relevant conversations with a male confederate who either used non-verbal mimicry or anti-mimicry, which are important cues of social connection and inclusion. Mimicry condition did not affect women’s outcomes; however, men who received mimicry reported higher STEM interest, identity and efficacy and felt more connected to the confederate than men who received anti-mimicry. Feelings of connection mediated the effect of mimicry on STEM motivation. Findings imply that it may be easier for men to connect in all-male groups using simple strategies like mimicry—cross-sex interactants might not connect as easily. Subtle cues of inclusion may bolster men’s motivation in STEM, potentially advancing men, but not women.

 Presenter: Lauren Aguilar, Stanford University

**Differentiating Between Negative Stereotypes About Women and Positive Stereotypes About Men: Implications for Women’s Science Outcomes and Stereotype Change**

In order to understand how implicit stereotypes affect women’s outcomes in scientific fields and how to change these stereotypes, it is important to distinguish between negative stereotypes about women’s abilities and positive stereotypes about men’s abilities. Study 1 (N = 198 women) used the Go/No-Go Association Task to independently assess the stereotypic association between men and math and the counterstereotypic association between women and math. The men-math association was significantly stronger than the women-math association; however, only the women-math association predicted math identity and sense of belonging. In Study 2 (N = 72 women), science majors encouraged to identify with female scientists had stronger women-science associations one month later compared to controls. However, the manipulation did not impact men-science associations. Negative stereotypes about women in science may be more problematic than positive stereotypes about men; however, these stereotypes can be altered by encouraging women to identify with female scientists.

 Presenter: Laurie O'Brien, Tulane University
Finding Patterns in a Maze of Data: Four Examples of Building Broad, Integrative Models

Robust discoveries require the recognition of clear patterns that exist across a wide range of data. By finding these patterns, researchers can construct integrative theories that capture broad fundamental truths. This symposium presents four attempts to build such models. Each talk traverses dozens of studies to reveal their models.

Chair: Adam Galinsky, Columbia University

From Glue to Gasoline: How the Same Processes That Normally Bind People Together, Tear Them Apart During Competition

This talk presents an emergent theory which proposes that the same forces that normally produce cooperative responses get perverted in competitive contexts and generate vitriol instead. Perspective-taking, similarity, flattery, face-to-face contact, and intergroup integration are often the glue that binds people together. We propose that competitive contexts transform these processes into gasoline: they inflame rather than retard already aroused competitive impulses. We will present evidence for this glue-to-gasoline process across five different research streams. Perspective-taking in competitive contexts leads people to engage in unethical behavior to prevent being exploited. Similarity and contact frequency lead to feelings of rivalry that increase unethical behavior in competitive contexts. Friendly gestures by competitors lead to superstitious reasoning. Bringing negotiators face-to-face when they have strong competitive feelings decreases high-quality negotiation outcomes. Intergroup integration leads to greater hostility when there is competition over scarce resources. Overall, competitive contexts turn glue into gasoline that inflames negative feelings.

Presenter: Adam Galinsky, Columbia University

When Person Perception Does not Discriminate Between the Self and Other

The current talk explores whether the processes through which we come to understand ourselves differs from the process we use to understand others. We first examine this question meta-analytically using small-group data (from zero acquaintance groups to therapy groups for sex offenders) and demonstrate that self and other perception are quite similar: Variables moderate self and other perception in similar ways, and there is strong overlap between self-other agreement and consensus, and assumed similarity and assimilation. We then examine the motivational underpinnings of this phenomenon in groups in which perceivers have reason to want to avoid or attain self-other overlap in perception. First, in the context of power, self-other overlap can hinder or help individuals in high and low-power groups predict how they will be treated by outgroups. Second, in the context of diversity, self-other overlap can help racially diverse groups achieve their goals in a field setting.

Presenter: Tessa West, New York University

Motivated to Misbehave: How the Same Forces that Increase Motivation also Generate Unethical Behavior

We propose that the same basic variables that predict motivation will also predict the likelihood of unethical behavior. We present evidence for this motivation & similarity path across four research areas: a) stretch goals increase effort but also lead to cheating; b) winner-take-all reward systems maximize motivation but lead to bribery and sabotage; c) competing with rivals spurs performance but also increases unethical tactics in competition; d) loss frames increase focus and performance but lead to misrepresentation and deception. We also present a formal model that offers an Ethical Extension of Expectancy Theory, an influential framework for predicting motivation. Our formal model proposes that any attempt to increase employee motivation will also increase the occurrence of ethical transgressions. Whenever organizations create systems that increase motivation, they must also put in place mechanisms (e.g., conduct codes, commitment mechanisms, strong punishments for transgressions) that prevent their motivation system from producing unethical behavior.

Presenter: Jacob Hirsh, University of Toronto

When Good is Stronger than Bad

Past research has declared a robust scientific truisms: “bad is stronger than good”, i.e., negative information and events impact cognitive, affective, and behavioral reactions more strongly than equivalent positive information and events. This talk reviews systematic exceptions to this rule. First, we show that the proactive versus reactive nature of a judgment or behavior is a critical reversal of the bad-is-stronger-than-good effect. Proactive thinking and behavior is marked by a strong positivity bias, where people make benign assumptions about the world and pursue benevolent actions. For instance, individuals trust and help others more than they distrust, expect mistreatment, and harm others. Second, we highlight studies showing that the absence versus presence of positive experiences is often more predictive of cognition, affect, and behavior than equivalent negative experiences. For instance, positive feelings often predict social behavior better than negative feelings. When it comes to proactive behavior, good is stronger than bad.

Presenter: Julian Zlatev, Stanford University
Symposium: 31

Multilevel and Multi-Method Approaches to Understanding how Pathogens Shape Psychology

The four speakers present cross-cultural, experimental, and individual differences studies that demonstrate the varied effects of pathogen-avoidance psychology on sexual attraction, political ideology, and self-perception. Fundamental issues concerning measuring pathogen-avoidance and demonstrating distinctions between affective and cognitive aspects of pathogen-avoidance are tested and discussed.

Chair: Joshua Tybur, VU University Amsterdam

Pathogen-Avoidance and Social Conservatism: Testing Two Functional Explanations

Several researchers have observed relationships between social conservatism and variables posited to measure pathogen-avoidance. These findings have typically been interpreted as suggesting that social conservatism at least partially reflects strategic investment in avoiding pathogens, particularly those transmitted via intergroup interactions. The current manuscript proposes and tests an alternative explanation for this empirical pattern—that pathogen-avoidance influences sexual strategies, and that sexual strategies in turn shape social conservatism. Results from three studies and 1301 participants support this alternative explanation. In all three studies, variables designed to measure sexual strategies—including sociosexual orientation and sensitivity to sexual disgust—fully mediated relationships between social conservatism and variables designed to measure pathogen-avoidance—including sensitivity to pathogen disgust and perceived vulnerability to disease. Results suggest that previous findings of a conservatism pathogen-avoidance link do not support the hypothesis that social conservatism serves direct pathogen-avoidance functions, but instead reflect the relationship between pathogen-avoidance and sexual strategies.

Presenter: Joshua Tybur, VU University Amsterdam

Disease-Related Factors Predict Between-Region, Between-Individual and Within-Individual Variation in Mate Preferences

Unhealthy mates can transmit infectious diseases and produce unhealthy offspring—two costs that should be relevant to all people. However, the importance of health in mates may vary across environmental or personal factors that affect disease susceptibility. Here, we present research from 12 studies of between-region, between-individual, and within-individual variation in disease-related factors, encompassing 18,766 participants. Across 30 countries and 50 US states, endemic infectious disease predicted women’s preferences for male facial masculinity, a putative health cue. Across eight studies, individual differences in pathogen disgust predicted women’s masculinity preferences and men’s femininity preferences, as well as current partner masculinity or femininity. Prospectively recorded childhood illness predicted rural Bangladeshi men’s and women’s face preferences, while experimental exposure to visual cues of disease increased preferences for facial health cues for opposite-sex, but not same-sex, faces. In summary, as disease-related factors increase, so does the importance of health cues for mate preferences.

Presenter: Lisa DeBruine, University of Glasgow

Contagious Disease and Imperfections of the Self

Contagious disease is an ever-present threat of daily life. Recent literature has indicated that people engage a series of psychological defense mechanisms as a means of preventing infection—a behavioral immune system—in response to disease cue exposure. Here, we present research suggesting that this system affects not only perceptions and actions directed toward the external world, but also toward the self. In four studies with over 300 participants, we show that both recent illnesses and situational primes lead individuals to perceive a greater number of flaws in their self-images, particularly flaws related to physical appearance. Correspondingly, people make decisions intended to either correct or mask these perceived flaws, including preferences for reparative products and greater digital editing of self-photos on social networking websites. This work broadens our current understanding of the functioning of the behavioral immune system and highlights the role of appearance threat in disease-related cognitive processing.

Presenter: Joshua Ackerman, University of Michigan

Pathogen Disgust and the Behavioral Immune System: Theoretical, Computational, and Empirical Commonalities

Despite similar purported functions, researchers suggest that pathogen disgust and the behavioral immune system are distinct constructs—the former an affective system and the latter a cognitive system. Here, we argue that and the two are computationally equivalent. We examined similarities between sensitivity toward pathogen disgust and an individual’s perceived vulnerability to disease, a construct linked to the behavioral immune system, across three studies and 700 individuals. We found strong empirical and conceptual overlap between these purported measures of affective versus cognitive aspects of pathogen-avoidance. We suggest that pathogen disgust and the behavioral immune system have been treated as distinct systems in the literature due to differences in interdisciplinary definitions and the theory-of-mind driven distinction between emotion and cognition. We suggest that focusing on the level of information processing provides conceptual clarity, is consistent with empirical observations, and helps alleviate problems introduced by outdated historical definitions and folk intuitions.

Presenter: Debra Lieberman, University of Miami
**Symposium: 32**

**Bringing Thought Experiments to Life: Perspectives on the Essence of Identity From Psychology and Philosophy**

Bringing together scholars from psychology and philosophy, this symposium offers an interdisciplinary perspective on essentialism—the view that some characteristics are central to identity. Four papers discuss the antecedents and consequences of essentialism. These presentations demonstrate how philosophical theories, psychological constructs, and experimentation inform one another.

**Chair:** Larisa Heiphetz, Boston College  
**Co-Chair:** Adam Waytz, Northwestern University

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**The Development of Reasoning About Identity**

Philosophers argue that memories are central to identity, yet recent data suggest that adults perceive morality as more central. Participants indicated how much they or another person would change if their moral beliefs, memories, and preferences changed. Studies 1-2 (N=251 adults) showed that moral beliefs were considered central to identity in both first- and third-person scenarios; adults reported high levels of change in identity when moral beliefs changed. However, adults reported more change in third- versus first-person moral scenarios. Study 3 tested 64 eight to 10-year-olds to investigate the role of development and learning in moral essentialism. Like adults, children reported that moral beliefs were particularly central to identity. However, children failed to distinguish between first- and third-person scenarios. These results suggest that people prioritize moral beliefs when reasoning about identity, that distinguishing what is central to oneself versus others develops slowly, and that empirical data can contribute to philosophical debates.

**Presenter:** Larisa Heiphetz, Boston College

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**Essentialism and Value Judgment**

One of the philosophical concepts that has been most influential in social psychology is the notion of essentialism. It appears that people essentialize certain social categories (e.g., women) but not others (e.g., Connecticut residents). But how is this notion of essentialism to be understood? Here, we draw on insights from philosophy to propose broader and more abstract accounts of this notion. Specifically, we suggest that some social categories are seen as having an essence defined by biology (women, white people, etc.) while others are seen as having an essence defined by value judgments (Christians, punks, etc.). Participants (N=434) rated 80 different categories on 7 different attributes. The results were then subjected to factor analysis. We found a two factor solution, with one factor corresponding to the degree to which a category is essentialized (essentialized vs. non-essentialized) and the other corresponding to essence type (biological vs. value-based).

**Presenter:** Joshua Knobe, Yale University

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**Mind Versus Brain: How Psychological and Neuroscientific Explanations Affect People’s Views of Wrongdoers**

Ordinary psychological explanations of criminal behavior focus on the causal role of the wrongdoer’s mind (i.e., their psychological functioning), whereas neuroscientific explanations focus attention on the causal role of the wrongdoer’s brain (i.e., their neurological functioning). Although these explanations may be seen as compatible, highlighting the role of the brain, as opposed to the mind, may differentially affect the way lay individuals view criminal wrongdoers. The present research examines whether psychological and neurological explanations of criminal wrongdoing produce different assessments of wrongdoers’ culpability and punishment. In four studies, we found that people view wrongdoers as less culpable, and think they should be punished less severely, when their behavior is caused by an emotional dysfunction that is described as neurological rather than psychological. This effect arises because people view wrongdoers’ actions as less diagnostic of their true character when their dysfunctions are described as brain-based.

**Presenter:** Geoffrey Goodwin, The University of Pennsylvania

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**“Let’s be Scientists!”: Hearing Generic Language About Scientists Lowers Preschool-Aged Girls’ Motivation and Engagement with a Science Task**

Hearing generic language (e.g., “girls wear pink”) about social groups leads preschool children to think of them in essentialist terms—as marking stable, inherent differences between people (Rhodes, Leslie & Tworek, 2012). Previous work shows thinking of scientific ability as a matter of stable talent is maladaptive, especially for girls (Dweck, 2006). Children’s science tasks are often framed with generic language, but this may lead children to think of scientists and scientific ability in maladaptive, essentialist terms. We introduced 4-year-olds (N=80) to a science game, and measured their motivation and persistence. Children heard a preamble about science that either described scientists in generic terms (e.g., “scientists explore the world and discover new things”) or else described science as an activity (e.g., “doing science means exploring the world and discovering new things”). Boys’ persistence/motivation was unaffected by the manipulation, but girls were significantly less motivated and persistent after hearing generic language.

**Presenter:** Sarah-Jane Leslie, Princeton University
The Development and Importance of Self-Concept Clarity in Adulthood

Self-concept clarity, the extent to which individual identity is clearly and confidently construed, plays an important role in psychological adjustment (Campbell et al., 2003). Using multiple methodologies and samples, this symposium demonstrates that self-concept clarity is subject to role-contingent change with implications for healthy psychological function in adulthood.

Chair: Jennifer Lodi-Smith, Canisius College

Change in Self-Concept Clarity, Traits, and Social Role Experiences in Adulthood

The current research investigated change in self-concept clarity in adulthood in a sample of 461 adults age 19 – 86 years assessed twice over three years. In addition, it examined how changes in social role experiences and trait maturation correspond to individual differences in change in self-concept clarity. Findings suggest that while self-concept clarity is a highly stable construct over time, there is meaningful individual variation in trajectories of self-concept clarity. Dual-score change models demonstrated that both health-related role limitations and personality traits correspond to these individual differences in self-concept clarity change and vice versa. Specifically, changes in health-related role limitations and trait maturation (increasing C, A, and ES) covary with self-concept clarity change. In addition, initial level of self-concept clarity prospectively predicts trait maturation. Finally, level of self-concept clarity corresponded to trait stability. The findings of are discussed in the contexts of adult identity development and healthy aging.

Presenter: Jennifer Lodi-Smith, Canisius College

The Power of Social Contexts: Social-Class, Age, Self-Concept Clarity, and Well-Being Across Adulthood

Using cross-sectional data from participants aged between 23 and 89 years, we investigated social-class differences in the trajectory of self-concept clarity (SCC) across the lifespan and their corresponding implications for well-being. The development of SCC is more associated with socio-cultural contexts of middle-class status than working-class; hence we predicted that SCC would be more critical to the well-being for middle-class individuals than for working-class individuals. Supporting our predictions, we found that, for middle-class participants, 1) although a curvilinear relation between SCC and age was identified (increasing into middle age, peaking around 60, and slightly decreasing in old age), it also showed a linearly increasing pattern with age and furthermore, 2) age-related differences in SCC mediated corresponding differences in diverse measures of well-being (e.g., psychological well-being, subjective well-being, and depressive symptoms). As hypothesized, these effects were weaker among working-class participants, especially during middle/moderately-old ages.

Presenter: Micaela Chan, University of Texas at Dallas

Knowing Who You are and Adding to it: Reduced Self-Concept Clarity Predicts Reduced Self-Expansion

Generally speaking, people are motivated to increase the size of their self-concepts, both within their relationships and outside of them. Self-expansion enhances both individual and relationship well-being; however, almost no research has investigated whether there are circumstances that attenuate this desire for self-expansion. The present research aimed to address this gap in the literature by testing the central hypothesis that experiencing lower self-concept clarity would predict being less interested in self-expansion. Across two studies (N = 329), the present research demonstrated that individuals primed with low self-concept clarity expressed less interest in self-expansion outside of romantic relationships (Study 1) and were less likely to actually self-expand by incorporating attributes from a potential romantic partner into the self (Study 2). This research suggests that, despite the benefits of self-expansion, certain situations may reduce people’s desire to add content to their selves.

Presenter: Lydia Emery, Northwestern University

Facing the Uncertainty Together: Goal-Related Social Support as a Buffer for the Consequences of Low Self-Concept Clarity

While having clarity and confidence about one’s self-beliefs is frequently desired and associated with higher levels of well-being, such desires and psychological benefits are not universal. Looking at the consequences of low self-concept clarity for self-regulation and goal pursuit may help explain these patterns by identifying mechanisms by which the social environment may buffer the negative consequences of feeling uncertain about oneself. In several studies using both experimental methods and multi-wave longitudinal observations, we find that low self-concept clarity is associated with lower levels of goal persistence striving and performance when significant others offer little support for one’s goals, but when levels of goal support from close others are high, individuals with low self-concept clarity often perform as well as or better than people with high self-concept clarity. These findings may shed light on how people with interdependent self-construals are able to weather low self-concept clarity without suffering poorer well-being.

Presenter: Alysson Light, Duke University
The Upsides of Negativity: Surprising Benefits Come from Unpleasant, Aversive, or Problematic Starts

Four talks showcase leading-edge research on emotional, volitional, moral, and mental benefits of negative events. Sweeney shows that pessimism pays off. Wang/Vohs reveal that negative moods spur goal attainment and mood improvement. Shariff found that weakening free-will-beliefs quells mean-spirited retribution. Griskevicius reports that adults with difficult childhoods cognitively outperform others.

Chair: Kathleen Vohs, Univ of Minnesota

When Expecting the Worst is for the Best: Benefits of Pessimism at the Moment of Truth

Research and common wisdom alike exalt the benefits of optimism, yet people abandon their positive expectations and brace for the worst as the moment of truth draws near. A series of longitudinal studies (total N = 465) find that this well-timed investment in pessimism pays off: People who expect the worst as they await uncertain news are less devastated in the face of failure and more elated in the face of success. We found this surprising upside of pessimism among undergraduate students awaiting a midterm exam score, voters awaiting the outcome of a controversial ballot measure, and lawyers-to-be awaiting their results on the bar exam. What’s more, people who spent the waiting period feeling confident and at ease were paralyzed by failure and underwhelmed by success. In sum, these findings recommend the power of negative thinking when awaiting uncertain news.

Presenter: Kate Sweeney, University of California Riverside

Who Says Bad Moods Always Lead to Self-Control Failure?: Goal Attainment Cures a Bad Mood but People Don’t Know It

The literature depicts negative moods as uniformly leading to indulgent, low self-controlled behavior. Four experiments (N=272) tested the hypothesis that people can and do use attainment of effortful, challenging goals as a mood improvement device. As predicted, participants induced to feel negative affect (versus neutral) exerted more effort to achieve a goal. Furthermore, goal attainment effort offset the negative mood (E1-2). Experiment 3 assigned participants in a neutral versus negative mood to complete an effortful versus a light, easy task. While both tasks assuaged negative moods, only effortful goal attainment led to long-lasting mood repair. Despite the power of attaining challenging goals to boost mood, people nonetheless fail to predict these benefits. Experiment 4’s negative mood participants showed less interest in effortful tasks than light, hedonic ones. Attaining a challenging goal feels good and can be a source of sustained mood improvement, but people eschew such tasks anyhow.

Presenter: Yajin Wang, Univ of Minnesota

The Double-Edged Future of a World Without Free Will

The abandonment of free will beliefs in lieu of a mechanistic view of human behavior has been seen as an invitation to moral collapse. Indeed, research has confirmed that participants whose free will beliefs have been experimentally diminished are more likely to lie, cheat, steal and act aggressively towards others. These negative outcomes tell only part of the story. Skinner, among others, predicted that moving beyond free will beliefs would also lead people to move beyond what he saw as the unwarranted moral praise and blame that people attracted for their actions. Four studies (n=342) found support for the prediction that decreasing free will beliefs and increasing mechanistic views reduce the blame placed onto others for their misdeeds. As a consequence, people’s desire to extract punishment from transgressors is weakened. These findings are both troubling and enlightening, and portend changes to come for the world’s increasingly neuro-literate societies.

Presenter: Azim Shariff, University of Oregon

Childhood Adversity Enhances Specific Mental Abilities Under Stress

Can growing up in a stressful childhood environment improve mental abilities? Using community members on whom we had detailed, longitudinal childhood environment data, three experiments with 184 participants tested how adults who grew up in unpredictable or predictable environments performed on two executive function tasks. People who experienced unpredictable childhoods performed worse at inhibition (overriding dominant responses) — while performing better at shifting (efficiently switching between different tasks). This finding is consistent with the notion that shifting, but not inhibition, is especially useful in unpredictable environments. Importantly, differences in executive function between people who experienced unpredictable versus predictable childhoods emerged only when tested in stressful situations. This catalyst suggests that individual differences related to early-life experience may be observed mainly only under certain conditions later in life. These findings indicate that adverse childhood environments do not universally impair mental functioning, but in fact can improve specific mental abilities under duress.

Presenter: Vladus Griskevicius, Univ of Minnesota
More Money, More Problems? The Powerful Effects of Money on Work, Generosity, Cognition, Emotions, and Taking Care of the World

Four cutting-edge talks showcase money’s powerful sway. Horwitz/Dovidio find divergences between explicit and implicit attitudes about wealth. Piff shows that wealth guilt leads to rejecting conspicuous consumption. Vohs reveals that money alters generosity and goal-pursuit among children 3-6 years old. Dunn reports that thinking of time as money dampens pro-environmentalism.

Chair: Paul Piff, University of California, Irvine
Co-Chair: Kathleen Vohs, Univ of Minnesota

Don’t Show Them the Money?: Kids from a Former Communist and a Highly Capitalistic Culture Get Better at Personal Goals but Worse at Generosity After Handling Money

There are arguably two ways that people can get their needs satisfied: communal ties and dealings with nonkin in the marketplace. Communal and market modes require different behaviors and mindsets. Activating one mode should produce behaviors consistent with it and impair incongruent behaviors. We measured helpfulness as a communal behavior and task performance as a market behavior. Five studies tested 425 children, each individually. Children were between the ages of 3 and 6 living in the U.S., a highly capitalistic nation, and Poland, a former communist one. As expected, children reminded of money, compared to other objects, were less generous to peers, were less helpful, more often ignored authorities’ requests, and took more rewards. They also worked longer and harder and were more successful at difficult tasks. These patterns replicate those of adults’ and reveal that children start to learn market behaviors from an early age.

Presenter: Kathleen Vohs, Univ of Minnesota

An Embarrassment of Riches: Defining, Refining, and Understanding the Novel Concept of ‘Wealth Guilt’

Four correlational, experimental, and field studies (N=572) developed and tested the novel concept of wealth guilt, defined as the unease people feel when they have more money than they think they deserve. We found that affluent individuals feel more wealth guilt to the extent that they also hold a belief that the world is unjust. Our studies also showed that wealth guilt causes people to reject conspicuous consumption—that is, to reduce visible displays of material possessions. Individuals with wealth guilt rejected materialism but only in domains observable by others. They also preferred clothing that was without a visible brand name, and owned fewer luxury cars. In a field experiment, affluent shoppers induced to feel wealth guilt—by thinking about people who are undeservedly poor—showed less interest in owning designer brand goods. These studies highlight the role of guilt in how people experience and express their wealth.

Presenter: Paul Piff, University of California, Irvine

Money Can Buy You (Implicit) Love: Divergent Implicit and Explicit Attitudes Toward the Rich and their Effects on Social Attributions

Three studies (N=234) tested implicit and explicit wealth attitudes and their influence on social judgments. All three revealed that attitudes toward the rich reflect an uncommon divergence of implicit and explicit attitudes: People hold relatively unfavorable explicit attitudes toward the rich while also holding favorable implicit attitudes. Study 1 revealed, as hypothesized, that people explicitly favor the middle class over the rich (self-reported) while implicitly preferring the rich (IAT), and that these preferences are distinct from anti-poor attitudes. Moreover, pro-rich implicit attitudes uniquely predict favorableism toward rich individuals. Study 2 had participants judge a car accident involving rich and middle-class drivers and found that pro-rich implicit attitudes (single-category IAT) predicted leniency for the rich driver. Study 3 used a video interaction paradigm and found that pro-rich implicit attitudes predicted positivity toward the rich, but not middle-class, confederate. These studies illuminate the positive implicit pro-rich attitudes held by predominately middle-class people.

Presenter: Suzanne Horwitz, Yale University

Thinking About Time as Money Decreases Environmental Behavior

Surprisingly, Americans are no more likely to engage in environmental behavior today than 20 years ago. A novel explanation for this effect may lie in the increased tendency to see time as money. Using large-scale survey data, we show that people are less likely to engage in environmental behavior if they are paid by the hour, a form of compensation that leads people to see their time as money. Using experimental methodology, we show that making the economic value of time salient reduces environmental intentions and behavior. This occurs because thinking about the economic value of time creates awareness of the opportunity costs associated with environmental behavior. We mitigate these effects by reframing environmental behavior as an act consistent with self-interest. Together, these 5 studies, testing 7492 participants, suggest that viewing time as money shapes environmental decisions, shedding light on patterns of environmental behavior across time and around the globe.

Presenter: Elizabeth Dunn, University of British Columbia
**Symposium: 221**

**Data 2.0: Big Data Insights Into Emotion, Altruism, Friendship, Happiness, and Health**

Four talks highlight how big data is revolutionizing social science research. Keltner reports cultural variation in emotionon usage. Kogan shows that social class and altruism independently influence friendship. Killingsworth reveals that distinct social interactions differentially impact happiness. Sandstrom finds significant differences in the daily habits of happy and unhappy people.

**Chair:** Paul Piff, University of California, Irvine  
**Co-Chair:** Aleksandr Kogan, University of Cambridge

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**Be Wealthy or Kind: The Dual Routes of Social Class and Altruism to Friendship Formation**

*Presenter: Aleksandr Kogan, University of Cambridge*

Social relationships play a vital role in shaping virtually every aspect of life, from people’s health and well-being to their financial prosperity. Past work suggests that similarity and proximity play powerful roles in promoting social relationships. Here, we demonstrate that social class and altruism are two additional forces that promote friendships. In 3 individual level experimental and correlational studies and macro-data on every friendship formed on Facebook in every nation in the world in 2011 (70 billion friendships), we demonstrate that (a) people with higher social class and from higher GDP per capita nations tend to attract friendships more than lower class individuals, (b) social class is paradoxically negatively related to internationalism, and (c) for lower class—but not higher class—individuals and nations, altruism is positively tied to number of friendships. Our findings highlight how lower class and higher class individuals have differential pathways to friendship formation.

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**Darwin’s Emoticons and the Expression of Emotion on Facebook**

*Presenter: Dacher Keltner, University of California, Berkeley*

Using Darwin’s descriptions of 40 emotions, we constructed hand-drawn emoticons, which were verified in emotion recognition data from different cultures. These drawings were then a basis for the construction of the animated “Finch” emoticons set on Facebook, which includes 16 distinct emotions. We captured four weeks of data worldwide in the use of Finch—during which time 148,883,001 Finch emoticons were sent. All data were at the national level, allowing us to test how national differences in Finch usage predicted national differences in well-being and health. We found that both (a) total amount and (b) diversity of emotional expression was associated with greater health and well-being within a nation, holding constant levels of inequality, GDP, and doctors per 1000 citizens. We also will present data exploring cultural variations in emotional expression through Finch, and present correlates of cultural tendencies toward the use of emoticons expressing emotions like sympathy and awe.

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**Using Experience Sampling to Understand the Relationship Between Happiness and Social Interactions in Everyday Life**

*Presenter: Matthew Killingsworth, UC Berkeley*

It is widely thought that social interactions are important for happiness, but the variation in happiness associated with different types of interactions has not been fully characterized. Experience sampling data from >50,000 people were collected to investigate the relationship between happiness and a variety of properties of everyday social interactions. Results reveal that social interactions are a robustly positive predictor of happiness across a wide variety of situations, but the size of this effect varies greatly depending on the nature of the interaction. Moreover, while in-person interactions were associated with substantial increases in happiness, technologically-mediated interactions were associated with more modest increases, and interactions over social networks were associated with no increase in happiness at all (but also no decrease in happiness). The association between happiness and a variety of social interaction properties will be discussed.

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**Daily Habits of Happy People: Using Mobile Phones to Detect Behavioral Patterns**

*Presenter: Gillian Sandstrom, University of Cambridge*

Do the daily habits of happy people differ from those of less happy people? The ubiquity of mobile phones and their constant presence in people’s daily lives make them ideal for studying behavior in the real world. We developed a mobile application (Emotion Sense) to collect behavioral data from both self-reports and phone sensors (location from GPS, physical activity from accelerometer, social activity from phone/SMS logs). Across a sample of over 10,000 participants who used Emotion Sense over variable periods of time, we found that happier people, relative to less happy people, reported more physical activity and more social activity (e.g., in-person conversations, time at social locations). Importantly, self-reported and sensor-assessed behavior were strongly correlated. These findings provide new insights into how happy people engage with the physical and social world.
**Bias Contagion: Evidence of the Spread of Social Bias Through Subtle Social Cues**

Everyday experiences with our social environments have the potential to spread social biases. This symposium will demonstrate how prejudice can be viewed as a contagion that is discreetly spread through social environments in a number of ways, influencing attitudes toward women, racial minorities, novel groups, and the poor.

*Chair: Allison Skinner, University of Nebraska-Lincoln*

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

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**Is Prejudice Contagious?: Evidence of When and How Social Bias Spreads**

The current research was designed to determine the circumstances under which witnessing biased social interactions spreads prejudice from actors to observers. Previous research using racial minority targets has shown that non-verbal (body language) messages have the potential to negatively influence observers’ attitudes toward targets. The current study demonstrates that observing non-verbal bias can create new implicit biases. Participants (n = 62) watched a series of computerized trials in which a cartoon character displayed non-verbal bias (hesitation before sharing toys) against one of two other cartoon characters. As predicted, participants formed implicit biases against targets of non-verbal bias. Notably, non-verbal messages that were preceded by valenced explicit messages (positive or negative) about the target, did not result in implicit bias. Non-verbal bias consistent implicit biases were most likely to form when paired with explicit equality messages (i.e., the actor was said to like both targets equally).

*Presenter: Allison Skinner, University of Nebraska-Lincoln*

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**On the Contagiousness of Gendered Environments: How Visual Perception Supports Social**

We examined the perceptual contagion of gender stereotypes. Specifically, we tested if culturally-prevalent mass-media depictions of women and men are spatially-biased and if exposure to this spatial-bias shapes perceivers’ gender stereotypes. In Study 1, across 12 popular magazines, images of men were significantly higher than women, even after controlling for picture-subject’s height. In Study 2, we tested the influence of this gender-based spatial-bias. We selected pages from these magazines and-for each page-created two versions, differing only in the vertical placement of images. Participants in the women-high condition viewed 86 different pages, each with a “high” image of a woman or “low” image of a man. These participants later indicated greater comfort with women in leadership positions compared to participants in a corresponding men-high condition. Study 3 demonstrated that perceivers were unaware of the spatial-bias. We discuss the importance of perceptual environments in the perpetuation of social inequity.

*Presenter: Sarah Lamer, University of Denver*

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**Hello Out There, It’s on the Air: The Transmission of Nonverbal Bias Through Television**

Considering that the average American watches 5 hours of television per day (Nielsen, 2009), subtle messages sent “over the air” can impact viewers’ biases (Weisbuch & Ambady, 2009; Weisbuch et al., 2009). Extending Weisbuch et al. (2009), in one study we examined the influence of subtle exposure to nonverbal bias toward Blacks presented in television shows on non-White adults’ nonverbal behavior and implicit racial attitudes. Asian Americans (n=109) in Hawaii (who comprise the numerical majority) viewed television clips that depicted a pattern of nonverbal bias (positive White-White and negative Black-White interactions) or not (positive White-White and positive Black-White interactions) and then interacted with a Black or White confederate. Regardless of the confederate’s race, participants exposed to nonverbal bias demonstrated increased nonverbal anxiety (speech dysfluency) and implicit pro-White (relative to Black) bias on a personalized-IAT. Implications for our understanding of nonverbal contagion and interactions between minority group members will be discussed.

*Presenter: Amanda Williams, Sheffield Hallam University*

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**Online Games and the Contagion of Prejudice**

Media influences our social attitudes, and media in the form of computer games is becoming increasingly popular. In two studies, we investigated how popular online games affect attitudes toward the poor. Experiment 1 compared playing a game in which participants were in the role of a poor person making daily financial decisions (modeled after SPENT, a game designed to reduce prejudice) to observing another person’s decisions in the game, on attitudes toward the poor. Observing the game led to more positive attitudes compared to a control condition, whereas playing the game elicited more negative attitudes. In Experiment 2 participants played SPENT or a (control) game. Those who played SPENT exhibited more negative attitudes toward the poor; this relationship was mediated by the belief that poverty is personally controllable. These studies reveal how personal engagement with online games can contribute in unique and counterintuitive ways to the contagion of prejudice.

*Presenter: Gina Roussos, Yale University*
Bringing Sleep to Social Psychology: Considering the Effect of Sleep on our Emotions, Relationships and Intergroup Relations

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

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

Sleep and Awe: The Effect of Poor Sleep on the Frequency, Intensity and Type of Awe Experiences

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

Presenter: Amie Gordon, University of California, Berkeley

Sleepless and Selfish: How Poor Sleep Harms Relationships

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

Presenter: Serena Chen, University of California, Berkeley

Better Sleep Quality is Associated With More Effective Emotion Regulation

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

Presenter: Brett Ford, University of California, Berkeley

Law and Error: The Shift to Daylight Savings Time and Law Enforcement Decision Making

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

Presenter: David Wagner, University of Oregon
The Future of Personality and Social Psychology

In this symposium, four speakers will present ideas and opinions about challenges and opportunities facing our field.

Chair: Simine Vazire, UC Davis
Co-Chair: C. Nathan DeWall, University of Kentucky

Towards a Predictive Science

When we design studies, we attempt to predict the future. By the time we sit down to analyze our collected data, we are merely explaining the past. Instead, we could use statistical models from past studies to predict unobserved outcomes that are collected in the future. Simulations examined the properties of residuals when a regression model from a former sample is applied to data collected from a new sample. Next, I describe a proof-of-concept study that tested the replicability of an exploratory finding from Page-Gould (2012) by predicting individual participants’ future social interactions and conflicts. The key challenge to social psychologists embracing prediction is the ability to prove that predictions were made before the predicted outcomes were observed. I describe a simple, practical way to harness open-source tools (e.g., Open Science Framework) to verify the timeline of prediction and data collection.

Presenter: Elizabeth Page-Gould, University of Toronto

What Replicable Results Look Like

An important part of our jobs is to discern true (reproducible) findings from false (non-replicable) ones. The best way to do this is to conduct replications, but we cannot individually afford to replicate every finding we read about. Thus, we need heuristics to figure out which findings to trust at face value and which to question (until we see high-quality replications). We discuss some of the markers of true vs. false published findings, focusing on effect size, sample size and p-values.

Presenter: Joe Simmons, University of Pennsylvania

Going Big: The Future of Discovery in Social-Personality Psychology

Social-personality psychologists are increasingly recognizing the potential of “big data.” But just will that mean for us? We are accustomed to designing studies around our questions — but with big data, the data structure is often outside our control and we must turn digital records into valid measurements with algorithms. Techniques like network analysis and machine learning are unfamiliar to many of us. And beyond methods, big data requires entirely new ways of thinking about theories and questions. In many ways social-personality psychology may seem ill equipped for the coming era. But we also have considerable strengths to bring. Our deep knowledge of human behavior can change dustbowl empiricism into informed curiosity. And we can combine our “boutique data” methods with big data ones, leveraging the strengths of both. In this talk I will discuss the opportunities and challenges I see in a coming era of big-data psychology.

Presenter: Sanjay Srivastava, University of Oregon

Trending Toward Marginal?: Securing and Advancing Progress in the Practice of Psychological Science

In this talk, I will discuss some of the important methodological and statistical changes that our field is considering. I will describe instances in which I think these changes are exactly right, and cases in which I think they could be improved or replaced. More broadly, I will argue for the importance of conceptual replication, theory building, and will discuss the pros and cons of promotion-oriented versus prevention-oriented science.

Presenter: Jeff Sherman, UC Davis
Preparing for the Academic Job Market: From Start to Finish

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

Chair: Kaitlyn Werner, University of Victoria
Co-Chair: Alexandra Lord, Washington University in St. Louis

Interviewing and Giving a Killer Job Talk

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

Presenter: Paul Eastwick, University of Texas at Austin

Preparing Teaching and Research Statements

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

Presenter: Serena Chen, University of California, Berkeley

Beginning the Academic Job Search Process: Targeting Positions, Securing Letters, and Organizing Materials

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

Presenter: Jeremy Jamieson, University of Rochester

Self-Presentation on the Academic Job Market: CV Preparation, Personal Websites, and Social Media

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

Presenter: Danu Anthony Stinson, University of Victoria
When People Are Objective and Others Are Biased: The Latest Social, Cognitive, Developmental, and Personality Findings on the Bias Blind Spot

This integrative session brings together newly uncovered facets of the bias blind spot: (1) its applicability even to overtly subjective judgments, (2) its brighter side of increasing people’s critical thinking when evaluating others’ reasoning, (3) its developmental origins, and (4) its conceptualization and measure as an individual difference.

Chair: Sara Haga, University of Washington
Co-Chair: Emily Pronin, Princeton University

My Preference, Your Bias: Naive Realism in Aesthetic Judgments

Naive realism, or the belief that one is privy to a knowable, objective reality (Robinson, Keltner, Ross, & Ward, 1995), represents a significant barrier to cooperation, conflict resolution, and effective communication. This research demonstrates for the first time that naive realistic beliefs influence attribution even when subjectivity of a particular domain, or even the self, is acknowledged. In this series of studies, participants made aesthetic judgments about various paintings and saw an alleged subject’s preferences that either agreed or disagreed with their own. Participants believed others’ preferences to be more objective when they matched their own, and were more likely to make negative dispositional attributions about the other when they possessed preferences opposite those of the self. These attributions are not predicated on witnessing a specific act of agreement and emerge regardless of the ostensible source of bias. Implications for interpersonal perception and group cooperation and conflict are discussed.

Presenter: Shane Blackman, Princeton University

Reasoning About Others’ Reasoning: Looking at the Bright Side of the Bias Blind Spot

People tend to believe that others are more likely to be biased than themselves – the bias blind spot (BBS). Can this belief lead people to adopt a critical mindset when evaluating others’ reasoning, improving their own actual reasoning performance? In 3 studies, participants were better able to detect reasoning biases and performed better in reasoning problems when they had previously examined answers allegedly given by another person versus merely presented as possible answers. This improvement resulted from participants engaging in more deliberate thinking when the answers were allegedly given by another person. Moreover, the reasoning improvement resulting from examining others’ reasoning transferred to subsequent unrelated problems. These results were associated with the degree to which participants showed the BBS, revealing a brighter side of the BBS – it impels us to scrutinize other people’s reasoning, even when their answers were compelling, increasing our likelihood to avoid those reasoning biases.

Presenter: Mario Ferreira, University of Lisbon, Portugal

Bias Blind Spot: Structure, Measurement, and Consequences

People exhibit a bias blind spot: they are less likely to detect bias in themselves than in others. We report the development and validation of an instrument to measure individual differences in susceptibility to the bias blind spot that is unidimensional, internally consistent, has high test-retest reliability, and is discriminated from measures of intelligence, decision making ability, and personality traits related to self-esteem, self-enhancement, and self-presentation. The scale is predictive of the extent to which people judge their abilities to be better-than-average for easy tasks and worse-than-average for difficult tasks, ignore the advice of others, and are responsive to an intervention designed to mitigate a different bias. These results suggest that the bias blind spot is a distinct metabias resulting from naive realism rather than other forms of egocentric cognition, and has unique effects on judgment and behavior.

Presenter: Carey Morewedge, Boston University

What Was There Before the (Adult) Bias Blind Spot?

What are the origins of the bias blind spot in childhood? Early on, do we see ourselves as less biased than others? Or do we instead, see ourselves and others as equally (un)biased? Answers to these questions may inform theorizing about the degree of sophistication of the processes implicated in the production of the bias blind spot. Across 4 studies, we found that children aged 5 to 12-years-old do not believe they are biased (despite evidence that they are), but that younger children believe others are unbiased, too. As children get older, however, they increasingly believe others are biased. Importantly, the younger children understand that unbiased behavior is better than biased behavior. Finally, even the youngest children demonstrate a “better-than-average” effect suggesting that the bias blind spot and other self-enhancing tendencies develop at least partly independently.

Presenter: Sara Haga, University of Washington
Detecting and Responding to Inclusion Cues: Implications for Racial Minorities

Four talks utilize laboratory and field methods to examine how racial minorities perceive and respond to cues signifying the degree to which they are included in intergroup and intragroup relationships, organizations, and classrooms. Minorities are perceptive at detecting inclusion cues, and inclusion cues shape self-stereotyping, identity, well-being, and academic outcomes.

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

Ironic Effects of Inclusion: Inclusive Diversity Policies Increase Self-Stereotyping Among Low Status Groups

Although inclusive diversity policies (e.g., multiculturalism) aim to support racial minorities, these policies may ironically create a context that leads minorities to engage in self-stereotyping. Self-stereotyping in multicultural workplaces may be particularly pronounced among weakly racially identified minorities who are relatively willing to engage in identity-related self-presentational strategies to obtain desired outcomes. Community samples of Black adults (Study 1: N=162; Study 2: N=155), who varied in their strength of racial identification, imagined working at a company that advocated managing diversity by being inclusive of diverse groups (multiculturalism), by ignoring group identities (colorblind), or gave no information about diversity. When exposed to the inclusive company, Black participants presented themselves as more stereotypically Black, but only if they were weakly identified with their racial group. These findings suggest that seemingly inclusive organizations may paradoxically lead some racial minorities to change themselves to fit at the company, rather than present themselves authentically.

Presenter: Teri Kirby, University of Washington

The Psychological Benefits (and Costs) of Feeling Valued in Your Ethnic Minority Group

Two studies (N=467, N=581) examined how Blacks’, Asians’ and Latinos’ perceptions of being valued within their own ethnic group are linked to their psychological health. We predicted that feeling valued among ethnic ingroup members would have direct benefits, but indirect costs. These costs arise from highly valued individuals’ tendency to view their ethnic identity as more central to their self-concept (identity-centrality), which is associated with an increased tendency to perceive ethnic discrimination in daily life. Perceived discrimination is in turn associated with lower psychological health (increased stress, anxiety, depression). Structural equation modeling supported these predictions among Blacks, Asians and Latinos in study 1, and again in study 2. Findings suggest that feeling highly valued and included within one’s ethnic minority group may be a double-edged sword—associated with benefits, but also indirect costs. Implications are discussed for Blacks, Asians, and Latinos — the three largest minority groups in the U.S.

Presenter: Chris Begeny, University of California - Los Angeles

Does Cognitive Depletion Shape Bias Detection for Racial Majority and Minority Group Members?

Racial majority and minority groups disagree about the prevalence of racial bias in modern society. This disagreement may stem from group differences in the behaviors believed to be diagnostic of racial prejudice. Although White individuals believe that people’s explicit behaviors signal racial prejudice, Black individuals believe that both these and more subtle, nonverbal behaviors indicating a lack of inclusion signal prejudice. Extending lay theories research, two studies examine whether Blacks’ (Study 1; N=96) and Whites’ (Study 2; N=68) prejudice attributions differ when they observe an interracial interaction characterized by old-fashioned (explicit) or modern (implicit) racism, and whether cognitive depletion moderates these perceptions. Consistent with hypotheses, depleted Black participants perceived modern racism as less prejudiced than those who were not depleted. However, depletion did not moderate White participants’ prejudice perceptions; consistent with previous research, White participants only perceived blatant cues as prejudiced. This research suggests that a barrier to smooth interracial interactions may be minorities’ and Whites different interpretations of signals that minorities are not included.

Presenter: Evelyn Carter, Indiana University

Teacher Mindsets and Culturally Inclusive Beliefs: Implications for Closing the Achievement Gap

Two studies examined the relationship between mindsets and culturally inclusive beliefs of K-12 teachers. Study 1 (N=264) revealed that teachers who endorsed intelligence as malleable also had more culturally inclusive belief systems. This relationship was mediated by who teachers perceived as responsible for student failure. Fixed mindset teachers, who were less culturally inclusive, saw students and parents as responsible for student failure; growth mindset teachers, who were more culturally inclusive, saw teachers and the school as responsible. Who teachers see as responsible impacts how motivated teachers are to help struggling students. Study 2 (N=81) examined whether altering the school district’s mission statement to reflect a growth or fixed mindset would influence culturally inclusive beliefs. Teachers reading the fixed mindset statement, compared to those reading the growth mindset statement, were less supportive of funding for diversity initiatives.

Presenter: Stephanie Fryberg, University of Washington

Many researchers recognize the importance of studying social and personality processes in daily life, and technological advances have made it easier to do so. In this symposium, we present innovative everyday experience methods, including wearable cameras, mobile apps, and the Electronically Activated Recorder, and discuss their implementation and associated challenges.

Chair: Sabrina Thai, University of Toronto
Co-Chair: Elizabeth Page-Gould, University of Toronto

New Methods for Understanding Everyday Situations

Despite the oft-noted importance of situations, surprisingly little research in psychology has much to say about how real-world situation experiences affect us. This state of affairs is largely due to (a) a lack of well-developed measures of real-world situations and (b) a lack of technology for qualitatively capturing situation information. In this talk I describe several recently developed methods for both measuring situation characteristics and capturing real-world situation experiences. Topics discussed include experience sampling methods and analysis of Twitter feeds. However, this talk will largely focus on research conducted using “lifelogging” technology to take photographic stills of everyday life as it is lived. The potential for lifeloggers to transform social psychological research on a variety of topics (e.g., relationships, aggression) is highlighted. Finally, special attention is given to ethical issues involved in capturing real-world experiences.

Presenter: Ryne Sherman, Florida Atlantic University

So You Want To Do An Experience Sampling Study: An Open-Source Smartphone App

Over the past decade, more researchers have begun to incorporate experience-sampling methods into their research due to advances in mobile technology that have made handheld devices increasingly prevalent. However, existing smartphone experience sampling methods may be costly, require constant Internet connectivity, may not be designed specifically for experience sampling studies, or require advanced computer programming skills. In this talk, we will present an experience-sampling smartphone app designed for Android and iOS devices that addresses these barriers. First, there is no cost to the user. Second, our app makes use of local notifications on these devices to let participants know when to complete surveys and stores the data locally until Internet connection is available. Third, our app was designed with experience sampling methodological issues in mind. We demonstrate how the app can be easily adopted by researchers without programming skills while also releasing the source code to the community for development.

Presenter: Sabrina Thai, University of Toronto

Potentials of, Challenges with, and Some Solutions for Conducting Naturalistic Observation Research with the EAR Method

Naturalistic observation is an important but underused method in social/personality psychology. Over the last fifteen years, I have developed the Electronically Activated Recorder (EAR) as an observational ecological momentary assessment tool to track people’s naturally-occurring social lives. Technically, the EAR is a digital audio recorder that intermittently records ambient sounds while participants go about their normal lives. Conceptually, it is an unobtrusive observation sampling method that produces an acoustic log of a person’s day as it unfolds. With the EAR, we can study how subtle aspects of people’s daily social environments make up and matter for their lives. EAR research, though, also faces unique methodological challenges. In this talk I will highlight recent findings from our research and discuss important practical (e.g., what to code for) and ethical (e.g., how to protect privacy) challenges that researchers encounter when conducting EAR research, along with potential solutions for how to resolve them.

Presenter: Matthias Mehl, University of Arizona

Developing Smartphone Apps for Psychological Research: Some Lessons Learned from Building Android Apps

The time has come to venture outside the laboratory and to investigate psychological experiences as they naturally occur in the real world. Smartphones offer a powerful and reliable tool for making that transition. With the proliferation of smartphones, it is now possible to collect systematic psychological and behavioral data from millions of people around the world. But how can psychologists take advantage of this technology? What features of phones can be used to collect data? How do you get people to use the app? And how reliable are the data? For the past five years, my colleagues and I have developed a variety of mobile apps that combine mobile sensor technology with experience sampling methodology. This presentation will discuss some of the challenges we have encountered designing mobile apps as well as some of the lessons learned from a large-scale deployment involving over 30,000 users.

Presenter: Jason Rentfrow, University of Cambridge
Understanding the Dynamics of Beliefs in Genetic and Racial Essences
The symposium presents research that transcends the static, and often negative, conceptualization of essentialism. Four papers present a dynamic view of essentialist beliefs and show that beliefs in genetic or racial essences could lead to both positive and negative social psychological outcomes in interpersonal, intergroup and clinical contexts.
Chair: Franki Kung, University of Waterloo
Co-Chair: Melody CHAO, Hong Kong University of Science & Technology

To be Essentialist or Not: The Positive and Negative Ramifications of Race Essentialism for Multiracial Individuals
Research documents the many negative implications of race essentialism for intergroup relations, ranging from increased stereotyping to less motivation to cross racial boundaries. This research has primarily examined such negative implications from the perspective of White perceivers. Two studies (N=138) explored positive and negative ramifications of adopting essentialist beliefs about race for racial minorities, specifically multiracial individuals. We hypothesized that adopting less essentialist beliefs may aid multiracial individuals in flexibly adopting the framework of multiple identities with positive consequences for their face memory, but may result in negative consequences for their racial identity. Results indicated that multiracial individuals with less essentialist views could readily adopt the lens of primed monoracial identities and exhibited preferential memory for identity-prime relevant faces. However, when it came to their own racial identification, more essentialist views appeared to be beneficial—as it was associated with higher identity integration and greater pride in a multiracial identity.
Presenter: Kristin Pauker, University of Hawaii

The Implications of Cultural Essentialism on Interpersonal Conflicts in Inter- vs. Intracultural Contexts
Although psychological essentialism has been shown to influence a wide range of psychological processes in intergroup contexts, little is known about its impact on managing interpersonal conflicts in intracultural and intercultural settings. The current research aims to address this question. Findings across three studies (N=387) revealed that individuals who endorse essentialist beliefs less were more likely to trust their interaction partner in intercultural than intracultural conflict situations. This increased trusting relationship, in turn, could lead to more integration of ideas and both better individual and joint outcomes in face-to-face dyadic intercultural negotiations. The current study unveils when and how essentialist beliefs influence individuals’ ability to function effectively in intercultural and intracultural contexts. Implications of the findings in advancing our understanding of intercultural competence will be discussed.
Presenter: Franki Kung, University of Waterloo

Folk Beliefs about Genetic Variation Predict Avoidance of Biracial Individuals
Laypeople’s estimates of the amount of genetic overlap between vs. within racial groups vary widely. While some believe that different races are genetically similar, others believe that different races share little genetic material. These studies examine how beliefs about genetic overlap affect neural and behavioral reactions to racially-ambiguous and biracial targets. In Study 1, we found that the low overlap perspective predicts a stronger neural avoidance response to biracial compared to Black or White targets. In Study 2, we manipulated genetic overlap beliefs and found that participants in the low overlap condition explicitly rated biracial targets more negatively than Black targets. In Study 3, this difference extended to distancing behavior: Low overlap perceivers sat further away when expecting to meet a biracial person than when expecting to meet a Black person. These data suggest that a priori assumptions about human genetic variation guide perceivers’ reactions to racially-ambiguous individuals.
Presenter: Jason Plaks, University of Toronto

The Psychological and Behavioral Effects of Learning about One’s Genetic Susceptibility to Alcoholism
Our genes are often perceived as the elements that make us who we are as captured by the term genetic essentialism. Recent developments in sequencing allow individual to purchase direct-to-consumer personalized genetic reports on various conditions. Novel recommendations of the American College of Medical Genetics are likely to substantially increase people’s exposure to unwarranted genetic susceptibility information raising the question- how are people affected by exposure to such information? In the first complete randomized experiment, 160 participants were led to believe that they were/were not genetically susceptible to alcoholism and completed a slew of measures. Results indicated that participants who learned they had the susceptibility allele showed an increase in negative affect, decrease in positive affect, lower perceived personal control over drinking and different willingness to participate in a responsible drinking workshop among other findings. These results are discussed in relation with the aforementioned changing landscape of genetic testing.
Presenter: Ilan Dar-Nimrod, The University of Sydney
Adapting to the Culture of College: A Cultural Psychological Perspective on First Generation College Students.

First-generation college (FGC) students receive lower grades and are more likely to drop-out than those with a college educated parent. This symposium presents research based on the perspective of social class as culture on factors that help and hinder FGC students’ performance, persistence, and well-being.

Chair: Michael Varnum, Arizona State University
Co-Chair: Sarah Herrmann, Arizona State University

First-Generation College Students as Biculturals: Integrated Social Class Identities are Linked to Academic Success, Well-Being, and Workplace Satisfaction

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

Presenter: Sarah Herrmann, Arizona State University

Creating a Cultural Match Improves First-Generation Students’ Academic Performance

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

Presenter: Nicole Stephens, Northwestern University

Closing the Social Class Achievement Gap with Value Interventions

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

Presenter: Judith Harackiewicz, University of Wisconsin-Madison

Drawing Upon Future Identity to Ease Interactions with Faculty for Low SES Students and Improve Academic Performance

Specific sociocultural aspects of the college context disproportionately impair the ability of first-generation and low-income college students to succeed; however, identity-based resources may be leveraged to improve outcomes. We investigate social interactions between students and faculty as a key component to success in college (Collier & Morgan, 2008), which is particularly foreign and intimidating to low-income students. As predicted, low-income students report greater anxiety than high-income students in anticipation of a professor’s office hours. However, when low-income students are primed with their successful future identity (rather than their past identity) before a mock interaction, they experience less anxiety, improved performance on academic tasks, increased cortisol reactivity (indicating effort and engagement), and greater endorsement of status-striving beliefs that match the college culture. High-income students show the opposite pattern of results, drawing upon their past identity as a source of motivation.

Presenter: Vida Manzo, Northwestern University
**Symposium: 61**

**Life in Transition: Implications of Common Adulthood Changes on Intra- and Interpersonal Adjustment**

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

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

**Navigating the Transition Across Early Adulthood: Changes in the Long-Term Importance of Early Adult Interaction Quantity and Quality on Midlife Well-Being**

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

Presenter: Cheryl Carmichael, Brooklyn College & The Graduate Center, CUNY

**From Partners to Parents: Personality Stability and Change During the Transition to Parenthood**

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

Presenter: Manon van Scheppingen, Tilburg University

**Individual and Relationship Benefits of Partner Support for Self-Expansion During the Transition to Retirement**

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

Presenter: Jennifer Tomlinson, Colgate University

**The Effects of Transitions Into and Out of Unemployment on Life Satisfaction in Couples**

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

Presenter: Maike Luhmann, University of Cologne, Germany
Examining the Role of Individual Differences in Physical and Mental Health
We highlight emerging findings from the intersection of social/personality and health psychology. Specifically, we discuss how individual differences in personality, cognitions, decisions, and behaviors impact physical and mental health risks and outcomes.
Chair: Jennifer Howell, University of Florida
Co-Chair: Lindsay Graham, University of Texas

The Personality Profile and Personal Network Structure of Health Information Avoiders
We investigated the hypothesis that stable differences in personality and social network structure can influence people’s tendency to avoid health information, including risk feedback. In Study 1 (N = 316) we investigated the correlation between a variety of theoretically relevant personality traits (e.g., Big-5, Optimism, Uncertainty Intolerance, Need for Closure) and health information avoidance. The results provide a rich personality profile of people who are likely to avoid learning information about their health (e.g., high in neuroticism, low in openness, low in uncertainty intolerance). In study 2 (N = 137), using social network analysis, we investigated whether individual differences in personal network structure were associated with the decision to avoid receiving feedback from a risk calculator. Participants with poorly connected social networks more often chose to avoid personal risk feedback, suggesting that individual differences in the construction of one’s social world may have downstream health consequences.
Presenter: Jennifer Howell, University of Florida

Exploring the Great Indoors: The Relationship Between Personality, Indoor Behaviors, and Resulting Health Risks
Americans spend approximately 90% of their day indoors (Klepeis, 2001). Interestingly, the products people introduce into and the behaviors they engage in within their indoor spaces inadvertently pose significant health risks (e.g., allergies, asthma, cancer) in the form of indoor air pollutants. The present work examines how personality is associated with the behaviors and choices people make in their indoor spaces. A sample of 2,459 participants self-reported personality and household product use (e.g., green cleaners) and daily behaviors (e.g., vacuuming) associated with indoor air pollutants. Results illustrate that certain personality profiles are associated with product use and behaviors that negatively impact a space’s air quality, thus putting some individuals at higher health risk than others. For example, individuals who use healthier (i.e., “green”) household cleaners tend to be high in Agreeableness, Conscientiousness, and Openness whereas individuals who use bleach and harsh chemicals tend to be highly conscientious.
Presenter: Lindsay Graham, University of Texas

"Thanks!": Individual Differences in the Daily Expression of Gratitude Predict Adjustment Among Couples Coping with Breast Cancer
Gratitude is related to greater personal happiness and relationship quality among couples (Algoe et al., 2010). We hypothesized that individual differences in gratitude would play a central role in support processes and adjustment among couples coping with cancer. Fifty-two women with breast cancer and their partners wore the EAR (Mehl et al., 2001), a naturalistic observation method that records snippets of ambient sounds (50 sec/9 min), to observe couples’ conversations over one weekend. Expressions of gratitude and social support (both cancer-related and non-cancer related) were coded from the recordings. Both partners also self-reported relationship maintenance behaviors (e.g., acting politely and positively toward one’s partner), relationship satisfaction, and avoidance and intrusive thoughts of cancer. Actor-Partner Interdependence Models revealed that gratitude toward one’s partner while coping with cancer is related to social support, positive relationship maintenance, and relationship satisfaction for both patients and spouses, but greater psychological adjustment only for patients.
Presenter: Megan Robbins, University of California, Riverside

Does Negative Information Seeking Experience Explain Education Differences in Cancer Fatalism Beliefs?
Cancer fatalism, the belief that cancer is uncontrollable and lethal, is associated with avoidance of cancer-related information and decreased adherence to cancer-preventative behaviors. Previous research suggests that lower educated individuals are more likely to hold fatalistic beliefs about cancer. The mechanism accounting for the relationship between education and cancer fatalism is not well understood. To address this issue, we analyzed Cycle 1 data from the 2012 Health Information National Trends Survey and Cycle 2 data from the 2013 Health Information National Trends Survey to test whether individual differences in education are associated with different health-information seeking experiences, which, in turn, explain why individuals with lower education have more fatalistic beliefs about cancer. A significant portion of the relationship between lower education and greater cancer fatalism was attributable to difficulties with health information seeking experiences. These findings have important implications for future health communication interventions.
Presenter: Amber Emanuel, Center For Research to Reduce Disparities in Oral Health
Presidential Symposium: Cultivating the Relevance of Social and Personality Psychology for Science, Policy, and the Average Person

Many social and personality psychologists believe that our field does not have the visibility or impact that it deserves. The speakers will examine factors that undermine the perceived relevance of personality and social psychology— in behavioral science, policy deliberations, and the popular mind — and offer recommendations for enhancing its impact.

Chair: Mark Leary, Duke University

Relevance can be Fostered Through Research Settings, Populations, and Questions
TBD
Presenter: Robert Cialdini, Arizona State University

The Science of Human Well-Being
TBD
Presenter: William Fleeson, Wake Forest University

Psychological Science and Policy: Insights from a Year on Capitol Hill
TBD
Presenter: Jacquelyn White, University of North Carolina at Greensboro

Reflections on Defending and Nurturing Social-Personality Psychology with Impact and Relevance as the Prize
TBD
Presenter: William Klein, National Cancer Institute
Symposium: 128

**Finding Psychological Signal in a Billion Tweets: Measurement Through the Language of Social Media**

Millions of people express themselves through social media every day. But can this be leveraged for psychological science? This session explores new methods of language analysis from computer science and discusses how social media can be leveraged to study personality, mental health, and cross-cultural differences on a large scale.

Chair: Gregory Park, University of Pennsylvania

**Assessment of Big Five Personality Traits Using Facebook Language**

*Language use is stable individual difference with well-established correlations to personality. We describe an assessment method based on social media language. We compiled the written language from 66,000 Facebook users and self-reports of Big Five personality, and then we built a predictive model of personality based on their language. This model predicts the personality traits of 4,800 Facebook users in a validation sample, examining (a) convergence with self-reports, (b) discriminant validity, (c) agreement with informant reports, (d) external correlates (e.g., number of friends, political attitudes, impulsiveness), and (e) test-retest reliability. Results indicated that language-based assessments can constitute valid personality measures: they agreed with self-reports and informant reports of personality, added incremental validity over informant reports, discriminated between traits, exhibited external correlations similar to self-reports, and were stable over time. This approach can complement and extend traditional methods and quickly assess many participants with minimal burden.*

Presenter: Gregory Park, University of Pennsylvania

**From What We Tweet to Who We Are: Large-scale Content Analysis Techniques**

*Researchers have long measured people’s thoughts, feelings, and personalities using carefully designed survey questions. The proliferation of social media such as Twitter and Facebook has afforded new approaches to social science research: automatic content coding at unprecedented scales and the statistical power to do open-vocabulary exploratory analysis. Through status updates, tweets, and other online personal discourse, people freely post their daily activities, feelings, and thoughts. We will describe a range of automatic and partially automatic content analysis techniques — quantitative analysis of the words and concepts expressed in texts — and illustrate how their use over social media generates insights into personality, gender, and health.*

Presenter: H. Schwartz, University of Pennsylvania

**Status Updates of Distress: Tracking Depression and Anxiety of Large Populations Through Facebook and Twitter**

*Social media provides a digital environment where users actively reveal their thoughts, emotions, and behaviors, which include signs of mental illness. In the first study we identified the words and phrases shared on Facebook that are most associated with high scores on depression and anxiety measures across 16,507 users. In study two, we applied the derived language model to 148 million tweets geotagged to US counties, and used it to predict depression and anxiety rates. We demonstrated convergent validity of Twitter-derived estimates with CDC-reported county-level mental health indicators. Despite possible selection and social desirability biases, the face and predictive validity of our results support the feasibility of our approach. Our findings are a first step toward developing language-based prediction algorithms that can automatically identify elevated risk for depression and anxiety, aiding mental health professionals in ongoing monitoring of treatment and relapse prevention.*

Presenter: Johannes Eichstaedt, University of Pennsylvania

**Do you Feel What I Feel?: Cultural Variations in Linguistic Expressions of Emotion**

*The growing amount of data available globally through social media offers the potential to use language to study cultural variations of psychological constructs. Data-driven approaches allow similarities and differences across cultures to arise from the data. Using differential language analysis, we examined Twitter posts from eight countries (United States, Canada, United Kingdom, Australia, India, Singapore, Mexico, and Spain) and two languages (English and Spanish). Randomly sampling 100,000 tweets from each country, we examined words and phrases expressed by users in each country that correlated with positive and negative emotion lexicons. There were many similarities across countries, with emoticons and iconic pop artists correlating with positive emotions and curse words and aggression correlating with negative emotions. There were also differences, pointing to culture specific correlates of emotional expression. We discuss the broader implications and potential for using big data for cross-cultural studies.*

Presenter: Margaret Kern, University of Pennsylvania
**Finding Fault in Failure: Mentalizing in Evaluations and Experiences of Failure**

Failure is a threatening, but inevitable part of life. We present cutting-edge research on how people evaluate and experience the failures of themselves and others. Taken together, the findings converge on the importance of mental state ascriptions in accounting for how we make sense of failures across targets and domains.

Chair: Rachel Ruttan, Northwestern University  
Co-Chair: Julia Hur, Northwestern University

**Having ‘Been There’ Doesn’t Mean I Care: When Prior Experience Reduces Compassion for Distress-Induced Failure**

In 4 studies we found that participants who had prior experience with an emotionally distressing event (e.g., bullying) more harshly evaluated another person’s failure to endure a similar distressing event compared to participants with no prior experience. This effect was driven by the tendency for those with prior experience to view the distressing event as less difficult to overcome in hindsight, and to consequently view others as having more agency to overcome the event (Study 3). Moreover, we demonstrate that the effect is specific to evaluations of perceived failure: Compared to those with no experience, people with prior experience made less favorable evaluations of distress-induced failure, but made more favorable evaluations of an individual who managed to endure the event (Study 4). Finally, we found that observers failed to predict this perverse effect of prior experience, instead believing that experienced others would most favorably evaluate distress-induced failure (Study 5).

Presenter: Rachel Ruttan, Northwestern University

**Blaming McDonald’s for Obesity: Anthropomorphism Shifts Attribution for Self-Control Failures**

Facing self-control failures, individuals can either blame themselves or find another source to blame. Dieters, for instance, can blame either their lack of willpower (internal) or a specific dieting program (external) for their failures at losing weight. The present research proposes that anthropomorphism provides an external agent to which people can delegate responsibility for self-control failures. Experiments 1-3 show that when temptations were imbued with humanlike qualities, participants were more likely to blame the temptations for their failures, instead of themselves. Furthermore, this shift in attributions extended beyond personal failures (e.g., weight gain) to resultant social problems (e.g., childhood obesity). Experiments 4-6 demonstrate that when temptations, such as fast foods, were anthropomorphized, participants were more willing to blame them and financially punish fast-food companies for obesity problems. Moreover, participants were more likely to support government policies and social movements that attempt to ban or regulate the temptations.

Presenter: Julia Hur, Northwestern University

**Corporations are Cyborgs: Companies Elicit Anger but not Sympathy Following Failure Because They can Think but Cannot Feel**

Across four experiments, participants saw companies as capable of having ‘agentic’ mind states, such as having intentions, but incapable of having ‘experiential’ mind states, such as feeling pain. This difference in mental state ascription caused companies to elicit anger, but not sympathy, following an instance of corporate failure. Differences in sympathy for companies versus individual entrepreneurs were mediated by perceived capacities for experience. When participants had greater familiarity with companies (i.e., senior executives) or when a recognizable brand (e.g., Google) was anthropomorphized, perceptions of experience increased and the sympathy gap disappeared. An organization independently rated as high in experience and low in agency (e.g., sports team) elicited more sympathy and less anger than companies. By examining responses to failure by group agents, our findings shed light on the link between mental state ascription and moral judgments and explain why companies often elicit anger but fail to elicit sympathy following failure.

Presenter: Tage Rai, Northwestern University

**Anticipating Primitive vs. Self-Conscious Emotions Differentially Predict Self-Control Failure**

Across three studies, we show that anticipating different emotions in self-control dilemmas differentially predicts control likelihood. We use a novel affective forecasting task in which participants read a vignette in second-person narrative about prototypical self-control dilemmas. Subsequently, they respond to affective forecasting scales that capture both the anticipated intensities and durations of primitive emotions (pleasure and frustration) and/or self-conscious emotions (pride and guilt). Participants then report the likelihood of temptation control. In Study 1, we show that anticipating primitive emotions predicts increased failure likelihood whereas anticipating self-conscious emotions that implicate the self’s agency predicts decreased failure likelihood. Further, people show an “anticipated guilt bias,” whereby anticipated guilt is weighted most in these judgments. In Study 2, we show that depletion eliminates the anticipated guilt bias and introduces a bias towards rewards. In Study 3, we show that manipulating anticipated primitive emotions increases failure likelihood whereas anticipating self-conscious emotions decreases failure likelihood.

Presenter: Hiroki Kotabe, University of Chicago
Overconfidence has been observed across hundreds of studies, a variety of domains, and different cultures. How does this psychological bias arise and what are its consequences? This symposium showcases the latest research examining the extensive reach of overconfidence as it spreads across networks and influences decisions, achievements, and relationships.

Chair: Joey Cheng, University of California, Irvine
Co-Chair: Elizabeth Tenney, University of Utah

The Social Contagion of Overconfidence
Why is overconfidence so pervasive? Four studies (N = 982) tested the hypothesis that overconfidence can “spread” from person to person through social contact. Studies 1 and 2 showed that witnessing expressions of overconfidence in another person promoted overconfidence in the self. These results were obtained even with incentives to be well-calibrated (i.e., not overconfident) and extended up to two degrees of separation. Study 3 examined social networks in a field study and found that MBAs with work ties tended to converge in their levels of overconfidence, whereas those without work ties diverged. Finally, Study 4 demonstrated that individuals who were assigned to dyads in the lab became more similar in their expressed overconfidence after collaborating on a task, but not before. These findings suggest that social contagion plays an important role both in the evolution of overconfidence and the variation in overconfidence observed between individuals, groups, and societies.

Presenter: Joey Cheng, University of California, Irvine

The Cost of Collaboration: Joint Decision Making Exacerbates Overconfidence
We demonstrate that making numerical judgments collaboratively rather than individually contributes to a myopic underweighting of external viewpoints by making collaborators more overconfident in their own assessments. In 2 studies, (N = 352) dyad members exposed to numerical judgments made by peers gave significantly less weight to those judgments than did individuals working alone. This difference in willingness to use peer input was mediated by the greater (and unwarranted) confidence that the dyad members reported in the accuracy of their own estimates. Furthermore, dyads were no better at judging the relative accuracy of their own estimates and the advisor’s estimates than individuals were. Our analyses demonstrate that, relative to individuals, such overconfidence leads dyads to suffer an accuracy cost. Specifically, if dyad members had given as much weight to peer input as individuals working alone did, then their revised estimates would have been significantly more accurate.

Presenter: Julia Minson, Harvard University

Overclaiming Undermines Scholastic Achievement
The overclaiming technique is a novel assessment procedure that uses signal detection analysis to generate indices of knowledge accuracy (OC-accuracy) and self-enhancement (OC-bias). The technique has previously shown robustness over varied knowledge domains as well as low reactivity across administration contexts. Here we present two studies applying the overclaiming technique to scholastic assessment. Study 1 (N = 108) indicated that OC-accuracy was comparable to multiple-choice (MC) and short-answer (SA) in predicting overall course grades and (b) superior to SA tests in reliability achieved per unit administration time. By contrast, the OC-bias index was a negative predictor of overall course grade, suggesting a narcissistic self-destructiveness. In a followup, Study 2 (N = 223) found similar results. Because the bias index adds no extra administration time to the accuracy measure, the overclaiming approach provides a more rich and efficient information source than traditional methods of scholastic assessment.

Presenter: Delroy Paulhus, University of British Columbia
A Big Helping of Humble Pie: Novel Benefits and New Methods for Cultivating Humility

Amidst an increasing prevalence of narcissism in society (Twenge & Foster, 2010), psychological research has begun to focus on humility, a form of self-construct that affords many benefits. In this symposium we propose new theoretical conceptualizations of humility, introduce advancements for its measurement, and demonstrate how it can be cultivated.

Chair: Jennifer Stellar, University of Toronto
Co-Chair: Sonia Lyubomirsky, University of California, Riverside

Intellectual Humility: Recognizing the Limits of One’s Knowledge and Beliefs

Although everyone occasionally becomes entrenched in particular attitudes or beliefs, people differ in the degree to which they recognize that their views might be wrong. Intellectual humility (IH) involves recognizing that one’s beliefs may be fallible, being attentive to the weight of evidence for those beliefs, and being aware of one’s intellectual limitations. Across three studies (n = 524), we developed and validated a measure of IH (α = 0.82), examined characteristics of people high versus low in IH, and studied ways in which IH moderates people’s reactions to beliefs with which they disagree. People high in IH tend to be high in openness, epistemic curiosity, and need for cognition, and approach religious questions with an existential quest orientation. IH correlated negatively with dogmatism but was unrelated to social vigilantism. An experiment showed that people high and low in IH think and write about positions with which they disagree differently.

Presenter: Mark Leary, Duke University

Awe Promotes a Humble Self-Concept

Across six studies we examine the relationship between awe and humility, investigating whether experiences of awe can lead to increases in humility. In Studies 1 and 2, we demonstrate a robust relationship between dispositional awe and self- and peer-reports of humility. In Studies 3 and 4, eliciting awe through an emotion recall task (Study 3) and an in vivo natural setting (Study 4) led to greater feelings of humility compared to a control condition. Appraisals of vastness mediated these effects in both studies. In Study 5, daily experiences of awe and greater dispositional awe predicted increased feelings of humility over a two-week period. Finally, in a dyadic interaction study (Study 6), individuals feeling awe communicated in a more humble fashion (e.g., speaking for less time about strengths) when talking about personal strengths and weaknesses with a stranger. These results indicate that the experience of awe promotes humility.

Presenter: Jennifer Stellar, University of Toronto

A Quiet Ego Quiets Death Anxiety: Humility as an Existential Anxiety Buffer

Five studies tested the hypothesis that a quiet ego, as exemplified by humility, would buffer death anxiety. Humility is characterized by a willingness to accept the self and life without comforting illusions, and by low levels of self-focus. It was thus expected to render mortality thoughts less threatening and less likely to evoke destructive behavior patterns. In line with this reasoning, Studies 1-3 found that high trait humility and a low sense of entitlement decrease self-serving moral disengagement, self-reported death fear, and cultural worldview defense in response to mortality reminders. In Study 4, priming humility reduced self-reported death anxiety relative to both a baseline and a pride priming condition. In Study 5, priming humility prevented mortality reminders from leading to depleted self-control. These findings illustrate that the dark side of death anxiety is brought about by a noisy ego only, revealing self-transcendence as a sturdier–anxiety buffer than self-enhancement.

Presenter: Pelin Kesebir, University of Wisconsin-Madison

Humility as Psychologically Healthy: Two Approaches

Humility is often mistaken for self-denigration or low self-esteem by both lay people (Exline & Geyer, 2004) and researchers (Weiss & Knight, 1980). However, recent theory suggests that humility is instead marked by more positive qualities (Tangney, 2000), such as a stable sense of self and a greater consideration of others. To that end, I present two research projects. First, I discuss evidence that humility and gratitude, an other-focused emotion, exist in a mutually influencing upward spiral. Gratitude elicits humility, humility predicts sensitivity to gratitude, and the two mutually predict each other across time. Second, I demonstrate that under certain conditions self-affirmation can increase humility. Specifically, when individuals self-affirm and then are given the chance to re-evaluate themselves, they are rated by others as more humble. Taken together, these projects support an alternative theoretical account of humility, in which, rather than being disparaged and disrespected, it is affirmed and appreciative.

Presenter: Elliott Kruse, Princeton University
Symposium: 77

**Where do Thinking Styles Come From and Why do They Matter? Predictors and Consequences of Analytic-Holistic Cognition**

This symposium showcases cutting-edge research on predictors and consequences of analytic-holistic cognition. A history of wheat (rather than rice) farming and the act of choosing both lead to analytic cognition. Attending holistically leads people to experience mixed emotions and to avoid basing election decisions on facial features.

Chair: Krishna Savani, National University of Singapore
Co-Chair: Yuri Miyamoto, University of Wisconsin-Madison

**Large-Scale Psychological Differences Within China Explained by Rice Versus Wheat Agriculture**

Cross-cultural psychologists often contrast East Asia with the West, but this study shows large psychological differences within China. We propose that a history of farming rice makes cultures more interdependent, while farming wheat makes cultures more independent, and these agricultural legacies continue to affect people in the modern world. We tested 1,162 Han Chinese participants in six sites and found that people who grew up in rice-growing southern China are more interdependent and holistic-thinking than people from the wheat-growing north. To control for confounds like climate, we tested people from neighboring counties along the rice-wheat border and found differences that were just as large. We also show that modernization and pathogen prevalence theories do not fit the data.

Presenter: Thomas Talhelm, University of Virginia, Charlottesville

**A Cognitive Consequence of Choice: Selecting Among Alternatives Promotes Analytic Attention**

Making a choice requires people to selectively attend to certain criteria that are relevant to the decision while ignoring others. As selective attention is a key component of analytic thinking, we predicted that choice would promote analytic rather than holistic attention. Six experiments (N=1,064) manipulated choice using three methods—asking participants to choose items versus describe items; to construe streams of behavior as choices rather than as actions; and to recall past choices versus actions. Activating choice increased self-reported analytic attention (Experiments 1&2); led to worse memory for the physical and social context (Experiment 3); led to better recognition memory for objects that were decontextualized from their backgrounds (Experiment 4); reduced the extent to which changes in the surrounding context influenced judgments of focal objects (Experiment 5); and led participants to group objects by solitary features rather than holistic similarity (Experiment 6). Thus, choice, a pervasive action in everyday life, produces analytic patterns of thinking.

Presenter: Hazel Markus, Stanford University

**Holistic Attention Increases Mixed Emotions**

Where we attend in emotionally charged situations influences the emotions that we experience. Contextual aspects of predominantly pleasant (unpleasant) situations are likely to contain less pleasant or more unpleasant (less unpleasant or more pleasant) information than are focal aspects. Therefore, we predicted that holistic attention should increase mixed emotions more than should analytic attention in both pleasant and unpleasant situations. In Studies 1 and 2, Americans experienced more mixed emotions when primed with holistic (vs. analytic) attention to physical contexts in predominantly pleasant situations. In Study 3, both Americans and Japanese who tended to attend to social contexts (vs. the self) reported more mixed emotions in both pleasant and unpleasant situations. (Sample size across studies: 354.) These findings illustrate how analytic and holistic attention can have consequences on emotional experiences. They also suggest a cognitive mechanism that may potentially be driving differences in mixed emotions both within and across cultures.

Presenter: Brooke Wilken, Ball State University

**Cultural Modes of Reasoning can Influence Interpersonal Liking and Political Elections**

The present research investigated interpersonal and societal consequences of holistic vs. analytic reasoning. First, we found that a holistic thinker was more positively evaluated than an analytic thinker in a holistic culture (i.e., Korea) whereas the opposite was the case in an analytic culture (i.e., America). In addition, a culturally representative thinker was more likely to be sought after as a consultant for social problems. Furthermore, we found that cultural modes of reasoning could influence how people cast their votes in political elections. Specifically, personality traits inferred from faces of political candidates predicted election outcomes in the US more accurately than in Korea. This suggests that candidates’ internal attributes, such as personality traits, were a more critical factor in analytic cultures than in holistic cultures, presumably because of the causal belief that personality traits govern behaviors are endorsed by analytic thinkers more strongly than by holistic thinkers.

Presenter: Jinkyung Na, University of Texas at Dallas
The Science of Mindfulness in Social and Personality Psychology

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

Chair: Johan Karremans, Radboud University Nijmegen
Co-Chair: Esther Papies, Utrecht University

Mindfulness and Self-Regulation: An Individual Differences Perspective

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

Presenter: Michael Robinson, North Dakota State University

Accepting Partner Faults: Mindfulness Promotes Forgiveness

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

Presenter: Johan Karremans, Radboud University Nijmegen

The Benefits of Simply Observing: Mindful Attention Modulates the Link between Motivation and Behavior

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

Presenter: Esther Papies, Utrecht University

Mindfulness Training Moderates the Relation Between an Implicit Measure of Race Attitude and Interracial Behavior

Theory and research suggest that mindfulness may decouple the relation between impulses and actual behavior. This study examined whether mindfulness training would reduce the relation between automatic race attitudes and interracial behavior. Eighty-four participants completed an Implicit Association Test (IAT) to assess race (black/white) attitudes, a 10-minute mindfulness intervention or control, and a computerized ball-tossing task. Participants were told that the ball-tossing task was web-based and that they would see the pictures of two other online players (one was black/one white). Number of tosses to the white player served as the dependent variable. Results indicated that the relation between the race IAT and ball tossing was moderated by group condition (B=0.27, t=2.5, p=0.02), with the IAT predicting more ball tosses to the white player for control but not mindfulness participants. This study shows that mindfulness training can help to delink the relation between automatic race attitudes and race-related behavior.

Presenter: Brian Ostafin, Rijksuniversiteit Groningen
An Interdependent Self-Construal Facilitates Self-Control by Increasing an Interrelated Perspective on Temptations

We examine the hypothesis that one fundamental dimension of the self, namely the distinction between an interdependent and an independent self-construal, crucially affects self-control. In specific, an interdependent self-construal fosters holistic, interrelated information processing in general and might thus also lead to an interrelated perspective on temptations. Such an interrelated perspective on temptations has been shown to make the costs of indulging in a temptation more salient and, thereby, to increase self-control. In line with our hypothesis, Studies 1 through 3 demonstrate that a dispositional as well as temporarily activated interdependent construal of the self directly facilitates self-control. We investigate the role of this processing style more directly by showing that interdependent participants have a more interrelated perspective on temptations (Study 4), which in turn leads to better self-control (Studies 5a and 5b). Taken together, these findings demonstrate how self-construal – via its fundamental influence on information processing – shapes self-control.

Presenter: Janina Steinmetz, University of Cologne

Intrinsic Rewards for Extrinsic Goals

Pursuing goals delivers immediate rewards in the process and delayed rewards that define the goal’s outcome. In five studies, we find that whereas people plan their pursuits based on the goal outcome (will exercise make me healthy eventually?), people actually pursue and persist based on the goal process (is exercising fun right now?). Therefore, attention to immediate rewards in planning extrinsically-motivated goals improves persistence. Specifically, we document a shift in the weight people give to immediate and delayed rewards and that because of this shift, people choose to pursue goals using means they are less likely to persist on and are more likely to later regret. We further find that we can increase persistence on goals by directing people to choose means based on immediate rewards. For example, people consume more healthy food when they choose healthy food base on taste (an immediate reward) than health (a delayed reward).

Presenter: Ayelet Fishbach, University of Chicago

Is Self-Control an Emotion?: Deconstructing the Emotional Properties of Cognitive Control

James Russell (2003) argues that “basic emotions” can be broken down into more primitive elements, including changes in core affect, attributions, appraisals, physiology, expression, subjective experiences, and emotional meta-experience. Here, we present a model suggesting that self-control is instigated by the presence of goal conflicts that produce phasic twinges of negative affect. Emotional changes, then, are at the heart of control and we provide evidence by highlighting recent work linking conflict with neural, visceral, facial, experiential, and evaluative indices of negative affect. We further present empirical studies suggesting that these changes in negative affect predict aspects of cognitive control, and that control can be moderated by changing attributions, appraisals, and emotional meta-experience. In sum, a greater appreciation of the emotional nature of self-control can help make sense of robust findings in the literature and generate novel and testable predictions that would otherwise be unanticipated.

Presenter: Michael Inzlicht, University of Toronto

Affective Consequences of Intentional Action Control

We will present evidence that successfully implemented actions have evaluative consequences for distractor stimuli and that these evaluative consequences influence subsequent actions. In two first studies (N = 105), we extend research on devaluation effects (i.e., more negative evaluations) for distractor stimuli (i.e., visually ignored or response suppressed stimuli) by providing evidence that the affective devaluation can happen at the level of specific objects and is particularly strong for interference-creating distractors. In two further studies (N = 104) we investigated the consequences of the affective devaluation for subsequent encounters with the distractors (for example, as stimuli that require a response). As expected, we find that response times to prior distractors were impaired and that more negative distractor evaluations predicted the impaired (i.e., slower) responses. We will discuss the results as a mechanism of how intended actions induce affective changes that in turn facilitate the maintenance of the intentions.

Presenter: Peter Gollwitzer, University of Konstanz
Social Decision Making: A Tale of Fairness and Efficiency

People will often pay a cost to avoid unfair or unequal distributions. The current studies portray a complex picture in which fairness considerations sometimes decrease but other times increase efficiency. Together, the studies provide insights into the psychology of fairness and suggest strategies for fair and efficient policy making.

Chair: Shoham Choshen-Hillel, The University of Chicago
Co-Chair: Eugene Caruso, University of Chicago, Booth School of Business

Paradoxical Inequity Aversion and the Veil of Ignorance
Motivated by Rawls’ (1971) thought experiment of the ‘veil of ignorance’, the present studies examine decisions between smaller equitable distributions (e.g., both players receive $20) versus larger inequitable distributions (e.g., a coin is flipped and one player receives $180 while the other receives $0). Experiments 1 and 2 find that participants select more inequitable distributions when choosing for themselves (and another player) than when choosing for others. Experiment 3 further shows that people select the equitable option for others in spite of the prediction that others would prefer the opportunity for a better outcome. And, Experiment 4 demonstrates that making the “chooser” anonymous seems to attenuate this effect. Thus, this “paradoxical inequity aversion” seems to arise primarily because people avoid being the cause of inequity for others, which is ironic given that they do not seem to be particularly concerned with that same inequity when the decision involves them (and another player), and recognize that others may also prefer the same potential inequities.

Presenter: George Newman, Yale University

Waste Management: When Relative Disadvantage Promotes Efficient Resource Allocation
Equity and efficiency are central principles guiding resource allocation. When these two principles are in conflict, allocators often value equity more than efficiency, leading people to waste resources. In the current research we propose that people will tend more toward an efficient (albeit unequal) allocation if it puts them – rather than someone else – in a relatively disadvantaged position. In five studies, we asked participants to choose between giving some extra resource to one person, and not giving the resource to anyone. We obtain a robust “self-disadvantage effect”: Allocators were more likely to give the extra resource when it would put themselves (rather than others) at a relative disadvantage. We demonstrate that this effect occurs because people are less concerned about appearing partial when they disadvantage themselves. Our findings suggest a counterintuitive policy implication: More efficient decisions might actually be made by voters who are disadvantaged by the resource allocation.

Presenter: Shoham Choshen-Hillel, The University of Chicago

Fairness vs. Reciprocity: When Retaliation is Better Than Quid Pro Quo
Here we explore how two important principles of resource sharing, fairness and reciprocity, influence people’s evaluations of others. Participants read about a protagonist who was treated positively or negatively by an agent. Subsequently, the protagonist had the opportunity to split resources between that agent and another recipient. The protagonist either divided the resource equally between the two (being fair) or paid the agent back for her previous behavior (positive or negative reciprocity). Participants then evaluated the protagonist. Participants thought it was best to be fair and that negative reciprocity was more acceptable than positive reciprocity (Experiment 1). We replicate these results in different contexts (Experiments 2-4) and also demonstrate that these results cannot be explained by loss aversion (Experiment 4) or a desire to punish those who have been unfair previously (Experiment 3). These results demonstrate people’s negative response to partiality and inform debates about the function of fairness norms.

Presenter: Alex Shaw, University of Chicago

Share the Wealth: Redistribution can Increase Economic Efficiency
Debate over wealth redistribution commonly assumes an inevitable tradeoff between equality and efficiency. Here we test whether redistribution can increase economic efficiency when people face risk problems—investment opportunities that are profitable on average but can also result in a loss. In Experiment 1, participants decide whether to make profitable but risky investments either alone (individual condition) or in a group under an institution that redistributes earnings equally (pooled condition). We find greater investment and profits when participants are required to share their earnings. In Experiment 2, we examine cheating by comparing an institution that allows non-investors to exploit investors to an assortment institution that matches investors with investors. We find that vulnerability to cheating suppresses investment whereas an assortment mechanism increases investment by simultaneously eliminating cheating and facilitating risk pooling. We discuss implications for the psychology of risk pooling and the design of redistribution institutions.

Presenter: Peter DeScioli, Stony Brook University
From Armistice to Synthesis: Emerging Research at the Intersection of Evolutionary and Relationship Science

Relationship researchers and evolutionary psychologists have been studying relationships for decades, but these two perspectives rarely intersect. This session showcases four papers that demonstrate the predictive power of integrating the two perspectives. Each paper reveals something new about human relationships generated through the combined lens of relationship and evolutionary science.

Chair: Kristina Durante, University of Texas at San Antonio
Co-Chair: Eli Finkel, Northwestern University

My Lover, My Product: The Effect of Fertility on Women’s Desire for Variety in the Relationship and Consumer Marketplace

Women’s mating psychology has been found to shift in ways purportedly designed to optimize choice of a sexual partner at high fertility. In five studies (N=647), we tested the idea that fertility should shift women’s desire for variety in both the relationship and consumer marketplace. We found that women said “yes” to meeting a greater variety of men in a speed dating paradigm at high fertility. Women also chose a greater number of unique options from consumer product sets (e.g., candy bars, shoes) at high fertility. The fertility shift in desire for variety was mediated by fertility activating a sensation-seeking mindset, suggesting that consumer variety seeking is a by-product of an evolved fertility shift in desire for alternative options in men. Subsequently, the effect was moderated by women’s attachment bond to their current partner, and manipulating thoughts about loyalty to one partner suppressed the effect.

Presenter: Kristina Durante, University of Texas at San Antonio

When Do I Know if My Relationship is Short-Term or Long-Term?: Insights from the Recast Model

Evolutionary psychological models of mating suggest that people adopt strategies that differ in short-term versus long-term orientation. Close relationships models suggest that dyads progress along a normative time-course to form interdependent relationships. The Relationship Coordination and Strategic Timing (ReCAST) model offers a synthesis of these two perspectives. To inform the model, participants (N=90) charted the timing of events in their most recent short-term and long-term romantic relationships. After initially meeting both short-term and long-term partners, participants reported nearly identical rising levels of romantic interest. Later, romantic interest in short-term relationships plateaued whereas romantic interest in long-term relationships continued rising; this differentiation point took place approximately 15 months after meeting and 1 month after the relationship became romantic (i.e., first kiss). Thus, it may be difficult for people to know the short-term vs. long-term nature of a relationship until they have progressed a considerable distance along a normative relationship development pathway.

Presenter: Elizabeth Kenesi, University of Texas at Austin

The Association Between Discontinuing Hormonal Contraceptives and Wives’ Marital Satisfaction Depends on Husbands’ Physical Attractiveness

What are the implications of hormonal contraceptives (HCs) for marriage? HCs suppress biological processes associated with women’s preferences for cues of partner genetic fitness, such as physical attractiveness. Accordingly, changes in women’s use of HCs may interact with their partner’s attractiveness to predict marital satisfaction. We tested this prediction using two longitudinal studies of newlywed couples (N = 118). Wives reported whether they were using HCs when they met their husbands, as well as their HC use and marital satisfaction up to eight times for up to 4 years, and trained observers objectively rated husbands’ physical attractiveness. Wives who were using HCs when they formed their relationship with their husbands became less satisfied when they discontinued HCs if their husbands were relatively less attractive but more satisfied if their husbands were relatively more attractive. These findings suggest that HCs may have critical unintended implications for women and their close relationships.

Presenter: V. Michelle Russell, Florida State University

Early Stress and Parenting: The Effect of Unpredictability Experienced in Early Childhood on Parenting Orientations in Adulthood

According to life history theory, individual differences in parenting are partially rooted in environmental conditions that alter the payoffs associated with parental effort. Thus, early exposure to unpredictable environments should lead men to adaptively divert energy from parenting to mating. We tested this hypothesis on a subsample of parents from the Minnesota Longitudinal Study of Risk and Adaptation, which followed individuals and their birth mothers from before they were born into adulthood (N = 112; 46% male). As expected, unpredictability experienced in the first four years of life predicted negative parental orientations (coder-rated based on a parenting interview) among male but not female parents at age 32. This effect was serially mediated by lower early maternal supportive presence (observer-rated) and insecure attachment representations at ages 19 and 26 (AAI coherence scores). These findings are in line with evolutionary and developmental models of the effects of early environments on reproductive strategies.

Presenter: Ohad Szepsenwol, University of Minnesota
Symposium: 85

Modeling Morality: Harnessing Computational Models and Big Data to Study Good and Evil

Morality is central to human societies. While laboratory experiments illuminate individuals’ moral psychology, computer simulations can shed light on good and evil across scales, from single decisions up through whole societies. We present interdisciplinary research using computational models and big data to reveal insights on cooperation, altruism and social movements.

Chair: Kurt Gray, University of North Carolina, Chapel Hill
Co-Chair: David Rand, Yale University

The Emergence of “Us and Them” in 80 Lines of Code: Modeling Group Genesis in Homogeneous Populations

From genocide to cooperation, groups enable both villainy and heroism. Psychological explanations of group genesis often require population heterogeneity in identity or other characteristics, whether deep (e.g., religion) or superficial (e.g., eye color). We used agent-based models (∼1,000,000 total model iterations) to explore group genesis in homogeneous populations and found robust group formation with just two basic principles: reciprocity and transitivity. These emergent groups demonstrated both good (i.e., in-group cooperation) and evil (i.e., out-group defection), even though agents lacked common identity. Group formation increased individual payoffs, and group number and size were robust to varying levels of reciprocity and transitivity. These results suggest that collective (im)moral behavior can emerge even among simple agents in simple environments.

Presenter: Kurt Gray, University of North Carolina, Chapel Hill

The Evolution of Intuitive Cooperation

Cooperation is central to human social behavior, but requires individuals to incur personal costs to benefit others. To understand the emergence of cooperative behavior, we introduce an evolutionary game theoretic computer model that explores the psychology of cooperation (∼1,000,000 model iterations). While typical evolutionary models treat agents as psychological black boxes with hardcoded behavioral strategies, we add psychological complexity using a dual process framework. Agents play Prisoner’s Dilemma games that are either repeated or one-shot; and can reflectively tailor their behavior to interaction type (at a cost), or intuitively implement a heuristic which is general (insensitive to interaction type). We find that when the social environment is varied (i.e. both one-shot and repeated games are common), evolution favors dual process agents who sometimes reflect. Furthermore, under these conditions, the favored intuitive response is cooperation. Thus we provide a formal theoretical explanation for recent experiments demonstrating intuitive cooperation, and generate predictions for moderators.

Presenter: David Rand, Yale University

Selfless Valuation of Pain in Moral Decision-Making

Concern for the suffering of others is central to moral decision-making. How humans evaluate the costs of others’ suffering, relative to their own suffering, is unknown. We investigated this question by inviting subjects to trade off profits for themselves against pain (in the form of mild electric shocks) that would be experienced by either themselves, or an anonymous other person. We built computational models to quantify the relative values they ascribed to pain for themselves and others. In two studies (total N = 80), we show that most people selflessly sacrifice more money to reduce pain for others than pain for themselves. This selflessness is linked to slower responding when making decisions that affect others, consistent with a role for deliberative processes in moral decisions. Our results provide evidence for a surprisingly conscientious valuation of others’ suffering, a prosocial disposition with implications for understanding antisocial behavior.

Presenter: Molly Crockett, Oxford University

The Structure of Online Activism

Despite the tremendous amount of attention that has been paid to the internet as a tool for civic engagement, we still have little idea how “active” is the average online activist or how social networks matter in facilitating electronic protest. In this paper, we use complete records on the donation and recruitment activity of the Save Darfur “Cause” on Facebook (N = 1.2 million) to provide a detailed first look at a massive online social movement. While both donation and recruitment behavior are socially patterned, the vast majority of Cause members recruited no one else into the Cause and contributed no money to it—suggesting that in the case of the Save Darfur campaign, Facebook conjured an illusion of activism rather than facilitating the real thing.

Presenter: Kevin Lewis, University of California, San Diego
Statistical Power and Optimal Design Principles for Improving the Efficiency of Psychological Research

Methodologists have warned for decades of the problems with running low-powered studies, but in recent years their pleas have been given a new urgency. We discuss recent advances in methods of power analysis and principles of optimal experimental design, emphasizing ways of increasing power without increasing the number of participants.

Chair: Jacob Westfall, University of Colorado Boulder
Co-Chair: Charles Judd, University of Colorado Boulder

PANGEA: A Web Application for Power Analysis in General ANOVA Designs

We present PANGEA (Power ANalysis for GEneral Anova designs), a user-friendly, open source, web-based power application that can be used for conducting power analyses in general ANOVA designs. A general ANOVA design is any experimental design that can be described by some variety of ANOVA model. Surprisingly, power analysis programs for general ANOVA designs did not exist until now. PANGEA can estimate power for designs that consist of any number of factors, each with any number of levels; any factor can be considered fixed or random; and any possible pattern of nesting or crossing of the factors is allowed. We demonstrate how PANGEA can be used to estimate power for anything from simple between- and within-subjects designs, to more complicated designs with multiple random factors (e.g., multilevel designs and crossed-random-effects designs), to even more exotic applications such as certain types of meta-analyses, all in a single unified framework.

Presenter: Jacob Westfall, University of Colorado Boulder

Performing High-Powered Studies Efficiently with Sequential Analyses

Running studies with high statistical power, while effect size estimates in psychology are often inaccurate, leads to a practical challenge when designing an experiment. This challenge can be addressed by performing sequential analyses while the data collection is still in progress. At an interim analysis, data collection can be stopped whenever the results are convincing enough to conclude that an effect is present, more data can be collected, or the study can be terminated whenever it is extremely unlikely that the predicted effect will be observed if data collection would be continued. Such interim analyses can be performed while controlling the Type 1 error rate. Sequential analyses can greatly improve the efficiency with which data are collected, and improve current standards in data collection. I hope this introduction will provide a practical primer that allows researchers to incorporate sequential analyses in their research.

Presenter: Daniel Lakens, Eindhoven University of Technology

Issues with Increasing Statistical Power in Mediation Models

When the statistical power of a study needs to be increased, the most common method used in psychology is to increase the sample size. When the sample size cannot be increased due to the expense or a lack of available participants, the next most common method is to increase the effect size. If the study includes mediation, however, increasing the magnitude of a single effect will not always increase the power of the test for mediation. The current project discusses situations where increasing the effect size can actually decreases power. Then methods for increasing power without increasing the sample size or the effect size are described, specifically the inclusion of additional predictors or mediators in the model, and the use of blocking variables related to the mediator or the outcome variable. Each of these methods is illustrated using computer simulations, and the implications and limitations of these methods are discussed.

Presenter: Matthew Fritz, University of Nebraska – Lincoln

Power Considerations for the Actor-Partner Interdependence Model

The current work provides relationship researchers who use the Actor-Partner Interdependence Model (APIM; Kenny, Kashy, & Cook, 2006) with advice for designing well-powered studies. The parameters of primary interest in the APIM are the actor effects (i.e., associations between people’s predictor variables and their own outcomes) and partner effects (i.e., associations between people’s predictor variables and their partner’s outcomes). The complicating issue is that power to detect these parameters is contingent on the correlation between the two dyad members’ predictor variables and the correlation of errors. Using a new R package for APIM power estimation, we illustrate how the number of dyads needed to achieve desired power in the indistinguishable case increases when the two correlations have the same sign but decrease when they are opposite in sign. We also show how specifying dyad members as distinguishable versus indistinguishable impacts power.

Presenter: Robert Ackerman, The University of Texas at Dallas
Responses to Dominion Behavior in Others: The Good, the Bad, and the Threatening

People assess others’ dominance instantaneously, but how they evaluate it varies. Women’s (vs. men’s) dominance may not be penalized when it’s implicit (Williams & Tiedens) or within relationships (Sadikaj et al.). Newcomers’ dominance may be especially threatening (Chow et al.) – yet we may shrink from saying so (Wazlawek & Ames).

Chair: Melissa Williams, Emory University

Women are Penalized More Than Men for Explicit – but not Implicit – Domination: A Meta-Analysis

Research suggests that women are disliked (compared to men) when they display dominance. A closer look, however, reveals inconsistent findings and theoretical ambiguity about the forms of dominance proscribed for women. We suggest that negative reactions to counterstereotypical behavior, such women’s dominance, may require that the behavior be encoded as counterstereotypical – which may be less likely when the behavior is expressed implicitly. We tested this hypothesis with a meta-analysis (\(d_{k} = 53, d_{N} = 6.194\)) of studies on dominance behavior, including papers not directly investigating gender. Results revealed that women are indeed penalized more than men for dominance behaviors, although the effect is small (\(d = -0.19\)). Moreover, women are penalized for dominance expressed explicitly (e.g., direct demands, \(d = -0.29\)), but not for more implicit forms of dominance (e.g., eye contact, \(d = -0.01\)). Implications for theory, and for the success of male and female leaders, will be discussed.

Presenter: Melissa Williams, Emory University

When Dominance is Damaging: The Effect of Dominance on Newcomer Entry

Although prior research suggests that behaving dominantly increases individuals’ ability to gain status, we argue that this effect occurs primarily for individuals who are already members of a group. In contrast, we propose that when considering potential newcomers to the group, existing group members are concerned about maintaining their own standing within the group, leading them to interpret dominant behavior as threatening to their own position. These perceptions of threat lead to an unwillingness to grant entry to dominant newcomers. In two studies involving 333 participants, we provide evidence that dominant potential newcomers are less likely to be supported than either deferential potential newcomers or dominant insiders, and that this effect is driven by group members’ perceptions of threat to their own position.

Presenter: Rosalind Chow, Carnegie Mellon University

Over-Assertive and Oblivious: Asymmetric Transmission and Acceptance of Assertiveness Feedback

Overly assertive individuals are often unaware of how others see them. Here, we explore two factors that may enable some over-assertive individuals to sustain oblivion to their problematic behavior persists: asymmetric transmission and acceptance of assertiveness feedback. In a series of three studies with a total of 793 participants, considering dyadic negotiations, workplace behavior, and personal development over time, we tested whether assertiveness feedback was less likely to be transmitted to and accepted by over-assertive targets. We found that potential feedback providers rarely signaled to over- versus under-assertive targets. Further, over- (versus under-) assertive targets who \(d_{k} \leq 0\)were \(d_{k} \geq 0\)confronted with concrete evidence of their inappropriateness were likely to dismiss feedback, made no plans to adjust their future behavior and, six months later, reported less personal development. In short, we find that not all negative feedback is treated equally. Instead, over- (versus under-) assertiveness feedback is especially susceptible to communication failures.

Presenter: Abbie Wazlawek, Columbia University

Negative Affect Reaction to Men’s Dominion Behaviors Predicts Lower Relationship Satisfaction Among Women in Romantic Relationships

Williams and Tiedens found that observers penalize women more than men for explicit/verbal dominance behaviors. This effect may be accounted for by negative affect experienced by observers. We also considered the generalization of this effect to romantic relationships. 93 couples from the community participated in an event-contingent recording (ECR) methodology. Negative affect and dominant behavior in daily interactions were reported during 20 days; relationship satisfaction was reported at the end of ECR. Using multilevel modeling, we explored whether the strength of the within-person relation between partner’s dominant behavior and person’s negative affect accounted for the person’s relationship satisfaction. Results indicated that men’s dominance behaviors led to women’s lower relationship satisfaction via women’s stronger negative affect reaction to men’s dominance behaviors in daily interactions. The context of the relationship appears to be a moderator of gender differences in the effects of the other’s dominance behaviors on the person’s experience.

Presenter: Gentiana Sadikaj, McGill University
Power Impacts Social Identity and the Self-Concept

This symposium highlights ways in which power impacts social identity and the self-concept. In four talks, we show that power renders power-related attributes more self-relevant; power increases role-congruent self-construals; and it both impacts social identity, as well as it interacts with it to influence the behavior of powerful people.

Chair: Andrea Vial, Yale University

High Power Mindsets Reduce Strength of Gender Identification in Women (but Not in Men)

We propose that personal power can differentially impact the social identity of members of high- and low-status groups. Members of low-status groups who attain personal power may derive less psychological benefits from identifying with the in-group, and as a result may not identify as strongly as members of low-status groups who are also low-power individuals. We examined whether manipulating power mindsets impacted how central or important gender group membership was to the overall self-concept. In Study 1 (online), we experimentally induced high or low power mindsets and found that high power led women (but not men) to report significantly lower levels of identification with their gender in-group. In Study 2, we replicated this effect among female undergraduates in a lab setting, and found it was moderated by the salience of gender group membership: Only high power women who interacted with low power men reported lower levels of gender identification.

Presenter: Andrea Vial, Yale University

Objects of Desire: Subordinate Ingratiation Triggers Self-Objectification Among Powerful

We propose that powerful individuals can become victims of self-objectification, whereby power-relevant attributes become more important to their self-concept and lead to behavior consistent with that self-concept. This process is triggered by the receipt of ostensibly kind acts from subordinates, which are interpreted by power-holders as objectifying acts of ingratiating. In Studies 1 and 2 (online studies), high-power participants rated power-relevant attributes as more important to their self-concept, but only after a triggering event (e.g., receiving a favor). In Studies 3 and 4 (laboratory studies), high-power participants who received a favor were more likely than others to believe that they are objectified for their power-relevant attributes. As a result, they rated power-relevant attributes as more important to their self-concept (Study 3) and were willing to pay more for products associated with power, but not for products unrelated to power (Study 4).

Presenter: Kimberly Rios, Ohio University

I am my (High Power) Role: Power and Role Congruent Self-Construal

We propose that power enhances identification with power-providing roles, resulting in greater role congruent self-construal. Contrary to the belief that power is experienced as liberating, freeing people to behave in ways congruent with their internal beliefs, we provide evidence from three laboratory studies showing that power enhances role conformity due to enhanced role congruent self-construal. In Study 1, participants showed greater implicit identification with the assigned role (teacher or student) when the role afforded power, irrespective of role status. In Study 2, infusing a role (HR Manager) with power resulted in greater role identification and role-congruent behavior. Study 3 demonstrated that power resulted in greater role congruent self-construal, such that having power in a close relationship caused participants to define themselves relationally whereas having power in a group situation caused participants to embrace a collective self-construal. Implications for research on power, roles, and the self are discussed.

Presenter: Priyanka Joshi, Marshall School of Business

Power, Gender Identity, and Gender Stereotyping in Masculine Domains

In masculine domains, power and social identity influence powerful people’s behavior toward their subordinates and low power people’s reactions. The findings of four laboratory experiments (N=505 undergraduates) show race and gender based biases in powerful peoples’ decisions about to whom they should relinquish power when they are failing to advance group goals (Study 1). However, when worried about performing poorly but not able to relinquish power, women’s insecurity predicts gender role identification and leads to stereotyping of the self and low power others, as well as pro-male biases in decision making (Study 2). Given similarly behaving men and women in power, low power women are more insecure than men (Study 3). Low power women who are insecure also (a) find powerful women to be expectancy violating and worthy of sabotage (Study 3) and (b) self-sexualization as a means of appeasing that fear of backlash from powerful men (Study 4).

Presenter: Theresa Vescio, The Pennsylvania State University
Symposium: 90

The Meaning of Life: Empirically Assessing Self-Actualization, Well-Being and Satisfaction

What gives life meaning? What makes us feel fulfilled? In this symposium, researchers provide empirical answers to these philosophical questions. Speakers present recent empirical research on what self-actualization is, whether parenthood really fulfills our expectations and increases our well-being, and the surprisingly mundane things make life meaningful.

Chair: Rebecca Neel, University of Iowa
Co-Chair: Jaimie Arona Krems, Arizona State University

Who Benefits More From Having Children?: The Role of Gender in the Link Between Parenthood and Well-Being

Psychological theory and anecdotal evidence suggest that parenthood differentially influences the well-being of men and women. In 3 studies (N = 7,664), we provide evidence that parenthood is more consistently associated with increased well-being among men than women. Fathers reported relatively greater overall happiness and life satisfaction, fewer depressive symptoms overall, and more daily positive emotions and meaningful moments. By contrast, mothers did not differ from women without children in overall happiness, overall satisfaction, or daily meaningful moments. One account involves different expectations that men and women place on having children. Indeed, we found that, relative to fathers, mothers expect having children to make them happier, and to be more meaningful, exciting, and rewarding. By contrast, men expect having children to be relatively more stressful and disappointing. These findings suggest that women’s high aspirations for motherhood may go unfulfilled, whereas men’s low expectations may precipitate a delightful surprise.

Presenter: S. Nelson, University of California, Riverside

Mundane Contributors to Meaning in Life

Meaning in life (MIL) is often considered to be born of effortful reflection and grand experiences, however, recent data suggest that MIL is accompanied by intuitive processing and fostered by mundane activities. Faith in Intuition positively correlated with MIL (N=5,079). Furthermore, low levels of MIL predicted superior cognitive reflection performance (N=614) and MIL moderated the influence of a mindset induction on intuitive processes (N=804) such that those high in MIL were more responsive to an intuitive induction. MIL, then, seems to be connected to an intuitive mindset rather than embedded in effortful reflection and therefore might be encountered in more mundane aspects of life than have been previously considered. Indeed trait preference for routine was positively associated with MIL (N=521). Additionally, inducing a behavioral routine led increased MIL compared to controls (N=250). Together, these findings suggest an important role for default processing and mundane activities in the experience of MIL.

Presenter: Samantha Heintzelman, University of Missouri, Columbia
The Positive Cost: Personal and Social Costs to Experiencing and Expressing Positive Emotion

Positive emotions often have positive effects, but are they always beneficial? This symposium showcases emerging research on personal and social costs of positive emotion. We consider how experiencing and expressing positive emotion can undermine relationships, harm reputations, interrupt goal pursuit, and promote risky behavior.

Chair: Katharine Greenaway, University of Queensland
Co-Chair: Elise Kalokerinos, University of Queensland

Suppress for Success: Positive Emotion Expression After Winning Comes With Social Costs

It is natural to express positive emotion after a win, but social convention suggests that winners should appear “humble in victory.” As a result, winners may be socially penalized for expressing positive emotion in the presence of a loser. Across five studies (total N=514) participants viewed video stimuli of positively expressive and inexpressive winners. Expressive winners were liked less, rated as less desirable friends, and considered more arrogant than inexpressive winners. This relationship cost is offset by reputational benefits to expressing positive emotion following a win. Expressive winners were perceived as more dominant, competent, charismatic, and successful than inexpressive winners. Together, the findings demonstrate that people’s social goals determine whether they should express or suppress positive emotion in competitive contexts. Suppressing positive emotion may win friends, but expressing positive emotion can gain respect.

Presenter: Elise Kalokerinos, University of Queensland

The Power of Pride: The Positive Emotion that Drives Rank Attainment, but can Also Inhibit Behavioral Change

Many have suggested that pride evolved to facilitate the attainment of social status. Supporting this account, I present findings from several lines of work (total N=783) suggesting that the pride nonverbal expressions automatically signal high status and induce followership—that is, an increased tendency to copy pride displayers. However, this does not mean that pride is always a good thing. In fact, if experienced inappropriately—in response to failure—pride can be problematic. Supporting this point, findings from two longitudinal studies (total N=730) suggest that pride experienced in response to academic failure inhibits necessary behavioral change. In contrast, feeling <i>low</i> pride in this situation can motivate adaptive changes in achievement-oriented behaviors, which, in turn, promote improved future performance. Together, these findings suggest that although pride has beneficial outcomes relating to rank acquisition, attaining these benefits require that pride be experienced in a contextually appropriate way.

Presenter: Jessica Tracy, University of British Columbia

No Reward Without Risk: Appetitive Enthusiasm Involves Physiological Threat and Increased Risk Tolerance

Positive emotions help us take advantage of opportunities presented by the environment. Appetitive enthusiasm—a response to desirable material rewards—activates an ancient dopaminergic circuitry that helps people pursue high-quality foods, including living prey that can fight back. This circuitry supports healthy levels of approach motivation, but has also been linked to pathologically risky behavior (e.g., in drug addiction, gambling). Findings from three studies (total N=423) suggest that appetitive enthusiasm promotes heightened preparation for and tolerance of risk. Study 1 documents a “fight-flight” profile of physiological activation consistent with preparation to face a threat. Studies 2 and 3 show increased financial risk-taking during experimentally elicited enthusiasm. In all studies, enthusiasm is contrasted with nurturant love—a positive, approach-motivated state characterized by risk aversion—and a neutral state. Positive emotions evolved to manage fitness tradeoffs presented by the ancestral environment using mechanisms that can backfire in the modern world.

Presenter: Michelle Shiota, Arizona State University

Pride After the Fall: Group Membership Moderates Perceptions of Pride Expressers

Expressing pride makes people appear to be high-status and competent. But do pride expressions have this effect even when following a loss? What about in an intergroup context? We investigated reactions to targets who expressed pride when they won vs. lost a hypothetical sports competition. All targets were rated as high in competence when they expressed pride after winning, but group membership moderated reactions to pride after losing. Across four studies (total N=1819) ingroup members were rated as lower in competence when they expressed pride after a loss than a win. Outgroup members were rated equally high in competence regardless of competition outcome. The ingroup competence cost was exacerbated when the proud target was a slacker—having contributed little to group performance. These findings indicate that the positive emotion expressions of ingroup members are evaluated particularly strictly for appropriateness, and may therefore be more likely to incur social costs.

Presenter: Lisa Williams, University of New South Wales
Cheater Detection: The Interplay of Personality, Motivation, and Social Cognition

Four talks explore the social and individual difference processes involved in detecting cheaters and liars. Specifically, these research programs investigate the moderating effects of personality (e.g., self-knowledge, victim sensitivity, authoritarianism), social cognition (e.g., social motivations), and intergroup context (e.g., interracial interactions) on cheater detection accuracy, source memory, and bias.

Chair: Mario Gollwitzer, Philipps University Marburg
Co-Chair: Philipp Süssenbach, Philipps University Marburg

Catch me if you can: Effects of Victim Sensitivity on Cheater Detection
We examined whether victim sensitivity - individual differences in the extent to which people react emotionally when confronted with injustice to their own disadvantage - enhances or diminishes the likelihood of detecting cheaters in uncertain social situations. In Study 1, we show that victim sensitivity is related to an asymmetrical focus on cues associated with untrustworthiness compared to cues associated with trustworthiness. In Study 2, we demonstrate that victim sensitivity biases social judgments, leading to an underestimation of cooperation by others instead of an enhanced recognition of cheaters. Going beyond the interpersonal domain, cross-lagged panel (Study 3) and experimental data (Study 4) show that victim-sensitive individuals react with angst and anger to potentially exploitative intergroup situations. Thus, victim sensitivity affects how situations involving potential cheaters and cheating groups are construed, probably due to an asymmetrical focus on cues indicative of untrustworthiness.

Presenter: Philipp Süssenbach, Philipps University Marburg

The Self and Deception Detection: The Moderating Effects of Chronicity and Race-Based Motivations
People are notoriously poor at detecting liars and cheaters. In the current work, we examine the role of individual differences as a moderator of deception detection. We believe that people’s self-knowledge (e.g., chronic attributes, social motivations) should influence attentional deployment (e.g., greater attention increasing the likelihood of learning cue-deception contingencies) or bias their social judgments (e.g., not wanting to stigmatize Blacks by calling them liars). In Study 1, people who were chronic for trustworthiness were better at detecting a defector in a real prisoners dilemma game right before they disclosed their competitive choices. In Study 2, we examined interracial lie detection and found that although people show a same-race advantage in lie detection, Whites who were more motivated to respond without prejudice showed this bias more strongly because they were less likely to call Black targets a “liar.”

Implications of self-knowledge for moderating detection of liars and cheaters are discussed.

Presenter: Allen McConnell, Miami University

Processing Deviants: Concerns About Non-Normative Behavior and Ingroup Cheater Memory
The maintenance of high-level cooperation demands specific cognitive abilities to coordinate group members through common norms. Cheaters or norm-deviants within the ingroup must be remembered to avoid exploitation by them. We assumed higher efficiency of memory for ingroup cheaters compared to outgroup cheaters. Additionally, we expected individual differences in cheater processing, which are linked to differential concerns about norm deviance (e.g., authoritarianism). In a series of experiments (N=370), participants were presented and recalled faces and behavioral descriptions of in- and outgroup targets. Cheating behavior was implicated through unfair dictator game decisions (Study 1), student misbehaviors (Study 2), and general norm transgressions (Study 3). We applied multinomial models to disentangle memory processes and guessing biases. Results confirm that source memory is highest for ingroup cheaters. Participants’ guessing, however, indicates an assumption of outgroup cheating. Finally, authoritarianism is associated with a better source memory for ingroup norm deviants, but not for other targets.

Presenter: Stefanie Hechler, Friedrich-Schiller-University Jena

Remembering Cheaters: How Social Labels Affect Memory for Reputations
Theories in evolutionary psychology postulate a memory advantage for negative reputations, but our previous studies (Bell & Buchner, 2012) provide evidence for a general memory advantage for unexpected social information. Here, we used positive and negative social labels (e.g., “scientist” or “satanist”) to manipulate participants’ social expectations. These face-label pairs were presented together with congruent or incongruent behavior descriptions. In a surprise memory test, participants were required to classify the faces as trustworthy or untrustworthy. A multinomial model was used to distinguish between veridical memory and guessing. Social labels affected memory decisions via enhanced attention to inconsistent information at encoding and schema-congruent guessing biases at test. Both effects were amplified in individuals with high injustice sensitivity. These findings provide further evidence against a specific cheater-detection module. Focusing on expectancy-incongruent information may represent a more efficient, general, and more adaptive memory strategy than focusing only on cheaters.

Presenter: Raoul Bell, Heinrich Heine University Düsseldorf
Symposium: 108

**Spontaneous Thoughts and Images**

The symposium presents research exploring the frequency and content of spontaneous thoughts and images in everyday life and their correlates and consequences for various indicators of successful performance and well-being. The presented research uses a variety of methods such as experience sampling, content-analyses, and experimental manipulations.

Chair: Gabriele Oettingen, New York University and University of Hamburg
Co-Chair: Timur Sevincer, University of Hamburg

**Spontaneous Mental Contrasting: Antecedents and Consequences**

*Self-regulation by mental contrasting a desired future with present reality fosters selective goal pursuit:* People pursue goals that they deem feasible, and let go from those that they deem unfeasible. Indulging in the future, dwelling on reality, or contrasting reality with the future lead to indiscriminate goal pursuits. We developed a content-analytic measure to unobtrusively observe spontaneous mental contrasting in people writing about an important wish (Study 1; 231). Just like induced mental contrasting, spontaneous mental contrasting predicted selective goal pursuit measured by self-reported (Study 2; 321) and observed performance (Study 3; 212). Testing for situational variables, anticipating goal-relevant (vs. goal-irrelevant) action predicted mental contrasting (Study 4; 239); testing for individual difference variables, high need for cognition (Study 5; 96) was one important predictor of mental contrasting. Apparently, people spontaneously mental contrast when the situation demands it and they find satisfaction in thinking.

Presenter: Timur Sevincer, University of Hamburg

**Ideas of Physicists and Writers Regularly Occur During Episodes of Mind-Wandering**

*Professional writers (53) and physicists (45) completed a 14-day daily experience study in which every day they reported on their most creative idea of the day (if they had one), the context in which it occurred, the phenomenology of the experience, and the quality of the idea.* In addition, 6 months later participants were mailed their verbatim descriptions of each idea and reported on its current status. Both writers and physicists reported that over 40% of their most significant ideas of the day were formed while they were mind-wandering, i.e. actively doing something other than working on the project or topic in which the idea occurred. Although there were no differences in the overall rating of the creativity of ideas that occurred when on task versus mind-wandering (either initially or six months later), mind-wandering ideas were more likely to be associated with an “aha” experience when they occurred.

Presenter: Jonathan Schooler, University of California Santa Barbara

**What Were You Thinking? Past, Present, and Future in a Random Sample of Everyday Thoughts**

Participants were contacted at random moments as they went about their daily lives. They reported what they were thinking when the signal came, including whether their thoughts were focused on the past, present, and/or future. Thinking about the present was most common. Thinking about the future was far more common than the past. Significant quadratic effects showed opposite patterns for happiness vs. meaning, with present the highest happiness but lowest meaningfulness. Mental time travel (past or future) was associated with more stress, negative emotion, desire, and mental fatigue. Thoughts of the past increased when one lacked mental control. Of 21 personality traits, 18 predicted thinking about past but only 8 about future, suggesting that thinking back is more variable than thinking ahead. Implications include the surprising rarity of remembering, the tradeoff between happiness and meaningfulness, the pervasiveness of planning, and links of mental time travel to negativity, being alone, and pathology.

Presenter: Roy Baumeister, Florida State University

**Self-Talk as a Regulatory Mechanism: How you do it Matters**

*Self-talk is ubiquitous. We all have an internal monologue that we engage in from time-to-time. Yet, surprisingly little research has examined the role that self-talk plays as a basic regulatory mechanism in adults. This talk will present findings from 5 studies (total N = 734) that address this question at multiple levels of analyses. Findings indicate that cueing people to use non-first person pronouns and their own name (rather than “I”) to refer to the self during introspection substantially increases their ability to exert self-control under conditions that arouse social stress. Furthermore, these regulatory benefits are explained by event appraisals, with people instructed to use non-first person self-talk (vs. first-person self-talk) appraising stressors more in terms of challenge and less in terms of threat. The potential practical applications of language use as a regulatory process will be discussed.*

Presenter: Ozlem Ayduk, University of California Berkeley
**Symposium: 110**

**Using R Statistical Software for Social Science Research**

We discuss the advantages of using the free software R for data analysis in research. These talks cover both basic topics, including an introduction to R and a discussion of the popular psych package, as well as advanced topics detailing mediation and moderation analyses and structural equation modeling in R.

Chair: Stephen Short, College of Charleston

**Mediation and Moderation Analyses with R**

Over the past few decades, examining mediation and moderation has become very popular in psychology. Prevalent proprietary statistical software packages have made improvements in conducting these analyses, especially with additional contributions from researchers, but the software can still be costly and sometimes cumbersome to use. The present talk demonstrates how mediation and moderation analyses can easily be conducted using R. I provide examples of examining moderation with both categorical and continuous moderators in multiple linear regression, with a demonstration of R packages that can quickly and easily generate APA style tables and simple slope figures for publication. In addition, I demonstrate how to test mediation models using path analysis, including bootstrapping and plotting confidence intervals for the indirect effects. Finally, additional recommended resources are provided for researchers interested in using R for testing mediation and moderation hypotheses.

Presenter: Stephen Short, College of Charleston

**Introducing R to Social and Personality Scientists**

R is a powerful (and free!) scientific computing tool. It offers compelling advantages for social and personality researchers seeking to manage, visualize, and analyze data. In this talk, I provide an overview of R. I begin with the basics—a discussion of what R is, how it came to be, and where users can obtain it. Next, fundamental concepts of R’s computational framework are introduced. These concepts are illustrated using pragmatic examples (e.g., importing data, creating graphics for publication) that highlight the advantages of R over close-sourced, commercially-available competitors. The examples are also intended to show potential applications of R in social and personality research. I end with a summary of R-related resources for users of all levels—potential, beginning, and advanced. On the whole, this talk serves as an argument for liberal use of R in social and personality research and provides necessary background for the task-oriented presentations that follow.

Presenter: Aaron Boulton, University of North Carolina at Chapel Hill

**Psych: A General Purpose Toolkit for Personality Research**

The psych package in R has been developed over the past 9 years to facilitate personality research with a particular emphasis upon methods useful for descriptive statistics, scale construction, and psychometrics. Functions are available for exploratory factor analysis, item cluster analysis, principal components, classic and modern estimates of reliability, one- and two-parameter Item Response Theory, within- and between-group structural analyses, set correlation, and factor extension. All functions will work with massively missing data. Graphical displays take advantage of the power of R to display confidence intervals using cats eyes plots, scatterplot matrices to detect outliers, and structural diagrams. Simulation functions create simulated data with known psychometric properties and structures. The psych package is used in introductory research methods classes as well as in advanced work in psychometrics and personality research.

Presenter: William Revelle, Northwestern University

**Structural Equation Modeling in R Using lavaan**

Over the last three decades, structural equation modeling (SEM) has become a popular data analysis tool for social and personality psychology researchers. R offers full-featured, easy-to-use options for SEM that rival or exceed commercial packages. In this talk, I will focus on the lavaan package (Roseel, 2012) for SEM. lavaan provides powerful modeling tools with easy to understand syntax and is rapidly growing in popularity as a software option for SEM. I will provide examples of simple and complex SEMs using lavaan, including multiple-group models and models with categorical indicators. In addition, I will highlight a number of add-on packages that extend the capabilities of lavaan including missing data handling, path diagram generation, a graphical user interface, and power analysis.

Presenter: Alexander Schoemann, East Carolina University
Connecting and Cutting Social Ties: The Forces That Bind People Together and Tear Them Apart

Across situations, people dynamically connect with, and distance themselves from, others around them. We examine novel mechanisms that elicit antisocial and prosocial behaviors and attitudes. In particular, we explore the consequences of imposed intimacy in interpersonal interactions, moral self-referencing, economic inequality, and sharing pain with one’s group.

Chair: Juliana Schroeder, University of Chicago
Co-Chair: Kurt Gray, University of North Carolina Chapel Hill

Economic Inequality Breeds Political Division
The last few decades in America have witnessed increasing economic inequality and increasing political polarization and conflict. Are these trends related? I will present evidence that, comparing across the fifty states, the more unequal states have greater political polarization. Comparing across countries in the World Values Survey, nations with greater inequality again have greater political polarization. Finally, I will describe laboratory experiments demonstrating that when people are led to feel worse off than others in an economic game, they endorse more liberal views, advocating for increased redistribution of wealth and seeing unequal economic systems as unjust. In contrast, when people are made to feel richer than others, they become more conservative by opposing redistribution and seeing unequal economic systems as more just. Subjects who felt rich dismissed the views of those who disagreed with them as biased. These studies suggest that inequality can contribute to political polarization and conflict.

Presenter: B. Keith Payne, University of North Carolina Chapel Hill

Barricading Against Intimacy: Imposed Psychological and Physical Intimacy Predicts Barrier-Building Behaviors
In order to achieve goals, people must often engage in social interactions that involve imposed intimacy (e.g., undergoing a medical examination). We show that, in reaction to imposed intimacy, people systematically build psychological and physical barriers. Patients had greater preference for physicians to wear gloves and avoid eye contact when they expected a more intimate medical procedure (Study 1). Participants wanted more barriers when randomly assigned to imagine intimate interactions with physicians, security agents, or maids (Studies 2A-C, respectively) or when actually experiencing an intimate interaction (Study 3). In an emotionally intimate situation (i.e., holding hands with a stranger), participants oriented their bodies away and looked away more than in a non-intimate situation (i.e., shaking hands; Study 4). People seem to build barriers primarily to improve their own experiences, not those of their interaction partners (Studies 5 and 6). Imposed intimacy incites barrier-building; we consider consequences of these antisocial behaviors.

Presenter: Juliana Schroeder, University of Chicago

Reduced Self-Referential Neural Response During Intergroup Competition Predicts Competitor Harm
Why do interactions become more hostile when social relations shift from “me versus you” to “us versus them”? One possibility is that acting with a group can reduce spontaneous self-referential processing in the moral domain and, in turn, facilitate competitor harm. We tested this hypothesis in an fMRI experiment in which (i) participants performed a competitive task once alone and once with a group; (ii) spontaneous self-referential processing during competition was indexed unobtrusively by activation in an independently localized region of the medial prefrontal cortex (mPFC) associated with self-reference; and (iii) we assessed participants’ willingness to harm competitors. As predicted, participants who showed reduced mPFC activation in response to descriptions of their own moral behaviors while competing in a group were more willing to harm competitors. This suggests that intergroup competition (above and beyond inter-personal competition) can reduce self-referential processing of moral information, enabling harmful behaviors towards competitors.

Presenter: Mina Cikara, Harvard University

Pain as Social Glue: Shared Pain Increases Cooperation
Even though painful experiences are employed within social rituals across the world, little is known about the social effects of pain. We examined the possibility that painful experiences can promote cooperation within social groups. We induced pain by asking participants to insert their hand in ice-water and perform leg squats (Experiments 1 and 2) or eat hot chili (Experiment 3) in groups. We found evidence for a causal link: sharing painful experiences with others promoted trusting interpersonal relationships by increasing perceived bonding among strangers (Experiment 1) and increased cooperation in an economic game (Experiments 2 and 3), compared to a no-pain control treatment. Our findings shed light on the social effects of pain, demonstrating that shared pain may be an important trigger for group formation.

Presenter: Brock Bastian, University of New South Wales
Symposium: 114

**A Practical Guide to Navigating Our Transitioning Science**

Recent events have challenged social psychologists to profoundly reconsider our research practices. Instead of more polarizing debates, we need diverse, balanced perspectives that move us forward. This symposium provides a toolkit of concrete and practical solutions in each of the roles we play as academics—researchers, mentors, and editors/reviewers.

Chair: Alison Ledgerwood, UC Davis  
Co-Chair: Kate Ratliff, University of Florida

**Practical and Painless: Five Easy Strategies to Transition Your Lab**

*Our science is in the midst of a sea change.* And while new horizons can be exciting, navigating the transition may feel somewhat bewildering to the average researcher now confronted with rapidly changing journal policies, conflicting reviewer standards, and the endless flurry of polarized debates raging online. This talk provides some practical guidance for running a lab in the midst of our field’s shifting standards. I will discuss what I have learned as an associate editor for the special sections on best practices at Perspectives on Psychological Science, and provide some concrete examples from my own lab of how we can use what we know right now to implement simple and straightforward changes that immediately benefit our research, our students, and our science. Throughout, I highlight the importance of finding a balance between the abstract ideals of a perfect science and the practical realities of limited resources and messy data.

Presenter: Alison Ledgerwood, UC Davis

**The Vast Ground: Underrepresented Perspectives on Addressing Current Challenges in Social Psychology**

The current climate makes it difficult for researchers—especially young researchers—to feel hopeful about the possibility of positive change in our field. We have seen high-profile fraud cases, frequent reports that important findings are not replicable, and a plethora of articles demonstrating that our poor practices lead to false-positive findings. On top of this, the debate about solutions to these problems has been largely negative and extremely polarized. This talk rejects these “all-or-nothing” approaches to addressing the most pressing problems in the field, focusing instead on the vast middle ground between the most extreme positions that have been offered (e.g., the possibility of studies that are pre-registered yet exploratory, promoting replication while still being critical of how certain replications are implemented). Throughout this talk, I highlight nuanced approaches to best research practices that often seem to be lost in the current climate of polarized debates.

Presenter: Kate Ratliff, University of Florida

**Changing the Focus from Questionable to Quality Research Practices: Let’s be More Explicit about the Good QRPs**

Recent events have made the term QRPs—questionable research practices—part of our everyday vocabulary. Suggestions have been made to counter these QRPs but many are either highly specific (e.g., exact replications, pre-registered studies) or focused on what happens after research has been conducted (e.g., new journal submission checklists). Largely unaddressed are the vast number of activities that constitute the bulk of our everyday research efforts. The focus on questionable practices also obscures a great many beneficial practices probably already being implemented with little fanfare. Given recent events, however, it is obvious that we need to take these heretofore implicit beneficial practices and make them explicit. With this in mind, this talk will focus on a different kind of QRPs, that of quality research practices. Ideas will be discussed about how can we more explicitly convey our research values to our lab members and implement practices to meet those goals.

Presenter: Tiffany Ito, University of Colorado at Boulder

**Let’s Put Our Money Where Our Mouth Is: If Authors Are to Change Their Ways, Reviewers (and Editors) Must Change With Them**

Scholars have recently argued for fundamental changes in the way psychological scientists conduct and report research. Researchers’ behavior is influenced partially by incentive structures built into the manuscript evaluation system, and change in practices will necessitate a change in the way reviewers evaluate manuscripts. This talk outlines specific recommendations for reviewers that are designed to facilitate open data reporting and to encourage researchers to disseminate generative and replicable studies. These recommendations include changing the way reviewers respond to imperfections in empirical data, focusing less on individual tests of statistical significance and more on meta-analyses, being more open to null findings and failures to replicate previous research, and attending carefully to the theoretical contribution of a manuscript in addition to its methodological rigor. The talk also calls for greater training for reviewers so that they can evaluate research in a manner that encourages open reporting and ultimately strengthens our science.

Presenter: Jon Maner, Northwestern University
The Benefits and Costs of Support in Close Relationships

Social support provision is one of the most important yet poorly understood areas within interpersonal relationships. The four talks in this symposium present the latest and best research clarifying how, when, why, and for whom different types of support are related to different forms of personal and relational outcomes.

Chair: Jeffry Simpson, University of Minnesota

The Nature of Social Support: What Kinds of Acts are Perceived as Support?
Support transactions in daily life have been associated with both costs and benefits, but many studies of these cost/benefits rely on terse diary reports of support provision/receipt. These ask binary questions about support with no information about the nature of the acts. In a daily diary study of 54 couples over 4 weeks, we asked participants to report specific acts associated with support receipt/provision.
Examples of acts are hugs, reframing, and cooking. We find that many people report giving and receiving multiple acts of support on a day and that these tend to cluster (active support, passive support, and verbal distraction). The clusters are similar for providers and recipients, even though there is only modest agreement on how many acts occurred on a given day. Active versus passive acts reported by recipients was associated with relatively more costs, such as greater anxious mood.
Presenter: Joy Xu, New York University

When Support is Too Much or Too Little: Curvilinear Effects of Partner Support are Moderated by Attachment Avoidance
Receiving support can help people cope, but can also threaten recipients’ self-efficacy. Highly avoidant recipients also tend to react more negatively to support, but they can also be calmed by high levels of practical support. Three dyadic studies (N = 235 couples) examining provision of support during couples’ support-relevant discussions and daily life reconciled these differences by showing that partner support has curvilinear associations with recipients’ outcomes, and this curvilinear association is moderated by attachment avoidance.
Recipients low in avoidance experienced reduced distress, boosts in self-efficacy and lower partner-related reactance when they received low-to-moderate levels of practical support, but more distress, drops in self-efficacy and greater reactance as partner support moved from moderate to high levels. Highly avoidant recipients exhibited the reverse curvilinear pattern. The results illustrate the importance of considering curvilinear effects and reveal when and for whom support will be beneficial or costly.
Presenter: Yuthika Girme, University of Auckland

“Let me Get That for You”: Benevolent Sexism Prompts Support Behaviors Which Reduce Women’s Competence
Benevolent sexism expresses reverence of women’s interpersonal warmth-based qualities but asserts that such qualities reduce women’s competence. The current studies investigated how the endorsement of benevolent sexism by women and men influence the need and provision of competence support within intimate relationships. In Study 1 (N=101 female students), women who endorsed benevolent sexism reported lower personal goal-strivings over time unless their male partner provided support which encouraged goal-related competence. In Study 2 (N=100 couples), men who endorsed benevolent sexism exhibited more competence-inhibiting support during couples’ video-recorded discussions of personal goals, which reduced women’s feelings of goal-related competence. These novel results demonstrate that endorsing benevolent sexism increases women’s need for their partner’s competence support, but also ironically increases the degree to which men provide intrusive support which impedes women’s competence. Consistent with the function of sexist ideologies, these support processes increase women’s relationship dependence and reinforce men’s high-status role.
Presenter: Matthew Hammond, University of Auckland

We get What we Give and Feel Better for it: Reciprocity of Capitalization in Couples
One concern with selfless relationship processes such as support is how sustainable they are—what do providers get in return? Some research suggests that such behaviors are sustained and actually enhanced by reciprocation (Gleason, Iida, Shrout, & Bolger, 2008). In two studies, we tested this idea in capitalization discussions in which support can occur. In study 1, 78 couples reported their capitalization behaviors in a 9-week daily diary study. When capitalization was mutual, both partners reported lower negative mood and higher relationship closeness. In study 2, 101 couples participated in two videotaped capitalization interactions. Individuals observed to have received more capitalization in a first interaction were more likely to reciprocate in a subsequent interaction, especially if they were high in trust. These studies suggest that supporting our partners’ positive events not only increases the likelihood of receiving support; it also reduces daily negative mood and enhances relationship closeness.
Presenter: Marci Gleason, University of Texas
Mindfulness and Mind-Wandering: Pros, Cons, and their Surprising Complementarity

Recent research has highlighted two opposing uses of attention: mindfulness and mind-wandering. This symposium considers the benefits and drawbacks of both mindfulness and mind-wandering, and explores how these opposing uses of attention can be reconciled in ways that point to the adaptive uses of both.

Chair: Kirk Brown, Virginia Commonwealth University

Mindfulness Enhances Empathy and Prosociality Toward Victims of Social Exclusion

Attention matters not only in noticing what others do, but how they feel. Mindfulness involves both self-awareness and other-attentiveness, both considered key to empathy and prosociality. We examined whether indeed mindfulness promotes empathic and prosocial responses. In an on-line game (Cyberball) in which another player was ostensibly excluded, those higher in trait mindfulness (Study 1) reported more empathic concern for the excluded player, wrote more comforting emails to him/her, and affiliated more with him/her (passed the ball more) during a following ‘all play’ game. In a second, experimental study, the same results were found among those receiving a brief mindfulness training, relative to attention controls. These experimental results were extended in Study 3, where the victim was a dissimilar other. In all studies, empathy mediated the link between mindfulness and prosocial outcomes. Discussion focuses on better understanding the attentional antecedents of social behavior.

Presenter: Kirk Brown, Virginia Commonwealth University

Mindfulness Alters Psychological and Neuroendocrine Reactivity to Social Evaluative Threat

Although it is commonly believed that mindfulness and mindfulness meditation training fosters stress resilience, no well-controlled research has evaluated whether mindfulness buffers stress reactivity to social stressors. In two studies, participants completed a dispositional measure of mindfulness; in the second study participants were also randomly assigned to either a 3-day (25 minutes per day) mindfulness meditation training or attention training control. All participants then completed a standardized laboratory social stress task (Trier Social Stress Test; TSST). Consistent with predictions, both dispositional mindfulness and mindfulness meditation reduced psychological stress reactivity to the TSST, and trait mindfulness predicted lower salivary cortisol reactivity to the TSST. But notably, mindfulness meditation training increased cortisol reactivity to the TSST. Discussion focuses on the importance of considering how initial training in mindfulness can result in effortful coping responses that mute psychological stress perceptions but increase biological reactivity to acute stressors.

Presenter: J. Creswell, Carnegie Mellon University

The Costs of Mindfulness for Creative Cognition

Research has documented wide-ranging benefits of mindfulness. Less attention has been devoted to its potential costs. Based on the conceptualization of mindfulness and mind-wandering as opposite tendencies and evidence linking mind-wandering to enhanced creativity, we predicted that mindfulness poses a disadvantage for aspects of creativity. Two studies tested this prediction, focusing on the distinction between solving problems analytically or through “insight” (i.e., sudden awareness of a solution). Study 1 (N = 76), which measured trait mindfulness and creative performance using the Remote Associates Test, showed that mindfulness predicted poorer creative performance. Moreover, analysis of self-reported problem solving strategies showed that mindfulness was particularly associated with impaired solving through insight. In Study 2 (N = 99), we manipulated participants’ problem solving strategy, using instructions. We again found that mindfulness predicted poorer creative performance. However, more mindful participants performed better when instructed to approach problems analytically.

Presenter: Claire Zedelius, University of California, Santa Barbara

Reconciling Mindfulness and Mind-Wandering: An Integrative Review

Mind-wandering and mindfulness are negatively correlated, and mindfulness training decreases mind-wandering and hereby improves reading comprehension and working memory. Given the well-documented costs of mind-wandering and the benefits of mindfulness, mind-wandering could be perceived as having little value. Yet mind-wandering about the right thing, at the right time, and in the right way may hold substantial value for cognition, emotion, and quality of life. Evidence from laboratory and experience sampling studies indicates that mind-wandering can enhance creative incubation and improve mood. Nevertheless, research into the potential benefits of mind-wandering is limited by the fact that naturally occurring mind-wandering is unlikely to leverage the full potential of this mental capacity. Counterintuitively, mindfulness training can produce skilled mind-wanderers whose selective distraction is beneficial. This integrative review of nine studies seeks to reconcile the opposing states of mindfulness and mind-wandering, and points to adaptive uses of both.

Presenter: Michael Mrazek, University of California, Santa Barbara
Female Aggression: The Often Overlooked, but Functionally Sophisticated, Ways Women Compete

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

Chair: Tracy Vaillancourt, University of Ottawa
Co-Chair: Steven Neuberg, Arizona State University

Is She Angry at Me?: (Sexually Desirable) Women ‘See’ Anger on Female Faces

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

Presenter: Jaimie Arona Krems, Arizona State University

Friends and Rivals: Intrasexual Competition in Women’s Same-Sex Friendships

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

Presenter: April Bleske-Rechek, University of Wisconsin-Eau Claire

Indirect Aggression and Dieting Predict Dating Status in Girls but not Boys: Longitudinal Evidence of Intrasexual Competition Strategies

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

Presenter: Tracy Vaillancourt, University of Ottawa

The “Sword of a Woman?” Gossip and Female Aggression

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

Presenter: Frank McAndrew, Knox College
Symposium: 210

Terra Forma: Novel Insights into How Ecology Shapes Cognition and Behavior
This symposium widens the typical psychological scope to examine the power of the broader situation: ecology. Speakers present research demonstrating the impact of ecological factors (environmental harshness, population density, disease prevalence) on a range of conceptually-linked psychological and behavioral outcomes, including adolescent delinquency, parental investment, mate preferences, and race stereotypes.
Chair: Steven Neuberg, Arizona State University

Rethinking Stereotype Content: Are Race Stereotypes Actually Ecology Stereotypes?
Ecologies that are harsh and unpredictable pull for ‘fast’ behaviors such as impulsivity, whereas ecologies that are resource-rich and predictable pull for ‘slow’ behaviors such as future-focus. We propose that individuals possess a lay understanding of ecology’s influence on behavior, resulting in ecology-based stereotypes. Moreover, we suggest that because race is confounded with ecology in the U.S., Americans’ stereotypes about racial groups actually reflect their stereotypes about these groups’ presumed home ecologies. In a series of four studies (N = 925) we demonstrate that (1) individuals possess ecology-based stereotypes, (2) these stereotypes exist independent of race stereotypes, and (3) the application of race stereotypes to targets is reversed when targets present “race-inconsistent” ecology information. These findings have important implications for our conceptualization of race stereotypes, as well as for reducing the application of pernicious stereotypes to individuals.
Presenter: Keelah Williams, Arizona State University

Adapting to Ecological and Social Context: The Critical Role of Life History Theory
The environments people grow up in shape their social and cognitive functioning. Research on the effects of those adversities faced by children developing in harsh, unpredictable environments typically focuses on impairments to their growth, learning, and behavior. Here, rather than emphasizing what’s “wrong” with these youth, I take a strength-based approach and ask: “What’s right with these youth?” This work is guided by life history theory—a biological framework that addresses how organisms adapt their physiology and behavior to different ecological conditions. Based on a series of 3 studies with an overall sample of 376 participants, I present findings highlighting how youth who develop in harsh, unpredictable environments specialize their stress physiology, social and reproductive development, and cognitive abilities to match these high-adversity contexts. Different ecologies regulate development toward different physiological, cognitive, affective, and behavioral strategies.
Presenter: Bruce Ellis, University of Arizona

The Crowded Life is a Slow Life: Evidence across Nations, States, and Individuals
Early studies of humans and nonhuman animals focused on negative effects of crowdedness on behavior. Taking a fresh perspective to this topic, we draw upon life history theory to examine how population density affects a host of traits, at three levels of analysis. Across nations (N = 223) and across the United States (N = 50), dense populations tend to exhibit ‘slow’ behavioral strategies such as greater investment in education, later ages of marriage, and greater parental investment. In a third study (N = 254), in which growing population densities were experimentally made salient, individuals exhibited greater delay of gratification in a financial decision, suggesting a future-focused orientation. Integrating the current work with the earlier animal research, we address the conditions under which enhanced density can lead to different behavioral strategies, and discuss the implications of population density for understanding cultural and geographical variation in social behavior.
Presenter: Oliver Sng, Arizona State University

Is Variety the Best Medicine? The Impact of Disease Threat on Women’s Preference for Novel Partners
In the current research, we examine the relationship between the perceived disease prevalence in an environment and women’s preference for novel dating partners. Across four experiments (N = 363), we exposed participants to cues indicating a growing disease threat in their environment and measured their preference for novel dates and mates. As predicted, women with a history of vulnerability to illness responded to disease threat cues with an increased preference for partner variety. This shift towards variety-seeking was specific to women and to the domain of romantic relationships; it was not exhibited by men, and did not occur in non-relationship domains. These findings demonstrate a novel conceptual link between the threat of disease and female mating strategies, and highlight the power of broad, ecological pressures to shape proximate psychological processes.
Presenter: Sarah Hill, Texas Christian University
**Health Related Decisions: Understanding Patient Choice and Well-Being Through the Lens of Social Psychology**

We provide different perspectives on choice in medical contexts, exploring impacts of shared decision-making, responsibility, free choice, control, concealment, and stigmatization on health-related decisions and outcomes. By combining papers capturing differential specific mechanisms behind healthcare decision-making, we create an integrated understanding of psychological patient outcomes and the role of choice.

**Chair:** Mary Luce, Duke University  
**Co-Chair:** Benoit Monin, Stanford University

**Physician Health Behavior as a Cue of Potential Judgment in Doctor-Patient Interactions**

Six studies (n from 119 to 297) examine how stigmatized individuals in medical contexts (people who are overweight or obese) use physicians’ own health behaviors as a cue to whether they will be evaluated negatively by physicians. In Study 1, we find that people have an unrealistic image of doctors’ healthfulness. In Study 2, we find that doctors often support this image by stressing their engagement in healthy behaviors. In Study 3, we find that overweight and obese individuals anticipate judgment from doctors who portray themselves as healthy. Studies 4, 5, and 6 explore ways in which a doctor’s own behavior can reduce threat to patients. Stigmatized individuals are highly sensitive to doctors’ own health habits in healthcare decision-making. Physicians who appear as the “picture of health” threaten judgment and are avoided by these individuals, while exposing physicians’ bad health habits reduces threat and improves expectations about doctor-patient interactions.

**Presenter:** Lauren Howe, Stanford University

**Shared Decision Making: Framing of Advice Influences Choice Evaluation**

We investigate how expert’s advice influences decision outcomes in the context of shared decision making. In study 1, (n=153) two groups chose end-of-life care: one with, another without advice. Advice reduced feelings of control which decreased confidence in choice and led to poorer coping with the prognosis. Study 2 (n=282) framed advice emphasizing losses or gains to reduce negative consequences of advice. Findings showed if participants positively evaluated an option, regulatory fit between advice framing and regulatory orientation increased their confidence in the choice. However, if participants negatively evaluated an option, regulatory fit decreased their confidence in their choice. These findings are consistent with the regulatory fit theory, which suggests fit intensifies initial evaluations of options. Induced by regulatory fit, the confidence in choice led to better coping with the prognosis. Therefore, framing of advice should be considered in order to ensure people benefit equally, whether they choose an option with or without advice.

**Presenter:** Ilona Fridman, Columbia University

**The Impact of Responsibility on Decision Satisfaction in a Shared-Decision Making Context**

We examine decision satisfaction in the context of medical shared decision-making. In Study 1, we use qualitative methods to analyze how patients and physicians are navigating the decision-making process during real clinical appointments (n=250). In Study 2 (n=123), we find that specific endorsement of a patient’s chosen alternative (vs. general endorsement of multiple alternatives) by a physician increases decision satisfaction if we manipulate responsibility to be initially salient but decreases decision satisfaction otherwise. In Study 3 (n=166), we replicate this effect and find it is partially mediated by the patient’s reported sense of responsibility (self vs. physician, continuous measure). Both indirect and direct effects are moderated by salience of responsibility such that specific endorsement is helpful if responsibility is initially salient but harmful otherwise. Our results point to the nuanced effects of clinical interactions on patient decision satisfaction, with potential downstream implications for outcomes such as compliance.

**Presenter:** Karen Scherr, Duke University

**Consequences of Concealing a Chronic Illness Depends on Disease Severity**

We focus on decisions to conceal multiple sclerosis (MS), a progressively debilitating neurological disease. Data were collected from 8,476 individuals living with MS as part of an ongoing survey. Efforts at concealment were common and predicted by perceptions of negative stereotypes about people with MS and perceptions of MS stigma. We tested the relation between concealment and three constructs associated with well-being: belonging, sense of control, and perceived social support. The association between concealment and all three outcomes was significantly moderated by disease status. Among individuals with no outward symptoms of MS, there was either no association or a positive association between concealment and well-being. However, among individuals with more advanced disease progression, concealment was associated with less well-being. Results suggest that consequences of concealing chronic illness may be nuanced and depend on disease status. Ongoing longitudinal research and implications for research on identity concealment will be discussed.

**Presenter:** Jonathan Cook, The Pennsylvania State University
Cultural Psychological Approaches to Intergroup Relations

This session presents a fresh look at topics from intergroup relations using cultural psychological approaches. Speakers draw from large, diverse samples (e.g., U.S., Brazil, China, South Africa) to demonstrate that the enforcement of racial boundaries, the development and expression of prejudice, and the experience of stigma are shaped by culture.

Chair: Jacqueline Chen, University of California, Irvine

Cultural Differences in the Perception and Use of Race Boundaries

Prejudice and discrimination based on race occur in every culture. Yet, culture shapes the meaning of race. Three studies (N=763) conducted in the U.S. and Brazil tested cultural differences in the role of target characteristics and perceiver motivations in racial categorizations. Studies 1 and 2 found that Brazilians’ racial categorizations relied primarily on targets’ skin tone and significantly less on targets’ facial features and family heritage. In contrast, Americans’ categorizations were less reliant on skin tone and more strongly influenced by facial features and heritage. Consistent with these results, Study 3 demonstrated that, compared to Americans, Brazilians endorsed a more flexible conceptualization of race, viewing it as a product of individual choice and situations. Finally, Americans, but not Brazilians, strictly enforced race boundaries when motivated to preserve the existing racial hierarchy. These findings demonstrate that the meaning of race and the motivated use of racial categories vary cross-culturally.

Presenter: Jacqueline Chen, University of California, Irvine

Status Shapes Children’s Intergroup Attitudes: Evidence from the United States and South Africa

Intergroup biases are shaped by status. For example, implicit ingroup bias is expressed by members of high-status groups (e.g., White Americans), but not low-status groups (e.g., African-Americans). We examined the development of this status-based asymmetry among 6-11-year-old children in three studies (N=448). In Study 1, unlike White American children, African-American children showed no implicit bias on the race IAT, suggesting that ingroup bias and high-status favoritism cancelled each other out. In Studies 2-3, we investigated attitudes among Black and multiracial children in South Africa, a society where status disparities are highly pronounced. All children showed outgroup-favoring, pro-White implicit biases; Black children also showed a bias favoring the relatively higher-status multiracial group. Thus, when status disparities are extreme, high-status favoritism can entirely outweigh ingroup bias. Examining intergroup cognition across cultures varying in the extremity of status disparities allows for a fuller understanding of how group-based biases form and are perpetuated.

Presenter: Anna Newheiser, University at Albany, SUNY

The Influence of Cultural Norms and Values on Intergroup Prejudice

Although prejudice is a universal tendency, norms and values of a culture can shape the degree and dynamics of prejudice. In two studies based on the World Value Survey (N=24,445), we found that prejudice was greater in East Asian (e.g., China) than in Northern European/North American (e.g., Canada, Finland) countries for “blemish of character” and “tribal” types of stigma (see Goffman, 1963), and cultural values of individual uniqueness and behavioral conformity partially mediated this difference. Also, in the US, where personal responsibility and individuals’ capitalistic/meritocratic achievements are emphasized, participants reported greater prejudice to personal quality groups than in South Korea, and the perception of realistic competition predicted prejudice toward various groups. In South Korea, where relationships within ingroups and essential qualities are emphasized, participants reported greater prejudice to essentially different groups than in the US. Results demonstrated the importance of the role of cultural norms and values in understanding prejudice.

Presenter: Hyeyoung Shin, Yale University


The dual identities that arise from two national cultures can have positive consequences for political engagement, problem solving, and well-being (Benet-Martinez & Hong, 2014). Biculturalism can also stem from minority status within a mainstream cultural context. Recent studies find, for example, that educational settings that allow African-Americans to identify with both mainstream and African-American culture promote their academic success (Brannon, Markus, & Taylor, under review). Here, we extend this work on the benefit of multiple cultural identities to mental and physical health. Using data from the Midlife in the U.S. study, we show that African-Americans (N=228) who identify strongly both with their racial group and as American have better psychological well-being, better self-reported sleep, and lower levels of inflammation than those who identify strongly with one or neither identity. These findings suggest that settings that afford connection with both to mainstream American and racial/ethnic cultures may help reduce health disparities.

Presenter: Cynthia Levine, Northwestern University
**Symposium: 168**

**Beyond the Self in Health: Studying Relationships Where They Matter Most**

This symposium brings together innovative research on the understudied influence of relationship processes on health outcomes. These presentations showcase family research across laboratory and real world settings with a diverse set of health samples, to suggest several mechanisms through which relationships influence individual health in significant ways at critical times.

**Chair:** Kelly Rentscher, University of Arizona  
**Co-Chair:** Matthias Mehler, University of Arizona

**Partner <i>1</i>-We</i>-talk and Communal Coping in the Context of Couple-Focused Interventions for Health Problems**

This presentation highlights communal coping as a potential mechanism through which relationships influence health outcomes. Communal coping – a dyadic process in which partners view a problem as <i>our</i> problem rather than <i>your</i> problem or <i>my</i> problem, and take <i>our</i>-based action to address it (Lyons et al., 1998) – has emerged as an important predictor of relationships and health. Several studies have linked couples’ first-person plural pronoun use (<i>we</i>-<i>we</i>-<i>talk</i>) as a linguistic marker of communal coping, with adaptive relationship and health functioning. We present findings from two couple-focused intervention studies that aimed to promote communal coping with health-compromised smoking and alcohol use, in which spouse <i>we</i>-<i>we</i>-<i>we</i>-<i>talk</i> during the intervention predicted favorable patient outcomes. Preliminary findings from a process analysis of a target therapy session that investigates increases in <i>we</i>-<i>we</i>-<i>we</i>-<i>talk</i> following activation of communal coping suggest the utility of employing an experimental framework to directly study the effects of a communal coping intervention in future research.

**Presenter:** Kelly Rentscher, University of Arizona

**Daily Marital Conflict: Implications for Children’s Everyday Mood and Cellular Aging**

In families, marital conflict may have deleterious psychological and physical consequences for children, and may “spillover” to parent-child relationships. Moreover, children who may react more negatively to conflict may incur greater negative consequences. I describe findings from our intensive diary study of 47 diverse families. For two months, parents and children (8 – 13 years old) completed daily assessments of daily marital interactions, parent-child interactions, and negative mood. Children provided a blood sample to determine leukocyte telomere length, a marker of cellular aging. Days with more marital conflict had greater parent-child conflict, regardless of reporter (parent, child). Using multilevel modeling to estimate “slopes” of daily associations between marital conflict and negative mood, children who were more “reactive” to marital conflict (stronger slopes) had shorter telomere length. Our findings illustrate the value of intensive repeated measures in studying families and health.

**Presenter:** Theodore Robles, University of California, Los Angeles

**Spousal Influence on Chronic Illness Management**

The impact of the marital relationship on health behaviors has particular significance for individuals who are living with a chronic illness. Couple-oriented interventions for chronic illness would be strengthened by targeting spousal influence on behaviors such as medication adherence, exercise, and dietary restrictions; however, our understanding of the spouse’s role in such behaviors is limited. In this presentation I will use prospective data from a series of studies on arthritis to show that spouses’ attitudes (confidence in patients’ ability to manage pain), social support, and social control affect patients’ daily physical activity and longer-term physical functioning. These findings, as well as those emerging from labs focused on diabetes and cancer, suggest that the marital relationship plays an important role in self-management of chronic illness.

**Presenter:** Lynn Martire, The Pennsylvania State University

**Intimate Relationship Processes and Fear of Cancer Recurrence in Couples Coping with Breast Cancer**

What role might gratitude and intimacy play in couples coping with cancer? This study explored the influence of partner-directed gratitude on relationship intimacy and fear of cancer recurrence (FOR), one of the primary concerns facing cancer patients and their families. We hypothesized that felt and expressed gratitude would be associated with-person with relationship intimacy and that intimacy would be associated with-person with lower levels of FOR in patients and their partners. Using a daily-diary design, forty-four patients and spouses each independently reported on their daily experience of gratitude, intimacy, positive affect, and FOR for 10 consecutive days. Using a generalized mediation approach based on a counterfactual framework, results revealed that intimacy was a significant within-person mediator of the link between gratitude and FOR for both patients and their partners, controlling for positive affect. Findings suggest an important role for relationship processes in adaptation to the breast cancer experience.

**Presenter:** Jean-Philippe Laurenceau, University of Delaware and Helen F. Graham Cancer Center & Research Institute
How Multi-Method Assessment of Personality Can Enhance Research on Behavior, Development, and Outcomes

How can multi-method personality assessment improve measurement and lead to new discoveries? In this symposium, 4 speakers will show the diverse benefits of using multiple-informant designs, behavioral assessments, and mobile sensing to study social behavior, personality development, and major life outcomes.

Chair: Allison Tackman, University of Oregon
Co-Chair: Joshua Jackson, Washington University in St. Louis

Relationships and Personality Development in Adulthood: A Multiple-Informant Approach

Social-transactional theories of personality propose that relationships are an important influence on personality development. Previous research has largely relied on self-reports, but relationship partners and informants outside of the relationship may provide important additional perspectives. Using an accelerated longitudinal design, we examined how relationship status (e.g., never married vs. married) and transitions (e.g., starting a relationship) are associated with personality trait change using self- and informant-reports. At 4 annual assessments, participants (N = 1153, Ages 18 to 66) provided self-reports of the Big Five/Six and nominated up to 6 informants (e.g., family, friends, and romantic partners) to report on their personality. Analyses looked at effects of status and transitions on personality development. We found substantial convergence between self- and informant-reports, but also important differences for some traits (such as effects of relationship transitions on openness). We will discuss the benefits of multiple-informant assessments of personality in research on personality development.

Presenter: Allison Tackman, University of Oregon

Using Multiple Perspectives to Inform the Association between Personality and Important Life Outcomes

Personality traits predict numerous outcomes such as health and relationship status, sometimes decades in advance. However, the vast majority of these studies rely on self-reported personality. As a result, the relationship between personality and important outcomes might be underestimated or overlooked. Using 300 romantic couples we investigated how close peers (N = 2909) and romantic partner assessments of personality provide novel insights into health and relationships. Results indicate that partner- and peer-reported personality traits mostly correspond with self-reports, but that combining assessments yields a more reliable and stronger association. In some instances, novel contributions were found. For example, spousal and peer reports of agreeableness were related to divorce, whereas self-reports were not, suggesting that context specific behaviors related to divorce are uniquely visible to observers. In general, findings conclude that pathways between personality and outcome are missed when only relying on one data source.

Presenter: Joshua Jackson, Washington University in St. Louis

Multi-Method Assessment of Child Personality: Triangulation on a Moving Target

Assessment of personality in childhood has long required creative approaches given the limitations around collecting self-report data from children. As such, multi-method, multi-informant approaches are more common, but introduce new challenges into research as well, such as inherent discrepancies and reduced magnitude of associations. Data are presented from a 4-wave longitudinal study of 346 children, aged 9-10 years at intake, for whom personality information was collected from multiple informants (self, mothers, and fathers), via multiple methods (questionnaires, thin-slice video coding, and emotion elicitation paradigms), and across multiple personality trait frameworks (personality and temperament). Triangulation on child personality traits revealed advantages for different methods and informants, and differential prediction of behavioral competencies and maladjustment. Results will be discussed in the context of measuring personality when no “gold standard” exists and the challenges and nuances this offers our understanding of what constitutes personality.

Presenter: Jennifer Tackett, University of Houston

Extraversion and Network Centrality: Social Network Analysis of Face-to-Face Interactions Captured with Mobile Sensor Networks

Modern social network research is driven by two modes of data collection: self-report and online social networks. Both data sources capture important information, yet they neglect actual face-to-face interaction. The present research used a new method, mobile sensor networks, to assess real-time social interaction via physical proximity in 22 small groups of unacquainted people (N = 185). We used proximity information to model social network formation. Using social network analysis and multilevel modeling, we replicated prior work in online and offline social networks that showed a link between personality and social network structure. Specifically, extraversion was positively related to network centrality, a measure of importance or influence. Our results establish mobile sensing as a new method for examining emergent social networks in a laboratory setting, and offer a novel proxy for assessing extraversion by highlighting its link with network structure. We discuss mobile sensing’s theoretical and practical implications for social-personality research.

Presenter: Benjamin Crosier, Dartmouth College, Center for Technology and Behavioral Health
The Origins and Consequences of Reciprocity

Reciprocity – the tendency to reward prosocial behavior and punish antisocial behavior - is central to cooperation and morality. This symposium integrates diverse approaches to study why people are so inclined to reciprocate. We explore reciprocal tendencies of non-human primates and infants, and show how reciprocating benefits both individuals and society.

Chair: Jillian Jordan, Yale University
Co-Chair: David Rand, Yale University

Moralistic Gossip acts to Signal Moral Goodness

Humans frequently engage in verbal condemnation of immoral behaviors, even as unaffected third-party observers. Here we investigate why people engage in such moralistic gossip. We present three vignette studies suggesting that moralistic gossip benefits the gossiper by signaling moral goodness. In Study 1 (n=781), people perceive gossipers as less likely to engage in the behaviors they are condemning, and trust and like them more as a result. Study 2 (n=810) shows that condemning a transgression, and thus indirectly signaling one's moral goodness, is more effective than directly stating that one does not commit that transgression. Study 3 (n=230) suggests that this is because condemnation is seen as reflecting genuine moral outrage, whereas direct statements are seen as self-serving. Together, these results suggest that moral condemnation effectively acts to signal moral goodness, and may help explain the prevalence of moralistic gossip as a self-interested strategy for improving one's reputation.

Presenter: Jillian Jordan, Yale University

Mechanisms Supporting Human Cooperation in the First Two Years of Life: Reward and Punishment in Infants and Toddlers

Adults believe that good acts should be rewarded and bad ones punished. The tendencies to reward and punish have been argued to be essential to the evolution of altruistic and cooperative behavior in humans, encouraging prosociality and discouraging antisociality; but how and when do these tendencies develop? I will present evidence that 21-month-old toddlers selectively reward prosocial and punish antisocial third parties in both first-order (punishing harmful others) and second-order (punishing those who have failed to punish harmful others) scenarios (n=96), and despite being too young to engage in rewarding or punishing behaviors themselves, 4.5-month-olds positively evaluate those who reward helpful and punish harmful others (n=82). These results suggest that tendencies supporting reward and punishment exist extremely early in life, arguably before socialization could be solely responsible for their emergence, and support theories of the evolution of human cooperation.

Presenter: Kiley Hamlin, University of British Columbia

A Righteous Path to Cooperation: Moral Judgments Promote Prosocial Motivation, Behavior, and Sentiments

We investigate the effectiveness of moral judgments, relative to material punishments, for motivating pro-group behaviors and sentiments. While research finds material punishments are effective in increasing group members' contributions to group efforts, they are costly and can undermine trust and intrinsic motivations to give. Across two experimental studies in which individuals could contribute to a public good that benefited all group members, we find that offering individuals opportunities to evaluate one another's moral standing between rounds of interaction led to greater contributions than in “no evaluation” or “nonmoral evaluation” control conditions (Study 1, n=136). Contribution levels and reported group identification and solidarity were comparable to those achieved in groups that could deploy material punishments (Study 2, n=216). Moral judgments offered additional benefits for groups. After the public good game, participants exposed to moral judgments showed more trust, trustworthiness and generosity to other group members than those in the other conditions.

Presenter: Robb Willer, Stanford University

Inequity as a Cue to the Value of One’s Social Partners

Inequity is a major social problem, impacting humans from the individual to the global level. Therefore, an increased understanding of what causes feelings of inequity and how to ameliorate them is essential. Humans are not alone in this; other species, too, respond negatively to unequal outcomes as compared to a social partner, and studying these species’ reactions can tell us something about the evolution of our own behavior. In this talk I will synthesize this literature, focusing on the role of inequity in cooperation. Responses to inequity are found in species that cooperate outside of the bonds of kinship and mating, and at least capuchin monkeys will quit cooperating with an unfair partner, even when inequitable outcomes are not possible (n=10). These findings indicate that individuals in these species may be using inequity as a cue to whether or not to continue cooperating with a given social partner.

Presenter: Sarah Brosnan, Georgia State University
Challenging Misconceptions About the Psychology of Food Choice
Four talks challenge conventional wisdom about the effectiveness and consequences of traditional strategies for encouraging healthy eating habits, and suggest alternative approaches. Field studies that successfully prompt dramatic increases in healthy food choices and lab experiments that explore the harmful effects of simple food reminders and weight-stigmatizing messages are discussed.
Chair: Aimee Chabot, University of California, San Diego
Co-Chair: Christopher Bryan, University of California, San Diego

Distracted by Donuts?: The Cognitive Strain of Calorie Counting may Undermine Focus and Work Performance
Providing food in the workplace is an increasingly popular practice. But, work on the psychology of scarcity suggests that restrained eaters, when reminded of tempting food, may experience cognitive strain from the demands of managing a calorie budget. Participants who had been prescreened for restricted eating (n=86) were invited into the lab to complete tasks measuring focused attention, reasoning ability, and creativity. Participants completed tasks in the presence of either an empty donut box, half-full donut box, or jug of water. Individuals who were tracking their calorie intake performed worse in the presence of an empty donut box, suggesting that simple reminders of food are enough to impose consequential cognitive demands on calorie counters, which may unfairly affect their performance in the workplace. Additionally, those with healthy eating goals might do well to opt for diets with simple rule sets rather than cognitively taxing approaches like calorie budgeting.
Presenter: Aimee Chabot, University of California, San Diego

Sticking it to the Man: Framing Healthy Eating as Rebellious and Socially Conscious Shapes Teens' Attitudes and Motivates Healthy Choices
In the midst of a childhood obesity epidemic, interventions to promote healthy eating habits through health-based appeals have not worked. An intervention that aligns healthy eating with developmentally heightened adolescent drives to assert autonomy, combat injustice, and define a positive identity was tested. The intervention (a) frames marketing of unhealthy foods as subverting teens’ autonomy, (b) emphasizes the social justice costs of obesity, and (c) frame healthy eating as the expression of a positive identity. In a classroom field-experiment with 201 8th graders, this intervention increased teens’ perceptions of healthy eating as rebellious and autonomous, t(200)=6.80, p<.0005, d=0.93, and consistent with social justice, t(200)=6.44, p<.0005, d=0.88, and caused them to view the identity “healthy eater” more favorably, t(200)=3.57, p<.0005, d=0.49. The intervention also nearly tripled the rate at which teens chose healthy vs. unhealthy snacks and drinks the next day in an ostensibly unrelated school treat giveaway, p=.016.
Presenter: Christopher Bryan, University of California, San Diego

Social Psychological Approaches to Obesity: Using Nudges or Norms to get Kids to Eat Vegetables
Because of the fallibility of self-control, it may be more fruitful to promote the consumption of healthy foods, rather than trying to get children to resist unhealthy temptations. Instead of relying on persuasion and education, which have not proven successful in the past, we tested interventions based on norms and nudges. In field studies in school cafeterias, we tested two non-coercive interventions to get kids to eat vegetables. In Study 1 (n=680), we tested a nudge-type strategy—serving vegetables first, in isolation—to eliminate the negative contrast with tempting foods. This strategy tripled the amount of vegetables eaten. In Study 2 (n=647), we tested a normative strategy of implying, but not saying, that most kids were taking vegetables from the cafeteria line. This strategy doubled the amount of vegetables consumed. Interventions based on nudges and norms hold promise for increasing vegetable consumption among children.
Presenter: Traci Mann, University of Minnesota

The Ironic Effects of Weight Stigma
America’s war on obesity has intensified stigmatization of overweight and obese individuals. Weight stigma is often assumed to motivate healthier choices and ultimately facilitate weight loss, though little empirical evidence exists to support this notion. We tested the prediction that exposure to weight stigma actually threatens the identity of individuals who perceive themselves as overweight, depleting cognitive resources necessary for exercising self-control when presented with high calorie food. Ninety-three women were randomly assigned to read a news article about employment-related stigma faced by overweight individuals or a control article. Exposure to the weight-stigmatizing article caused women who perceived themselves as overweight, but not women who did not perceive themselves as overweight, to consume more calories and feel less capable of controlling their eating than exposure to the non-stigmatizing article. These findings suggest that social messages targeted at combating obesity may have paradoxical effects.
Presenter: Jeffrey Hunger, University of California, Santa Barbara
**Challenges of Old Age: Explaining Personality Development in Advanced Age**

Recent findings suggest that most personality changes occur in young adulthood and old age. However, causes and characteristics of changes in old age remain largely unknown. Here, we shed light on how and why personality changes in advanced age by analyzing data sets with longitudinal information on personality change processes.

Chair: Jule Specht, Freie Universität Berlin

**Health Restrictions as a Potential Cause for Accelerated Personality Development in Old Age**

Personality development in old age is similar in magnitude compared to young adulthood but little is known about its underlying causes. In two studies, one possible source of personality development in advanced age was examined: changes in health. The data used stem from a representative sample of Germans (SOEP, N=6650, 50-96 years) and Australians (HILDA, N=3180, 50-92 years). Participants provided longitudinal information on their Big Five, subjective health (e.g., satisfaction with health) as well as more objective indicators of health (e.g., using a symptom checklist). Bivariate latent growth models suggest that (1) personality and health are concurrently related, that (2) changes in health coincide with some changes in personality, that (3) effects are stronger with regard to subjective compared to more objective indicators of health, and that (4) there are few cross-lagged effects. The relevance of health for initiating personality development in advanced age is discussed.

Presenter: Jule Specht, Freie Universität Berlin

**Purpose in Life and Personality Development in Older Adulthood**

Having a purpose in life proffers a number of health benefits in older adulthood; however research is limited on how this variable changes over time. Moreover, research is needed on how these changes might be predicted by personality levels and change during older adulthood. The current study examined these questions in a sample of 587 males (mean age: 74 years), assessing purpose and the Big Five personality traits twice over a three-year span. Results supported two primary claims regarding purpose and personality development. First, among older adults, levels of purpose in life correlated initially with all Big Five traits in presumptively adaptive directions. Second, though these cross-sectional correlations were moderate to strong in magnitude, longitudinal relationships between personality and purpose were relatively limited in nature. Findings are discussed with respect to theories of adaptive aging and lifespan development, focusing on future research on how to infuse purposefulness among older adults.

Presenter: Patrick Hill, Carleton University

**Item-Level Personality Change in Older Age**

Some evidence suggests that changes in personality characteristics subsumed under the Five-Factor Model (FFM) are not always aligned according to the five broad traits: items and facets of the same traits display different and sometimes even opposing developmental trajectories. If so, personality changes should be studied at the level of these more specific characteristics in addition to or even instead of the broad FFM traits. Using the three-wave data from Lothian Birth Cohort 1936 (N=690), this talk will investigate whether the items of the same FFM traits (measured by 50-item IPIP) display consistent developmental trajectories and external correlates (changes in cognitive ability, physical fitness and independent functioning) from age 70 to age 76 years. Consistency of the change trajectories among items of the same trait will be tested using the Measurement Invariance framework. Developmental patterns and external correlates will be investigated using (bivariate) latent growth models.

Presenter: René Möttus, Centre for Cognitive Ageing and Cognitive Epidemiology & University of Edinburgh

**The Interrelation Between Perceived Control and Big Five Personality Traits in Old Age**

Even though there is abundant evidence of positive personality development in adulthood, recent research pointed to reverse negative development in old age. We thus investigated mean-level trends and individual differences in change in Big Five personality traits (neuroticism, extraversion, openness, agreeableness, and conscientiousness) as well as the interrelation between change in these personality traits and perceived control. We analyzed data from older adults, aged 64-85 at time 1 (N = 410; 135 males and 275 females), captured at two time points about five years apart. On average, neuroticism increased, whereas extraversion, conscientiousness, and perceived control significantly decreased over time. Change in perceived control came along with change in neuroticism and conscientiousness pointing to particular adaptation mechanisms specific to old age. Although individual differences in personality traits were fairly stable, individuals differ in change indicating differential plasticity or trends in old age. We discuss implications for theory on personality development.

Presenter: Christian Kandler, Bielefeld University
The Psychophysiology of High Social Standing: (Dys)functional Responses to Power and Status

Power and status often buffer stress responses, but this can also have its downsides for the powerless. We combine different psychophysiological approaches to better understand how hierarchies shape stress responses, when this may impact interpersonal reactions, and under which conditions power can have good vs. bad consequences for the self and others.

Chair: Annika Scholl, KMRC Tuebingen
Co-Chair: Daan Scheepers, Leiden University

It’s Good to be the King: Neurobiological Benefits of Higher Social Standing

Epidemiological studies often find that higher social standing is associated with better physical and mental health outcomes, but these studies are typically correlational and lack mediational explanations. In two studies, we examine neurobiological reactivity to test the hypothesis that higher social status leads to salutary short-term psychological, physiological, and behavioral responses. In Study 1 (N=81), police officers rated their subjective social status then engaged in a social evaluation task during which we measured cardiovascular and neuroendocrine reactivity. In Study 2 (N=84), we manipulated social status and examined stress reactivity and performance outcomes to explore the possible links among status, performance, and physiological reactivity. Results indicated that higher social status was associated with approach-oriented physiology (studies 1 and 2) and better performance (study 2) relative to lower status. These findings point to acute reactivity as one possible causal mechanism to better physical health among those higher in social status.

Presenter: Modupe Akinola, Columbia University

The Downside of Power for the Self: How Power as Responsibility Affects Cardiovascular Stress Responses

Social power provides opportunities to pursue one’s goals and has many positive consequences for those who yield it (e.g., reduced stress). At times, however, especially power-holders may feel strained by all the decisions to make and subordinates to care for – in other words, when they become aware of their responsibility. Power as responsibility (vs. opportunity) poses additional demands on the power-holder (e.g., the need to take care of others). We thus assumed that power holders construing their position as responsibility would experience higher stress. Indeed, two experiments with different power primings demonstrated that power-holders construing power as responsibility (vs. opportunity vs. control) showed stronger cardiovascular stress responses (Study 1, N=63). Surprisingly, their stress pattern was similar to that of the powerless (Study 2, N=89). The findings highlight that power as responsibility has upsides for the powerless (e.g., more fair treatment by the powerful), but also its downsides for the powerful.

Presenter: Annika Scholl, KMRC Tuebingen

Hierarchical Stability Moderates the Effects of Status on Endocrine and Behavioral Responses to Stress

Higher status is generally associated with lower stress and improved health. We propose that the stress-buffering effects of status could reverse in unstable hierarchies, when one’s higher status position is in jeopardy. After random assignment to high or low status in a stable or unstable hierarchy, participants (N=118) were asked to perform a stressful public speech. High status in a stable hierarchy reduced the cortisol stress response compared to low status. Instability reversed the pattern and also influenced testosterone concentrations: High status individuals in an unstable hierarchy demonstrated stronger cortisol and testosterone stress responses compared to low status. Stability additionally influenced behavior, producing distinct differences between high and low status individuals on behavioral ratings of dominance, warmth, intelligence, and overall performance in stable but not unstable hierarchies. The findings suggest that high status buffers stress and improves performance in stable hierarchies. In unstable hierarchies, higher status actually increases stress.

Presenter: Erik Knight, University of Oregon

Does Power Corrupt? Or Does Power Buffer Stress -- For Better and For Worse?

Does power corrupt? Or does power buffer stress? Across human and nonhuman animals, power is associated with wonderful outcomes: action orientation, risk-tolerance, and an endocrine profile associated with disease resistance. However, power is linked to corrupt acts: objectification, stealing, lying, and infidelity. Drawing from research in primatology, neuroscience, physiology, and neuroendocrinology, a picture emerges which may be able to reconcile how power simultaneously leads to both good and bad: power enhances the same emotional, cognitive, and physiological systems which acts of corruption deplete. Six experiments demonstrate that power buffers the stress of: (1) observing an emergency (N=50), (2) high-stakes lying (N=50), (3) public speaking (N=55), (4) social exclusion (N=41), and (5) physical pain (N=70). Taken together, these findings provide empirical support for the hypothesis that one mechanism through which power may corrupt is by buffering us from the stress of otherwise aversive acts.

Presenter: Dana Carney, University of California, Berkeley
Psychological Pitfalls in Social Policy (and How to Fix Them)

Social policies face many potential difficulties with regard to both implementation and generating public support. The research in this symposium highlights the psychological pitfalls that can negatively affect social policies, and demonstrates how psychological insights can be harnessed to counteract these pitfalls.

Chair: Dena Gromet, The Wharton School, University of Pennsylvania
Co-Chair: Leaf Van Boven, University of Colorado Boulder

Ideological Values Color Perceptions of Escalation of Commitment

Much attention has been devoted to why and when decision-makers escalate their commitments to failing courses of action. However, little is known about how this decision is perceived. Across four studies spanning different escalation contexts, we found that observers’ moral-political values (and the correspondence of these values with the decision domain) shaped how they evaluated decision-makers’ escalation of commitment. Observers viewed escalation more positively when the investment failure occurred in ideologically-valued domains, an effect driven in part by observers’ motivated reasoning processes that support continued escalation. This effect persists when individuals consider contexts in which their own money is at stake (Study 3), but is checked when a usually politically-polarizing domain is re-framed to be consistent with a universally-held value (Study 4). Implications for how actors frame their escalation decisions to their constituencies are discussed.

Presenter: Dena Gromet, The Wharton School, University of Pennsylvania

Political Partisanship is a Substantial Yet Surmountable Barrier to Climate Change Policy Solutions

Climate change is the defining environmental issue of our generation. Yet, arbitrary partisan influence over popular policy evaluations poses a barrier to policy adoption and enactment. In two survey experiments with diverse samples of respondents, people considered a “revenue neutral” carbon tax and a “cap-and-trade” policy to reduce carbon emissions. We manipulated whether Democratic or Republican legislators purportedly proposed and supported the policies. In a striking display of putting party over policy, Democrats preferred Democratic-framed policies (opposing Republican policies) whereas Republicans preferred Republican-framed policies (opposing Democratic policies). Moreover, people who exhibited such partisanship reported that “good citizens” should evaluate policies based on content not partisanship. Importantly, the arbitrary partisanship effect was eliminated when people first reflected on how “good citizens” should evaluate policies before actually evaluating those policies. Although partisanship is a barrier to climate change legislation, this political trap can be overcome by helping people reflect on good citizenship.

Presenter: Leaf Van Boven, University of Colorado Boulder

A Political Reform Built on a Faulty Psychological Intuition

In response to Americans’ frustration with the negativity of political rhetoric, recent legislation forces candidates to “Stand By Your Ad” (SBYA) by saying, “My name is _____, and I approve this message...” in their ads. The regulation’s authors assumed this would disincentive the airing of negative ads, for the tagline would make it clear whom to blame for unsavory messaging. Experimental and election data suggest SBYA ironically incentivizes some negative ads by enhancing their credibility, thereby enhancing evaluations of and vote share for the sponsoring candidates. SBYA-backed ads benefited because the tagline’s association with regulation lends a confidence-inspiring veneer of legitimacy, not because candidates made an implicit promise of truthfulness in saying they “approve this message,” nor because participants explicitly reasoned that the regulation must have prompted candidates to air truer content. We relate these findings to other ironic effects of regulation and discuss how psychology can inform improved policy-making.

Presenter: Clayton Critcher, University of California Berkeley

Moralized Opposition to Genetically Modified Food

Despite emerging scientific consensus about the safety of genetically modified (GM) foods, opposition to GM technologies in the food domain is widespread. We examine disgust-based moralization of GM techniques, a novel explanation for the strength and evidence-insensitivity of GM opposition. In a representative survey of U.S. residents, 71% of GM opponents (46% of the entire sample) were moralized—morally opposed to GM technology no matter the evidence about risks and benefits. Moralized GM opponents were more disgust sensitive in general and more disgusted by GM food consumption than non-moralized opponents or supporters. This research offers insight about why GM food opponents might not be swayed by arguments about risks and benefits.

Presenter: Yoel Inbar, University of Toronto Scarborough
The Ethicist in the Crib: Evolutionary, Sociocultural, and Cognitive Influences on the Developmental Emergence of Norms

Human behavior is structured by myriad norms – complex rules about what should be done under what circumstances. How do these norms arise? The four talks in this symposium look to early development for an answer and describe rich, methodologically-diverse evidence on the evolutionary, sociocultural, and cognitive sources of human norms.

Chair: Christina Tworek, University of Illinois at Urbana-Champaign
Co-Chair: Joshua Rottman, Boston University

Mechanisms Underlying Children’s Acquisition of Moral Beliefs About Harmless Actions

How do children learn that an action is immoral? In cases where negative behavioral consequences are not apparent (e.g., religious taboos; transgressions of moral purity), moral development may be heavily influenced by emotion (Haidt, 2012) or testimony from adults (Shweder, Mahapatra, & Miller, 1987). To explore the processes underlying the moralization of harmless behaviors with naive subjects, 120 seven-year-old children were presented with 12 scenarios describing anthropomorphic aliens engaging in unfamiliar, victimless actions. Results demonstrated that children’s acquisition of moral beliefs about novel, harmless acts is more strongly influenced by testimony about disgust, as well as about anger, than the direct induction of disgust. This effect is moderated by individual differences in disgust sensitivity. These findings are consistent with a social communication theory of moral acquisition in which cultural discourse is a key contributor to moralization. Additional research investigating the role of other forms of testimony will also be presented.

Presenter: Joshua Rottman, Boston University

How do we Decide What is Right and What is Wrong?: The Cognitive Underpinnings of Is‐Ought Inferences

People tend to derive normative conclusions (about what is ought to be) from observations of current reality (what is). Although the validity of such “is‐ought inferences” has long been a focus of philosophical research, there is limited empirical work on the psychological sources of these inferences (e.g., Friedrich, 2010). Here, we hypothesize that is‐ought reasoning is in part the output of an “inherence heuristic” – a cognitive tendency to explain regularities in the world in terms of the inherent features of their constituents (e.g., girls wear pink because pink is inherently feminine; Cimpian & Salmon, 2014). Five correlational and experimental studies involving both adults and 4- to 7-year-old children (N = 642) suggested that – from a young age – the heuristic tendency to explain via inherent features indeed facilitates the inferential transition from empirical facts to normative conclusions. This work thus sheds new light on the sources of is‐ought reasoning.

Presenter: Christina Tworek, University of Illinois at Urbana-Champaign

Costly Rejection of Wrongdoers by Children and Infants

Despite the allure of profit, humans often act against their self-interests to shun or punish individuals who mistreat others. In this talk, I show that children and even prelinguistic infants, though motivated by material rewards, are willing to incur costs to avoid “doing business” with wrongdoers. When given the choice to accept a small offering from a prosocial character or a larger offering from an antisocial character, children and infants took the smaller offering. However, when the difference between the offerings was sufficiently great, children and infants’ aversion to the antisocial character was overcome by personal incentives. These findings contribute to theories of the evolution of human cooperation and trade by showing that rejecting wrongdoers even when it is costly is a deep part of human nature.

Presenter: Arber Tasimi, Yale University

How Social Categories Shape Children’s Moral Inferences

As early as age 3, children use intuitive sociological theories to guide their predictions and inferences about social behavior. These theories lead children to see social categories as marking individuals who are morally obligated to one another. In this talk, I will present evidence that children use an intuitive sociological theory to guide their predictions of others’ social behaviors. I will also discuss ongoing work investigating exactly how this theory is constructed during early childhood. In two studies, 3.5-year-old children were introduced to two novel social groups and were asked to predict how members of those groups would behave towards one another. Children reliably expected people to harm members of other groups over members of their own, and expected people to be friends with fellow group members, but did not show reliable expectations about helpful behaviors. Ongoing work investigates whether children’s expectations are resistant to counter-evidence.

Presenter: Lisa Chalik, New York University
Beliefs About Emotions: Outcomes at the Individual, Interpersonal, and Cultural Levels

This symposium discusses the influences of beliefs about emotion states on intrapersonal, interpersonal, and cultural outcomes. Speakers examine the role that beliefs about emotions play in sparking creativity and enhancing performance, inferring others’ emotions, predicting reported behavior through interpersonal goals, and shaping culturally relevant views of leadership.

Chair: Nicole Senft, Georgetown University

Beliefs About the Spread of Emotions: Links to Interpersonal Goals and Reported Behavior

Beliefs about emotions play an important role in guiding emotional behavior, affecting well-being and mental health. While we know emotions are interpersonal phenomena, we know little about individuals’ beliefs about the interpersonal nature of their emotions. The current study examines the behavioral consequences of one such belief: the belief that emotions spread. A scale to measure this belief was developed and validated. Across three studies (N = 560), we found that beliefs that happiness and sadness spread predict increases in self-reported nonverbal expressivity and sharing of positive and negative emotional experiences. Further, the surprising links between the belief that sadness spreads and the tendency to discuss negative experiences were mediated by the motive to receive empathy and support from others. These findings suggest that those that believe their emotions spread to others may view this as a positive outcome, facilitating the interpersonal desire to be understood by others.

Presenter: Nicole Senft, Georgetown University

Emotion-Behavior Links as Self Fulfiling Prophecies

We suggest that the influence of emotions on behavior can be moderated by expectations. We tested this hypothesis in two studies (N = 360). In Study 1, participants were led to expect either excitement or calmness to be useful in a creativity task. They listened to emotion-inducing music and completed a creativity task. Participants who were excited were more creative if they expected excitement to be useful, whereas those who were calm were more creative if they expected calmness to be useful. In Study 2, participants were led to expect either anger or calmness to be useful in a computer game. Participants who were angry killed more enemies in the game if they expected anger to be useful, whereas those who were calm killed more enemies if they expected calmness to be useful. These findings suggest that how we think about emotions may shape how we are influenced by them.

Presenter: Yochanan Bigman, Hebrew University of Jerusalem

Modeling Lay Theories of Emotion Attribution

Humans are extremely skilled at reasoning about others’ emotions, what we call affective cognition; this ability is crucial to forming and maintaining social relationships. We propose that affective cognition is scaffolded by a rich and coherent lay theory of emotion, which constitutes consistent relationships between situations, emotions, and behavior. In addition, despite its importance, few formal or quantitative theories have described how such reasoning operates. Here we address this gap by constructing a computational model using tools from Bayesian modeling. To test the model, we use a paradigm in which participants attributed emotions to a target character playing a gamble. We demonstrate that multiple types of inferences about the targets’ emotions across different experiments are tightly predicted by Bayes rule, supporting a coherent lay theory approach. Our results speak to a deep structural relationship between emotions and cognitive inference, and suggest wide-ranging applications to basic psychological theory and psychiatry.

Presenter: Desmond Ong, Stanford University

Leaders’ Smiles Reflect Their Nations’ Ideal Affect

Based on “thin slices” of behavior, people make surprisingly accurate judgments about others’ leadership qualities. How does culture shape this process? We propose that because people use emotional cues, and cultures vary in the emotions that people value and ideally want to feel (“ideal affect”), cultures differ in the emotions that are associated with leadership. We administered self-report measures of ideal affect in college student samples from 10 different nations (N = 1,349) and then eight years later, coded the emotional expressions that legislators from those nations showed in their official photos (N = 3,372). As predicted, the more nations valued excitement and other high arousal positive states, the more their leaders showed excited smiles; similarly, the more nations valued calm and other low arousal positive states, the more their leaders showed calm smiles. These findings suggest that culture—via ideal affect—shapes the emotions associated with leadership.

Presenter: Jeanne Tsai, Stanford University
Symposium: 196

It’s Not Just About You: The Impact of Others on Perceptions, Behavior, and Outcomes in Social Interactions

Interpersonal experiences are shaped by the behaviors and perceptions of multiple people, yet most research focuses on the individual. This symposium demonstrates that the dyad (or triad) itself is greater than the sum of its parts. The authors discuss how dyadic and triadic dynamics yield important intra- and interpersonal consequences.

Chair: Brittany Solomon, Washington University in St. Louis
Co-Chair: Katherine Rogers, University of British Columbia

In Search of the “Good Dyad”: Dyadic Characteristics and Changes in Behavior Impact Accuracy of First Impressions

Much research in the accuracy of first impressions of personality has focused on the “good judge” or the “good target”. However, less research has examined the “good dyad” – the dyad in which the perceiver views the target more accurately than usual and the target is also viewed more accurately than they tend to be viewed. Using a round robin design, 77 participants were filmed across each face-to-face interaction resulting in 467 dyadic interactions (median interactions = 6). Research Assistants (N = 8) watched each interaction and rated individual level behaviors and broad characteristics at the dyadic level. A separate group of participants (median judges per interaction = 9) coded the interactions for behavioral synchrony. We used the Social Accuracy Model (SAM; Biesanz, 2010) to identify changes in behavior that are related to changes in accuracy and the dyadic characteristics (e.g., similarity) associated with these changes.

Presenter: Katherine Rogers, University of British Columbia

The Insight Into Others’ Perceptions (IOP) Model: Well-Acquainted Dyads Know That Others may not Share Their Views

Accuracy research has traditionally examined the accuracy of a perceiver’s own impressions of a target. However, little is known about the extent to which people have insight into others’ perceptions of a target’s personality. We use a novel approach (the Insight Into Others’ Perceptions (IOP) model) to examine whether well-acquainted friends achieve identity accuracy (i.e., knowledge of targets’ self-perceptions; N = 496) and reputation accuracy (i.e., knowledge of targets’ reputations; N = 223) across the Big Five personality traits. We find that friends achieve identity and reputation accuracy even when controlling for their own perceptions of targets (i.e., identity and reputation meta-insight). Moreover, individual-level (e.g., gender and personality) and dyad-level (e.g., gender composition and relationship quality) factors moderate such insight. Findings shed light on how aware people are of the subjective realities of others especially when they differ from one’s own perceptions.

Presenter: Brittany Solomon, Washington University in St. Louis

3quilibrium: Extensions of a Dyadic Behavior in Groups of Three

This research builds on previous work on synchrony in dyadic social interactions to examine nonverbal coordination in groups of three (N = 288 individuals/96 groups). Using a combination of video-coding and self-report measures, we specifically examine “balance”—of engagement among all group members, an even distribution of turn-taking, and a balanced pattern of communication—in three-person groups. Multilevel analyses reveal that nonverbal group balance (rated by coders blind to group outcome) is predictive of social outcomes (e.g., cohesion, liking) and joint outcomes (e.g., team creativity). Additional analyses reveal potential psychological mechanisms, such as perceived energy required to complete the team task. Similarities and differences from dyadic synchrony are discussed, as well as implications for leaders and managers of multi-person groups.

Presenter: Tanya Vacharkulksemsuk, Haas School of Business, UC Berkeley

Objectification in Action: Self- and Other- Objectification in Mixed-Sex Interpersonal Interactions

Although the process of sexual objectification is theorized to occur within interpersonal interactions, no research has thoroughly examined the interplay of sexual objectification and self-objectification in a real interaction. In the current study participants (N = 116) were brought into the laboratory and interacted in mixed-sex dyads (N = 58 dyads). A dyadic analysis approach was used to detect whether partners’ objectification of each other impacted self-objectification and resulting feelings of comfort and authenticity during the interaction. Post-interaction, participants completed a performance task, a measure of career aspirations, and of relationship agency. Results showed that for women only, being objectified by their male interaction partner was associated with an increase in self-objectification, and self-objectification led to perceptions that the interaction was less comfortable and authentic. For both men and women, having authentic interactions was found to relate positively to relationship agency and, for women only, positively to career aspirations.

Presenter: Randi Garcia, Princeton University
Symposium: 185

Functional Self-Regulation Strategies can Lead to Health Hazards: Exploring the Dark Side of Self Regulation

The current symposium examines basic self-regulation mechanisms and their relevance for emotional and health related outcomes. In four presentations we discuss these mechanisms in relation to risk behavior, dieting, and attachment styles and their emotional consequences.

Chair: Catalina Kopetz, Wayne State University
Co-Chair: Kai Jonas, University of Amsterdam

The Role of Presentation Format in Stimulus Categorization and Evaluation in Dieting Self-Control Conflicts

Why are some dieters more successful than others? Construal level research suggests that pictures and words activate low-level vs. high-level construal, respectively, which may contribute to these varying outcomes. We examine how such differences between pictures and words impact categorization and associations in a self-control conflict in which stimuli are multiply-categorizable (e.g., cupcakes may be categorized as treats or diet-busters). In three studies (N=535) we propose that words lead to categorization along goal-relevant dimensions, and positive associations with goal-promoting stimuli, whereas pictures lead to categorization along temptation-relevant dimensions, and positive associations with temptation-promoting stimuli. We find that words promote sensitivity to health whereas pictures promote sensitivity to taste among dieters completing a Single-Category IAT. An additional study finds that the word (vs. picture) version of the standard IAT increases negative associations with temptations among dieters. These findings suggest that words influence categorization and associations in a manner that promotes self-control.

Presenter: Jessica Carnevale, The Ohio State University

Risk-Taking as Motivated Behavior

The current research tested the notion that engagement in risk taking despite negative consequences represents a means people’s current goals rather than a self-regulatory/self-control failure. Across 4 studies (385 participants) the results show that 1) likelihood of engagement in risk taking increases when the behavior is believed to be instrumental in attaining certain chronic and momentarily active goals (promotion, sensation seeking, emotion regulation); 2) the presence of cognitive resources augments rather than decreases this effect presumably by allowing the individuals to distort the information about negative consequences of risk taking in order to fit their current motivation; 3) the presence of alternative means relevant to current goal attainment reduces the effect of motivation on risk behavior. These results support the notion that engagement in potentially harmful behavior represents strategic goal pursuit rather than lack of self-control.

Presenter: Catalina Kopetz, Wayne State University

The Effect of Counterfactuals as an Expression of Unattained on Risk-Taking

In the context of hedonic goals, such as having sex or achieving a leisure time goal, unattained goals can lead to counterfactual thoughts (what would have happened if a condition in the past had been different; Epstude & Roese, 2008). Previous research has shown that counterfactuals can influence future goal attainment behavior, but has not focused on goal attainment processes that are associated with high risks. We tested this hypothesis in four studies (total N = 731). In Studies 1-3 MSM, young adults and adults showed more future sexual risk taking intentions when counterfactuals about sexual goals were present. In Study 4 counterfactuals about unattained diving goals increased risk behavior (e.g. computing overestimated air reserves) in certified open water divers. Taken together this research supports the innovative notion that risk taking is not necessarily a product of self-regulation failure, but a “functional” result of hedonistic goal attainment processes.

Presenter: Kai Jonas, University of Amsterdam

Self-Regulatory Consequences of Attachment Style: Implications for Health Outcomes

Attachment style has been traditionally considered an important predictor of people’s general well being with important emotional and behavioral outcomes (e.g. happiness, self-esteem, impulsivity). However the self-regulatory variables that may explain this relationship remain relatively unexplored. The current research explores regulatory mode (Kruglanski et al., 2000) as a relevant regulatory consequence of attachment style with implications for health-related outcomes. In four studies (N=1079) utilizing correlational and experimental designs we found that 1) anxious attachment which is characterized by hyperactivation of the appraisal-monitoring system (Fraley & Shaver 2000) leads to increased assessment tendencies; 2) avoidant attachment which is characterized by disengagement (Fraley & Shaver, 2000) leads to reduced locomotion tendencies 3) regulatory modes mediates the link between attachment styles and self-esteem, happiness, and impulsivity.

Presenter: Edward Orehek, University of Pittsburgh
Motivational Psychophysics

We gather researchers who use psychophysical methods to revisit social-personality questions in new ways. The speakers draw insights from evolutionary, clinical, personality, and social psychology, and also sample from a broad spectrum of perception. Psychophysical approaches provide a strong basis for new insights into social/personality factors in perception.

Chair: Rob Holland, Radboud University Nijmegen
Co-Chair: Gerald Clore, University of Virginia

New Evidence for Perceptual Defense: Trait Defensiveness Moderates the Unconscious Detection of Emotionally Relevant Stimuli

How are emotionally relevant stimuli processed unconsciously? Perceptual defense is highly controversial. Previous related experimental work, however, has had difficulty ruling out consciously mediated explanations. Here, using extremely stringent criteria for subliminal stimulation to prevent relevant awareness and a simple signal detection task, we reliably show that personality traits that index defensive tendencies moderate how emotional words are unconsciously detected. High defensiveness tendencies predicted both avoidance of unpleasant words and vigilance for pleasant words, whereas low defensiveness predicted vigilance for unpleasant words. Our results suggest that motivated unconscious avoidance actively inhibits emotionally threatening content, demonstrating a simple form of unconscious perceptual defense and suggesting that unconscious processes are more complex than generally believed. Consistent with RT paradigms, our results moreover suggest that individual differences—not main effects for valence—primarily determine how emotionally relevant stimuli are unconsciously processed.

Presenter: Michael Snodgrass, University of Michigan Medical Center

Would I Lie to You?: Social Rejection Increases Lie Detection Among Lonely Individuals

Social rejection has been found to increase perception of lower-level social stimuli. However, effects on higher-level social perception are less clear. We examined whether individual differences in loneliness moderate higher-level social perception after rejection. Specifically, we predicted that lonely individuals, due to their chronic concern with belonging, may be particularly motivated to attend to others’ honesty after a rejection. To examine this, we measured loneliness and either included or excluded participants during an online ball-tossing game. Participants then completed a deception-detection task and watched videos of individuals who denied having cheated on a previous task (half were lying). Participants indicated whether each individual was lying. As predicted, there was a significant interaction between rejection condition and loneliness on lie detection. Rejection (vs. acceptance) increased deception detection only among those high in loneliness. The results support the notion that social rejection uniquely motivates lonely individuals to detect deception more accurately.

Presenter: Yanine Hess, Purchase College, SUNY

Dissociation Between Detection and Identification of Phobic Stimuli: Unconscious Perception?

Unconscious perception of threatening stimuli is controversial because it is difficult to rule out that conscious processing is uninvolved. I will present the first demonstration of unconscious perception of emotional stimuli that is uncontaminated by conscious processing. In a two-step signal detection paradigm, spider- or non-spider phobic participants first indicated whether an object was presented in a series of masked stimuli. Then, regardless of that response, they identified each masked stimulus as either a spider or flower. Phobic participants identified both detected and undetected spiders better than chance, assessed relative to two measures of response bias. They did not exhibit dissociation between detection and identification for flowers. In a follow-up study, spider-phobic participants showed prefrontal cortex-amygdala activations when the same masked spider images were presented, in the absence of subjective distress or awareness. Together, these results constitute the purest demonstration of unconscious perception, with supplementary neurobiological evidence.

Presenter: Paul Siegel, Purchase College/SUNY

Disgust and Fear Lower Olfactory Threshold

It is adaptive to detect odors in low concentrations because they may be diagnostic of toxicity or putrefaction. Disgust is an emotion within the behavioral immune system that presumably enhances our smell sensitivity to olfactory indicators of threat. However, existing evidence of “smell sensitivity” concerns only emotional and cognitive reactivity, not actual perceptual capabilities per se. Hence, little is known about how the behavioral immune system operates at a perceptual level. Here we used alternative forced-choice staircase methods to test olfactory capabilities directly. We found that disgust and fear lowered olfactory thresholds, particularly among individuals with high disgust sensitivity. Our research suggests that a fundamental way in which avoidant emotions foster threat detection is through lowering perceptual thresholds. By definition, perceptual thresholds are perceptual “limits,” but our research suggests that such limits do not reflect fixed capabilities of an organism; instead, they are malleable based on situational cues.

Presenter: Kai Qin Chan, Radboud University Nijmegen
What Makes for Effective Intergroup Bias Reduction? How to Create Change That Matters

We present advances in understanding how to effectively reduce intergroup biases. These talks describe contextual and motivational mechanisms for bias reduction, the roles of self-awareness and self-regulation, a meta-analysis of methods to change implicit bias, and a research contest designed to find the most effective interventions for implicit prejudice reduction.

Chair: Calvin Lai, University of Virginia
Co-Chair: Brian Nosek, University of Virginia

Is Conditioning Enough? The Importance of Raising Awareness and Teaching Self-Regulation for Reducing Intergroup Bias

Accumulated research has convincingly established that implicit intergroup bias can be reduced through conditioning strategies. As examples, I will briefly present recent studies from my lab (Total N = 1258) demonstrating that counterstereotyping conditioning (Studies 1 and 2) reduces implicit stereotyping and prejudice, and self-linking conditioning (Studies 1-5) reduces implicit prejudice but not stereotyping. These studies illustrate the malleability of implicit bias when conditioning strategies directly target relevant associations. However, conditioning strategies alone are likely have limited practical utility and applicability for reducing subtle prejudice in real world settings. Efforts must also be focused on raising people’s awareness of their implicit biases (i.e., confrontation) and teaching them to how to self-regulate their biases. Illustrative studies involving “best practices” for confronting people about their biases (appealing to principles of fairness and promoting autonomous motivation; Studies 6 and 7) and self-regulation training experiences (Studies 8 and 9) will be presented.

Presenter: Margo Monteith, Purdue University

A Research Contest for Reducing Implicit Prejudice

Many approaches for reducing implicit prejudice have been identified, but little is known about their relative effectiveness. We held a research contest to experimental compare interventions for reducing implicit racial prejudice. Teams submitted 17 interventions that were tested across 5 studies (total N > 18,000) with rules for revising interventions between studies. We also examined the impact of these interventions across time, for explicit prejudice, and toward attitudes toward other racial/ethnic groups. Eight of 17 interventions were effective at reducing implicit prejudice immediately, particularly ones that provided experience with counterstereotypical exemplars, used evaluative conditioning methods, and provided strategies to override biases. The other 9 interventions were ineffectif, particularly ones that engaged participants with others’ perspectives, asked participants to consider egalitarian values, or induced a positive emotion. The most potent interventions were ones that invoked high self-involvement or linked Black people with positivity and White people with negativity.

Presenter: Calvin Lai, University of Virginia

Contextual and Motivational Influences for Reducing Intergroup Bias

The present research investigated four distinct strategies for reducing intergroup bias related to racial and gender categories. Experiments 1 and 2 examined the effects of training in counter-stereotyping on implicit stereotype activation and application. Experiment 3 explored the effects of approach orientations on self-other distinctiveness. While Experiment 4 investigated the effects of progress on egalitarian goals on implicit attitudes and behavior, Experiment 5 explored motivations to individuate on visual processing of faces and partner choice. Together these findings, that include over 300 participants, underline the importance of contextual manipulations and momentary motivations on a variety of discriminatory responses. In particular, the results indicate that if participants are sufficiently trained in counter-stereotyping and approaching outgroup categories, or if they perceive progress on intergroup goals or are encouraged to individuate others, negative implicit and explicit intergroup bias can be reduced.

Presenter: Kerry Kawakami, York University

A Meta-Analysis of Interventions to Change Implicit Bias

Implicit bias has been implicated in a number of social problems, ranging from racial disparities to depression, leading to widespread calls to develop effective implicit bias interventions. However, despite two decades of effort, we have little knowledge of the relative effectiveness or generalizability of these interventions. To address this gap, we conducted a multivariate network meta-analysis of 220 randomized interventions (548 independent groups) to change implicit bias and, where available, explicit bias and behavior. Interventions that were coded into different categories based on their presumed mechanisms of change had differential effects on implicit bias. Moreover, interventions that were effective in changing implicit bias, in particular those based on the direct change of the activation of associations, were not necessarily effective in changing behavior. Our results provide structure to implicit bias research and suggest that interventions that affect implicit bias will not necessarily have generalized effects on behavior in applied settings.

Presenter: Patrick Forscher, University of Wisconsin - Madison
Computational Social Science: Bridging Computer Science and Social Psychology

Research in Computational Social Science uses computer science methods to answer social science questions. However, many social psychologists are not exposed to this work that typically appears in computer science venues. Here, we present research from this field that advances social psychological theory in personality, interpersonal relationships, and social norms.

Chair: Winter Mason, Facebook

Computational Social Psychology
The quantity and variety of research being conducted on topics familiar to social psychologists but published in arenas outside our primary publication venues is big and getting bigger. This presents an opportunity to create collaborations that would benefit both sides: the computer scientists could benefit from a deeper understanding of existing psychological theory, and psychologists could benefit from the methods and data available to computer scientists. In this talk I will provide an overview of additional existing research in Computational Social Science relevant to social psychologists, describe the venues where this research is published, and provide tips for how to creating and fostering collaborations across disciplines.

Presenter: Winter Mason, Facebook

Computer-Based Personality Judgments are More Accurate Than Those of Friends, Spouses, or Family
Personality traits form a key driver behind people’s behavior, cognitions, motivations and emotions; and thus assessing others’ personality is a basic social skill and a crucial element of successful social interactions. However, based on a sample of 761,703 participants, we find that personality judgments made by computers and based on generic and pervasive digital footprints (Facebook Likes) are 3 times more accurate than those made by participants’ friends. Computers are also 1.5 times more accurate than family members and 1.2 times more accurate than romantic partners. Furthermore, compared with humans, computers achieve higher inter-judge agreement and superior external validity (i.e. are better at predicting life outcomes). In some cases, computer-based personality judgments are even more valid than self-reported personality scores. We conclude by discussing the consequences of computers’ outpacing humans in this basic social-cognitive skill.

Presenter: Michal Kosinski, Stanford University

No Country for Old Members: User Lifecycle and Linguistic Change in Online Communities
Vibrant online communities are in constant flux, and as members join and depart, the interactional norms evolve. Linguistic change is essential to this dynamic process: it both facilitates individual expression and fosters the emergence of a collective identity. We propose a framework for tracking linguistic change as it happens and for understanding how specific users react to these evolving norms. By applying this framework to two large online communities we show that users follow a determined two-stage lifecycle: a linguistically innovative learning phase in which users adopt the language of the community followed by a conservative phase in which users ignore the evolving community norms. We also show how this framework can be used to detect, early in a user’s career, how long she will stay active in the community. Thus, this work yields new theoretical insights into the evolution of socio-linguistic norms.

Presenter: Cristian Danescu-Niculescu-Mizil, Max Planck Institute for Software Systems

Understanding Loneliness in Social Awareness Streams: Expressions and Responses
We report on a study of expressions of loneliness, and responses to those, as communicated by thousands of people on Twitter. Using a dataset of public Twitter posts containing explicit expressions of loneliness, and a qualitatively developed coding scheme to analyze them, we show how the context of loneliness disclosed on Twitter relates to existing theories on loneliness. Further we study the public responses to expressions of loneliness, quantitatively examining factors that contribute to the existence and types of responses. We show, for example, that people publicly expressing more severe, enduring loneliness are more likely to be women, and less likely to include requests for social interactions. Our findings also show that men are more likely to receive responses to lonely tweets, and expressions of more severe experiences of loneliness are significantly less likely to receive responses.

Presenter: Funda Kivran-Swaine, Rutgers University
**Symposium: 194**

**Emotion Regulation is an Interpersonal Phenomenon**

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

*Chair: Nickola Overall, University of Auckland*
*Co-Chair: Jeremy Jamieson, University of Rochester*

**Response-Focused Emotion Regulation in Social Interactions: Acute Physiological Responses and Interaction Appraisals**

Although a corpus of research indicates engaging in emotional suppression has typically negative consequences, relatively little is known about how response-focused emotion regulation enacted by agents affect interaction partners. The research reported here examined emotion suppression and expression in a dyadic interaction while physiological signals were monitored in vivo. Participants (N=180 nested in 90 dyads) independently watched an emotionally-negative film clip and then discussed their emotional responses with a stranger. During an interaction anticipation phase agents were assigned to express or suppress affective signals. Targets were given no instructions. Engaging in suppression versus expression elicited physiological threat responses—sympathetic arousal and increased vasoconstriction—in anticipation of and during interactions. Targets of suppressive versus expressive agents also exhibited threat responses during the interaction. Appraisals mirrored physiological findings: Emotional suppressors found the task more uncomfortable, and targets reported them as being poor communicators. These results demonstrate that emotion regulation shapes interpersonal dynamics.

*Presenter: Jeremy Jamieson, University of Rochester*

** Dyadic Emotion Regulation: How Intimate Partner’s Enhance Emotion Regulation During Threatening Interactions**

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

*Presenter: Nickola Overall, University of Auckland*

**Emotional Suppression and Expression during Daily Life: Distinct Personal and Interpersonal Consequences**

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

*Presenter: Linda Cameron, University of California, Merced*

**Emotion Regulation in Dyadic Conversations: The Role of Relationship History and Expectations**

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

*Presenter: Brett Peters, University of Rochester*
Developments in Political Identity Among Latino Immigrants

Four interdisciplinary researchers examine new data on the experiences and psychology of Latino immigrants nationwide. Focusing on this group of growing size and importance, this research offers new insights into the interplay between multiple immigrant political identities and sheds new light on theories of identity, acculturation, and political psychology.

Chair: David Sears, University of California, Los Angeles
Co-Chair: Felix Danbold, University of California, Los Angeles

The Psychological Origins of Political Engagement in Latino Immigrants

Past research has argued that Latino immigrants do not consistently show signs of incorporation into the American party system. We focus on the acquisition of partisanship among Latino immigrants, pursuing the question of partisan non-identification in several ways: (1) Deepening the criteria for partisan incorporation beyond self-identification to the crystallization of partisanship; (2) examining the impact of pre-immigration political socialization in the country of origin; and (3) using more refined measures of non-political immigrant assimilation beyond nativity and naturalization. Contrary to the non-incorporation view, the results show a decline in Latino non-identification since 2008. Much of the non-identification is limited to non-citizens. Even among explicit non-identifiers, latent partisanship appears to be becoming crystallized. Both pre-immigration socialization and post-immigration assimilation are associated with lower rates of non-identification. This research illuminates latent partisanship previously undetected in this growing immigrant group and helps identify important psychological predictors of partisanship acquisition for immigrant groups.

Presenter: Felix Danbold, University of California, Los Angeles

Emigrant Politics, Immigrant Engagement: Homeland Ties and Immigrant Political Identity in the United States

Immigrants are also emigrants, possessing social ties that link them to the people and places left behind. While this duality is inherent to the migration process, it is lost by the prevailing academic division of labor, which separates the study of emigration from the study of immigration. Using new survey data on Latino immigrant political engagement conducted before and after the 2012 U.S. national election, we show the ways in which Latino migrants engage with polities and nations in both sending and receiving societies. Statistical analysis reveals the social ties immigrants’ maintain back home yield political consequences that sustain homeland national identity. However, we find that the acquisition of U.S. citizenship has a corrosive effect on homeland attachments and Latino immigrants are more likely to shift political allegiance from home to host state once legal status is obtained.

Presenter: Lauren Duquette-Rury, University of California, Los Angeles

Status Politics, Democratic Identity, and Latino Political Engagement

We document the power of political partisanship to foster and enhance political engagement among immigrant and native-born Latinos, developing a social identity model of partisanship to explain the connection. We analyze the origins of Democratic identity among Latinos in status politics, documenting stronger Democratic partisan identity among Latinos who identify as Latino and perceive discrimination against their ethnic group. We also test alternative explanations for the adoption of Democratic identity among Latinos, including views on immigration policy, stances on social issues such as gay marriage, and broad political ideology. We draw on data from a 2012 national survey of over 1,300 foreign-born Latino immigrants (LINES) and over 530 Latino citizens in the 2012 American National Election Survey. The project contributes to the development of a social identity, status-threat account of political engagement among minorities in the United States.

Presenter: Leonie Huddy, Stony Brook University

The Politicization of Immigrant Identity and Political Mobilization in 2012

Social identity theorists have long studied identity as one of the prime determinants of behavior. We explore whether a sense of immigrant linked fate is salient in explaining political participation among immigrants and further what may have caused immigrant identity to become so politicized. We look at the issue of immigration reform in 2011-2012, the manner in which both positive and negative messages served as a catalyst for a politicized immigrant identity, and the resulting mobilizing effects. We argue that exposure to Spanish language media and feelings of immigrant linked fate created a politicized immigrant identity among Latino immigrants, resulting in greater political participation and civic engagement. Rather than seeing immigrants as low-resourced and unengaged in American politics, our theory of politicized immigrant identity explains that Latino immigrants draw on their identity as immigrants and as Americans to participate in their new homeland.

Presenter: Matt Barreto, University of Washington
The Role of Disgust in Morality: It's Complicated

Disgust's nuanced role in morality is revealed in four presentations. A meta-analysis indicates a negligible effect of disgust on morality. Other research suggests that disgust wields its influence through moralization of purity, with effects spreading across diverse morally-relevant contexts including self-concept, prediction of actions, and recovery from purity-relevant crime victimization.

Chair: Liane Young, Boston College
Co-Chair: Laura Niemi, Boston College

Implicit and Explicit Moral Cognition in Sexual Victimization and Coercion

Sexual assault is a moral transgression relevant to both purity and harm, yet the relevance of purity vs. harm may vary across the moral dyad (victim vs. perpetrator). In two studies, we examined the implicit and explicit moral cognition involved in recovery after sexual victimization (Study 1), and reported history of performing coercive sexual behaviors (Study 2). In Study 1, an ideological cluster including moralization of purity and hostile sexism, and implicit ascription of causality to a hypothetical rape victim predicted mental contamination (persistent feelings of self-disgust post-assault). In Study 2, hostile sexism, implicit ascription of causality to a hypothetical rape victim, and insensitivity to harm and fairness predicted history of coercive sexual behaviors. Taken together, results suggest that while one's implicit characterization of the dyad involved in rape is generally important, purity may be more relevant to the victim experience, whereas harm may matter more for understanding perpetrator motivation.

Presenter: Laura Niemi, Boston College


Numerous studies have found that irrelevant feelings of disgust can amplify the harshness of moral judgments, but several published studies have failed to replicate this. Clarifying this issue would inform important debates between rival theories of moral judgment. We meta-analyzed all available studies, published and unpublished, that manipulated incidental disgust prior to or concurrent with moral judgment tasks. We found evidence for a small amplification effect ($d = .15$), which is strongest for gustatory/olfactory inductions of disgust. There is also some suggestion of publication bias, and when this is accounted for, the effect disappears. Prevalent confounds mean that our effect size estimate is best interpreted as an upper bound on the size of the amplification effect, rather than as definitive evidence of its existence. Our results argue against strong claims about the causal role of affect in moral judgment and suggest a need for more rigorous research on this topic.

Presenter: Justin Landy, University of Pennsylvania

Is the Self Pure, or is it Good?

Disgust is a gatekeeper emotion, policing the border between self and other. But does disgust only prevent association with offending stimuli, or does it control the perimeter of the self? Recent research demonstrates that moral concerns are central to identity. If disgust determines identity, then purity-related traits ought to have an especially tight link with the self. We demonstrate that, when controlling for morality, purity-related traits are the least important part of identity. These effects appear to be due to lower moralization of purity compared with harm-based norms. Consistent with this idea, disgust sensitivity leads to purity-related traits being judged as relatively more important to the self. These findings suggest that purity is only an important part of the self to the extent that it is conceptualized as moral. Disgust is not just a gatekeeper, but determines where the boundaries of the self begin and end in the first place.

Presenter: Nina Strohmer, Kenan Institute for Ethics, Duke University

The Morally Tainted Person: Impurity Impacts Person-based Moral and Causal Judgments

Suppose John and Dave committed morally questionable acts: John killed someone’s pet dog, while Dave had sex with a dead dog. Were these acts caused by their situations, or their dispositions? We find that people endorse more person-based causal attributions for impure acts, an effect tied to the act’s abnormality. Which person is more “sick and twisted”? People judge impure acts as worse when focusing on the person’s moral character, but harmful acts as worse when focusing on the act itself. How will John and Dave act in the future? People judge a harmful agent to be harmful in the future, but judge an impure agent to be both impure and harmful in the future, an effect tied to judgments of moral character. In sum, people judge impure others (e.g., Dave) morally tainted: personally responsible for their action, with a marred moral character, and likely to be generally immoral.

Presenter: Alek Chakroff, Harvard University
New Insights Into Scientific Integrity in the Practice of Personality and Social Psychology

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

Chair: Jon Krosnick, Stanford University
Co-Chair: Lee Jussim, Rutgers University

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

Presenter: Jon Krosnick, Stanford University

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

Presenter: Lee Jussim, Rutgers University

General Lessons Learned About Best Practices from an Examination of Implicit Prejudice
Almost 50 years ago, Wicker (1969) noted that attitude measures rarely predicted behavior and caused a crisis in attitude research. Social psychologists therefore developed new methods and theories to confront the challenges that Wicker highlighted. But the implicit attitude literature has largely ignored those insights. Questionable inferences have been made using implicit attitude measures in educational, organizational, and legal settings. And researchers will continue to reach misleading conclusions unless we deal with the psychometric limitations of implicit measures, including (1) misidentified measurement and causal models, (2) treatment of arbitrary psychological metrics as if they are meaningful, and (3) psychological assessments that fall short of standard psychometric conventions. I will close by discussing how these problematic approaches may occur in other domains of inquiry as well as by identifying some forces that might cause unusually weak methods to inspire unusually strong enthusiasm and by suggesting ways of improving scientific inquiry.

Presenter: Hart Blanton, University of Connecticut
Symposium: 227

**Putting the "Social" Into Social Psychology**
Why should social and personality psychologists communicate their science to a broad audience? This session answers that question by showcasing some of the field's most influential writers and communicators.

Chair: C. Nathan DeWall, University of Kentucky

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

**On Writing Psychological Science: Some Lessons Learned**
TBD
Presenter: David Myers, Hope College

**Data Into Stories: How I Learned to Love Social Psychology**
TBD
Presenter: John Tierney, New York Times
Symposium: 218
Could Focusing on the Self Make you a Better Person? The Role of Self-Focus in Moral Judgment and Behavior
This symposium examines how focusing on the self impacts morality. Miller will discuss the role of other-focused and self-focused emotions in moral dilemmas, Conway will re-examine Miller’s claims, Gaesser will examine the link between self-referential processing and prosociality, and van ‘t Veer will demonstrate that self-focus increases moral judgment severity.
Chair: Paul Conway, The University of Cologne
Co-Chair: Ryan Miller, Brown University

Empathy for Others Does Matter: Revisiting the Role of Action and Outcome Aversion in Moral Dilemma Judgments
Miller and colleagues (2014) distinguished between action aversion (self-focused desire to avoid causing harm) and outcome aversion (other-focused desire to minimize suffering). They argued only action aversion predicted judgments to avoid causing harm (i.e., relatively more deontological versus utilitarian judgments) on moral dilemmas where causing harm maximizes outcomes. However, Miller and colleagues examined only relative judgments. In two studies (N = 550) I used Miller and colleagues’ action and outcome aversion scales to predict relative judgments as well as Conway and Gawronski’s (2013) process dissociation parameters that measure deontological and utilitarian tendencies independently. I replicated Miller and colleagues’ findings for relative judgments, but process dissociation revealed that outcome aversion positively predicted both deontology and utilitarianism—effects that canceled out for relative judgments. Effects held controlling for psychopathy and empathic concern. These findings confirm the importance of action aversion, and clarify the role of outcome aversion in predicting moral dilemma judgments.
Presenter: Paul Conway, The University of Cologne

Why do we Condemn Harmful Actions?: Dissociating Self- vs. Other-Focused Sources of Affect in Moral Judgment
When we feel that a harmful action is wrong, what is the source of this feeling? One obvious contender is the harmful outcome, e.g. an other-focused, empathic response to victim suffering (“outcome aversion”). An alternative, less obvious source is a self-focused aversion to features of the action itself (“action aversion”). Across four studies (N=449), we found that individual differences in action aversion, but not outcome aversion, uniquely predicted condemnation of third-party harm in footbridge-type moral dilemmas (even after 2-3 years). When individuals judged various methods of mercy killing, however, they relied heavily upon both action aversion and concerns about the suffering a particular method would cause. Interestingly, those who condemned mercy killing based on the suffering it caused were more utilitarian when judging personal moral dilemmas. These findings call into question the importance of other-focused empathy in explaining the affective aversions underlying deontological prohibitions of harm, particularly in footbridge-type dilemmas.
Presenter: Ryan Miller, Brown University

Imagining the Self Increases Willingness to Help Others: Using Episodic Simulation to Foster Moral Decision-Making
Are we more willing to help others when we imagine ourselves doing so? Recent work on episodic simulation (i.e., the ability to imagine the self in a specific time and place) indicates that imagining scenes of helping a person in need increases one’s own intent to help. Research on moral cognition suggests that self-referential processing – imagining oneself versus another person – may be an important feature of this effect. Here, we provide insight into the impact of self-referential processing on enhancing prosocial intentions via episodic simulation. Experiment 1 (n=50) revealed that imagining the self helping increased prosocial intentions compared to imagining someone else helping. Experiment 2 (n=50) revealed that imagining a similar other helping increased prosocial intentions relative to imagining a dissimilar other. These findings suggest that we are willing to help others, in part, because we can imagine ourselves—as opposed to another person—doing so.
Presenter: Brendan Gaesser, Boston College

Emotional Self-Awareness and Moral Judgments
In this talk I will discuss the influences of affective, gut-level reactions on moral judgments. Specifically, I will present findings suggesting that being in touch with one’s own feelings through interoception—the sense of the physiological condition of the body—makes moral judgments more severe depending on the level of disgusting content in a dilemma. In a lab experiment, 118 participants judged three dilemmas that included a moral violation involving disgust and three that did not involve disgust. Before judging the wrongness of each violation, participants in the interoception condition performed a heartbeat detection task. In this task, participants count their heartbeat by paying attention to overall bodily cues. Participants in the control condition counted beeps. Participants in the interoception condition judged dilemmas involving disgust as more wrong than control participants. A sense of one’s own bodily feelings, not just the manipulation of specific emotions, thus seems to drive judgment.
Presenter: Anna van ‘t Veer, Tilburg University
People Perception: Visual Bases of Evaluating Groups

How do people visually perceive groups of people, as opposed to individuals? Integrating vision science, social cognition, and organizational behavior research, we introduce <i>people perception</i>, its mechanisms, and implications. People automatically perceive crowd behavior; evaluate emergent group social properties; form behavior expectations from group perceptions; and accurately thin-slice team performance.

Chair: L Taylor Phillips, Stanford University GSB
Co-Chair: Max Weisbuch, University of Denver

People Perception: SEA-ing Social Properties of Groups

An enormous amount of social psychological research on face perception exists, documenting how people use visual cues to form impressions of one another. However, this literature surprisingly has only recently been extended to <i>groups</i> and variance of dominance for groups of diverse faces, and use this information to accurately differentiate group hierarchy. Results suggest that people perceive emergent social information unique to groups of people – information that is often critical for group-based social interaction, but cannot be perceived in individuals alone. We propose a model of people perception processes, including three stages of Selection, Extraction, and Application (the SEA model). We integrate literature from organizational, social, cognitive, and vision sciences to help lay groundwork for continued study of people perception.

Presenter: L Taylor Phillips, Stanford University GSB

Summary Statistical Perception: An Efficient Visual Mechanism for Perceiving Social Information in Crowds

Groups of people are nearly everywhere we look. When social information, like a group’s direction of gaze, is available in crowds, our reactions are strong, even amplified. Perceiving crowds quickly and sensitively would thus be of great benefit, but is the visual system equipped to represent a crowd directly, as an entity? We present two investigations (seven studies, 55 subjects, 6152 trials), which demonstrate that the visual system does, in fact, produce surprisingly precise summary representations of social information in crowds. With just a glimpse, people perceive the “gist” of where a crowd is headed or even where they are looking. These summary percepts emerge from high-level vision, they can make chaotic crowds appear unified, and they are, in some cases, even more precise than perception of individuals. These findings reveal an efficient group-perception mechanism that may underlie our ability to understand crowd intentions, orchestrate joint attention, and guide behavior.

Presenter: Timothy Sweeney, University of Denver

Thin Slices of Groups

Researchers have documented the speed and accuracy with which perceivers can judge other individuals after observing mere “thin slices” of behavior. We extend this research by testing whether perceivers are able to accurately judge the effectiveness of small, task-performing groups based on short observations of group interaction. To test this possibility, we assembled four-person groups and video-recorded their interaction as they performed decision-making tasks. We then asked individual perceivers to judge the effectiveness of these groups after observing short video clips of group interaction (either 10, 30, or 60 seconds), and used actual group task performance as the criterion variable to assess perceiver accuracy. Across ten studies involving 597 participants, perceivers judged small group effectiveness with a level of accuracy significantly greater than chance. We discuss implications for social perception and group functioning.

Presenter: Jeffrey Polzer, Harvard Business School

Affective Cues Shape Perceptions of Diverse Dyads

We examine how and when people rely on collective non-verbal affective cues to predict the likely development of diverse group dynamics. We argued that observers make use of temporal and dynamic cues such as affective displays to shape their perceptions of such groups, and tested this idea in three experimental studies (total N = 256). Results show that displays of sadness make observers anticipate more negative group processes and outcomes than displays of happiness (Study 1). Moreover, we show that emotional expressions become more informative to the degree that (1) the situation is ambiguous (i.e., when the team is diverse rather than homogeneous; Study 2) and (2) the emotional expressions are more relevant to the situation (i.e., depend on the timing of the affective display of the members; Study 3). In sum, these data speak to the important role of affective cues in evaluating and judging group interactions.

Presenter: Astrid Homan, University of Amsterdam
Hot Topics in Ovulatory Cycle Research: Empirical Syntheses, P-curves, and New Theoretical Directions

This symposium presents meta-analytic evidence for robust cycle shifts in women’s attractiveness, flirtatiousness, and mate preferences; p-curves and simulations contradicting claims that such cycle shifts are false positives; and theoretical and empirical investigations of how cycle shifts have been modified in uniquely human social contexts, such as long-term pair bonds.

Chair: Kelly Gildersleeve, UCLA
Co-Chair: Martie Haselton, UCLA

Shifts in Mating Behavior Across the Ovulatory Cycle: Two Meta-Analytic Reviews

A common feature of diverse mammalian social systems is that mating behavior is tied to the female ovulatory cycle. Biologically, the fleeting high-fertility period approaching ovulation is the only time when sex can result in conception. Socially, high fertility is marked by an increase in female attractiveness and changes in mating preferences and behavior. For several decades, the question of whether the cycle plays a similar role in human mating has been heavily debated. We conducted two meta-analyses totaling over 100 published and unpublished studies of such effects (Gildersleeve et al., in press at Psychological Bulletin; Gildersleeve & Haselton, in progress). Analyses revealed robust increases from low to high fertility in women’s attractiveness, attractiveness-enhancement (e.g., wearing cosmetics), and flirtatiousness; men’s testosterone and behavioral responses to women; and women’s sexual attraction to certain male characteristics. These findings have important implications for understanding human sexuality and relationships.

Presenter: Kelly Gildersleeve, UCLA

Are Cycle Shifts Robust?: Evidence from P-curves

Because sex can only lead to conception on the few fertile days leading up to and including ovulation, important mating adaptations are likely sensitive to women’s current fertility within the ovulatory cycle. A veritable explosion of recent work has tested this general notion, documenting many purported “cycle shifts” in women’s behavior and men’s responses to women. However, these findings remain controversial, with recent critics claiming that positive findings in this literature are merely false positives due to publication bias or “p-hacking”—researchers capitalizing on chance to generate positive findings. We present p-curves that are inconsistent with these claims. These p-curves are significantly right skewed, with more p-values close to 0 than just under .05. We also present simulations showing that even extreme p-hacking is unlikely to generate the pattern we observed in the absence of true effects, thereby reinforcing the evidential value of findings in the cycle shifts literature.

Presenter: Martie Haselton, UCLA

When Evolutionary Timing Matters: Adaptive Workarounds and Ovulatory Shift Effects

The order in which psychological features evolved in ancestral humans may aid scholars in identifying key moderators of ovulatory shifts. Recently evolved adaptations may refocus the function of older adaptations, a concept called the adaptive workaround. Thus, in modern humans, some older features (e.g., ovulatory shifts) may not exhibit their typical adaptive functions when newer features (e.g., romantic attachment bonds, perceptions of outgroup status) are activated. This perspective has informed two linked lines of research. First, three studies examined attachment bond strength as an adaptive workaround: Fertility predicted decreased desire for emotional intimacy with/attention to a current partner for women with weak (but not strong) attachment bonds to their partner. Second, three studies examined symbolic group status as an adaptive workaround: Men’s attraction to fertile women’s voices was evident only for ingroup, not outgroup, members. Together, these studies suggest that the adaptive workaround underlies multiple distinct moderators of ovulatory shifts.

Presenter: Natasha Tidwell, Fort Lewis College

Women’s Extended Sexuality: Non-conceptive Sex in an Evolutionary Framework

A large body of research has shown that female sexuality in various species varies across the menstrual cycle. Most research under the ‘ovulatory shift hypothesis’ has focused on unique aspects of female fertile phase sexuality, with the overall goal of developing an evolutionary framework for women’s sexuality. Often overlooked is extended sexuality—sexual proceptivity and receptivity outside of fertile phases. Women demonstrate extended sexuality to an extreme degree, making it an important part of any framework. This talk explores the evolution of extended sexuality, possible functions, and hormonal correlates. A comparative investigation of extended sexuality yields a possible function: the elicitation of male-delivered benefits. In humans, multiple pieces of evidence support this hypothesis within romantic couples. Findings with oxytocin, progesterone, and estrogen also speak to the target- and motive-specific nature of extended sexuality. We conclude with a discussion of the role pair-bonding might have in moderating women’s sexuality in general.

Presenter: Nicholas Grebe, University of New Mexico
Perceiving the Partner: How Beliefs About Others Shape the Relationship Experience

Relationships, and lives, are shaped fundamentally by our perceptions and expectations of others. In four talks, we consider how personality and experience influence evaluations of potential and current partners, which in turn have profound effects on the quality and development of one’s relationships.

Chair: Joanna Anderson, Cornell University

Self-Sabotaging From the Start: Avoidants’ Unwillingness to Trust Strangers Limits Their Social Network Integration

Trust is central to a functioning society, which relies on fleeting associations between individuals for the exchange of goods and services. It is also central to attachment theory, but the latter typically focuses on close relationships, to the relative exclusion of the broader network—a gap we address in this research. Using a trust game paradigm, Studies 1a and 1b revealed that people high (vs. low) in attachment avoidance are less trusting of an unacquainted peer. Study 2 then demonstrated that avoidant people report less social network integration (SNI): fewer and lower-quality relationships. Finally, Study 3 showed experimentally that trust mediates the association between avoidant attachment and SNI: new trust game participants who received the decisions of avoidant (vs. non-avoidant) people from Study 1a were subsequently less willing to interact with them. These results suggest that attachment style and trust influence not just close relationships but one’s entire social network.

Presenter: Joanna Anderson, Cornell University

What’s Past is Prologue: How the Epistemic Value of Prior Romantic Experience Influences Connection Goals

Research has investigated how people cope with relationship dissolution, but less is known about how coping processes influence subsequent relationship goals. We hypothesized that ascribing epistemic value to a past romantic experience (i.e., feeling that it provided useful interpersonal knowledge) can motivate attempts to apply that knowledge by connecting with partners who are similar to an ex-partner. Results from three experimental studies revealed that relative to control participants, participants who were made to feel a past relationship had high epistemic value reported greater desire for their current partner to be similar to a past partner (Study 1), were more attracted to novel people who shared traits with a past partner (Study 2), and felt more connected to their current romantic partners after considering ways this person was similar to a past partner (Study 3). These results suggest that one’s romantic past plays an important role in future relationship development.

Presenter: Justin Cavallo, Wilfrid Laurier University

Self-Esteem Predicts Partner Responsiveness—Perceived and Actual—to the Expression of Negative Experiences

Past research indicates that people with low self-esteem (LSEs) perceive their partners to be less responsive than do people with high self-esteem (HSEs). Does this mean that partners of LSEs really are less responsive than partners of HSEs, or is this belief an artifact of LSEs’ poor self-views? We examined how self-esteem predicts perceived and actual partner responsiveness to the expression of negative experiences occurring outside of the relationship (e.g., a bad day at work). In 3 studies, we found that LSEs (vs. HSEs) perceived their partners to be less responsive, but more importantly, that partners of LSEs indeed reported being less responsive than did the partners of HSEs. This phenomenon was observed through self-report, partner report, and in response to a negative experience in the lab.

Presenter: Kassandra Cortes, University of Waterloo

Without a Voice: Negative Partner Expectancies Limit the Expression of Relationship Complaints in People with Low Self-Esteem

When partners behave badly, directly communicating complaints can be beneficial for resolving the problem and improving the relationship. However, speaking up also risks that our concerns will be left unheard or unaddressed. Low self-esteem people (LSEs), who lack trust in others’ responsiveness, may be particularly hesitant to confront their partners about their concerns. Consistent with this, Study 1 showed that LSEs expressed relationship dissatisfaction to romantic partners and roommates less directly than their high self-esteem (HSE) counterparts (e.g., remained silent, behaved passive-aggressively, talked to people outside of the relationship). Study 2 suggested that LSEs’ indirectness may stem from a sense of powerlessness: LSEs, compared to HSEs, believed that either speaking up or holding back would be risky and ineffective. LSEs may fail to address relationship problems because they believe that they cannot produce change in their partners or relationships.

Presenter: Megan McCarthy, University of Waterloo
**Social Psychology Everywhere: Bridging the Gap Between Industry and Academia**

Social and personality psychologists can practice basic and applied science outside academia, but such opportunities are not well known. This panel will describe some of the many ways social and personality psychologists can extend their research programs beyond the academy and into industry. There will be an extended Q&A.

Chair: Joshua Tabak, Google Inc. & Cornell University

**My Journey from Grad School with Tenure-track Plans to Google Research**

How does a social psychology grad student explore research opportunities in industry, and how does one become competitive for such opportunities? Almost all major companies that create consumer-facing products employ user or product researchers in some way, and social or personality psychology training sets up a candidate well for such roles. The catch is that many companies hesitate to hire candidates who have the right core skills but have not applied those skills outside of academia. Some of the best stepping stones between academia and industry -- and also the best ways to figure out if industry will be an enjoyable experience -- include temporary/contract roles or internships. Tabak will describe his journey from academia to industry, the journeys of his friends and mentees, and boons and pitfalls of various approaches to the journey.

Presenter: Joshua Tabak, Google Inc. & Cornell University

**Comparing Research Practice in Industry and the Academy**

SPSP attendees know what social and personality psychology is like within academia, but what is it like in industry settings? During her year-long sabbatical from Cornell as a visiting scientist at Google, Zayas learned for herself. Zayas will discuss her experience at Google as well as the many opportunities and challenges open to social psychologists in industry settings and how the scientific practice differs outside of the academy.

Presenter: Vivian Zayas, Cornell University & Google Inc.

**How to Become the Social Psychologist Industry Wants to Hire & Perform Research at Scale**

The need for social scientists in the technology industry has never been greater -- as online social life increasingly becomes synonymous with social life generally, the skills that social psychologists bring to bear in understanding both intrapersonal and interpersonal phenomena become critical to our understanding of how to design and implement effective systems for mediated interaction. Industry jobs provide an opportunity to do research at scale and with great ecological validity; moreover, research findings can immediately and directly inform the design and development of tools that hundreds of millions of people use every day. Yet academic approaches don't always translate directly, and certain additional skills, such as software development, can come in handy. Fiore will compare the types of research work that social scientists do in industry and academia and discuss the skills that academic researchers can cultivate to be successful in industry.

Presenter: Andrew Fiore, Facebook

**Why are Social Psychologists so Valuable Outside of Academic Labs?**

Social psychologists have a unique perspective on online interactions - one which many technology companies desperately need. But for academics in social psychology, it’s not always clear where their skills and experience fit. Antin will describe the ways in which a social psychological perspective has been directly applicable to improving the experience of Facebook products. In addition, he’ll share thoughts on how academic social psychologists can work to make their skills and experience more applicable and attractive to industry research needs.

Presenter: Judd Antin, Facebook