

Dear friends and colleagues

On behalf of the organizational team, it is our pleasure to extend a warm welcome to all of you. We hope that you are ready for the stimulating and exciting academic experience of the 16th General Meeting of the European Association of Social Psychology.

We received a total of 960 submissions this year representing more than 40 countries. This reflects roughly 1200 presentations within symposia, thematic sessions, and as posters, and constitutes a 34% increase relative to the last General Meeting. The program committee has worked with great dedication to organize an exciting program on the basis of these worldwide contributions.

The scientific program includes 11 parallel sessions with 90 symposia, 63 thematic sessions, four large poster sessions (one each day), awards session and the Tajfel lecture. Moreover, round-table discussions will be held by some of our most prominent colleagues during lunch breaks. The scientific program will start on Wednesday at 9:30, and will occupy most of Wednesday, Thursday, and Saturday, while Friday will only have scientific sessions during the morning. Friday afternoon will be dedicated to the awards session including the Tajfel lecture, and the business meeting. It is our hope that the program will serve as an invitation to many fruitful discussions yielding valuable insights about all topics in our field and about social psychology at large.

An international, scientific meeting should also provide opportunities for collaborative meetings and social interactions between friends and colleagues, outside the scientific program. We have organised a social programme which we hope will provide good opportunities to renew old friendships and to make new ones. We also hope that you will take an opportunity to visit some of the historic, cultural, and scenic sites that Stockholm has to offer. Built on 14 islands, around one of Europe's largest and best-preserved mediaeval city centres, the Swedish capital is superbly positioned, with stunning and varied scenery in every direction. Stockholm is the city of contrasts; water and islands, history and innovations, small town and big city, short winter days and long, light summer nights. The unique archipelago of over 30.000 islands offers numerous excursions to all visitors. Culture, entertainment, and restaurants abound catering all tastes.

Most importantly however, we hope that this conference will provide the setting for an inspiring academic experience, and that you will return home with new ideas and impressions from sessions and meetings, that you will have forged new contacts, and, not least, that you will have had an enjoyable time in Stockholm.

Välkommen till EASP Stockholm 2011! Welcome to EASP Stockholm 2011!

Manuela Barreto
Chair of the Program Committee

Torun Lindholm
Chair of the Local Organising Committee

Organizing committees

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Stephanie Demoulin
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Theo Alexopoulos
Thomas Kessler
Tim Wildschut
Tom Postmes
Yaacov Schul

Programme at a glance

WEDNESDAY 13TH JULY

07:30	Registration desk opens
09.30 - 10.50	Symposia and Thematic sessions (11 parallel sessions)
10.50 - 11.15	Coffee break
11.15 - 12.55	Symposia and Thematic sessions (11 parallel sessions)
12:55 - 14:30	Lunch break
13.00 - 14.00	Chance to speak to poster authors
13:30 - 14:20	Round-table lunch discussion
14.30 - 15.50	Symposia and Thematic sessions (11 parallel sessions)
15.50 - 16.20	Coffee break
16.20 - 18.00	Symposia and Thematic sessions (11 parallel sessions)
19.00	Welcome reception in the Stockholm City Hall

THURSDAY 14TH JULY

08:00	Registration desk opens
09.00 - 10.40	Symposia and Thematic sessions (11 parallel sessions)
10.40 - 11.05	Coffee break
11.05 - 12.45	Symposia and Thematic sessions (11 parallel sessions)
12:45 - 14:30	Lunch break
12.45 - 13.45	Chance to speak to poster authors
13:30 - 14:15	Round-table lunch discussion
14.30 - 15.50	Symposia and Thematic sessions (11 parallel sessions)
15.50 - 16.20	Coffee break
16.20 - 18.00	Symposia and Thematic sessions (11 parallel sessions)
18:00 - 19:30	Mingle and cash bar in Poster area

FRIDAY 15TH JULY

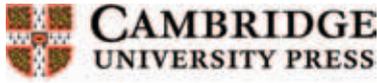
08:00	Registration desk opens
09.00 - 10.40	Symposia and Thematic sessions (11 parallel sessions)
10.40 - 11.05	Coffee break
11.05 - 12.45	Symposia and Thematic sessions (11 parallel sessions)
12:45 - 14:30	Lunch break
12.45 - 13.45	Chance to speak to poster authors
13:30 - 14:15	Round-table lunch discussion
14.30 - 16.50	Awards session and Tafjel lecture by Anne Maass
17.00 - 18.30	Business meeting
18.00 - 21.00	Football game at Zinkensdamm IP (delegates interested in playing meet at 17.00 at the information desk in the main entrance)

SATURDAY 16TH JULY

08:00	Registration desk opens
09.00 - 10.40	Symposia and Thematic sessions (11 parallel sessions)
10.40 - 11.05	Coffee break
11.05 - 12.45	Symposia and Thematic sessions (11 parallel sessions)
12:45 - 14:30	Lunch break
12.45 - 13.45	Chance to speak to poster authors
14.30 - 15.50	Symposia and Thematic sessions (11 parallel sessions)
15.50 - 16.15	Coffee break
16.15 - 17.55	Symposia and Thematic sessions (11 parallel sessions)
19.30	Farewell dinner

Exhibition

The exhibition opens Wednesday, July 13 at 08.00. Daily exhibition as stated in the programme except Saturday when the exhibition closes after the coffee break. EASP extends our thanks to the following companies for their support and participation:



Sponsors of the General Meeting

The organising committee of the General Meeting gratefully acknowledges the financial assistance of the following sponsors:



Scandinavian Airlines



Vetenskapsrådet



SensoMotoric Instruments

Leaflets in the conference bags:
Taylor and Francis-Psychology Press
Emerald Group Publishing Limited

Map of venue



General Information

BADGES

Each participant will receive a name badge upon registration. For security reasons all participants are requested to wear their badge during all the Conference activities and social events.

BANKS, CREDIT CARDS AND CURRENCY EXCHANGE

Banks are open between 09.30/10.00 and 15.00 on weekdays. Some banks in central Stockholm are open from 09.00 to 17.00. Major credit cards are accepted in hotels, restaurants and shops. It is advisable to carry an identity card or any form of photo identification. The official currency is Swedish Crone (SEK). USD 1 = 6,05SEK , EUR 1 = SEK 8,62 (May, 2011). For money exchange, the companies "Forex" and "X-change" have offices at the airports and in the city. Opening hours and other information about exchange can be found at www.forex.se and www.x-change.se

BUSINESS CENTER

The business center will be open throughout the meeting. Here you can find a couple of computers with internet access, free to use. The service center on the first floor is equipped with fax and copy machine. These facilities are provided at your own expense.

CERTIFICATE OF ATTENDANCE

Each participant will find a certificate of attendance in the conference bag.

CLIMATE AND DRESS

The weather in Stockholm at this time of the year is usually warm and sunny with temperatures approximately 20-25 degrees Celsius; showers may occur. Informal dress is recommended.

DISCLAIMER/LIABILITY

Neither the Executive Committee nor Congrex accept any liability for personal injuries sustained or loss or damage to property belonging to conference attendees, either during or as a result of the conference. The registration fee does not include insurance.

ELECTRICITY

Electrical current in Sweden is 220 V/50 Hz. Round, European-style two-pin plugs are used. Appliances designed to operate on 110/120 Volts need a voltage converter and a plug adapter.

FOOD SERVICE

Complimentary food and beverage service is available to all registered attendees during lunch and coffee breaks.

FOR QUESTIONS AFTER THE CONFERENCE:

Congrex Sweden AB
Attn: EASP 2011
PO Box 5619
SE-114 86 Stockholm, Sweden
Tel: +46 8 459 66 00
Fax: +46 8 661 91 25
E-mail: easp2011@congrex.com

INTERNET ACCESS

Free wireless internet is provided outside the halls and in all public areas at Stockholm International Fairs (stofair free).

MESSAGE CENTRE

A Message Centre will be set up in the main entrance hall in the registration area.

OFFICIAL CONFERENCE ORGANIZER

Congrex Sweden AB has been appointed official Congress organizer for this event. The Congrex Group works internationally with offices in Sweden, The Netherlands, United Kingdom and Latin America, offering integrated solutions for the association services industry and corporate and governmental meetings. For more information, please visit www.congrex.com

REGISTRATION DESK

The registration desk and meeting secretariat will be open the following hours:

July 12	15.00-17.00
July 13	07.30-19.00
July 14	08.00-18.00
July 15	08.00-18.00
July 16	08.00-18.00

SMOKING

Smoking is prohibited in or outside any of the meeting rooms or in the exhibit hall.

General Information

TAXI

For taxi rides, we recommend the following companies:

Taxi Stockholm tel: +46 8 15 00 00
Taxi Kurir tel: +46 8 30 00 00
Taxi 020 tel: +46 20 20 20 20

TIME ZONE

The time zone in Stockholm is GMT + 1 hour. Daylight Saving Time is used during the summer.

TIPPING

A gratuity is included in the price of hotels and taxis. It is however common to leave an additional tip of around 10%. When visiting restaurants, you can show your appreciation for good service by leaving a little extra.

TOURIST INFORMATION

Stockholm

Stockholm Visitors Board

Address: Vasagatan 1

E-mail: touristinfo@stockholm.se

www.visitstockholm.com

Sweden

www.visitsweden.com

TRAVEL

Stockholm has a well developed public transportation system, and you will not need a car to go to the venue or to get around in the city. Tickets for public transport can be bought from newsagents (Pressbyrån) as well as from SL (Stockholms lokaltrafik) ticket offices. You can buy tickets for single or short trips, or tickets valid on all journeys for 1-day, 3-days or 7-days. Tickets for single trips are generally considerably more expensive than tickets for whole days. For the conference week, we recommend that you buy the 7-days ticket. See SL's travel page for more information about tickets and timetables, www.sl.se

USEFUL PHONE NUMBERS:

Emergency 112
Stockholm International Fairs: +46 8 749 41 00



Social Programme

RECEPTION AT THE STOCKHOLM CITY HALL, 13 JULY, 19:00

Stockholm's City Hall was built 1911-1923 to the design of architect Ragnar Östberg. It is one of Sweden's foremost buildings in the National Romantic style. Behind the imposing façades, built with 8 million bricks it is possible to find offices, meeting rooms and banqueting halls. Inspired by the palaces of the Renaissance, Ragnar Östberg had the City Hall built around two squares or "piazzas", Borggården and the Blue Hall. The reception will take place by courtesy of the city of Stockholm and the County Council at Stockholm City Hall, the venue where the Nobel Prize dinner takes place. After the reception, the delegates are invited to a guided tour of the City hall.



ANNIVERSARY RECEPTION, 15 JULY, 13:00

Reception to celebrate the 50th anniversary of the British Journal of Social Psychology at the Wiley Blackwell booth in the exhibition hall. All delegates are welcome.

FOOTBALL GAME, 15 JULY, 18:00

The traditional football game will take place at Zinkensdamm IP in Stockholm on the evening Friday July 15th, 18.00-22.00. Football master organiser is Professor Rupert Brown, University of Sussex.

ALL are welcome, all abilities, all ages, all genders! Anyone interested in playing should bring their own kit (as we will be playing on grass, boots), INCLUDING both a light and a dark shirt (for dividing into visible teams!)

For all those interested:

The game will take place at Zinkensdamm IP (football pitch), Ringvägen 16, Stockholm.

Meeting place: At the information desk in the main entrance of the conference venue (Stockholm international fairs)

Meeting Time: Friday July 15th at 16.45

How to get to Zinkensdamms IP by yourself: Take the commuter train from the venue, and step off at Stockholm south (Stockholm Södra). From here, you can either walk (about 15 minutes) or take the underground from Mariatorget one station to Zinkensdamm. The pitch is across the street from the underground station. The address is Ringvägen 16, Stockholm.

FAREWELL DINNER, 16 JULY, 19:30

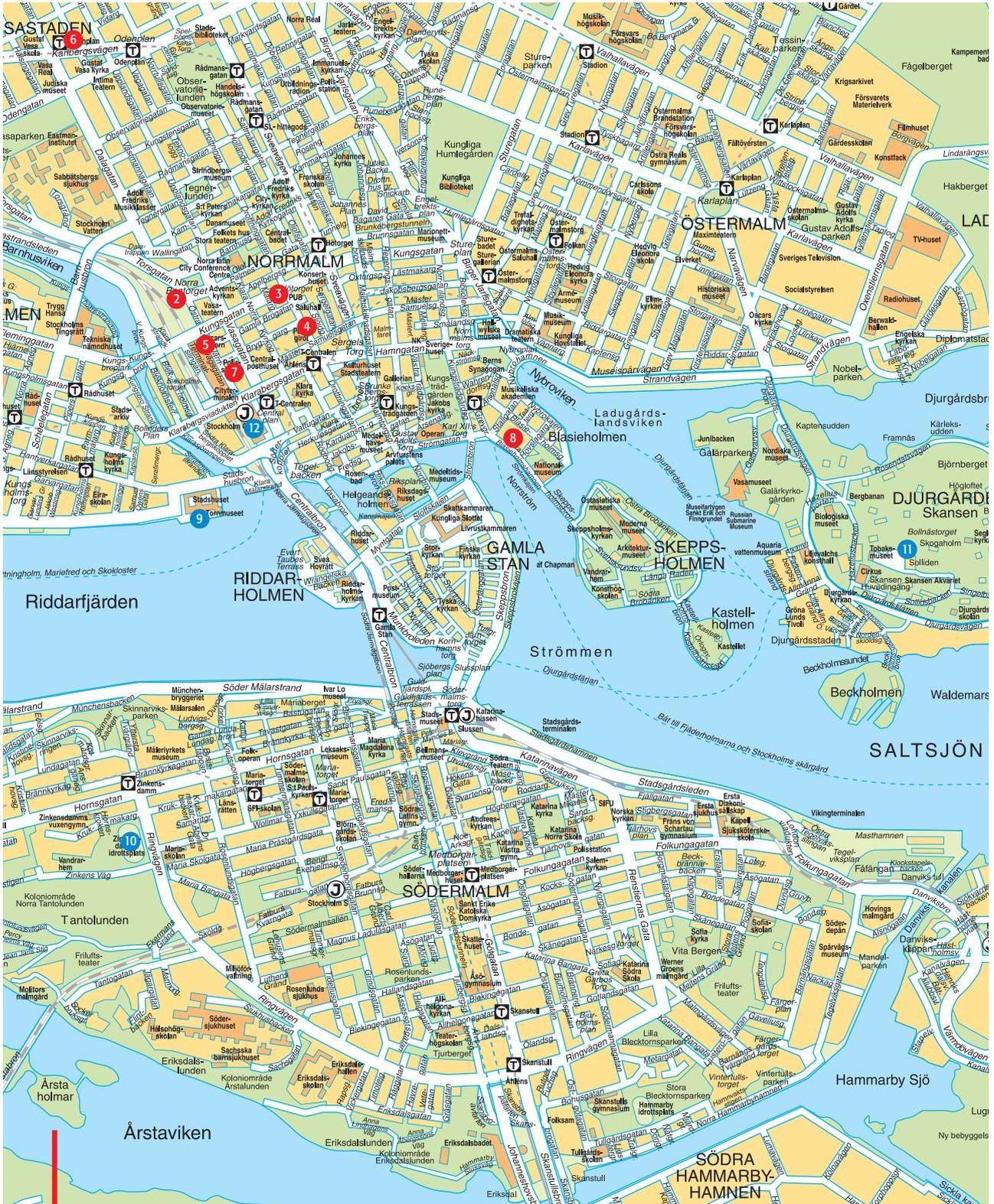
The farewell dinner will take place at Solliden on July 16. Solliden is Skansen's main restaurant. Skansen consists of the oldest open-air museum in the world and the Stockholm zoo, with a beautiful location on Royal Djurgården and a view over all of Stockholm. How to get to Skansen: Bus number 47 from Stockholm Central station. The dinner starts at 20.00.



MINGLE WITH CASH BAR IN THE POSTER AREA, JULY 14, 18:00

Take the opportunity to meet friends and colleagues directly after the last session on Thursday. Meet to discuss posters or just to mingle in the poster area at the venue.

Map of Stockholm



Stockholmsmässan
(Conference venue)

1 Rica Talk Hotel
(close to Stockholmsmässan)

- 2 Clarion Hotel Sign
- 3 Rica Hotel Kungsgatan
- 4 Rica Hotel Stockholm
- 5 Comfort Hotel
- 6 Hotel Oden
- 7 Nordic Sea Hotel
- 8 Grand Hôtel Stockholm

- 9 The City Hall
- 10 Zinkensdam IP
- 11 Skansen Open-Air Museum, Solliden
- 12 Central Station

Border-crossing Science

To strengthen connections among subdisciplines in psychological science and connections between Europe and the US, leaders from a number of areas have organized a series of cross-cutting symposia at European meetings this year.

These exciting programs include a pre-conference symposium on Social Neuroscience at the EASP 16th General Meeting, co-sponsored by the European Association of Social Psychology and the Association for Psychological Science. By the time you see this ad the APS-EASP program likely will be over. But don't miss these upcoming events.

Upcoming events include:

EXPLORING THE DYNAMIC INTERACTION BETWEEN GENES, ENVIRONMENT AND THE BRAIN

A Symposium on Epigenetics at the 3rd Scientific Meeting of the ESN
Federation of the European Societies of Neuropsychology
8 September 2011 | Basel, Switzerland

www.esn2011.org/program/aps-symposium.html

Cosponsored by



WHERE IS EMBODIMENT GOING?

A Plenary Symposium on Embodiment at the 17th Meeting of the ESCoP
European Society for Cognitive Psychology
30 September 2011 | Donostia-San Sebastián, Spain

www.bcbl.eu/events/escop2011/conference/

Cosponsored by



Learn more about APS at www.psychologicalscience.org

Instructions for speakers and poster presenters

SPEAKERS IN SYMPOSIA AND THEMATIC SESSIONS

LCD projectors and lap-tops will be provided in all rooms where oral sessions are scheduled. Speakers in symposia and thematic sessions are requested to download their presentations (e.g. PowerPoint) BEFORE the start of the session in which they are presenting. Presenters are strongly recommended to arrive in their scheduled symposium/session room and download their presentation a minimum of 20 minutes before their sessions.

A speaker preview room will be available during the meeting and is located in room K6. It opens on Wednesday at 08.00 and stays open throughout the meeting. Speakers are requested to use this facility before the session to ensure that the presentation is saved in the correct format.

SESSION CHAIRS

Please ensure that you and your symposium/session speakers are available in your presentation room at least 20 minutes before the session starts. Persons chairing sessions are requested to stay in the session from start to end, to ensure that each talk does not exceed the allocated 20 minutes (including discussion), and to moderate discussions.

POSTER PRESENTERS

Posters sessions are scheduled on Wednesday 13, Thursday 14, Friday 15, and Saturday 16. There is only one poster session each day, and all posters are displayed throughout the whole day in which they are scheduled. Poster set-up begins at 8.30 each day, and take-down must be completed at 18.30. Please note that any posters not removed by this time will be discarded. The first author of the poster is expected to be present by the poster during a specific time during the lunch hour (for exact times each day, see program).

Programme overview

Wednesday 13 July					
Room	K2	K24	K12	201	202
09:30-10:50	Symp 1 Intergroup contact as a learning process: Redefining a classic concept through new lenses	Thematic session 1 Face processing	Thematic session 2 Eating and exercise	Symp 2 On the social-regulatory functions of the justice motive	Thematic session 3 Infrahumanization
10:50-11:15	Coffee break				
11:15-12:55	Symp 6 Minority and majority group members' responses to group-based threats	Thematic session 7 Gender stereotypes	Symp 7 Achievement goals in their social context: New avenues for the next decade	Symp 8 Gender-fair language use from a social psychological perspective	Thematic session 8 Prejudice in Children
12:55-14:30	Lunch				
13:00-14:00	Chance to meet with poster authors				
13:30-14:20	Round-table lunch discussion: Grants and funding Room: K12				
14:30-15:50	Symp 11 The interpersonal side of self-enhancement and self-protection	Symp 12 Media violence usage and aggression: Long-term effects and underlying processes	Thematic session 13 Minority influence	Thematic session 14 Health and death	Thematic session 15 Social categorization and stereotypes
15:50-16:20	Coffee break				
16:20-18:00	Symp 16 Synchrony in body and mind: The cognitive and behavioral consequences of coordinated action	Thematic session 19 Mimicry, empathy and risky sex	Symp 17 Minority membership: Processes and outcomes of facing inferiority and claiming superiority	Thematic session 20 Contact and prejudice production	Thematic session 21 Decision making I
19:00	Reception at the Stockholm City hall				
Thursday July 14					
Room	K2	K24	K12	201	202
09:00-10:40	Symp 22 The mental life of social glue - A social-cognition perspective on trust	Symp 23 New directions in research on lie detection	Thematic session 24 Conscious and unconscious goal pursuit	Thematic session 25 Social inclusion	Thematic session 26 Identity and identity motives
10:40-11:05	Coffee break				
11:05-12:45	Symp 29 Thinking is for doing... or not doing: New perspectives on cognition, goals, and self-regulatory behavior	Symp 30 New perspectives on perceptions of self-other similarity	Symp 31 Rediscovering the social nature of culture: Beyond individual internalisation	Thematic session 28 Disgust	Thematic session 29 Reconciliation and prejudice reduction
12:45-14:30	Lunch				
12:45-13:50	Chance to speak to poster authors				
13:30-14:15	Round-table lunch discussion: Academic careers Room K12				
14:30-15:50	Symp 37 Re-thinking positivity: New perspectives on the causes, functions, and consequences of positive emotions	Thematic session 31 Self-categorization	Thematic session 32 Decision making II	Thematic session 33 Psychological Distance	Thematic session 34 Relationship processes among newly weds
15:50-16:20	Coffee break				

Wednesday 13 July					
K11	K21	K22	K23	K16/17	K1
Thematic session 4 Aggression	Symp 3 New directions in stereotype research: Consequences for self-regulation and cognitive performance	Thematic session 5 Intergroup attitudes	Symp 4 Group, intergroup and subgroup processes in mass meetings	Thematic session 6 Social comparison	Symp 5 Grounding fundamentals of social judgment: Embodiments of warmth/trust and competence/status
Coffee break					
Symp 9 Cheating and honesty in social decision making	Thematic session 9 Self regulation in groups	Thematic session 10 Coordination and cooperation in dyadic and intragroup interactions	Thematic session 11 Attitudes, action, and liking your moves	Thematic session 12 Reconciliation	Symp 10 On the self-regulation of implicit bias
Lunch					
Chance to meet with poster authors					
Round-table lunch discussion: Grants and funding Room: K12					
Symp 13 Stigma and intergroup contact	Symp 14 Unconscious thought: A peek beneath the veil	Thematic session 16 Self-discrepancy, self-distancing, and self-regulation	Thematic session 17 Social identity in groups	Thematic session 18 Power and leadership	Symp 15 Responses to devaluation: Emotions, motivations, consequences
Coffee break					
Thematic session 22 Stereotype threat	Symp 18 Control motivation and social defensiveness	Symp 19 Rebels in groups: Dissent, deviance, difference, and defiance	Symp 20 The roots of intergroup bias: The minimal group paradigm at age 40	Thematic session 23 Conscious thought: A peak beneath the veil	Symp 21 The history of social psychology: Are there lessons to be learnt?
Thursday July 14					
K11	K21	K22	K23	K16/17	K1
Symp 24 New insights into the antecedents and consequences of emotions in intergroup relations	Symp 25 Competing allegiances? The multiplicity of identities in multi-cultural nation-states	Symp 26 On the effectiveness of intergroup contact: Reintroducing the social context	Thematic session 27 Ideology, certainty, and status quo	Symp 27 The social cure: Identity, health and well-being	Symp 28 The role of psychological distance in performance and self-regulation
Coffee break					
Symp 32 How memory is shaped through social interaction: Effects at the level of information reception and production	Symp 33 Social and biological factors guiding perception and production of the human smile	Symp 34 Advances in value theory and research	Symp 35 Intergroup emotions: New directions and old challenges	Thematic session 30 Money, warmth, and language: Antecedents and consequences of processing styles	Symp 36 Self-regulatory focus and intra-group dynamics
Lunch					
Chance to speak to poster authors					
Round-table lunch discussion: Academic careers Room K12					
Symp 38 Creativity and innovation in groups and teams: A dynamic perspective	Thematic session 35 Embodied cognition, mimicry, and spatial grounding I	Symp 39 Echoes of the past: Integrating historical frameworks and models of intergroup relations	Symp 40 Color effects in social settings	Symp 41 Representations of the ingroup and intergroup relations	Symp 42 Toward an integrative understanding of both antecedents and consequences of collective action
Coffee break					

Thursday July 14					
Room	K2	K24	K12	201	202
16:20-18:00	Symp 43 Intergroup negotiation	Symp 44 Inspiration and perspiration in creativity	Symp 45 Exploring the human-animal divide: Seeing humans as animals and animals as humans	Symp 46 Exploring the question-behavior effect: Examination of effects, mechanisms and moderators	Thematic session 36 Embodied cognition, mimicry, and spatial grounding II
18:00-19:30	Mingel and cash bar in poster area				
Friday 15 July					
Room	K2	K24	K12	201	202
09:00-10:40	Symp 52 Complicating demographic categories: The social psychology behind the boxes checked	Thematic session 38 Evaluative processes	Symp 53 Confronting disadvantage: From individual coping to societal change	Thematic session 39 Conflict resolution	Thematic session 40 Self-esteem, self-affirmation, and self-determination
10:40-11:05	Coffee break				
11:05-12:45	Symp 59 Prejudice reduction	Symp 60 Going the distance: A social identity analysis of normative and relational leader-follower distance	Symp 61 Responsibility judgments: Moral evaluation or rational calculation?	Thematic session 42 Social norms and pro-environmental behavior	Thematic session 43 The power of positive feelings
12:45-14:30	Lunch				
12:45-13:45	Chance to speak to poster authors				
13:30-14:15	Round-table lunch discussion: Recent trends in scientific publishing Room: K12				
14:30-16:50	Awards session and Tajfel Lecture Room: K1+K2				
17:00-18:30	Business meeting Room: K1+K2				
18:00-21:00	Football				
Saturday 16 July					
Room	K2	K24	K12	201	202
09:00-10:40	Symp 68 Theoretical and empirical advances in evaluative conditioning	Thematic session 44 Prosocial behavior	Thematic session 45 Information sharing	Thematic session 46 Stereotyping and aversion to minorities	Thematic session 47 Advertising and consumer judgement
10:40-11:05	Coffee break				
11:05-12:45	Symp 71 Emotion as social information: Emerging theorizing and research	Symp 72 Stereotypes: The context-dependent nature of enduring social knowledge structures	Symp 73 The discovery of the self: Its bidirectional relation with culture and social identity	Thematic session 52 Confronting prejudice individually and collectively	Thematic session 53 Implicit stereotypes and prejudice
12:45-14:30	Lunch				
14:30-15:50	Symp 80 Compassion and its relation to pro- and antisocial tendencies	Thematic session 54 Effects of social identification	Thematic session 55 Culture and group processes	Thematic session 56 Reactions to bad behavior	Thematic session 57 Values and well-being
15:50-16:15	Coffee break				
16:15-17:55	Symp 85 On unconscious takeoffs and conscious touchdowns: Roots and consequences of motivation	Symp 86 Intergroup aggression, retribution, and punishment	Thematic session 60 Social exclusion and change	Thematic session 61 Stigma and identity	Thematic session 62 Close relationships
19:30	Farewell dinner				

Thursday July 14

K11	K21	K22	K23	K16/17	K1
Symp 47 A new look at cognitive approaches to stereotype formation and illusory correlation	Symp 48 The ups and downs of power in social interactions	Symp 49 The dynamics of acculturation: An intergroup perspective	Thematic session 37 Morality and norms	Symp 50 Collective realization and wellbeing in crowds: Enacting identities and representing social relations	Symp 51 Distancing desires: The role of distance in motivated cognition and behavior

Mingel and cash bar in poster area

Friday 15 July

K11	K21	K22	K23	K16/17	K1
Symp 54 Group identity in socially devalued groups: Beyond benefit vs. burden	Thematic session 41 Emotion expression, appraisal, and action	Symp 55 How emotion shapes social interaction: From perception to behavior	Symp 56 The new psychology of leadership: Influence, power, and social change	Symp 57 Unpacking personality puzzles with contextualized assessment	Symp 58 The two fundamental dimensions of social perception: New developments in research and application

Coffee break

Symp 62 Methodological progress and new insights in flow research	Symp 63 How to make a 'good' decision?	Symp 64 For better or worse: Relationship maintenance processes in close relationships	Symp 65 Rebound revisited: Recent developments in theory and research	Symp 66 Identifying the path to wellbeing: Group identity salience promotes happiness, resilience, and success	Symp 67 How metaphors shape actions and actions shape reality: Grounded cognition from politics to cell phones
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Lunch

Chance to speak to poster authors

Round-table lunch discussion: Recent trends in scientific publishing Room: K12

Awards session and Tajfel Lecture Room: K1+K2

Business meeting Room: K1+K2

Football

Saturday 16 July

K11	K21	K22	K23	K16/17	K1
Thematic session 48 Ostracism and rejection	Symp 69 Collective emotions, their causes and consequences	Thematic session 49 Emotion	Thematic session 50 Belonginess and closeness	Thematic session 51 Fluency	Symp 70 The social neuroscience of social identity

Coffee break

Symp 74 How automatic is automatic behaviour activation – processes and determinants	Symp 75 Authenticity: New approaches to understanding its meaning and attainment	Symp 76 Intergroup contact and common identity: Panaceas for social harmony? Old issues and new perspectives	Symp 77 Motivation and visual perception	Symp 78 Current directions in fluency research: Integration and expansion beyond classic effects	Symp 79 Mental time travel and its influence on affect, motivation, and cognition
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Lunch

Symp 81 Understanding the causes and consequences of radical collective action	Symp 82 A dynamic and multilevel outlook on daily contact: Compensatory mechanisms and process dissociation	Symp 83 Identity, emotion, and the regulation of behaviour in public places	Thematic session 58 Intergroup contact	Thematic session 59 The self in close relationships	Symp 84 Attentional tuning models: Recent findings, extensions, qualifications and challenges
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Coffee break

Thematic session 63 Power and legitimacy	Symp 87 Awareness of implicit processes - the limits of introspection revisited	Symp 88 The yin and yang of intergroup harmony: Lessons for pluralistic societies	Thematic session 64 Negations and autonyms: Their impact on information processing	Symp 89 Cognitive models of relationships: Social constraints on grounded cognition	Symp 90 Propagation of intergroup conflicts: Normative side of prejudice, discrimination, and violent protest
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Farewell dinner



YOU'VE ONLY JUST ARRIVED & ALREADY WE'RE THINKING OF YOUR NEXT TRIP

As the official airline network for The 16th EASP General Meeting, we'd like to thank you for choosing the Star Alliance™ network and hope that all goes really well for you here today.

Whilst you concentrate on the day's events, we hope you'll consider us the next time you need to attend a conference.

With over 21,000 flights a day to 1,160 airports across 181 countries, our 27 member airlines will extend a wide choice of flights to any future conference you're planning to attend. And no matter which of those airline's frequent flyer programmes you belong to, you can earn and redeem miles across all of them.

So the next time you want to concentrate all your energies on your conference, we hope you'll decide to leave the travel arrangements to us.



Scientific program

Wednesday July 13

09:30 - 10:50

S01 Intergroup contact as a learning process: Redefining a classic concept

A learning approach to intergroup contact provides a fresh integrative umbrella to research on learning goals during contact, nostalgic intergroup memories, first- and second-hand learning, and aversive learning about the outgroup through new lenses

Organizer: Anja Eller

Room: K2

S01:01

Learning goals as a means to promote positive intergroup contact

Katya Migacheva; Linda R. Tropp

We examine how learning goals can promote positive intergroup contact outcomes. Cross-sectional and longitudinal studies consistently show that learning goals predict greater comfort and interest in contact, and more optimism about group relations.

S01:02

Benefits of thinking nostalgically about contact for intergroup relations

Rhiannon N. Turner; Constantine Sedikides; Tim Wildschut

Two experiments show that when people think nostalgically about intergroup contact, there are benefits for intergroup relations, including greater intergroup liking and trust, reduced anxiety, and greater inclusion of the outgroup in the self.

S01:03

Two degrees of separation: A one-year longitudinal study of actual and perceived extended contact

Anja Eller; Dominic Abrams; Anja Zimmermann

Extended contact theory holds that knowledge of ingroup-outgroup friendships reduces prejudice. Over a year, we showed that direct contact between international students and the British affected intergroup evaluations of students' friends at home.

S01:04

Aversive learning and social categorization: The dark side of direct and vicarious contact

S. Paolini; A. Griffin; J Harwood; M Rubin; N.C Harris; S. Turnbull

Outgroup faces paired firsthand or vicariously with an aversive stimulus shifted closer to the outgroup prototype. This effect of aversive learning on categorization is interpreted in the context of a broad negativity bias of intergroup contact.

Discussant: Jack Dovidio

T01 Face processing

Chair: Daniël Wigboldus

Room: K24

T01:01

Being hopeful and fearful: Social motivation affects processing of emotional faces

Jana Nikitin; Alexandra M. Freund

Three experiments provide support for the hypothesis that social approach and avoidance motivation are independent systems with different consequences for behavioral reactions to positive and negative social stimuli (i.e., happy and angry faces).

T01:02

Does what I know change the way you look? Learning generalization to the perception of novel faces

Sara Verosky; Alexander Todorov

Individuals have different (and different-looking) significant others, friends, and foes and this talk will examine the hypothesis that these social face environments shape face preferences.

T01:03

The role of stereotype associations in recognizing emotional expressions

Daniël Wigboldus; Gijsbert Bijlstra; Rob Holland; Ron Dotsch

A study is presented that demonstrates that associations between social categories and specific emotions underlie stereotype effects in emotion categorization. A newly developed 'emotional-IAT' was used to measure these associations.

T02 Eating and exercise

Chair: Angela Bryan

Room: K12

T02:01

Justifying indulgence: The role of excuses in unhealthy food-choice and consumption

Cat Taylor; Thomas Webb; Paschal Sheeran

Justifications for indulgent eating are investigated: 6 justifications are revealed and we show that priming justifications increases the likelihood of unhealthy food consumption. Primed participants ate significantly more M&M chocolates relative to no-prime conditions.

T02:02

Reappraisal as a buffer against emotional eating

Catharine Evers; Denise de Ridder; Stefanie Salmon; Marieke Adriaanse

How emotions affect eating behavior is unclear. We show that the way in which emotions are regulated is responsible for increased eating and that typically cooling down emotion regulation strategies protect against emotional eating.

T02:03

When snacking is sinful: Moralizing overweight affects high and low BMI individuals' healthy eating differently

Laetitia Mulder; Deborah Rupp

High weight people eat more healthily when exposed to public discourse that amoralizes rather than moralizes overweight, whereas low weight people eat more healthily when exposed to public discourse that moralizes rather than amoralizes overweight.

T02:04

Effects of social comparison feedback on exercise motivation and perceived risk

Angela Bryan; Renee Mangan; Sarah Schmiede; William Klein; Kent Hutchison

A 2 (lateral vs upward comparison) X 2 (peer vs expert feedback) design showed upward comparison produced greater intentions/self-efficacy, and expert feedback produced greater perceived risk/worry. Source moderated the effect of social comparison.

S02 On the social-regulatory functions of the justice motive

We combine justice-related theorizing with important social-psychological phenomena, such as outward appearance, perceptual thresholds, and delaying gratification, and present new research on the social-regulatory functions of the justice motive.

Organizer: Michelle Bai

Room: 201

S02:01

The just world as a "fundamental collusion" maintained by social communication

Robbie M. Sutton; Helder Alves; Isabel Correia; Karen Douglas; Leigh McClellan

Three experiments show that regardless of their private beliefs, people who outwardly affirm (vs. deny) the justice of the world are seen to promote social harmony and are therefore valorized, especially if they are relatively low in status.

S02:02

A perceptual threshold for injustice

Nadine Thomas; Anna Baumert; Manfred Schmitt

We strive for long-term goals, but are seldom certain that our efforts will pay off. To cope, people must believe in a just world. Three studies show that personal uncertainty is related to a future orientation and stricter adherence to this belief.

S02:03

Justice motive effects in temporal discounting

Mitchell J. Callan; N. Will Sheard; James M. Olson

In two studies, participants exposed to the suffering of an innocent (vs. non-innocent) victim, or who experienced relative deprivation (vs. no deprivation), preferred smaller-sooner versus larger-later rewards during a temporal discounting task.

S02:04

Why future oriented people believe in a just world: Personal uncertainty as an underlying mechanism*Michèle Bal; Kees van den Bos*

We strive for long-term goals, but are seldom certain that our efforts will pay off. To cope, people must believe in a just world. Three studies show that personal uncertainty is related to a future orientation and stricter adherence to this belief.

T03

Infrahumanization*Chair: Matthew Hornsey*

Room: 202

T03:01

Consequences of dehumanization: Do we like animals to go out and machines to work with?*Rocio Martinez; Rosa Rodriguez-Bailón; Miguel Moya*

The consequences of dehumanization on the perception of groups were analyzed. Results showed that participants perceived more positively the mechanized group regarding work related traits and the animalized group for social skills.

T03:02

Intergroup contact as a strategy for enhancing outgroup humanization*Elena Trifiletti; Dora Capozza; Irene Favara; Emilio Paolo Visintin*

In three studies, we analyzed the cognitive and affective processes underlying the relationship between intergroup contact and perceptions of outgroup humanity. Different intergroup contexts were examined.

T03:03

Infrahumanization in four countries: Variations by inter-group context*Aurora Chow; Soledad Martin de Lemus; Chiara Storari; Monika Tarnowska; Stephen Loughnan; Michael Platow*

This multi-country study of infrahumanization offers insight into three forms of measurement and suggests that while denial of human uniqueness is not culture specific, the means through which people infrahumanize are highly contextually dependent.

T03:04

Why intergroup apologies don't promote forgiveness: An infrahumanization perspective*Matthew Hornsey; Michael JA Wohl; Shannon H Bennett*

There is little evidence that intergroup apologies promote forgiveness. In 4 studies it is argued that this is partly because people diminish the extent to which some outgroup members are able to experience uniquely human emotions such as remorse.

T04

Aggression*Chair: Susanne Beier*

Room: K11

T04:01

Shame-rage or rejection-rage? Understanding why 'shame' leads to external anger and blame*Nicolay Gausel; Colin Wayne Leach; Vivian L. Vignoles*

It is often claimed that shame leads to rage toward others. However, there is good conceptual reason to expect that it is the related feeling of rejection, rather than shame that leads to rage. In three experiments, felt rejection predicted more rage, whereas shame predicted less rage.

T04:02

The helpful aggressor: When aggression engenders positive feelings and prosocial behavior*Baptiste Subra; Brad J Bushman*

Aggression could be a way to cope with ego-threat. Results showed that aggression has a positive effect on helping behavior, state self-esteem, and positive mood after an ego threat. These findings are consistent with catharsis theory.

T04:03

Great feelings in small boxes – Empathy as a mitigating factor in video games*Christian Happ; André Melzer; Georges Steffgen*

In three experiments with violent and prosocial video games it was shown that inducing empathy (using a video clip, text or word stimuli) leads to positive cognitive, emotional, and behavioral effects and reduces aggressive behavior in the players.

T04:04

Choose a juice! The effect of multiple choice options on aggression in a modified hot-sauce paradigm*Susanne Beier; Florian Kutzner; Klaus Fiedler*

The effect of non-aggressive choice options was analyzed in a modified hot-sauce paradigm where subjects could administer three kinds of juices to a target. The availability of choice options drastically reduced the degree of aggressive behavior.

S03 New directions in stereotype research: Consequences for self-regulation and cognitive performance

This symposium brings together several examinations of the consequences of activated stereotypes for self-regulatory processes and cognitive performance.

Organizer: Tomas Ståhl

Room: K21

S03:01

Just a joke? The effects of the dumb blonde stereotype on speed and accuracy

Markus Denzler; Jens Förster; Beate Seibt

Based on the regulatory focus account for stereotype threat effects we show in two studies that after subtly activating a dumb blonde stereotype, blonde female participants work slower but more accurately in achievement tasks framed as IQ-tests.

S03:02

Stereotypic expectancy effects on test performance: A self-regulatory focus perspective

Bianca von Wurzbach; Johannes Keller

We present evidence that negative *and* positive stereotypic expectancies can result in a threat experience and performance decrement, depending on the mode of self-regulation activated in a situation.

S03:03

On the role of prevention focus under stereotype threat: Cognitive mobilization to avoid failure

Tomas Ståhl; Colette Van Laar; Naomi Ellemers

This talk presents evidence from three studies that adopting a prevention focus facilitates immediate cognitive control under stereotype threat, but that it eventually leads to cognitive impairments.

S03:04

Stereotype threat spillover: How social identity threat extends further than previously thought

Sonia K. Kang; Michael Inzlicht

This talk presents evidence from four studies that stereotype threat can spill over and impact self-control among stereotyped group members in an array of non-stereotyped domains including aggression, eating, decision-making, and attentional control.

T05 Intergroup attitudes

Chair: Katherine Wilson

Room: K22

T05:01

The impact of implicit theories on human characteristics on attitudes towards affirmative action

Chiara Storari; Jennifer L. Eberhardt

We investigated the impact of people's beliefs about human attributes on AAPs support. Results confirmed that the more human attributes are perceived as entities, the more opposition to AAPs and the more AAPs are conceived as merit-violating.

T05:02

Level of education and attitudes toward affirmative action plans directed at women

Klea Faniko; Fabio Lorenzi-Cioldi

The beneficiaries of strong preferential treatment were more willing to use self-handicapping behaviors than beneficiaries of weaker preferential treatment. This difference was more marked among highly educated people.

T05:03

Religious affiliation reduces the impact of existential anxiety on intergroup attitudes

Anna Newheiser; Alberto Voci; Miles Hewstone

Reminders of death are known to increase prejudice. However, being religious may be an effective buffer against this effect. Supporting this hypothesis, two studies showed that death reminders increased prejudice only for non-religious participants.

T05:04

Your country needs you (to have high SDO): Evidence that war mobilizes social dominance orientation

Katherine Wilson; Robbie Sutton

The present experiments show that SDO is seen as advantageous to groups at war. When the stakes of a conflict are salient (e.g., given sunk costs), SDO is increasingly endorsed, and increasingly predictive of support for war.

S04 Group, intergroup and subgroup processes in mass meetings

We examine the value of different research methods for understanding intra and intergroup processes involved in the escalation or de-escalation of conflict in critical mass situations, such as sport events. Data presented is part of a large research project.

Organizers: Johan Näslund, Michael Rosander, Sara Vestergren, Stephan Hau

Room: K23

S04:01

Peaceful outcome of a crowd event as an identification process

Michael Rosander; Stephan Hau; Sara Vestergren; Johan Näslund

The purpose of this presentation is to illustrate how a potential violent intergroup conflict can turn out peaceful, using a social identity approach and the AM-model. Data is taken from a field study of an anti-racist festival in Stockholm 2010.

S04:02

Who are the autonomous?

Sara Vestergren; Michael Rosander; Johan Näslund; Stephan Hau

The autonomous perceive themselves as organized workers who have political legitimacy to use violence, which they only use as a last recourse. Mass media gives the autonomous an opportunity to categorize, confirm and maintain their social identity.

S04:03

Self-policing and intergroup behaviour in a group of football supporters

Stephan Hau; Johan Näslund; Sara Vestergren; Michael Rosander

Independently from an overall group identity, crowds can be partitioned into sub-groups with different tasks and functions. A video-sequence of a football riot is analysed systematically with respect to within-group as well as intergroup behaviour.

S04:04

Police and demonstrators on social identities and subgroups

Johan Näslund; Sara Vestergren; Stephan Hau; Michael Rosander

In the presentations of this symposium different sub-groups have been described. The last presentation presents results of interviews with police officers and demonstrators which were analysed with respect to group, intergroup and subgroups features.

T06 Social comparison

Chair: Ilan Roziner

Room: K16/17

T06:01

Cooperation and competition: The role of mindset in self-evaluation threat

Simona Lastrego; Dominique Muller; Fabrizio Butera

In coaction, the self-evaluation threat elicited by upward comparison creates attentional focusing. Two studies show that upward comparison is more threatening than downward in competitive mindsets, but cooperation is able to reverse the effect.

T06:02

The impact of upward social comparison on selective attention

Alice Normand; Jean-Claude Croizet

The present study shows that upward social comparison disturbs selective attention, but only if the task is described as diagnostic of intelligence. No attentional disturbance occurs when the task is described as non-diagnostic of intelligence.

T06:03

Social comparison and persuasive arguments in group polarisation: Cognitive load as a moderator

Rene Ziegler; Janusch Sieber

As predicted on the basis of process models of persuasion, a three-factorial experiment showed that group polarisation is determined by social comparison processes given high cognitive load and by persuasive arguments given low cognitive load.

T06:04

Same as others but better than others: Within-group similarity fosters better-than-average and best-in-group biases

Ilan Roziner; Yechiel Klar

Consistently with LOGE and not with the "unique attribute" account of comparative biases, in two experiments, better-than-average and best-in-group biases in within-group comparisons were stronger when members were construed as similar vs. dissimilar.

S05 Grounding fundamentals of social judgment: Embodiments of warmth/trust and competence/status

Four different programs of research explore the embodiment of warmth/trust and competence/status, the two dimensions that are fundamental to the judgment of self, individuals, and groups. The evidence highlights psychophysiological mechanisms.

Organizers: Amy J Cuddy; Thomas Schubert

Room: K1

S05:01

Physical temperature effects on trust behavior: The role of insula

Yoona Kang; Lawrence E. Williams; Margaret Clark; Jeremy R. Gray; John A. Bargh

Physical temperature (touching something warm vs. cold) was found to increase human trust behaviour. Insula activity during trust decisions depended on temperature of touched objects, suggesting the insula as a neural substrate of this process.

S05:02

Understanding relations through experience: Social exclusion leads to lower bodily temperatures

Hans IJzerman; Marcello Gallucci; Wim T. J. L. Pouw; Marina Vetrova; Christin Weissgerber; Niels J. van Doesum; Kipling D. Williams

We provide support that social relations are structured through changes in bodily temperature: social exclusion leads to lower bodily temperatures, while negative affect is alleviated after holding a cup of warm tea.

S05:03

Malleable embodiment of power/status: Flexible use of size and elevation cues

Sven Waldzus; Thomas W. Schubert; Claudia Simão; Rodrigo Brito; Ana Louceiro

Two studies found that unrelated information of size and elevation has an influence on judgment and behaviour related to power/status, but that this influence is malleable by participants' implicit and explicit knowledge on social context.

S05:04

Power posing: Brief nonverbal displays affect neuroendocrine levels and risk tolerance

Amy J.C. Cuddy; Dana R. Carney; Andy J. Yap

Two experiments revealed that posing in high-power/status (i.e., expansive) vs. low-power/status (e.g., contractive) postures increases testosterone, decreases cortisol, and increases risk tolerance and feelings of power and control.

11:15 - 12:55

S06 Minority and majority group members' responses to group-based threats

We present research on how group members respond to group-based threats. Talks address factors that influence psychological and behavioral reactions to social identity-based threats, stereotype threat, discrimination, and social protest.

Organizers: Kimberly Kahn; Manuela Barreto

Room: K2

S06:01

Appearing to underperform: The impact of Black phenotypic stereotypicality on stereotype threat

Kimberly B. Kahn; Paul G. Davies

Perceived Black stereotypicality (e.g. perceived prototypical Black physical features) moderates stereotype threat, such that high stereotypical Blacks experience more stereotype threat than low stereotypical Blacks on a difficult GRE exam.

S06:02

Defeating stereotype threat by affirming the stereotyped identity

Jean-Claude Croizet; Marion Dutrévis

Stereotyped identities can provide the psychological resource on which targets can draw upon to counter stereotype threat. We found that females who affirmed their gender identity before a math test performed better than non-affirmed participants.

S06:03

The impact of foreign threats on minorities' tolerance for diversity

Paul G. Davies

Perceived foreign threats to the U.S. can influence Minority Americans' endorsement of assimilation and multiculturalism as models for foreign and domestic intergroup relations.

S06:04

Group identification and experiencing discrimination: Implications for diversity

Cheryl R. Kaiser; Kerry Spalding; Benjamin J. Drury; Lori Wu Malahy

Strongly identified disadvantaged group members bear the brunt of prejudice. When given the opportunity to help or harm the ingroup, the weakly identified enact harm. Group identification shapes treatment from outgroups and behavior toward ingroups.

S06:05

The threat of confronting prejudice for minority and majority group members*Manuela Barreto; Marco Rego; Kimberly B. Kahn; Cheryl Kaiser*

Confronting prejudice is threatening for minority and for majority group members, for different reasons. Our results show that variables that affect this threat modify reactions to confrontation.

T07 Gender stereotypes*Chair: Mara Cadinu*

Room: K24

T07:01

Why do women self-stereotype more than men? The mediational role of implicit gender self-categorization*Mara Cadinu; Silvia Galdi*

To demonstrate why women self-stereotype more strongly than men, participants performed a Gender Self-Categorization IAT and a Self-Stereotyping IAT. The relation between participants' Gender and Self-Stereotyping was mediated by Self-Categorization.

T07:02

Implicit resistance to sexism by women: The effects of stereotype exposure on ingroup bias*Soledad de Lemus; Juan Lupiáñez; Russell Spears; Marcin Bukowski; Miguel Moya*

We tested for implicit resistance to sexist role relations by women. We exposed participants to (counter)stereotypical roles and measured their influence on implicit attitudes. Women favoured their ingroup when exposed to stereotypical social roles.

T07:03

Sexist jokes provide room for manoeuvre: Interaction of sexist message and ideology on performance and perception*Natalie Hall; Clémentine Bry; Russell Spears*

Two studies investigate sexist joke effects on women's driving performance and career choices, and the moderating role of sexist ideology. Women contest the female stereotype only under certain circumstances.

T07:04

Black and White American women's self-worth, media affinities and body image concerns*Dara Greenwood; Sonya Dal Cin*

Survey results reveal wishful identification with a female media persona predicts body anxiety for White women, whereas others' approval concerns predict body anxiety among Black and White women. Body type and ethnicity of personae are considered.

T07:05

Brain stimulation to the anterior temporal lobes reduces gender stereotypes*Cara Wong; Jason Gallate*

This study showed that gender stereotypes could be reduced by applying transcranial magnetic stimulation to the anterior temporal lobes, giving evidence that this area is involved in social knowledge including those that form stereotypical biases.

S07 Achievement goals in their social context: New avenues for the next decade

So far, research on achievement goals has neglected the "social" dimension of mastery and performance goals. This symposium examines the interpersonal effects of goal endorsement as well as their link with group belonging and their social value.

Organizer: Céline Darnon; Benoît Dompnier; Fabrizio Butera

Room: K12

S07:01

Social functions of self-efficacy in the link between achievement goal and cooperation*P. Marijn Poortvliet*

Three studies show that, relative to performance goals, mastery goals are more strongly connected with holding positive attitudes toward cooperation with peers. Mediation analyses indicate that this phenomenon may be explained by self-efficacy.

S07:02

A social side of academic achievement goals: The influence of ethnic and gender identities*Isabelle Régner*

The present research showed that specific facets of ethnic and gender identities were positively versus negatively related to achievement goals among eighth graders. These findings highlight the social determination of achievement goals.

S07:03

Beyond teachers' discourse: University functioning, selection and performance-approach goal promotion*Céline Darnon; Benoît Dompnier; Fabrizio Butera*

The selection function of University promotes performance-approach goals: two studies showed that their social utility was higher when students adopted their teachers' viewpoint and after a year of socialisation in the system.

S07:04

Mastery goals as self-presentation tools: Why the desire to learn does not always predict academic performance*Benoît Dompnier; Céline Darnon; Fabrizio Butera*

Two experiments show that the relationship between mastery goals and academic performance at University depends on the reasons why students endorse these goals (for learning vs. self-presentation purposes), especially among low achievers.

S07:05

Mastering one's destiny: Using an achievement goal framework to overcome social identity threat*Jane G. Stout; Nilanjana Dasgupta*

Three experiments assessed the impact of achievement goals on stress appraisals and performance in an identity threatening achievement context. Holding a mastery goal facilitated a sense of challenge and enhanced performance relative to performance goals.

S08**Gender-fair language use from a social psychological perspective**

Gender-fair language is a normative practice that aims at minimizing assumptions regarding the gender of human referents. This symposium presents research that investigates psychological consequences of as well as individual prerequisites for the use of such language.

Organizers: Sabine Sczesny; Ute Gabriel

Room: 201

S08:01

Gender-fairness in schoolbooks revisited: Did improvements in gender-equality make a difference?*Franziska Moser; Elisa Merkel; Bettina Hannover*

The present research focuses on two countries differing in their policies of gender equality and gender-fair language use. Content analyses of schoolbooks investigate the gender-fair language use and the depiction of gender stereotypes in them.

S08:02

Stereotyping and self-stereotyping: The subtle effects of gender-fair vs. unfair language*Elisa Merkel; Anne Maass*

The present research deals with the influence of gender-marked language on stereotyping and self-stereotyping in women and men. We provide evidence that gender-marked language leads to more extreme gender stereotyping than gender-unmarked synonyms.

S08:03

Gender-fair language in job advertisements and hiring decisions*Lisa K. Horvath; Sabine Sczesny*

The present hiring-simulation study investigates whether the chances for women to be hired for a leadership position are increased, if the respective job advertisement uses feminine-masculine word-pairs rather than masculine forms.

S08:04

Spontaneous vs. instructed gender-fair language use: The role of language competence*Elisabeth A. Kuhn; Ute Gabriel*

We examined the relationship between language competence and the spontaneous vs. instructed use of gender-fair language. Language competence did not per se predict such language use, but it seems to affect the performance shift when being instructed.

S08:05

Arguments for and against gender-fair language and their influence on attitudes and language use*Sara Koeser; Sabine Sczesny*

We investigate the persuasiveness of arguments regarding gender-fair language, that is, whether people's attitudes towards and use of gender-fair language change after having been confronted with strong or weak arguments for or against this issue.

T08 Prejudice in Children

Chair: *Juliane Degner*
Room: 202

T08:01

Crossing boundaries of race and religion: Investigating children's understanding of category boundaries from the Holocaust and the Stolen Generations

Diana Grace; Michael Platow

This study examines children's understanding of prejudice in situations where religious and racial boundaries were simultaneously emphasized and ignored - the Holocaust in Nazi Germany and the Stolen Generations in Australia.

T08:02

Loyalty in the Olympics: Norms, threat, and children's understanding of intergroup dynamics

Sally Palmer; Dominic Abrams; Adam Rutland; Samantha Lee

Children's understanding of group dynamics in inter-group contexts was tested using the developmental subjective group dynamics model. Study 1 explored children's understanding of norms (inclusion/exclusion). Study 2 manipulated norms and status.

T08:03

Inter-ethnic prejudice reduction in children: The importance of superordinate category type

Maria Rita Morais; Maria Benedicta Monteiro

The role of superordinate category type for prejudice reduction among White and Black children was tested. The combined roles of type of superordinate category, groups' status and cognitive representation critically influenced intergroup attitudes.

T08:04

Individual factors of prejudice development in childhood and adolescence: A meta-analysis

Kim Sarah Heinemann; Andreas Beelmann

Across 65 research reports, cognitive, social-cognitive, and motivational factors had a small to medium impact on prejudice. Different result patterns emerged for specific age groups and according to the minority or majority status of the ingroup.

T08:05

Like father like son? A meta-analysis of parent-child similarity in intergroup prejudice

Juliane Degner

This meta-analysis integrates results of over 100 studies on parental socialization of intergroup attitudes. Results show a small-to-moderate relation of parent and child prejudice moderated by children's age. Further moderators will be discussed.

S09 Cheating and honesty in social decision making

Dishonesty is often beneficial, and even honest people lie sometimes. However, people often use small lies even though bigger lies are more profitable. We discuss what determines how much people lie to others in order to reap personal benefits.

Organizer: *Shaul Shalvi*

Room: K11

S09:01

Honesty in economic experiments

Tore Ellingsen

A string of experiments suggests that promise-keeping is due to a desire for personal consistency, that honesty is more common in good relationships than in bad ones, and that people are more likely to tell small lies than large lies.

S09:02

Deception and false expectations

Lukas Konig; Wolfgang Steine; Ilja van Beest; Eric van Dijk

Deception may be unethical because it evokes false expectations. We investigated false expectations when people lie about their own outcomes or those of others. Lying about the own outcomes was more acceptable than lying about the outcomes of others.

S09:03

Neo-liberal capitalist values, competition and cheating

Caroline Pulfrey; Claudia Toma; Fabrizio Butera

Adhesion to neo-liberal capitalism predicts positive attitudes to cheating, an effect accentuated by exposure to competitive norms. Competition leads to cheating behaviour: information withholding and inflexibility to disconfirm initial decisions.

S09:04

The pot calling the kettle black: Seeing evil after experiencing ethical dissonance*Shahar Ayal; Rachel Barkan; Francesca Gino; Dan Ariely*

One central mechanism that people employ when exploring ethical dissonance is to adopt harsher criteria in judging others' wrongdoings. This over-sensitivity to others' behaviors allows individuals to protect their private and public self-images.

S09:05

Justified ethicality: Observing desired counterfactuals modifies ethical perceptions and behavior*Shaul Shalvi; Jason Dana; Michel Handgraaf; Carsten De Dreu*

We studied the extent to which people lie knowing they cannot be caught. The degree of lying depended on the extent to which self-justifications were available. People found value in justifications allowing them to lie for money but feel honest.

T09 Self regulation in groups*Chair: Roman Trötschel*

Room: K21

T09:01

Self-regulatory consequences of individual differences in norm responsiveness*Jessica Salvatore; Deborah Prentice*

In two studies, North Americans who see themselves as highly independent show ironic conformity to peer opinions when their capacity to self-regulate is impaired. We present a dual-process model that accounts for these counter-intuitive findings.

T09:02

Introducing collective implementation intentions: How to improve self-regulation at the group level*Jan Lukas Thürmer; Frank Wieber; Peter M Gollwitzer*

This research introduces collective implementation intentions (CII; if-then plans addressing a social identity) and empirically investigates their effectiveness and underlying processes using a mixed methods approach to observing triads' behavior.

T09:03

Group emotional regulation: At the cross-roads between individuals, norms and situations*Smaranda Boros; Petru Curseu*

In one experimental and one longitudinal study, we explore how group emotion regulation is built at the intersection of individual abilities (emotional awareness), group norms regarding awareness, and situations groups face (relationship conflict).

T09:04

The consequences of moral conflicts*Marina Kouzakova; Naomi Ellemers; Fieke Harinck; Daan Scheepers*

Two studies examine the implications of morality for conflict development by probing consequences of a moral conflict compared to an interest conflict regarding one's perceptions of self and others, self-regulatory state, and physiological response.

T09:05

Regulatory focus in distributive negotiations: The impact of negotiators' promotion and prevention focus on their bargaining behaviours*Roman Trötschel; Silke Bündgens; Joachim Hüffmeier; David Loschelder*

Goals are conceptualized as necessities by prevention-focused and as one of many opportunities by promotion-focused individuals. Two studies are presented in which the effect of these types of goal conceptualization are investigated in negotiations.

T10 Coordination and cooperation in dyadic and intragroup interactions*Chair: Tobias Greitemeyer*

Room: K22

T10:01

Perceived empathy, accurate empathy and relationship satisfaction in heterosexual couples*Cramer Duncan; Sophia Jowett*

This study using dyadic analysis supported Cutrona's (1996) model that depression partially mediated the relation between perceived (but not accurate) empathy and relationship satisfaction in both women and men in 149 couples.

T10:02

Detrimental effects of incomplete information in social interactions*Joel Vuolevi; Paul Van Lange*

Two experiments revealed that that incompleteness of information about the partner's behavior undermines cooperation in dyadic interactions, and that this tendency can be attributed to people's tendency to overestimate other people's self-interest.

T10:03

Punishing the punisher: How do we perceive those who punish?*Ann Rumble; Norbert Kerr*

Individuals believe punishment is necessary for the operation of society in order to right the wrongs against us. The current study was designed to understand how the punisher is perceived by others within a social dilemma.

T10:04

Smells like compassion? How body odor affects people's prosocial behavior*Jeroen Camps; Kirsten van Son; Jeroen Stouten; Sophie Decock; Jill Nelissen*

In three experiments we showed how a person's body odor shapes others' feelings of compassion and consequent helping behavior. These findings provide a novel perspective on the way people's body odor affects human interactions.

T10:05

There's no 'I' in team: Effects of cooperative video games on cooperative behavior*Tobias Greitemeyer*

The present research tests and found support for the idea that playing a team-player video game in which players work together as teammates and assist each other in achieving a common goal increases cooperative behavior toward a new partner.

T11 Attitudes, action, and liking your moves*Chair: Sabine Koch*

Room: K23

T11:01

Not doing is not the opposite of doing: Implications for attitudinal models of behavioral prediction*Juliette Richetin; Marco Perugini; Mark Conner*

Because people hold relatively separate goals that lead them to perform or to not perform a behavior, cognitions underlying both options may not be opposite. We empirically investigate implications for attitudinal models of behavioral prediction.

T11:02

Effects of approach on impulsive and reflective precursors of action*Cristina Zogmaister; Marco Perugini; Juliette Richetin*

We present three experiments on the effects of approach. Results show that evaluative associations towards consumer products and behavioral intentions to buy them are independently influenced by performing simple approach actions in a videogame.

T11:03

The morn of feeling torn: Motor responses to ambivalence*Iris Schneider; Frenk van Harreveld; Mark Rotteveel; Joop van der Pligt*

When confronted with dichotomous choices, ambivalent attitude holders show increased response latencies. Two studies suggest that ambivalence leads to slower response times as a result of the opposing motor responses associated with the evaluations.

T11:04

Automatic activation and deactivation of behavioral evaluations*Yuk-yue Tong; Jolene Tan; Kim-Pong Tam*

We address 3 questions: Do we form good-bad evaluation of others' behaviors automatically without conscious intention? Are there individual differences in this tendency? Is it possible to unprime the automatically formed evaluation?

T11:05

Embodiment: The influence of movement qualities on affect, attitudes and cognition*Sabine Koch*

We consider how dynamic body feedback from movement qualities (smooth vs. sharp) and shape (approach vs. avoidance), influences affect, attitudes, and cognition. Movement qualities had the same magnitude of effect than approach and avoidance actions.

T12 Reconciliation*Chair: Miroslaw Kofta*

Room: K16/17

T12:01

Historical responsibility: A generalisation effect of group-based shame regarding past wrongdoings*Jonas Rees; Rupert Brown*

Germans' group-based emotions regarding the Holocaust are shown to be separable into essence and image shame which are differentially linked, i.e. generalise, to prejudice towards Turks living in Germany today, negatively and positively respectively.

T12:02

On the impact of collective apologies on justice judgments and the specific role of group-level variables*Jacques A Berent; Juan M Falomir-Pichastor; Andrea Pereira*

In a few experiments, we studied the impact of collective apologies on justice judgments as a function of the apologizing group's characteristics. Our results help understand how and when collective apologies can be effective.

T12:03

Acts of forgiveness as a path to justice and reconciliation*Michael Wenzel; Tyler Okimoto*

Two experiments demonstrate that a group's act of forgiveness, mediated by perceptions of value consensus and status/power, can help restore feelings of justice among its members and in turn facilitate conciliatory attitudes towards the outgroup.

T12:04

Narrative means of intergroup relations: Cognitive states and their role in reducing or increasing intergroup conflict*Orsolya Vincze; Janos Laszlo*

Cognitive states appearing in narratives are subtle means of mediating representation of intergroup relations and conflicts. Moreover, they also have a power to reduce the perceived intergroup conflicts by perspective taking process.

T12:05

Awareness of ingroup crime, moral emotions, and Polish-Jewish relations*Mirosław Kofta; Patricia Slawuta*

The effects of reminding crime on Holocaust survivors and closeness of Jews to Poles on attitudes toward Jews were studied (Polish subjects). Crime awareness made attitudes more positive under high closeness and more negative under low closeness.

S10

On the self-regulation of implicit bias

This symposium examines personal and situational variables that reduce implicit bias and the mechanisms by which they do so.

Organizer: Jeffrey Sherman

Room: K1

S10:01

Expectancy moderates the expression of automatic racial bias*David M. Amodio; Jillian K. Swencionis*

Expectancy effects on the expression of implicit racial attitudes, stereotypes and weapons identification were tested. When expectancies conflicted with racial associations, bias was not expressed, suggesting goals can override implicit associations.

S10:02

Accounting for successful control of implicit racial bias*Karen Gonsalkorale; Jeffrey W. Sherman; Thomas J. Allen; Karl Christoph Klauer; David M. Amodio*

The findings suggest that people who are primarily internally motivated to respond without prejudice show less implicit bias than others because they have reduced activation of biased associations and are skilled in detecting appropriate responses.

S10:03

Time for translation: Strategies for reducing implicit intergroup bias in and outside the lab*Margo J. Monteith*

Longitudinal studies of the effectiveness, time-course, and underlying processes associated with regulatory strategies for reducing implicit intergroup bias are presented. Focus is on translating prejudice reduction strategies to daily life.

S10:04

Egalitarian goals and stereotype inhibition/activation: Implicit effects of color blind and multicultural goals*Gordon B. Moskowitz*

Egalitarian goals trigger inhibition of stereotypes. How egalitarian goals are framed impacts stereotyping and cognition more generally. Color blind goals trigger closed mindedness and convergent thought; multicultural goals trigger divergent thought.

S10:05

A process model of affect misattribution: Implications for the control of implicit bias*B. K. Payne*

People often confuse the sources of their feelings, leading to errors and biases. I will describe a multinomial process model of misattributions and consider the meaning of the model for control of implicit bias.

12:55 – 14:30

Lunch

13:00 – 14:00

Chance to speak to poster authors
Room: Main Hall

13:30 – 14:20

Round-table lunch discussion on 'Grants and funding' chaired by Gün Semin
Room: K12

14:30 – 15:50

S11 The interpersonal side of self-enhancement and self-protection

In this symposium we explore various facets of the interpersonal nature of self-enhancement and self-protection.

Organizers: Constantine Sedikides; Mark Alicke

Room: K2

S11:01

Sexual Overperception: Power, mating motives, and self-enhancing biases in social judgment

Jon Maner; Jonathan Kunstman

This talk presents research demonstrates that having power enhances perceptions of one's own desirability and increases one's perceptions of sexual interest from subordinates. These self-enhancing social biases can set the stage of sexual harassment.

S11:02

Beware of expressing ingroup favouritism

Vera Hoorens

Supporting the hubris hypothesis, people respond more unfavorably to a claim that a focal group (particularly the ingroup) is better than another group than to a claim that the focal group is good. Inferred view of the comparison group is the main predictor of this dislike for superiority claims.

S11:03

Can Tylenol protect the self from social and physical threats? Behavioural and neural evidence

C. Nathan DeWall

Three studies with self-report, behavioural, and neural evidence showed that numbing people to physical pain reduced the amount of social pain experienced. Numbing people to physical pain also increased aggression when people were attacked.

Discussant: Mark Alicke

S12 Media violence usage and aggression: Long-term effects and underlying processes

The symposium brings together four papers on the role of cognitive and affective responses to violent media stimuli in explaining pathways from violent media exposure to aggression, reduced prosocial behaviour and interpersonal trust.

Organizer: Barbara Krahe

Room: K24

S12:01

The mediating role of social cognitions in the long term effects of violence exposure on aggression

L. Rowell Huesmann; Eric F. Dubow; Paul Boxer

Using data from a four-wave prospective longitudinal study of 856 children followed from age 8 to age 48, we show that normative beliefs, fantasy rehearsal, and emotional desensitization mediate the long-term effects of exposure to violence on aggressive behavior.

S12:02

Pathways from media violence usage to aggressive and prosocial behavior in German adolescents

Ingrid Möller; Robert Busching; Christina Krause; Paulina Tomaszewska-Jedrysiak

A longitudinal study over three years with 1,715 high school students in Germany showed that T1 media violence usage predicted higher physical aggression and lower prosocial behaviour over time.

S12:03

Victimization in Violent Video Games Makes Players More Suspicious

Mario Gollwitzer; Tobias Rothmund

In two studies (one longitudinal/cross-lagged and one experimental) we show that playing violent video games can have detrimental effects on social trust and willingness to cooperate outside the game situation.

S12:04

The role of desensitization in short-term and habitual exposure to media violence

Barbara Krahé; Anja Berger; Juliane Felber

The higher participants' exposure to media violence, the faster they habituated in physiological arousal whilst watching a violent film clip. No effects of media violence exposure were found with respect to the funny and sad films.

T13

Minority influence

Chair: Francesca Romana Alparone

Room: K12

T13:01

Making minority voices heard: Benefits of highlighting social and cultural diversity in negotiations

Anna-Lena Majkovic; Richard John Crisp

Previous research has demonstrated the beneficial effects of focusing on multiple identities for intergroup attitudes. This research examines whether emphasising group diversity can also benefit negotiations.

T13:02

Perceived message effectiveness and majority and minority influence

Antonis Gardikiotis

Perception of message effectiveness (measured in the first experiment and manipulated in the second) causally preceded minority influence and mediated the effect of cognitive elaboration on attitudes.

T13:03

Minority and majority group members' representations of Irish national identity and perceptions of identity related behaviour on St. Patrick's Day

Joyce Carmel; Clifford Stevenson; Orla Muldoon

Qualitative study one informed the development of study two (N= 123), examining the effects of social position on the perception of identity behaviour. The results suggest some ways in which inequality between subgroups is evidenced and reproduced.

T13:04

Minority vs. majority influence: Qualitative and quantitative effects on argument generation

Francesca Romana Alparone.; Carlo Tomasetto; Stefano Pagliaro; Alessia Marcaccio; Angelica Mucchi-Faina

We suggested and found that, depending on issue relevance, being exposed to a minority (vs. majority) source of influence reduces confirmatory bias in argumentation, determining a higher generation of high-quality rebuttals.

T14

Health and death

Chair: Isabelle Gonçalves Portelinha

Room: 201

T14:01

Sharing health threats with other: Social sharing of emotion as a strategy to cope with health risks

Cristina Camilo; Luísa Lima; Bernard Rimé

Health risks can have negative emotional impact and sharing them with others may allow emotional relief. In an experiment, individuals were exposed to health risks. Results confirm that social sharing is used to effectively handle the situation.

T14:02

Effects of planning and self-determination on unhealthy food intake

Aukje Verhoeven; Marieke Adriaanse; Denise De Ridder

Interactive effects of action planning and type of motivation were examined. It was shown that autonomous (vs. controlled) motivation reduces unhealthy snack intake, but only when combined with approach plans and not with avoidance or no plans.

T14:03

What I stand to gain (or lose) from death: Dual-existential systems and self-regulatory motivation

Laura E. R.Blackie; Philip J Cozzolino

Three studies suggest that specific and individuated forms of mortality awareness (death reflection compared to mortality salience) activate promotion-focused motivational states associated with increased attention to opportunities for advancement.

T14:04

Terror management and biculturalism: When cultural duality affects worldview defense in the face of death*Isabelle Goncalves Portelinha; Jean-François Verhiac; Thierry Meyer*

In this study (N = 193), death-reminders led to monoculturalism striving when bicultural participants considered incompatible aspects of their cultures, hence confirming the importance of upholding an unwavering worldview during terror management.

T15 Social categorization and stereotypes*Chair: Jennifer Fehr*

Room: 202

T15:01

Hearing is believing! Accent and gender in cross categorization*Tamara Rakic; Melanie C Steffens; Amelie Mummendey*

Using a "who said what"-paradigm and multinomial modelling, two experiments investigated the generalization of findings of gender and ethnicity cross categorization when both categories are presented only visually or visually and auditorily.

T15:02

Pleased by the unexpected: Expectancy violations and influences of accents and looks on evaluations*Karolina Hansen; Melanie C Steffens; Tamara Rakic*

We experimentally tested predictions of ethnolinguistic identity theory and expectancy violations theory by presenting targets congruent and incongruent with regard to look and accent and assessing their evaluations concerning warmth and competence.

T15:03

Automatic stereotype reduction through training in situational attributions: The role of cognitive complexity*Ioana Latu; Tracie Stewart*

Training in situational attributions reduced automatic stereotyping. Personal and situational constraints on cognitive complexity moderated this effect: individuals high in need for cognition under no cognitive load benefited most from training.

T15:04

The impact of internal motivation to respond without prejudice on the regulation of activated stereotypes*Jennifer Fehr; Kai Sassenberg; Kai Jonas*

Internal motivation to behave nonprejudicially reduces stereotype activation. This research shows that chronic as well as situationally induced motivation to behave nonprejudicially also improves the intentional control of already activated stereotypes.

S13 Stigma and intergroup contact

This symposium brings together several different accounts of the role of stigma in intergroup encounters, focusing in particular on the experiences of the low status or minority group.

Organizer: Collette van Laar

Room: K11

S13:01

Cognitive costs of subtle vs. blatant racial prejudice during interracial interactions*Mary C. Murphy; Jennifer A. Richeson; J. Nicole Shelton; Michelle L. Rheinschmidt; Hilary B. Bergsieker*

The present study examines Blacks' cognitive, affective, and behavioral responses to subtle, blatant, and no bias during interracial interactions. Subtle bias disrupted Black participants' functioning more than did blatant and no bias.

S13:02

How valuing ingroup domains maintains motivation and performance in stigmatized groups*Collette van Laar; Belle Derks, Naomi Ellemers*

Following work on identity respect, experimental and correlational studies examine the effect of value by others in the context for domains of importance to Muslims on young Muslim women's perspective on education and work and their identification with the larger society.

S13:03

Do you value me and mine? Status and the asymmetrical effect of group-level respect*Yuen J. Huo; Ludwin E. Molina; Kevin R. Binning; Curtis Yee*

Data from two field studies show that perceptions that one's ethnic group is valued by the broader community predict group engagement and psychological well-being but only among members of minority groups.

S13:04

Approach-avoidance motives predict intra- and intergroup relations: Opposing and interactive effects*Irene Favara; Stefania Paolini; Lameez Alexander*

Correlational and experimental evidence indicate that self-expansion, an approach motive, and intergroup anxiety, an avoidance motive, have oppositional effects on the size and quality of people's intragroup and intergroup social networks.

S14 Unconscious thought: A peek beneath the veil

Various studies demonstrated that unconscious thought improves decision making, while other studies find competing evidence. The goal of the current symposium is to provide a better understanding of the process of unconscious thought.

Organizer: Madelijn Strick

Room: K21

S14:01

Sound sleepers have restless minds: Sleep improves decision-making*Madelijn Strick; Simone Ritter; Maarten Bos; Rick van Baaren; Ap Dijksterhuis*

The results of this experiment confirm the folk wisdom that it helps to "sleep on" big decisions. Moreover, the beneficial effect of sleep on decisions was enhanced by reactivating the decision problem during sleep using an odor cue.

S14:02

Always thinking unconsciously: Evidence for accurate implicit judgments after conscious deliberation*Jaap Ham; Kees van den Bos*

This research argues that unconscious cognitive processing takes place continuously. Two studies show that the accuracy of judgments made under conscious thinking instructions can be observed on implicit judgments but not on explicit judgments.

S14:03

When more is better: Reaping the benefits of large assortment sizes through unconscious thought*Claude Messner; Michaela Wänke*

Choosing from large assortments can decrease consumer satisfaction because of information overload. Unconscious deliberation copes with information overload and produced higher satisfaction after choosing from large compared to small assortments.

S14:04

Unconscious thought: The way to get what we really want*Ap Dijksterhuis*

Conscious thought is helpful to bring decisions in line with conscious goals, but not with broader, and generally more important, unconscious needs and goals. Instead, a period of unconscious thought is needed to make decisions that serve our goals.

T16 Self-discrepancy, self-distancing, and self-regulation*Chair: Ethan Kross*

Room: K22

T16:01

The ideal self at play: The appeal of videogames that let you be all you can be*Andrew Przybylski; Kou Murayama*

This talk focuses on the motivational appeal and emotional correlates of videogame play that places people in touch with aspects of their ideal selves. Results from lab-based within-person and observational between-person studies are discussed.

T16:02

Motivational, affective and endocrinological responses to task demands and self-regulation options*Jan Häusser; Andreas Mojzisch; Stefan Schulz-Hardt*

Buffering effects of task autonomy on the negative effects of high task demands on intrinsic motivation, affect and cortisol were examined. For cortisol a buffering effect was found, whereas no such effect was evident for motivation and affect.

T16:03

Different mindsets influence self-regulation: The moderating role of decisiveness*Hester Ruigendijk; Sander Koole*

Two studies show the effects of mindset and decisiveness on self-regulation. Focused mindsets stimulated self-regulation among high-decisive individuals, whereas relaxed, accepting mindsets stimulated self-regulation among low-decisive individuals.

T16:04

From affect to behavior: The behavioral implications of self-distancing*Ethan Kross*

Recent research indicates that reflecting over negative feelings from a self-distanced perspective enhances emotion regulation. Here I present the results of two studies that link this process with adaptive behavioral outcomes as well.

T17 Social identity in groups*Chair: Lucia Botindari*

Room: K23

T17:01

Newcomer socialization: Predicting the development of organizational identification over time*Laura G. E Smith; Catherine Amiot; Victor Callan; Joanne Smith; Debbie Terry*

In two longitudinal studies, we test the utility of a stress and coping model of identity integration to predict the processes by which newcomers develop identification with a new organization at multiple levels over time.

T17:02

The cognitive and affective dimensions of social identity in organizations: The role of organizational support values and charismatic leadership*Athena Xenikou*

This study investigates how identification is related to support values and charismatic leadership. Charismatic leadership was shown to be positively associated with affective identification in the condition of low support value orientation.

T17:03

Impact of uncertainty and social identity complexity on group identification*Fiona Grant; Michael A Hogg*

Two experiments examined the role of high self-uncertainty and a simple social identity structure in strengthening ingroup identification. Implications for group processes and intergroup relations are discussed.

TS17:04

Social identity and voting decisions: A report of two diary studies from the Italian and British General Elections*Lucia Botindari; Stephen Reicher*

The paper analyses the role of social identities on voting decisions of Italian and British first time voters. The data are used to support a deliberative model of social identity processes.

T18 Power and leadership*Chair: Elena Morales-Marente*

Room: K16/17

T18:01

'Being' and 'doing': Leader effectiveness as an interactive product of performance and typicality*Niklas K Steffens; S. Alexander Haslam; Thomas Kessler*

Studies explored leader effectiveness as an interactive product of performance and typicality. The findings point to the importance of leaders aligning their performance with followers' shared identity in order to advance the group interests.

T18:02

She makes us look bad! - Followers' rejection of female leaders under stereotype threat*Gergely Csukor*

Stereotype threat, collective threat, role congruity and social identity theories are integrated to argue that, by impeding positive group identity, female leaders under stereotype threat elicit collective threat and hence are rejected by their followers.

T18:03

Are they Australian enough? The role of political leaders' relative in-group prototypicality on procedural justice expectations*Laurin Milsom; Michael Platow*

This paper discusses research conducted during the 2010 Australian Federal Election, which found that perceptions of political leaders' prototypicality were linked to expectations of their future behaviour for highly identified group members.

T18:04

Cognitive, behavioural and affective consequences of perception of (i)legitimacy in powerful individuals*Elena Morales-Marente; María Soledad Palacios; Rosa Rodríguez-Bailón; Gemma Martínez; Cristina Santana*

We manipulated the legitimacy of the powerful. Illegitimately powerful individuals feel worse, justify more the system, use more the strategy of social creativity and make more external attributions than legitimately powerful individuals.

S15 Responses to devaluation: Emotions, motivations, consequences

This symposium includes studies on the motivational and behavioral consequences of negative emotions in the context of interpersonal, intragroup, and intergroup devaluation. The studies cover a wide range of methodological perspectives.

Organizers: *Patricia Maria Rodriguez Mosquera; Kai Jonas*

Room: K11

S15:01

Moved by moral condemnation: Distinct feelings of rejection, inferiority, and shame

Colin Wayne Leach; Vivian L. Vignoles; Nicolay Gausel

Fear of condemnation for moral failure can lead to feelings of rejection, inferiority, or shame. Studies, at individual and group levels, show: appraised moral condemnation → felt rejection → less benevolence (e.g., withdrawal, less empathy).

S15:02

Affective and behavioral consequences of intergroup humiliation

Marte Otten; Kai J. Jonas; Bertjan Doosje

Three studies show that intergroup humiliation can lead to responses that vary from other-directed aggression to in-group distancing. We discuss these findings within the theoretical framework that humiliation combines feelings of anger and shame.

S15:03

Coping with societal devaluation. The differential effects of feeling angry vs. feeling shamed

Patricia M. Rodriguez Mosquera

Two studies examined the behavioral consequences of feeling angry and shamed in response to the devaluation of ethnic and religious identities. Feeling angry was a more empowering response to devaluation due to its association with protest.

S15:04

Nothing to Lose: A provocative strategy of resistance for disempowered groups

Russell Spears; Daan Scheepers; Martijn van Zomeren; Nicole Tausch

We present research on a 'nothing to lose' strategy whereby disadvantaged groups display more extreme reactions towards the advantaged outgroup when their position is weak (stable, low efficacy) rather than strong (contra social identity theory).

16:20 – 18:00

S16 Synchrony in body and mind: The cognitive and behavioral consequences of coordinated action

Five talks emphasize the way coordination of physical states (i.e. synchronized movement) influences social behavior and the evaluations of mental states.

Organizer: *Piercarlo Valdesolo*

Room: K2

S16:01

Rhythm and unity: Perceiving synchronized individuals as a group through attributions of rapport

Daniël Lakens

Six studies provide support for the idea that people intuitively draw inferences from synchronized movement rhythms to determine whether individuals share a feeling of rapport. Observers use movement rhythms to judge the entitativity of groups.

S16:02

Dancing with the Devil: Synchrony modulates moral judgment and action

Piercarlo Valdesolo; Warren Winter

Two studies support the idea that behavioral synchrony communicates uniformity of moral identity to onlookers, as well as actually shapes actors' moral behavior as a function of the identity of coordination partners.

S16:03

Synchrony and Destructive Obedience

Scott Wiltermuth

Two studies demonstrated that practices involving synchrony can enable people to bind other people to them, making those others more likely to comply with their requests and engage in destructive obedience.

S16:04

On synchrony and social relation: Synchronous multisensory stimulation fosters social bonding

Maria-Paola Paladino; Mara Mazzurega; Thomas W. Schubert; Francesco Pavani

In two studies we investigated whether synchronous multisensory stimulation, as is created by many social rituals, blurs the borders between the own and the other's bodies, and thereby fosters socially bonding.

S16:05

Synchrony, bodily overlap, and social closeness*Thomas Schubert; Mara Mazzurega; Hugo Toscano; Beate Seibt; Maria-Paola Paladino; Francesco Pavani*

We argue that synchrony fosters communion because it changes the body representation. Using the rubber-hand illusion, we show that incorporating a hand of an outgroup member in the body representation improves attitudes towards the outgroup.

T19 Mimicry, empathy, and risky sex*Chair: Luis Ocejja*

Room: K24

T19:01

Sight unseen: The role of perceived trustworthiness in mimetic desires*Evelyne Treinen; Olivier Corneille*

We examined the moderating role of target trustworthiness on mimetic desires. Looked-at-objects were more positively rated when associated with a trustworthy (vs untrustworthy) target. The reverse pattern was found for looked-away-objects.

T19:02

Empathy and the mirror neuron system: The potential of measuring EEG activity in social psychology*Sashenka Milston; Eric Vanman; Ross Cunnington*

This study examined the relationship between empathy, EEG, and mirror neuron activity. It demonstrated that people high in empathy can take the perspective of others to the point of enhancing their brain activity for subsequent action.

T19:03

Emotional and neural reactions to emotions of others*Gert-Jan Lelieveld; Eric Van Dijk; Ilja Van Beest; Gerben Van Kleef; Berna Gürođlu; Serge Rombouts; Eveline Crone*

We show that power determines the effectiveness of communicating anger and disappointment. Power determines (1) whether these emotions evoke reciprocal or complementary emotions in others and (2) which brain areas these emotions activate in others.

T19:04

Examining the effects of perspective-taking instruction on risk perceptions and safe sex intentions*Dale Weston; Thomas Morton; Mark Tarrant*

This research aims to develop a model of behaviour change based upon perspective taking. Results suggest that the relationship between perspective-taking, perceived risk, norms and intentions can depend upon the type of perspective-taking encouraged.

T19:05

Analyzing the differences between two vicarious emotions: Empathy and personal distress*Luis Ocejja; Pilar Carrera; Belén López-Pérez; Eric Stocks; Tamara Ambrona*

Empathy and distress are common emotional responses to perceiving a person in need; however, they are typically believed to be distinct vicarious emotions. Using the Affect Grid, the results of three studies suggest that distress is a highly arousing, negatively valence emotion whereas empathy is a moderately arousing, neutral emotion.

S17 Minority membership: Processes and outcomes of facing inferiority and claiming superiority

Minority membership is analysed in different intergroup contexts. Minorities may face their disadvantage destructively or constructively, but also claim superiority through prototypicality, which can be beneficial on outgroup attitudes.

Organizers: Joana Alexandre; Miriam Rosa

Room: K12

S17:01

Nothing to lose: Why the most disadvantaged opt for more extreme conflict behavior*Elanor Kamans; Russell Spears; Sabine Otten; Ernestine H. Gordijn; Andrew G. Livingstone*

In our research we show that more extreme, conflictual responses are likely when groups are low in both power and status. We argue that is because these groups have nothing to lose by acting in an offensive way.

S17:02

File a discrimination complaint? Ethnic minorities' struggle against inequality by means of the law*Alejandra Alarcon-Henríquez; Assaad Azzi*

We study legal antidiscrimination actions as a function of ideologies and institutional support in relation to theories on collective action. Results show that action engagement is greater with an egalitarian prime and a collectivist type of support.

S17:03

The future belongs to us: Conditions for minorities to claim superiority*Miriam Rosa; Joana Alexandre; Sven Waldzus*

In three studies in a religious and a national context we examined how minorities' perceptions of relative ingroup prototypicality compared to a majority are boosted by their belief in social change, to the point of them claiming superiority.

S17:04

Urban district identity as a common ingroup identity for majority and minority members*Elze G. Ufkes; Sabine Otten; Karen I. van der Zee; Ellen Giebels*

We demonstrate, in the context of multicultural neighbourhoods, that for minority group members, a high level of perceived prototypicality of one's subgroup for the overarching identity may actually have beneficial consequences for outgroup attitudes.

Discussant: Kay Deaux**T20 Contact and prejudice reduction***Chair: Alexandra Hantzi*

Room: 201

T20:01

National difference in reactions to cultural diversity: An experiment on residents' trust in neighbours*Susanne Veit; Ruud Koopmans*

A survey experiment across more or less ethnically diverse localities in Germany, the Netherlands and France (N=6710) examines the effect of priming neighbourhoods' diversity in terms of religious affiliation and ethnicity on trust in neighbours.

T20:02

Attachment styles and intergroup contact: Security promotes positive contact with outgroup members*Giulio Boccato; Elena Trifiletti; Antonio Di Bernardo; Dora Capozza*

Attachment styles as precursors of intergroup contact are proposed. In two studies, contact was assessed explicitly and implicitly. Results confirm that security facilitates positive contact. The discussion proposes the interest of priming security.

T20:03

Examining extended intergroup romantic contact*Jennifer Paterson; Rhiannon Turner; Mark Conner*

Extended contact with an intergroup romantic relationship predicted greater liking and more positive feelings towards an outgroup, despite being perceived to be less satisfying and disapproved of to a greater extent than intragroup relationships.

T20:04

The role of group membership in interpersonal friendships: Comparing same-group and cross-group friendships*Hermann Swart; Miles Hewstone; Rhiannon Turner*

Five studies (U.K., Serbia, and South Africa) compared the quality of same- and cross-group friendships. Same-group friendships scored higher on quality, but cross-group friendships with typical outgroupers impacted on outgroup attitudes.

T20:05

Direct and extended contact effects on outgroup evaluations via intergroup anxiety, subtle and blatant prejudice*Alexandra Hantzi*

Two studies explored direct and extended contact effects on outgroup evaluations. It was shown that anxiety and subtle prejudice mediated the effects of direct while anxiety and blatant prejudice mediated the effects of extended contact on outgroup evaluations.

T21 Decision making I*Chair: Yoel Inbar*

Room: 202

T21:01

The influence of emotions on sequential decision making: Extending the appraisal tendency framework*Virginie Bagueux; Thierry Bollon*

We show that the influence of emotions on decisions is dependent on the certainty dimension, regardless of valence and that in the case of sequential tasks associated with emotional cues, the sampling process leads to reverse classical results.

T21:02

The interactive effect of regulatory focus and information accessibility and diagnosticity on decision-making*Zoi Anagnostidou; Flora Kokkinaki*

The present research shows that the processing strategy followed in memory-based choices (attitude- vs. attribute-based) is determined by individuals' regulatory orientation and the accessibility and diagnosticity of specific attribute information.

T21:03

Cognitive control, goals and decision making*Eefje Rondeel; Rob Holland; Niek Wijngaards; Masja Kempen; Ad Van Knippenberg*

We investigated whether high cognitive control leads to better task performance in terms of specific task goals, such as accuracy or efficiency. Results of three studies support the hypothesis that cognitive control enhances goal attainment.

T21:04

The power of the desired self: The influence of rationality-related perceptions of the self on the use of base rates.*Maria Augustinova; Julie Collange; Bo Rasyid Sanitioso; Serban Musca*

Three studies showed the influence of the desired self perceptions on decision-making, with the result that the use of base rates was mediated by changes in individual's perceptions of their own rationality.

T21:05

Take it easy: A metacognitive account of choice regret*Yoel Inbar; Simona Botti*

We propose that people apply the theory "a rushed choice is a bad choice" when evaluating choice quality. Larger sets are likely to entail a more cursory selection process, a feeling of having rushed, and, therefore, heightened regret.

T22**Stereotype threat***Chair: Silvia Galdi*

Room: K11

T22:01

What happens before taking a test: Does stereotype threat affect test preparation?*Nicole Kronberger; Markus Appel*

Four experiments show that stereotype threat hits long before test-taking by affecting learning activities. Under stereotype threat female learners produce lower quality notes and fail to distinguish relevant from irrelevant information.

T22:02

Exploring different sources of stereotype threat and their implications for motivational consequences*Sarah E Martiny; Kay Deaux*

This work investigates motivational consequences of the activation of negative stereotypes, thereby disentangling different sources threat: 1) a threat to the group members' social identity and 2) a threat based on the targets' evaluative concerns

T22:03

A stereotype threat account of boys' academic underachievement*Bonny Hartley; Robbie Sutton*

Three studies suggest that stereotype threat plays a role in boys' academic underachievement from at least as young as 7-8, and that boys' performance may therefore be improved by designing interventions to counteract stereotype threat.

T22:04

Reducing threat: Consequences of altering self-relevance on stereotype relevant tasks*Rachel Kallen*

Two experiments demonstrate how varying difficulty of test items, and therefore self-relevance for performance, may improve performance for individuals under stereotype threat. Implications and efficient practical applications will be discussed.

T22:05

Young girls show implicit math-gender stereotypical associations in absence of stereotype awareness*Silvia Galdi; Carlo Tomasetto; Mara Cadinu*

Implicit math-gender stereotype can be detected in 6-year-olds girls, long before stereotype awareness, and it was malleable, i.e. stronger in the stereotypical and weaker in the counter-stereotypical condition as compared to the control condition.

S18**Control motivation and social defensiveness**

Recently, the need for control has been identified as a crucial determinant of social defensiveness (e.g., ingroup bias, system justification). Actual findings and competing explanations by different independent research teams will be discussed.

Organizer: Immo Fritsche

Room: K21

S18:01

Evidence for the specificity of motive systems in worldview defense: Distinguishing compensatory control from uncertainty management and terror management processes*Steven Shepherd; Aaron C. Kay*

In the current research, we assess whether or not the effects of personal control threats are distinguishable from the

effects of other threats, and can uniquely predict specific forms of worldview defense.

S18:02

Yes we can: Belief in progress as compensatory control

Bastiaan Rutjens; Frenk van Harreveld; Joop van der Pligt; Marijn H. C. Meijers

Four studies show that belief in human and scientific progress combats perceptions of randomness and is enhanced after a control threat. Discussion focuses on how belief in progress relates to other sources of compensatory control (e.g., religion).

S18:03

“We” has the Power: Evidence for Group-Based Control Restoration

Immo Fritsche; Eva Jonas

Membership in social groups may restore people’s sense of global control when *personal* control is questioned. First systematic evidence for a model of group-based control restoration is presented (e.g., ethnocentric reactions to control threat).

S18:04

Group-based control restoration under conditions of unemployment threat

Eva Jonas; Immo Fritsche; Johannes Klackl

The possibility of non-intended unemployment can threaten people’s global sense of control. Field and laboratory data show that clinging to social ingroups is a viable way to cope with the threat of uncontrollable unemployment.

S18:05

Perceived control qualifies the effects of global threats on punitiveness and prejudice

Katharine H. Greenaway; Winnifred R. Louis; Matthew J. Hornsey; Janelle M. Jones

In four studies we found that lack of control increased social defensiveness when people were threatened by global events like the financial crisis. We present evidence that social defensiveness can serve an individual control-restoration function.

S19

Rebels in groups: Dissent, deviance, difference, and defiance

This symposium brings together contributions to a recently published edited book: “Rebels in Groups: Dissent, deviance, difference and defiance”. The contributions focus on rebellion as a normal and healthy aspect of group life.

Organizers: Jolanda Jetten; Matthew J Hornsey

Room: K22

S19:01

From current state to desired future: How compositional changes affect dissent in groups

Floor Rink; Naomi Ellemers

This contribution discusses the conditions under which a shift in group dynamics—caused by newcomer entry or changes in existing group positions—can have beneficial effects on the level of dissent and innovation in work groups.

S19:02

The dissenter’s dilemma, and a social identity solution: The role of self-regulation in dissent

Dominic J. Packer

The normative conflict model predicts that dissent often requires self-regulation, such that group members must prefer collective interests over personal concerns. Supporting evidence from a series of studies will be presented.

S19:03

Regulating conflicts with a higher status partner: When performance goals matter

Nicolas Sommet; Fabrizio Butera; Céline Darnon

Conflict with a higher status partner may be beneficial, unless individuals are motivated either by performance-approach goals, then resulting in self-confirmation, or by performance-avoidance goals, then resulting in compliance.

S19:04

Reactions to defiant deviants: Deliverance or defensiveness?

Benoît Monin; Kieran O’Connor

Why is defiance alternatively adored or abhorred? Reviewing classic results and our own findings, we propose that defiance is respected when it liberates future actors, but resented when it makes past actors regret their own passivity.

Discussant: Stephen Reicher

S20 The roots of intergroup bias: The minimal group paradigm at age 40

The minimal group paradigm remains a powerful method for understanding the origins of intergroup behavior; we present developmental, behavioral, and psychophysiological research harnessing the unique strengths of this method.
Organizers: Yarrow Dunham, Jay Van Bavel
 Room: K23

S20:01

First encounters: Minimal group effects support the rapid entrenchment of intergroup bias*Yarrow Dunham*

Exploring the development of intergroup bias, I show that children as young as 4 automatically prefer minimal ingroups and preferentially learn positive information about them; these factors plausibly support the entrenchment of bias in adults.

S20:02

On the intragroup origin of positive ingroup regard: Oxytocin and intragroup social-regulation*Lowell Gaertner; Erin O'Mara; Lydia Eckstein Jackson*

Tested is a biosocial model proposing that release of the oxytocin hormone is cued to a sense of ingroupness as part of an evolved intragroup social regulation process that promotes the stability of the group and an individual's membership therein.

S20:03

Minimal group categorization effects on face representation*Kyle G. Ratner; David M. Amodio; New York University*

Does mere categorization affect expectations for how ingroup and outgroup faces look? After minimal group assignment, subjects generated (Study 1) and selected (Study 2) ingroup faces rated by others as more socially desirable than outgroup faces.

S20:04

Self-anchoring and self-stereotyping: Disentangling the two projection processes and investigating their relevance for group identification*Ruth van Veelen; Sabine Otten; Nina Hansen*

How do people identify with groups? We disentangle self-anchoring and self-stereotyping as two distinct routes to identification. We further show that which route most strongly predicts identification depends on the group context.

Discussant: Marilyn Brewer**T23 Conscious thought: A peak beneath the veil***Chair: Dominique Muller*

Room: K16/17

T23:01

Do actual and subjective attitude bases moderate the efficacy of affective and cognitive arguments?*Mario Keer; Bas Van den Putte; Peter Neijens*

This study shows that individuals' subjective attitude base (affective or cognitive) moderates the influence of affective and cognitive persuasion on message judgment, but actual attitude base moderates its influence on attitude and intention change.

T23:02

The complex choices of life, morality and null hypothesis tests: Unconscious thought re-appraised*Tim Rakow; Ben R. Newell*

Thirteen studies examined the claim that unconscious thought is superior to conscious deliberation in complex choice. No significant effects were found, and novel Bayesian methods point to no difference in the efficacy of the two modes of thought.

T23:03

The unconscious can do math*Dominique Muller; François Ric*

Research shows that the unconscious can do many things, but it has been argued it cannot follow (arithmetic) rules. In contrast with this claim, we report two studies showing that people can follow simple arithmetic rules without knowing they do.

S21 The history of social psychology: Are there lessons to be learnt?

Leading experts will talk about the history of their field of expertise and discuss the lessons that can and have been learnt

Organizer: Wolfgang Stroebe

Room: K1

S21:01

Why look back?

Wolfgang Stroebe

Fashions rather than falsification are often the cause of theories being discarded. Historical review of our field might therefore not only help us to avoid rediscovering the wheel, we might also come across valuable insights that have been forgotten.

S21:02

There's nothing new under the sun: A review of research methods in social psychology

William D. Crano

This presentation considers the origins of scientific methods that fostered the development of contemporary social psychology. Controversies that stimulated this progression are considered, as are their effects on the current state of the art.

S21:03

The emergence of a cognitive social psychology: Hits, misses or false alarms?

Denis Hilton

I ask what the «costs» of the experimentalist zeitgeist in cognitive social psychology have been in terms of misses (important research questions that should have been addressed but were not) and «false alarms» (important research efforts that expended effort inefficiently).

S21:04

History of social influence research: The good, the bad, and the ugly

Radmila Prislin

This presentation situates social influence research in the historical context, discusses how recognition of historically-situated theorizing can advance the field, and illustrates the lessons learnt in the recent approaches to social influence.

S21:05

Five Decades of Interdependence Theory

Paul A.M. Van Lange; Niels van Doesum; Joel H.K. Vuolevi; Catrin Finkenauer; Dion A. W. Van Lange

We discuss a historical development of research on interdependence, with a focus on interdependence theory spanning over 50 years of research, to conclude with various illustrations of research that provide evidence relevant to the recent extensions of interdependence theory.

Scientific program

Thursday July 14

09:00 – 10:40

S22 The mental life of social glue - A social-cognition perspective on trust

Trust is a core element of social life. Yet, little is known about its antecedents and consequences. The proposed symposium attempts to fill this gap by looking at what makes people trust another and how doing so shapes thinking and behavior.

Organizers: Thomas Mussweiler; Severine Koch; Alexander Todorov; Yaacov Schul; Pascal Burgmer,
Room: K2

S22:01

Inferences of trustworthiness from faces

Alexander Todorov

Evaluations of trustworthiness are made not only from diagnostic information but also from information with suspect validity such as faces. These initial evaluations are rapidly revised in light of diagnostic behavioral information.

S22:02

Don't trust me: Exposure to untrustworthy faces mobilizes cognitive control

Severine Koch; Rob W. Holland; Maikel Hengstler; Ron Dotsch; Madelijn Strick; Ad van Knippenberg

The present studies investigated whether the perception of untrustworthy or threatening faces leads to the recruitment of cognitive resources. Evidence was found that cognitive control increased linearly with the level of untrustworthiness in faces.

S22:03

Trust moves: Effects of interpersonal trust and distrust on basic approach and avoidance tendencies

Pascal Burgmer; Thomas Mussweiler

Employing a social-cognitive perspective, behavioral consequences of trust and distrust were investigated. Experimental results indicate that priming trust activates approach tendencies, whereas priming distrust activates avoidance tendencies.

S22:04

The cost of trust: Gut reaction versus complex thinking

Yaacov Schul

Trust (as opposed to distrust) might be valuable or costly. We describe several characteristics of thinking style under trust: reliance on gut reaction, willingness to take risk, and actions on the basis of fleeting internal cues. We show how these can have disadvantages for task performance.

S22:05

Suspicious spirits, flexible minds – How distrust enhances creativity and reduces stereotyping

Thomas Mussweiler; Jennifer Mayer; Ann-Christin Posten

We demonstrate that distrust increases the breadth and flexibility of thinking. Participants primed with distrust (vs. trust) activated more remote associates, were more creative and less stereotypic in solving a variety of tasks.

S23 New directions in research on lie detection

The aim of this symposium is to discuss new ideas and empirical findings in the field of lie detection that are directly based on social psychology theories such as dual processing models, theories of automatic processes and decision making in groups.

Organizers: Marc-Andre Reinhard; Anne Maass

Room: K24

S23:01

Why do lie-catchers fail? A lens model meta-analysis of human lie judgments

Maria Hartwig

A meta-analysis of lie judgments using Brunswik's lens model showed that intuitive notions about deception are far less flawed than previously thought. The theoretical and methodological implications of this work will be discussed.

S23:02

Motivated lie detection: The influence of defense motivation on credibility judgments*Tamara Marksteiner; Oliver Dickhäuser*

Two experiments showed that exposure to information inconsistent (vs. consistent) with participants' prior belief on an issue led to more systematic processing of statements and a higher reliance on verbal (vs. nonverbal) cues to deception.

S23:03

The influence of affective states on the process of lie detection*Marc-André Reinhard; Norbert Schwarz*

Three experiments found that participants in a negative (in contrast to positive or neutral) mood achieved higher accuracy in classifying truthful/deceptive messages. Self-reported use of verbal information mediated the effect of mood on accuracy.

S23:04

Lie detection in groups*Dagmar Stahlberg; Michael Diehl; Marc-Andre Reinhard; Martin Scharmach; Ann Seibert*

In our experiment the hypothesis was confirmed that on average real groups achieve higher accuracy in classifying truthful and deceptive messages (63.33%) than individuals (46.50%) or nominal groups (43.33%) who both did not differ from chance.

S23:05

Intending breeds liking: Automatic evaluations discriminate between true and false intentions*Karl Ask; Pär Anders Granhag*

Participants instructed to lie or tell the truth about their intentions implicitly evaluated cues relevant to their reported intention. Significant discrimination was possible due to stronger positivity associated with true (vs. false) intentions.

T24

Conscious and unconscious goal pursuit*Chair: Marieke Adriaanse*

Room: K12

T24:01

Goals at work: Allocation of working memory capacity in nonconscious goal pursuit*Hans Marien; Ran Hassin; Henk Aarts; Ruud Custers*

We examined the role of working memory in nonconscious goal pursuit. Three experiments demonstrate that performance on a working memory task reduces after subliminal goal priming. Thus, working memory resources are allocated to nonconscious goals.

T24:02

The role of automatic attention in goal pursuit: Unintended attention serves goal shielding*Julia Vogt; Jan De Houwer*

Three experiments reveal how automatic attention shields goal pursuit from distractions. During goal pursuit, attention is automatically deployed to goal-relevant information but not to goal-irrelevant yet highly salient and interfering events.

T24:03

How non-conscious affiliation goals affect the two stages of spontaneous impression formation*Jim Uleman; SoYon Rim, Kate E. Min, Tanya L. Chartrand; Donal E. Carlston*

Implicit affiliation goals bias spontaneous (unconscious) impressions. Exp. 1 showed reduced accessibility of non-traits. Exp. 2 showed linking positive (not negative) traits to actors. Exp. 3 showed this bias depends on the goal being unfulfilled.

T24:04

If it's good it must be bad: Effects of temptation strength on perceived healthiness and indulgence*Floor Kroese; Catharine Evers; Denise de Ridder*

Three studies will be presented showing that weak temptations are underestimated and consequently lead to greater indulgence compared to strong temptations.

T24:05

Instant success: Turning temptations into cues for goal-directed behavior*Marieke Adriaanse; Floor Kroese; Catharine Evers; Denise De Ridder*

Temptations trigger goal-directed behavior for successful but not unsuccessful dieters. We show that by forming implementation intentions similar temptation-goal associations can be created in unsuccessful dieters, improving their dieting behavior.

T25 Social inclusion

Chair: Isabel Pinto
Room: 201

T25:01

The role of social identity complexity in intergroup relations

Andrea van Dommelen; Katharina Schmid; Miles Hewstone

This research explored the role of social identity complexity in intergroup relations in a community sample of Turkish-Belgian Muslims, using a card sorting task.

T25:02

The impact of internal motivation to join a group on social identity complexity in newcomers

Christina Matschke

Three studies demonstrate that conflict between existing and new identities decreases identification with new groups. However, high internally motivated newcomers' identification and identity integration suffer less from conflict between identities.

T25:03

Attitudes toward ethnic integrated advertisements

István Siki

A focus group study was conducted to find out attitudes of majority Hungarian and Roma people towards the idea of advertising common household products with Roma persons. If certain conditions are met, the idea is accepted.

T25:04

Exposure to social diversity reduces reliance on heuristic thought and promotes social inclusion

Francesca Prati; Richard J Crisp; Monica Rubini

Does living in multicultural societies affect social cognition and social inclusion? This study showed that thinking about social diversity improves cognitive flexibility and de-biases social judgments about integration in multicultural societies.

T25:05

Reaction to crimes: Punishing in-group deviants strengthens in-group identification

Isabel Pinto; José Marques

In two experiments, individuals reinforced their identification with the in-group when the in-group reacted properly toward deviance. In the absence of group reaction, participants weakened identification with the in-group and with group norms.

T26 Identity and identity motives

Chair: John Haller
Room: 202

T26:01

Defensive and genuine group identification in the face of collective trauma

Aleksandra Cichożka; Agnieszka Golec de Zavala; Mateusz Olechowski

Two studies showed an increase in narcissistic (but not genuine) national identification after collective trauma: a plane crash killing Polish politicians. Third study examined consequences of narcissistic identification for intergroup attitudes.

T26:02

Religion and identity motives

Maria Brambilla; Claudia Manzi; Camillo Regalia; Vivian Vignoles; Maja Becker

Study on a 7-country sample showed that people from European countries define religion as group belonging while others as individual characteristic and that the identity motives that are mainly related to religious identity are self esteem and meaning.

T26:03

The ways we belong: Predictors of 'belonging' in different types of groups

Easterbrook Matt; Vivian Vignoles

We explored bases of perceived belonging in different kinds of groups. Despite some similarities, social relationships and impermeable boundaries were more important in small groups, whereas common goals were more important in social categories.

T26:04

Ethnic and national identities as spurious predictors of psychological well-being among immigrant youth?

Christopher Bratt

Previous research concludes that a strong ethnic identity and a strong national identity are related to improved psychological well-being among minority youth. This research argues and shows that these associations may be spurious.

T26:05

An uncertainty-identity perspective of American political ideology and social justice preferences

John Haller; Michael Hogg

Two studies investigate the relationship between political ideology and social justice preferences using the uncertainty identity framework. Results suggest uncertainty motivates ideological identification and distinguished social justice preference.

S24 New insights into the antecedents and consequences of emotions in intergroup relations

This symposium, by means of different approaches and methods, reveals new insights into the dynamics of emotions in intergroup relations and their antecedents and consequences for group relations.

Organizers: Ana Mateus Figueiredo; Toon Kuppens; Job van der Schalk; Bertjan Doosje; Angela Maitner

Room: K11

S24:01

Chronic group emotions are a measure of affective group identification

Toon Kuppens; Vincent Yzerbyt

Chronic group emotions (measured by asking people how they feel “as a group member”) are an alternative measure of affective identification. Previous evidence that they are (related to) group-based emotions rests on an error in data analysis.

S24:02

Echoing emotions: Convergent and divergent responses to emotional displays of ingroup and outgroup members

Job van der Schalk; Agneta Fischer; Bertjan Doosje

The presented research shows that emotional convergence is stronger in response to emotional displays of ingroup than outgroup members, and that reactions to emotional displays of outgroup members may even be divergent.

S24:03

When your nation has been dishonored: Group-based humiliation in different cultures

Bertjan Doosje; Alba Jasini; Kai Jonas; Gunnhildur Sveinsdóttir

We found that people from honor cultures (Albania and Hong Kong) experienced stronger feelings of group-based humiliation than people from a non-honor culture (the Netherlands) when their nation was dishonored.

S24:04

Outgroup-focused variables and the dynamics of group-based compunction and anger

Ana Figueiredo; Bertjan Doosje; Joaquim Pires Valentim

Two studies analyze the antecedents and consequences of group-based compunction and anger. Outgroup-focused variables influence the experience of the emotions and these, in turn, present distinct consequences for compensation and forgiveness.

S24:05

(Dis)respect and Anger in Intergroup Interactions

Angela Maitner

Two studies investigated how perceived disrespect elicits intergroup anger. Ps learned about disrespectful behaviors, and reported appraisals and emotions. Perceptions of disrespect predicted anger which, in turn, elicited a desire for retribution.

S25 Competing allegiances? The multiplicity of identities in multi-cultural nation-states

Research in six countries, across three continents, investigates individuals' multiple identities within the nation-state.

Ethnic, religious, national, and superordinate identities are shown to have differential implications for intergroup relations.

Organizers: Colin Leach; Jessica Kang; Randi Garcia

Room: K21

S25:01

Reconciling identities: Implications of “American” identity for ethnic minority and majority

Jessica Kang; Randi Garcia; Colin Wayne Leach

We examined American identity (ID), ethnic ID and interethnic orientation across ethnic groups within the U.S. We found that Euro-Americans have stronger ties between American ID, ethnic ID and negative interethnic orientation than ethnic minorities.

S25:02

Superordinate identifications' profile and impact on assimilation and multiculturalism in Russia

Anca Minescu

In a survey of groups living inside and outside their republics of the Russian Federation, we investigated support for assimilation and multiculturalism, moderated by location and type of superordinate identification (i.e. republican or federal).

S25:03

Dual identity as a two edged sword: Identity threat and minority school performance

Gülsele Baysu; Karen Phalet

We examined consequences of identity threat for achievement of minorities with different identity strategies. Minorities with assimilated identity performed best when threat was high, while those with dual identity performed best when threat was low.

S25:04

Conflict construals in majority and minority groups: The role of ethnic and national identities

Rezarta Bilali

Ingroup identification's impact on construals of Turkish-Kurdish conflict is examined. For Turks, ethnic and national identification had parallel effects, whereas for Kurds national identification had an opposing effect to ethnic identification.

Discussant: Maykel Verkuyten

S26

On the effectiveness of intergroup contact: Reintroducing the social context

The aim of this symposium is to reintroduce the social context as a fundamental dimension in intergroup contact research. Five papers demonstrate the importance focusing on different aspects of the social context and using different methodologies.

Organizers: Oliver Christ; Alberto Voci

Room: K22

S26:01

Positive and negative episodes of direct and mediated contact: Differential effects on prejudice

Alberto Voci; Lisa Pagotto

This paper shows that, in the study of the effects of intergroup contact, it is useful to take into account the distinction between positive and negative episodes of contact, for both direct interactions and contact through mass media.

S26:02

Ethnic diversity and intergroup contact: Intra- and intergroup consequences

Katharina Schmid; Miles Hewstone; Ananthi Al Ramiah

Based on data from two general population samples, this paper examines the relationship between macro-level ethnic diversity and intra- and intergroup phenomena. Results show that positive intergroup contact experiences mediate these relationships.

S26:03

Contextual effect of intergroup contact: The role of ingroup norms

Oliver Christ; Ulrich Wagner

Based on data from Germany and Europe, this paper provides evidence for a contextual effect of intergroup contact on intergroup attitudes. Results show that ingroup norms about intergroup relations mediate this contextual effect.

S26:04

The role of the source of extended contact and norms about intergroup friendship on intergroup attitudes

A. Vázquez; Ángel Gómez; Miles Hewstone; Alberto Voci; Linda Tropp

No previous investigation about extended contact has manipulated norms about intergroup friendship. Three experiments explored the effect of the level of extended contact within the ingroup and the outgroup and ingroup and outgroup norms on intergroup orientations.

S26:05

How imagining intergroup contact fosters future contact intentions

Richard J. Crisp; Senel Husnu; Rose Meleady; Sofia Stathi; Rhiannon N. Turner

Simply imagining intergroup contact may help counter contact-based inhibitions and encourage positive engagement with outgroups. This paper presents empirical support delineating two routes through which imagery enhances future contact intentions.

T27

Ideology, certainty, and status quo

Chair: Michael Inzlicht

Room: K23

T27:01

Ideology, fear of death, and death anxiety

Emanuele Castano; Bernhard Leidner; Alain Bonacossa; John Nikkah; Rachel Perrulli; Bettina Spencer; Nicholas Humphrey

Findings from seven studies support the view that Mortality Salience leads to polarization of ideological beliefs, rather than a move toward conservatism, and produce anxiety, rather than fear.

T27:02

A dual-motivational model of punitive attitudes: The effect of RWA and SDO*Monica Gerber*

This paper applies Duckitt's (2009) dual-motivational model to the study of punitive attitudes. RWA and SDO both predicted punitive attitudes, while the effect of psychological needs was found to be mediated through the support for these ideologies.

T27:03

Social reality or political sophistication? Predicting attitudes towards egalitarian and punitive policies*Tiina Likki; Christian Staerklé*

This study explains variations in the relationship between two basic ideological motivations, egalitarianism and authoritarianism. Cross-national results support a social reality model with social status, vulnerability and trust as key predictors.

T27:04

Observing or acting on the status quo: Differences in biased perceptions of others*Emma A Bäck; Torun Lindholm*

Observers favour status quo defenders over challengers. If own status quo position is accounted for, this asymmetry reverses such that challengers show more intergroup biases, independently of numerical status. Effects may be due to perceived threat.

T27:05

The threat of nonsense: Randomness increases ERN amplitude*Alexa Tullett, Michael Inzlicht, Aaron Kay*

When people were told that events happen randomly they had higher ERNs relative to participants who were told that the world is orderly. This suggests that beliefs that enforce the orderliness of the world we live in can shield us from anxiety.

S27**The social cure: Identity, health and well-being**

This symposium brings together several of the contributions to a recently published edited book: *The social cure: Identity, health and well-being*. We focus on the potential for people's health to be enhanced by their membership in social groups.

Organizers: Jolanda Jetten; S. Alexander Haslam

Room: K16/17

S27:01

Every group counts: The benefits of multiple group memberships for self-esteem*Jolanda Jetten; Janelle Jones; Nyla Branscombe; Matthew Hornsey; James Liu*

A program of research is presented showing that belonging to multiple groups enhances self-esteem. Results show that every group that is added to an individual's social network uniquely adds to the extent to which people feel good about themselves.

S27:02

Social integration, group identification, and health*Fabio Sani; Marina Herrera; Maria Elena Magrin; Marta Scignaro; Mhairi Bowe;*

We argue that the degree of group identification (e.g., with one's family) determines the extent to which relationships are curing and beneficial. The results of a cross-national research programme are presented in support of this assumption.

S27:03

Effects of social identity on individuals' health orientation and behavioural intentions*Mark Tarrant; Claire Farrow; Martin Hagger*

Three studies are presented to demonstrate the effect of social identity on health beliefs and intentions. We show how decisions about health are fundamentally tied to how individuals define themselves in terms of their social group memberships.

S27:4

Biological and psychosocial responses to a social identity threat*Kimberly Matheson; Hymie Anisman*

Belonging to social groups contributes to a complex interplay between psychosocial resources and biological processes, and as such can be both a source of resilience and vulnerability to stress-related pathologies emanating from discrimination.

Discussant: S. Alexander Haslam

S28 The role of psychological distance in performance and self-regulation

This symposium will apply the notion of psychological distance to bodily senses and present new insights on its role in performance (e.g., analogical thinking, creative generation) and self-regulation (e.g., obstacles, global-local conflicts).

Organizer: *Janina Marguc*

Room: K1

S28:01

The effect of touching vs. seeing on category width and creative cognition

Ayelet Shpizaizen

Applying construal level theory to the distinction between proximal and distant senses, two studies showed the effect of touching vs. seeing on two characteristics of abstract thinking – category width and creative cognition.

S28:02

The effect of construal level on analogical thinking

Oren Shapira

I suggest that high-level (vs. low-level) construal promotes analogical thinking. Three studies supported this prediction with tasks of analogical mapping (Studies 1-2) and analogical retrieval (Study 3).

S28:03

If stuck, then zoom out? When obstacles increase global processing and psychological distance

Janina Marguc, Jens Förster, Gerben A. van Kleef

We propose that obstacles may lead people to “zoom out” and look at the “big picture”. Supporting this notion, three studies show that when task engagement is high, obstacles increase perceptual scope, conceptual scope, and psychological distance.

S28:04

Mere exposure revisited: The influence of regulatory focus on evaluations of (un)familiar stimuli

Marleen Gillebaart, Jens Förster, Mark Rotteveel

In three studies we explored the effect of regulatory focus on the mere exposure effect. We found that prevention-focused participants showed a mere exposure effect, preferring familiarity, while promotion-focused participants preferred novelty.

S28:05

The effect of social distance on leaving a local maximum and seeking a global maximum

Rotem P. Alony

The present research examined a Construal Level Theory based hypothesis that psychological distance would enhance leaving a local maximum in search of a global maximum. This was supported using a two-dimensional search task in two different studies.

11:10 – 12:50

S29 Thinking is for doing... or not doing: New perspectives on cognition, goals, and self-regulatory behavior

This symposium focuses on when thinking improves or impairs self-regulatory behavior. Counterfactual thinking, action and inaction goals, and action- versus state-orientation are examined within the context of self-regulatory behavior.

Organizer: *Keith Markman*

Room: K2

S29:01

Understanding the relationship between counterfactual thinking and behavioral intentions

Rachel Smallman

Counterfactuals facilitate the formation of behavioral intentions that are task-relevant and effectively regulate behavior when counterfactuals and behavioral intentions focus on specific behaviors. Thus, counterfactuals can improve self-regulation.

S29:02

When do counterfactuals improve performance and when do counterfactuals diminish performance? The moderating roles of task familiarity and counterfactual specificity

Keith Markman; Elizabeth Dyczewski

A series of studies indicate that the performance of novices is improved by the generation of content-specific counterfactuals, whereas the performance of those with greater task familiarity is improved by generating content-general counterfactuals.

S29:03

Pursuing improvement or pursuing protection? Motivational consequences of counterfactual thinking

Maurissa Radakovich; Sean M. McCrea

Counterfactual thinking increases effort and task performance when individuals are motivated by self-improvement, but reduces effort and undermines task performance when individuals are motivated by self-protection concerns.

S29:04

The time for doing is not the time for change: Effects of general action and inaction goals on attitude retrieval and attitude change*Dolores Albarracín*

Because prior attitudes facilitate preparation for an upcoming persuasive message, general action goals were found to facilitate conscious retrieval of prior attitudes and hinder attitude change to a greater extent than general inaction goals.

S29:05

Goal dilemmas: Hanging on or letting go?*Nils B. Jostmann*

A series of studies show that demanding conditions trigger the updating of working memory such that activated goals become aligned with people's motivational preferences: action-oriented individuals hang on more than do state-oriented individuals.

S30 New perspectives on perceptions of self-other similarity

Social projection is a pervasive but poorly understood phenomenon. This symposium unites recent advances on cognitive and motivational factors that moderate projection and, thus, contributes to a better understanding of the phenomenon's origins.

Organizer: Maya Machunsky

Room: K24

S30:01

Going with the flow: Cognitive fluency enhances social projection*Karl-Andrew Wolpin; Vincent Yzerbyt; Olivier Corneille*

People generally project the self to others. We expected people to project more strongly under cognitively fluent compared to non-fluent conditions. Four experiments, manipulating visual fluency and ease-of-retrieval, support this notion.

S30:02

Causal thinking in implicit personality theories: An explanation of pattern projection*Clayton R. Critcher; David Dunning*

This talk explains why people display *egocentric pattern projection*—a tendency to believe that pairs of traits are patterned in others in the way that they are patterned in the self. In so doing, a new type of person representation is identified.

S30:03

Alike and successful: Expectation of success underlies social projection under cooperation*Claudia Toma; Vincent Yzerbyt; Olivier Corneille*

In cooperation people project the self onto the partner. We hypothesize that this effect is driven by people's belief according to which similarity leads to success in cooperation. Six studies support this prediction.

S30:04

Conceptualizing social projection as a motivated process*Maya Machunsky*

Conceptualizing social projection as approach behavior on the social dimension of psychological distance, it is hypothesized that projection varies with target valence and approach motivation. Six studies provide converging evidence for this notion.

S30:05

Approach/avoidance motivations affect perceived self-other similarity and experienced closeness*Ravit Nussinson; Beate Seibt; Michael Häfner; Fritz Strack*

Approach results in greater perceived self-other similarity, behavioral assimilation, a more interdependent self-construal, higher experienced closeness to close others and a greater sense of identification with one's in-group than avoidance.

S31 Rediscovering the social nature of culture: Beyond individual internalisation

Against an individualistic approach, these papers remind us that culture is first and foremost a social phenomenon, treating culture as a contextual level of analysis, as well as focusing on individuals' perceptions of their cultural context.

Organizers: Vivian L. Vignoles; Maja Becker; Ellinor Owe

Room: K12

S31:01

Individualism-collectivism as a dimension of contextual, not individual, differences*Ellinor Owe; Vivian L. Vignoles*

Analyses of data from 19 nations suggest that individualism and collectivism form a coherent cultural syndrome at the national level but not at the individual level, highlighting the need for context-level analyses in the study of culture.

S31:02

Cultural bases of self-esteem: Seeing oneself positively in different cultural contexts

Vivian L. Vignoles; Maja Becker

Participants in 19 nations derived self-esteem from identity aspects most consistent with values of their surrounding culture, irrespective of individual values. This suggests that bases of self-esteem are constructed collectively, not individually.

S31:03

The social function of intersubjective consensus

Ching Wan; Chi-yue Chiu

This research explores the role of intersubjective representations in consumer judgments when the judgments are social in nature. Results have implications for understanding the social function of intersubjective representations.

S31:04

Beyond self-reports and social norms: Societal expectations, morality and culture

Ronald Fischer; Christin-Melanie Vauclair

We review past approaches in studying culture focusing on the values concept. We present empirical evidence from eight different cultures on a promising new approach that measures cultural values by taking into account moral concerns.

T28

Disgust

Chair: Beate Seibt

Room: 201

T28:01

The impact of integral and incidental disgust on social judgment

Audrey Abitan; Silvia Krauth-Gruber

This study examined the impact of incidental and integral disgust on social information processing. Incidental disgust (unrelated to the target) was found to increase the use of heuristic cues only for disgust-arousing targets.

T28:02

Moral certainty: Anger makes me want to know more, disgust makes me want to know less

Nina Powell; Kimberly Quinn; Sarah Beck; Roger Giner-Sorolla

A unique aspect of moral condemnation is that as a third party to a transgression, we often find ourselves judging the actions of others with a high degree of certainty and conviction, and a low degree of insight and knowledge.

T28:03

Washing away your inner critic: How physical cleansing reduces moral identity threat

Florien Cramwinckel; Eric van Dijk; Daan Scheepers; David de Cremer; Marius van Dijke

We investigated reactions to moral refusers by letting 143 participants eat meat, wash their hands or not, and evaluate a moral or non-moral refuser. We show that physical cleansing can reduce the moral identity threat caused by moral refusers.

T28:04

Disgust heightens honor-concerns

Beate Seibt; Cláudia Simão

Disgust is an emotion related to the danger of impurity and contagion. Therefore, disgust should heighten concerns with the purity-related aspects of honor. In one correlational and one experimental study we found support for this assumption.

T29

Reconciliation and prejudice reduction

Chair: Maria-Antoneta Popa-Roch

Room: 202

T29:01

Construal of victimhood and perpetration and its role in reconciliation: A Liberian field-experiment

Agostino Mazziotta; Nicolay Gausel; Friederike Feuchte; Arie Nadler

Subjects in collective perpetrator condition indicated greater willingness to reconcile, compared to subjects in collective victimhood condition. This relationship was mediated by intergroup trust and empathy, as well as the need for acceptance.

T29:02

Tolerance by surprise: Reducing prejudice and promoting egalitarianism via multiple categorization

Milica Vasiljevic; Richard, J. Crisp

Previous research has demonstrated that categorizing groups according to multiple criteria reduces prejudice. This research shows that multiple categorization interventions can also promote generalized tolerance.

T29:03

Describing a group in positive terms reduces prejudice less effectively than describing it in positive and negative terms*Abdelatif Er-Rafiy; Markus Brauer*

Our experiments show that prejudice can be reduced more effectively by insisting on the fact that an out-group is composed of rather heterogeneous members with positive and negative traits than by presenting the out-group in only positive terms.

T29:04

Wanting peace and believing it to be likely: Will that help in the Israeli-Palestinian peace process?*Veronique Eicher*

This study shows that wish for peace predicts Israelis' own attitudes towards Palestinians and attitudes attributed to Palestinians, while likelihood of peace predicts Palestinians' own attitudes towards Israelis and attitudes attributed to Israelis.

T29:05

Effectiveness of dual identity in reducing ingroup favoritism: A matter of group status?*Maria-Antoneta Popa-Roch; Sven Waldzus; Rita Guerra; Beatriz Lloret*

In two studies we show that group status moderates the relation between dual identity, relative ingroup prototypicality and intergroup bias. Interestingly, minority groups were more inclined to claim prototypicality for the common category.

S32 How memory is shaped through social interaction: Effects at the level of information reception and production

The symposium presents research on how memory is shaped in social interaction. The talks identify effects at the level of information reception (observing others, receiving feedback, or listening to others' recall) or information production (audience tuning, verbal self-presentation).

Organizers: Torun Lindholm; Gerald Echterhoff

Room: K11

S32:01

Observation inflation: Social contagion of memory for action performance*Gerald Echterhoff; Isabel Lindner; Matthias Brand; Patrick S.R. Davidson*

Building on theories of interpersonal motor simulation, we found that observation of others' actions produced false memories of self-performance. This effect, referred to as *observation inflation*, represents a novel type of social memory contagion.

S32:02

Effects of expertise and mistrust on socially shared retrieval-induced forgetting and social contagion*William Hirst; Jonathan Koppel; Dana Wohl; Robert Meksin*

In a study examining memory and conversations, social contagion increased when listeners viewed speakers as experts, decreased when listeners mistrusted speakers. The opposite pattern applied for socially shared retrieval-induced forgetting.

S32:03

Audience-tuning effects for visually perceived events: Applications to eyewitness memory*R Kopietz; Echterhoff; J. H Hellmann; A. Memon*

Three studies demonstrate audience-tuning effects on memory for visually perceived behaviors and events. After observing a target's ambiguous behavior the audience's attitude shaped observers' communication about and later recall of the target material.

S32:04

Eyewitness accuracy in conversational interaction: The social compensation effect*Torun Lindholm; Sverker Sikström*

We hypothesized a social compensation effect related to accuracy in eyewitness reports obtained in a conversational setting. Results confirmed differences related to competence and warmth in semantic context of inaccurate vs. accurate memories.

Dicussant: Olivier Klein

S33 Social and biological factors guiding perception and production of the human smile

How do people arrive at an understanding of the smile? Are these processes linked to differences in social development or personality? Why is there cross-cultural misunderstanding of smile meaning? This symposium addresses these compelling questions.

Organizers: Paula Niedenthal

Room: K21

S33:01

The “Duchenne” smile: Signal of a genuine expression in the eye of the perceiver?

Antony Manstead; Eva Krumbhuber

We studied whether judges make use of the Duchenne marker when rating smiles for genuineness and amusement. Duchenne smiles were seen as more genuine and amused, but cues other than the Duchenne marker were used to distinguish these smile types.

S33:02

Are you really happy? Who can tell?

Lucy Johnston

Variability in perceiver sensitivity to genuine and posed smiles will be considered using data from populations with social interaction deficits such as autism, and from eye tracking and fMRI studies.

S33:03

What do angry or dominant smiles look like?

Ursula Hess

The smile is an ubiquitous social signal, which can be used to signal not only happiness, but also other emotions. This presentation discusses the impact of smile morphology on the social signal value of smiles in different social contexts.

S33:04

The role of facial mimicry and beliefs in decoding smile meaning

Paula M. Niedenthal

The role of mimicry in the decoding of facial expression is examined. Our evidence shows that when facial mimicry is inhibited, perceivers judge smile meanings by use of stereotypes. When not inhibited, mimicry takes precedence in judgment.

S33:05

Decoding the Mona Lisa smile: Eye contact triggers embodied simulation of meaning

Magdalena Rychlowska; Leah Zinner; Paula M. Niedenthal

We explore the hypothesis that eye contact has evolved as a sufficient trigger for embodied simulation of smile expressions. Supporting evidence comes from studies using oil paintings as well as photography and several indicators of embodiment.

S34 Advances in value theory and research

This symposium presents advances in value theory and research including children’s values, basic and migration-related value change, processes that lead to value-behavior consistency, and values as enhancing the understanding of achievement goals.

Organizers: Anat Bardi; Liat Levontin

Room: K22

S34:01

Researching children’s values: Integrative conceptions, recent findings, and new directions

Anna K. Döring; Wolfgang Bilsky

We present recent findings on values in middle childhood (6-11 years) as obtained through children’s self-report. Our conceptual framework integrates Schwartz’s (1994) theory with new approaches to the development of children’s motivational goals.

S34:02

Basic processes of value change: A proposed model and evidence of the structure of value change

Anat Bardi; Julie Anne Lee; Nadi Hofmann-Towfigh; Geoffrey Soutar

A model of value change is presented with evidence for the structure of value change, from four longitudinal studies that vary in country, life context, and value measures, as well as evidence that values change as a function of life-changing events.

S34:03

Does immigration polarize values? A two year longitudinal study on value change in a sample of Ingrian-Finn immigrants

Jan-Erik Lönnqvist; Inga-Jasinskaja-Lahti; Markku Verkasalo

Ingrian-Finn immigrants (N = 153) from Russia to Finland completed a measure of personal values before and after immigration (two year gap). Mean-level changes in value importance were rather uniform, and suggested that migration may polarize values.

S34:04

Effects of value instantiation*Gregory R. Maio; Ulrike Hahn; John-Mark Frost; Wing-yeung Cheung*

Across several experiments, participants who were asked to think about a typical instantiation of a value (e.g., equality) subsequently behaved in line with the value more than participants who contemplated an atypical instantiation of the value.

S34:05

Values theory as a spotlight: Achievement goals theory in a new light*Liat Levontin*

Relations between achievement goals and values are presented. Values fortify the meaning of mastery and performance-avoidance goals, offer new meaning for performance-approach goal and are used to introduce Amity goal, a self-transcendence based goal.

S35**Intergroup emotions: New directions and old challenges**

This symposium on intergroup emotions deals with the mobilization of emotions in political speeches, intergroup emotions in contact settings, Self- and Other-intergroup anxiety, Essence and Image Shame, and intergroup embarrassment.

Organizers: Katy Greenland; Miriam Koschate; Anja Eller

Room: K23

S35:01

Apologising for historical injustice: Emotion, truth, and identity in political discourse*Martha Augoustinos; Brienne Hastie*

This paper examines the mobilisation of emotion and social identity categories by Prime Minister Rudd in his apology to Indigenous people for historical injustice. Implications for social identity, truth, and history are discussed.

S35:02

A longitudinal test of mediation effects of emotions, cognitions and behavior in German-Polish music encounters*Dieta Kuchenbrandt; Rolf van Dick*

The present study tested the processes that underlie the contact-attitude relationship and is based on a longitudinal investigation of German-Polish music encounters. Emotions towards the out-group turned out to be the most important and most stable mediator.

S35:03

Intergroup anxiety from the self and other: Evidence from self-report, physiological effects, and real interactions*Katy Greenland; Dimitrios Xenias; Greg Maio*

We distinguish self-anxiety (anxiety over thinking/doing something that is prejudiced) and other-anxiety (anxiety that the other might do something to you) and demonstrate how these two constructs can have different effects in intergroup encounters.

S35:04

Two forms of shame differentially predict pro-social and anti-social responses to ingroup wrongdoing*Jesse Allpress; Rupert Brown*

This research shows that shame may have both anti-social and pro-social motivational effects. The beneficial (and harmful) effect of different self-affirmations on these emotions is investigated.

S35:05

Embarrassment depends on who you have in mind*Miriam Koschate; Anja Eller*

We show that merely priming a specific audience leads to more embarrassment in unrelated scenarios in which audience-specific norms are violated. Which audience elicits more embarrassment seems to depend on relative status and normative content.

T30**Money, warmth, and language: Antecedents and consequences of processing styles***Chair: Michaela Waenke*

Room: K16/17

T30:01

Money means global*Michaela Waenke; Jochim Hansen; Florian Kutzner*

Four studies show that priming the concept of money instigates a more global processing mode. Accordingly, priming the concept of money also elicits a neglecting of feasible features (Exp. 5) and increased assimilation effects (Exp. 6) in judgments.

T30:02

Raising the bar: How decision reversibility affects regulatory focus

Lottie Bullens; Frenk van Harreveld; Jens Förster

This research links decision reversibility to regulatory focus theory and shows that reversible decision-making yields a prevention focus and results in vigilant behavior. The role of perceived responsibility to make an optimal choice is discussed.

T30:03

Breaking the ice: The influence of warmth on social comparison

Janina Steinmetz; Thomas Mussweiler

Warmth fosters notions of social proximity. Thus, we expect and show that warmth increases similarity perception. Two further studies point out that warmth, but not cold, leads to assimilation of perceived own physical strength to others' strength.

T30:04

Beyond meaning: The meta-semantic effects of language on semantic priming

Yana R Avramova; Diederik A. Stapel

Abstract language (e.g., adjectives) elicits a global perceptual focus, thus leading to assimilation, whereas concrete language (e.g., action verbs) elicits a local focus, thus leading to contrast, in subsequent judgment and behavior.

T30:05

Seeing the forest from left to right: How construal level affects the Spatial Agency Bias

Mauro Giacomantonio; Caterin Suitner

The present work examines whether the use of the spatial agency bias, a mental schema used to represent social interactions, is promoted by high construal level.

S36 Self-regulatory focus and intra-group dynamics

The current symposium provides an overview of state of the art research applying regulatory focus theory to study a variety of group phenomena covering the entire group process from social influence to power, deviancy, and group commitment.

Organizer: Daan Scheepers

Room: K1

S36:01

Social influence and regulatory orientations: When individuals rely on others to seek pleasure

Arnd Florack; Malte Friese; Marcella Ramelli

We hypothesized that individuals in a prevention focus are more susceptible to social influence than individuals in a promotion focus. The results of 5 experiments with different manipulations and dependent measures support this hypothesis.

S36:02

The impact of conceptualization of social power on its attraction

Kai Sassenberg; Naomi Ellemers; Daan Scheepers

Four experiments testing the impact of the conceptualization of social power as opportunity or responsibility and a potential moderation by individuals' standards and regulatory focus on the attraction of power are reported.

S36:03

Regulatory fit and group processes

John Levine; Kira Alexander; E. Tory Higgins

Regulatory fit theory, which has proven useful for explaining individuals' thoughts, feelings, and behaviors, is also applicable to groups and organizations. This presentation reports recent research applying the theory to small group processes.

S36:04

The mobilization of morality: How Morality (vs. Competence) evaluations engage group members

Romy van der Lee; Naomi Ellemers; Daan Scheepers

Morality plays a central role in social identification. Three experiments addressed the effects of intragroup morality vs. competence evaluations on group members' regulatory focus. Results showed that a morality is more engaging than competence.

S36:05

Social commitment revisited: Value from fit

E. Tory Higgins

I will present a new theory which proposes that strength of engagement contributes to value as revealed in preferences and choices, and will present evidence of the impact of regulatory fit in social relationships.

12:50 – 14:30 Lunch

12:50 – 13:50 Chance to speak to poster authors
Room: Main Hall

13:30 – 14:15 Round-table lunch discussion on ‘Academic careers’ chaired by Paula Niedenthal
Room: K12

14:30 – 15:50

S37 Re-thinking positivity: New perspectives on the causes, functions, and consequences of positive emotions

This presents cutting-edge research from both new and established researchers that challenges our current conceptions of the causes, functions, and consequences of positive moods and emotions.

Organizer: Claire Ashton-James

Room: K2

S37:01

Money giveth, money taketh way: Wealth undermines savoring ability

Elizabeth W. Dunn; Jordi Quoidbach; K.V. Petrides; Moira Mikolajczak

We provide the first evidence that money impairs the ability to savor everyday pleasures. Wealthier individuals reported lower savoring ability. Also, experimentally exposing participants to a reminder of wealth produced the same deleterious effect.

S37:02

The functions of distinct positive emotions in social life

Sara Algoe

This research highlights the unique social functions of distinct positive emotions in ongoing relationships. Results distinguish admiration, gratitude, and moral elevation from joy or amusement on appraisals and social motives and behaviors.

S37:03

Positive affect validates accessible cognitive inclinations

Gerald L. Clore; Marie Henneck

A range of experimental findings are presented in support of the notion that positive and negative affective reactions simply serve as “go” or “stop” signs for whatever inclinations or processing styles are most accessible at the time.

S37:04

Affect and social fluency: Positive affect facilitates automatic processes of social adjustment

Claire E. Ashton-James

Experimental evidence shows that social fluency, or the extent to which social interactions are conducted with ease, predicts the enjoyment and memorability of social interactions, and leads to stronger social bonds between interaction participants.

T31 Self-categorization

Chair: Michael Platow

Room: K24

T31:01

Group processes and children’s responses to bullying

Sian Jones; Antony Manstead; Andrew Livingstone

We report research examining the effects of group membership, group norms, and ingroup identification on children’s responses to bullying. Our results show the importance of group processes in children’s engagement in and resistance to bullying.

T31:02

Women get the health message, but not from men: A self-categorization analysis of eating behavior

Tegan Cruwys; Michael J Platow; Elizabeth Rieger; Don Byrne

An experiment informed by self-categorization theory demonstrated that women are more likely to be persuaded to eat healthily by other women, not by men. Personal attitudes only predicted behavior among low-identifiers with the gender category.

T31:03

Overcoming identity: Undermining group-based motivation through self-personalization

Nathan Arbuckle

Depersonalization is said to be a cause of ingroup favoritism, although recent research has cast doubt on this. We find that construing oneself at the personal level decreases ingroup favoritism, supporting the self-categorization account.

T31:04

Perceived social interdependence as the outcome of self categorization

Michael Platow; Diana Grace; Michael Smithson

We present evidence consistent with the proposal that social self-categorization can produce perceived interdependence. Perceived interdependence emerged under minimal social categorization but not when personal identity was made salient.

T32

Decision making II

Chair: Susanne Leder

Room: K12

T32:01

Complex collective identity - a potential solution to the dilemma of heterogeneous teams

Anne Bachmann

I propose that heterogeneous teams who develop a complex collective identity are more effective in solving complex tasks and suffer less group failures than heterogeneous teams without it. An experimental examination supports the proposition.

T32:02

The magic of tacit coordination: Can skill break the spell?

Anna Dorfman; Yoella Bereby-Meyer; Simone Moran

Successful coordination depends on the ability to predict others' decisions. Two experiments explored the effect of feeling skillful on coordination. When outcomes are contingent on skill, high skilled decision makers fail to coordinate.

T32:03

Trusting you trusting me: Recursive vs. generalised trust in the stag hunt/assurance game

Fredrik Jansson; Kimmo Eriksson

We conducted experiments on a coordination game commonly described as a trust problem, showing that the game is about trust only in an indirect and recursive way, such that beliefs about trust are more important than actual trust.

T32:04

Regulatory focus and the anticipation of regret: When distinct aspects of a decision are regretted

Susanne Leder; Arnd Florack; Johannes Keller

Three studies showed that, when regret is salient before a decision, a promotion focus elicits stronger regret for absent positive aspects and unfulfilled maximal goals, a prevention focus for present negative aspects and unfulfilled minimal goals.

T33

Psychological Distance

Chair: Natalie Wyer

Room: 201

T33:01

The relation between psychological distance and feeling of uncertainty

Tina Langer; Jessica Duesing; Eva Walther

Two studies found evidence for the assumption that psychological distance is not only accompanied by but also leads to a feeling of uncertainty. The implications of this distance-uncertainty link for Construal Level Theory are discussed.

T33:02

When distance pays off: Abstract construal level helps spending prediction accuracy

Johanna Peetz; Roger Buehler

Self-predictions tend to be optimistically biased. We discuss how temporal distance affects the use of cognitive prediction strategies and show that distance can increase prediction accuracy through greater consideration of past experiences.

T33:03

Posture of obedience: Standing at attention influences psychological distance*Michal Parzuchowski; Olga Bialobrzeska*

We present evidence that the relation between obedience and social distance can, at least partially, be embodied. Unobtrusive manipulation of body posture primed participants with the abstract construct of being obedient.

T33:04

Time, construal, and memory for social encounters*Natalie Wyer; Jean Roper; Sabine Pahl; Tim Perfect*

Social encounters are complex and include visual/auditory information, inferences of motives/dispositions, and physical environments. We discuss how temporal distance affects how we remember various aspects of such encounters.

T34 Relationship processes among newly weds*Chair: Gregory Webster*

Room: 202

T34:01

Relational consequences of compulsive internet use: A longitudinal study among newlyweds*Linda Muusses; Peter Kerkhof; Catrin Finkenauer*

We examined how compulsive internet use and marital well-being are related, in a two-wave prospective study. Results suggest that compulsive internet use predicts marital well-being, and that this is a within rather than a cross partner effect.

T34:02

Positive illusions in couple relationship: Relational and family antecedents and links with well-being*Miriam Parise; Raffaella Iafra; Claudia Manzi; Vivian Vignoles*

Positive illusions are a key element of couple relationships. A cross-sectional and a longitudinal study explored the factors that may influence the development of couple positive illusions and their links with relational and individual well-being.

T34:03

The child as a relationship intensifier: How the transition to parenthood affects close relationships*Hagar ter Kuile; Esther Kluwer; Catrin Finkenauer; Tanja van der Lippe*

Results of a 4-wave longitudinal study suggests that the transition to parenthood strengthens the relationship among couples with pre-birth resources and weakens the relationship among couples with pre-birth vulnerabilities.

T34:04

From the bedroom to the altar and beyond: Romantic couples' sociosexuality and relationship functioning*Gregory Webster; Jean-Philippe Laurenceau; C. Veronica Smith; Amanda Mahaffey; Angela Bryan*

We examined links between sociosexuality and relationship functioning (commitment, divorce beliefs, relationship dissolution, and sexual and relationship satisfaction) in 420 couples (62 dating, 238 engaged, and 120 newlywed over three time points).

S38 Creativity and innovation in groups and teams: A dynamic perspective

We explore a dynamic approach to group creativity and innovation. The talks show that creativity is affected by previous and anticipated future group activities, and that specific stages of the innovation process are affected by different factors

Organizers: Eric Rietzschel; Bernard Nijstad

Room: K11

S38:01

Generating categories and combining ideas: Enhancing the collaborative ideation process?*Paul B. Paulus, Nicholas W. Kohn, Ajeeta Deuja, and YunHee Choi*

Two studies examined the process of building on previously generated ideas and the impact of generating categories before idea generation. These experiences differentially affected individuals and groups and highlight the importance of different phases of the group creative process.

S38:02

Idea generation and the anticipation of idea selection*Jack A. Goncalo; Verena Krause*

We investigate how the mere anticipation of idea selection can influence group creativity. The results show that the prospect of idea selection can stimulate idea generation depending on whether the group norm is individualistic or collectivistic.

S38:03

Collective regulatory focus predicts specific aspects of team innovation*Eric F. Rietzschel*

In a study among 33 organizational teams, it was found that collective regulatory focus predicted team innovation, but only idea generation and idea promotion; idea implementation was not related to collective focus.

S38:04

Minority dissent and radical innovation in top management teams

Bernard A. Nijstad; Carsten K. W. De Dreu

In a study among 36 top management teams it was found that minority dissent stimulated innovation, but that innovations were more radical in psychologically safe teams. Transformational leadership influenced innovation because it created safety.

T35 Embodied cognition, mimicry and spatial grounding I

Chair: Mark Rotteveel

Room: K21

T35:01

Watching is for doing: The influence of observed body movements on drinking behavior

Oliver Genschow; Michaela Wänke; Arnd Florack

In 4 studies, we showed that mimicking motor actions can transfer to behaviors with different purposes. Watching arm flexion—a movement similar to a drinking movement—led to more drink intake than arm extension.

T35:02

The auditory distribution of political positions

Ana Rita Farias; Margarida V. Garrido; Gün R. Semin; Catarina Azevedo

We investigate the spatial representation of left-right political abstract concepts. Using an auditory disambiguation task we show that the spatial representation of conservative and liberal political concepts extends to the auditory modality.

T35:03

The unbearable heaviness of sin

Slawuta Patrycja; Emanuele Castano

This research shows that certain psychological states—here specifically regret/guilt (or having a “heavy heart”)—has distinctly physical manifestations through significantly higher estimates of weight of objects associated with this state.

T35:04

Looking at the bright side: The affective monitoring of direction

Mark Rotteveel; R. Hans Phaf

We studied affective monitoring of arrows inducing attentional shifts. Arrows pointing to the right evoked positive affect and speeded approach action, whereas arrows pointing to the left evoked negative affect and facilitated avoidance action.

S39 Echoes of the past: Integrating historical frameworks and models of intergroup relations

This symposium aims to engage in a discussion about how to include history in our models of intergroup relations. We bring together an international group of intergroup relations researchers who conceptualize history in different and creative ways.

Organizers: Ruth Dittmann; Valerie Purdie-Vaughns

Room: K22

S39:01

Acceptance of collective moral responsibility as a predictor of Intergroup reconciliation

Sabina Čehajić-Clancy

In this presentation I will argue that coming to terms with the past marked by massive human rights violations through acceptance of collective (moral) responsibility is a key process towards restoration of damaged intergroup relations.

S39:02

Effects of group past trauma on current intergroup conflicts

Yechiel Klar; Noa Schori; Sonia Roccas

Collective memory of past traumas plays an important role in shaping group identity. We describe two outcomes: *Perpetual In-group Victimhood Orientation (PIVO)* and *Fear of Victimization (FOV)* and their effects on group-based-guilt and tolerance of damage to the contemporary out-group.

S39:03

Viewing intergroup relations as a zero-sum game polarizes groups' perceptions of historical change

Richard Eibach

In a series of experimental studies we test the hypothesis that White Americans generally perceive greater change in equality between Whites and ethnic minorities than minorities perceive because they view the gains of minorities as entailing losses for Whites.

S39:04

History divides: Increasing White's involvement with the history of race relations in the United States

Ruth Dittmann

We demonstrate that expressing an intrinsic motive to restore a disrupted relationship increases White American's comfort with history and race. Expressing this motive bridges the divide in how Whites and African-Americans engage with the past.

S40 Color effects in social settings

This symposium brings together four research presentations on new and exciting developments in the emerging field of color psychology. They show that the meaning and consequences of colors vary depending on the context in which it is presented.

Organizer: *Femke Ten Velden; Matthijs Baas*

Room: K23

S40:01

Seeing red and folding in poker: How red enhances avoidance behavior in competitive interactions

Femke S. Ten Velden; Matthijs Baas; Shaul Shalvi; Paul. T. Y. Preenen;

Carsten K. W. De Dreu

Four experiments show that in competitive interactions, displays of red (as opposed to white or blue) signal threat, cause people to feel intimidated, and lead to more withdrawal tendencies, rather than to less aggressive approach.

S40:02

What color should I wear? Perceptions of others based on the color of their clothing

Barbora Nevicka; Femke S. Ten Velden; Bianca Beersma; Matthijs Baas

Two studies show that males wearing red are perceived more dominant and powerful than when wearing blue or grey. This effect is reversed for females. Red is also salient in forming positive impressions of leadership effectiveness in a crisis.

S40:03

Color effects in achievement settings

Stephanie Lichtenfeld; Markus A. Maier; Andrew J. Elliot

Two studies show that effects of different colors on task performance depend on the nature of the task. For tasks which require a detail-oriented focus the color red is beneficial, whereas the color green is fostering performance on creativity tasks.

S41 Representations of the ingroup and intergroup relations

This symposium will address representations of the ingroup and its consequences. We will discuss representations that emphasize the group's exaggerated greatness, the temporal dimension of the group representations, and its heterogeneity.

Organizers: *Sonia Roccas; Michael Wohl*

Room: K16/17

S41:01

Collective narcissism, genuine in-group love and out-group negativity

Agnieszka Golec de Zavala

Narcissistic idealization of an in-group predicts sensitivity to in-group's image threat and retaliatory intergroup hostility. Negative evaluation of an in-group increases collective narcissism and may result in intergroup tensions.

S41:02

For the sake of the eternal group: Perceiving the group as a Trans-Generational Entity, endurance of ingroup sacrifice and derogation of ingroup deviants

D. T. Kahn; Y. Klar

The paper suggests that perceiving the group as a Trans-Generational Entity (TGE) is related to willingness to endure ingroup suffering and sacrifice and further, that perceiving the group as a TGE is related to derogation of deviant ingroup members.

S41:03

When ingroup representation focuses on existential vulnerability: The effect of collective angst on intra- and intergroup relations

Michael J. A. Wohl

Collective angst refers to concern for the ingroup's survival. In this presentation, studies are reported that examine the antecedents of collective angst as well as its pro- and anti-social consequences.

S41:04

Group heterogeneity and tolerance: The moderating role of conservation values

Sonia Roccas

Experimentally manipulating the saliency of the heterogeneity of one's society has opposing effects on tolerance, depending on the importance of values emphasizing the maintenance of the status quo.

S42 Toward an integrative understanding of both antecedents and consequences of collective action

This symposium showcases new insights and perspectives in theory and research on the antecedents and consequences of collective action against collective disadvantage.

Organizers: Martijn Van Zomeren; Maarten Zaal

Room: K1

S42:01

Responses to disadvantage: Identity, emotion and belief as markers of collective action strategies

Emma Thomas; Craig McGarty; Ken Mavor

Collective action takes many different forms. To better understand those forms we need to understand the differing patterns of social identity, emotion and belief that are normatively connected to or aligned with relevant action strategies.

S42:02

Self-promotion: How regulatory focus affects the choice between individual and collective action in token systems

Maarten Zaal; Colette Van Laar; Tomas Ståhl; Naomi Ellemers; Belle Derks

Two studies are reported investigating the role of regulatory focus in the choice between individual and collective action in token systems. The results highlight the benefits of adopting a prevention focus by members of low status groups in token systems.

S42:03

The personal well-being costs of responding to discrimination among those perceiving pervasive discrimination

Mindi D. Foster

Two studies assess how acting against discrimination affects well-being. First, public action led to less negative mood than a control group. Second, a diary study showed that indirect and educational confrontations decreased well-being while angered confrontation increased well-being.

S42:04

Collective action evokes apathy and resistance from outside and within the disadvantaged group

Winnifred R. Louis; Joanne R. Smith; Kathleen D. Vohs; Jessica Beaton; Jack Leggett

This talk reviews relevant theory and summarises 9 empirical studies examining outcomes of collective action. Null and backlash effects prevail. Even among highly identified disadvantaged group members, reactance dominates over mobilisation.

Discussant: Martijn van Zomeren

16:20 – 18:00

S43 Intergroup negotiation

Intergroup negotiation is a quite neglected field, despite being on the cross-road of group processes, intergroup relations and conflict management. This symposium treats the interplay of intra- and intergroup dynamics in representative negotiation.

Organizers: Wolfgang Steinel

Room: K2

S43:01

The best means to an end: Influence of ingroup's negotiation goals on representative selection

Cátia P. Teixeira; Stéphanie Demoulin; Vincent Y. Yzerbyt

We show that when negotiations are purely instrumental individuals prefer pro-outgroup deviants as representatives. In contrast, when negotiations are identity-related, group members increase their preference for normative and pro-ingroup deviants.

S43:02

When doves fly higher than hawks: The effects of varying constituencies on representative negotiation

Hillie Aaldering; Carsten K. W. De Dreu

This experiment shows that in a representative negotiation with integrative potential, highest outcomes are reached when the majority of the constituency is dovish and the hawkish minority has low status. Explanations for this effect are discussed.

S43:03

Allies and weak links: How negotiators deal with minorities in an opponent's constituency

Wolfgang Steinel; Carsten K. W. De Dreu

In two experiments, prosocial negotiators became more lenient with counterparts who represented constituencies with a dovish minority. Proself negotiators, however, exploited this weak link, especially when unanimity rule made the minority powerful.

S43:04

Third-party intervention in intergroup negotiations

David D. Loschelder; Roman Trötschel

This talk addresses third-party intervention as a means to overcome the impairments of an intergroup negotiation context. Data from two studies are discussed with respect to future research on intergroup negotiation and third-party intervention.

Discussant: Carsten de Dreu

S44 Inspiration and perspiration in creativity

Five research presentations shed light on the question whether creativity mostly depends on inspiration or hard work and systematic thought. They show that inspiration and perspiration play different and complementary roles in the creative process.

Organizers: Matthijs Baas; Marieke Roskes

Room: K24

S44:01

A moveable feast: How transformational cross-cultural experiences facilitate creativity

William W. Maddux; Adam D. Galinsky

We present a number of correlational and experimental studies demonstrating that transformational cross-cultural experiences (such as living abroad and adapting to a foreign country) facilitate creativity, innovation, and professional success.

S44:02

Creativity and diversity: A social categorization perspective

Malgorzata Gocłowska; Richard J. Crisp

Social diversity, defined as counter-stereotypical categorizations, has an initially detrimental impact on creative performance, but boosts creativity in individuals who have developed a more flexible cognitive orientation.

S44:03

Overcoming the cognitive costs of creativity: When avoidance stimulates originality and insight

Marieke Roskes; Carsten K. W. De Dreu; Bernard A. Nijstad

When creativity is not functional, approach orientation leads to more creativity than avoidance orientation. When it is functional, both stimulate creativity: approach orientation through flexible thinking and avoidance orientation through effort.

S44:04

When prevention promotes creativity: The role of activation, regulatory focus and regulatory closure

Matthijs Baas; Carsten K. W. De Dreu; Bernard A. Nijstad

We present several studies demonstrating that promotion and prevention states that activate the individual promote creativity – promotion through flexible processing of information and prevention through hard work and persistence.

S44:05

Inspiration and perspiration in the writing process

Todd M. Thrash; Laura A. Maruskin

We present three studies demonstrating that inspiration and perspiration play different and complementary roles in the writing process. Inspiration predicts creativity and productivity, whereas effort predicts technical aspects of creative writing.

S45 Exploring the human-animal divide: Seeing humans as animals and animals as humans

This symposium explores the psychological line between humans and animals, drawing together research on the costs, benefits, motivations and functionality involved in attributing and denying humanity and animality to other humans, animals or things.

Organizer: Brock Bastian

Room: K12

S45:01

The human side of nature

Adam Waytz

This research tests a theory of why people anthropomorphize, demonstrates that factors influencing anthropomorphism can conversely influence dehumanization, and shows how “seeing human” is fundamental to psychological functioning in everyday life.

S45:02

Resolving the meat paradox: Cognitive and motivational processes in animal perception

Steve Loughnan; Boyka Bratanova

People love animals and meat. Two studies examine motivational and cognitive explanations of this paradox. Study 1 shows that people suppress concern for animals when eating meat, Study 2 that categorising an animal as food reduces moral concern.

S45:03

Pathways to speciesism: Denial of mind and animalization of humanity

Brock Bastian; Steve Loughnan; Kimberely Costello; Gordon Hodson; Nick Haslam

Using animals for food, research or entertainment requires suppressing animal-welfare concerns. This can be achieved in two-ways: denying animal-minds reduces their moral status, while likening humans to animals evaporates our moral responsibility.

S45:04

These people are savages: Animality as a dimension of stereotype content

Nick Haslam

Animality is a dimension that may be relevant to stereotypes of people seen as primitive or natural. Four studies show that animality captures stereotypes of indigenous and lower-class people independent of established stereotype content dimensions.

S45:05

Defensive dehumanization in the medical practice: The effects of humanizing patients' suffering on physicians' burnout

Jeroen Vaes; Martina Muratore

In two studies the role of humanizing patient suffering in predicting physicians' burnout is investigated with the aim to define the conditions under which defensive dehumanization in the medical practice becomes functional for their wellbeing.

S46

Exploring the question-behavior effect: Examination of effects, mechanisms and moderators

Leading European and North American researchers working on the Question-Behavior Effect (QBE) present the latest findings in this area. Presentations focus on novel demonstrations of the QBE and insights into mechanisms and moderators of the effect.

Organizers: Mark Conner; Paschal Sheeran

Room: 201

S46:01

Which survey questions change behavior? Randomized controlled trial of question-behavior interventions

Gaston Godin, Paschal Scheeran

This study manipulated the type of intention and anticipated regret, and assessed effects on blood donation over one year. Findings showed that questions about implementation intentions but not behavioral intentions increased donation behavior.

S46:02

Question-behavior effects for anticipated regret plus intention questions

Mark Conner; Tracy Sandberg

Study 1 on cervical screening demonstrates that a Question-Behavior Effect for intentions is increased when also measuring anticipated regret. Study 2 on exercise shows this effect to occur only when regret questions precede intention questions.

S46:03

The interplay of behavior prediction and personal norms

Pierre Chandon; Vicki G. Morwitz; Ronn J. Smith; Eric R. Spangenberg; David E. Sprott

Does being asked about future behavior change whether people repeat their past behavior? We find behavior prediction strengthens behavior repetition when personal norms about the behavior are weak, but disrupts it when personal norms are strong.

S46:04

Intention superiority as a mechanism of the question-behavior effect

Anneleen Van Kerckhoven; Maggie Geuens; Iris Vermeir

Relying on dynamic processes that characterize intention-related concepts in memory, we propose an intention superiority account for the question-behavior effect. We show the action of these processes and how they uniquely affect subsequent behavior.

Discussant: Marco Perugini

T36

Embodied cognition, mimicry, and spatial grounding II

Chair: Francesco Foroni

Room: 202

T36:01

Spatial bias: The surprising case of left-handers as evidence for an embodied interpretation

Suitner Caterina; Anne Maass; Kumar Serena

A different spatial bias between right- and left-handers in a drawing task but not in a perception task shows that the bias is directly related to the effort implied in writing and reading movements.

T36:02

Sizing opportunity: Perceived size of goal relevant objects depends on goal-congruence*Chantal den Daas; Michael Häfner; John de Wit*

Three studies supported the idea that goal relevant object size is perceived in the most rewarding way. Objects can be estimated as bigger, when bigger is better (goal achievement wise), but also as smaller, when smaller is more goal facilitating.

T36:03

Faking the GNAT: Producing stereotype consistent and inconsistent gender-role implicit associations*Leah Kaufmann; Nick Haslam*

The current study examined the fakeability of the Go/No Go Association Task (GNAT; Nosek & Banaji, 2001). Findings demonstrate the GNAT is not wholly impervious to faking. However, without GNAT experience, faking attempts are unsuccessful.

T36:04

Embodied conditioning: Head nodding reduces implicit prejudice*Annemarie Wennekers; Rob Holland; Daniël Wigboldus; Ad Van Knippenberg*

We present one study showing that a relatively short head nodding training can reduce implicit prejudice. The findings extend research showing lower prejudice after an extensive approach arm movement training.

T36:05

Differences between IAT and PRIMING: Gaining insights from an embodiment perspective*Francesco Foroni; Gün Semin*

Adopting an embodied perspective 3 experiments compare priming and IAT paradigm. Attitudes towards social groups, as measured by priming, are driven by bodily processes. Associations driving the IAT are, instead, not embodied or affectively grounded.

S47**A new look at cognitive approaches to stereotype formation and illusory correlation**

This symposium draws together experts in social and cognitive psychology to re-examine the mental processes underlying the formation of stereotypes and illusory correlations.

Organizers: Klaus Fiedler; Denis Hilton

Room: K11

S47:01

Why minority stereotypes are stronger than majority stereotypes and Barack Obama is black*Jeff Sherman*

In this talk I will describe research showing that a simple category learning model can account for stereotype formation via both category accentuation and illusory correlation, and can also account for hypodescent in social categorization.

S47:02

Predictable prejudice: An associative bias in evaluative stereotype formation*Mike Le Pelley; Russell Spears; Guglielmo Calvini*

We demonstrate that biases in explicit and implicit stereotype formation arise as a result of learned differences in the extent to which social groups have previously been predictive of behavioural or physical properties.

S47:03

Behavioural and neural evidence for an associative account of stereotype formation*Robin Murphy; Mike Le Pelley; Hugo Spiers*

Using Hamilton & Gifford's original procedure for the illusory correlation effect, experiments tested an associative learning account for the illusory correlation effect comparing judgments with a corresponding fMRI neural signature.

S47:04

Illusory correlation between word pairs: Perception or construction?*Craig R. M. McKenzie; Marta Gozzi*

Illusory correlation between word pairs is not the result of "seeing" a relation when presented with a series. Indeed, participants were unable to glean much information at all and instead make guesses about what was probably presented to them.

S47:05

Illusory "correlations" without correlations: A new look on an old phenomenon*Florian Kutzner; Klaus Fiedler*

We propose a pseudocontingency (PC) account to frequency based ICs that explains ICs without joint observations of group and valence and under extended experience. We argue that PCs allow for efficient and adaptive inferences in an uncertain world.

S48 The ups and downs of power in social interactions

Social power leads to more efficient goal striving. However, under certain conditions, this effect of power can have downsides for those without power. In this symposium, we bring together new findings on these exciting directions.

Organizers: Annika Scholl; Kai Sassenberg

Room: K21

S48:01

Power and situated cognition during goal activation and striving

Ana Guinote

I will discuss research showing that power promotes person-driven or environment-driven goal activation depending on accessible constructs, and flexible object/environment perception consistent with active goals.

S48:02

I have the power, so I could have changed it – Power and counterfactual thinking after failure

Annika Scholl, Kai Sassenberg

Power facilitates self-regulation during goal pursuit. Four studies demonstrated that, after negative outcomes, the powerful think more about alternatives to their past actions than the powerless and thereby learn how to regulate future behavior.

S48:03

When the powerful feel inadequate: Power, incompetence, and aggression

Nathanael J. Fast; Serena Chen

The present findings demonstrate that power paired with self-perceived incompetence fosters aggression. Moreover, they indicate that this effect is driven by ego defensiveness. Implications for research on power, roles, and aggression are discussed.

S48:04

Does power corrupt or elevate—reuniting the literature

Joris Lammers; Ellen R.K. Evers; Diederik A. Stapel; Janka I. Stoker

Using both experiments and field data on managers, we show that social power and personal power have opposite effects on both stereotyping and perspective taking. Whether power corrupts or not therefore depends on what we mean with the word “power”.

Discussant: Markus Brauer

S49 The dynamics of acculturation: An intergroup perspective

Papers will report recent advances in acculturation research, focussing on the reciprocal influence of majority and minority perspectives, contact and acculturation attitudes, and the ingroup’s and the perceived outgroup’s acculturation preferences.

Organizers: Rupert Brown; Roberto González

Room: K22

S49:01

Acculturation attitudes, fit, prejudice: Majority and minority perspectives in a longitudinal 3-nation study

Jens Binder; Hanna Zagefka; Rupert Brown

A longitudinal survey study among majority and minority members in three countries found markedly different results for both groups. Results focus on attitudes towards cultural adoption/maintenance, perceived attitude fit and intergroup prejudice.

S49:02

Striving towards integration: Acculturation preferences and intergroup contact

Roberto González; Pablo De Tezanos Pinto; Hanna Zagefka; Rupert Brown; Nicolás Didier; Siugmin Lay; Diego Carrasco

Despite the close conceptual relation between acculturation and intergroup contact, their relation remains unexplored. The results of three studies show that both intergroup contact and typicality are necessary to promote support for integration.

S49:03

Contact acculturation and school adjustment: The role of positive and negative majority and minority group contact

Karen Phalet; Gulseli Baysu

In longitudinal and experimental studies of minority school adjustment we demonstrate a downside to contact acculturation whenever negative or mixed majority and minority group contact induces identity threat in devalued minority students.

S49:04

Host members' attitudes towards immigrants: Antecedents and mediating effects

Camilla Matera; Cristina Stefanile; Rupert Brown

Three experiments showed that immigrants' generational status and acculturation strategies can influence host members' attitudes. Perceived symbolic threat, support for multiculturalism and negative metastereotypes partially mediate those effects.

S49:05

Effects of perceived public and private acculturation strategies

Linda Tip; Rupert Brown

This research shows how majority members' acculturation preferences are affected by how they perceive Muslim minority members to acculturate in public and private domains. Acculturation preferences are measured in both traditional and new ways.

T37

Morality and norms

Room: K23

Chair: Jan-Willem Van Prooijen

T37:01

When (not) to copycat: How moral disengagement affects unethical behavioral contagion

Sanne Ponsoen; Laetitia Mulder; Eric Molleman

Witnessing unethical exemplars makes people more moral and this is moderated by the tendency to morally disengage. Unethical exemplars decrease unethical conduct among low moral disengagers but increase unethical conduct among high moral disengagers.

T37:02

Who's the boss? The impact of ambivalent sexism on reactions to procedural justice

Ilse Cornelis Alain Van Hiel

A survey study among employees with male or female supervisors indicated that the association between procedural fairness and outcomes was influenced by employees' benevolent sexism, a finding that can be explained in the context of relational models

T37:03

You see harm, I see fairness: Harm, fairness and anger in reactions to moral dilemmas

Roberto Gutierrez

Harm, fairness and anger predict moral judgement differently in moral dilemmas when a decision and execution of a negative outcome to others is expected. Harm and anger are associated to the decision but not with the execution of the action.

T37:04

The who matters - the influence of vividness of presentation on moral judgments

Sabine Volk; Atila Hoefling; Fritz Strack

In an attempt to specify moral judgment processes we varied vividness of presentation of (im)moral behavior. We found highly distinct ratings for contrary behaviors when presented vividly whereas no difference was found for abstract presentation.

T37:05

Belief in conspiracy theories as a sense-making tool in response to just world threats

Jan-Willem van Prooijen

We study to what extent conspiracy beliefs are functional to make sense of societal events that threaten just world beliefs. Results indicate that uncertainty, morality, and the size of just world threats are crucial to predict conspiracy beliefs.

S50

Collective realization and wellbeing in crowds: Enacting identities and representing social relations

The studies in this symposium show how crowd participation is associated with positive psychological outcomes, e.g., collective realization and wellbeing. Such outcomes are connected to relations with, and actions, of other groups.

Organizer: John Drury

Room: K16/17

S50:01

'Living the good life': On the antecedents and consequences of collective self-realization in the crowd

Sammyh Khan; Shruti Tewari; Tushar Singh; Kavita Pandey; Shail Shankar

Findings from two quantitative studies are presented to describe the nature of collective experience and the psychological consequences of mass participation among Hindu pilgrims attending the Magh Mela in India.

S50:02

Synchronized action as an antecedent of shared identity and positive emotion

David Novelli; John Drury

Laboratory and field studies are presented to demonstrate that (i) physical synchrony can enhance group identification, and that (ii) enhanced group identity can operate as a mediator between synchrony and 'collective joy'.

S50:03

Identity enactment, collective self-objectification and wellbeing:

A longitudinal survey of Irish parades

Aisling T. O'Donnell; Danielle L. Blaylock; Steve D. Reicher; Orla T; Clifford Stevenson; Dominic Bryan

A longitudinal survey is presented to show that positive experiences of participation in collective events, such as connectedness, are associated with higher identification, commitment, collective self-objectification, positive emotions and wellbeing.

S50:04

ASPIRing for intergroup harmony: The importance of collective self-realization, power and facilitation.

Clifford Stott; James Hoggett

A longitudinal field study of decreasing intergroup conflict demonstrates how collective self-realization and frameworks of intergroup power help to understand how groups can move away from entrenched histories of conflict.

S50:05

Crowd representations in event management: Effects on wellbeing and collective resilience

John Drury; David Novelli

A survey of crowd managers found endorsement of both 'disaster myths' and notions of collective resilience. It is suggested that crowd management strategies based on these representations can produce the very crowd behaviours they presume.

S51 Distancing desires: The role of distance in motivated cognition and behavior

Organizer: Esther K Papiés

Room: K1

S51:01

Motivated visual perception in the service of energy and goal regulation

Emily Balçetis; Shana Cole

Four studies argue that visual perception regulates of perceivers' energy and goals. When energy is high and objects afford goal-pursuit, distances appear shorter. We suggest that motivated visual perception facilitates or inhibits actions given physical energy and object affordances.

S51:02

Abstract construals promote prospective self-control

Kentaro Fujita

The prospect of temptation motivates people to employ numerous strategies to promote future self-control. Research indicates that such prospective self-control critically depends on people's distanced, more abstract construal of future events.

S51:03

Mindful attention diminishes mindless impulses

Esther K. Papiés; Lawrence W. Barsalou; Ruud Custers

Attractive stimuli, such as tasty food, often trigger spontaneous impulsive reactions, which can interfere with self-control. We will present three studies showing that observing these impulses in a mindful, distanced way can effectively reduce them.

S51:04

Psychological distance and economic decision making

Simone Schnall; Hyunji Kim; Mathew White

Many economic decisions require comparing options that vary in psychological distance, and thus, are represented on different levels of construal. Our studies show that framing options within the same construal level leads to more adaptive decisions.

S51:05

Stopping impulsive behaviors unintentionally: A new approach to regulating impulsive behaviors

Harm Velting; Henk Aarts

The ability to control impulses is often considered to be dependent on intentional processes. We reveal, however, that impulsive behaviors can be controlled unintentionally, resulting in changes in motivated perception and approach behavior.

Scientific program

Friday July 15

09:00 – 10:40

S52 Complicating demographic categories: The social psychology behind the boxes checked

A social psychological perspective examining demographic categories (income, social class, education, immigrant generation, age) imports process, showing variations within categories and mediators between them and other responses.

Organizers: Susan Fiske, Kay Deaux

Room: K2

S52:01

Income inequality increases ambivalence in the Stereotype Content Model: Cross-national patterns

Federica Durante; Susan T. Fiske; Nicolas Kervyn; Amy Cuddy

Cross-national samples (n=36) test whether inequality increases ambivalence. The SCM warmth-competence relationship varied inversely with the Gini income-inequality index, as predicted. Given inequality, group status/competence lowers warmth.

S52:02

Social class, trust, and life aspirations

Miguel Moya; Courtney Bearns; Susan Fiske

Subjectively higher or lower social class predicts respectively generalized vs. relational trust, with implications for educational and career aspirations. Students in Spain and the U.S. show similar patterns.

S52:03

Immigrants and the 'integration paradox': A social psychological analysis

Maykel Verkuyten

Immigrant education predicts attitudes towards the host country. Although education increases contact, creating positive attitudes, education also decreases perceived acceptance and increases perceived discrimination partly via ethnic minority identity.

S52:04

Immigrant generation as a marker of intergroup perceptions

Kay Deaux; Shaun Wiley

Immigrant generation marks differences in perceived intergroup context. Lower endorsement of meritocracy and greater perception of group-based exclusion by 2nd generation U.S. immigrants predicts differences in ethnic identity and collective action.

S52:05

An inconvenienced youth: Ageism's intergenerational tensions over succession, identity, consumption

Susan Fiske; Michael North

Age groups prescribe distinct age-related norms for each other. Youths' ageism can reflect intergenerational tensions over resources: prescribed succession of wealth, jobs, or power, as well as prescribed identity symbols and societal entitlements.

T38 Evaluative processes

Chair: Roland Deutsch

Room: K24

T38:01

Understanding valence-asymmetry effects in evaluative priming: A diffusion-model analysis

Sarah Teige-Mocigemba; Karl Christoph Klauer; Andreas Voss

Diffusion-model analysis of evaluative-priming data supported valence-asymmetry (VA) accounts according to which VA relies on cognitive interference elicited by negative information rather than on a processing speed advantage of positive information.

T38:02

The impact of open and closed mindsets on evaluative priming

Theodore Alexopoulos; Klaus Fiedler; Peter Freytag

We claim that open vs. closed mindsets reflecting ongoing vs. complete prime encoding states respectively impact affective priming effects. In line with this, we found stronger congruity effects with hard-to-encode compared to easily encodable primes.

T38:03

Awareness and intentional control in evaluative learning

Robert Balas; Joanna Sweklej

The series of studies shows affective learning might proceed with no perceptual access to the stimuli. However, intentional control over responses elicited by conditioned stimulus is possible thanks to awareness of responses not CS-US contingencies.

T38:04

Effects of inhibitory control processes on stimulus evaluations

Torsten Martiny-Huenger; Peter M Gollwitzer; Gabriele Oettingen

We investigated how inhibitory control determines distractor evaluations. In two studies we found evidence that distractor evaluations were more negative in conditions of high distractor inhibition than in conditions of weak distractor inhibition.

T38:05

Attitudes without source memory: A matter of association?

Roland Deutsch; Georg Förster

Data of two experiments imply that the acquisition of implicit attitudes is in part based on propositional processes, which have a relatively enduring impact, and which are more complex than simple associations.

S53

Confronting disadvantage: From individual coping to societal change

This symposium examines ways in which members of disadvantaged groups can deal with their disadvantage. It emphasizes strategies at the individual, collective and societal level and highlights (dis)advantages of these strategies.

Organizers: Katherine Stroebe, Sabine Otten

Room: K12

S53:01

Individual vs. collective coping among people with disproportionate dwarfism in the US and Spain

Saulo Fernández; Nyla R. Branscombe; Ángel Gómez; J. Francisco Morales

Using multigroup SEM, we compare the effectiveness of limb-lengthening surgery vs. positive in-group contact as alternative strategies for coping with discrimination among people with dwarfism in Spain and the USA.

S53:02

Predictors and consequences of inclusion and exclusion at the culturally diverse workplace

Sabine Otten; Karen van der Zee

In an online survey (N > 600) we tested the link between subjective expectations and experiences of exclusion and discrimination at work with work motivation, work satisfaction, and trust in both Dutch organizations and the society as a whole.

S53:03

Passive victims or active agents? Determinants of collective action in victims of discrimination

Katherine Stroebe; Martijn van Zomeren

This experimental research studied whether subtle and structural discrimination undermines collective action in targets. We show that this type of discrimination induces alternative interpersonal actions aimed at reducing prejudice in others.

S53:04

Intergroup contact and perceptions of inequality

Tamar Saguy; Nicole Tausch; Jeff Bryson; Lily Chernyak-Hai; Purnima Singh

This research demonstrates that positive intergroup contact can increase disadvantaged group members' beliefs in individual mobility as a strategy for improving social identity. Results are discussed in light of implications for social change.

S53:05

Help that hinders: Women's negative reactions to affirmative action programs

Aarti Iyer

When affirmative action is framed as dependence-oriented help, it can reinforce the low status of the recipient group. 2 studies show the negative consequences of this policy: increased perceived insult and anger, and lower organizational commitment

T39 Conflict resolution

Chair: *Giovanna Leone*
Room: 201

T39:01

Affective and cognitive mechanisms underlying the beneficial effects of perspective taking

Lisa Pagotto; Alberto Voci

This paper examines the role of empathic emotions, oneness and self-other overlap in explaining how taking the perspective of a stigmatized group member can lead to prejudice reduction and increased prosocial responses.

T39:01

Collective wrong-doings: The dual-natured effects of group-level perspective taking

Markus Barth; Stefan Sturmer

Two experiments investigated the effects of group-level perspective taking on group-based emotions and the willingness to compensate an out-group for historical wrong-doings committed by the in-group. Results reveal a dual-nature of effects.

T39:02

Made kind by being kind? An intervention to boost the positivity of group relations in children

Hazel Wardrop; Dominic Abrams

The evaluation of a 'good relations' intervention project in schools revealed that sharing experiences of kindness in the community resulted in children reporting increased prosocial intentions towards both ingroup and outgroup members.

T39:03

The factors influencing high and low power group members' willingness to negotiate resolutions to conflict

Nour Kteily; Tamar Saguy

Three experiments show that members of high (Israeli) and low (Palestinian) power groups in conflict show opposing preferences for the proposed order of discussion of most vs. least contentious issues, significantly impacting willingness to negotiate.

T39:04

How can memories of in-group crimes aid reconciliation? A study on narratives of Italian colonial wars

Giovanna Leone

Italian students (N=82, age M=21.79) read a concrete vs. abstract narrative on in-group crimes during colonial wars. If reading a concrete narrative, they recalled it better and reacted more emotionally to it. Effects on reconciliation are discussed.

T40 Self-esteem, self-affirmation, and self-determination

Chair: *Juan Falomir Pichastor*
Room: 202

T40:01

Is self-serving cognition "Hot" or "Cold"? New insights from brain research

Jennifer Beer; Brent Hughes

Human lesion studies and fMRI studies provide new insight into the debate over the cognitive and affective underpinnings of self-serving social evaluation.

T40:02

Global self-esteem and task performance: When and why high self-esteem can lead to better results

Kinga Lachowicz-Tabaczek; Justyna Sniecinska

The relation between self-esteem and performance was examined in two studies. High self-esteem subjects were found to perform better than low self-esteem participants but only when the task was presented as highly diagnostic of their ability.

T40:03

What's in a voice? The effect of self-affirmation and voice cues in health persuasion

Sarah Elbert; Arie Dijkstra

Self-affirmation and voice cues have been explored in health persuasion. After hearing a male voice, defensiveness is more likely. Pitch is the main determinant of perceived differences in voice, which are related to specific source characteristics.

T40:04

Assessing the predictive validity of implicit and explicit measures of self-determined motivation

David Keatley; Martin Hagger

An investigation provided support for the predictive validity of non-conscious implicit and explicit processes in motivated behaviours. A dual-systems model was used as a framework to understand the effects of the processes on behaviour.

T40:05

Anti-smoking norms and smokers' stigmatization: The effect of self-esteem on smokers' attitude toward giving up smoking

Juan M Falomir Pichastor; Gabriel Mugny

Two studies examined the influence of an anti-smoking norm on smokers' attitude to quit. Results showed that the salience of this norm decreases anti-smoking attitudes among smokers with low self-esteem who are satisfied as smokers.

S54 Group identity in socially devalued groups: Beyond benefit vs. burden

This symposium examines the value of group identity to individual members of socially devalued groups. The speakers show within- and between-group processes in ascertaining group identity across different groups and societies in the lab and field.

Organizer: Eileen V Pitpitan; Colin Wayne Leach

Room: K11

S54:01

Ingroup identification in the face of discrimination: Resource or risk?

Brenda Major

Higher ingroup identification is associated with increased threat (as indexed by cardiovascular reactivity and self-esteem) among people exposed to evidence of pervasive discrimination against their ingroup but not among those in a control condition.

S54:02

Majority and minority rejection: Neighborhood effects on identification and loneliness

Tom Postmes; Marlon Nieuwenhuis; Willem Bosveld

Do neighborhood attitudes affect identification and loneliness? Field research (N=5,436) shows: Minority rejection hurts negatively stereotyped groups. Majority rejection affects only positively stereotyped minorities, reducing ethnic identification.

S54:03

The psychological (dis)utility of the in-group: The case of the overweight

Eileen V. Pitpitan; Diane M. Quinn; Colin Wayne Leach; Felicia Pratto

In-group identification may not be self-protective against stigma for groups that are permeable, and for group members that lack a positive social identity. We demonstrate support for this in a survey study of overweight people in the U.S.

S54:04

Perceived discrimination and identity conflict among Turkish and Moroccan minorities in Europe

Fenella Fleischmann; Karen Phalet

Identity conflict of ethnic and religious subgroup and national and city superordinate identities is explained by a dual pathway model of perceived discrimination inducing reactive subgroup identification and civic disidentification.

S54:05

Changing identities: Individual mobility and social change as sources of threat vs. challenge

Naomi Ellemers

This presentation examines how changing identities raise threat vs. challenge in experimental and field research among devalued groups. It includes self-reports of motivational orientations and psycho-physiological measures of threat vs. challenge.

T41 Emotion expression, appraisal, and action

Chair: Roger Giner-Sorolla

Room: K21

T41:01

Oral and written emotional expression: A comparison of lexical and emotional content

S  verine Balon; Bernard Rim  

To examine content differences between oral and written emotional expression, written essays and transcribed oral exchanges were analysed with two recently developed computerized text analysis tools: Tropes/Emotaix. Important differences were found.

T41:02

Why do(n't) you cry? The regulation of crying in adults

Gwenda Simons; Martin Bruder; Brian Parkinson

An online survey study (N = 167) employing an autobiographical approach examined the circumstances in which adults regulate crying and the antecedent and response focused regulation techniques which are used to regulate crying in everyday life.

T41:03

Feeling entitled to act emotionally: The mere effect of knowing that one is in a bad mood

François Ric

Two studies show that the mere fact of knowing that one is oneself in a given mood is a sufficient condition for the occurrence of the effects of mood on judgment, at least as long as one possesses a normative theory linking affect and judgment.

T41:04

You don't sound sorry: Emotion statements as communication in intergroup apology

Roger Giner-Sorolla, Milica Vasiljevic, Erica Zaiser

In collective apologies, what satisfies the recipient? Six studies show that using the right emotion word counts, and emotion words work better than an explicit apology—they convey suffering and responsibility taking, which predict satisfaction

S55 How emotion shapes social interaction: From perception to behavior

The present symposium will present new behavioral and neuroscience findings on the role of emotions in social interaction. These findings demonstrate how emotions influence social interactions at different points in time by affecting basic attention, categorization, perception, and inference processes.

Organizer Lasana Harris; Lotte van Dillen

Room: K22

S55:01

The look of scorn: Dehumanized targets fail to capture attention or increase liking with directed gaze

Lasana Harris

We present 2 studies showing that dehumanized targets do not capture attention and that their directed gaze decreases liking. Attentional mechanisms may underlie dehumanized perception

S55:02

In the eye of the beholder. Categorization strategies moderate the negative face bias

Lotte van Dillen

Threatening facial expressions bias attention especially during social (vs. non-social) categorization tasks. This shows that social influences can modulate even basic emotional processes.

S55:03

A smile is a powerful weapon: Happy expressions attenuate racial bias in weapon identification

Jennifer Kubota; Tiffany A. Ito

Implicit racial bias activated from facial stimuli can be attenuated by happy expressions, showing that the same individual can activate different semantic associations at different times based on subtle changes in appearance (e.g., a smile).

S55:04

I didn't mean to hurt you! Unconscious origins of experienced self-agency over other's emotions

Kirsten Ruys; Henk Aarts

Previously activated knowledge linked to a particular emotion, in terms of meaning or valence, increases the perception that one is the cause of other's emotions. Unconscious authorship ascription is less rigid when outcomes are socially meaningful.

S55:05

Angry face or tasty cake? Interactive processing of emotional and social relevance within the human amygdala

Pascal Vrtička; Patrik Vuilleumier; David Sander

Results point to the existence of an elaborated subcortical-cortical system involved in processing the interplay between social vs. nonsocial and positive vs. negative valenced information in humans.

S56 The new psychology of leadership: Influence, power, and social change

A "New Psychology of Leadership" argues that leaders' efficacy flows from the capacity to create, represent, champion, and embed a shared social identity. This symposium examines these processes in action and their role in social change

Organizers: Stephen Reicher; Alex Haslam

Room: K23

S56:01

Doing it for us: Evidence that social identity salience moderates the effects of leader performance on perceived charisma

S. A. Haslam; K. O Peters; N. Steffans

This paper shows that followers' willingness to see leaders as charismatic and to follow them depends on whether leaders are seen to be 'doing it for us' by delivering positive group outcomes related to followers' salient social identities.

S56:02

Transforming leadership and power to produce social change: A case example from Australian high schools

K.J.Reynolds; B.Bizumic; E. Subasic; D. Bromhead; C.Newbiggin

In line with self-categorization principles, this paper presents longitudinal data which shows how traditional models of leader power promote resistance and conflict (and increased coercion) and are inimical to true influence and leadership.

S56:03

Leadership and social change: Social identity and influence in intergroup relations

E. Subasic; K. J. Reynolds; P. 't Hart; S. Reicher; S. A. Haslam

This paper presents a novel theoretical framework that re-orientes current analyses of social change to consider the role of leadership and influence in mobilizing collective challenge to the status quo.

S56:04

Leadership and collective resistance: An analysis of the conditions leading to Jewish defiance during the Holocaust

S.Reicher

This paper presents a comparative analysis of cases where Jewish resistance to the Nazis did or did not occur. This is used to build a model of collective resistance and to demonstrate the critical importance of leadership to processes of resistance.

Discussant: Michael Hogg

S57

Unpacking personality puzzles with contextualized assessment

Contextualized assessments of personality help explain why: narcissists can keep relationships; rejection sensitive people are hostile to partners; 50% of people are insecurely attached; approach and avoidance motives both harm and aid relationships.

Organizers: Geraldine Downey; Carolyn Morf

Room: K16/17

S57:01

Dynamics of narcissists' relationships: Interpersonal conditions that foster viable relationships

Carolyn C. Morf; Loredana Torchetti; Madoka Kumashiro,

Findings are reported showing that own and partner commitment improve relationship behaviors and couple well-being for narcissists. Partners of narcissists also contribute to the relationship functioning through more self-sacrificing behavior.

S57:02

After all I have done for you: When relational accommodation fuels post-rejection hostility

Geraldine Downey, Rainer Romero-Canyas, Kavita Reddy, Sylvia Rodriguez

Efforts to secure acceptance through silencing important aspects of the self may help explain the paradoxical vulnerability of rejection-sensitive women to engaging in rejection-inducing hostility toward those whose acceptance they value most.

S57:03

Attachment insecurities may promote people's survival

Tsachi Ein-Dor; Mario Mikulincer; Herzliya; Phillip Shaver

Research on group effectiveness in threat management shows that each of the major attachment styles (secure, anxious, avoidant) has adaptive advantages that increase the *inclusive fitness* of individuals from groups diverse in attachment patterns.

S57:04

For better or worse: Social motivation and interactions in close relationships

Shelly L. Gable; Courtney L. Gosnell

Two studies examined how approach and avoidance motives shaped participants' behavior and perceptions of close relationship partners' behavior during interactions, for better or worse. Motives influenced both reality and illusion in dyadic relations.

Discussant: Walter Mischel

S58 The two fundamental dimensions of social perception: New developments in research and application

The five presentations cover different fields of research using the two dimensions of social perception. They underline the fundamental role of warmth/communion and competence/agency for various aspects of social perception and intergroup behaviour.

Organizers: Frank Asbrock; Nicolas Kervyn

Room: K1

S58:01

The “Big Two“ are relational constructs: Perspective differences in processing agency vs. communion

Andrea E. Abele; Susanne Bruckmüller

The same content dimensions (agency vs. communion) underlie judgments of self, others, groups, etc. In three studies we show that these dimensions are intrinsically tied to the basic perspectives in social interaction, i.e., actor vs. observer.

S58:02

Leadership attacks versus morality attacks: Their effects on the evaluation of politicians

Patrizia Catellani; Mauro Bertolotti

Four studies analyzed the impact of negative communication about politicians' leadership versus morality. Results showed a higher impact of morality attacks on the evaluation of politicians, moderated by message and source characteristics.

S58:03

On the virtues of being mean or lazy: New evidence of a negative relation between warmth and competence

Nicolas Kervyn; Fiona Grignard; Vincent Yzerbyt

In three studies we show that the compensation effect between warmth and competence affects even basic impression formation paradigms. This offers new evidence of a negative relation between the two fundamental dimensions of social perception.

S58:04

Effects of warmth and competence on helping and harming ambivalent groups

Frank Asbrock; Julia C. Becker

In four experimental studies we analyzed what determines helping and harmful behavior toward ambivalent groups. Results indicate that that relative salience of warmth or competence over the other dimension elicits the respective behaviors.

Discussant: Vincent Yzerbyt

11:05 – 12:45

S59 Prejudice reduction

The speakers will report state-of-the-art thinking and integrative findings on prejudice and prejudice reduction. They will present research on the effectiveness of different types of prejudice interventions.

Organizer: Markus Brauer

Room: K2

S59:01

Beyond prejudice: Are negative emotions the problem and is getting us to like one another more the solution?

John Dixon

This presentation reassesses the ‘problematic’ of prejudice. Specifically, I discuss some critical alternatives to the traditional concept of prejudice as ‘unalloyed antipathy’ (Glick & Fiske, 2001) and the associated goal of getting people to like one another more.

S59:02

The impact of approach training on the self, attitudes, and behaviour

Kerry Kawakami; Curtis Phillips

The present set of studies demonstrates that training in approaching math and Blacks increases associations between the self and these concepts which in turn positively impact evaluations and behaviors.

S59:03

Modifying perceived variability reduces prejudice and discrimination

Markus Brauer; Abdelatif Er-rafiy

In a series of 6 laboratory and field experiments we demonstrated that increasing individuals' perceived variability of an out-group reduces prejudice and discrimination toward members of this out-group. The mediator is affective intensity.

S59:04

Empowering people to break the prejudice habit

Patricia G. Devine; Anthony J. Austin; Patrick Scharrenberger

A prejudice reduction training study showed that an intervention designed to reduce implicit race bias led to greater concern over the consequences of race bias and reduced levels of implicit bias compared to a no-training control group over 8 weeks.

S59:05

A longitudinal study of prejudice reduction and the antecedents of intergroup contact

Ananthi Al Ramiah; Miles Hewstone

Using longitudinal data, we provide evidence of the multiple antecedents of intergroup contact, and show how participation in different types of contact predicts a reduction in prejudice, for minority and majority group members.

S60 Going the distance: A social identity analysis of normative and relational leader-follower distance

People tend to elect and support leaders who define their closeness by being perceived as “one of us.” This distance becomes increasingly important under uncertainty and conflict, and has implications for leaders’ accountability to their followers.

Organizers: David Rast; Michael Hogg; Amber Gaffney

Room: K24

S60:01

You, me and our leader: Perceptions of leader-follower relationship quality affects work outcomes

Robin Martin

Research, using a variety of occupational samples, shows the extent to which leaders have different quality relationships with their subordinates can increase team conflict resulting in negative impacts on subordinates and on performance.

S60:02

When leaders behave badly: Transgression credit and the double standard

Georgina Randsley de Moura; Dominic Abrams

This paper investigates the double standard created for ingroup leaders whereby followers give their leaders leeway to commit transgressions that are considered offensive when committed by less central group members and outgroup members.

S60:03

Leading in Uncertain Times: “We”-ing to Gain Support

Amber M. Gaffney; David E. Rast, III; Michael A. Hogg

This research examines how leader support in times of uncertainty and leader rhetoric as a means of gaining support. Three studies show that prototypical leaders are preferred, but non-prototypical leaders gain support when followers are uncertain.

S60:04

Prototypicality and accountability predict team-oriented leader behavior

Steffen R. Giessner; Daan van Knippenberg; Wendy van Ginkel

We argue that group prototypicality and accountability influence team-oriented leader behavior (TLB). Experimental and field studies indicate that prototypical leaders show TLB, and non-prototypical leaders show TLB only when they are accountable.

S61 Responsibility judgments: Moral evaluation or rational calculation?

The first three papers show how moral evaluations of good and bad actions permeate judgments of the causal status of those actions. The final two papers show how responsibility judgments of individual actions are qualified by the group context.

Organizers: Karl Halvor Teigen; John McClure

Room: K12

S61:01

Culpable control and causal inference

Mark Alicke; David Rose

We present the results of experiments showing that it is the goodness or badness of an actor’s motive, actions, or the outcomes they produce that determine cause and blame judgments, not their abnormality.

S61:02

How the moral quality of actions and outcomes affects judgments of cause, blame and responsibility.

John McClure; Briar Moir; Denis Hilton

Three studies show whether people judge intentional actions more causal, responsible and blameworthy than physical actions or whether their judgments reflect the positive or negative morality of the actions and the valence of the outcome.

S61:03

The impact of moral evaluations on intuitions about freedom and causation

Joshua Knobe

A series of vignette studies show that people's moral judgments impact both (a) their intuitions about whether an agent acted freely and (b) their intuitions about what further outcomes an agent caused.

S61:04

Are responsibility judgments additive? Assessments of shared responsibility in dyads and groups

Karl Halvor Teigen; Wibecke Brun

In four vignette studies, participants assessed the responsibility of actors performing a joint task. With two actors, outcome responsibility was divided between them in a complementary fashion, but with an increasing number of actors individual responsibilities were not further reduced.

S61:05

Who is to blame? Rational order effects in responsibility attribution

Tobias Gerstenberg; David A. Lagnado

In two experimental game studies, we found a rational attenuation effect for responsibility attributions to an agent in the final position of a causal chain if the previous agents had already determined the group's outcome.

T42 Social norms and pro-environmental behavior

Chair: Ferdinando Fornara

Room: 201

T42:01

When norms backfire: Descriptive norm inferences can undermine injunctive norm effects

Joanne Smith; Winnifred Louis; Deborah Terry

In two experiments, injunctive norm messages—alone or combined with actual campaigns—produced inferences of countervailing descriptive norms, which in turn created a backlash effect on intentions (i.e., weaker, not stronger, intentions).

T42:02

The interplay of multiple identities and multiple norms and effects on pro-environmental behaviour

Rachel McDonald; Kelly Fielding; Winnifred Louis

Behaviours that occur in different contexts may be impacted on by the norms of multiple ingroups, and the extent to which they conflict. A series of studies demonstrating the effects of norm conflict on pro-environmental behaviour will be presented.

T42:03

Bottle it and they will come: Effects of social influence and status on drinking water consumption decisions

Amanda Mahaffey

Those who believe environmental sustainability is the norm are more likely to follow that norm. When social norms for drinking bottled versus tap water are manipulated, participants are receptive to both sustainable and unsustainable change.

T42:04

Values and well-being: Their relation to value-environment congruence in university students from Argentina, Bulgaria and Finland

Florencia Sortheix

The study tested and found support to the value-environment congruence hypothesis (Sagiv & Schwartz, 2000) showing the influence of the social context for the relation between values and well-being.

T42:05

Descriptive and injunctive normative influence on pro-environmental behaviours: The role of local norms

Ferdinando Fornara; Giuseppe Carrus; Paola Passafaro; Marino Bonaiuto; Mirilia Bonnes

Two studies assessed the impact of four kinds of norms on pro-environmental behaviours, such as littering and recycling. Results showed the importance of descriptive and "local" norms as both direct and indirect predictors.

T43 The power of positive feelings

Chair: Brian Giesler

Room: 202

T43:01

The influence of imagined positive emotions on inhibition

Maayan Katzir; Tal Eyal; Nachshon Meiran

We demonstrate that imagined positive emotions (pride vs. joy) differently affect processes underlying self-control success (e.g., inhibition). Imagined joy decreases inhibition in comparison to imagined pride.

T43:02

Nostalgia as a meaning-regulation strategy against boredom

Wijnand A. P. Van Tilburg; Eric R. Igou; Constantine Sedikides

Can nostalgia counteract aversive boredom consequences? A series of experiments is presented illustrating that boredom makes people feel meaningless and triggers nostalgia. Nostalgia subsequently re-establishes people's sense of meaningfulness.

T43:03

Cognitive load or valence? The effect of humour on negative emotions

Xochitl de la Piedad Garcia; Thomas Kenny

We test the emotion vs cognitive load explanations of the effect of humour on reappraisals of negative emotions. When cognitive load of stimuli was controlled, the differential effect of positive and humour stimuli dissipated; no load effect was found.

T43:04

The part of the map of positive emotions: Is amusement the social courage engine?

Kuba Kryvø

Positive emotions vary among themselves - there are quality differences between them and they should not be treated as a single positive mood. For example amusement seems to be the social courage engine and this effect is not caused by positive mood.

T43:05

Explaining the religiosity-health relationship: The powerful role of positive affective experiences

R. Brian Giesler; Leta Hunt; Katherine Adams; Toni Maraldo; Elliot Spengler; Nate Moss

Research is presented demonstrating the critical role played by episodic salutary experiences (ESE), a specific type of positive affect involving feelings of inner peace, in mediating the relationship between religiosity and physical health.

S62 Methodological progress and new insights in flow research

New approaches to analyse flow experiences (e.g. experimental paradigms, physiological correlates, the Day Reconstruction Method) are presented as well as data indicating that the "rosy picture" perspective on flow has to be reconsidered.

Organizer: Anne Landhaeusser; Johannes Keller

Room: K11

S62:01

The negative consequences of flow experience for risk perception and risk behavior

Julia Schüler

Three field studies in sports confirmed the hypothesis that individuals who experienced a high amount of flow underestimated their personal risk of capsizing (kayakers) or falling (rock climbers) and ran more risks, such as ignoring safety rules.

S62:02

The paradox of work reconsidered: A systematic test based on the Day Reconstruction Method

Anne Landhäußer; Johannes Keller

We argue that the paradox of work (individuals report more flow but less intrinsic motivation at work than in leisure) is based on a problematic assessment of flow. Using the Day Reconstruction Method we did not find support for the proposed paradox.

S62:03

The flow of power - The effect of the power motive and implicit self control on flow experience

Anja Schiepe

This research studies the role of power and self control on flow. Men high in power motive experience more flow after winning than after losing a contest. Moreover, winners show an effect of self control on flow. Hormonal data will also be presented.

S62:04

New insights on the psychophysiology of the flow-experience based on experimental analyses

Stefanie Ringelhan; Johannes Keller; Anne Landhäußer

In our experimental approach to investigate flow-experiences, skills-demands-compatibility in an activity is manipulated. Results on the psychophysiological level -such as heart rate variability and salivary cortisol - are discussed.

S62:05

Biological mechanisms in flow

Órjan de Manzano

This talk will discuss the biological basis of flow, including research showing flow to be reflected in physiological processes. Current hypotheses e.g. on neural correlates, future experimental paradigms and expected outcomes will be elaborated.

S63 How to make a 'good' decision?

We shed light on diverse strategies and cognitive processes (intuition, procrastination, unconscious and comparative thinking) that improve decision making - but based on different criteria (quality, efficiency, certainty, reduction of ambivalence).

Organizers: *Katja Corcoran; Ann-Christin Posten*

Room: K21

S63:01

How to make good predictions: Only experienced people benefit from intuition

Henning Plessner; Pablina Roth

In two studies, we found that regular football viewers were better at predicting the success of scoring attempts than participants with less experience. Moreover, in contrast to the less experienced, the football viewers benefited from intuition.

S63:02

Using conscious and unconscious thought in decision making

Maarten Bos; Ap Dijksterhuis, Loran Nordgren; Rick van Baaren

Unconscious thought (thought in absence of conscious attention) can aid in weighting relevant aspects when making a decision. Depending on the decision problem, conscious and unconscious thought can work together to come to optimal decisions.

S63:03

Fast similarities: Efficiency advantages of similarity-focused comparisons

Katja Corcoran

Comparative thinking increases the efficiency of decisions—especially if one focuses on similarities. This type of comparative thinking leads to more focused information processing and faster decisions than comparisons with a dissimilarity focus.

S63:04

Are you sure? Judgmental certainty and comparison processes

Ann-Christin Posten; Thomas Mussweiler

Comparative thinking not only influences our judgments itself, but as well how we feel about them. In three studies we showed that a more comparative mindset reduces judgmental uncertainty and enhances choice consistency.

S63:05

Time is gold: the benefits of procrastination in ambivalent decision-making.

Hannah Nohlen

In two studies we examined procrastination as a coping strategy in ambivalent choice situations. Results suggest unpleasant feelings of ambivalence in decision situations can successfully be avoided by procrastinating an ambivalent choice

S64 For better or worse: Relationship maintenance processes in close relationships

This symposium addresses when and why people maintain their core social relationships: the romantic relationship. We focus on interpersonal processes that facilitate relationship maintenance under normal and threatening circumstances.

Organizers: *Esther Kluwer; Catrin Finkenauer*

Room: K22

S64:01

Looking forward together: Future plans and romantic relationship commitment

Christopher R. Agnew

Five studies examined the impact of plans on romantic relational outcomes. Studies 1 to 3 found significant associations between future plans and relational outcomes. Studies 4 and 5 found evidence for the causal influence of plans on commitment.

S64:02

If you are able to control yourself, I will trust you: The role of perceived self-control in interpersonal trust

Catrin Finkenauer; Francesca Righetti

Four studies examined the role of perceived self-control in trust. Results support the prediction that people detect another person's self-control, and that this perception, in turn, affects trust among strangers and in ongoing relationships.

S64:03

Of forest and trees: Vengefulness in close relationships depends on gender and construal level

Esther S. Kluwer; Carsten K.W. De Dreu

Three studies examined vengefulness in close relationships, supporting the prediction that women become more vengeful after their partner's transgression when they are in a global mindset, while men become more vengeful when they are in local mindset.

S64:04

Revealing and concealing romantic relationship involvement in interaction with attractive alternative mates

Johan C. Karremans; Sanne Penning

Two studies demonstrated that males, but not females, tend to conceal their romantic relationship involvement, and their commitment to their partner, in conversation with an attractive opposite-sex other.

S64:05

Maintaining a relationship with an aggressive partner

Ximena B. Arriaga; Nicole M. Catezza; Wind Goodfriend

We present several studies showing that partner aggression victims are more accepting of aggression than others, downplay aggression if they are committed, and are worse off than nonvictims but equally motivated to continue their relationship.

S65 Rebound revisited: Recent developments in theory and research

The symposium presents novel findings for post-suppressional rebound. Papers will address behavioral rebound of stereotypes and smoking behavior, countering rebound through the stereotype content model, and an investigation on the nature of rebound.

Organizers: Nicolas Geeraert; Alice Follenfant; Natalie Wyer

Room: K23

S65:01

To think or not to think: Behavioral rebound following stereotype suppression

Alice Follenfant; François Ric

Examining behavioral consequences of stereotype suppression, two experiments showed that suppression, in comparison with mere activation, leads to stronger assimilation effects on behavior (performance and walking speed).

S65:02

A strategy for preventing postsuppressional stereotype rebound based on the stereotype content model

Yoshika Tado'oka; Koji Murata

We propose a strategy for preventing the rebound effect on stereotype suppression based on the stereotype content model. On suppressing one dimension of stereotypes (incompetence) the other dimension (warmth) could be an effective replacement.

S65:03

Post-suppressional stereotype rebound revisited: Is rebound conceptual or procedural in nature?

Nicolas Geeraert

Three studies examine whether stereotype rebound is conceptual (rebound of a stereotype) or procedural (rebound of a process). Stereotype suppression led to rebound on both the same or a different social category, suggesting rebound to be procedural.

Discussant: Natalie Wyer

S66 Identifying the path to wellbeing: Group identity salience promotes happiness, resilience, and success

What is it that makes people happy, resilient, and successful? In this symposium we show how the salience of group-based identities can determine these outcomes through shaping how we see our world and acting as a resource to help us succeed in it.

Organizers: Janelle M. Jones; Ilka H. Gleibs

Room: K16/17

S66:01

Unpacking the hedonic paradox: A dynamic analysis of the relationship between financial capital, social capital and well-being

Ilka H. Gleibs; Thomas A. Morton; Anna Rabinovich; S. Alexander Haslam; John F. Helliwell

We show that both individual capital and social capital can both be the basis for individual happiness. Their relative influence depends on the context within which happiness is considered, and how this shapes the way people define their self.

S66:02

All that I am: Self-categorization, aspiration and well-being among single mothers on welfare

Thomas A. Morton; Sarah Pope

This research experimentally examines the impact of salience of categorization in a stigmatized group (single mothers on welfare) on self-esteem and life aspirations. Effects are mediated by perceived social exclusion and self-stereotyping.

S66:03

Thriving under conditions of social identity threat

Laura Smart Richman; Michelle van Dellen; Wendy Wood

We report the results of an experimental study testing the buffering factors that help women academics to cope with exposure to the identity threat of being in a numerical minority in a professional setting.

S66:04

Turning negative racial stereotypes on their head: Self and group affirmations improve short and long term academic performance*Valerie Purdie-Vaughns; Kavita Reddy, Jonathan Cook; Geoffery L. Cohen*

Individual self-affirmation and group self-affirmation both protected African Americans from stereotype threat, leading them to perform as well as Whites. Effects were found both at the end of the term and, later on, at the end of the semester.

S66:05

Recovering from strain and enduring pain: Multiple group memberships promote resilience in the face of physical challenges*Janelle M. Jones; Jolanda Jetten*

We show that multiple group memberships promote resilience in the face of novel physical challenges. Multiple group memberships reflect an important psychological resource from which individuals draw strength when faced with challenges

S67**How metaphors shape actions and actions shape reality: Grounded cognition from politics to cell phones**

We illustrate how treating social cognitive representations as grounded in perceptual, affective, and action-related states and processes stimulates the discovery of novel phenomena and their conceptual integration across different domains.

Organizer: Gün R. Semin

Room: K1

S67:01

Power shifts attention on a vertical dimension*Diane Pecher*

Following power judgments to words ('king' or 'servant'), participants responded faster to letters in power-congruent locations than in power-incongruent locations due to early attentional processing. This suggests that metaphors ground abstract concepts in sensory-motor processing.

S67:02

How politics fill space!*Margarida V. Garrido; Ana Rita Farias; Gün R. Semin*

The political concepts of "left" and "right" are grounded spatially on a horizontal dimension with left-wing politicians being placed to the left, being better remembered when presented on the left and recognized faster on the left compared to right-wing politicians.

S67:03

Why the bride does not wear black*Gün R. Semin; Tomas Palma*

Darkness and lightness is shown to be associated with maleness and femaleness. The meaning between dark and light in the gender context is grounded by potency and not activity or valence and systematically influences gender classification as well as allocation decisions.

S67:04

Beyond moral purity: Washing revisited*Norbert Schwarz; Spike W.S. Lee; Alison Jing Xu*

Physical cleansings can remove traces of the past—from moral guilt to cognitive dissonance and good luck—and reduce their impact on current judgments, emotions, and behavior. We present relevant experiments and discuss the underlying processes.

S67:05

Flexible embodied meaning: The cell phone-effect*Sascha Topolinski*

We reveal that dialing specific number combinations on a numeric cell phone activates the corresponding words thus extending the notion of embodied cognition, from a limited concrete body metaphor base to a flexible meaning generation grounded in sensorimotor processes.

12:45 – 14:30

Lunch

12:45 – 13:45

Chance to speak to poster authors
Room: Main Hall

13:30 – 14:15 Round-table lunch discussion on 'Recent trends in scientific publishing' chaired by Nira Liberman
Room: K12

14:30 – 16:50 Awards session and Tajfel Lecture
Room: K1+K2

Jos Jaspers awards: Introduced by Sabine Otten
Kurt Lewin awards: Introduced by Alex Haslam
Jean-Paul Codol awards: Introduced by Carsten de Dreu
Henri Tajfel award: Talk by Anne Maass

17:00 – 18:30 Business meeting of the EASP
Room: K1+K2

Scientific program

Saturday July 16

09:00 – 10:40

S68 Theoretical and empirical advances in evaluative conditioning

Evaluative conditioning (EC) is the evaluative change of neutral stimuli (CS) due to pairing these stimuli with positive or negative stimuli (US). This symposium presents new empirical EC evidence discusses and compares recent theoretical advances.

Organizers: Christian Unkelbach; Christoph Stahl

Room: K2

S68:01

Awareness of US valence and US identity in evaluative conditioning

Christoph Stahl; Christian Unkelbach; Olivier Corneille

Across four experiments, using both self-report and evaluative priming as dependent measures, evaluative conditioning was found to depend on contingency awareness of Unconditioned Stimulus (US) valence but not on awareness of US identity.

S68:02

Process-dissociation of evaluative conditioning: The development of attitude and memory over time

Mandy Hütter; Karl-Christoph Klauer

A process-dissociation model applied to evaluative conditioning (EC) was validated by introducing a delay between an EC procedure and post-conditioning measures. Results confirm that EC leads to attitude formation even without contingency awareness.

S68:03

Evidence for the propositional nature of evaluative conditioning

Sabine Förderer; Christian Unkelbach

In two experiments we show the propositional nature of evaluative conditioning and highlight the importance of how CS and US are related. We show standard and reversed effects depending on men (CSs) loving or loathing animals/landscapes (USs).

S68:04

Evaluative conditioning effects can be due to inferred pairings

Anne Gast; Jan De Houwer

Evaluative conditioning (EC) is often assumed to be based on the formation of associations that occur when stimulus pairings are experienced. We show EC (on implicit and explicit measures) due to pairings that were not experienced, but only inferred.

S68:05

The role of contingency and awareness in evaluative conditioning

Eva Walther; Rebecca Weil; Katarina Blask

The role of contingency and awareness in evaluative conditioning (EC) is investigated. Results indicated that EC is neither dependent on contingency between the CS and the US nor on effective learning trials. However, contingency awareness increases the effect.

T44 Pro-social behavior

Chair: Claire Campbell

Room: K24

T44:01

Does guilt promote reparative altruism or just make us less selfish?

Jared Piazza; Roger Giner-Sorolla

Two studies demonstrated that feelings of guilt inhibit selfish behaviour while not necessarily promoting reparative altruism, although participants believed they would engage in reparative altruism when given the opportunity.

T44:02

Out of focus: How feelings of visibility and reputation concerns reverse the bystander effect

Marco van Bommel; Jan-Willem van Prooijen; Paul van Lange; Henk Elffers

In two experiments, participants helped others on a forum. We manipulated audience size, and reputation concerns by means of a webcam (study 1) and name salience (study 2). Results show a reversal of the bystander effect when people feel visible.

T44:03

Voluntary and enforced cooperation in the social dilemma of public transport

Ingrid Wahl; Miriam Endres; Erich Kirchler; Barbara Boeck

We transferred the Slippery Slope Model from tax psychology to the social dilemma of whether to buy tickets for public transport. Results are in line with the model and show that trust increases voluntary while power increases enforced cooperation.

T44:04

Reward, punishment, and cooperation: A meta-analysis

Daniel Balliet; Laetitia Mulder; Paul Van Lange

A meta-analysis found that incentives have a positive effect on cooperation and that the effect size was stronger with costly incentives. Punishment was more effective than rewards during one-shot interactions, but not after iterations.

T44:05

A behavioural investigation of bystander intervention and group membership (in a violent emergency)

Claire Campbell; Mark Levine

This paper explores the interaction of social identity and group size on willingness to intervene in 'real life' violence where a man attacks a woman. Analyses includes both behavioural measures and video coding.

T45 Information sharing

Chair: Devin Ray

Room: K12

T45:01

Information distribution and group memory

Scott Tindale; Amanda Dykema-Engblade; Katharina Kluwe; Rachael Martinez; MaryBeth Talbot

Several studies showed that both information quantity and content are important for devising optimal strategies for distributing information across group members to maximize group recall and performance.

T45:02

Up the ladder - enhancing performance in dissent groups through differentiation and integration

Josef A Fischer; Dorothee Fischer; Jörg Heinze; Jürgen Brandl; Katharina G. Kugler; Felix C. Brodbeck

Extending the stepladder-technique is a promising means to enhance integrative complexity in dissent groups and therefore to foster constructive conflict. Performance gains on the group level exceeding the best group member were achieved.

T45:03

Moderators of the communication bias toward preference-consistent information in groups

Rudolf Kerschreiter; Tatjana Schweizer

Our experiment focused on factors moderating the communication bias toward preference-consistent information in groups. This bias was larger when the decision preference of a partner was incongruent and unaffected by partner communication style.

T45:04

Automatic falsification of valenced information

Rebecca Weil; Eva Walther

Two studies tested the assumption that labelling messages as false would change the encoding strategy in a way that the opposite valence of the message is activated. The results provide evidence for an automatic falsification of valenced messages.

T45:05

Knowledge hoarding during cooperation: The role of social comparison and knowledge awareness

Devin Ray; Kai Sassenberg; Jürgen Buder; Friedrich Hesse

We provide evidence that knowing what other people know – knowledge awareness – is vital for coordinating cooperative interaction, but that knowledge awareness also enables disruptive downward social comparison based on relative knowledge.

T46 Stereotyping and aversion to minorities

Chair: *Andreas Olsson*

Room: 201

T46:01

Who's the (wo)man? Complementary gender stereotyping of gay couples

Jojanneke van der Toorn

This research reveals that people who are uncomfortable with homosexuality (re)frame gay relationships to fit a heterosexist template using complementary stereotypes, that is, by balancing gender stereotyped characteristics between the partners.

T46:02

On the role of social stereotypes and the two fundamental dimensions of social perception (warmth and competence) in public punitiveness toward crimes

Carolyn Côté-Lussier

This study experimentally manipulates criminals' perceived warmth to observe its effect on punishment. The data suggest that stereotypes about criminals engender strong cognitive responses and judgments, which lead to desiring harsher punishment.

T46:03

Automatic approach and avoidance motor responses in majority and minority members

Mauro Bianchi; Beate Seibt

It has been shown that people display fast avoidance/approach reactions for ingroup/outgroup members. However, minorities' perspective has been neglected. In this talk we compared majority and minority members in an automatic approach/avoidance task.

T46:04

The persistence of learned fear of faces belonging to members of racial ingroups and outgroups

Andreas Olsson

Conditioned fear was acquired to images of racial in- and outgroups faces. When the faces no longer predicted an aversive stimulus, fear responses persisted only to outgroup faces. The effect depended on kind of outgroup, but was unrelated to attitudes.

T47 Advertising and consumer judgement

Chair: *Mary Gerend*

Room: 202

T47:01

Communicating benefits in advertisements reduces beliefs in uncommunicated benefits

Reutner Leonie; Michaela Wänke

Consistent with Grice' (1975) maxim of quantity, two studies showed that advertising a specific product benefit reduced consumers' beliefs in other not mentioned benefits compared to not mentioning any benefits at all.

T47:02

Similarity in context: How categorization affects evaluation of product imitations

Femke van Horen; Diederik A. Stapel; Rik Pieters

Against common practice, it is shown that imitation in the same product category results in comparison contrast and hurts look-alike products, whereas imitation in a different product category, or in a goal-derived ad hoc category, helps them.

T47:03

Vicary's victory: Subliminal ads in movies affect consumer choice

Thijs Verwijmeren; Johan Karremans; Wolfgang Stroebe; Daniël Wigboldus

We show that subliminal advertising is effective in real-life settings (presented in a movie), if brands are goal-relevant, and when ads are presented in a positive context. Subliminal advertising in negative contexts has aversive effects.

T47:04

Ideal Body Media can serve as counteractive control for female dieters

Jessica Boyce; Roeline Kuijjer; David Gleaves

Counteractive Control Theory suggests that goal threats can enhance goal progress. We investigated whether thin images of women could remind dieters about their goal. Results suggest that such images can encourage dietary restraint in some women.

T47:05

Moderating effects of emotion and message frame on health behavior

Mary Gerend; Jon Maner

We examined effects of emotion (fear vs. anger) and message frame (emphasizing gains vs. losses) on health behavior. As predicted, fearful participants were more responsive to a loss frame; angry participants were more responsive to a gain frame.

T48 Ostracism and rejection

Chair: *Adrienne Carter-Sowel*
Room: K11

T48:01

A non-social ostracism effect: Understimulation is involved in effects of being excluded and ignored

Johann Jacoby; Kai Sassenberg

Negative effects of ostracism are commonly understood as specific consequences of social exclusion. It is however proposed and tested here that another, non-social process contributes to effects of ostracism, namely understimulation.

T48:02

Antecedents and consequences of social and physical pain

Paolo Riva; James H Wirth; Eric D Wesselmann; Adrienne R Carter-Sowell; Kipling D. Williams

In a novel tests of pain overlap theories (Eisenberger & Lieberman, 2005; MacDonald & Leary, 2005), we found that social and physical pain overlap in their antecedents (i.e., fear of pain) and consequences (i.e., human basic need satisfaction).

T48:03

Exclusion, lack of power and time orientation at the core of unemployment self-esteem

Ginette Herman; David Bourguignon; Ana Guinote; Marie Courtois

The presentation clarifies the relations between exclusion, power and time orientation in order to predict self-esteem. Data show that power and time orientation mediate the relationship between exclusion and self-esteem in samples of jobless people.

T48:04

The quest for personal-relational equilibrium: Anti- versus pro-social responses to ostracism

Zhansheng Chen; Chi-To Cheng; Tai-Tak Poon

Personal-relational equilibrium moderates behavioral responses to ostracism. Ostracized individuals with relational disequilibrium showed higher levels of anti-social but lower levels pro-social responses than those with personal disequilibrium.

T48:05

Measurement of chronic ostracism and the effects of prolonged ostracism

Adrienne Carter-Sowell; Kipling Williams

We developed and validated new measures of chronic ostracism experiences with an 8-item Ostracism Experiences Scale (OES). In the lab participants played Cyberball. Higher OES scores predicted longer persistence of negative mood following ostracism

S69 Collective emotions, their causes and consequences

This symposium aims to shed light on the social dynamics of collective emotions by exploring the conditions under which collective emotional experiences occur and the mechanisms by which they increase group entitativity, leading to collective action and social change.

Organizers: Andrew Livingstone; Kim Peters

Room: K21

S69:01

When talking makes you feel like a group: Social interaction leads to group-based emotions

Vincent Yzerbyt; Toon Kuppens

We confronted participants with an unfair event that affected other group members, but not the participants themselves. Allowing group members to discuss the event increased identification, group-based appraisal, and group-based emotions.

S69:02

We feel, therefore we are: Emotion as a basis for social identity

Andrew G. Livingstone; Lee Shepherd; Russell Spears; Antony S. R. Manstead

We tested the idea that emotions can shape the formation of social identities. Findings support the idea that self-categorisation is influenced by shared emotional reactions over and above attitudes, in interaction with participants' own emotions.

S69:03

Capturing the mood of the group: The importance of emotion sharing for leadership

Kim Peters; S. Alexander Haslam

Participants were informed that a leader's emotional response to an event was more or less similar to their own emotional response. Greater emotional similarity strengthened social bonds, increased leadership endorsement and followership.

S69:04

'This will bring shame upon our Nation': The role of anticipated group-based emotions on collective action

Lee Shepherd; Russell Spears; Antony S.R. Manstead

We examined whether the anticipation of aversive group-based emotions can promote collective action against a proposed ingroup transgression. Anticipated group-based shame and anger directed towards the ingroup promoted collective action.

Discussant: Colin W. Leach

T49 Emotion

Chair: Wilco W. Van Dijk

Room: K22

T49:01

Inducing conformity with emotions: The role of anger and how it may backfire

Marc Heerdink; Gerben van Kleef; Astrid Homan; Agneta Fischer

Can emotional expressions engender conformity in groups? We show that expressions of anger and happiness signal exclusion and inclusion, respectively. By signaling exclusion anger may elicit conformity, but in some cases makes people leave the group.

T49:02

Threatening joy: Approach/avoidance behavior to emotions depends on expressers' group membership

Andrea Paulus; Dirk Wentura

We examined the influence of group membership on reactions to emotions with an approach/avoidance paradigm. Results show more negative affect to happiness expressed by an outgroup member compared to fear. For ingroup members, the result was reversed.

T49:03

Can't lose you: Interpersonal dependency and emotions in close relationship conflicts

Inmaculada Valor-Segura; Francisca Expósito; Miguel Moya; Esther Kluwer

Three studies examined the effect that dependency and emotions had on partner conflict. Results showed that, in men, anger mediated the relationship between dependency and aggression. In women, dependency and loyalty was mediated by guilt.

T49:04

Status, sex, and stereotypes: How multiple stereotypes influence expectations for emotion

Jacqueline S Smith; Marianne LaFrance; Kevin H Knol; Donald J Tellinghuisen; Paul Moes

The role of status in stereotypes of gender and emotion was explored. Reaction times were slowest to angry female faces presented as executives, but not assistants, suggesting that status influences gender-emotion expectations at an automatic level.

T49:05

Le Malheur des uns Fait le Bonheur des Autres: Self-maintenance as motive for schadenfreude

Wilco W Van Dijk; Jaap W Ouwerkerk; Guido M Van Koningsbruggen; Yoka M.Wesseling

In a series of studies we provide empirical support for our contention that the misfortunes of others can be pleasurable because it provides individuals with an opportunity to protect, maintain, or enhance a positive self-evaluation.

T50 Belongingness and closeness

Chair: Michelle Luke

Room: K23

T50:01

Does necking with a partner mean that you like him/her? An implicit measure of closeness

Nathan DeWall; Eli Finkel; Nathaniel Lambert

Participants drew a picture of themselves with their romantic partner or close friend and the number of centimeters between the necks of the figures in the picture predict the participants' self reported closeness with that person.

T50:02

To infinity and beyond! Secure relationships provide the energizing resource to explore

Michelle Luke; Katherine Carnelley; Constantine Sedikides

Three studies investigated the notion that secure relationships increase willingness to explore, because of amplified feelings of security and energy. Results supported our hypothesis. Secure relationships energize partners, enabling exploration.

T50:03

Anxiety about being single: Exploring the content of the anxiety and its relational consequences

Stephanie Spielmann; Geoff MacDonald

Why is it that some people seem happy being single whereas others feel anxious and incomplete? This research explores the content of people's anxieties about being single and the interpersonal outcomes of such anxieties.

T50:04

Great minds think alike: I-sharing promotes social connectedness

Daan van Bel; Karin Smolders; Wijnand IJsselstein; Yvonne de Kort

The current experiment demonstrates that I-sharing (sense of having the same subjective experience) promotes social connectedness and that its dimension “Shared understandings” has a pivotal role in the psychological mechanisms involved in I-sharing.

T50:05

Is there a connection between communal relationships and gratitude? The effect of communion over time

Cláudia Simão; Beate Seibt

The current research focuses on communal relationships and feelings of gratitude over time. Results suggest that gratitude is predicted across time by a specific relationship type—communion, highlighting the importance of gratitude in closeness.

T51

Fluency

Chair: Joanna Sweklej

Room: K16/17

T51:01

Fluency moderates the sunk cost effect

Sabine G Scholl; Herbert Bless; Daniel Brech

We argue that fluency moderates the sunk cost effect by shifting focus from secondary to primary considerations via level of construal. Manipulating prior investments and fluency we show that low (vs. high) fluency increased the sunk cost effect.

T51:02

Perceptual and conceptual sources of fluency: Are their signals cognitively distinguishable?

Rita Silva; Teresa Garcia-Marques

Two studies test if perceptual and conceptual signals of fluency are cognitively/experientially different. Results show them to be distinguishable and that only perceptual fluency interpretation may be easily reversed in a truth paradigm.

T51:03

Fluent expressions: Influence of processing dynamics on social judgments of emotional displays

Michał Olszanowski; Piotr Winkielman

This work examines the effects of fluency with which people can perceive and categorize emotional facial displays. We show that ambiguous displays can become disfluent, which can influence social judgments (e.g. liking or trustworthiness).

T51:04

Disrupting the flow: How brief silences in group conversations affect social needs

Namkje Koudenburg; Tom Postmes; Ernestine Gordijn

Silences are unsettling: They disrupt conversational flow. Fluent conversations lead to feelings of belonging, self-esteem, and social validation. A brief silence disrupts this fluency, and gives rise to negative emotions and perceived rejection.

T51:05

Intuitive semantic coherence judgments are effortless and enable exclusion judgments

Joanna Sweklej; Robert Balas; Grzegorz Pochwatko; Małgorzata Godlewska

In the context of Bowers et al.'s triads task we show that a) intuitive coherence judgments rely on automatic processing of semantic associations increasing fluency, and b) this fluency can be used in intuitive exclusion.

S70

The social neuroscience of social identity

This symposium showcases the recent advances in the field of social identity through the measurement of physiological processes. Covering a range of methodologies (fMRI, ERP, cardiovascular measures) and the whole social identity process (from categorization to the consequences of social identity threat), the symposium shows the benefits of neuroscience methods for social identity research.

Organizer: Belle Derks

Room: K1

S70:01

Self and social categorization: A social neuroscience perspective

Jay J. Van Bavel

In two studies, participants were assigned to a mixed-race team and saw faces during fMRI. Participants displayed in-group bias: the amygdala and fusiform gyri were selectively engaged following in-group compared to out-group or unaffiliated faces.

S70:02

Social identification amplifies early social categorization in event-related brain potentials

Belle Derks

Three studies with Muslim and non-Muslim participants revealed that early social categorization of ingroup and outgroup targets (measured with event-related brain potentials) is amplified by social identification and social identity threat.

S70:03

Group-based rejection as challenge or threat: The influence of group identification

Daan Scheepers

In the current talk I present evidence from a variety of group contexts indicating that highly identified group members show a cardiovascular challenge (rather than threat) response when being confronted with negative information about their group.

S70:04

Effects of stereotype lift on heart rate variability before the beginning of a task

Aina Chalabaev; Jeanick Brisswalter; Majed Maazoun Corentin Clément-Guillotin

This study examined stereotype lift effects on mental load. Telling males that females have poor strength ability decreased their heart rate variability and self-related worries before the beginning of a strength task, and increased their performance.

S70:05

Neural systems for interpersonal sensitivity are unresponsive to outgroups; Perspective taking helps

Jennifer Gutsell; Michael Inzlicht

Using EEG oscillations to index the neural simulation of action states, a process important for empathy, we show that neural simulation is limited to the ingroup. Taking the perspective of an outgroup member, however, can alleviate these biases.

11:05 – 12:45

S71 Emotion as social information: Emerging theorizing and research

This symposium showcases exciting new developments in research on the social effects of emotions. Combining theoretical and empirical contributions, the symposium shows how people distill social information from others' emotional expressions.

Organizers: Gerben van Kleef, Agneta Fischer

Room: K2

S71:01

Emotions as social information (EASI) theory

Gerben A. van Kleef

How do emotions regulate social life? Emotions as Social Information (EASI) theory explains when and how emotional expressions of one person influence the behavior of others by eliciting inferential processes and/or triggering affective reactions.

S71:02

The social signal value of emotions: A contextual model of social inferences from emotion displays

Shlomo Hareli; Ursula Hess

Social Perception of Emotions in Context (SPEC) model provides a framework for the study of inferences from emotions. The model emphasizes the role of context and is grounded in appraisal theory of emotion and in the social perception literature.

S71:03

What does an emotional face tell us? Inferring information from faces

Agneta H. Fischer

Emotional faces provide rich information about a person. We report results showing that (1) different emotional faces may lead to different trait inferences, and (2) the same emotional face may lead to different emotion and trait inferences.

S71:04

Emotions signal norms: How disappointment and anger shape normative influences on compliance

Evert A. van Doorn, Gerben A. van Kleef, and Joop van der Pligt

Emotions expressed during requests provide normative information. Two studies indicate that (1) another's disappointment can shape norm inferences, and (2) another's disappointment or anger may lead targets to disregard salient descriptive norms.

S72 Stereotypes: The context-dependent nature of enduring social knowledge structures

In this symposium, we discuss how enduring social knowledge structures such as stereotypes happen to be context-dependent. Several new contextual-dependency effects of stereotype activation and use are presented and possible mediators are discussed.

Organizers: Leonel Garcia-Marques, Alan Lambert

Room: K24

S72:01

Automatic stereotype activation depends on social contexts: Implications for categorization and implicit attitude measurement

Laura Scherer; Alan Lambert

Automatic stereotyping of individuals can often depend on the judgment context. Further exploration of these context effects reveals that they can be understood in terms of automatic processes that are similar in nature to range frequency theory.

S72:02

Situated Person Memory: The facilitatory role of target-context matching

Tomás A. Palma; Margarida V. Garrido; Gun R. Semin

We extend to stereotypes the idea that the context constitutes a facilitatory scaffold for cognition. We hypothesized and found that contextual features serve as strategic cues for memory when there is compatibility between cues and targets.

S72:03

Moderating Malleability: The moderating role of source monitoring in stereotype malleability

Ana Sofia Santos; Leonel Garcia-Marques; Mário Ferreira

In 3 studies, we fortuitously primed stereotype-irrelevant traits. Priming these traits increased the likelihood of being chosen among the best descriptors of target groups. However, when source monitoring was facilitated these effects were reduced.

S72:04

Obvious and less obvious effects of resisting primed counter-stereotype traits

Leonel Garcia-Marques; Ana Sofia Santos; Mário Ferreira

In two studies, fortuitously priming stereotype-incongruent traits did not affect the perceived central tendency of the group but had an impact on less monitored aspects of stereotypical information, such as perceived variability.

S73 The discovery of the self: Its bidirectional relation with culture and social identity

Cultural and social identity approaches to the self-concept are converging. Four talks show that culture and social identity enable the discovery of a distinctive and independent self. This in turn changes culture and social identity.

Organizers: Tom Postmes, Nina Hansen

Room: K12

S73:01

The development of individuality - Self-concept and value change through ICT for development

Nina Hansen; Tom Postmes

Data from a longitudinal field experiment among 1,200 Ethiopian children shows that using new technologies fosters a sense of autonomy, which in turn is associated with a broad range of changes in self-concept, cultural values and social relations.

S73:02

Motivational conflict between distinctiveness and belonging: Fundamental or cultural?

Maja Becker; Matt Easterbrook; Vivian L. Vignoles

Across 20 cultures, motives for belonging and distinctiveness were more compatible in collectivistic contexts, and more conflicting in individualistic contexts. Different cultural constructions of distinctiveness appeared to explain this variation.

S73:03

Not by intention alone. Identity-based motivation and the future self: How contexts shape action

Daphna Oyserman

People do not necessarily take action to attain their possible selves and future identities. To understand why six studies use the identity-based motivation (IBM) model to consider the context sensitivity of the motivational power of future selves.

S73:04

The interplay between individual distinctiveness and social identity

Lise Jans; Tom Postmes; Karen van der Zee

Five studies show that in-group diversity can make a positive contribution to the formation of shared social identities. Identities formed from the bottom-up affect strong commitment, but remain tolerant of group members' independence.

Discussant: Tom Postmes

T52 Confronting prejudice individually and collectively

Chair: *Stephanie Goodwin*

Room: 201

T52:01

Group boundaries, collective action, and intergroup contact: The mediating effect of stability, legitimacy, and permeability

Abbas Turnuklu; Huseyin Cakal; Miles Hewstone; Recep Yaparel; Tarkan Kacmaz

This study investigated the effect of ingroup identification and intergroup contact on collective action among secular and religious groups in Turkey.

T52:02

The psychosocial determinants of web-based collective action

Augusta Isabella Alberici; Patrizia Milesi; Raffaele Canfora; Paolo Malfermo

Two studies analyzed the two path (affective and instrumental or strategic) to web-based collective action. Results showed that online discussion significantly moderated the effects of the key-predictors of collective action.

T52:03

When and why do women blame a discriminated woman for her lack of ability?

Anne-Laure Hernandez; Sandrine Redersdorff; Delphine Martinot

This research examines self-protection strategies among observers of a discrimination against an ingroup member. Our results show that a common fate context is crucial to understand minimization of discrimination against another woman.

T52:04

The impact of perceptions of responsibility on intentions to confront prejudice

Kathryn Morris; Leslie Ashburn-Nardo; Stephanie Goodwin; Laura Spice; Brittany Sullivan

We argue that personal responsibility affects people's intentions to confront prejudice. Survey and experimental data demonstrate that weak personal convictions and diffusion of responsibility reduce intentions to confront prejudice.

T52:05

The Confronting Prejudice Responses (CPR) model: Individual responses to prejudiced incidents

Stephanie Goodwin; Leslie Ashburn-Nardo; Kathryn Morris

Our Confronting Prejudiced Responses (CPR) Model conceptualizes witnessing prejudice as a social emergency. Our data suggest that perceived urgency, personal responsibility and efficacy each play important roles in individual reactions to prejudice.

T53 Implicit stereotypes and prejudice

Chair: *Rui Costa Lopes*

Room: 202

T53:01

Development of homophobia: The dynamics self-acceptance and homophobic defense

Netta Weinstein

Three studies examined defensive processes that foster homophobia. Reaction formation stemming from conditional self-acceptance was identified as one defense leading to self-reported homophobia, implicit hostility, and aggression toward gay others.

T53:02

Easily liked and disliked? Formation and change of explicit and implicit attitudes towards ingroups

Jenny Roth; Melanie C Steffens; Vivian L. Vignoles

Three studies demonstrate that implicit and explicit attitudes towards ingroups can form and change readily. However, previously learned descriptive information as well as previous group membership can influence subsequent intergroup attitudes.

T53:03

Attitudes towards children and teenagers: Do we like them as we say we do?

Caroline Leygue; Greg Maio; Jochen Gebauer; Johann Karremans; Elspeth Webb; Jacky Boivin

Three studies show a more positive explicit attitude toward children than toward adults, but a more negative implicit attitude toward children than toward adults. Furthermore, results show positivity toward young children but not toward teenagers.

T53:04

The IAT as a measure of personal attitudes or cultural associations: Generalized implicit prejudice

Robin Bergh; Nazar Akrami

Is the implicit association test a measure of personal or cultural associations? Examining this question in terms of generalized explicit and implicit prejudice, two studies suggest that contextual aspects matters more for the latter kind.

T53:05

Priming meritocracy increases implicit prejudice

Rui Costa Lopes; Daniel Wigboldus; Jorge Vala

Recent research has shown the malleability of implicit prejudice. Extending on this research, we present two experiments showing that priming the (socially valued) norm of meritocracy promotes the expression of implicit racial prejudice.

S74 How automatic is automatic behaviour activation – processes and determinants

This symposium presents recent automatic behavior research that tests unconscious and conscious processes impacting automatic behavior. Fundamental processes and determinants such as goals, validity, and rewards are investigated in five papers.

Organizer: Kai Jonas

Room: K1

S74:01

How farsighted are approach-avoidance tendencies? Valence effects on distance change

Regina Krieglmeier; Jan De Houwer; Roland Deutsch

In three studies, valence facilitated behavior that ultimately caused a compatible distance change (DC), even when this required an immediate incompatible DC – but only under intentions to ultimate DC. Thus, farsighted approach-avoidance behavior is triggered in a partially automatic way.

S74:02

Do categories really prime automatic behavior? Evidence from motor schema activation and blocking

Kai J. Jonas; Joseph Cesario; Kai Sassenberg

In three studies automatic behavior activation after category priming only occurred when the respective motor schema was not blocked. This effect shows that category priming also leads to automatic activation of distal and proximal motor schemas.

S74:03

The sound of music: Goal states moderate the influence of environmental cues on behaviour

Rob W. Holland; Hanneke Hendriks; Harm Veling

Results of two studies provide evidence for our hypothesis that the activation of a goal induces regulatory processes, facilitating the susceptibility to environmental cues (in this case music) and its influence on decisions.

S74:04

Validity of primed mental contents: Implications for judgments and behavior

Kenneth G. DeMarree; Pablo Briñol; Richard E. Petty

We show that primed mental contents guide judgment and behavior to a greater extent under conditions that foster thought confidence rather than doubt, even when both the origin of the prime and of the confidence (head nodding, power) are unknown.

S74:05

Show me the Money - When Conscious and Unconscious Reward Processing will Facilitate or Hinder Performance

Claire Zedelius, Harm Veling, Henk Aarts

The processing of reward-related cues automatically leads to a boost of resources and enhanced performance, even when reward cues are perceived unconsciously and when one does not expect to be rewarded. Conscious attention can modulate this effect.

S75 Authenticity: New approaches to understanding its meaning and attainment

The talks in this symposium present recent research findings investigating authenticity's meaning and attainment, and they do so from various theoretical and methodological perspectives.

Organizer: Alison Lenton

Room: K21

S75:01

Trait authenticity: Conceptualization and consequences

Alex Wood

Seven studies (N = 1399) operationalize the humanistic conception of trait authenticity and show (both longitudinally and with experience sampling designs) that the trait is a strong and unique predictor of well-being and social functioning.

S75:02

Consequences of authentic living: Higher academic achievement, lower rate of cosmetic surgery

John Maltby

Two studies examine the concept of trait authenticity as a predictor of distinct behavioral outcomes related to educational achievement and incidence of cosmetic surgery.

S75:03

Striving for unwanted goals: On motive incongruence and self-infiltration

Nicola Baumann

The dynamic interplay between state and trait authenticity is analyzed using implicit/explicit motive-congruence (trait) and self-infiltration (state). Findings are discussed within the framework of personality systems interactions (PSI) theory.

S75:04

Will the real me please stand up? Context effects on state authenticity

Alison P. Lenton

Our program of research seeks to understand authenticity as a state rather than trait. To that end, this talk will describe experiments investigating context effects on participants' sense of authenticity.

S75:05

This above all, to thine own self be true: Inauthenticity makes people feel unclean

Adam Galinsky

Four experiments investigated how people react to threats to their authenticity, the very essence of the self and its social expression. Experiences of inauthenticity literally feel unclean, and lead participants to behave prosocially.

S76 Intergroup contact and common identity: Panaceas for social harmony? Old issues and new perspectives

The present symposium aims to discuss research that focuses on "when", "how" and for which groups are intergroup contact and common identity effective strategies for reducing prejudice.

Organizers: Rita Guerra; Maria Popa-Roch; Sven Waldzus

Room: K22

S76:01

The Other Side of We II: When the positive effects of "recategorization" depends on the source

Ángel Gómez; John F. Dovidio; Samuel L. Gaertner; Saulo Fernández; Alexandra Vázquez

Three experiments investigated the divergent consequences of endorsement of common identity offered by ingroup and outgroup members on behavioral intentions towards the latter. Additionally, the mediator role of group representation and group-related threat was analyzed.

S76:02

Do we all feel the same? Common ingroup identity: a double edged sword for majorities and minorities

Rita Guerra; Samuel L. Gaertner; Eric Hehman; Andrew Carroll; John F. Dovidio,

This study investigated the differential effects of one group and dual identity representations on intergroup emotions and behavioral intentions among White and Black majority and minority college students.

S76:03

Relationships between intergroup contact and perceived discrimination among ethnic minority groups

Linda R. Tropp; Diala Hawi

Extending recent cross-sectional research, we examine relationships between perceptions of discrimination and cross-ethnic friendships over time among African Americans, Latinos, and Asian Americans in a multi-year longitudinal study.

S76:04

Contact, common ingroup identity, relative prototypicality and threat in the reduction of bias

Charis Psaltis; Miles Hewstone

We test the complex relationship between intergroup contact, common ingroup identity, perceived prototypicality and threat. Identity can function as mediator or moderator, and results vary between Greek- and Turkish-Cypriots

Discussants: Samuel L. Gaertner and John F. Dovidio

S77 Motivation and visual perception

New insights on how the perceiver's states and goals interact with sensory information in the construction of the visual experience are presented. Consequences, modes of motivational influence, and theoretical accounts are also discussed

Organizer: Ana Guinote

Room: K23

S77:01

Wishful thinking determines initial dominance in binocular rivalry

David Dunning; Emily Balcetis

In binocular rivalry, when separate images are shown to each eye, only one reaches conscious awareness. In three studies, we demonstrated that wishful thinking led observers in binocular rivalry more often to see desired images over undesired ones.

S77:02

Perceptual tuning: Lack of power enhances visual discrimination

Mario Weick; Ana Guinote; David Wilkinson

Powerlessness enhanced performance in basic perceptual tasks involving simple visual discrimination of size, texture, and color. This increased perceptual sensitivity reflects an adaptive response to powerless individuals' lack of control.

S77:03

Through the eyes of dieters: Biased size perception of food following tempting food primes

Guido M. van Koningsbruggen; Wolfgang Stroebe; Henk Aarts

We assessed dieters' size perception of food objects after pre-exposing them to temptation primes. It shows how motivational goal states affect a basic perceptual process that may be detrimental or beneficial in resolving self-control conflicts.

S77:04

The Resources and Perception Model (RPM)

Kent Harber

The Resources-and-Perception-Model predicts that psychosocial resources moderate the physical perception of threats. Resources moderated the perception of infant cries, hill slants, distance to a tarantula, precipice height, and motion detection.

S77:05

Purpose in perception

Dennis Proffitt

Visual experience relates the environment to people's ever-changing purposes and the embodied means by which these purposes are achieved. Research is presented showing that perception is influenced by people's purposive action capabilities.

S78

Current directions in fluency research: Integration and expansion beyond classic effects

Fluency is the experience of ease or difficulty associated with ongoing processing. This symposium is to present new ideas and findings in fluency research as well as to offer models that synthesize prior evidence in comprehensive frameworks.

Organizer: Rainer Greifeneder

Room: K16/17

S78:01

How processing fluency impacts social cognition – New evidence for a cue-learning frame-work

Christian Unkelbach

A Brunswikian cue-learning model for fluency effects (e.g., on familiarity, fame, or truth) is presented. Experiments show that (1) people learn the interpretation of fluency and (2) people integrate the fluency cue with other available information.

S78:02

Happiness cools the warm glow of familiarity: Psychophysiological evidence

Marieke de Vries; Rob W. Holland; Troy Chenier; Mark J. Starr; Piotr Winkielman

We tested mood effects on the familiarity-affect link. Compared to a sad mood, a happy mood eliminated the "warm glow of familiarity", as shown in both self-reported liking and physiological measures (fEMG and SCR) of affect.

S78:03

When cognition is sluggish, and thoughts do not fit

Piotr Winkielman

My talk revisits the relationship between priming, prototypicality, and fluency. I will present two sets of counter-intuitive findings. First, stronger priming can cause disfluency, due to saturation. Second, greater prototypicality can cause disfluency, due to categorical conflict.

S78:04

With fluency comes trust and cooperation: Ease-of-retrieval influences behavior in economic games

Rainer Greifeneder; Patrick Müller; Dagmar Stahlberg; Kees Van den Bos; Herbert Bless

Three experiments show that feelings of ease or difficulty associated with information recall may influence behaviour in economic games, such as trust and cooperation. This influence was particularly pronounced in conditions of personal certainty.

S78:05

The phenomenology of insights

Rolf Reber; Sascha Topolinski

We present a fluency account for the phenomenology of insights and summarize data supporting this account. We present recent data that supports the role of immediacy in judgments of truth and show that insights often pertain to the social realm.

S79 Mental time travel and its influence on affect, motivation, and cognition

The present symposium consists of five talks illustrating how thinking about the past or fantasizing about the future influence individuals. The talks will focus on nostalgia, counterfactual thoughts, psychological distance, and future fantasies.

Organizer: Kai Epstude

Room: K1

S79:01

Nostalgia regulates avoidance and approach motivation

Tim Wildschut; Elena Stephan; Constantine Sedikides

Nostalgia draws on the highly developed human ability to think temporally. But what are its functions? We found that the significance of nostalgia resides partly in its capacity to facilitate a shift toward approach motivation and away from avoidance motivation.

S79:02

What might have been in the past can influence the future: Processing styles and counterfactuals

Kai Epstude

This talk examines the relation between counterfactuals and processing styles. Thoughts about what should have happened are linked to global thinking; thoughts about what shouldn't have happened are linked to local thinking. The functions of these links for intention formation are tested.

S79:03

Traversing psychological distance: A construal level theory perspective

Nira Liberman; Michael Gilead

In Construal Level Theory mental time travel is an instance of traversing psychological distance, and thus is akin to perspective taking and counterfactual reasoning. We show that psychological distancing promotes and is promoted by forming higher level construals

S79:04

Feeling close: The experiential foundation of psychological distance and tense

Leaf Van Boven

Experiences typically associated with reduced objective distance including emotionality, fluency, and effort reduce psychological distance (how "close" events seem). These experiences reduce distance to future events more than to past events.

S79:05

The self-regulatory power of fantasies about the future

Gabriele Oettingen

Fantasies about the future contrasted with obstacles of reality allow smart goal setting. Such mental contrasting unfolds its effects by changing implicit cognition and implicit motivation, works as meta-cognitive strategy for behavior change, and varies with relevant context variables.

12:45 – 14:30

Lunch

14:30 – 15:50

S80 Compassion and its relation to pro- and antisocial tendencies

This symposium is devoted to the developing field of compassion research with a special focus on the role of compassion with respect to important pro- and antisocial tendencies.

Organizers: Johannes Keller; Stefan Pfattheicher

Room: K2

S80:01

Innate altruism: An argument for the evolution of compassion

Jennifer L. Goetz; Dacher Keltner

What is compassion? In this theoretical talk, we present a model of compassion as an emotion that evolved to facilitate cooperation and protection of the weak and suffering. We relate our model to other empathic and trait accounts of compassion.

S80:02

Compassion for one instantly extinguishes punishment for another

Paul Condon; David DeSteno

Our research demonstrates that compassion extends forgiveness and reduces punishment toward any individual. Our data indicate that individuals experiencing compassion withheld punishment, whereas those in a neutral state punished a transgressor.

S80:03

Justice for me or compassion for the victims? How justice sensitivity relates to social cooperation

Tobias Rothmund; Mario Gollwitzer

The present research addresses the question why Justice Sensitivity from a victim's perspective is related to antisocial behavior and why Justice Sensitivity from an observer's perspective is related to prosocial behavior.

S80:04

The compassion-misanthropy-paradox: The role of prevention-focused self-regulation

Stefan Pfattheicher; Johannes Keller

The present research addressed the notion that vigilant, prevention-focused self-regulation builds a basis for the positive paradoxical association between compassion and misanthropy.

T54 Effects of social identification

Chair: Ulrich Klocke

Room: K24

T54:01

The influence of benevolence, competence, and identification on academic engagement

Silvia Di Battista; Chiara Berti; Heather J Smith

American and Italian university students completed simultaneous experiments designed to explore when manipulations of university identification and university authority behavior influence students' academic engagement.

T54:02

Render unto Caesar: A social identity account of the influence of religion on political attitudes

Kerry O'Brien; Kenneth Mavor

A study of self-identified Christians shows that group norms influence political attitudes and that framing ostensibly non-religious issues in religious terms can affect the relationship between religious identification and political attitudes.

T54:03

Is nature a great physician? Social identity moderates the psychological effects of nature

Anne Marthe van der Bles; Thomas A Morton; Alexander S Haslam

Past research suggests that exposure to nature has positive psychological consequences. We argue, and show, that the positive effect of exposure to natural (and urban) environments depends on how they relate to salient identities.

T54:04

Is the black-sheep effect (BSE) stronger for women? Effects of identification, identity threat, and sex stereotypes

Ulrich Klocke; Elsa Dannenberg

Ingroup members are evaluated more extremely than outgroup members. This BSE seems to be stronger for women. We show that this result can be better explained by sex stereotypical evaluations than by assuming a stronger BSE for women.

T55 Culture and group processes

Chair: Verena Graupmann

Room: K12

T55:01

Ingroup allocation model - Redistributing resources through language to improve fitness

Marie S Gustafsson; Sverker Sikström

We present the Ingroup Allocation Model (IAM), which suggests that individuals use evaluative communication to form, improve and strengthen their groups, allocate resources and as a consequence their individual inclusive fitness.

T55:02

Backing off the little guy: Group-based criticism and the role of culture

Carla Jeffries; Matthew Hornsey

We report three studies examining—for the first time—which groups are “off limits” (versus “fair game”) for criticism, the psychological mechanisms leading to those decisions, and the cross-cultural consistency of these processes.

T55:03

Impression management through self-disclosure: An inter-group perspective

Li Lim; Michael Platow

The need to project a positive in-group image impacted upon participants' willingness to self-disclose positive or negative information to in-group and out-group members when their social group-memberships were identifiable rather than anonymous.

T55:04

From all sides: Intercultural perspectives on reactance when restrictions come from the ingroup versus the outgroup

Verena Graupmann; Ester Meier; Eva Jonas; Stefan Hawelka; Markus Aichhorn

Restrictions to freedom stemming from an outgroup were associated with more reactance for Austrians with interdependent self-construal and for Taiwanese. Restrictions from an ingroup led to more reactance in Austrians with independent self-construal.

T56 Reactions to bad behavior

Chair: *Lieke Curfs*

Room: 201

T56:01

The apology mismatch: Differential apologetic needs for victims and perpetrators

Joost Leunissen; David De Cremer; Chris Reinders Folmer; Marius van Dijke

In a series of 3 studies we show that victims want an apology significantly more after an intentional than after an unintentional transgression while perpetrators mainly want to give an apology after an unintentional transgression.

T56:02

Antecedents of people's overt opposition to uncivil behavior

Alexandrina Moïsuc; Markus Brauer

Our research shows that people's overt opposition to uncivil behaviors is driven by prosocial intentions. It is correlated with social responsibility, altruism, and people's tendency to intervene against immoral behaviors.

T56:03

Implicit and explicit emotion contribute differently to costly punishment under load and no load

Elise C Seip; Mark Rotteveel; Wilco W Van Dijk

We investigated how implicit and explicit emotions contribute to costly punishment of non-cooperators. Under load punishment is no longer related to subjective anger, but to implicit negative affect. The level of punishment was not affected by load.

T56:04

The face of a killer: How facial features influence the negation of guilt

Lieke Curfs, Rob Holland, José Kerstholt, Daniël Wigboldus

We show that when facial features of a suspect fit criminal behavior, it is difficult to negate guilt when the suspect appears to be innocent. This suggests that crime-matching features create stronger associations between the accused and guilt.

T57 Values and well-being

Chair: *Liisa Myrsky*

Room: 202

T57:01

License to Sin: Self-licensing as underlying mechanism of hedonic consumption

Jessie de Witt Huberts; Catharine Evers; Denise de Ridder

We argue that hedonic overconsumption is not always caused by failing self-control, but can be the consequence of self-licensing. Two studies tested whether a justification increased hedonic consumption while controlling for self-control capacity.

T57:02

Wisdom, psychological distance, and well-being

Igor Grossmann

I explore the adaptive value of wisdom-related reasoning, as well as its malleability. Results of multiple studies showed that wise reasoning is related to multiple markers of well-being, and can be boosted via a psychological distance manipulation.

T57:03

Changes in values in rulers' public speeches in Finland 1809-2000 as a reflection of cultural change

Anneli Portman

An archival study of values in rulers' public speeches in Finland 1809-2000 reflecting cultural change also explores the applicability of Schwartz Value Theory to historical data. The model provides a good fit, but some extra values are needed.

T57:04

The role of value priorities and empathy in reporting real-life dilemmas and feelings

Liisa Myrsky; Soile Juujärvi; Kaija Pessa; Klaus Helkama

The goal was to explore how value priorities and empathy are related to real-life dilemmas and feelings associated with the dilemma. The role of values and dispositional empathy in real-life morality is re-considered in the light of these findings.

S81 Understanding the causes and consequences of radical collective action

This symposium demonstrates that conventional and radical collective actions have distinct predictors and consequences and highlights the importance of extending existing theories of collective action to account for engagement in radical action.

Organizers: Nicole Tausch; Julia Becker

Room: K11

S81:01

Extreme measures: Explaining radical collective action through emotion and efficacy

Nicole Tausch; Julia Becker; Russell Spears; Oliver Christ; Reem Saab; Purnima Singh; Roomana N Siddiqui

This paper examines the ideas that radical collective action is driven by a sense of low efficacy and by feelings of contempt rather than anger. Supporting evidence from four studies conducted in different political contexts is presented.

S81:02

Violence efficacy and nonviolence efficacy as predictors of (support for) political violence

Rim Saab; Russell Spears; Nicole Tausch

Is (support for) political violence linked with nonviolence inefficacy? What if violence has low efficacy? Does the efficacy of violence matter? Data from 1 correlational study and 2 experimental studies is presented.

S81:03

Normative violent extremism: The attitudes and beliefs of families of Jema'ah Islamiyah Members

Michael King; Haula Noor; Donald M. Taylor

In this paper, terrorism is not considered as anti-normative as it may first appear. Survey data from relatives of Jema'ah Islamiyah members is presented, exploring the role of families in creating a normative environment for conducting terrorism.

S81:04

Committed dis(s)idents: Radical action fosters disidentification with the broader ingroup

Julia C. Becker; Nicole Tausch; Russell Spears; Oliver Christ

This paper demonstrates that participation in radical collective action leads to disidentification with the broader ingroup whereas participation in conventional action does not. Data from a longitudinal survey and an experiment are presented.

S82 A dynamic and multilevel outlook on daily contact: Compensatory mechanisms and process dissociation

Innovative designs and methods offer a dynamic multilevel and realist outlook on daily intergroup interactions. Process dissociations and compensatory mechanisms are identified and the fluid nature of communicative and evaluative processes discussed.

Organizer: Stefania Paolini

Room: K21

S82:01

Cross-group friendship and resilience to daily intergroup conflict

Elizabeth Page-Gould

Daily diaries revealed that, while people without cross-group friendship avoided intergroup contact on days after intergroup conflict, cross-group friendship predicted more intergroup contact and social support on days following intergroup conflict.

S82:02

Being allowed and feeling prepared: Manipulating indirect contact and predicting actual interactions

Pablo De Tezanos-Pinto; Agostino Mazziotta; Rupert Brown; Amelie Mummendey

Ingroup norms and self-efficacy mediated the effect of an experimental manipulation of indirect contact. They also predicted the non-verbal behaviour during a cross-group interaction, and how positive it was according to participants and confederates

S82:03

Curiouser and curiouser: The varied consequences of positive and negative media portrayals of intergroup contact

Jake Harwood, Nick Joyce, Michelle Ortiz

Two experiments demonstrate positive and negative effects of exposure to media portrayals of intergroup contact. Effects are demonstrated on perceptions of in- and outgroup characters, as well as on generalized perceptions of the outgroup.

S82:04

The Conflict of harmony: Intergroup contact, identity representation, and different routes to social change

Demis Glasford; Justine Calcagno

Common identity increased solidarity between two disadvantaged groups, but less so for those with high intergroup contact with advantaged groups. Dual identity increased optimism about future relations, without altering social change motivations.

S83 Identity, emotion, and the regulation of behaviour in public places

Using insights from SIT and intergroup emotions theory, the symposium examines the promotion of pro-social behaviour in public places. Papers include analyses of street violence; anti- social behaviour; and inhibition of helping by Muslim minorities.

Organizer: Mark Levine

Room: K22

S83:01

The informal regulation of aggression and violence in public places: How groups police themselves

Mark Levine, Paul Taylor

This paper presents a behavioural analysis of CCTV videos of aggression in public places (and related interview material) that shows that groups regulate rather than escalate—and are key to managing aggression and preventing violence.

S83:02

“I want to help, but...”: The effects of identity denial on prosocial behaviour

Leda Blackwood; Nick Hopkins; Steve Reicher

This paper looks at how Muslims’ experiences of being treated as alien and dangerous alter their social interactions and constrain their ability to help. We will discuss the implications for theory and for policing marginalized groups.

S83:03

Bystander intervention when violent perpetrators are in-group members

Neil Wilson; Mark Levine

The paper describes a series of experiments exploring the relationship between bystanders and perpetrators. We demonstrate the interactions of identity and emotion in understanding the willingness of bystanders to intervene in violent emergencies.

S83:04

Effects of social threat and moral emotions’ expectations on social control: Shame on you, and on us

Peggy Chekroun; Rui Moreira Ribeiro Silva; Armelle Nugier

Studies show the mediation effect of moral emotions on social control. In-group deviants: 1) arouse moral emotions in bystanders, as their group’s social image has been threatened 2) are expected to feel more moral emotions while facing control. Both mediate bystanders’ reaction to deviance.

T58 Intergroup contact

Chair: Manana Jaworska

Room: K23

T58:01

Reducing competitive victimhood in Kosovo: The role of extended contact and common ingroup identity

Luca Andrighetto; Silvia Mari; Chiara Volpato; Burim Behluli

The present study, carried out in Kosovo, revealed that extended contact and common ingroup identity are two powerful strategies for reducing competitive victimhood. Implications of these findings for reconciliation processes are discussed.

T58:02

Moderators of imagined intergroup contact

Michele Denise Birtel; Richard John Crisp

Imagined contact (IC) has shown to reduce prejudice. This research revealed two moderators. IC eliminated the detrimental effects of high intergroup anxiety and low prior outgroup contact. IC enhanced attitudes, intentions and behaviour.

T58:03

Elaboration enhances the imagined contact effect

Shenel Husnu

This research extends findings on imagined contact by testing an elaborated task variant designed to enhance future contact intentions. Three experiments show that intentions are heightened as a result of both reduced intergroup anxiety and increased vividness of the imagined scenario.

T58:04

Intergroup anxiety as a limitation of imagined contact interventions

Manana Jaworska; Paulina Golrska; Micha Bilewicz

Two studies examined the moderating role of intergroup anxiety in the effectiveness of imagined contact. People high in anxiety became more prejudiced after imagining contact, while among low-anxiety participants such intervention reduced prejudice.

T59 The self in close relationships

Chair: Madoka Kumashiro
Room: K16/17

T59:01

I'd give it all up for you! Executive control promotes sacrificial behavior

Tila Pronk; Johan Karremans; Daniël Wigboldus

The present study examined the cognitive underpinnings of sacrifices, and showed that romantically involved individuals with a higher level of executive control have a higher tendency to sacrifice their own needs for the needs of their partner.

T59:02

Self-regulation and psychological availability as mediators of the link between work and marriage

Gerdientje Danner-Vlaardingerbroek; Esther Kluwer; Elianne Steenbergen; Tanja van der Lippe,

In the current research we investigated to what extent work experiences are associated with partner interactions, via depletion of self-regulation and psychological availability for the partner.

T59:03

Selfish or altruistic in close relationships? How self-regulation affects willingness to sacrifice

Francesca Righetti; Catrin Finkenauer

This work investigates the interplay between self-regulation and sacrifice. Results showed that low, but not high, self-regulatory capacities promote willing to sacrifice for close others. Mechanisms and boundary conditions are discussed.

T59:04

The Michelangelo phenomenon: Partner affirmation and clarity of the ideal self

Madoka Kumashiro

The current research presents findings from a longitudinal diary study on romantic couples to show support for the hypothesis that clarity of the ideal self mediates the relationship between partner affirmation and movement toward the ideal self.

S84 Attentional tuning models: Recent findings, extensions, qualifications and challenges

We present both recent evidence and challenges for the Attentional Tuning Model predicting that intero- and exteroceptive cues signal benign vs. unsafe environments and thereby expand vs. constrict the scope of perceptual and conceptual attention

Organizer: Jens Förster; Ron Friedman

Room: K1

S84:01

Moving forward is not only a metaphor: Approach and avoidance lead to assimilation and contrast

Marie-Pierre Fayant; Dominique Muller; Cécile Nurra; Theodore Alexopoulos; Richard Palluel-Germain

Experiencing approach/avoidance while processing comparison information should induce self-evaluative assimilation/contrast. Three studies relying on two approach/avoidance inductions and two kinds of self-evaluation measures confirm our prediction.

S84:02

Power, stability of power, and creativity

Daniel Sligte; Carsten de Dreu; Bernard Nijstad

Instability of hierarchies provides low power people with opportunities to climb the hierarchical ladder. We show that when creativity is relevant to this endeavor, low power people become more creative as they process information more globally.

S84:03

Motivational Dimensional Model: Understanding the relationship between motivational intensity and attentional scope

Philip Gable

Affects differ in motivational intensity. Affects low/high in motivational intensity cause a broadening/narrowing of attention, respectively. This relationship appears bi-directional, such that attentional scope modulates motivational intensity.

S84:04

The influence of novel events on processing styles

Jens Förster

Novelty Categorization Theory challenges the assumption that novelty leads to avoidance and local processing. In diverse studies we showed that novelty leads to global processing; only upon general understanding people start focusing on details.

Discussant: Ron Friedman

S85 On unconscious takeoffs and conscious touchdowns: Roots and consequences of motivation

We discuss recent empirical evidence revealing the mechanisms by which motivated behavior can be initiated outside of awareness - and, how such unconscious motives may still give rise to the experience of having a conscious goal.

Organizers: Erik Bijleveld, Ruud Custers

Room: K2

S85:01

How mental goal representations develop and motivate behavior without awareness

Ruud Custers; Martijn Veltkamp

Supporting the claim that goal priming relies on behavior preparation and unconscious reward processing, two experiments demonstrate that priming behaviors with positive affect not just motivates behavior on the spot, but creates lasting goals.

S85:02

Implicit affect effects on the intensity of motivation

Guido H.E. Gendolla

Recent studies show that effort-related cardiovascular response is systematically influenced by masked emotional stimuli that are processed during performance. Implications for theories about effort mobilization and implicit affect are discussed.

S85:03

When the going gets tough, rewards get us going

Erik Bijleveld; Ruud Custers; Henk Aarts

To efficiently pursue rewards, humans integrate information about benefits (a reward's value) and costs (the amount of required effort). The present research shows how these effort requirements impact responses to conscious and nonconscious rewards.

S85:04

Nisbett and Wilson (1977) revisited: The little that we can know and can tell

Christopher C. Berger; Ezequiel Morsella

We review evidence demonstrating that people can introspect about things that are important for *skeletomotor action-goal selection* (a form of high-level action control), but that introspection is limited about other aspects of processing.

S85:05

Goal priming can distort self-knowledge formation

Yoav Bar-Anan; Ben Gurion University

Automatic goal pursuit may lead to erroneous self-knowledge because it leaves fewer clues for self-attribution processes. In four studies, people's self-knowledge was distorted after they used decoy goals to explain behavior caused by goal priming.

S86 Intergroup aggression, retribution, and punishment

In this symposium the phenomena of intergroup aggression, retribution and punishment are discussed on the basis of different group theories, and empirical research is presented.

Organizers: Ulrich Wagner; Christian Issmer

Room: K24

S86:01

Leniency for outgroup offenders – a form of benevolent discrimination?

Judith Braun; Mario Gollwitzer

We test the assumption that leniency for outgroup offenders is a form of benevolent discrimination. Two experiments showed a leniency effect for outgroup offenders. This effect was reversed when participants had established moral credentials.

S86:02

The effects of repeated hostile intergroup interaction on in- and outgroup punishment

Arne Sjoestroem; Ulrich Wagner

In 3 experiments we tested the effect of repeated hostile intergroup interaction. In a first encounter deviant og members are less punished than ig members. This effect disappears if different og members successively show deviant behaviour.

S86:03

The role of folk theories of social influence in collective blame and intergroup retribution

Brian Lickel

This talk will examine the link between folk theories of groups, collective blame, and intergroup aggression. I will argue that lay people justify intergroup aggression in part by referencing mutual social influence in the outgroup.

S86:04

The aggression-enhancing effect of perceived social stigmatization

Christian Issmer; Jost Stellmacher; Ulrich Wagner

The perception of societal stigmatization results in an enhancement of aggression. We report evidence for this from a longitudinal study of educationally disadvantaged adolescents and show that association with delinquent peers mediates the effect.

S86:05

Fear and anger as predictors of motivation for intergroup aggression

Marija Spanovic; Brian Lickel; Thomas Denson; Nebojsa Petrovic

Fear induces intergroup aggression when people perceive that conflict is impossible to avoid and its outcome is uncertain. In conflicts that are framed about the past, only anger predicted aggression.

T60 Social exclusion and change

Chair: Craig McGarty

Room: K12

T60:01

The devil made me do it: Obedience and escalation of unethical behavior

Chris Reinders Folmer; David De Cremer

While we know that people can be forced to act unethically by authorities, how this experience may affect their own behavior is unclear. Our research reveals that being forced to transgress may also increase people's private tendency to do so.

T60:02

When does social exclusion undermine social trust? A contextual analysis

Guy Elcheroth

Findings from multilevel analyses of the European Social Surveys show that living in a context of widespread social exclusion strongly affects social trust. Their contribution to research on collective action and community resilience is discussed.

T60:03

Social snacking via Facebook: Use of social media in response to chronic and acute belonging needs

Megan L. Knowles

In three studies, we examined whether social media serve belonging needs. Findings suggest that heightened belonging needs may motivate the use of social media such as Facebook, and their use may buffer individuals from the costs of social exclusion.

T60:04

Integrating emotion, identity and opinion for action towards positive social change

Craig McGarty, Emma Thomas, Lisa Hartley, Ana-Maria Bliuc

Social change action rests on identity, emotion and beliefs. We show that anti-poverty action is boosted by priming interaction with outrage, reconciliation identities predict action and guilt, and hope may help limit trauma in post-genocide Rwanda.

T61 Stigma and identity

Chair: David Bourguignon

Room: 201

T61:01

The role of identification with opinion-based groups in predicting socio-political action intentions and emotional reactions

Ana-Maria Bliuc; Craig McGarty

The idea that opinion-based group identification predicts collective action and emotions is explored in 2 studies. The findings confirm our hypotheses, also showing that the predictive power of identification depends on the socio-political context.

T61:02

Who wants to be close to the majority? Perceiving discrimination and group identification

Miguel Ribeiro Ramos; Jolanda Jetten; Airong Truffet; Constantina Badea; Aarti Iyer; Lijuan Cui

In three studies we aimed to understand how individuals respond to experiences of discrimination. It was found that the goal of seeking distance from the majority is crucial for keeping one's own minority group alive in the face of rejection.

T61:03

Emphasizing intergroup difference leads to minority integration

Airong Truffet; Jolanda Jetten; Aarti Iyer; Lijuan Cui

Three studies among three different minority groups demonstrate that minority group members' perceived value difference predicted their endorsement of integration strategy, and identification with the superordinate category moderated this effect.

T61:04

Why group identification is protective only for some stigmatised groups: A stereotype explanation

David Bourguignon; Ginette Herman; Nicolay Gausel; Florence Stinglhamber

Three studies investigated self-protective strategies in the context of stigmatisation. Contrary to homosexuals, we found that the unemployed shared only negative attributes which explained their low personal self-esteem and their felt shame.

T62 Close relationships

Chair: Christine Campbell

Room: 202

T62:01

Interpersonal emotional influence in conversations between romantic couples

Imo van der Löwe; Gwenda Simons; Brian Parkinson

Multi-method study of emotional influence in naturalistic conversations between romantic couples showed that influence is difficult to detect accurately, but is linked to emotional and conversational dynamics.

T62:01

Gender differences in problem discussion: Depressive effects of co-rumination in same-sex friendships

Laura Taylor; Brian Parkinson; Gwenda Simons

An experimental design was employed (n=80) to examine gender differences and the emotional effects (positive affect, negative affect and depression) of discussing problems in same-sex friendships over a 3-month period.

T62:01

The adaptive value of jealousy: Automatic evaluation of rivals in jealousy-evoking situations

Karlijn Massar; Abraham P Buunk

Subliminal priming studies show that women's jealousy was evoked by attractive rivals and men's jealousy by social and physical dominance. Moreover, pregnant women indicated feeling more jealousy after emotional infidelity versus sexual infidelity.

T62:01

"Have sex but don't fall in love": Consensual non-monogamy and evolutionary explanations of jealousy

Christine Campbell; Naomi Richardson

Evolutionary theory argues that men are predetermined to find sexual infidelity by their partners more upsetting than emotional infidelity. We present data from a sample of consensual non-monogamists showing the reverse, supporting a biosocial model.

T63 Power and legitimacy

Chair: Lindreed Greer

Room: K11

T63:01

The effect of legitimacy on mimicking or complementing nonverbal behavior

Jessanne Mastop; Mariëlle Stel; Eric van Dijk

We show that people's reactions to others' nonverbal behavior are not only determined by the target's displayed behavior, but also by the context in which it occurs. Whether status is legitimate influenced whether people mimic or complement a target.

T63:02

When the boss becomes egalitarian: Power induces situated attitudes

Guillermo B. Willis; Guinote, Ana

The effects of power on prejudice were examined. Three studies showed that power increases implicit prejudice, but when biased evaluation tendencies are irrelevant or can hinder goal pursuit, the powerful decrease their implicit prejudice.

T63:03

Power embodiment increases selective exposure after decisions

Julia Fischer; Frey, Dieter; Englich, Birte; Fischer, Peter

Three studies show that power embodiment increases confirmatory information processing (selective exposure) after decision making. This effect was mediated by differential levels of experienced decision certainty.

T63:04

Distinguishing group power from individually-held power: Threat, conflict, and high-power groups

Lindred Greer; Carsten De Dreu; Gerben Van Kleef

We develop and test in two experimental studies a multi-level model of the effects of group, as opposed to individual, power. We find that group-held power instills high levels of threat and aggressive conflict mindsets among group members.

S87 Awareness of implicit processes - the limits of introspection revisited

Much research in social psychology has focused on implicit, supposedly “unconscious”, processes. The current symposium will look at whether and when introspection of implicit processes is possible, and the effects of introspection on explicit processes.

Organizers: Adam Hahn; Michaela Huber; Charles Judd

Room: K21

S87:01

What is “implicit” about implicit attitudes?

Bertram Gawronski

Reviewing relevant evidence, the talk will discuss three aspects of indirectly assessed attitudes that may be conscious or unconscious: (a) the origin of an attitude, (b) the attitude itself, and (c) the influence of the attitude on behavior.

S87:02

Implicit ≠unaware – people are able to introspect their implicit attitudes towards social groups

Adam Hahn; Charles Judd; Irene Blair; Holen Katz

We show that people are able to predict their implicit attitude scores before completing a series of IATs, indicating an ability to introspect implicit attitudes. This ability depends, in part, on framing of the task and personality characteristics.

S87:03

Morality in high definition: Emotional complexity moderates affective priming of moral judgments

C. Daryl Cameron; B. Keith Payne; J. Doris

Many argue that implicit emotional processes drive moral judgments. We show that emotional complexity—refined introspection on emotion—influences whether people can prevent emotions from impacting moral judgments on an affective priming task.

S87:04

From mindless to mindful decision making: Introspecting on decision processes

Michaela Huber; Leaf Van Boven

People frequently make judgments and decisions in ways that, in hindsight, they might prefer to have made differently. We show that introspecting on their judgment processes can lead people to correct their judgments and decisions.

S88 The yin and yang of intergroup harmony: Lessons for pluralistic societies

The current symposium brings together four programs of research that examine how varied strategies for achieving positive intergroup relations are often accompanied by even more complex barriers that hinder in the achievement of intergroup harmony.

Organiser: Kumar Yogeeswaran

Room: K22

S88:01

Climbing and kicking or climbing and lifting: Group identification moderates treatment of ingroup subordinates

Kerry Spalding; Cheryl R. Kaiser

Group identification influences treatment of ingroup subordinates by members of groups that are underrepresented. Strongly gender identified women who served as managers favored the ingroup; weakly gender identified women favored the outgroup.

S88:02

A missed opportunity to promote harmony: Perpetrator power inhibits prejudice confrontation

Leslie Ashburn-Nardo; Kathryn Morris; Stephanie Goodwin; John Blanchar; Jessica Petersson

When third-party bystanders fail to confront prejudice they miss an opportunity to reduce perpetrator bias and promote intergroup harmony. We present data from two experiments demonstrating bystanders' reluctance to confront high-power perpetrators.

S88:03

Do abstract vs. concrete construals of multiculturalism differentially impact intergroup relations?

Kumar Yogeeswaran; Nilanjana Dasgupta,

Three experiments demonstrate that abstract vs. concrete construals of multiculturalism differentially impact intergroup relations by decreasing versus increasing perceived threats to national distinctiveness.

S88:04

Whites see racism as a zero-sum game that they are now losing

Samuel R. Sommers

We document Whites' view of racism as a zero-sum game—such that decreases in anti-Black bias are associated with increases in anti-White bias—to such an extent that Whites currently view anti-White bias as more prevalent than anti-Black bias.

T64 Negations and autonyms: Their impact on information processing

Chair: Camiel Beukeboom

Room: K23

T64:01

Density effects in person perception

Juliane Burghardt; Christian Unkelbach

Following the density hypothesis we show valence asymmetries in impression formation and person memory. Positive information creates more coherent and consistent impressions whereas negative information has a memory advantage.

T64:02

The false negative effect: Negation induced forgetting

Ruth Mayo; Yaacov Schul; Rosental Meytal

The current research demonstrates a complementary effect of false memories—negation induces forgetfulness. In two studies we found that correctly negating a characteristic of an existing representation lead to forgetting the representation itself.

T64:03

The negation bias: When negations signal stereotypic expectancies

Camiel Beukeboom; Catrin Finkenauer; Daniel Wigboldus

When describing behavior that violates stereotypic expectancies, compared to when expectancies are confirmed, people are significantly more likely to use negations. This linguistic bias plays a subtle but powerful role in stereotype maintenance.

S89 Cognitive models of relationships: Social constraints on grounded cognition

Understanding, memory, and action involve representation that are not limited to purely dis-embodied symbolism. But how is action grounded? This symposium devotes theoretical attention to the nature of grounded representations in social relations.

Organizer: Hans IJzerman

Room: K16/17

S89:01

Big and mighty: Preverbal infants represent social dominance

Lotte Thomsen; Willem E. Frankenhuys; McCaila Ingold-Smith; Susan Carey

Human infants from 10 months of age use relative size to predict which of two, novel agents will prevail in their very first conflicts of goals.

S89:02

Caring for sharing: Developing communal orientations through physical warmth

Hans IJzerman; Johan Karremans; Lotte Thomsen; Thomas Schubert

Discussed is the development of communal orientations through physical warmth. Two studies focus on the role of warmth in seeking contact (8-13 month old infants) and pro-social behavior as a function of attachment style (4-6 year old children).

S89:03

Food for thought: Cultural differences in embodied food practices and diversity in attachment

Seinenu M. Thein; Alan Page Fiske

The study analyzes differences in the embodied practices of children during mealtimes in Burma and the United States and discusses how differences in day-to-day embodied practices relating to food may contribute to cultural diversity in attachment.

S89:04

The face of love: Spontaneous facial responses to partners' and strangers' happy and angry faces

Michael Häfner; Hans IJzerman

We investigated whether accommodation, typically formulated as the tendency to deliberately inhibit a destructive reactions to partners' destructive behavior, also occurs spontaneously. Results from two EMG studies support this notion.

Discussant: Ap Dijksterhuis

S90 Propagation of intergroup conflicts: Normative side of prejudice, discrimination, and violent protest

This symposium uses normative approaches, beginning with the first stages of dyad formation, and extending to relations between and within nation-states, to illuminate the processes of prejudice and social conflict within a unified framework.

Organizers: Jorge Vala, Serge Guimond

Room: K1

S90:01

The normative importance of prejudice in friendships

Christian S. Crandall; Angela J. Bahns

We sampled friendships on campus and in town, measuring prejudice toward several social groups (e.g., gay men, Jews, Latinos). We found similarity on almost every prejudice. This similarity was pervasive, and was not moderated by the amount of discussion of the prejudice target.

S90:02

Intergroup time bias, social norms and discrimination in the context of racialized social relations

Jorge Vala; Cicero Pereira

The studies that will be presented demonstrate that people take more time to form an impression of a White target compared to a Black one. This bias is moderated by egalitarian and meritocratic social norms and predicts discrimination.

S90:03

National models of integration and national norms: Testing their impact on intergroup relations

Serge Guimond; Rodolphe Kamiesjki; Pierre De Oliveira

In this presentation, we review existing evidence about the effects of various integration models on intergroup relations and present some of our own research on the topic carried out in France, Canada, Germany, the UK and the USA

S90:04

Muslim support for normative and non-normative violence against america: The clash of civilizations or the struggle against american domination?

Nour Kteily; Jim Sidanius; Felicia Pratto; Shana Levin;

This research focus on overall support for normative and non-normative violence, and non-violent protest in the context of international conflicts, contrasting the "clash of civilizations" perspective with an anti-dominance model.

Posterlist

Wednesday

POSTER THEME: DECISION MAKING AND RISK PERCEPTION

WE P01

Discrepancy in how individuals actually make and want to make decisions

Neda Kerimi

WE P02

Uncertain or tactful? Effect of risk quantifiers' interpretation on risk perception and decision making

Christina Butler; Marie Juanchich; Miroslav Sirota

WE P03

"It could happen to me, but could I have known it all along?" Protective function of hindsight bias

Cynthia Marchal; Olivier Klein

WE P04

What they say and what you see: Learning and decision making with diverse information

Elizabeth C. Collins; Elise J. Percy; Eliot R. Smith; John K. Kruschke

WE P05

A social cognitive perspective of terrorism risk perception on food chain security

Irina Stanciugelu; Hami Alpas; Dan Stanescu; Faruk Bozoglu

WE P06

To choose is to express the self? Undermining self-expressiveness of choice through opinion voicing

Michalis Kokkoris; Ulrich Kühnen

WE P07

Future-oriented emotions on prediction of behavioral intention and behavioral expectation

Pilar Carrera; Amparo Caballero; Dolores Muñoz; Luis Oceja

WE P08

Anticipated emotions and personal experience for predicting intentions and expectations as proximal antecedents of risk behavior

Pilar Carrera; Dolores Muñoz; Luis Oceja; Amparo Caballero

POSTER THEME: VICTIMS AND ABUSE

WE P09

The relationship between appraisals, emotions and strategies for coping with sexual harassment

Afroditi Pina; Tendayi Viki

WE P10

Perception of abusers scale

Pablo Olmedo-Carrillo; Miguel Mora-Pelegrín; Gregoria Montilla-Jiménez

WE P11

The role of social networks in the context of violence against women

Carmen Leontina Ojeda Ocampo Moré; Ana Claudia Wendt dos Santos; Leonor Cantera Espinosa

WE P12

The experience of getting out of the abusive relation through the voices of immigrant women

Roberta Alencar-Rodrigues; Maria Angelica Benavides; Leonor Cantera

WE P13

Self forgiveness in specific offence: Offender's and victim's determinants

Sara Pelucchi; Camillo Regalia

WE P14

Is the victim's responses to procedural injustice procedurally just?

Kjell Yngve Törnblom; Ali Kazemi

WE P15

Perception of lying recognition and acceptance among bullying victims

Malgorzata Gamian-Wilk; Katarzyna Cantarero

WE P16

Social treatment of criminal injuries: Reflections from a gender perspective

Patricia Alvarado; Leonor Cantera; Angélica Benavides

WE P17

The role of hostile sexism in peers' reactions towards victims of teen dating violence (TDV)

Josefa Ruiz Romero; Antonio Herrera Enríquez; Francisca Expósito Jiménez

WE P18

Tolerance towards sexual harassment and sexism in the work context

Antonio Herrera Enríquez; Afroditi Pina; Francisca Exposito Jimenez

WE P19

Who is guilty? Rape myth acceptance and sexism on blaming the victim in incarcerated males

Francisca Expósito; Inmaculada Valor-Segura; Mari Carmen Herrera; Afroditi Pina

WE P20

Impact of female promotion and division of domestic work on perceived threat and domestic violence

Mari Carmen Herrera; Francisca Expósito; Miguel Moya; Diane Houston

WE P21

Sex maniac and victim: A social representations perspective

Inna Bovina; Nikolay Dvoryanchikov; Anastasiya Gutnik

POSTER THEME: SOCIAL PSYCHOLOGY AND CHILDREN

WE P22

Young adults' attitudes towards foods: Two-fold specificity of similarity with parents and friends

Margherita Guidetti; Mark Conner; Nicoletta Cavazza; Andrew Prestwich

WE P23

Social positions as organizing principles: Social representations of intelligence, parental values and authoritative parenting

Isabel Miguel; Joaquim Pires Valentim; Felice Carugati

WE P24

Development of group favoritism in children: Role of moral reasoning and system justification

Erica Viola; Cristina Mosso

WE P25

Families "of value": Comparing the values of parents with those of their young adult children

Sara Alfieri; Daniela Barni; Elena Marta; Rosa Regina Rosnati

WE P26

Identification with parents as a moderator in the parent/child prejudice relationship

Rita Correia; Maria Benedicta Monteiro

WE P27

Does the use of pair forms versus the masculine as generic impact children's gendered beliefs about occupations?

Dries Verweken; Bettina Hannover; Jane Oakhill

WE P28

Ethnic identity, family relationships and well-being of young intercountry Italian adoptees

Laura Ferrari; Sonia Ranieri; Rosa Rosnati; Claudia Manzi

WE P29

Excluding immigrant children from higher education: The role of the teacher's gender and SDO

Beate Küpper; Andreas Zick

WE P30

Restrictive but family focused: Family climate affects parental mediation of children's media use

Violetta Schaan; Andre Melzer

WE P31

Children in mind – implementation of a culture of participation in a children’s home and its effects on child self-perception and well-being

Christina Gierer; Verena Graupmann; Bernhard Streicher; Dieter Frey

POSTER THEME: GROUP PROCESSES

WE P32

Social mechanisms of task performance

Jacek Buczny

WE P33

Ingredients of respect: When do we feel respected in our groups?

Daniela Renger; Bernd Simon

WE P34

Interrelation of differentiation and integration processes in small groups

Marianna Sachkova; Olga Vaskova

WE P35

Does perceiving differences in teams make us feel less alike?

Shemla Meir; Jürgen Wegge

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Getting tuned in to those who are different: State affective empathy as a mediator between diversity and performance

Sebastian Stegmann; Marie-Èlène Roberge; Rolf van Dick

WE P37

Comparative fit/faultlines, social category salience, and information elaboration in diverse teams

Bertolt Meyer; Meir Shemla; Carsten C. Schermuly

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Effects of gender stereotypes on group interactions and individual performance within groups

Hans van Dijk; Marloes van Engen

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Group observations: An example from a school setting

Eva Hammar Chiriac; Maria Heintz

WE P40

Collecting qualitative group data through focus group interviews

Ingrid Hylander

WE P41

Field studies: An example from a naturalistic study of a mass event

Johan Näslund; Stephan Hau

WE P42

Field studies: Combining a researcher and practitioner perspective when studying group processes in large demonstrations

Michael Rosander

WE P158

How do group members regulate their performance in ethnically diverse work groups?

Yves R. F. Guillaume; Felix C. Brodbeck; Daan van Knippenberg

WE P159

How intergroup and intragroup status hierarchies affect responses towards group diversity

Yeliz Cantimur; Floor Rink; Gerben van der Veegt

WE P160

Adequate group selection comes with age: Age differences in diversity preference for complex tasks

Robert A Eckhoff; Sven C. Voelpel

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The bright side of categorization: Charismatic leaders and performance of diverse groups

Astrid C. Homan; Lindred L. Greer; Annebel H. B. de Hoogh; Deanne N. den Hartog

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Belongingness uncertainty and preference for structure among members of historically marginalized groups

Nicholas Camp; Valerie Purdie-Vaughns; Agata Gluszek

WE P44

Sojourners expectations: Are they met and does it matter if they're not?

Kali Demes; Nicolas Geeraert

WE P45

Risk and protective factors in a sample of Gypsy adolescents: Ethnic membership in perspective

Filipa Freire; Joana Alexandre

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Discrimination and subjective well-being: The moderating roles of identification with the heritage group and host majority group

Juliette Schaafsma

WE P47

Minority discrimination in diverse groups: Different diversity representations of metal music fans

Janine Dieckmann; Melanie C. Steffens

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Chance of a minority - treated as Gypsy in Hungary

Sara Bigazzi; Istvan Cserto; Kriszta Gall; Emese Margittay

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Perceived majority attitudes as determinants of the social adjustment of minority Black adolescents

João H. C. António; Maria Benedicta Monteiro; Allard R. Feddes

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HIV stigma in immersive virtual environments

Henna Toppenberg; Arjan Bos; Daniël Wigboldus; John Pryor

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Coping and affect. A comparative study of immigrants, disabled, gays and lesbians

Itziar Fernandez-Sedano; Prado Silván-Ferrero; Encarnación Nouvilas; Sanjuan Pilar

WE P52

Lesbian and gay migrants: When do multiple sources of minority stress provoke negative outcomes?

Melanie C. Steffens; Michael Bergert; Stephanie Heinecke

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Resistance to legitimacy: The influence of outgroup and ingroup perspectives

Gloria Jiménez-Moya; Rosa Rodríguez-Bailón; Russell Spears; Soledad De Lemus

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Conflicting identity content as a barrier to collective action participation

Avelie Stuart; Emma Thomas; Ngaire Donaghue

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Warmth, competence and immigrant adaptation to the host society: The natives' view

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Towards an integrated model of stigmatization of gay men and lesbians

Fraukje Mevissen; Arjan E.R. Bos; John B. Pryor

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Discreditable: New directions in managing and disclosing information about concealable identities

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Courtesy stigma and psychological well-being

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Recent studies showing the ubiquitous presence of subtle discrimination

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Self-relevant goals enhance memory for traits in older adults

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Boosting children's working memory by a 10 minutes psychosocial induction

Frederique Autin; Jean-Claude Croizet

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Reconstructed autobiographical phenomena for self versus social events using an image diary

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On the experience and memory of duration: Why do good times seem to fly and bad times seem to crawl?

Edward O'Brien

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Selective recall and positive self-perception in young vs. aged individuals: A matter of motivation

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Predicting online self-presentation by UK and Japanese social network service (sns) users

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Denying humanness to others: A mechanism of how antisocial video games increase aggressive behavior

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Privacy online: The shy and the sociable reveal more information in social networking sites

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Youth skin color and parental attitude adoption

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The development and validation of 3D virtual environment for social psychological studies

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Stereotypes in your eyes: Media exposure influences people's reading behavior of crime news

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Ethnic media and social participation

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Buffering media-induced intergroup threat: The role of perceived typicality

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Students' awareness of the importance of gender stereotypes by means of information technologies

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The influence of mere presence on cognitive control - social facilitation or inhibition effects?

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Using internet-based research methods to study framing effects

Ulf-Dietrich Reips

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Determinants of response quantity in online panel studies

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Effect of power and construal level on gender-biased tasks

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A conversational account of ease of retrieval effects

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Unpriming: Tests to the specificity of the phenomenon and the minimal conditions for its occurrence

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Counterfactuals when others determine and influence our choices and actions

Vanessa Osthheimer

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Stress and confirmatory information search

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Information gathering on social targets: The trade-off between frequency and diagnosticity

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When conformity calls: Elite referees adjust perceptions of ambiguous incidents to prior feedback

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Effects of sound on behaviour: Phonetic priming affects individuals' test performance

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Are 'chokers' 'thinkers'? Examining the role of cognition in sports performance

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Optimal levels of motivation in information relevance perception and social judgment depend on cognitive capacity

Arne Roets; Alain Van Hiel; Arie W. Kruglanski

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Effects of mindfulness on complex decision-making and post-choice satisfaction

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A brief mindfulness induction reduces the fundamental attribution error

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Prime and probability: Inferential and predictive processes in self-agency experiences

Anouk van der Weiden; Henk Aarts; Kirsten I. Ruys

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When need for closure is not sufficient to achieve closure: The moderating effect of efficacy at fulfilling this need

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Ambivalent food attitudes and unhealthy eating behaviour

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Do distant foods decrease intake? The effect of food accessibility on eating behaviour

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Implicit attitudes toward smoking: Contrasting smoking and non-smoking in an affective priming task

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The impact of message framing and initial fear on breast self-examination intentions and behavior

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How mindset influences self-efficacy beliefs and unhealthy snacking behavior

Charlotte Vinkers; Marieke Adriaanse; Denise de Ridder

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Fear appeals and the effects of message-framing and vividness in screening for diabetes

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Social identities of older adults in self-determined exercise and sports motivation and participation

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Elevate yourself, take the stairs! The effects of injunctive and descriptive norms on stair-use

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Verbal tense, attitude and past experience as predictors of intention to drink excessively

Dolores Muñoz; Pilar Carrera; Amparo Caballero

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Using indirectly measured attitudes to predict alcohol use: The role of attitude accessibility

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Am I an expert in health? Causes and consequences of health related self epistemic authority

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Is my doctor an expert? Factors affecting the judgment of the physician as an epistemic authority

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Coping mediates the association between Type D personality and perceived health in Chinese patients

Xiaonan Yu; Zhansheng Chen; Jianxin Zhang; Xiaohui Liu

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Influence of proactive coping strategies on social well-being and life-projects in old age

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Collective guilt, moral outrage and helping the poor: A matter of responsibility framing

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Simon Laham

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No benefit of the doubt? Perceivers fail to excuse ego-depleted immoral behaviour

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Ew! That's so wrong! Experimental evidence of disgust as a moral emotion

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The relation between values and self-conscious emotions

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Alessandro Gabbiadini; Luca Andrighetto; Chiara Volpato

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Moral exclusion and conflict

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The leading role of morality in the impression-formation process

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Normative pressure to reduce prejudice against homosexuals and beliefs about the nature of homosexuality
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Positive and negative meta-stereotypes: Effects on intergroup relations
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Promoting harmony between Muslim and Christian students: A dual identity-cooperative contact study
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Reducing explicit and implicit prejudice with imagined contact among Italian children
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Nicolay Gausel; Agostino Mazziotta; Friederike Feuchte; Colin Wayne Leach

WE P155

The impact of perspective taking and apology on anger in an intergroup conflict

Mariëtte Berndsen; Craig McGarty

WE P156

Emotional backfire: The risk of rejecting gestures of intergroup reconciliation

Nicole S. Harth; Matthew Hornsey; Fiona Barlow

Thursday

POSTER THEME: SELF-REGULATION

TH P01

Acceptance or avoidance? Investigating the potential of mindfulness-based self-regulation

Hugo Alberts; Roy Thewissen

TH P02

Does self control improve as we age?

Brandon Stewart

TH P03

Social exclusion on self-regulation: The role of fairness and identity

Donna Garcia; Paula Brochu; Monica Biernat; Vicki Esses

TH P04

Impulsivity and risky decision-making in obese and normal individuals

Zahra Safaryazdi; Vahid Nejati

TH P05

To thine own self be (temporarily) true: Causes, experience, and consequences of state authenticity

Alison Lenton; Letitia Slabu; Martin Bruder; Constantine Sedikides

POSTER THEME: EMBODIMENT AND EMBUILDMENT

TH P10

Grounded cognition: How symmetry perceptions inform ethicality ratings

Niels van Quaquebeke; Steffen R. Giessner

TH P11

If it's too cold think of how friendly you are: Focusing on communion makes the temperature go high

Aleksandra Szymkow-Sudziarska; Michal Parzuchowski; Hans Ijzerman; Jesse Chandler

TH P12

New ideas come out of the dark: The impact of darkness on creativity

Anna Steidle; Eva-Verena Hanke; Lioba Werth

TH P13

Women, turn on the AC! Room temperature impacts person perception

Christine Gockel; Antje Gibson; Lioba Werth

TH P14

Lean and mean: Psychological punishment in modern office space

Craig Knight; Alexander Haslam

TH P15

Moving offices. The impact of new work environments on identification and satisfaction

Rolf van Dick; Nikolai W. Egold

POSTER THEME: NORMS AND DEVIANCE

TH P16

Priming religion decreases free will ascribed to threatening humans

Wieteke Nieuwboer; Hein van Schie; Daniël Wigboldus

TH P17

The identification of effective and ineffective reactions to others' norm transgressions and the influence of cognitive load

Anabel Fonseca; Markus Brauer; Armele Nugier; Alexandrina Moisuc

TH P18

Impression management, values, and self-reported morally relevant behaviours

Klaus Helkama; Liisa Myrsky; Kristina Petkova; Joaquim Pires Valentim; Toomas Niit; Kadi Liik

TH P19

Understanding social exclusion via insights from resource theory

Ali Kazemi; Kjell Törnblom

TH P20

Examination of the relationship between norms of non-involvement and social isolation

Miura Emi; Fujio Yoshida

TH P21

Advocated strategies to deal with deviant behavior in intergroup contexts: A subjective group dynamics approach

Frederico Guilherme

TH P22

Is good life happy, meaningful, or wealthy? Cultural differences and the context-sensitive self

Derrick Wirtz; Christie Scollon

TH P23

Life satisfaction and positive affect towards virtues

Dorota Jasielska

POSTER THEME: HELPING

TH P24

Making a difference, eventually: The relation between future time perspective and volunteerism

Alexander Maki; Patrick Dwyer; Mark Snyder

TH P25

The cost of helping others

Enrico Rubaltelli; Sergio Agnoli

TH P26

Availability of academic help among classmates – Does having a migration background matter?

Lysann Zander-Music

TH P27

Helping across group boundaries: Intercultural dissimilarity, individual attractiveness and empathy

Katharina Lotz-Schmitt; Stefan Stürmer

TH P28

Perceived intergroup similarity and reciprocity expectations as determinants of intergroup helping

Alexander N. Bodansky; Stefan Stürmer

TH P29

Charitable giving in an intergroup context - a qualitative study with members of the Irish public

Caitriona Kinsella; Clifford Stevenson; Orla Muldoon

TH P30

The paradoxical effects of a group's immoral image: Reluctance to improve ingroup status

Susanne Täuber; Martijn van Zomeren

TH P31

Can moral convictions motivate the advantaged to challenge social inequality? Extending the social identity model of collective action

Martijn van Zomeren; Tom Postmes; Russell Spears

TH P32

Help-seeking helps: Help-seeking as group image management

Juliet Wakefield; Nick Hopkins; Ronni M. Greenwood

TH P33

Ironic effects of negative metastereotype activation on intentions to help a higher status outgroup

Chuma Owuamalam; Mark Tarrant; Claire Farrow

TH P34

How emphasizing a common identity can reduce outgroup helping

Esther van Leeuwen

POSTER THEME: SOCIAL PSYCHOLOGY AT WORK

TH P35

Dual-career family correlated to other family structures: The case of a Greek sample of parents

Aikaterini Gari; Anna David-Spanopoulou; Clive Richardson

TH P36

Gender typing of managers? Stereotypes and evaluations of actual managers in Sweden

Hanna Li Kusterer; Torun Lindholm; Henry Montgomery

TH P37

How norms may affect preferences for selection criteria and recruitment instruments

Fredrik Björklund; Martin Bäckström

TH P38

Gender differences in emotionally intelligent behaviors in the workplace

Vanda Lucia Zammuner; Sergio Agnoli; Anna Coltro

TH P39

What predicts job search intentions: Positive, negative or some particular emotions?

Sanita Saitere

TH P40

Advancing in life: The role of language abstraction in promoting school and professional career

Michela Menegatti; Monica Rubini

TH P41

Academic commitment of teacher students

Tomas Jungert; Fredrik Alm; Robert Thornberg

TH P42

Personal value orientation, threat and uncertainty during organizational changes

Jukka Lipponen

TH P43

Establishing the impact of perceived corporate social responsibility on employee job attitudes

Ana Patrícia Duarte; José Gonçalves das Neves

TH P44

Inadequate utilization of competence in psychiatric teams: Relational aspects and hierarchy

Suzanne Blomqvist

TH P45

Systematic recruiting, stereotypes and variation in applicants' qualifications

Martin Bäckström; Fredrik Björklund

TH P46

Organizational versus interpersonal trust in financial decision-making

Daniel Alink; Frenk Van Harreveld; Joop Van der Pligt

TH P47

Trust in a workplace context: The case of India, Cameroon and Finland

Anna-Maija Pirttilä-Backman; Jyoti Verma; Raul Kassea; Antero Olakivi; Tuija Seppälä; Jukka Lipponen

TH P48

Measuring identity: The qualitative-psychometric spectrum and isa/ipseus, a theory-based mixed-method

Roger Ellis; Elaine Hogard

TH P49

Explorations of professional identity in higher education lecturers and the implications of these for staff development policy and practice

Dorothy Marrison

TH P50

Exploring professional identity in student nurses: A new approach to the theory/practice divide

Clare Parry

TH P51

Exploring the identity and decision making of community safety officers

Jeremy Warren

TH P52

Measuring identity in medical students in the context of multi-cultural and multi professional factors

Ahmed Younis; Elaine Hogard

POSTER THEME: NEGOTIATION AND COMPETITION

TH P53

Regulating anger in negotiations: The effectiveness of reappraisal, distraction and rumination

Emma Fabiansson; Thomas Denson

TH P54

To negotiate or not to negotiate? Development of the "initiation of negotiation scale" (IoNS)

Julia Reif; Felix Brodbeck

TH P55

Intergroup emotions in conditions of competition

Olesya Goulevitch; Alena Prikhidko

TH P56

The more - the barrier? How competition against many blocks competitiveness

Anna Linda Hagen; Stephen M. Garcia; Avishalom Tor

TH P57

The impact of competition on information exchange with uninvolved others

Florian Landkammer

POSTER THEME: STEREOTYPES

TH P58

Animal collective: Applying the Stereotype Content Model to the social perception of animals

Veronica Sevillano; Susan Fiske

TH P59

Uncertainty and perceptions of the US around the 2008 U.S. presidential election

Shirley Samson; Dominic Abrams; Michael Hogg

TH P60

The ethnic stereotype of Jews among young Polish people – stability and changes

Marta Kamińska-Feldman; Anna Pistek

TH P61

The influence of outgroups' prototypicality and outgroups' similarity on intergroup attitudes

Mihaela Boza; Andrei Holman; Ana Maria Teodorci; Luminita Iacob

TH P62

Content of age stereotypes considering ageing employees and its connection to cognitive style

Karina Szászvári

TH P63

Geek or chic: perceptions of online gamers

Rachel Kowert

TH P64

Are they all "over the hill"? Content and structure of ageing stereotypes in a British population

Joanne Persson; Malcolm MacLeod; Barbara Dritschel; Clare Cassidy; Eric Bowman

TH P65

Stereotype activation and conformity toward non-native speakers: The role of accent and language competence

Mara Mazzurega; Maria Paola Paladino; Jeroen Vaes

TH P66

"Think excellence think male - Think social responsible think female"

Apollonia Goll; Dagmar Stahlberg

TH P67

'Nice but maybe not so competent..?' An analysis of contemporary implicit gender stereotypes

Irena D. Ebert; Melanie C. Steffens

TH P68

Implicit self-stereotyping with gender-math stereotypes under eye gaze

Yusuke Karouji; Takashi Kusumi

TH P69

Interdependence of self-schema and attitudes towards "in-group" and "out-group"

Anna Blaszczyk

TH P70

"Language is painting to the ear" - A model for the assessment of language attitudes

Janin Roessel; Christiane Schoel; Dagmar Stahlberg

POSTER THEME: CATEGORIZATION

TH P71

Social categorization of the actors of a discriminatory event and prejudice attribution

Jennifer Bastart; Florian Delmas

TH P72

Uncertainty and objective intra-group homogeneity: A first study

Hélène Font; Markus Brauer

TH P73

The interpersonal transference effect as an outcome of self categorization processes

Andrew Frain; Dirk Van Rooy

TH P74

Florist or fire-fighter? The speed of person categorization

Natasha Flannigan; Lynden K Miles; C. Neil Macrae

TH P75

Visual attention to stereotype-relevant information in a change-detection task

Laura Kimberley; Glyn Humphreys; Kimberly Quinn

TH P76

Putting race in its place: Social context affects cross-racial recognition and classification

Dario Sacchi; Jeffrey Sherman

TH P77

Challenging the functional antagonism hypothesis

Beatriz Lloret; Sven Waldzus; Maria Popa-Roch

POSTER THEME: COORDINATION AND COOPERATION

TH P78

Do birds of a feather move together? Group membership and behavioral synchrony

Joanne Lumsden; Lynden K Miles; Michael J Richardson; C. Neil Macrae

TH P79

Can imagining social dilemmas promote cooperation and consensus?

Rose Meleady; Tim Hopthrow; Richard J. Crisp

TH P80

An excitation/inhibition based computational model of coordinated group behaviors

Jean-Charles Quinton

TH P81

Social values orientation as a measure of behavioral tendencies in a social context

Mikoaj Winiewski; Janusz Grzelak

TH P82

Children in groups: Brainstorming effects

Claire Powell; Dominic Abrams; Adam Rutland; Tim Hopthrow

TH P83

Decisions, decisions: Securing lasting collective benefits through group discussion and decision

Timothy Hopthrow; Dominic Abrams

TH P84

Effects of nonverbal sensitivity on centrality and prestige in student networks

Loredana Ivan

TH P85

The effect of expected ingroup cooperation on intergroup vicarious retribution

Kengo Nawata; Hiroyuki Yamaguchi

TH P86

Procedural fairness and cooperation

Marius van Dijke

TH P87

Employee sense of power as facilitating the relationship between procedural fairness and employee cooperation

Gerben Langendijk; Marius van Dijke; Cameron Anderson

TH P88

All levels of the self matter in the relation between procedural fairness and citizenship behaviors

Lieven Brebels

TH P89

“Fair treatment makes time fly”: Procedural justice regulating subjective time experience

David De Cremer

POSTER THEME: PERSUASION

TH P90

Dynamics of story episodes, involvement in the story content and attitude change

Jerzy Trzebiński

TH P91

Subliminal goal priming and persuasion

Jean-Baptiste Légal; Viviane Coiffard; Julien Chappé; Audrey Villard-Forrest

TH P92

“I’m just asking questions!” Conspiracy theories, complexity, and innuendo

Michael Wood

TH P93

The role of personal values in disagreeing with an expert

Salla Ahola

TH P94

Source attractiveness in persuasion: A self-validation approach

Pablo Briñol; Richard E. Petty

POSTER THEME: ATTITUDES

TH P95

How do implicit effects of subliminal mere exposure become explicit? Mediating effects of social interaction

Naoaki Kawakami; Fujio Yoshida

TH P96

Implicit and explicit attitude change: The role of contingency awareness

Lungile Nyathi; Michal Bilewicz

TH P97

Increasing body satisfaction through evaluative conditioning

Carolien Martijn; Thomas Webb; Anne Roefs; Paschal Sheeran

TH P98

When two “no” almost make a “yes”: The impact of inferences on implicit attitudes

Riccardo Zanon; Anne Gast; Jan De Houwer

TH P99

Learning effects in GNAT performance

Ben Williams; Leah Kaufmann; Xochitl de la Piedad Garcia

TH P100

Incentive salience measures based on modifications of the conventional IAT and single-block IAT

Alexandra A. Kraus; Joachim Scholderer

TH P101

Affective influences of multidimensional face stimuli in implicit measures

Matthias Bluemke; Jamin Halberstadt

TH P102

Using implicit measures of social cognition with children: Current status and analysis of methodological issues

Lynn McKeague; Claire O’Driscoll; Caroline Heary; Ellis Hennessy

TH P103

Affective evaluations of objects are influenced by associated face attractiveness

Masato Nunoi; F. Satoshi Nakashima; Sakiko Yoshikawa

TH P104

Don’t hold your breath! - Exploring the role of target variability in affective priming

Marilía Prada; Teresa García-Marques

TH P105

Being ambivalent to be socially desirable: The role of attitudinal ambivalence in self-presentation

Vincent Pillaud; Nicoletta Cavazza; Catherine Brandner; Fabrizio Butera

TH P106

The impact of consensus information upon attitudinal ambivalence

Paula Castro; Carla Mouro; Jorge Silva

TH P107

Conflict monitoring and need for cognitive closure

Vanda Viola; Annalisa Tosoni; Gaspare Galati; Lucia Mannetti

TH P108

Narrow-mindedness and the socio-cognitive latitude architecture

Gordon Sammut

TH P109

Thinking is for doing: The benefits of procrastination in ambivalent decision-making

Hannah Nohlen; Frenk van Harreveld; Mark Rotteveel; Joop van der Pligt

TH P110

Priming a concrete mindset eliminates the effect of mood on level of action identification

Marie Hennecke; Gerald L. Clore

TH P111

Evidence that impulsivity moderates the effectiveness of an implementation intention intervention

Sue Churchill; Donna Jessop

TH P112

The influence of person-concept activation on self-control

Jacek Buczny; Kamila Wojdylo

TH P113

Predispositions to approach and avoid positive and negative stimuli

Tomoko Nakamata; Ken-ichi Ohbuchi

TH P114

The effect of spatial presence in computer mediated virtual environments on attitudes and behaviour

Grzegorz Pochwatko; Maciej Skorko; Jean-Christophe Giger

TH P115

Does a very boring task generate more dissonance than a mildly boring task? Weight of discrepant cognitions, magnitude of dissonance and commitment

David Vaidis

TH P116

Implicit affect influence and explicit judgments - the role of lateral exposure to implicit primes

Dorota Karwowska

TH P117

Everyday temptations: An experience sampling study on how people regulate their desires

Wilhelm Hofmann

TH P118

The restraint bias: How the illusion of self-restraint promotes impulsive behavior

Loran Nordgren

TH P119

The small-area hypothesis: How progress monitoring influences subsequent motivation

Minjung Koo

TH P120

Re-training of automatic approach tendencies: Search for underlying mechanisms

Reinout W. Wiers

POSTER THEME: CREATIVITY

TH P121

Implicit effects of motivational cues and color stimuli on creativity

Laurens Rook

TH P122

Expecting innovation: Psychoactive drug primes and the generation of creative solutions

Ronald Friedman; Denis McCarthy; Sarah Pedersen; Joshua Hicks

TH P123

Music and mind-sets: The influence of music on reasoning and creativity

Hannah Greving; Kai Epstude

POSTER THEME: TIME PERSPECTIVES

TH P124

When does the future matter? Connecting future self to current behavior

Cécile Nurra; Daphna Oyserman

TH P125

The role of visual perspective in imagining future behaviours: A cultural approach

Ayse Uskul; Mariko Kikutani

TH P126

Future mental simulation and motivation

Masayo Noda

TH P127

The influence of expected and observed duration on the evaluation of social stimuli

Michael L. W. Vliek; Mark Rotteveel

TH P128

Future time perspective as a socio-normative construct: An experimental approach

Thémis Apostolidis; Séverin Guignard

TH P129

Future as habitus: The relation between time perspective and perceived socioeconomic vulnerability.

Katerina Goula; Xenia Chrysochoou

TH P130

Concerns for future performance deplete attention and impair cognitive performance in the present

Marie Crouzevialle; Fabrizio Butera

TH P131

Timing is everything: A subjective temporal approach to life satisfaction

Becky L. Choma; Michael A. Busseri; Stan W. Sadava

TH P132

The social dimension of the temporal distance bias: Ingroup identification affects the perceived temporal distance of shared valenced experiences (and vice versa)

Martin Bruder; Geoffrey Haddock; Jochen Gebauer

POSTER THEME: SEXISM

TH P133

The effect of sexually objectifying music videos on bodily self-perception in females

Isabelle Mischner; Hein van Schie; Daniël Wigboldus; Rick van Baaren; Rutger Engels

TH P134

Confronting sexism: Lessons from social control

Clementine Bry; Natalie Hall; Russell Spears

TH P136

Contemporary restrictions on pregnant women: Preventive medicine or proscriptive gender typing?

Amy Murphy

TH P137

Seeing to believe: Gender biases on the impact of medical evidence on nurses' pain judgments

Sonia Bernardes; Maria Luisa Lima

TH P138

Social judgements of ambition: Perceptions and experiences of gendered ambition

Lauren Hall; Ngairé Donaghue

TH P139

The impact of mortality salience on the advertising effectiveness of elderly advertising characters

Martina Infanger; Sabine Sczesny

TH P140

How sex puts you in gendered shoes: Sex-priming affects social behavior in non-sexual settings

Tanja Hundhammer; Thomas Mussweiler

TH P141

Acceptance of sexual aggression myths in a representative sample of German residents

Philipp Süßenbach; Gerd Bohner; Fiederike Eyssel

TH P142

Framing gender differences: Comparison focus and the cultural reproduction of gendered power

Susanne Bruckmüller; Andrea E. Abele; Peter Hegarty

TH P143

Hostile degradation vs. initiation of sexual contact as motives for sexual harassment

Charlotte Diehl; Nina Vanselow; Gerd Bohner

TH P144

In the eye of the beholder: Effects of rape myth acceptance on information search strategies

Friederike Eyssel; Philipp Süßenbach; Gerd Bohner

TH P145

How would women deal with sexual violence from their sexist intimate partners?

Mercedes Durán; Jesús L. Megías

TH P146

The role of alcohol and victim sexual interest in Spanish students' perceptions of sexual assault

Jesús L. Megías; Mónica Romero-Sánchez; Barbara Krahe

TH P147

Meta-cognitive experiences and the debunking of rape myths

Anja Berger; Barbara Krahe

Friday

POSTER THEME: STEREOTYPE THREAT

FR P01

Stereotype threat in the elderly: The role of automatic and controlled processes

Marie Mazerolle; François Rigalleau; Pauline Morisset; Isabelle Régner; Pascal Huguet

FR P02

Fear related emotions and stereotype threat : The case of French-Arab students

Cindy Chateignier; Peggy Chekroun; Armelle Nugier; Marion Dutrévis

FR P03

Stereotype threat and test ordering: An intervention to improve girls' math performance

Annique Smeding; Florence Dumas; Florence Loose; Isabelle Régner

FR P04

Self-construal and types of stereotype-threat: impact on performance and emotions

Racky Ka; Rasyid Bo Sanitoso

FR P05

The gripping effects of stereotype threat on older people

Ruth Lamont; Hannah Swift; Dominic Abrams

FR P06

Stereotype threat effects on academic learning of children from ethnic minorities

Robin Jund; Michel Désert

FR P07

Social comparisons of performance under stereotype threat

Sylvia Bedynska; Ewa Jedrzejkiewicz

FR P08

The motivated inhibition of negative self-referent stereotypes: Ignoring stereotype threat

Russell Hutter; Constantine Sedikides; Chantelle Wood; Lucy Davies

FR P09

Stereotype threat damages performance only for students highly motivated to be correct

Lloyd Sloan; Grady Wilburn; Debbie Van Camp; Kristin Jones; Jamie Barden; Daniel Martin

FR P10

Performing gender: Does the practice of videogames impact on sex differences in cognitive performance and behaviour?

Stéphane Doyen; Olivier Klein; Axel Cleeremans; Melissa Hines

FR P11

What is the best role model for children to improve self-efficacy and success in math?

Céline Bagès; Delphine Martinot

FR P12

Stereotype threat as a function of intergroup difference and ingroup variability

Francoise Askevis-Leherpeux; Loris Schiaratura; Constantina Badea

FR P13

Interpreting and reacting to feedback in stereotype-relevant performance domains

Monica Biernat; Kelly Danaher

FR P14

The illusion of competence: The psychological consequences of cosmetic use

Elisa Puvia; Jamie Lynn Goldenberg; Jeroen Vaes

FR P15

Impact of women's inclusion/exclusion feelings in a male environment on performance and gender identification

Anthony Cursan

POSTER THEME: IMMIGRATION AND ACCULTURATION

FR P16

Reasons to be favorable and unfavorable to immigration

Zira Hichy; Orazio Licciardello; Graziella Di Marco

FR P17

Increasing tolerance towards immigrants among early adolescents: The role of empathy

Nicola Abbott; Dominic Abrams; Lindsey Cameron

FR P18

Conservation values and ideological climate: A person-context interaction approach to immigration attitudes

Nicole Fasel; Eva G. T. Green; Oriane Sarrasin

FR P19

The relationship between prejudice, justice perceptions and support of discriminatory policies against immigrants

Aline Lima Nunes; Cícero Pereira; Isabel Correia

FR P20

Socio-cognitive flexibility and its potential applications in multicultural contexts

Aneta Mechi

FR P21

Migratory process and cultural representations from a gender point of view

Eduarne Elgorriaga; Cristina Martínez de Taboada; Ander Rico; Otero, N.; Martínez, L.

FR P22

Religion and uncertainty

Ankica Kosic; Ambra Brizi

FR P23

Negotiating dual identities: The impact of group rejection on identification and acculturation

Constantina Badea; Jolanda Jetten; Aarti Iyer; Abdelatif Er-rafiy

FR P24

Immigration on the media: Representations by different ethnical and ideological newspapers in Spain

Ainara Amoso; Jose Francisco Valencia

FR P25

Calling them all immigrants hides perceived competition: Evidence from the stereotype content model

Xenia Chryssochoou; Tilemachos Iatridis

FR P26

Studying racist behavior in the laboratory: Further development of a computer harassment paradigm

Caroline Erdmann; Gerd Bohner; Patrick Chiroro; Ehrhard Visser; Frank Siebler

FR P27

Identity projects for migrant families: The pivotal role of gendered transmission

Rebecca Weber

FR P28

The role of place attachment in ethnic intergroup relations

Rosanna Trentin; Maria Grazia Monaci

FR P29

Effects of distributive justice on prejudice and support for immigration policies

Lucía López-Rodríguez; Rosa Rodríguez-Bailón; Guillermo Byrd Willis; Marco Brambilla

FR P30

The effects of patriotism and nationalism on policy support favouring the out-group

Tomohiro Kumagai; Huseyin Cakal; Miles Hewstone

FR P31

Immigrant ethnic minorities of the Near-East in Belgium: Process of acculturation in a situation of double minority

Bachar Malki

FR P32

The multicultural identity integration scale: A validation study

Maya A. Yampolsky; Catherine E. Amiot; Roxane de la Sablonnière

POSTER THEME: INFRA AND DEHUMANIZATION

FR P33

Infrahumanization and openness to experience

Monika Joanna Szyszko

FR P34

When do the small feel strong enough? The role of power in dehumanization by low status groups

Mariana Miranda; Jeroen Vaes; Maria Gouveia-Pereira

FR P35

Being voluntarily childfree. Essentialization, infra-humanization and deviance perception

Annabelle Dominique; André Lecigne

FR P36

Effect of objectification on dehumanization: The moderating role of sexist attitudes

Philippe Bernard; Olivier Klein

FR P37

The limitation of infrahumanization: Accessibility of “others perspective” and similarities

Anna Szuster

FR P38

Reducing dehumanisation outcomes: The role of multiple and superordinate human categorisation

Flavia Albarello; Monica Rubini

FR P39

Dehumanizing our defenders: Perceptions of the military’s humanness and its consequences

Paul Bain; James Hirst

FR P40

Denying the fundamental components of others by verbal abuse

Monica Rubini; Flavia Albarello

POSTER THEME: IDENTITY THREAT

FR P41

Nested spatial identifications: The role of identity threat

Aymeric Parant; Marie-Line Félonneau

FR P42

Managing a social identity threat: Ambivalence towards the ingroup as psychological disengagement

Stefano Pagliaro; Francesca Romana Alparone; Maria Giuseppina Pacilli; Angelica Mucchi-Faina

FR P43

Reducing expected stress in intergroup interactions by manipulating resource appraisals

Adem F. Aydogan; Karen Gonsalkorale

FR P44

Did the crisis hurt? Economic threats and group-based enmity in Germany

Andreas Zick; Beate Kuepper

FR P45

On the relationship between social distance and threat

Astrid Buba; Natascha de Hoog

FR P46

The role of masculinity threats and peer influence in sexual harassment

Christopher John Hunt; Karen Gonsalkorale

POSTER THEME: SOCIAL IDENTITY

FR P47

The group as audience: Self-presentation concerns in common bond and common identity groups

Eva Schwämmlein; Katrin Wodzicki

FR P48

Identity, norms and interactive groups: Social identity research in medical education

Lillian Smyth; Kenneth Mavor

FR P49

Communication breeds ingroups favoritism

Sverker Sikström; Marie Gustafsson

FR P50

Patterns of in-group identification and the evaluation of significant historical events

Zsolt Peter Szabo; János László

FR P51

Social identity and places: Exploring the connections

Mhairi Bowe

FR P52

Gender identification predicts risk seeking: The failure-as-an-asset effect on behavioral intentions

Simon Schindler; Reinhard Marc-André; Stahlberg Dagmar

FR P53

Self-determination of negative behaviour? The case of discrimination between hockey fans

Sophie Sansfacon; Catherine Amiot; Philippe LaFrance-McGuire

FR P54

The power of identity-affirming spaces: (Ir)religious identity moderates the effect of religious environments on self-esteem

Renate Ysseldyk; S. Alexander Haslam; Thomas A. Morton

FR P55

Social identity and in-group bias of the unemployed compared to other occupational groups

Maria Pollai; Erich Kirchler; Ingrid Wahl

FR P56

Exploration of group identity processes by a narrative analysis of intergroup evaluation

István Csertő; János László

FR P57

Exploring social identities through life stories

Tibor Polya; Janos Laszlo

FR P58

Socially constructed international institutional identities

Wasseem Abaza

FR P59

Between pride and shame: Emotional content of Bulgarian national identity

Kristina Petkova; Valery Todorov; Pepka Boyadjieva; Galin Gornev

FR P60

Collective self-esteem, collective narcissism, and the group letter effect

Aleksandra Olkowska; Miroslaw Kofta; Aleksandra Cichocka

FR P61

The ins and outs of identity: Contrasting the impact of role entries and exits on self-concept clarity

Alysson Light; Penny Visser

FR P62

Current far-rights' representations of national identity: How the present reflects the past

Inari Sakki

FR P63

Representing the British Nation: The role of reflexivity and choice in constructions of Britishness

Eleni Andreouli; Babette Gekeler

FR P64

Distinct effects of personal and group discrimination, and affective and cognitive group identification on self-esteem

Marie Courtois; David Bourguignon; Aurélie Goffart; Ginette Herman

FR P65

The effect of group identification and ideology on collective memory of conflict: The Louvain crisis in Belgium

Laurent Licata; Aurélie Mercy; Olivier Klein; Olivier Luminet

FR P66

Social identity in stigmatized groups: An ambivalent issue

Alonso Molero; Cristina García-Ael; Patricia Recio; Elena Gaviria

FR P67

Identification is not enough: Identity, values and threat as predictors of attitudes to Europe

Denis Sindic

FR P68

The role of anticipated and perceived intergroup context in national dis-identification

Tuuli Anna Mähönen; Inga Jasinskaja-Lahti

FR P69

Ingroup identification, collective action: Investigating the impact of perceived symbolic and realistic threats among Turkish and Kurdish in Turkey

Meltem Guler; Huseyin Cakal; Miles Hewstone

FR P70

African, American, African American? A qualitative study of race, ethnicity and nationality in Obama's speeches

Lesley Storey; Hanora Fleming

FR P71

Group process in the effective treatment of addictive behaviours

Sarah Buckingham; Daniel Frings; Ian P. Albery

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Catalin Mamali

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Johanna Fischer; Johannes Keller; Josef Nerb

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Training of social competencies as a mean to enhance satisfaction with life of the unemployed

Aleksandra Cislak; Iwona Dziugiel; Sylwia Bedynska

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Jennifer R. Talevich; Stephen J. Read; David A. Walsh; Ravi Iyer; Gurveen Chopra

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Louisa Pavey

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Frank Wieber; Peter M. Gollwitzer; Caterina Gawrilow; Georg Odenthal; Gabriele Oettingen

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Jan Rummel

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Matthias Kliege; Peter Rendell; Phoebe Bailey; Julie Henry; Louise Phillips

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Explaining the differences between goal priming and semantic priming effects

Goda Perlaviciute; Linda Steg; Siegwart Lindenberg

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Martijn Keizer; Linda Steg; Martijn van Zomeren

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Justin Park; Florian Van Leeuwen

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Intergroup conflict increases moralization of the binding moral foundations for males only

Florian Van Leeuwen; Justin H. Park

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Anticipating being deviant shifts moral condemnation for group loyalty violations

Jennifer Lord; Jared Piazza; Dominic Abrams; Norbert Kerr

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Sara Alfieri; Elena Marta; Margherita Lanz; Clelia Anna Mannino

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Anna Kwiatkowska; Malgorzata Kolek

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Christian Staerklé

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National identity and support for action against the outgroup in the Israeli-Palestinian conflict

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Julie Coultas; Kimmo Eriksson

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Virginie Bonnot; Silvia Krauth-Gruber; Ewa Drozda-Senkowska

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Manuel Pulido-Martos; Jose M. Augusto-Landa; Esther López-Zafra; Pilar Berrios-Martos

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Wing Yee Cheung; Constantine Sedikides; Tim Wildschut

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Describing the past: Using a word-level text analysis program to examine nostalgia

Sara Robertson; Tim Wildschut; Constantine Sedikides

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Mohamad-Alhadi Chafi; Loris Schiaratura; Stéphane Rusinek

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Daniel Skorich; Kenneth Mavor

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Ron Dotsch; Daniël H. J. Wigboldus; Ad van Knippenberg

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Diana Rus; Adam Galinsky; Joe Magee; Daan van Knippenberg; Barbara Wisse

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Ursula Athenstaedt; Silvia Macher; Lisa Horvath

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Gabrielle Poeschl; Liliانا Mateus

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Do men have different epistemic needs than women?

Yoram Bar-Tal; Maria Jarymowicz

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Victoria Brescoll; Eric Uhlmann

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Samantha Sinclair

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Nina M Junker; Birgit Schyns

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Marloes L. van Engen; Claartje J. Vinkenburg; Alice H. Eagly; Mary C. Johannesen-Schmidt

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Alina S. Hernandez Bark; Rolf van Dick

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Stephan Dickert; Janet Kleber; Ellen Peters; Paul Slovic

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Michael Diehl; Johannes Hitzler; René Ziegler

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Cut your food! Smaller snack food item sizes decrease caloric intake in young adults and children

David Marchiori; Laurent Waroquier; Olivier Klein

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Rather glittering than useful: Narcissism and consumer choices

Sylvia Cisek; Constantine Sedikides; Claire Hart; Aiden Gregg

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Petra Filkukova; Karl Halvor Teigen

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Self-expressive behaviour and symbolic aspects of consumer conducts: Explaining the role of self-identity in purchase models of hi-tech products

Marcello Secchi; Antonio Aiello

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Sepideh Barghandan; Nima Ghaemi Khomami

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Robert Thornberg; Tomas Jungert

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Philip J. Cozzolino; Panagiotis Rentzelas; Marco Perugini

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Jose M. Augusto-Landa; Noelia Rodríguez-Espartal; Ana M. Garcia-León; Pilar Berrios-Martos; Esther López-Zafra

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Escalation of killing using a bug-killing paradigm

Andy Martens

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Association between trust-forgiveness trait and ruminative tendency of aggressive thoughts among mainland China young adults

Jie Wu; Shijin Sun; Lulu Yu

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You feel their pain more if you have felt it before

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van Dick, Rolf	S09:02, T19:03, T28:03, T63:01, SAT P76	Vignoles, Vivian L.	WE P09
van Dijk, Eric	WE P38	Viki, Tendayi	TH P91
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Van Dijk, Wilco W.	T28:03, TH P86, TH P87	Vincze, Orsolya	SAT P104
van Dijke, Marius	S55:02*	Vinkenburg, Claartje J.	WE P100*
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van Doesum, Niels	T25:01*	Viola, Erica	TH P107*
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Van Hiel, Alain	T47:02*	Voelpel, Sven C.	FR P103, FR P106
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